

# Theatre Alibi - FUNDRAISING CONSULTANT BRIEF

**Theatre Alibi are seeking tenders for: Fundraising Consultant**

**Fee: £3,000 incl. expenses**

**Completion date: 23 April 2019**

**Deadline for applications: 9am 25 February 2019**

## About Theatre Alibi

Theatre Alibi is a touring theatre company based in Exeter. We make a wide range of work for a wide range of audiences and settings, from small community venues to large regional theatres. At least one tour every year focuses on taking original new plays to Primary and Special Educational Needs (SEN) schools across Devon and the wider south west region. We are a charity and a National Portfolio Organisation. For more information about what we do, please see [www.theatrealibi.co.uk](http://www.theatrealibi.co.uk)

## Fundraising and Income Generation Consultation

Theatre Alibi has recently been awarded funding from the South West Challenge Fund to invest in diversifying our fundraising and income generation streams.

The SW Bridge Challenge Fund is a new approach to cultural investment, with the single purpose of helping organisations to lever new income to support high quality cultural education work for children and young people.

The award is worth up to £53,000 over three years and is bound by a match-funding agreement. Match-funding must be on a pound for pound basis and must come from sources who have not supported Theatre Alibi in the past 5 years.

We are keen to explore the possibility of raising the majority of the required match-funding (£53k over three years) from business sponsorship, using our work in Devon Primary and SEN schools as our main case for support.

We are looking for an experienced fundraiser who can advise us strategically on the best ways to invest the new funding in order for it to secure the highest return. They will be expected to work closely with us to gain an understanding of our organisation. By the end of the consultancy they will be able to present a number of viable funding plan which will act as the starting point for the next step of the project. The individual will have a proven track record of arts fundraising with particular emphasis on corporate sponsorship and Individual Giving.

## The successful tender will include

- A minimum of 1 day spent at Theatre Alibi's base in Exeter in order to gain a good understanding of the organisation and the requirements.
- Regular catch ups (face to face or Skype) during the drafting process.
- Delivery of a fundraising plan which clearly outlines how to reach our goals.

**The individual/ company selected must demonstrate:**

**Essential**

- Significant experience of fundraising for an arts organisation.
- Experience of Corporate Sponsorship and Individual Giving.
- Experience of working with smaller charities (income less than £500,000 with less than 10 employees)

**Desirable**

- Knowledge of the current business climate in the South West.
- Understanding of the Education Sector.

**Timeline**

- Successful applicants will be interviewed on the 7<sup>th</sup> or 8<sup>th</sup> of March.
- Contracts will be issued week commencing 11<sup>th</sup> of March.
- Project to be delivered by 23<sup>rd</sup> of April.

To express your interest, please send us a CV of your previous fundraising experience as well as a short statement including a rate per day and the number of days required to complete this assignment. Your covering letter should also include an outline of the process you expect to follow in order to deliver the project.

All applications should be received by **9am on the 25<sup>th</sup> of February.**

Any questions, please contact Ruth Weyman: [ruth@theatrealibi.co.uk](mailto:ruth@theatrealibi.co.uk) or 01392 217315.