

# School Fundraising: Securing and Expanding your Income

Central London | 13th July 2017

11.00 Chair's Introduction

⇒ **Justin Smith**, *Chameleon Training and Consultancy & NASBM Fellow*

11.05 **Morning Session: Maximising Your Current Resources**

- Making the best use of your site and facilities
- Extra provision: breakfast & after-school clubs and childcare
- Making use of your staff's expertise
- Obtaining buy-in from the Headteacher downwards
- Working with parents: engaging with PTAs and using your extended network
- Exploring shared services with other local schools
- Procurement partnerships in and out of MATs
- Strategies for smaller schools

⇒ **Gerald Oppenheim**, *Head of Policy and Communications, Fundraising Regulator & Chair, Board of Trustees, The Camden Society*

⇒ **Stuart Pywell**, *Head, St Stephen's Junior School*

⇒ **Brian Davies**, *Development Director and Deputy Director of Sport, Bishop Vesey's Grammar School*

13.00 Networking Lunch

13.45 **Afternoon Session: Securing New Income**

- Putting together a long-term funding strategy
- Exploring income streams outside of government funding
- Bid writing: finding and winning grant and capital bids
- Building an alumni network from scratch
- Making and capitalising on links with local businesses
- Ensuring an effective marketing strategy
- The role of Governors

⇒ **John Bennett**, *Head of Multi-Sports, Notts Sport Ltd*

⇒ **Paul Aber**, *Head of Training Development, National Governance Association*

⇒ **Neil Mackintosh**, *Partnership Development Manager, Tile Cross Academy*

15.30 Chair's Summary & Event Close

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