



Attitude is Everything: Fundraising consultant

April 2024

Attitude is Everything is a London-based, disability-led charity that has worked for 24 years to connect disabled audiences, artists, professionals and volunteers with music and live event industries to improve access together. Over the last 3 years our turnover has grown from c. £500,000 to a budgeted £1M for 24-25. Our income comes from the following sources: ACE IPSO funding, Trusts and Foundations, Lottery, corporate/individual giving and earned income (training, consultancy, commercial tenders and subtenant rent). Our organisation is disability led, with over 50% of the team identifying as neurodivergent and we currently have 18 staff, approx. 50% of whom work part time.

We are currently supported by a number of Trusts and Foundations including Paul Hamlyn, Esmee Fairbairn and John Ellerman, with some multi-year grants coming to an end over the next 18 months. Whilst our Trusts and Foundations income target for 24-25 is min. £60,000 this will increase considerably in the 25-26 financial year.

Attitude is Everything have considerable staff fundraising experience, particularly at Managing Director and Founder level, but we are looking to source some additional capacity to support prospecting and bid writing.

We are looking for an individual to work with the Senior Management Team and Fundraising Coordinator over the next 12 months to deliver the following:

- Support the Fundraising Coordinator to deliver Trusts and Foundations Prospect research for key identified projects.
- Review case for support materials/data and make recommendations for improvements.
- Produce multi-year follow up funding bids to existing funders (eg. Esmee Fairbairn and Paul Hamlyn Foundations).
- Produce bids to new funders including Heritage Lottery.

We are looking for someone with the following skills and experience:

- Proven track record of successful, high quality Trusts and Foundations bid production, especially in the arts and cultural sector.
- Knowledge of, and relationships with, key Trusts and Foundations who support cultural and disability projects
- Understanding of the social model of disability
- Strong knowledge and ability to write about inclusive practice, ideally around arts and disability.
- Ability to work collaboratively in bid production including excellent proof reading skills.

Contract to start May 2024 for 11 months.

Please submit an expression of interest and CV outlining approach, availability, day rate and 2 references to:

Celia Makin-Bell, Managing Director celia@attitudeiseverything.org.uk

Closing date: 7th May 2024