



CLIFTONVILLE'S CULTURAL SPACE

Albion Road, Cliftonville CT9 2HP

www.arkcliftonville.com

Fundraising / Income Generation Consultant

Introduction: Following funding from the National Lottery Heritage Fund, ARK, Cliftonville's Cultural Space, is seeking to appoint a consultant to work with us to produce a fundraising strategy which will:

- enable the organisation to carry out additional capital work on the building
- identify sources of both core and project funding which will increase the organisation's financial sustainability

They will also be required to implement at least one major fundraising campaign.

As well as researching suitable trusts and foundations, we also want to expand our reach to include a membership scheme and maximise individual donations.

CCS has had significant success in the past with funding applications to the Architectural Heritage Fund, ACE, NLHF, Kent County Council, the government's Shared Prosperity and Levelling Up funds, various trusts and foundations, and Crowdfunding.

The appointed Consultant will be expected to work closely with and in collaboration with CCS's Director, the board, Business Planning Consultant and the external Project Team.

Experience / Knowledge: The appointed consultant will be expected to have:

- Proven fundraising experience of working with cultural and art spaces.
- Ability to be flexible and work collaboratively with a small team of staff, trustees and advisors (Meetings will be a mix of virtual and in person at ARK).
- Experience of delivering Fundraising and Income Generating strategies for NLHF and other key funders.

Process and Timetable for application:

Deadline for applications: **6 January 2025**,

Interviews: **Monday 13 January 2025** in Margate, or online

Please email your CV and a covering letter, together with the names of two referees, to Jan Ryan – jan@cliftonvilleculturalspace.com.

Your covering letter should address the following:

- Day rate
- Anticipated number of days
- Timeline for deliverables
- What social value you can offer (knowledge of area / similar projects)
- Case studies (up to 4)

Context: The former Margate Synagogue is the last remaining building in Margate with a link to its important Jewish past and heritage. It was built in 1928 by E Peall & Co of Margate at a cost of £6000, reflecting the affluence of the area which included many local Jewish business and hotels, and which, like the Synagogue, catered for both residents and visitors.

By 2011 with only 11 members of the congregation left, it became untenable to keep the Synagogue running and in 2020 the building was put up for auction and a campaign ensued to save it from developers. It received unanimous support from the local community and a donor was found to purchase and save the building.

Whilst most of the contents were stripped out when the Jewish community vacated the Synagogue it still retains some of its historic features. The eastern end of the building has iconic marble steps leading to a semi-circular apse with a domed copper roof. The upper gallery, which was once the Ladies' Gallery, remains. The main windows facing the street are leaded stained glass which contain geometric patterns and a Star of David motif.

Prior to CCS taking over the building, it had lain empty for 6 years and had not been used or maintained for several years before that. The proposed work will allow the ground floor of this building to be fully restored, preserving its legacy for generations to come.

Margate and Cliftonville are changing. The Margate Town Deal and Creative Land Trust are transforming the area, yet Cliftonville West is still one of England's most deprived wards, and its popularity with young creatives masks the gross inequalities and separation between different communities that exist in the area. This initiative is an opportunity to include Cliftonville in the new vision for Margate by creating a welcoming community facility that is accessible to all.

Since opening the building in 2022, we have successfully delivered many projects including:

- Cliftonville Voices (2022) – oral history project and exhibition in partnership with Margate Museum celebrating the diversity of Cliftonville past and present
- Festivals including Refugee Week (2023 and 2024) - events and workshops celebrating the contribution refugees and asylum seekers make to our communities; Making More Waves, profiling the quality and wealth of creative practice in Kent; Infinity, celebrating the work of local internationally acclaimed artist Govinda Sah 'Azad'.
- Roma projects including International Roma Day celebrations (2023 and 2024) and Roma Rap sessions for local teenagers
- Engagement projects with young people in partnership with Turner Contemporary, 1927 Theatre and Jasmin Vardimon Dance involving local children and pupils from Hartsdown Academy
- Refugee-focused projects with Beyond the Page, Project 43 and residents from our local hotel which is housing asylum seekers
- Jewish heritage schools project with Cliftonville's primary schools
- An ongoing public programme of ambitious and engaging theatre, music, dance, exhibitions and workshops.

Fundraising Consultant Brief

- Develop a fundraising plan that considers a range of potential fundraising streams including, but not restricted to trusts and foundations; individual giving; events fundraising; online initiatives and membership. The strategy document will include a clear timeline and fundraising targets.
- Create a list of key grants that CCS should target for the programme of capital work, revenue funding and activities - and for each grant provide details of available size of grant, funding deadlines, award notice period and outline the key applicant requirements.
- Implement at least one major fundraising campaign – to be decided in consultation with the Director

- Improve the skills of current staff and Trustees in fundraising by working collaboratively on funding applications and approaches to donors to ensure skills are transferred for the future.
- Advising on individual giving, including putting together a major giving scheme, lower level giving and strategy for growing our base
- Advising on corporate offer strategy and approaches
- Advising on communications with key funders, major donors and supporters
- Overseeing CCS's applications to foundations and trusts identified in the Fundraising Plan

Overview of project deliverables: Through the work, the Fundraising Consultant will achieve the following outcomes:

- a more informed Board, who are able to contribute at all levels to the ongoing development of the organisation and its ability to raise additional funds;
- a more resilient organisation which can demonstrate how the future activity could be supported by a greater number of more diverse income streams - both commercial and philanthropic - underpinned by a fundraising strategy that is able to secure the levels of income required to carry out a diverse programme of activity and capital works for the NLHF project.
- a potential multi-year funder to support CCS's core costs

Experience / Knowledge

- Strong track record in securing and maintaining significant support across different income streams (trusts, corporates, individuals)
- Excellent knowledge of funding policy and landscape across arts and charity sectors.
- Strong strategic planning skills
- Exemplary written and verbal communication skills
- Understanding of external communications in a fundraising and wider charity context
- Experience of working / consulting for smaller arts / charitable organisations with limited resources

Timescale

- Fundraising Consultant appointed January 2025
- Final Strategy completed April 2025
- Implementation of fundraising campaign May 2025
- Mentoring of CCS team until October 2025

Remuneration

A fee of circa £6,000 inclusive of expenses but exclusive of vat.