

Arts & Business Consultancy Services

Arts & Business have performed a very thorough, sensitive and thoughtful strategic and fundraising review for the National Children's Orchestra. The fundraising expertise and networks that A&B have brought are of immense value to a small charity like the NCO. - Kate Bingham, Trustee, National Children's Orchestra

For over 35 years, Arts & Business has advised thousands of cultural organisations on fundraising. Some of this advice has taken the form of bespoke consultancy ranging from small amateur theatre companies to major international galleries. Here is an overview of the services we provide.

Thinking

Board thinking - We can help bring timely, relevant and realistic advice at a Board meeting where fundraising is discussed to ensure that the correct governance decisions are made - £150

Staff thinking - Planning for a new fundraising function? Through an objective review, we can help executive staff assess whether resources are best deployed and the target market is right - £500

Benchmarking - Arts & Business can run a benchmarking analysis of similar organisations in the cultural or wider charity sector to determine which forms of fundraising are working best for your competition - £3000

Preparing

Target Market analysis - We can run a survey of the type of businesses, trusts and individuals which can or should support your organisation. What elements of your work do they find interesting? What barriers prevent them from supporting you? Using this information we can help prepare your Case for Support - £4,000

Strategy & Planning

Strategic planning - Once the market place is determined, Arts & Business can advise on the types of 'ask' that will work, from mass low level giving through to high level donations, grants and sponsorship - £3,000

Product development - Need a sponsorship proposition, a Friends Scheme or a capital campaign? Our advice can ensure that they are attractive, tax efficient and successful. Starting from £1,500

Brand development - We can help you develop your brand, so that the communities in which you work can see how much added value you bring and that they can, and should support you. Starting from £1,500.

Doing

Product rollout - We can support or lead on the delivery of different fundraising asks, ranging from relationship development through to stage managing the 'ask', staging launch events and subsequent supporter care.

Critical Friend - We can provide ongoing support to your team, including new staff, advising on all your fundraising activity

The exact price of our services will be determined by the extent of work required, based on an average of £750 a day. Discounts available for our arts members. All rates exclude VAT.

Contact Gill Bloomfield for more information: gill.bloomfield@artsandbusiness.org.uk or 07870 1564576