

# David Ward MA (Cantab) FRSA

## Fundraising consultant

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## Key skills

- Fundraising from a range of individual, corporate, trust, and statutory sources
  - Significant grants obtained from funders including Arts Council England, Big Lottery, Heritage Lottery Fund, Garfield Weston Foundation, Foyle Foundation and John Ellerman Foundation
  - In depth knowledge of the arts, heritage and culture sector
  - Strong cultural network across the UK
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## Positions held

### Consultancy

- **Ongoing Fundraising Consultant** for Magpie Dance (July 2018 to present) developing new funders and funding streams to support expansion of programming. Raised in excess of £550,000 to date, including new three-year core grant from National Lottery
- **Fundraising strategy creation, prospecting and bid-writing** for Theatre Alibi (Exeter), developing successful strategy to match-fundraise £53,000 from range of new sources
- **Writing successful application** to Garfield Weston for Icon Theatre (Chatham), securing £20,000 core funding
- **Ongoing Fundraising Consultant** for Unlimited Theatre (Leeds), developing prospects and raising funds for a range of projects including £20,000 for school theatre tour
- **Ongoing Fundraising Consultant** for Transform Festival (Leeds), developing prospects and raising funds for artist development and artistic programmes
- **Guest lecturer** on MA: Music and Management at University of Leeds

### Northern Opera Group

*Professional and community opera in Leeds and Yorkshire*

#### Artistic Director

August 2015 – present

- Responsible for all artistic programming and company management
- Funds raised in excess of £100,000 from individuals, trusts, corporates, and statutory sources
- Curator and lead research on Leeds Opera Story heritage project
- 100% audience feedback to date of 'good' or 'very good' on the quality of our work

### Leeds International Piano Competition

*Triennial international competition and annual festival*

#### Development Director

October 2016 – July 2018

- Overseeing all fundraising, including creation of fundraising strategy, new individual giving scheme, and donor management at all levels of giving
- £1.1m raised from individuals, trusts, corporates, and local authority for 2018 Competition
- Organising national and international stakeholder partnerships and events

## **Northern Ballet**

*The UK's national ballet company*

### **Development Manager: Trusts and Foundations**

May 2014 – October 2016

- Developing and monitoring strategy for trusts and foundations
- Raised £582,500 in 15/16 financial year (on target of £525,000)
- Cultivation of, and research into, new trusts and foundations
- Line management of Research and Data Officer

## **Royal Northern College of Music**

*Leading national and international classical music conservatoire in Manchester*

### **Development Officer (maternity cover)**

August 2013 – May 2014

- Writing all trust and foundation, and Arts Council England, applications
- Management of Raiser's Edge fundraising database
- Capital fundraising for Concert Hall redevelopment
- Lead on fundraising projects

## **Quilters' Guild of the British Isles**

*The UK's membership organisation for quilters and quilting groups*

### **Membership Officer (maternity cover)**

November 2012 – August 2013

- Processing new and renewal memberships
- First point of contact for public
- Managing and processing all Direct Debits
- Organising members' events locally and nationally

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## **Board memberships and other positions**

### **Leeds Youth Opera** (March 2019 – present)

Trustee

### **Opera and Music Theatre Forum** (October 2017 – present )

The national membership organisation and development agency for opera and music theatre in the UK; main roles on Board to encourage the involvement of Northern opera companies and advise members on fundraising

### **Script Yorkshire** (August 2012 – July 2017)

Trustee

### **Fellow, Royal Society of the Arts** (December 2015 - present)

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## **Education**

### **Magdalene College, University of Cambridge**

BA English (II.i) with Exhibition (2009)

2007 – 2010

MA English

2013