



Fundraising Development Consultant
Period of contract: 1 Jul 2025 – 29 May 2026

Invitation to Tender (ITT)
for
The Sidney Nolan Trust



Fundraising Development Consultant

Submission of Tenders: **5PM Monday 9 June 2025**

Any queries relating to this tender should be submitted via the
Sidney Nolan Trust email - sophie@sidneynolantrust.org

Issue date: 20 May 2025

1.0 Project overview and context

1.1 Introduction

The Sidney Nolan Trust is looking for a **Fundraising Development Consultant** to help us deliver our master planning and transformation project. The project is funded by the National Lottery Heritage Fund.

The pieces of work that will pave the way for transformational change are:

- 15-Year Masterplan
- Building Surveys, Inspections, and Visualisations
- Audience and Stakeholder Engagement
- Audience Development Plan
- Business Case and Feasibility Report
- **Fundraising Strategy**
- Pilot Activities
- Evaluation

The consultant will join us at the project initiation to plan, lead and deliver the **fundraising strategy** strand of activity and work with us through to the final reporting and project completion

1.2 Vision, Purpose and Values

Our VISION is to share the character, wildness and beauty of our rural setting on the borders of England and Wales, and the deep history of our sites, working collaboratively to enable powerful and human encounters: with heritage, the creative spirit and the environment.

PURPOSE

In the ancient and beautiful landscape of the England-Wales borders we enable inspiring encounters with the arts, heritage and our environment inviting the creative spirit in everyone, of all ages and backgrounds.

Fulfilling the visionary legacy of Sir Sidney Nolan, who made The Rodd his final home, we steward and share an internationally significant collection of his art, archive and library.

We offer arts, community, and learning programmes at:

- The Rodd, a 17th century house and grounds that has been a place for artists and creativity for over a hundred years
- The Bleddfa Centre, a place for creativity and community in the remote village of Bleddfa in Powys in Mid Wales

Grounded in our communities and the rich history of our places, we work collaboratively to connect locally, regionally and worldwide, using art and ideas to explore the complexities of the past and present, and address the challenges of the future.

Our VALUES are inspired by the character, convictions, and visionary intentions of Sir Sidney Nolan and Bleddfa founder James Roose-Evans and the ways in which they found meaning

Art and Creativity – to celebrate, explore and enable the practice of art and creativity of all kinds, and to ensure that these qualities inform all our work

Adventure – to be brave and have fun, seeking and sharing new experiences, approaches and perspectives, welcoming challenges and debate

Connection – to bring people together to exchange ideas, knowledge and skills, to contribute to a larger whole through building partnerships and networks

Feeling – to inspire and support the experience of emotion in our places and programmes and aspire to generosity and curiosity in all our encounters

Openness – to encourage insight and understanding through diversity of approach, working across accepted divisions and specialisms

Stewardship – to care for, manage and develop the heritage, collections and landscape we look after for the benefit of present and future generations

1.3 Background information

The Sidney Nolan Trust is a registered charity, founded by the Australian artist Sir Sidney Nolan (1917-1992) in 1985 as a rural centre for the arts in the grounds of his home at The Rodd, a 13th century historic estate on the Herefordshire Wales border. Nolan was a leading artist of the 20th century and an influential pioneer of modernism who settled permanently in the UK from 1953, becoming a major figure in the British art world. Known for his experimental style and use of materials he explored global themes of place, culture and human experience. The Trust cares for and enables access to an internationally significant collection of Nolan's art, photography, and his extensive archive and library.

As well as the remarkable Jacobean manor house of Rodd Court, the site contains Nolan's studio expertly conserved as it was at his death, 18th century and modern farm buildings, a refurbished barn gallery space, workshops, the Trust's offices, surrounding grounds with kitchen garden and orchard, and one-bedroom 4-star holiday accommodation Orchard Cottage. Rodd Farm and estate extend to 180 acres of farmland, semi-ancient natural woodland and the Hindwell Brook. Rodd Court itself has significant ongoing repair and maintenance costs, so is not being utilised to its full potential.

In 2023 Sidney Nolan Trust merged with the Bleddfa Trust, another well-established rural arts charity in the remote village of Bleddfa in Powys, some 10 miles from The Rodd. The Bleddfa Centre was founded in 1974 by award-winning theatre director, priest and author James Roose-Evans (1927-2022) and delivered vibrant arts programmes from concerts to exhibitions and talks. It is an important community and creative hub for a dispersed population and Sidney Nolan Trust is working with the local community and partners to rebuild programmes in the Centre's historic buildings - the former 19th century schoolhouse and a magnificently converted barn event space, both adjacent to the 13th century Church of St Mary Magdalene at the heart of the village.

Both sites have ancient roots which add to their spirit of place. The word Rodd/Rode, meaning in Old English ‘a clearing in a wood’ has been used to describe this site since the early 13th century. Around the same time, it became the name of a prominent local family and c1600 William Rodd began the construction of what is now Rodd Court. The Rodd is eleven miles from the Walton Basin. Which archaeological excavations suggest was one of the most important Neolithic ritual landscapes in Britain, comparable in date and scale to Stonehenge.

Likewise. Bleddfa’s origins date to the medieval period - Blaidffau in Welsh means ‘the abode of wolves’ and wolves were still to be found in nearby Radnorshire Forest until Tudor times.

The Trust’s ambition is to care for, develop and widely share the offer of their sites, grounded in the character and deep history of the England Wales borders. There is significant inherent potential across built, natural and cultural heritage of local, regional and international importance. Alongside this are significant maintenance, underdevelopment and sustainability issues to address in the built and natural heritage, in order to increase access, engagement and positive impact for the organisation. The Trust is looking to build a project team with the skills, experience and motivation to support a robust and transformational masterplanning process that will address the challenges and opportunities to shape a thriving and sustainable future.

1.4 Programme timeline

July 2025 to end of May 2026 – some key activity milestones are noted below

Jul 25 – commencement of masterplanning, evaluation, project management, monitoring and reporting systems

Jul-Sep 25 -volunteer recruitment, site/strategy sessions, plan and delivery of pilot activities, fundraising consultancy underway, oral history project commences

Aug 25 – communications plan, site photography and video

Sep-Oct 25 –volunteer/community oral histories, public consultation focus groups, building surveys

Nov 25 – mid-term report to the Heritage Fund, comparator site visits, partnership building, fundraising events

Dec 25- Jan 26 – options appraisals prepared and reviewed, delivery of oral history outputs

Feb 26 – impact assessments, design of management, maintenance and ops plan, strategic business planning

Mar 26 – oral history assets uploaded, made available, development strategy and investment planning

Apr 26 – activity strand reports complete, activity and reporting/monitoring completed

May 26 - final reporting, evaluation and completion

2.0 REQUIRED SERVICES

2.1 Fundraising Development Consultant

2.1.1 Role, Scope and Responsibilities

The Fundraising Development Consultant will be required to work with the Sidney Nolan Trust to develop and implement a fundraising strategy for the development of the site and the organisation, in line with the National Lottery Heritage Fund guidelines and investment principles, and the ambitions of Trust staff, volunteers, and Trustees. We expect the consultant to work closely with the project team, including Sidney Nolan Trust staff and trustees throughout the development and evaluation of the project.

The work will involve developing a fundraising strategy to ensure long-term sustainability by building an appropriate mix of grant and other types of funding, creating a transformational opportunity to grow and maintain funding mechanisms long after the project concludes, providing a solid foundation for future strategic growth.

We require the consultant to undertake the following:

- Develop a fundraising strategy focused on institutional funders, complemented by a similar programme targeting high-value donors and corporate funders. This will include a donor marketplace consultation, as part of the wider stakeholder strategy;
- Develop a case for support for major funders, liaising with the Masterplanning Consultant to ensure alignment between the fundraising strategy and overall masterplan development, options appraisals and business planning
- Work collaboratively with the project team, including Trust staff, volunteers, and Trustees, to ensure fundraising efforts align with the Sidney Nolan Trust vision, mission and masterplan outcomes;
- Provide guidance and support on best practices in strategic fundraising and grant applications;
- Build relationships with and coordinate actions with external stakeholders and funding bodies as required;
- Prepare and deliver fundraising applications and materials to support implementation of the fundraising strategy such as case for support, grant applications and campaign materials.
- Support the development and delivery of fundraising activities and events, as required.

3.0 GENERAL

Throughout the contract we expect the appointed consultant to:

- Provide regular updates on progress, as agreed at the beginning of the contract;
- Attend online and onsite meetings with the project team, as agreed at the beginning of the contract;
- Work with staff and consultants at the Trust to build on any fundraising work which has already been achieved, and relationships already established;
- Attend project activities as required to achieve the scope of this contract;

The consultant will report to SNT trustees via the Director Sophie Heath; project management of the fundraising strand and liaison will be via Sophie Heath with support from the National Lottery Heritage Fund Project Co-ordinator.

The consultant will be expected to provide regular updates to the project team. The frequency of these will be agreed on appointment and in line with project progress.

3.1 Consultant skills and experience

Essential Requirements:

- Proven track record of fundraising, within the heritage and culture sector, including for example the National Lottery Heritage Fund, Garfield Weston Foundation, etc
- Strong track record of successful grant applications and securing match funding for substantial capital redevelopment projects, including heritage buildings and sites
- Experience of building successful legacy campaigns and endowment funds with organisations
- Strong track record of building relationships with and achieving support from philanthropists, high net worth individuals and businesses;
- Excellent interpersonal and written and verbal communication skills;
- Ability to work collaboratively with varied stakeholders;
- Strong organisational and project management skills;
- Knowledge of fundraising best practices and trends across the sector.

Desirable Criteria:

- Familiarity with the Welsh Marches, Midlands regions and Wales
- Experience of working with organisations operating in a rural context

Personal Qualities:

- Passionate about heritage conservation, culture and art;
- A strong interest in the environment and nature;
- Proactive and results-oriented;
- Ability to inspire and motivate stakeholders, and to build positive and productive relationships;
- Flexible and adaptable to changing project needs and challenges;
- Strong commitment to the project goals and values.

4.0 THE APPLICATION PROCESS

Application Requirements:

Proposals should be submitted in an electronic format (i.e. MS Word/PDF) setting out the following:

- Introduction
- Approach and method statement
- Work programme
- Relevant experience
- CVs of key personnel
- Breakdown of costs

All prices must be fixed and firm, quoted in pounds sterling and exclusive of VAT. Tenders should detail any ancillary costs and expenses within the price.

Budget

A budget of £15,000+ VAT has been allocated.

Contact and closing Date:

Applications from freelance consultants and consultancies are welcome. All applicants undertaking this piece of work are required to submit a project proposal in response to this brief by **5pm on the deadline day** via e-mail to admin@sidneynolantrust.org.

The shortlisted candidates will be asked to attend an interview, expected to be held 18/19/20/23 June.

If candidates cannot make any of the interview dates they should state this in their submission.

For more information or for an informal discussion about this brief please contact sophie@sidneynolantrust.org.

May 2025
HA-24-01345 - Transforming the Sidney Nolan Trust



NLHF PROJECT MANAGEMENT STRUCTURE

