CHT Fundraiser Tender Clarifications			
Date received	**Questions asked**	**Date responded**	**Clarification provided by Kate Organ**
25.02.2026	There appears to be a significant expectation of high net worth individual donor contributions given that you've already secured funding from some of the most "obvious" trust funders. Is this a network the trust already has?	02.03.2026	We have some clear targets for HNW's some of whom have known of our project to restore the Highbury but the specific and discrete Gardens element has not been significantly promoted as a funding opportunity yet. The budget is the sum budgeted within the Heritage Fund grant for this element of fund-raising. The length of time to achieve it may be negotiable. Autumn 2027 will see the completion of a significant transformation of the Gardens and can therefore be an attractive platform for encouraging support going forward.
04.03.2026	The brief references a Trust Co-ordinator. What is the brief for that role in so far as it may overlap with the grant development / application aspects of this consultancy role?	04.03.2026	Trust Co-ordinator's brief includes: Assisting the fundraiser appointed by the Board to engage with individuals, businesses, trusts, charities and other sources of donations, and in fundraising activity, including writing bids.
04.03.2026	The final bullet under 'specific requirements' includes 'production of any further fundraising materials'. Is there any additional budget for design and production of additional materials or does that need to be factored into the fee?	04.03.2026	The design and production can be covered from other resources but the fund-raiser's advice on strategy and messaging would need to be within the designated fund-raising budget.
04.03.2026	Have Patrons been actively involved in the fundraising effort to date and/or do you feel there is still considerable willingness and energy within this group to help bridge the £600K shortfall?	04.03.2026	Over the past few years the fund-raising emphasis has been on Trusts and Public Sector funders - especially Birmingham City Council and Heritage Fund. The focus now is on the Gardens project and the Patrons need to be "activated " to have a more productive role (such as access to networks etc) than they have had to date.

04.03.2026	The brief requires evidence of contacts in Birmingham and West Midlands. Is this essential?	04.03.2026	This may not be an essential requirement if a candidate is confident they can build networks and research prospective contacts that add to those we have already. The identity of this Heritage Garden project is strongly related to Birmingham and the influence of the Chamberlain Family on the city, and beyond, but it has a wider appeal too through its concerns with the environment, bio diversity, the influences of outdoor spaces on health and wellbeing and community coherence, and opportunities for training and young people's engagement in citizenship and place-making.
16.03.2026	Please clarify whether the £600,000 allocation is intended to cover the management and maintenance of the Garden for 10 years following completion. Has this long-term maintenance funding been incorporated into the project's business planning, particularly in relation to how funding is expected to be raised and applied over that period?	16.03.2026	The terms of our Heritage Lottery grant requires that we cover a £600,000 cost of management and maintenance in total for 10 years after the restoration as currently defined is completed. We are open to options such as establishing an endowment fund or securing multi-year funding commitments. Expert advice on the feasibility of these approaches is wanted.
16.03.2026	The tender references "contacts" in the West Midlands. Please confirm whether bidders are expected to demonstrate existing relationships in the region, or whether proposals that focus on supporting the client to develop a new network of relevant contacts would be considered acceptable in the evaluation.	16.03.2026	There are existing lists of potential contacts associated with the project, although these may require further engagement and development.

Last updated: 16.03.2026