



Jo Ballantine

Director of Development

The Royal Latin School

Jo began her fundraising career 26 years ago, working on a £27m capital campaign at Birmingham Children's Hospital before moving to work as a Regional Campaign Manager for the NSPCC's £250m Full Stop Campaign.

Since 2010, Jo has been Director of Development at The Royal Latin School in Buckingham – one of the worst funded state schools in England – where she set up the development office and alumni relations programme and has led the creation of a ten year, four phase capital campaign to improve facilities in time for the 600th anniversary of the school in 2023. In 2015, Jo successfully delivered an innovative £5m discovery centre, followed by a £1m 6th form refurbishment in 2017 and is completing a £3m sports campus campaign next month. Phase four, a campaign for an £8m arts centre, will follow.

Jo specialises in senior volunteer leadership, fundraising strategy and major gifts, and offers fundraising and development consultancy services to other schools and charities via www.philanthropytree.com. In 2021 Jo became a member of the UK & Ireland Cabinet for the Council for Advancement and Support of Education (CASE).

