

## **Camilla Mair**

### **Foundation Director**

### **Woldingham School**

I was invited to set up the Development Office at Woldingham in 2016 with the focus on fundraising for bursaries. My background was marketing and running my own event business, I had no previous schools' development experience; but I am an alumna. Since joining 7 years ago, the school has had four, soon to be five, Heads and 7 Bursars each with very different views about fundraising and development. Throw Covid into the mix and 5 months of furlough in 2020, it hasn't been straightforward, however...

I now have a team of 2.4 FTE and we have invested in the Toucan Tech CRM platform which has been transformational for the team and our development initiatives. We have raised over £2.5 million for bursaries, funded an Outdoor Adventure and Education Centre and are now in process of securing funding for a new Sixth Form Centre and Library. We have also embarked on a couple of entrepreneurial projects using alternative funding mechanics to achieve our ambitious target of 30 fully funded bursaries by 2030.

I now head up all the non-fee income streams for the school which includes development/fundraising and commercial enterprises.

