

Brian Davies – Bishop Vesey's GS



- ▶ **Making a Big Impact When Short of Time and New to Development**
- ▶ **12th June, 11.10–11.55am**

My Story



IDPE 2017 Annual Conference

Getting started in development

- ▶ BVGS Golf Day June 2016
- ▶ Research and chats!
- ▶ Split Role started September 2016
- ▶ Corporate Partnerships Programme launched November 1st 2016
- ▶ Alumni Platform launched February 9th 2017

Corporate Partnerships



 **Birmingham Chamber of Commerce**



 **Birmingham Chamber of Commerce**

Bishop Vesey's Grammar School
Lichfield Road, Sutton Coldfield, West Midlands B74 2NH
Tel: 0121 250 5400 Email: campaign@bishopveseys.bham.sch.uk Web: www.bvgs.co.uk @bvgs1527

**Bishop Vesey's Grammar School
- Corporate Partnerships -**

IDPE 2017 Annual Conference

Corporate Partnerships (continued)

THESE ARE CHALLENGING TIMES WITH REGARD TO GOVERNMENT FUNDING FOR SCHOOLS.

Bishop Vesey's Grammar School seeks to rise to these challenges by being proactive in generating new revenue streams to support the continuing 'inspiration and excellence' that the school provides.

We are aiming to develop relationships with a number of Corporate Partners that will provide a mutual benefit for both parties and enrich the lives of our students.

The reach of the Vesey network is vast. There are currently 1070 pupils on the school roll, which will grow to approximately 1200 in the next three years due to our continuing expansion at Year 7 and in the 6th form. In addition to the school's ability to connect with parents there is an extensive network of former pupils, the Old Veseyan Association. This network allows access to alumni from all over the world, many of who are also successful business leaders seeking to extend their business networks further.



Question WHY WOULD A BUSINESS FORM A PARTNERSHIP WITH BISHOP VESEY'S GRAMMAR SCHOOL?

Answer:
A PARTNERSHIP WITH A COMMUNITY ORGANISATION THAT HAS A STRONG BRAND AND IDENTITY IS AN INTELLIGENT BUSINESS STRATEGY.

Business in the Community conducted a marketing survey and found that 81% of respondents agreed that if price and quality are equal, they are more likely to switch to a brand associated with a good cause. Furthermore, 86% have a more positive image of a company that supports a cause they care about.

Affiliate your business with Bishop Vesey's Grammar School and boost your business opportunities by increasing your visibility and gaining valuable access to key decision makers within our huge network of contacts.

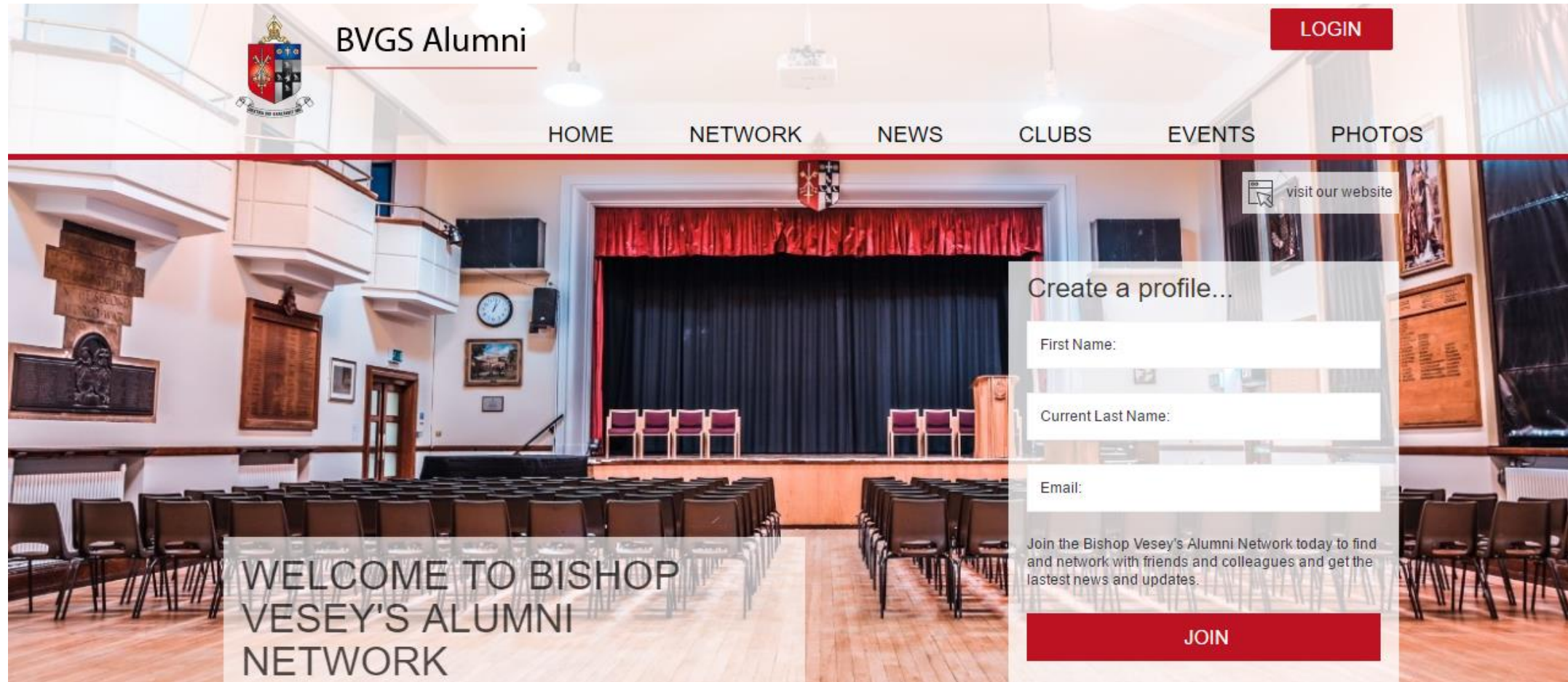
Mutually beneficial partnerships between businesses and schools can happen with any range of companies from large multi-national organisations to small family businesses.

Key benefits:

- Your brand/logo will appear on the Corporate Sponsors section of the school website (with hyperlink to your website)
 - Social Media Coverage
 - Your brand/logo will appear at BVGS in the form of a pitch side advertising banner
 - 2x professionally designed banners featuring both the company and school logo
 - 2x places at BVGS annual Golf Day
 - 4x tickets to the annual BVGS sports dinner
 - Free stall at the BVGS Jobs Fair
 - Fantastic personalised networking opportunities (regular opportunities for businesses)
 - Discount on BVGS facilities hire
 - Free event finding service
 - A minimum of five individual referrals to other local business owners you are interested in meeting.
- Cost £2,000 per annum.

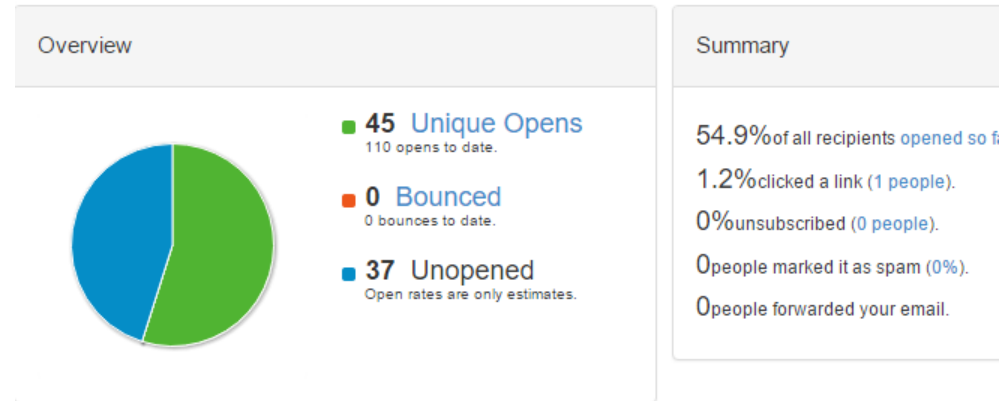
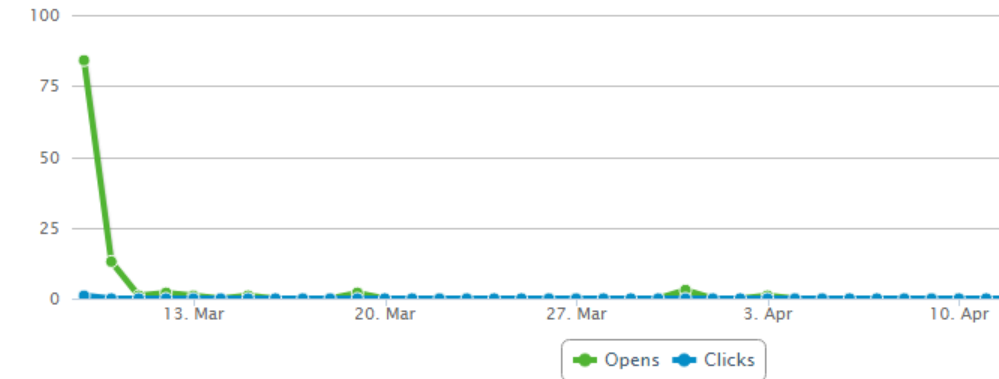
Please contact inspiration@bishopveseys.bham.sch.uk for further details and to discuss the various levels of package available.

Alumni Platform



Toucan Tech

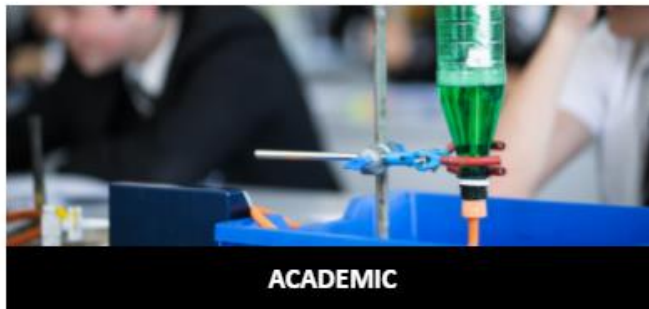
<input type="checkbox"/> ARTICLE	READS(HITS)	CATEGORY	DATE	WRITTEN BY	STATUS	ACTIONS
<input type="checkbox"/> Eventmasters on board for Henley	92	Corporate Partners	2017-05-23	Brian Davies	Live	ACTIONS ▾
<input type="checkbox"/> Eventmasters Saddles Up For Ascot	63	Corporate Partners	2017-05-23	Brian Davies	Live	ACTIONS ▾
<input type="checkbox"/> Ark Media set gold standard	39	Corporate Partners	2017-05-19	Philip Arkinstall	Live	ACTIONS ▾
<input type="checkbox"/> Tamworth Steel Stockholders support local school	111	Corporate Partners	2017-05-19	Brian Davies	Live	ACTIONS ▾
<input type="checkbox"/> Is Divorce the Final Whistle for Ryan Giggs	2	Corporate Partners	2017-05-18	Richard Kerry	Draft	ACTIONS ▾
<input type="checkbox"/> Farewell to U6	21	School News	2017-05-18	Sharon Weblin	Live	ACTIONS ▾
<input type="checkbox"/> Corporate partner Clive saddling up for charity bike ride	90	Club News	2017-05-17	Brian Davies	Live	ACTIONS ▾
<input type="checkbox"/> Eleven Questions (Make the most of your opportunities) - Paul Wallis (OV1979)	104	Eleven Questions	2017-05-17	Brian Davies	Live	ACTIONS ▾
<input type="checkbox"/> Corporate Partnerships Programme Update	123	School News	2017-05-13	Brian Davies	Live	ACTIONS ▾
<input type="checkbox"/> Bracebridge Corporate Finance join Corporate Partnership Programme	32	Corporate Partners	2017-05-08	Brian Davies	Live	ACTIONS ▾
<input type="checkbox"/> Sports Awards 2017	224	Sport	2017-05-08	Brian Davies	Live	ACTIONS ▾
<input type="checkbox"/> BVGS Inaugural Golf Day-Wednesday 8th June 2016	141	Events	2017-04-12	Brian Davies	Live	ACTIONS ▾
<input type="checkbox"/> Inaugural Jobs and Careers Fair	167	Events	2017-04-05	Brian Davies	Live	ACTIONS ▾



Marketing



THE VESEY EXPERIENCE



ACADEMIC



ADMISSIONS



ALUMNI



CORPORATE PARTNERS



NEWS & EVENTS



PARENTS

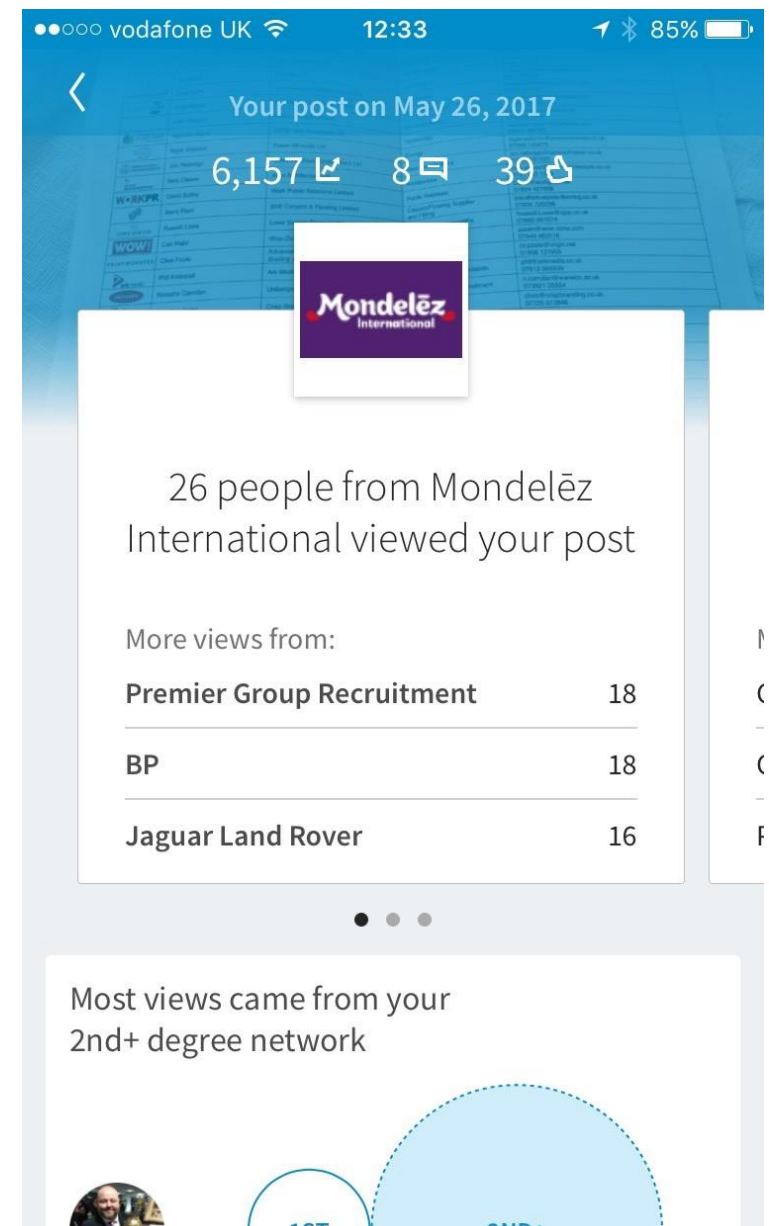
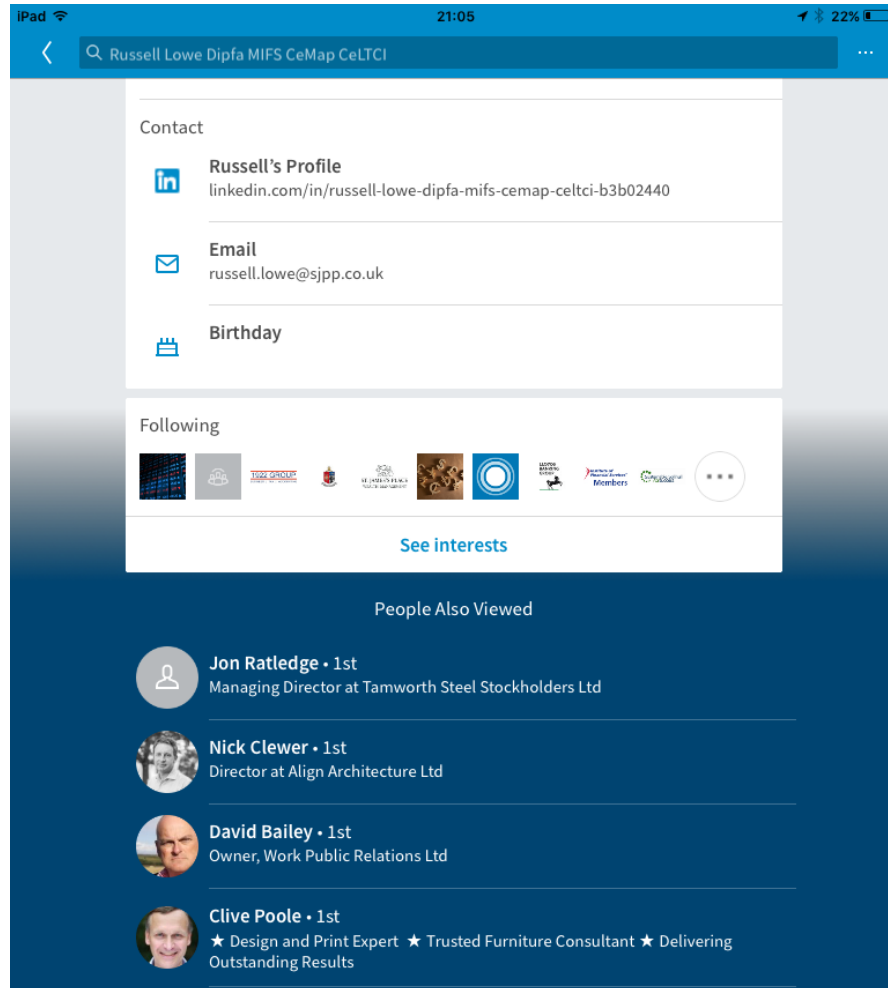


STUDENTS



CONTACT US

Leveraging your influence



In Conclusion

- ▶ Be a part of the community
- ▶ Identify key individuals
- ▶ Be adaptable and let things evolve