

The art of flying – a story of raising aspiration and realising ambition

Simon Jones

Director of Development
The Manchester Grammar School

Eleanor Marsden

Director of Development
Farleigh School

Kerry Wilson

Director of Development
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The Art of Flying

. . . a story of raising aspiration
and realising ambition

A large flock of birds, possibly geese, is captured in mid-flight, forming a dense, circular pattern against a light sky. The birds are silhouetted against the sky, and their wings create a textured, almost cloud-like appearance. Below the flock, a dark, silhouetted landscape with trees and a body of water is visible.

The Art of Flying

... a story of raising aspiration
and realising ambition

Kerry Wilson
Rugby School

Eleanor Marsden
Farleigh School

Simon Jones
Manchester Grammar School



Rugby School

- Established 1567
- Lawrence Sheriff Bequest
- 805 students
- Co-educational since 1976
- 13 – 18 years
- 80% boarding
- 13 boarding and two day houses
- House dining
- Campus living
- Midlands location



Rugby School

WHOLE PERSON WHOLE POINT

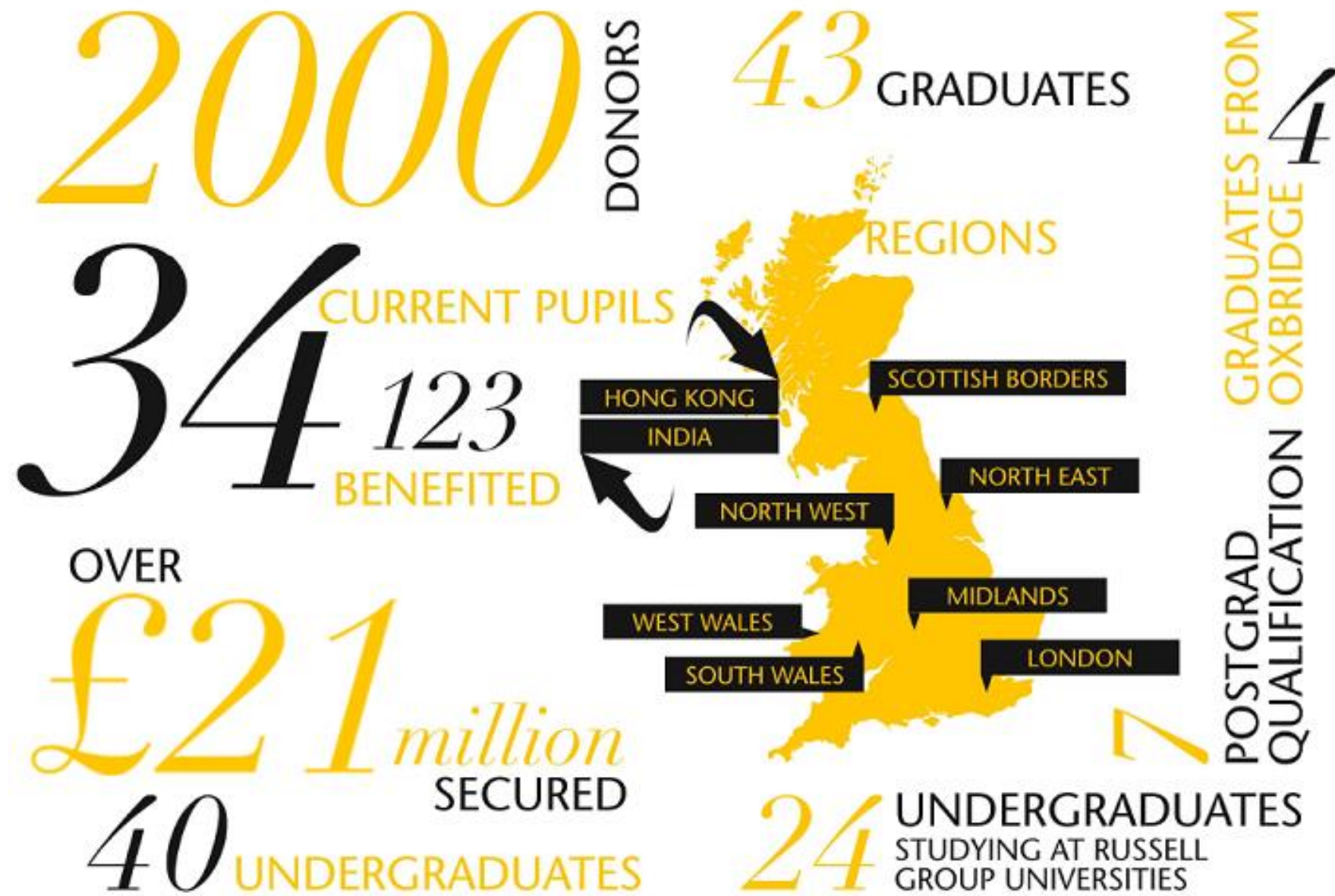
the
Arnold Foundation
for Rugby School



- Established 2003 to provide boarding bursaries
- Up to 100% of fees and essential extras
- All awards are means tested
- Working with partner organisations to identify the right candidates
- Potential to excel academically or potential to flourish in sport, music, art, drama and strong enough academically
- Excellent pastoral care and parent liaison for families
- The Arnold Foundation does not seek gifts for capital projects
- If you will, they can



Rugby School



Rugby School

What the Arnold Foundation Ambassadors say . . .

- “Rugby made me think about where I would be useful”



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- “The Arnold Foundation gave me options. It opened doors and equipped me to walk through them”
- “Confidence. At the end of the day, it is all about confidence”



Rugby School

What the Arnold Foundation Ambassadors say . . .

“Here, everybody tries their hardest, all the time and at everything. That for me what one of the most remarkable and best things about Rugby School. The Head Master thought I could really fly. I hope I have shown that I can.”

*Where you come from is not the point.
Where you are going, is . . .*



Rugby School

WHOLE PERSON WHOLE POINT

FARLEIGH *development*

The art of flying:
A story of raising aspiration and realising ambition

*Eleanor Marsden
Director of Development, Farleigh School
Hampshire*



The St Theresa Fund

- Transformational: need for boarding, positive outlook, financial need...
- 2 per year in Yr 7
- Raised £0.5m since 2015

(Key responsibilities re. bursaries in school & university Development roles.)

FARLEIGH *development*

THE
ST THERESA
FUND

open a door to

a brighter future

The Holistic Director

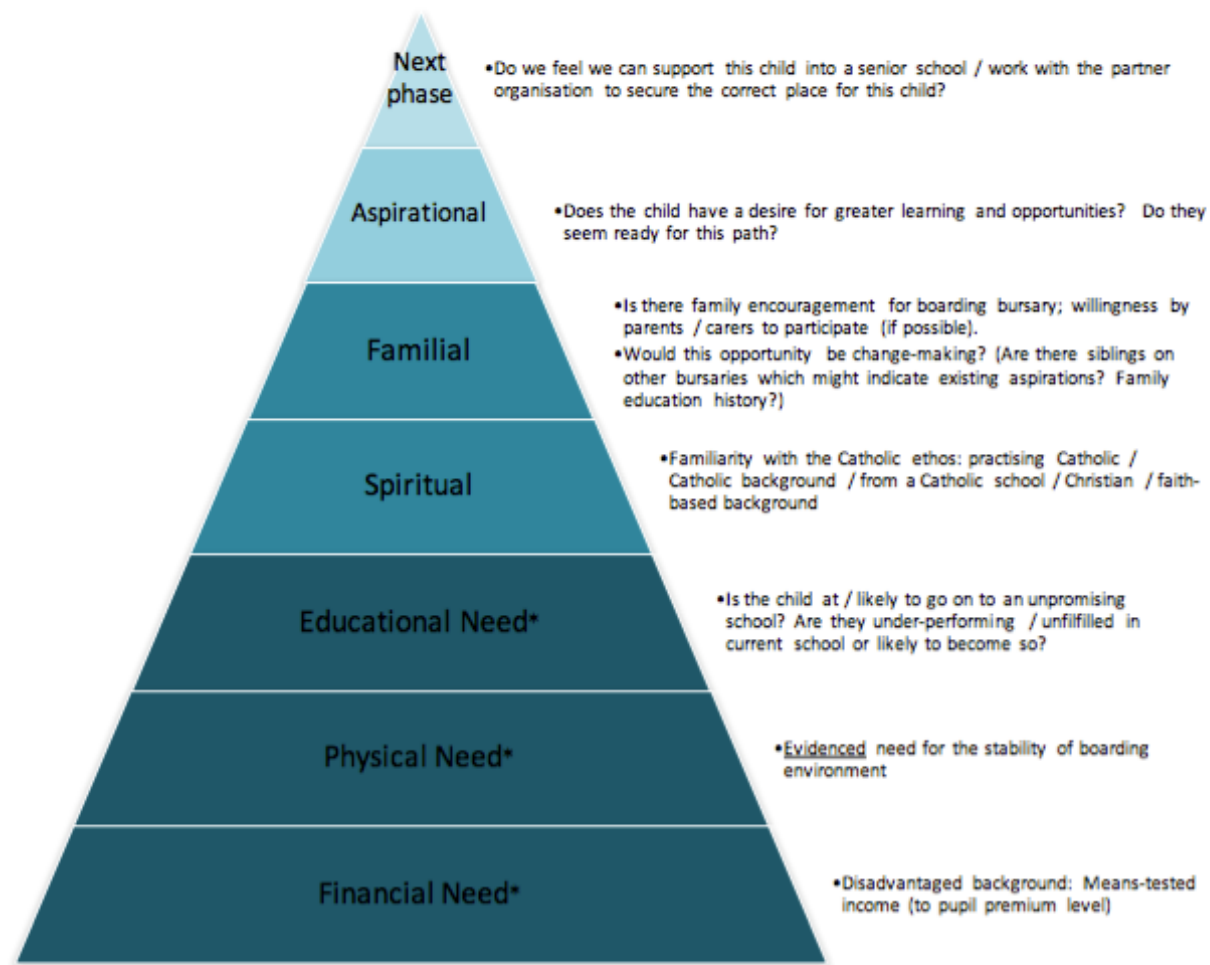
FARLEIGH *development*

Area	Impact on your mission
Bursary strategy	Supporting your core purpose provides public value
Recruitment, selection, monitoring	Context provides perspective
Supporting pupils	Seeing the bursaries in action & knowing each child's story strengthens your cause
Further education links	Working beyond your school gives more authority to your <u>programme</u>
Partnerships management	Collaboration strengthens & provides agency
Parent buddies	Involving ambassadors spreads work's impact & authenticity

Recruitment

- Keep the selection process aligned with organisational mission and programme aims;
- Have a story to tell – even if it's anonymised;
- Demonstrate impact to donors;
- Motivate yourself re. the job you are doing;
- Understand needs and trends which may impact on your future fundraising;
- Be sure that donors' money is being spent where it will have most benefit;
- Recruitment is tough! Make it happen to best serve your cause.

FARLEIGH *development*



People not Places



FARLEIGH *development*

Supporting bursaries at Farleigh School has opened up new horizons.

Two pupils have been supported at Farleigh via the Dillon Fund: Bryana and Mark. Bryana left in July to move on to her senior school, again on a full bursary.

At Prize Giving day, Bryana was awarded Rounder's Cup for Best Player; the Sports Girl of the Year Shield; the Callaghan Award for Boarding Life; a book prize for the award of a sports scholarship to her senior school; and special mentions as part of the Senior Wessex athletics bronze-medal-winning team and as the new UK national under-13 100m champion. She has also been scouted by the national netball organisation - all this to a girl who had never played before or had much chance to excel in a sporting arena! Our Director of Sport called Bryana, "The most naturally gifted athlete that I have seen in my time at Farleigh," whilst her final report is peppered with teacher comments such as "excellent", "outstanding" and, "a pleasure to teach."

Bryana has worked incredibly hard on all her subjects, and her final report includes praise across the board for her improvement, leaving with A's in DT, Music, Art, Maths, and PE. She was also awarded a Gold Ambassador award, the 'hoody' top for the most merits and 4 Headmaster's Commendations; full colours for netball and athletics and half colours for hockey.

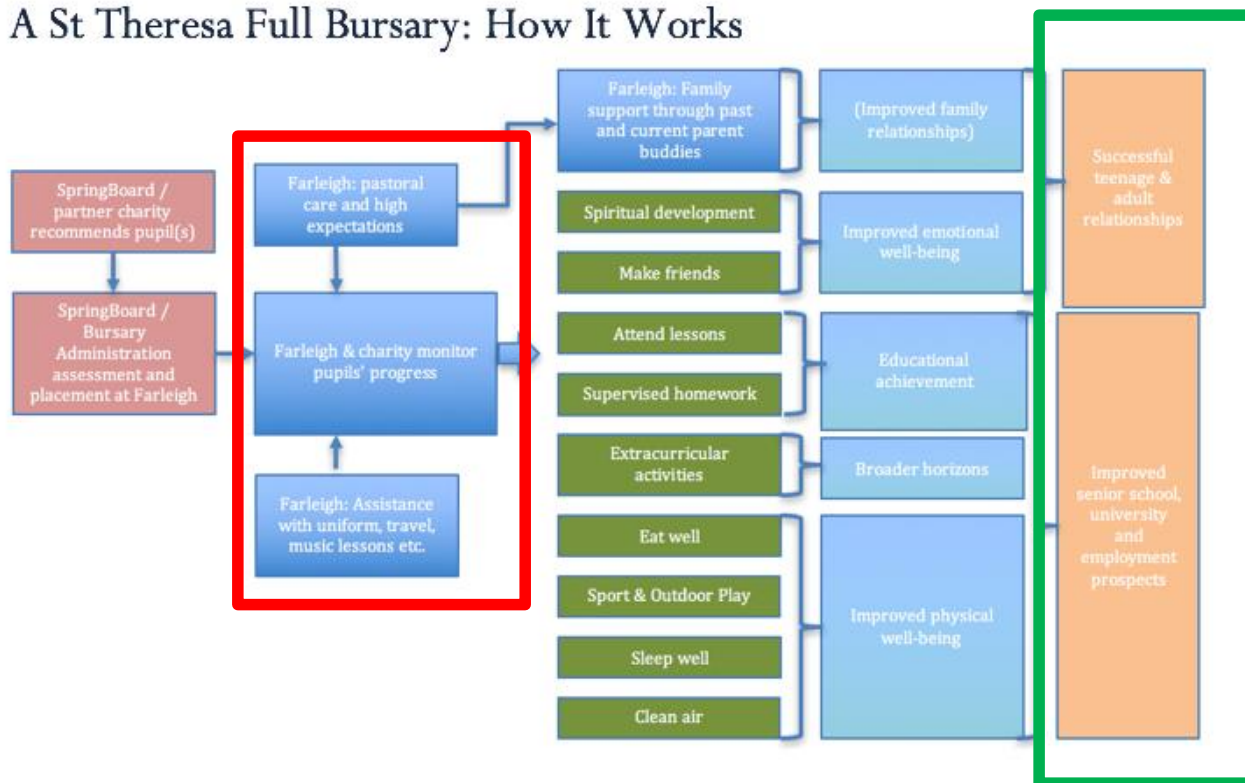
Mark, meanwhile, is "personable and polite with exquisite manners and deserves to succeed." He has settled in well and is making the adjustment to boarding life; he shows much promise and he always puts in a lot of effort to be part of boarding life and in his various classes.



Long-Haul Flights...

FARLEIGH *development*

A St Theresa Full Bursary: How It Works



- Keep sight of the bigger picture
- Steward gifts... steward, steward, steward
- Regular giving – keep it relevant to all types of donor
- 'Give a man a fish' vs. 'teach a man to fish'
- Innovate...

Fly like a bear!



FARLEIGH *development*

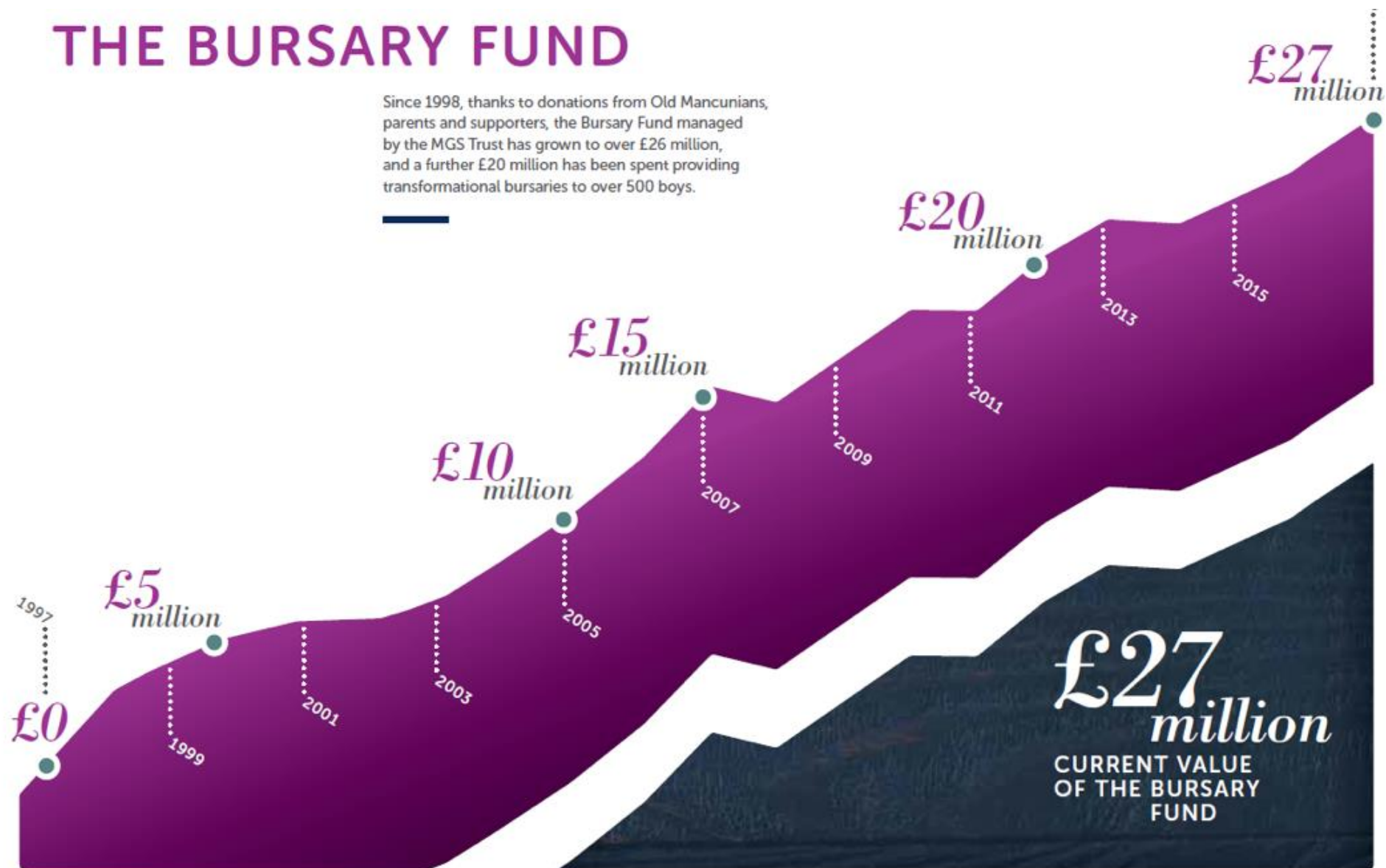


The Manchester Grammar School

- ❑ Former Direct Grant Grammar School
- ❑ Launched Bursary Appeal in 1997/8
- ❑ Currently over 200 pupils receiving means-tested bursaries
- ❑ Transformational bursaries - 94% of the school fee
- ❑ 2 Development Directors in 20 years - both OMs & teachers

THE BURSARY FUND

Since 1998, thanks to donations from Old Mancunians, parents and supporters, the Bursary Fund managed by the MGS Trust has grown to over £26 million, and a further £20 million has been spent providing transformational bursaries to over 500 boys.



All Pupils Wear the Owl



The Conversations that Lie Beneath

- ☐ Location and primary school
- ☐ Ethnicity
- ☐ Sport, drama, music
- ☐ The bus journey
- ☐ The successes

Dear Simon

I am absolutely delighted to hear that news. The rear of our house backs onto St Matthew's playing field and I can see the school whilst typing this. It could not be better as far as I am concerned for one very lucky boy.

Kind regards

Wendy

The Relationships that Lie Beneath



The Penultimate Story



IDPE 2018 Annual Conference

Bursary Impact Reporting

... MGS GAVE ME THE
ABILITY TO REACH MY

*full
potential*

THROUGH BENEFITING
FROM THE WORLD-CLASS
EDUCATION ON OFFER

**BURSARY IMPACT
REPORT**
IN WORDS

**ANDRE REIHANI
(OM 02-09)**

A bursary at MGS opened a world of opportunities that would have otherwise been unavailable to my family and me, that undoubtedly gave me the ability to reach my full potential through benefiting not only from the world-class education on offer, but to mix with bright and engaging teachers and boys.

MGS gave me the confidence to pursue the subjects I was passionate about, the same

**MHARAB
CHOUHDURY
(OM 09-17)**

#kidsnotschools