



The HMC and IDPE School Bursaries Conference Programme
Tuesday 26 January 2016
Grand Connaught Rooms
LONDON



9.30	Coffee and Registration
10.00	Welcome and Introduction Chair: Kate Chernyshov, Development Director, Lord Wandsworth College Keynote by Richard Harman, Vice-Chairman, HMC; Headmaster, Uppingham School
10.30 – 10.40	School bursary beneficiary
10.40 - 11.20	PLENARY SESSION 1: Opening session Chair: David Levin, former Chairman, HMC; former Headmaster, City of London School Leaders in the field of education debate the importance and effect of school bursary programmes. <ul style="list-style-type: none">• Do bursaries really make a difference?• Are they just a drop in the ocean compared to academy sponsorship?• Should independent schools invest in changing one life at a time instead of delivering government policies on social mobility? Tim Haynes, Headmaster, Tonbridge School Conor Ryan, Director of Research, Policy and Communications, The Sutton Trust Dr Joseph Spence, The Master, Dulwich College
11.20	PLENARY SESSION 2: State of the Nation – how many bursaries are offered and how are they funded? <ul style="list-style-type: none">• How much schools themselves are putting into bursaries• How fundraising for bursaries fits into sustainable school business models Donna Stevens, Head of Research, Independent Schools Council (ISC) Tim Baines, Managing Director, Baines Cutler Solutions

11.50	Tea/Coffee Break
12.15 – 1.15	<p>FIRST BREAKOUT SESSION: (choice of one from four topics)</p> <p>1. Fundraising Chair: Kerry Wilson, Director of Development, Rugby School</p> <ul style="list-style-type: none"> • Techniques for successful bursary fundraising • The donor’s journey from engagement to sponsoring a child • How to broker the relationship between a donor and beneficiary • Managing international donors and their expectations • Sponsorship, campaigns, annual funds in techniques for fundraising. • Should you ask current parents to contribute to bursary funding? <p>Rachael Henshilwood, Director of Development, Eton College Simon Jones, Director of Development, The Manchester Grammar School Matt Tragheim, Head of Development, The Independent Schools of King Edward VI</p> <p>2. An Accessibility Strategy – Why do it? How to do it? Affordability? Sustainability? Chair: Ben Vessey, Headmaster, Canford School</p> <ul style="list-style-type: none"> • Basic principles and motivations – why pursue an Accessibility Strategy in the first place? • Who will help you, how and why? – funding, recruiting and managing your Accessibility programme. • Who will you help? (From 110% to the squeezed middle?) • Aspirational realism – How many young people would you like to support but how many can you really afford? • Means-tested scholarships vs Access Bursaries? • What does “needs-blind” really mean and how viable is it for most schools? <p>Jenny Dwyer, Headmistress, Sherborne Girls Shaun Fenton, Headmaster, Reigate Grammar School Richard Foster, Headmaster, Windlesham House School Mark Mortimer, Headmaster, Warminster School</p> <p>3. Recruiting and means testing Chair: Amanda Scott, Director of Development, Latymer Foundation at Hammersmith</p> <ul style="list-style-type: none"> • How to identify and attract appropriate candidates for your school • Does your entrance process provide an equal playing field for all applicants? • How to evaluate the financial support required by a family? In-house means testing or through a third party? • What factors need to be considered? Employment status, local house prices, investments, outstanding loans • Adjusting bursary size as family circumstances change • Home visits

	<ul style="list-style-type: none"> Applying for a bursary at an independent school – what is the experience like from the applicant’s point of view? <p>David Goodhew, Head, Latymer Upper School Eve Jardine-Young, Principal, Cheltenham Ladies’ College Parents whose children have benefitted from a bursary</p> <p>4. Budgeting and finance Chair: Mark Taylor, Chairman, Independent Schools’ Bursars Association (ISBA); Bursar, The King’s School, Canterbury</p> <ul style="list-style-type: none"> Endowments in the age of low interest rates, the effect of a large legacy on your budgets Recognising the full cost of bursaries – additional costs of means testing and assessment, additional pastoral care requirements, extras for uniforms and music lessons Using the US approach – is it too risky for UK schools? <p>Margaret Rudland, Deputy Chair, The Association of Governing Bodies of Independent Schools (AGBIS) James Underhill, Consultant, Underhill Associates</p>
1.15	Lunch – kindly sponsored by Graham-Pelton Associates
2.15 – 3.15	<p>SECOND BREAKOUT SESSION: (choice of one from four topics)</p> <p>5. Fundraising Chair: Kerry Wilson, Director of Development, Rugby School</p> <ul style="list-style-type: none"> Techniques for successful bursary fundraising The donor’s journey from engagement to sponsoring a child How to broker the relationship between a donor and beneficiary Managing international donors and their expectations Sponsorship, campaigns, annual funds in techniques for fundraising. Should you ask current parents to contribute to bursary funding? <p>Rachael Henshilwood, Director of Development, Eton College Simon Jones, Director of Development, The Manchester Grammar School Matt Tragheim, Head of Development, The Independent Schools of King Edward VI</p> <p>6. An Accessibility Strategy – Why do it? How to do it? Affordability? Sustainability? Chair: Ben Vessey, Headmaster, Canford School</p> <ul style="list-style-type: none"> Basic principles and motivations – why pursue an Accessibility Strategy in the first place? Who will help you, how and why? – funding, recruiting and managing your Accessibility programme. Who will you help? (From 110% to the squeezed middle?) Aspirational realism – How many young people would you like to support but how many can you really afford? Means-tested scholarships vs Access Bursaries?

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3.15	Tea/Coffee Break
3.45 - 4.45	<p>PLENARY SESSION 3: Conversations with Donors and a Bursary Beneficiary (to be filmed) Chair: Elisabeth Anderson, IDPE Chairman; Director of Development, Bryanston School</p> <ul style="list-style-type: none"> • Why does a donor choose to support a school bursary programme? What do they expect in return? Does sponsorship of an individual invade their privacy? Is anonymity a blessing or a curse for donor or beneficiary?
4.45	CLOSING REMARKS
5.00	Optional drinks – kindly sponsored by Graham-Pelton Associates

With thanks to our partners IAPS, ISBA, ISC and AGBIS