

LEICESTER DANCE THEATRE

FUNDRAISING TENDER

**AAKASH
ODEDRA
COMPANY**

SHIAMAK
Have feet. Will dance.®

The Academy
DeSi
m a s t i

Leicester Dance Theatre Limited (LDT) is a newly formed not for profit organisation encompassing the existing work of Aakash Odedra Limited with a mission to drive forward dance in Leicester, the UK and internationally. LDT licenses a number of brands to drive forward its vision of a society which is happier and better because it has dance.

LDT is seeking an experienced Fundraising Consultant(cy) to help the organisation to fulfil its mission and plans. The consultant will work with us on a freelance basis from January 2017 until September 2019, dependent on periodic reviews. LDT commissioned an outline fundraising strategy in April 2016 (attached) and a new business plan to encompass the period April 2017-March 2022 is currently being developed. Our old structure turnover for year ending 31st Jan 2016 was over £900,000 of which 80% was earned income and 20% achieved through fundraising (all Arts Council England). LDT will have completed its first full year of activity by 31st March 2017 with an anticipated turnover of £350,000 of which about 50% is grant income from Arts Council England.

The Fundraising Consultancy is made possible through a grant from Arts Council England's Elevate funding designed to enable Minority-led organisations (ethnically diverse, or disabled) to develop their capacity and to be positioned to deliver more high quality arts.

Fee £8000 per annum (+VAT if applicable) for 3-years from 2017 to 2019

A bespoke workplan will be mutually agreed between the Consultant, Producer and LDT Board at the start of the contract, reflecting fundraising priorities and the resources available.

Deadline for tenders: **1st December 2016 12pm**



LEICESTER DANCE THEATRE

Fundraising Consultant brief

1. Develop LDT'S existing fundraising strategy and workplan, identifying fundraising priorities, packages and realistic targets across artistic and participatory programmes working closely with the Producer.
2. Identify, research and advise on opportunities for increased revenue streams via trusts and foundations and sponsorship
3. Contribute to development of business plan.
4. Research, identify and cultivate potential individual donors, fully utilising the Producer, Artistic Director and Trustees.
5. Establish an effective stewardship plan for existing and potential donors, supporters and grant-giving trusts to ensure LDT maintains high standards of care and excellent communication.
6. Advise on and support maintaining and building excellent relationships with current and new prospects.
7. With the Producer, identify cultivation opportunities involving the Artistic Director and Trustees as appropriate to help build successful funding relationships.
8. Provide practical advice on a robust system to maintain Company fundraising records and resources, consistent with the capacity available.

Expectations

- Occasional attendance at key performances and events including in the evening
- Advise on relevant broader issues affecting the non-profit/arts sector and on potential new sources of funding

Requirements

1. Minimum of five years' consultancy experience with micro businesses in the arts and/or not for profit sector
2. Recent experience of successfully applying grants for arts activity from charitable trusts and foundations
3. Recent experience of setting up individual giving schemes
4. Experience of undertaking due diligence
5. Experience of researching and securing corporate sponsorship
6. Current understanding of charity legislation and the voluntary sector in general

7. Experience of presenting and delivering pitches to Trustees and potential supporters
8. Experience of devising systems for fundraising management commensurate with the capacity of a small organisation
9. Ability to advise on research techniques to keep abreast of funding opportunities
10. Excellent written English and attention to detail for proposals, letters and report writing
11. Excellent interpersonal skills and the ability to deal sensitively and diplomatically with a variety of people, both within and external to LDT

How to apply

Please email your response to the brief and fundraising strategy including how you would approach the work. (Maximum 2 pages)

Please mail to info@aakashodedra.com writing Fundraising Consultant in the subject box. and indicate if you are available for interview in Leicester on 15th December.

The deadline for tenders is **1ST December 2016.**

If you would like an informal conversation regarding the brief, please contact Producer Anand Bhatt on anand@aakashodedra.com to arrange a mutually convenient time.



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**ARTS COUNCIL
ENGLAND**

OUR ORGANISATION

Leicester Dance Theatre was formed in 2015 to realise the artistic vision of Aakash Odedra; it comprises the brands below. LDT is currently in a transition phase, taking over the activities of Aakash Odedra Company which include dance production, touring and community based work. As a new organisation, there is no previous fundraising history, and the successful consultant will be working with blank slate. Leicester Dance Theatre Limited is nestled in one of the most diverse communities in Europe. The Creative Case for Diversity is at the heart of our ambitions.

ABOUT OUR BRANDS

AAKASH ODEDRA COMPANY

Aakash formed Aakash Odedra Company in 2011 as a vehicle for commissioning solos and to develop his own choreographic work. His debut full length solo programme *Rising* featured new short works created on him by Akram Khan, Sidi Larbi Cherkaoui and Russell Maliphant. Aakash's recent choreographic commissions include a piece for James Brown: *Get on the Good Foot* (Apollo Theater, New York); the Opera *God's Little Soldier* (Theater Freiburg), The Queen's Diamond Jubilee celebrations and the closing of the London Cultural Olympiad. Aakash has received numerous awards and bursaries, a Danza&Danza award (Italy), a Dora performance award (Canada), Audience Award Dance Week 2013 (Croatia), Infant Award 2014 (Serbia), Bessie Award (Best Male Performer, 2014) and a Sky Academy Arts Scholarship. Aakash is an Associate artist of Curve Theatre (Leicester) and DanceXchange (Birmingham).

In May 2014 Aakash Odedra Company presented *Murmur* (created with collaborators Lewis Major and Ars Electronica Futurelab) and *Inked* (by Damien Jalet) at International Dance Festival Birmingham and in the same year was commissioned by The Royal Ballet to create for the Deloitte season. *Murmur* was featured at Ted Global and the online video has been viewed some 800,000 times. The company's third production a double bill of *Echoes* (Aditi Mangaldas) and *I Imagine* (created with collaborators Sabrina Mahfouz and David Poznanter) premiered at Curve Theatre in October 2015. In 2017 Aakash will embark on a new ensemble project titled #JeSuis, his first ensemble work for his company. In the same year, Aakash will choreograph the play *Pink Sari Revolution* for Curve Theatre Leicester and the new opera, *Sukanya* for The Royal Opera. Aakash is amongst internationally toured contemporary dancers residing in regional Britain in the last 5 years.

SHIAMAK

Aakash's alma mater is *Shiamak*, the global leader in Bollywood Dance. With some 80,000 students across 4 continents and a teaching staff of 200. Shiamak Midlands is our franchise company teaching dance to some 300+ people per week across the UK and Midlands, providing access to popular Indian dance forms and contemporary dance for people of all ages and abilities. Working with Shiamak plugs LDT into a Global Network of opportunities. In June 2016 35 dancers from the UK, including 15 from the Midlands travelled to Madrid to dance on stage with A-list Bollywood celebrities including Hrithik Roshan and Deepika Padoukone at the IIFA Awards. Since 2015 seven Midlands dancers have undertaken full-time training with Shiamak in India and four are now working professionally.

DESI MASTI

Desi Masti is the name of the studio facility we manage on Belgrave Road, Leicester. A 3000-square foot facility, we have three rehearsal studios comprising a hub for our programme of classes and for professionals and the community to train, create and rehearse. Desi Masti is thought to be the only dedicated multi-studio rehearsal space led by a South Asian organisation outside London.