**Andrew Barton: Fundraising Support for Christian Charities funded by the Christian Funders Forum**

I started my fundraising consultancy in 2016, after working in senior fundraising roles at World Vision UK, Oxfam GB, and Oxfam International for over 10 years. I was a “latecomer” to the sector, having spent the first half of my working life in management consultancy and then in strategy, senior marketing and CRM roles at Abbey National, leaving just after the takeover by Santander.

Since going solo, my clients have nearly all been either in Christian mission (for example, Bible Reading Fellowship, CPAS, CMS, Latin Link) or International Development, (for example Christian Aid, Five Talents, Medair, Send a Cow). I have also done work for the Church of England: with Ministry Division on young vocations and with the Church Commissioners and Dioceses on SDF bids.

I have done a couple of interim assignments alongside my consultancy (notably the role as Fundraising and Supporter Engagement Director at Christian Aid). This has enabled me to stay close to current thinking in the sector.

I am now a Santander pensioner, so am able to increase the amount of pro-bono work that I do for Christian organisations, alongside my Trustee responsibilities. My heart is in mission, social justice and ecology and I would like to be able to use the gifts that I’ve been given to make some kingdom impact. The Cranfield Trust has already engaged me to work with one faith-based client in London.

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My core skill is to help charities get under the skin of how their current fundraising is performing and where they need to focus. I then help implement practical plans that will deliver peak performance in their fundraising activity. A “state of the nation” fundraising audit is often where my consulting work starts. In a number of cases that has led on to building a Case for Support that can be used across all forms of giving, and ensuring that there are underpinning theories of change that can be evaluated.

I never lose sight of the financial impact of fundraising decisions: we are all accountable for Stewarding donors’ money well. But fundraising is so much more than that. It’s all about inspiring supporters to give. I’m constantly learning about this and have just enrolled to do the Certificate in Philanthropic Psychology with world experts Jen Shang and Adrian Sargeant. Looking at faith and philanthropy will be a particular focus.

I’m flexible in the way I work. I can work independently, or alongside a CEO and fundraising team. I’ve done everything from a 1 day “fundraising MOT” where I’ve been a sounding board for the CEO or senior fundraiser and given them external insight and challenged their conventional wisdom, through to a full-blown fundraising strategy presented to Trustees.

I enjoy coaching senior fundraisers and their teams and building their technical skills (for example the work that I’ve done with CAFOD, Christian Aid Ireland and CPAS). I’ve worked with a number of fundraisers stepping up into Fundraising Director or Head of Fundraising positions for the first time, helping build their confidence in managing fundraising streams where they may not have had direct experience.

Outside of work, I’m very involved in church life, worshipping at St Mary’s Bletchley. I spend time growing fruit and veg on my allotment, walking, and (now that my hockey playing days are over) watching Leicester City in action.

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Here’s what some of my clients have said:

*“Andrew has been helping the trustees and senior staff of CPAS to clarify our case for support and the theory of change that sits beneath it. He has brought to the table enormous experience of the fundraising and communications field, incisive questions, and the ability to understand and get beneath the surface of our organisation. He has repeatedly offered creative and forward-looking suggestions. His professional approach and leadership have galvanised our work in these significant areas and brought energy to the project, clarity of focus in moments of confusion and continual delivery on time. His incisive understanding in the field of Fundraising and Comms is second to none”.* **John Dunnett, General Director CPAS**

*“I was first introduced to Andrew as someone who might be able to help us at BRF with our planning and preparations for GDPR. It was extremely reassuring to be able to work with someone who was so knowledgeable and approachable, and who quickly gained an understanding of the complexities of our operations and processes. Following this initial consultancy work, Andrew worked with us on numerous additional projects including: a theory of change for Messy Church, a new Case for Support for the charity as a whole, fundraising strategy and a major appeal.*

*It is a pleasure to work with Andrew. He has huge experience and knowledge of the fundraising sector as a whole and has worked across a range of charities both large and small. We at BRF have gained a huge amount from working with him. In fact, our senior management team and trustees valued his expertise, advice and involvement with us so much that in March 2020 we invited him to join BRF’s board of trustees”.* **Richard Fisher, Chief Executive, Bible Reading Fellowship**

*“Being a small UK charity with a tiny staff team with no fundraising experience, Andrew's expertise and advice were invaluable.  He taught us how to say thank you properly, shifting our focus. He also helped us set up a pattern of communication for on-boarding new donors. Both made an immediate difference. Andrew is a great person to work with because he spends the necessary time listening first.  It's not one-size fits all.”* ***S*ue Johns, Fundraising Director, Five Talents**

*“Christian Aid had the good fortune of contracting Andrew Barton during a challenging period in the organisation to lead a large department with a wide management spread and to interrogate our fundraising structure, systems and results. Andrew was able to help the organisation understand more deeply the state of fundraising within the organisation. His “State of the Nation” report became the foundation upon which we were able to re-organise and begin rebuilding a structure that will serve us well for the future. It was a report that was thorough, detailed and objective. In working with the fundraising department, Andrew brought a sense of stability to the team. He engaged the leadership teams, adopted a consultative approach and used his people skills to work with the team and deliver results during his interim period at Christian Aid. He was the expert at the directorate level and brought confidence to the Directors group”.* **Amanda Khozi Mukwashi, Chief Executive, Christian Aid**