

## **Freelance Fundraising Consultant Brief: Gateway Film Festival – Legacy of BFI Spotlight Project.**

### **Overview**

**Gateway Film Festival is seeking an experienced fundraising consultant to help secure the legacy of our work as part of the BFI Spotlight programme, ensuring bold, inclusive, community-driven cinema continues to thrive in Peterborough.**

An initiative of Cine-Sister CIC, Gateway Film Festival is based in Peterborough and aims to celebrate local history and community through diverse, inclusive film programming and meaningful collaboration with local partners. Since its launch in 2019, Gateway has become a leading force in film exhibition across the city, collaborating with over 40 organisations to bring high-quality, accessible cinema experiences to a wide range of audiences.

### **Our Values**

- **Collaboration and Partnerships:** We believe in working closely with local organisations, creatives, and community groups to co-create film experiences.
- **Community Engagement:** We are committed to connecting with communities across Peterborough, using film as a tool to spark connection, curiosity, and conversation.
- **Equity and Inclusion:** We strive to ensure our programme is representative and welcoming, and we are committed to continuous learning and improvement in this area.

### **Our Purpose**

- To deliver thought-provoking events that ignite dialogue and reflection through film.
- To bring films and events to Peterborough that audiences wouldn't otherwise have access to.
- To engage and empower underrepresented audiences by creating inclusive, accessible experiences.

### **BFI Spotlight Programme**

In 2023, Gateway Film Festival was selected by Film Hub South East to lead the BFI Spotlight programme in Peterborough, running from 2023 to 2026. BFI Spotlight is a nationwide initiative, part of the BFI Film Audience Network, that aims to broaden access to UK and international film and screen culture. The programme is designed to strengthen independent cinema in underserved areas by working in partnership with local organisations to deliver community-driven film screenings.

The initiative supports the development of sustainable, long-term activity, including children's cinema, culturally specific film festivals, and regular screening programmes that reflect the interests and needs of local audiences.

In Year 2 of the programme (2024–25), Gateway Film Festival engaged over 12,000 audience members across Peterborough through more than 40 screenings. These events were

delivered in partnership with 10 diverse community groups, including the Bengali Sanskriti Club, Culture Community (a Black history group for children and young people), Queers on Cue, and others. This collaborative approach underscores the programme's commitment to inclusive, representative, and locally relevant cinema.

One Spotlight partner shared their experience in a baseline survey response:

*"It's supported me by teaching the tools for hosting a film screening, as well as giving me someone to share ideas with and help identify movies to play. The Spotlight Project has shown me what's possible with film screenings and creating such events in the city."*

## **Objective**

We are seeking a freelance fundraising consultant to develop and implement a comprehensive fundraising strategy that will support the expansion and long-term sustainability of this work in Peterborough, as the current BFI Spotlight programme concludes in March 2026. The goal is to secure funding that enables us to continue supporting our network of local partners and to build upon the momentum and impact of this three-year initiative.

## **Scope of Work**

### **1. Assessment and Strategy Development**

- Evaluate current local/national funding streams and identify the most promising opportunities for diversification
- Develop a fundraising strategy targeting grants and sponsorships.

### **2. Grant and Funding Applications**

- Identify suitable grant opportunities aligned with the programme's objectives.
- Prepare grant applications, working closely with Gateway.

### **3. Support & Resources Provided**

- Full background information on the programme's aims and achievements
- Access to existing funding models, case studies, impact reports, audience feedback, and partner baseline surveys
- Ongoing support and collaboration with Gateway Film Festival's leadership

## **Deliverables**

- Fundraising strategy document of 6-10 pages
- List of potential funding opportunities with application timelines.
- Submission-ready applications for 2-3 funders

- Minimum yearly target of £30,000

### **Timeline**

The consultancy is expected to commence in August 2025 and conclude by March 2026, aligning with key milestones of the BFI Spotlight programme.

### **Budget**

We anticipate a budget in the region of £3,500. We are open to proposals that justify different costs based on value and deliverables.

### **Person specification**

We are looking for someone with:

- Proven experience in arts/community fundraising or within film or place-based projects
- Strong track record of successful grant or sponsorship bids
- Collaborative and clear communicator, comfortable working with a small team.
- Self-sufficient and able to produce strategy and draft applications independently.
- Knowledge of Peterborough or willingness to build understanding quickly.
- The ability to visit Peterborough at least once (expenses covered).

### **Application Process**

Interested consultants should submit no more than 2 pages:

- A proposal outlining their approach to the scope of work.
- Relevant experience/ examples.
- Proposed timeline

Please send applications to [gatewayfilmfestival@gmail.com](mailto:gatewayfilmfestival@gmail.com) by 31st July 2025