

The Fundraising team has seen the most changes over the last year. These changes have been made in an effort to ensure that the staff team are best placed to deliver the 2019-2021 strategy.

Two new development posts were created in order to enable a geographic-focused and more personal approach to fundraising. The Development Officers have a responsibility for organising and supporting the delivery of local fundraising events, supporting others to raise funds for DSUK and offer support to Local Groups and other volunteers.

At the start of the year we welcomed Francesca Di Mascio as Development Office for Scotland and more recently, Jonny McCandless for the South of England. They work alongside Snowsport School Managers, Local Groups and fundraisers in their areas to promote and support our fundraising and small grant applications.

With the support of a consultant Trusts and Foundations Manager, we have overhauled our approach to working with Trusts and Foundations. Working alongside the Senior Management Team, the consultant manages relationships and bids for larger applications. Over the last year the return on investment for the new approach has been a net income of approximately £4.25 for every £1 spent.

We would like to thank all of the Trusts and Foundations that have supported us including, but not exclusively: Peter Harrison Trust, Everard Foundation, Gannochy Trust, Tesco Bags for Life, Tom Hall Trust, Borrowes Charitable Trust, Gyll Leng Trust, Lynn Foundation, Sir Edward Lewis Foundation, Clover Trust, Ratcliff Foundation, John Aphorp, Ravensdale, Brigade Electronics, Bruce Wake.

We continue to be hugely grateful to Crystal Ski Holidays, and the wider Tui staff and customers for their continued generous support. We are also incredibly fortunate to have retained the continued support of other corporate partners including Co-op, Ellis Brigham's, and Holmland, to name but a few.

This year DSUK held a number of fundraising events which included Aviemore Santa Run, Race the Train, the John Muir Way Challenge and the Solent Challenge. We continue to build momentum in these events and reflect on ways to further improve their success. We were delighted to welcome the Return of the Parasnowball and were proud to deliver this in-house, ensuring that all monies raised through the event will go towards benefiting disabled skiers and snowboarders. Pippa Middleton welcomed over 220 guests including some celebrity contestants from Channel 4's The Jump. We were thrilled at the social media coverage of the event and the attending celebrities certainly helped to raise the profile of the charity and introduce us to new audiences.

Throughout 2020 we will continue to work to strengthen our fundraising activities and are looking forward to some great fundraising opportunities for the charity and our members, including an affordable and accessible celebratory event similar to the Parasnowball.

If you would like any more information about fundraising for the charity or making a donation, or have any suggestions, please contact 01479 788770 or email fundraising@disabilitysnowsport.org.uk