

Leza Milligan

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Independent consultant with over 22 years' experience raising funds and managing relationships with trusts and foundations, statutory bodies, institutional donors, and high net worth individuals.

Fundraising Consultant

[LM Consulting](#)

April 2016 - present

I've secured more than £2.5 million for small and medium sized UK charities by:

- Helping them understand the UK fundraising landscape, how to raise funds for service delivery, where to look, how to apply, administer and report on income secured
- Co-designing multi-year fundraising strategies and target driven action plans
- Drafting project proposals, log frames, reports and donor communication materials
- Providing coaching and editing support on grant writing and budgeting to team members
- Creating grant administration systems, donor reporting compliance tools and templates
- Establishing individual giving programme for both low value and high net worth individuals
- Prospecting for funding for human and minority rights, refugees, health inequalities, community outreach, engagement and service delivery in the UK and overseas.

Head of Fundraising

[Repeive](#)

2012 – 2016

As a member of Repeive's Senior Management team, I directed all fundraising activities, consistently growing income & exceeding annual funding targets by figuring out the most strategic and efficient way for our small team to grow and diversify our multiyear unrestricted income.

From 2013 - 2016, I

- Grew overall income by approximately 10% annually, increased Repeive's portfolio of high net worth individuals by 40% & grew corporate income by 25%
- Directly managed & expanded Repeive's grant portfolio. Drafted proposals, log-frames, budgets, narrative & financial reports for the European Commission, FCO, Open Society, Oak and Ford Foundations, Netherlands Foreign Ministry etc
- Organised 32 fundraising events targeting high net worth individuals & corporate supporters from intimate drinks parties to annual gala dinners
- Expanded our unrestricted individual giving programme from approximately 6,000 supporters in 2012 to 70,000 supporters by 2016
- Recruited, supported & led a team of four fundraisers to exceed annual fundraising targets

Planning and Reporting Officer

[British Red Cross](#)

2011 - 2012

Based in the Office of the Chief Executive, I

- Compiled strategic analyses of UK and international field operations for British Red Cross (BRC) Chief Executive Sir Nick Young, Board of Trustees, Senior Management, ICRC, IFRC and UK Government partners
- Drafted speeches for Sir Nick Young to deliver to Board of Trustees, Management, UK Office and field based teams in UK and overseas.
- Coordinated BRC annual planning & budgeting process, (approx. £200million PA) working with 21 UK and International field offices, six HQ operational & support divisions
- Provided technical assistance & coaching to BRC reporting leads in field offices and UKHQ on proposal drafting & development, programme monitoring & evaluation techniques.

Europe Programmes Manager
[Westminster Foundation for Democracy](#) 2008 - 2009

- Managed WFD European Grants Portfolio. Assessed and administered grant portfolio for 32 civil society grassroots organisations in the Balkans, Belarus & Ukraine.
- Conducted monitoring visits to Kiev, Pristina and Belgrade, ensured grant compliance & financial oversight prior to contract closeout.
- Designed & secured funding to implement a multi-year country programme to enhance the democratic functioning of the Macedonian Parliament in close cooperation with Westminster MPs, UK National Audit Office & Thomson Reuters Foundation

Head of Project Co-ordination Unit
[OSCE Mission to Kosovo \(OMiK\)](#) 2005 - 2007

- Managed OSCE external funded grant income worth approx. €3.5million annually
- Developed positive funding relationships with European Commission, UN, Worldbank, DFID, SIDA, Open Society, French, German & Dutch Foreign Ministries
- Co-authored OMIK programme & project management handbook providing guidance, tools & templates for proposal development & project reporting
- Trained more than 100 Mission staff in eight field offices throughout Kosovo & Macedonia on grant management, proposal drafting, narrative & financial planning
- Line-managed three staff members, setting team objectives & completing staff appraisals. Provided mentoring assistance to support staff professional development
- Created an online project planning, tracking & reporting system to ensure more efficient & timely monitoring & reporting on mission-wide grant management, project expenditure, implementation & evaluation reporting

Programme Officer
[European Centre for Minority Issues](#) 2004

- Monitored, evaluated and reported (narrative and financially) to donors on impact of ECMI country programmes in Macedonia, Kosovo, Serbia & Montenegro.
- Close operational contacts and funding relationship with Swedish Institute for Development, Development Corporation Ireland, Norwegian & Danish Foreign Ministries.

Traineeships/Consultancies 2003 - 2004

- Grant Assessor [International Organisation for Migration Skopje](#) Macedonia 2004
- Project Assistant [OSCE Mission to Skopje](#) Macedonia 2003
- Trainee Desk Officer [European Commission Humanitarian Aid Office](#) Brussels 2003

Education 1997 - 2001

MA in Comparative Ethnic Conflict (Merit) School of Politics, Queens University 2001-2002
BA Hons in English & History (First Class) National University of Ireland, Galway 1997-2001
Academic year in residence **Boston College, Massachusetts** 1999-2000

Voluntary 2024 - Present

Founder, [Optimise Foundation](#), Innovative non-profit initiative tackling inequality in grassroots sport

References

References are available on request.