

Tender Brief: Review and Development Planning for Fundraising, The Black Watch Regimental Trust

The Black Watch Regimental Trust was formed in April 2022 when The Black Watch Association and The Black Watch Castle and Museum amalgamated to form the new Trust.

The Charitable Mission of The Black Watch Regimental Trust can be summarised as:

Providing Welfare / Promoting Comradeship / Preserving Heritage

More detail can be found within the Support Us section of our website:

<https://theblackwatch.co.uk/support-us/>

The Brief

Under the Preserving Heritage part of our charitable mission, we have exciting plans to develop and update our museum, enhance engagement with our guests and care for the items in our Collection and Archive.

We are at the start of our fundraising journey and we would like to explore how fundraising may help us achieve our Charitable Mission.

We are seeking to employ the services of a Fundraising Consultant to help us:

- Establish the potential for fundraising on behalf of the Trust
- Create a plan for developing our strategy and approach to grow fundraising income to support our charitable activities.

We currently have no dedicated Fundraising Team but our Board of Trustees are very committed to developing fundraising as a substantial and permanent income stream for the Trust.

We would welcome submissions from Fundraising Consultants that describe the process and approach they would propose to use, the personnel who would be working on the project, timescales, outcomes and the proposed cost for the works detailed.

As we are at the start of our fundraising journey we are very open minded to how each consultant would approach the project and set us on a positive track.

Scoring Criteria

To help potential tenderers identify what we are seeking from a Fundraising Consultant we have detailed below the scoring criteria we will use to select the right consultant for The Black Watch Regimental Trust, as follows:

Criteria	% Weighting
Proposed Methodology	25%
Track Record	20%
Proposed Personnel and Team Fit	15%
Clarity of Purpose	10%
Heritage Sector Experience	10%
Ability to demonstrate Industry Insights	10%
Value for Money	10%

Timetable

Please submit your tender document to Gwen Haxton, PA to the CEO, via gwen@theblackwatch.co.uk by 12.00 noon on Monday 23rd February 2026.

Further Discussion

In addition to the above information, you may also wish to email questions or arrange a Teams meeting with the CEO of The Black Watch Regimental Trust, Douglas Walker. If you wish to make contact with Douglas please email: douglas@theblackwatch.co.uk

Thank you for your interest in this project and The Black Watch Regimental Trust.

Douglas Walker,

CEO, The Black Watch Regimental Trust