

CRISIS
CRISIS....!

FINANCIAL
CHAOS....!

... HELP
CRISIS!



... CRISIS,
WHAT CRISIS!?



AND THEY
WANT YOU
TO BAIL THEM
OUT!!

Trends

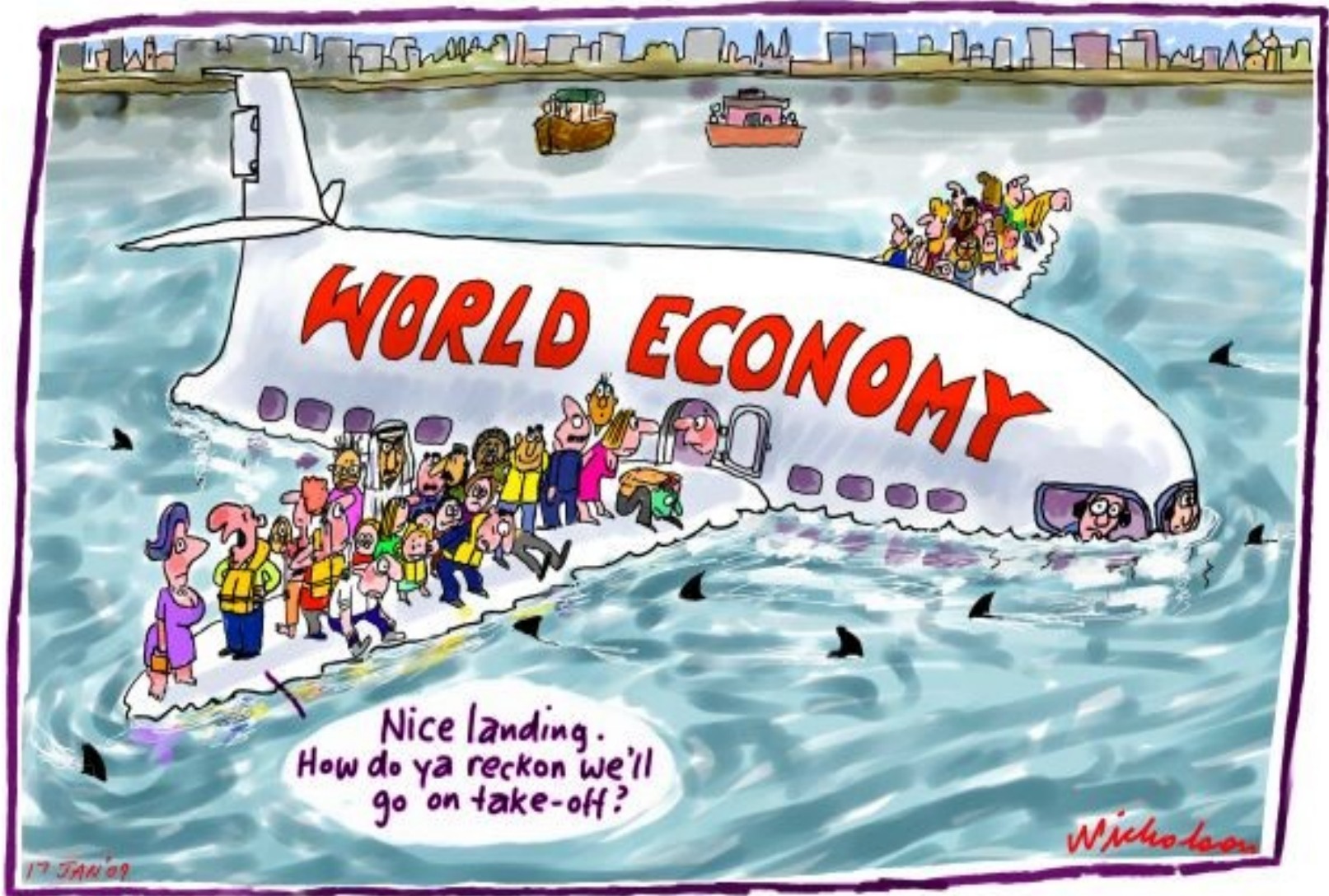
- External context
 - Anecdotal: fundraised income down in most sectors (some honourable exceptions)
 - TCD survey (Jan, Aug); Wheel Survey (May)
 - 2/3 of organisations increasing fundraising activities
 - 50% organisations had reduced fundraising targets, including 1 in 6 by over 15%
 - Recent trends
 - Cash flight: Corporate and Major Donor engagements
 - But – NTR, HDF, Vodafone
 - Commission on Taxation

Do major gifts still exist?

- Yes
 - They're not giving what they used to give
 - They're not who you thought they were



2009 to date



Which models work?

- Consortia
- Its the quality as well as the quantity - Harambee
- Need for flexibility on both sides
 - From the recipient
 - Focusing on outputs
 - Holistic approach – can you deliver something for the donor?
 - From the donor
 - What will you fund and what won't you...
 - Where's the structure?
- The need for investment