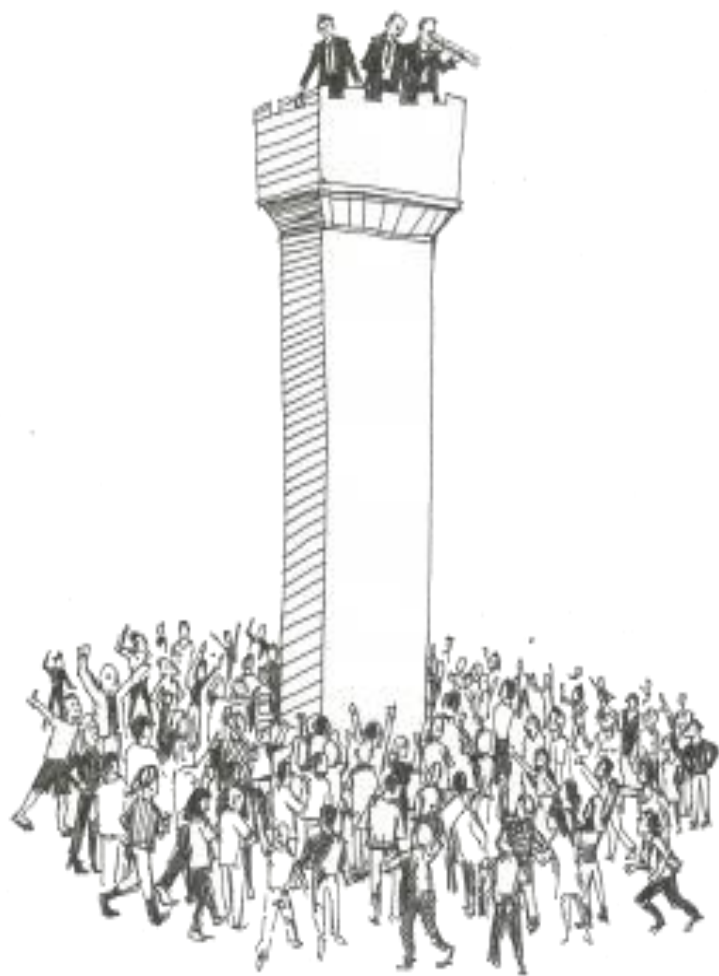


Philanthropic approaches to social enterprise: Taking a closer look

Judy Foster
NSW & ACT State Manager
Philanthropy Australia

?

Philanthropy



**What's your relationship with the word
PHILANTHROPY?**

**What does the word PHILANTHROPY mean to
you?**

Family Foundations

- **A private family foundation** is a type of private foundation, set up by a family, funded with the family's assets and often run by family members who can also participate in its charitable grantmaking.

Family Foundations

- Leverage
- Collaboration
- Collective impact
- Co-funding
- Due diligence
- Bang for buck!

Structured Giving

Structured giving is a tax-effective means of redirecting a portion of income to make a significant difference [in the community] over the short and long term.

A Guide to Structured Giving, Perpetual, 2017

Structured Giving

- DGR 1 & DGR 2
- Double defaulters
- ACNC, ASIC, ATO
- PAF Guidelines
- Annual distribution
- Governance

Peak Body for Philanthropy

Philanthropy Australia's mission is to represent, grow and inspire an effective philanthropic sector for the community.

Philanthropy Australia, 2018

Peak Body for Philanthropy

- Systems change
- Social impact
- Social enterprise
- Funding models
- PAFs, PuAFs, PBI's

POWER

Governance
investing
EOFY
Funding
strategy
ACNC
Social
Annual
PAFs
Leverage
Bang
Collective
ASIC
models
Impact
Grants
funds
PAF
buck diligence
Investment
defaulters
Bonds
ATO
Co-funding
PBI's
enterprise
Collaboration
change
Guidelines
Systems
PuAFs
papers
Board
DGR
distribution



What's your power?

English Family Foundation

Belinda Morrissey

CEO

English Family Foundation

Context

- Vision; to support transformational change.
- Don't have deep pockets **LEVERAGE!**
- 34% of their work in 2017 & 2018 was with intermediaries.
- Financial stability is the key.
- Profit for purpose is changing the momentum.
- Social procurement is increasingly gaining traction.

Why have you chosen to fund SE?

“We believe in the ability to generate sustainable long term social change through sustainable and independent revenues sources”

- For Family Foundation's it's OFTEN personal!
- For Corporate foundations' the drivers can be different

What is your funding strategy?

To paraphrase Aristotle...

“giving money away is easy, but giving it away effectively and having impact is a very different matter”

David Ward

Public Ancillary Fund Trustee Handbook

4 Clear Factors;

- ① Leadership
- ② Disruption (important in creating social change)
- ③ Market (that the SE is operating in)
- ④ Depth & Span?

What are the key things you look for in a Social Enterprise?

“We look through the 4 filters!”

“We look across all elements for leaders who understand collaboration for social change”

What are the key things you look for in a Social Enterprise?

“We look through the 4 filters!”

“We look across all elements for leaders who understand collaboration for social change”

Any tips for those seeking funding?

It's much stronger to say...

“we have a clear vision by we just need to be able to demonstrate them”

Rather than...

“well, we have these outputs...”

To think about...

- STATE YOUR CASE
- How can you CONVINCCE the funder?
- CONTEXTULISE

To think about...

“What’s your contribution towards the experience of people on the planet?”

The time is for honesty