

Black Fox Philanthropy, B Corp

FUNDRAISING ROADMAP |

ATTRACTING BOLD & BIG BET FUNDING

Presented by

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Skoll World Forum 2020

A decorative graphic in the bottom right corner consisting of a network of white lines and dots on a dark red background, resembling a globe or a complex web.

PROCESS & INPUTS

- Desk Research
- Funder Conversations
- Landscape Analysis
- Scorecard
- Analysis
- Recommendation(s)



Trends

- Consensus around philanthropy's most impactful role (fill gaps, innovate, support civil society, act for the long term)
- Core support
- Global connectedness
- Blurred lines between public / private sectors
- Need for collaboration
- Need for blended and creative capital
- Grantee driven impact measurement

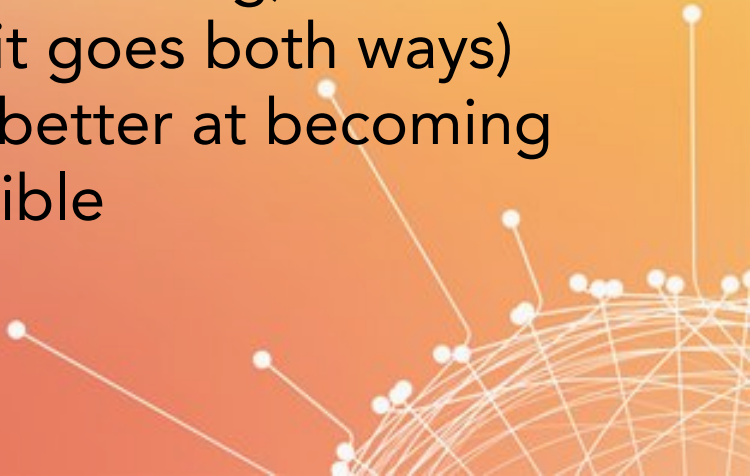


Recommendations


1. Have your House in Order
2. Have a Clear and Credible Pathway for Change
3. Support this Path with Evidence and a Sound Financial Plan
4. Have Strong Leadership



Key Insights

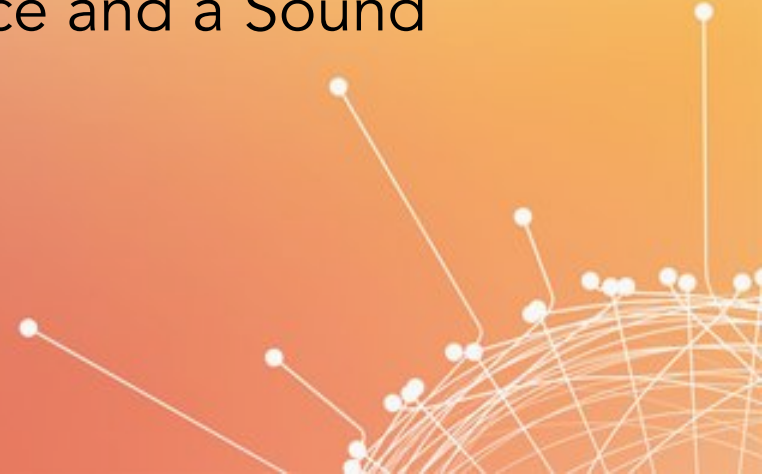
- Relationships /TRUST is key
 - Consistency and redibility sustains relationships/trust
 - The 'WAY' you communicate (aka Marketing) matters
 - The space is small - be aware (and it goes both ways)
 - B&B Funders can, and want to, do better at becoming more globally and equitably accessible
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Funder Interviews

- Co-Impact
 - Rockefeller Philanthropy Advisors
 - Heising-Simons Foundation
 - Bill & Melinda Gates Foundation
 - MasterCard Foundation
 - The Audacious Project/TED
 - Stanford University (Giving Pledge)
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Review | Recommendations

1. Have Your House in Order
2. Have a Clear and Credible Pathway to Change
3. Support this Path with Evidence and a Sound Financial Plan
4. Have Strong Leadership



Strong Leadership

1. Passion
2. Humility
3. Character
4. Charisma
5. Female Leadership



Leadership | Cont.

6. Conviction
7. Commitment
8. Expertise
9. Reputation
10. Contribution to the Sector at Large




Organization-Wide Leadership

1. Women-Led and/or In Senior Leadership Roles
2. Strength of Those in Leadership Roles
3. Board Composition | Executive Committee Strength




SUMMARY

IDEAL CANDIDATE | BOLD & BIG BET GIVING

1. Effectively Communicates the Organization's Impact Measurement
 2. Has a Clear Pathway to Scale
 3. Clear and Aligned on a Theory of Change (TOC)
 4. Tests and Refines their TOC with Stakeholders, Other Practitioners/Partners, and Academics
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SUMMARY | Cont.

5. Respected Founder/Leader
 6. Solid Organizational Leadership
 7. Leadership/Organization is Continuously Learning, Adapting, and Refining to Achieve Greater Impact and Scale
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Q & A

Questions will be pulled from the
Zoom Chat Room



THANK YOU | Black Fox Philanthropy

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Corporation



Best For The World 2019

CHANGEMAKERS