Working with funders
“The EFC is the platform for and champion of institutional philanthropy – with a focus on Europe, but also with an eye to the global philanthropic landscape”.

The European Foundation Centre
Foundations, corporate funders and other players that
1) have their own financial resources which they deploy strategically
2) are independently governed, and
3) use private resources for public good
These organisations, which are in myriad forms, are purposefully structured and organised over the long term and bound by structures of accountability, public benefit and public reporting and legal requirements.
Our membership comes from 38 countries – from within Europe but also around world. EFC members hold an estimated 200 billion euros in assets and spend around 22 billion euros annually.
Public Benefit Foundations in Europe, 2016
(Figures may include both ACTIVE and INACTIVE foundations, unless otherwise noted)

- Turkey – 3,320
- France – 4,315
- Italy – 6,220
- Norway – 6,468
- Russia – 7,494
- Netherlands – 7,500
- Spain – 8,866
- United Kingdom – 12,400
- Switzerland – 13,075
- Sweden – 13,700

**TOTAL (24 COUNTRIES) = 147,932 PUBLIC BENEFIT FOUNDATIONS**

*OTHER COUNTRIES: Finland (2,830); Czech Republic (2,075); Bulgaria (1,755); Liechtenstein (1,239); Austria (701); Belgium (491); Portugal (401); Slovak Republic (376); Croatia (226); Ukraine (110); Ireland (35)*

147.932 Foundations in Europe

Source: DAFNE
High concentration of assets and expenditure

€426 billion estimated assets*

5 countries alone account for 82% of foundation assets

Around €60 billion yearly giving

7 countries account for more than 90% of charitable expenditures

1. Germany € 17 billion (2012) 25%
2. Italy € 9.95 billion (2011)
4. France € 7.50 billion (2015)
5. Netherlands € 6 billion (2013)
7. Switzerland € 1.6 billion (2015)

* Estimate refers to 10 countries

Sources: Observatoire de la Fondation de France / CERPhi « An overview of Philanthropy in Europe » April 2015
DAFNE European Foundation Sector Report 2016
EFC membership – in brief

- 65% of EFC Members work cross-border and cover 87% of the world’s countries.

- 8% only operate their own projects.
- 21% only perform grantmaking.
- 71% of our members are both grantmaking and operating their own programmes.

Financial support & Non-financial support:

Financial support doesn’t just mean grantmaking, it also includes awards, prizes, fellowships, scholarships and much more besides.

Non-financial support includes skills support, access to networks, and meeting facilities, strategic support, communications and advocacy support.

Social investment is an important issue for more than half of our members.
EFC members – areas of interest

Who do our members target?

Our members support a wide range of target groups, the top 5 being:

- Low-income
- Students
- Children
- Researchers
- Young people

What do our members support?

From the sustainability to citizenship, EFC members are engaged in all manner of thematic areas, with the most supported being:

- Education
- Arts
- Culture
- Health
- Science
- Development

2017 data
Death Penalty

- **International Funders (Fondation de France)**

- **US and international Funders and Activists (OSF)** - Direct lobbying, voter mobilisation, ballot initiatives...

- **US funders Atlantic Philanthropies 60mill for 11 years**

- **European/local funders will support offenders/ex-offenders: research, litigation, education…**

- **La Caixa, Adessium (reintegration workforce)**

- **Compagnia de Sao Paolo, Fondacion Barrie, Stavros Niarchos (education)**
Relevance

Functions

Public Good Area

Roles

Social Impact

Improving lives of individuals

Guardian

Maintaining people’s values and assets

Social Change

Improving lives of groups of people

Transformative

Improving society within its existing structures

Systemic Change

Changing the structures on which society is organised

Agenda Setter

Curiosity Lab

Convener

Knowledge Institute

Path Finder

Growth

Improving society

Improving the environment

Improving health and wellbeing

Social Impact

Social Change

Systemic Change

Public Good Area

Health, Education, Arts & Culture, Children, etc…
PARTNERSHIP

COMPLEX: There is a need for impact, jargon, sophisticated industry

LONG: own timing, reporting, compliance, admin, strategy (6 to 9 months)

PERTINENCE: solve my problem and speak my language

CULTURE: values, faith, place based, history, company, etc

RELATIONSHIP: trust, capacity to deliver, risk adversity, capacity to absorb funds, etc
Homework

- Funding Priorities
- Typical Grant size, One or multi year
- What are eligibly requirements (matching strategy like public money)
- Geographical focus
- What is their application process and is there a form and Do they accept unsolicited proposals
- Timelines (patience)
- Evaluation requirements
- If you get the change build a relationship: the funder also has knowledge, sees thousands of projects per week, human dimension, listen, be open to change and to advise as co-creation and long term
Budget and narratives

• What is your theory of change, why and how are the planned activities getting you there, how would you measure your success.

• What is your sustainability plan, your transition plan, other income streams, etc.
Partnering with a Fondation

• Getting the bases right is the BEGINNING

• Getting your plan right is a great PROGRESS

• Working together is the SUCCESS
Thank you
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