



About cerebral palsy.
For disabled people achieving equality.



The Black Fundraisers' Network

Presents:

An Audience With Tim Campbell

Winner of

The Apprentice 2005

What Is Fundraising?

“A process of soliciting and gathering money or gifts in kind by requesting donations from individuals, businesses, charitable foundations, or governmental agencies.”



What is Philanthropy?

"The act of donating money or goods or providing support to a charitable cause to enhance the common good"

Someone who is well known for practicing philanthropy is usually called a philanthropist.



"Basically, what you're saying is I get a box of chocolate chip cookies and the sixth grade class gets a field trip to Tuscany?"

The Fundraising Mix

- **Personal Wealth/Philanthropy** £8.2 Bn in 2005
- **Government** - £3Bn (NCVO)
- **Trusts** - £2.2Bn (DSC)
- **Legacies** - £1.5Bn (NCVO)
- **Events** (Top 500 Charities) - £600m
- **Corporate** – FTSE 100 & PerCent Club £1.9Bn
- Emergence of Alliances Between Corporate & Voluntary Sector:
 - Princes Trust
 - BITC
 - PerCent Club

The Fundraisers' Alchemy

- ❑ Heart
 - ❑ Social Awareness
 - ❑ Good Communicator/Negotiator
 - ❑ Business Minded
 - ❑ Creative
 - ❑ Persuasive
 - ❑ Passionate
 - ❑ Adaptable
 - ❑ Thick Skinned
-
- ❑ Understand Sector, Philanthropy, Networking and leadership

The UK Voluntary sector

- Income of £26.3 billion
- 38% Income From Statutory Sources
- Operating Expenditure of £24.9 billion
- Total Assets of £66.8 billion
- Paid Workforce of at least 608,000

(NCVO)

The Black Voluntary Sector

- 200,000 Registered Charities in UK
- 9,500 'Black' Charities in UK
- 5,000 'Black' Charities in London
- **Very Little Information About Black Business, Voluntary Sector, or Black Philanthropy**

Challenges Within The Black Community

- ❑ 70% Black People Live in Deprived Areas
- ❑ Black Children 3 Times More Likely to be Expelled
- ❑ Black People Form 17% of the UK Prison Population
- ❑ 11% Unemployment Among Black People Compared to 5% Among White People
- ❑ 45% PCTs say Diabetes and Heart Disease are Disproportionately High Among Black People
- ❑ 6,725 Black People Diagnosed with HIV in 2005
- ❑ Over 50% of Black People With HIV Are From Africa
- ❑ **97% 'Black' Charities Need Urgent Assistance With Fundraising**

The Black Fundraisers' Network Aims To:

- ❑ Support and Enable Networking Among Black Fundraisers
- ❑ Enhance the Skills of Black Fundraisers
- ❑ Promote Fundraising Within the Black Community
- ❑ Improve Black Voluntary Sector's Access to Fundraising Expertise
- ❑ Represent the Views of Black Fundraisers Within Institute of Fundraising and Across the Sector

BFN's Practical Work

- Pilot Mentoring Programme
- Yahoo Virtual Support Group
- Fundraising Opportunities – Charity People
- A Voice for Black Fundraisers
- Network Meetings

Future of BFN

- ❑ Establish Mentoring Scheme
- ❑ Share Our Learning and Inform The Sector
- ❑ Create More Networking Opportunities
- ❑ Build our Membership and Support Base
- ❑ Build on Links With IOF and Other Organisations



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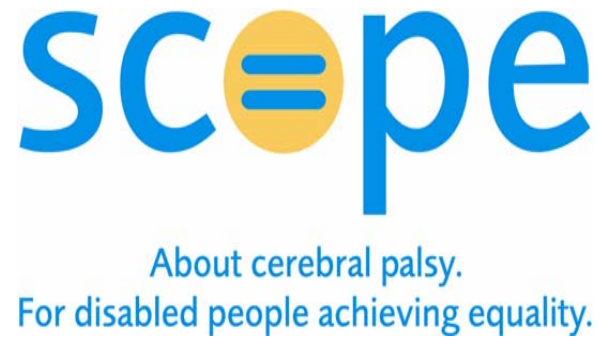
Presents:

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The Institute of Fundraising

Susie Blundell
Groups Liaison
Manager





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