Catalyzing Change: Stories from Bold Donors Who Drive Real Results

A Conversation with:

John Kania, Managing Director, FSG
Leslie Crutchfield, Senior Advisor, FSG
Valerie Jacobs, Board Member, Jacobs Family Foundation
Monique Villa, CEO, Thomson Reuters Foundation
Paul Brest, President, William and Flora Hewlett Foundation

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About FSG and Catalytic Philanthropy

- **Nonprofit consulting and research firm** founded in 2000 by Mark Kramer and Harvard Business School professor Michael Porter

- Staff of 90 in Boston, San Francisco, Seattle, Washington DC, Geneva, and a presence in Mumbai

- Success in **strategic planning and evaluation** with over 200 foundations, corporations, and nonprofits

- **Thought leader**

*FSG is driven by the same passion that drives our clients: a passion for greater social impact*
Today’s Agenda

Welcome & Introductions
John Kania, Managing Director at FSG and co-author of *Do More Than Give*

Catalytic Philanthropy in this 21st Century of Giving
Leslie Crutchfield, Senior Advisor at FSG and co-author of *Do More Than Give*

Panel Discussions
Valerie Jacobs, Jacobs Family Foundation
Monique Villa, Thomson Reuters Foundation

Expert Commentary
Paul Brest, The William and Flora Hewlett Foundation and co-author of *Money Well Spent*

Audience Questions & Answers

Closing Remarks
John Kania, Managing Director at FSG and co-author of *Do More Than Give*
Modern U.S. Philanthropy Is Celebrating its 100th Anniversary

Implications for giving in the 21st Century

• More than 75,000 foundations exist in the U.S. alone today
• Major growth in number of nonprofits and size of government at all levels
• Changing expectations for corporate role in societal issues
Common vs. Catalytic Philanthropy

- Select Charity
- Give Grant
- Get Report

Goal: Give money

Goal: Solve problems

Gov’t

NGOs

Business

People

You
Social and Environmental Problems Are Complex by Nature

Simple  Complicated  Complex

Source: *Getting to Maybe*
The Six Practices of Donors Who Change the World

First, Commit to Your Cause

then...

1. Advocate for Change
2. Blend Profit with Purpose
3. Forge Nonprofit Networks
4. Empower the People
5. Lead Adaptively
6. Learn to Create Change
Finding Our Focus in the Diamond Neighborhoods

The Jacobs Family Foundation/Jacobs Center for Neighborhood Innovation

- The Compassionate Conservative
- Finding Consensus
- From Non-Profit Strengthening to Place-Based Funding
- Investing All Assets in the Work
Resident Ownership of Neighborhood Change

Market Creek Plaza: *Building Consensus, Capacity, and Community*

- Listening to Residents
- Resident Working Teams Plan, Design, Build, Lease, and Own the Plaza
- The Vision Becomes a Village – The Village at Market Creek
Becoming the Change We Want to See

Learning to Create Change

• We Have to Be Willing to Change

• Development at the Pace of the Community

• Expanding Partnerships for Sustainability

• Leveraging Resources
THOMSON REUTERS FOUNDATION

TRUST Law
3 functions:
- TrustLaw Connect
- news and information
- database

TRUST Media

TRUST AlertNet
The world's premier humanitarian news web site

EIS
Emergency Information Service
Information for people in disaster zones

Reuters Oxford Institute
A world centre for the study of journalism

Training
Journalism training, media training
Thomson Reuters Foundation: Trustlaw

- News and information on anti-corruption, *pro bono* and women’s rights

- An electronic platform for lawyers to access global impactful cases and for social entrepreneurs/NGOs to get free legal assistance

- Almost 600 members. More than 200 law firms and in-house legal teams

- Projects with high impact: Adie / Latham and Watkins, Orrick; Transparency International/Mayer Brown; PRI Makers /Goldman Sachs, Linklaters
Thomson Reuters Foundation: EIS In Haiti

• Free practical information for survivors of natural disasters

• Everything from public health advice to trustworthy information on relief efforts - always in local languages

• Through the best means available

• 92% found EIS messages ‘very useful’

• 74% said they acted in some way on information they received

• 96% said they shared information with people they knew
Moderated Audience Q&A Session

John Kania
Leslie Crutchfield

Monique Villa
Valerie Jacobs
Paul Brest
Thank You!

• Thank you for joining in the Catalytic Philanthropy conversation today

• Please fill in the brief electronic survey that you’ll receive after today’s event to share your feedback with us

• For more information on catalytic philanthropy, or on how FSG assists donors in becoming more effective philanthropists, visit www.fsg.org and click on Catalytic Philanthropy. Alternatively, you can contact us at JohnV.Kania@fsg.org

• Learn more about other catalytic donors and future author and book events at www.DoMoreThanGiveBook.com

• *Do More Than Give* is available at major booksellers including Amazon and Barnes & Noble and is available on the Kindle and Nook. Please contact 1-800-CEO-READ for a competitive discount on bulk orders.

• Subscribe to Leslie Crutchfield’s blog, by going to www.fsg.org and clicking DoGoodBetter Blog on the bottom left under “FSG Blogs”