



***Creating Transformational  
Legacies with Strategic  
Philanthropic Partnerships***

***Catherine Boyer, CEO  
Ben Gough Family Foundation***

Thursday, 19 September

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*Ata mārie!*

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# Switched-on & Savvy

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# How is Philanthropy Changing

- Dramatic increase in registered charities—is there duplication?
- 3 in 100 Australians leave a bequest
- The numbers are falling:
  - Larger # of people giving, but smaller \$ amounts
- It's costing more to raise money:
  - In 2005 it cost \$1 to raise \$12
  - In 2016 it cost \$1 to raise \$ 5
- Emerging trends:
  - impact investment;
  - shared value approaches to corporate engagement; and
  - government and philanthropic funding capacity.

## The Cause Report

20 years of [r]evolution in the not for profit sector  
by John McLeod  
JBWere

JBWere



JB Were  
*The NZ Cause  
Report*  
March 2017  
John McLeod

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# A more global perspective

- Different thoughts on why the move to strategic philanthropy
  - Increasing need & scale of problems,
  - A frustration with the old way not getting the results we all want for our world.
  - Silicon Valley and its impact on thinking & donors
    - The Giving Pledge: Giving more, Giving sooner, Giving Smarter
  - From charitable giving to Systems change

# So how is it relevant to you?????



## Education is a key area of Strategic Philanthropy

1. Research
2. Collaboration
3. Stories
4. Advocates and Ambassadors

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# Strategic philanthropy is:

- Strategic
- Aims for a positive impact
  - From systems change to finite and concrete
- What tools are in the box?
  - The 4 T's: **T**ime, **T**alent, **T**reasure, **T**ies
- Measureable and reportable which means evaluation and reflection
- Relevant for the future of Aotearoa, the stories and learnings are to be shared.

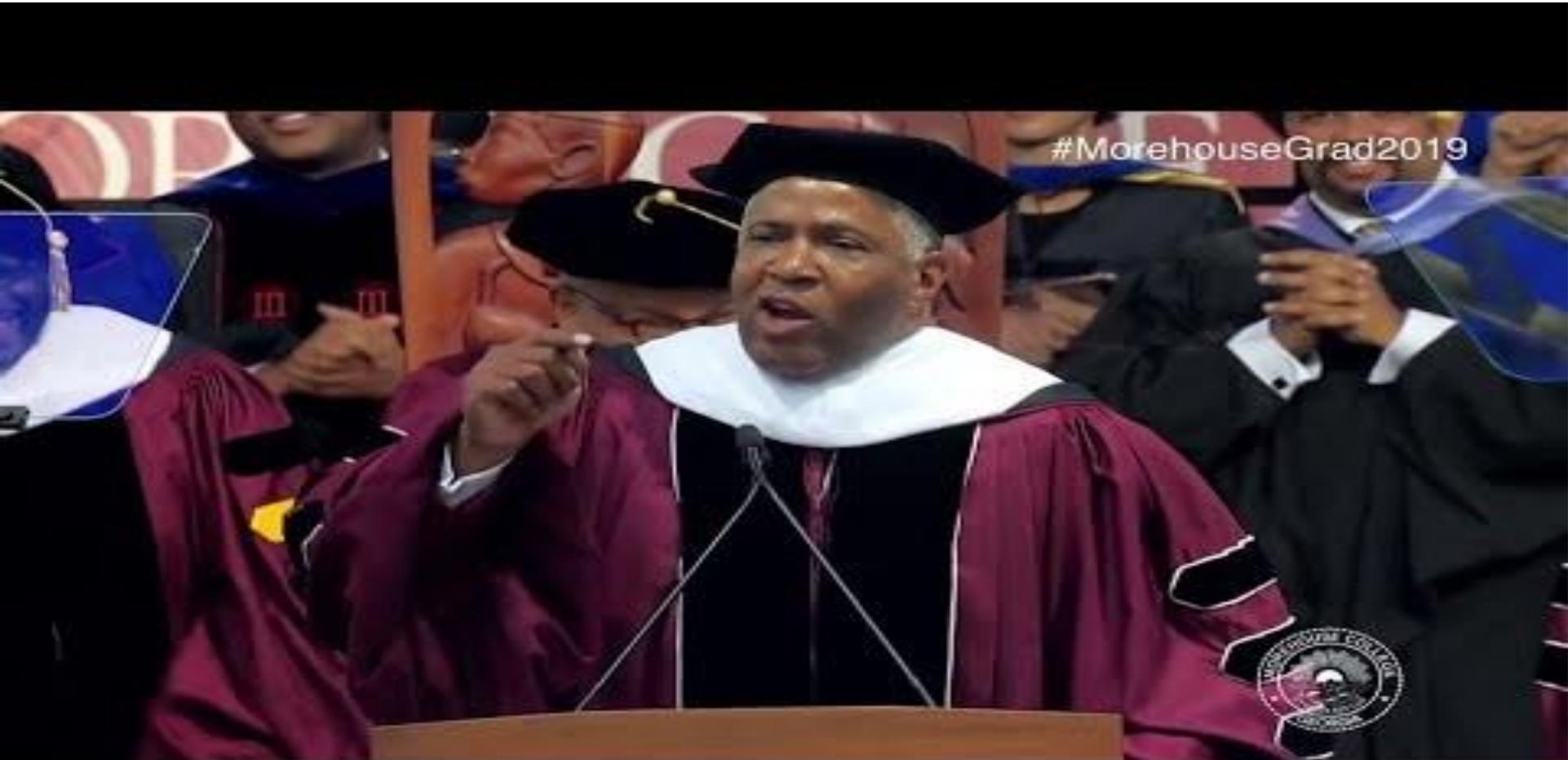
The issue?  
Strategic?  
Collaborative?  
Transformational

# The Power of Education

Morehouse College

Atlanta, Georgia

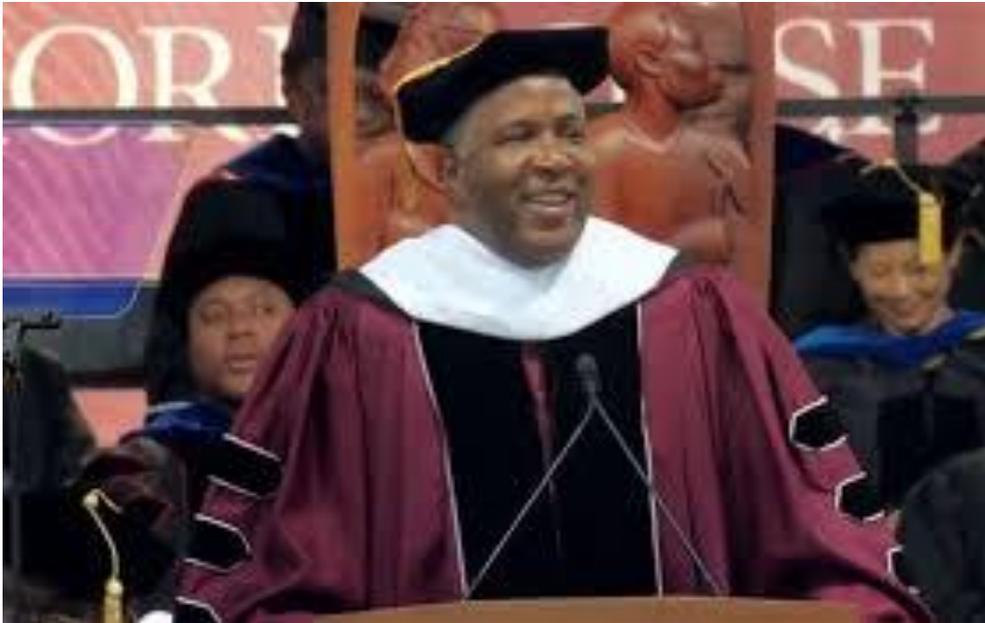
May 2019



#MorehouseGrad2019



# Is that a Graduation gift or what?!



Robert F Smith, Commencement speaker at Morehouse College graduation May 2019, pledges to pay off all student debt for the **396 graduates of 2019**.

Estimated gift ~\$40 million.

*“My family is going to create a grant to eliminate your student loans!”*

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# How is this Strategic Philanthropy?

- **Issue:** the negative impact of student debt, particularly for African Americans in the US

## Percent of undergraduates with student loan debt

Percent of fourth-year undergraduate students ages 18 to 24 with student loan debt by race



Source: U.S. Department of Education, National Center for Education Statistics, 2011-12 National Postsecondary Student Aid Study (NPSAS:12)

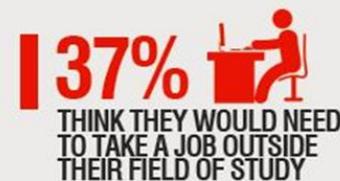
# The Strategy

To alleviate debt so that educated African-American men can be positive contributors to the economy.

## STUDENT LOAN & DEBT IMPLICATIONS



COLLEGE STUDENTS (75%) SAID THAT THEIR LOANS WOULD CAUSE THEM TO MAKE SOME SACRIFICES POST-GRADUATION\*, INCLUDING:



\*This survey was conducted online within the United States from August 3 to 12, 2015 among 751 college students who will be enrolled full-time in a 2 or 4 year college in the fall of 2015, by Harris Poll on behalf of ACPA. Figures for age, sex, race/ethnicity, education, region and household income were weighted where necessary to bring them into line with their actual proportions in the population. Propensity score weighting was used to adjust for respondents' propensity to be online

# Strategy

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“I am going to put a little gas in your bus. You must become a community builder. You don't want to just be on the bus. You want to own it and drive it and pick up as many people as you can.”

Robert F Smith, Commencement Address  
Morehouse College, May 2019

# The Partners and their challenge:

- To the graduates:
  - Pay it forward
  - An obligation to address racial discrimination
    - Political Change
    - Economic advancement
    - Advocate for those less fortunate than you
- To alumni and other donors:
  - A Challenge to do the same: to give
  - The Class of 2019 is my class, which is yours?
  - These students need your help
- To universities and government

# Transformation



For society:

- Educational equal opportunity
- Economic equal opportunity
- Housing opportunity
- Generational economic opportunity.....

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# Impact

“Education has always been at the forefront of the quest for opportunity, and the significance of this philanthropy highlights the importance of education to this demographic group -- and other demographic groups, for that matter, but it specifically highlights an unburdened path to educational opportunity and to their future success.”

Raymond J. McQuire-friend of Robert Smith, Vice Chairman Citigroup  
Inside Higher Ed, *A Gift That Will Keep Giving*,  
4 June 2019

# Where it Begins

Talking Matters/NEXT Foundation

The First 1000 Days

# Why Talking Matters



[www.Talkingmatters.org.nz](http://www.Talkingmatters.org.nz)

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# The Issue

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Children from toxic stress environments are arriving at kindergarten with the brain development of 3 year olds.

Research indicates that they never catch up in terms of educational success.

***Early Years Challenge* report**

**<https://www.aucklandco-lab.nz/reports>**

# The Strategy

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To put early talk at the top of the agenda for child wellbeing and education as early, responsive talk for ages 0-3 is the missing piece in early childhood education.

- Advocate for changes to policy, laws and funding
- Support parent-led community action
- Develop and share tools, resources and strategies
- Build capability in education, health and family services

# The Partners



Also funded by



**Auckland  
Foundation**

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# Transformation



Decreasing the achievement gap between poorer and more affluent families, leading to a more equitable society.

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# Where it can fail

Prince's Trust New Zealand and Ben  
Gough Family Foundation

Addressing Alternative Education in NZ

# The Issue

- More than 5,000 young people leave school each year without any qualification at all, with many disappearing from the system at age 14 or 15.
- The Alternative Education (Alt Ed) Centres are often staffed by youth workers rather than trained teachers.
- Alt Ed is the least well resourced part of the education system, with centres often having to fundraise for basic learning resources and rent.

# The Strategy

**ACHIEVE AOTEAROA** is to support young people, who are at risk of underachieving at school or college, to engage with and succeed in education.

**DESIGN**—A set of high quality learning resources are developed.

**TESTING**— These resources are tested and refined with students and teachers in four different settings

**EVALUATION**—The Achieve programme is evaluated, with input from teachers and students.

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# The Partners



Prince's Trust  
New Zealand

KA TAEA  
ETE  
TAIOHI

**BEN  
GOUGH**  
Family  
Foundation



## SCHOOLS:

- Kingslea School,
- Haeata Community Campus,
- Hagley Community College
- YMCA.

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# Transformation

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- Young people who were likely to end up in the criminal justice system complete schooling with a qualification and
  - Sense of purpose
  - Self-determination
  - Agency
  - Skills for work
- Prison numbers decrease and young people enter the earning economy.

# What it takes—Leadership

Canterbury Resilience Foundation

Puāwai



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# The Issue

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- How to offer help to the Muslim community
- How is NZ addressing the wider issues of multiculturalism and integration of immigrants.

# The Strategy (1)

## Canterbury Resilience Foundation Futsal Tournament

- Targeted
- Immediate
- From the community
- Investing in Courage



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# The Strategy (2)

## Developing Leadership Capability in the Muslim Community

- Long term
- Responsive to community need
- Building connections and networks

PUĀWAI - Poipoia te kakano kia puāwai -  
Nurture the seed and it will blossom

# The Partners



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# Transformation

Our rangatahi/young people are connected through a diverse network of potential leaders, innovators, disruptors and drivers, enabling them to contribute to their respective communities.



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# Thank you

- For more information please contact:



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