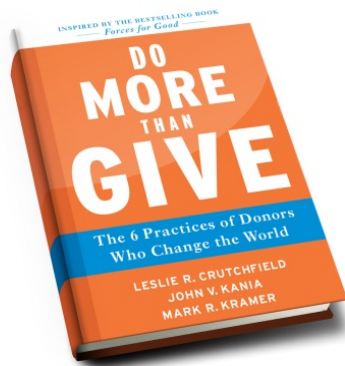




Social Impact Consultants

Discovering better ways  
to solve social problems



## 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

*December 7, 2011*

## 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**
  - Articles published in *Harvard Business Review*, *Stanford Social Innovation Review*, and *American Journal of Evaluation*, including ***Catalytic Philanthropy*** (SSIR 2009) and ***Collective Impact*** (SSIR 2010)



***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 21<sup>st</sup> 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

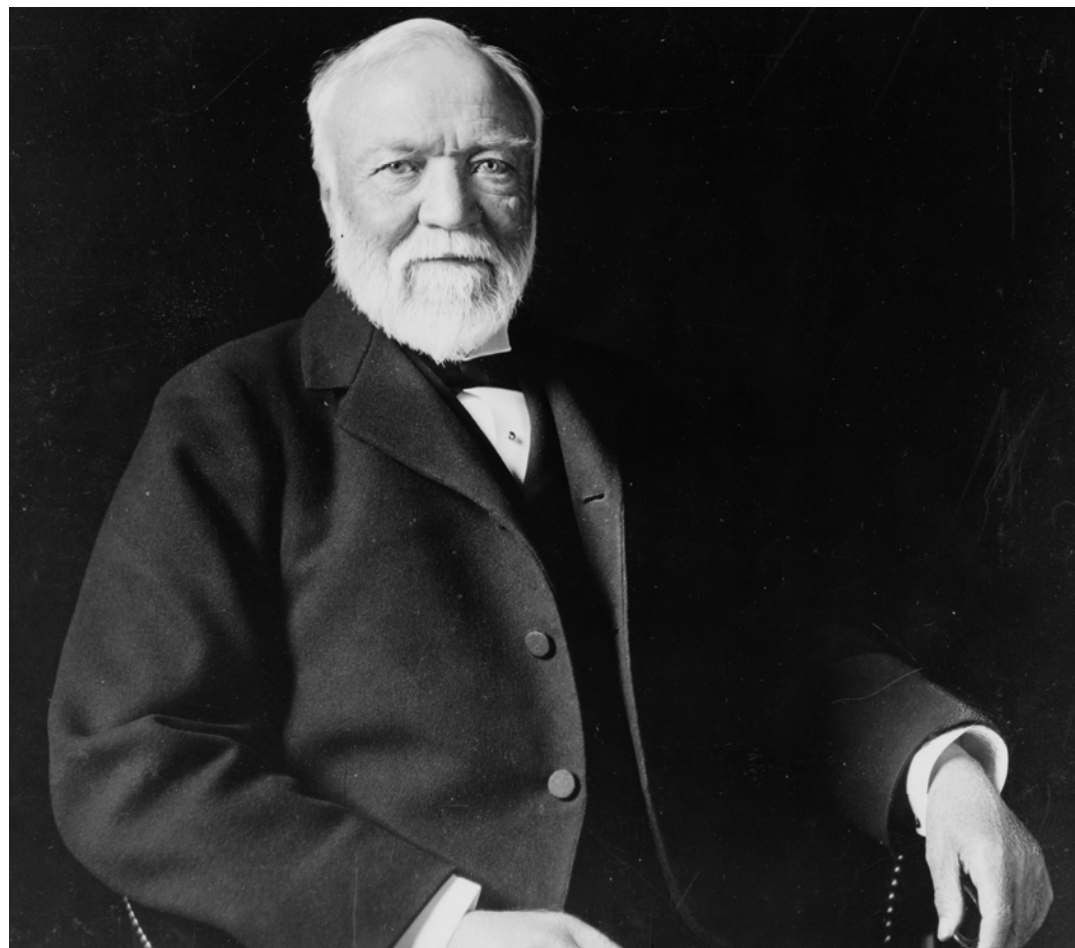
### Closing Remarks

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

# Modern U.S. Philanthropy Is Celebrating its 100<sup>th</sup> Anniversary

## Implications for giving in the 21<sup>st</sup> 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



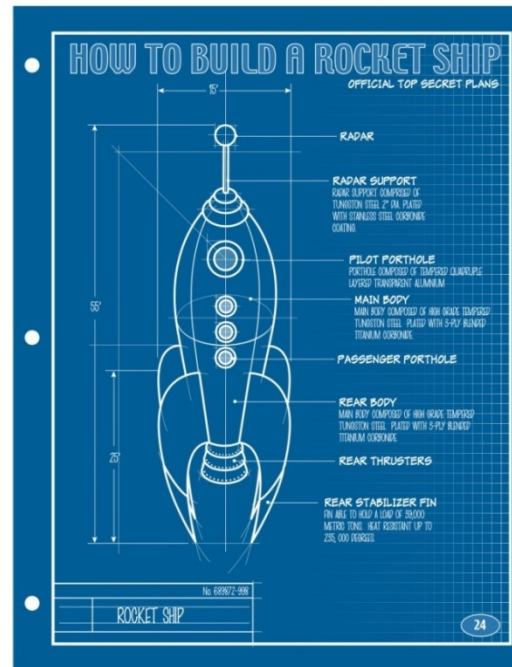
Goal: Solve problems



# 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

Before



### 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

Today



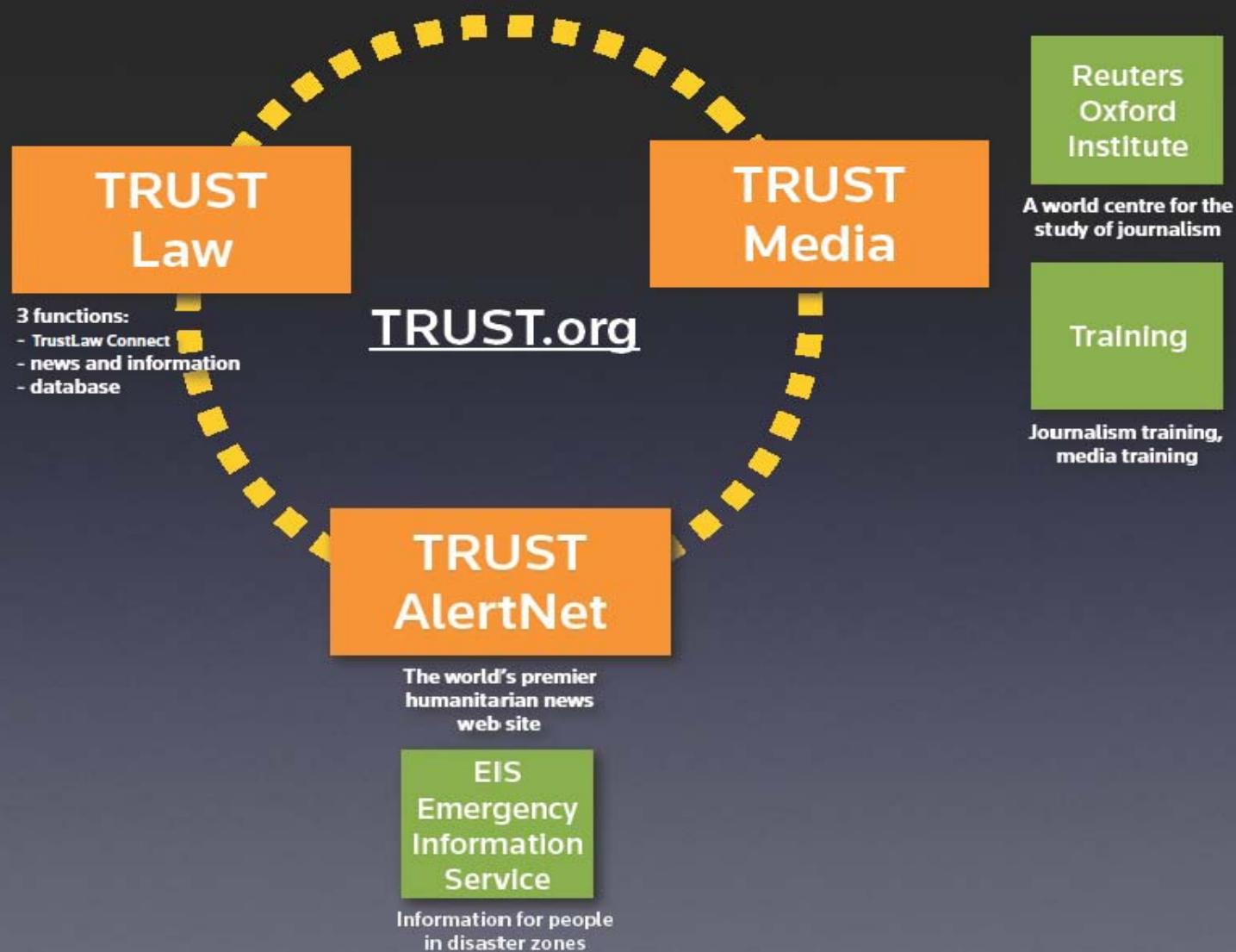
# Becoming the Change We Want to See

## 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





## 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](http://www.fsg.org) and click on *Catalytic Philanthropy*. Alternatively, you can contact us at [JohnV.Kania@fsg.org](mailto:JohnV.Kania@fsg.org)
- Learn more about other catalytic donors and future author and book events at [www.DoMoreThanGiveBook.com](http://www.DoMoreThanGiveBook.com)
- *Do More Than Give* is available at major booksellers including [Amazon](http://Amazon) and [Barnes & Noble](http://Barnes & Noble) and is available on the [Kindle](http://Kindle) and [Nook](http://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](http://www.fsg.org) and clicking *DoGoodBetter Blog* on the bottom left under "FSG Blogs"