

Not for Profit Access to Capital

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Keywords: Not-for-Profits, Capital, Scaling, Social Impact

Abstract

Not-for-Profits need access to capital to scale and increase their social impact. When a not-for-profit wants to scale it needs capital, to set up processes, infrastructure, and staffing – much like a start-up. Access to capital is like air; when there isn't enough, a not-for-profit cannot achieve its goals. Philanthropitch's vision is to ensure that not-for-profits have the same access to capital as for-profit businesses. Philanthropitch achieves this vision by setting up a nomination and public voting process within an ecosystem that results in the supply of capital, knowledge, collaboration and exposure for a regions most innovative nonprofits giving them the opportunity to scale their impact in their communities.

Introduction

Philanthropitch's vision is to ensure that nonprofits have the same access to capital and opportunities as for-profit businesses. Philanthropitch achieves this vision by setting up a nomination and public voting process within an ecosystem that results in the supply of capital, knowledge, collaboration and exposure for a regions most innovative nonprofits giving them the opportunity to scale their impact in their communities. Philanthropitch was founded in 2013 in Austin, Texas. It has grown to become a 501©(3) with a stellar board of directors, operating in four cities nationwide.

Model

The Philanthropitch model is driven by four Core Values that include:

1. **Collaboration:** We leverage collaboration so that transformational ideas can have exponential power. The contribution of diverse perspectives and experiences bring innovative, world-changing ideas to life.
2. **Fearless Innovation:** Pioneering change requires curiosity and courage bravery. We celebrate unexpected innovators, deviating from the established course to create models that will blaze new, positive paths for replicating profound solutions.
3. **Enduring Impact:** We work to spark and accelerate ideas that will create a lasting impact on humanity. We believe in ambitious philanthropy, aiming to support scalable and sustainable impact ideas that will create systemic changes that will outlive us.
4. **Bold Leadership:** We support audacious thinkers to maximize their daring solutions, recognizing that the experiences of success and failure create paths for collective

learning. Philanthropitch shares expertise and experience to empower leaders to go from ambition to action so they can transform the World.

Philanthropitch provides capital, training and exposure for innovative non-profits to expand impact. Philanthropitch is a fast-pitch competition that helps high potential nonprofits scale sustainable models.

Unparalleled Training

Every not-for-profit that is accepted into Philanthropitch goes through a three-month intensive program where they engage in education courses, 1:1 pitch coaching and workshops to hone their storytelling skills, connect with peer organizations and build awareness with new potential supporters and mentors.

The Philanthropitch team provides first-class consultation and commitment throughout the process. The intensive training focuses on the non-profit's business model and its sustainability and scalability. Philanthropitch works closely with the organization to deep dive into their unit economics to ensure the funding they are requesting will accelerate their path to making more impact in their communities. In addition, the pitch coaching allows the executive directors to use their honed pitching skills on subsequent occasions to accelerate future success.

The Positive Power of the Philanthropitch Ecosystem

The Philanthropitch experience fosters access to critical relationships, mentorships, and networks to build connections and propel new growth and opportunities. In essence, the event is a gateway to a new ecosystem ripe with avenues for advancement. Participants develop new partnerships, add new board members, increase volunteers and seize on opportunities for mentorship and relationships with judges.

Non-profit finalists join the Philanthropitch alumni group, where they can connect with other innovative non-profits across the country and participate in ongoing training programs which are exclusive to the Philanthropitch finalist community. Participating in Philanthropitch has been a catalytic experience for many of the nonprofits who have pitched.

Capital Generation

Philanthropitch annually assembles a diverse group of high-impact entrepreneurial leaders, corporations, and community members within each region. The regional companies, foundations and individuals collectively provide around \$100,000 of capital funding each year to direct toward the winners of an ecosystem's Philanthropitch. Funders make a strategic investment in their city's most scalable and sustainable nonprofit organizations, committing funds to the nonprofit finalist of their choosing after watching their pitches. Additionally, the public, including the judges, are encouraged to make donations to the not for profits based upon their

itches. The non-profits leave with the amounts collectively won from the audience, judges, and corporate or foundation funders presenting checks on behalf of their entity.

Results

Since 2013, Philanthropitch has donated more than two million dollars to 134 nonprofits in Austin, Columbus, Philadelphia, and San Antonio.

Testimonies

“The Philanthropitch journey was invaluable in bridging the gaps of my business pitch. I’ve continued to use the pitch I built for the competition. In many ways, the script output and process was more valuable than the funding, as it’s positively impacted my residual funding from the event.”

-Elizabeth Henneke, Executive Director, Lonestar Justice Alliance, Austin

“Since Philanthropitch, we’ve onboarded a team of developers and partnered with funders and institutions across the city to accelerate the development of our Virtual PLUS Center (VPC), an all-in-one postsecondary resource platform for all our students at each of our partner schools. Within the VPC will exist HIRED, an ethical online career training and job marketplace that serves the 50% of Philadelphia high school students who do not pursue postsecondary education after graduation. HIRED will bring together employers, apprenticeships, and career training programs all onto one platform, offering a wealth of educational resources such as webinars, career pathway maps, and real-time career coaching. Our goal is to challenge this current system by building a bridge between local talent and local employers, between graduates’ starting point and their full potential. Philanthropitch served as an important catalyst for these new initiatives, and we would not have been able to make so much progress without the seed funding raised from the event and the strategic guidance from Philanthropitch advisors.”

-Raymond John, CEO 12+, Philadelphia

Conclusion

Not-for-profits need access to capital to scale and increase their social impact. When a not-for-profit wants to scale, it needs capital similar to a start-up to set up processes, infrastructure, and staffing. Access to capital is like air and when there isn’t enough a not-for-profit cannot achieve its goals. Regional ecosystems need an intermediary to manage a process that raises capital independently to deploy to not-for-profits who are ready to scale their model and impact.