



# Mining Your Own Resources

How To Get The Edge

Natalie Elliot, Grant Development Manager

Most common question:

‘How do we **engage** with philanthropists?’

Who is Equity Trustees and what is our **perspective**?

**450**

**25%**

**\$80-100 million**

**William Buckland Foundation**

# Who are they?



What was the **crisis**?

What did they need to  
**change**?



**Created** business case

**Started** relationships

**Employed** skills

**Took** steps

**Built** frameworks

**Began** the 'doing'



**Funding** is key...

Philanthropic

Corporate

Private

...and 'the **doing**'.



**Established** a framework

**Tracked** outputs & outcomes

**Demonstrated** effectiveness

**Secured** more funding

...**commercial** thinking



# Outcomes

**197**

**112**

**800**

...after 5+ years, **self sufficient**



Action points...

**Work** personal relationships

Discover **vested** interests

Find **mutually** beneficial opportunities

What was the **crisis**?

What did they need to  
**change**?

**Sourced** opportunities

Got **creative**

**Sought** outside testing

Feasibility **confirmed**

Board **supportive**

**Time** invested

CEO got hands dirty

Steering committee **created**

Board **appointed**

**Prepared** for the launch

Funding discussions **ongoing**

Relationships **invaluable**

Kept moving **forward**

Flexibility was **key**

**Dynamic** data

The **right** people

Outcomes...

Doors opened **30 March 2015**

**Meeting** targets

Seeking **growth** opportunities

Profit target of **3 years**



What is **different** now?

**Reliance** on philanthropy

**Innovation** is the focus

Action points...

Get in, **give**, get off

Relationships are **king**

Think **commercially**

“ Never be afraid to do something new. Remember: an **amateur** built the Ark; professionals built the Titanic.”

Author Unknown



# Questions

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