

# GLOBAL FUNDRAISING / GLOBAL CHANGE

EMERGING ISSUES & GLOBAL TRENDS TRACK  
WITH CRAIG POLLARD  
FUNDRAISING RADICALS

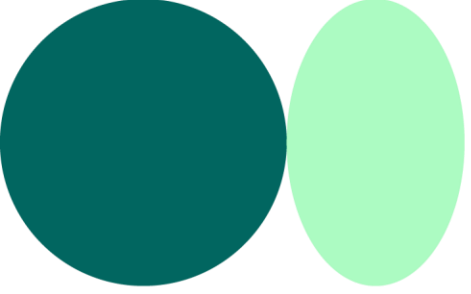
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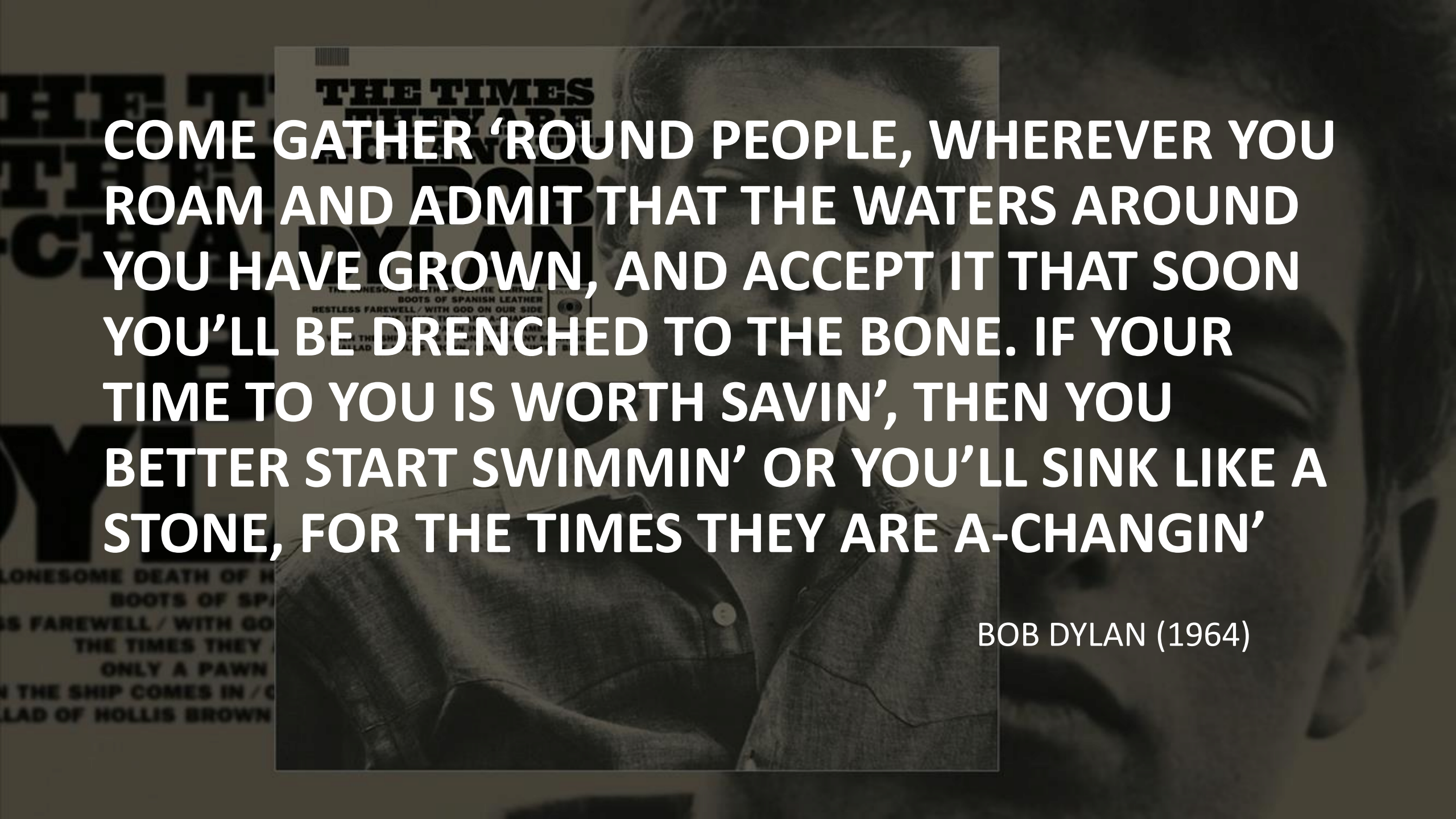
Emerging Issues & Global  
Trends Track  
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Balanced Effect



**WHAT WOULD I SAY TO YOU  
IF I DIDN'T FEEL PRESSURE  
TO SELL SOMETHING TO YOU?**



**COME GATHER 'ROUND PEOPLE, WHEREVER YOU  
ROAM AND ADMIT THAT THE WATERS AROUND  
YOU HAVE GROWN, AND ACCEPT IT THAT SOON  
YOU'LL BE DRENCHED TO THE BONE. IF YOUR  
TIME TO YOU IS WORTH SAVIN', THEN YOU  
BETTER START SWIMMIN' OR YOU'LL SINK LIKE A  
STONE, FOR THE TIMES THEY ARE A-CHANGIN'**

BOB DYLAN (1964)

**CRAIG:  
30 YEARS IN GLOBAL FUNDRAISING  
IN 100+ COUNTRIES (ASIA, AFRICA, MIDDLE EAST,  
LATAM)**

**MATHS/KPMG/VTOLLENCE, CONFLICT, &  
DEVELOPMENT.**





**FUNDRAISING  
RADICALS**



**GLOBAL  
RADICALS**

**1,000+ CIVIL SOCIETY ORGANISATIONS IN THESE  
REGIONS.**

**EXPLORING ALTERNATIVE APPROACHES TO, AND  
SOURCES OF HIGH-VALUE FUNDING**



**STORIES**  
**QUESTIONS**  
**WORDS**  
**TRANSITIONS**

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**STORIES**  
**QUESTIONS**  
**WORDS**  
**TRANSITIONS**

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BEGIMAI IN KYRGYZSTAN  
EZRA IN AOTEAROA  
KYAW MOE TUN IN MYANMAR  
NYASHA IN SOUTH AFRICA  
THI AN IN VIETNAM  
IRENE IN PERÚ  
EMILITA IN THE PHILIPPINES



**STORIES**  
**QUESTIONS**  
**WORDS**  
**TRANSITIONS**

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HAVE YOU EVER FELT OVERWHELMED BY THE WEIGHT OF THE WORLD, INEQUITY, INJUSTICE, INHUMANITY?

HAVE YOU EVER FELT A DISCONNECT BETWEEN WHAT FUNDRAISING/ NONPROFITS ARE DOING, COMPARED TO WHAT THEY COULD BE DOING?

HAVE YOU EVER FELT DISEMPOWERED BY FUNDRAISING OR UNCOMFORTABLE ABOUT A FUNDRAISING PRACTICE?

HAVE YOU EVER FELT THE FULL POWER OF FUNDING, WITHIN A CAUSE OR SOME CHANGE?

# YOUR HELP IS NOT IN VAIN

ON JUNE 25, 1968,

Bishop J. B. Whelan and Bishop G. E. C. Carkin, Catholic and Anglican, met in Dublin to launch a joint platform in Ely Hall to a large gathering of clergymen and laymen. They listened to the Bishops speak of the terrible suffering of the people of Biafra and a ship was launched; the target was £100,000.

## Response

Since then Ireland has raised a total of £1,200,000. The 6th ship will leave Dublin about the 20th day of the month. The 4th ship, carrying over £12,000—is 4th highest.

## Famine

It is estimated that to date some 1,500,000 people have died.

Nevertheless thousands, hundreds of thousands, have been saved.

About 1,000,000 children and old people suffer from starvation.

of Limerick and Biafra

## One meal a day

Most days they get only one meal a day.

While you continue giving, they continue to eat.

JOINT BIAFRA FAMINE APPEAL

## Will the food

from Sao Tome. I do not write about the International Committee of the Red Cross. I write about the Caritas and World Council of Churches (i.e. Joint Church Aid) flights.

Planes also fly in from Liberville, Gabon. To date the Joint Biafra Famine Appeal has airlifted some 900 tons in 85 spectacular blockade-busting flights at a cost of £500,000.

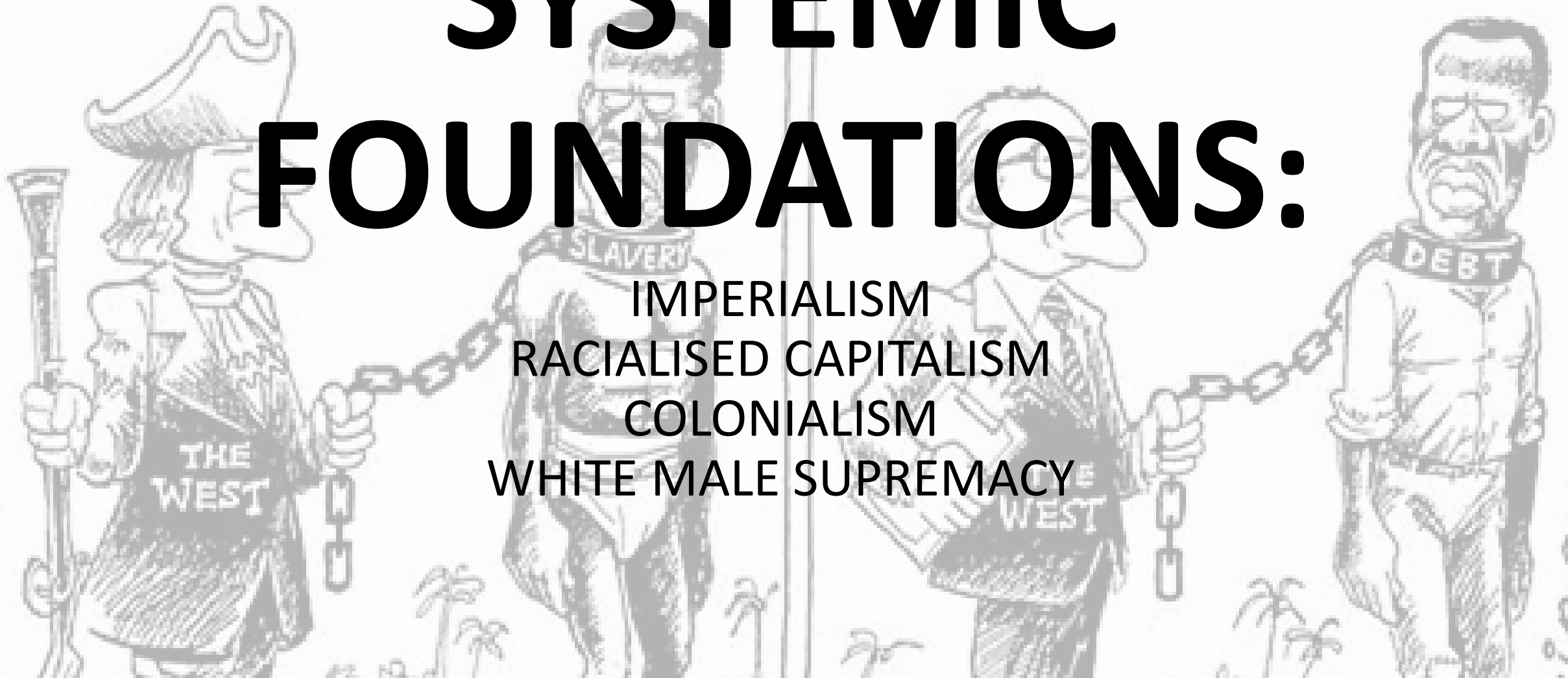


AFRICA THEN

AFRICA NOW

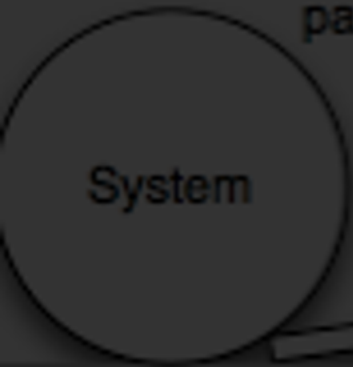
# SYSTEMIC FOUNDATIONS:

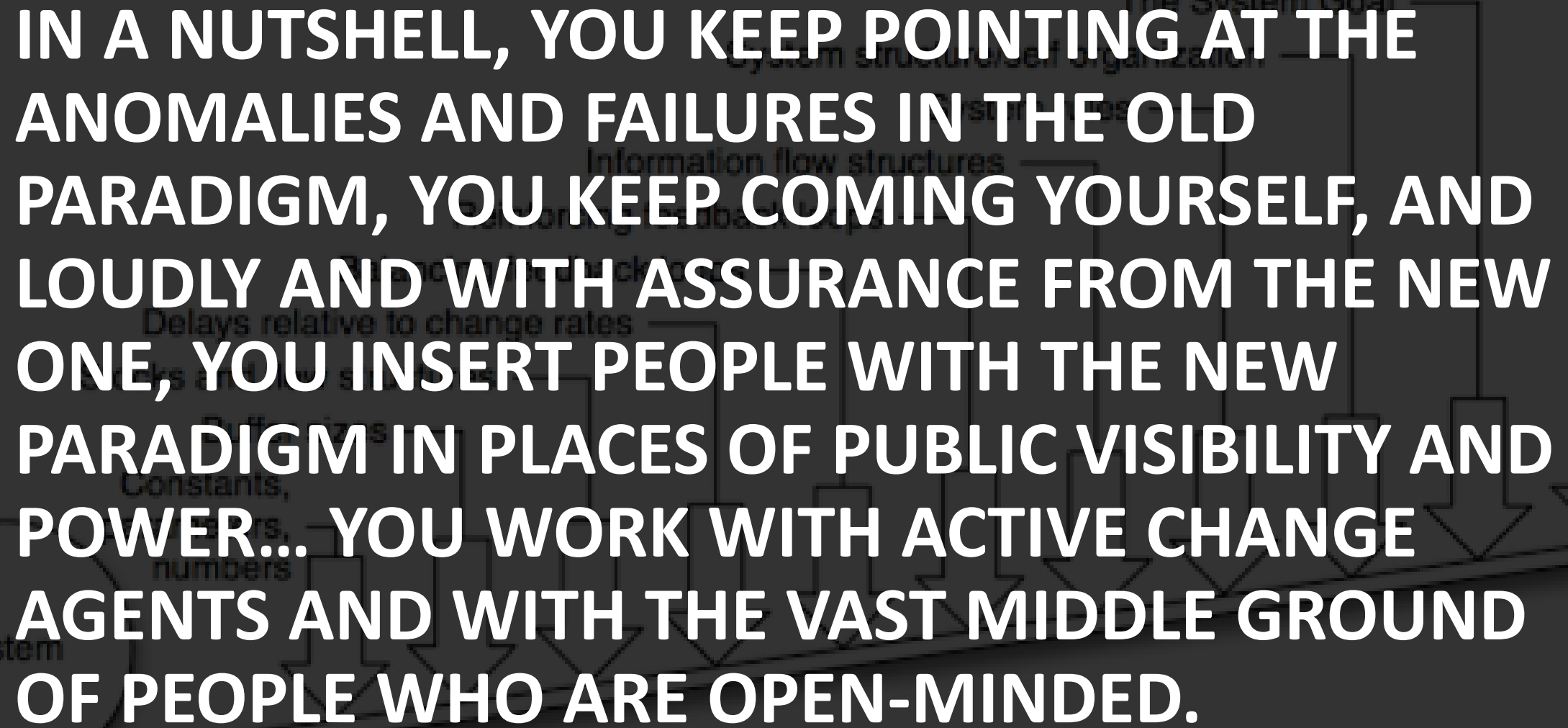
IMPERIALISM  
RACIALISED CAPITALISM  
COLONIALISM  
WHITE MALE SUPREMACY



# SYSTEMIC CHANGE:

START: ME & MY MIND  
RIPPLES MOVE OUTWARDS  
JOY & FREEDOM THE DESTINATION  
CREATE SPACE AND BRING PEOPLE ALONG  
DECOLONISATION FROM BOTH ENDS  
BREAKING PYRAMIDS FROM BELOW  
LEVERAGE POINTS (EG FUNDING)

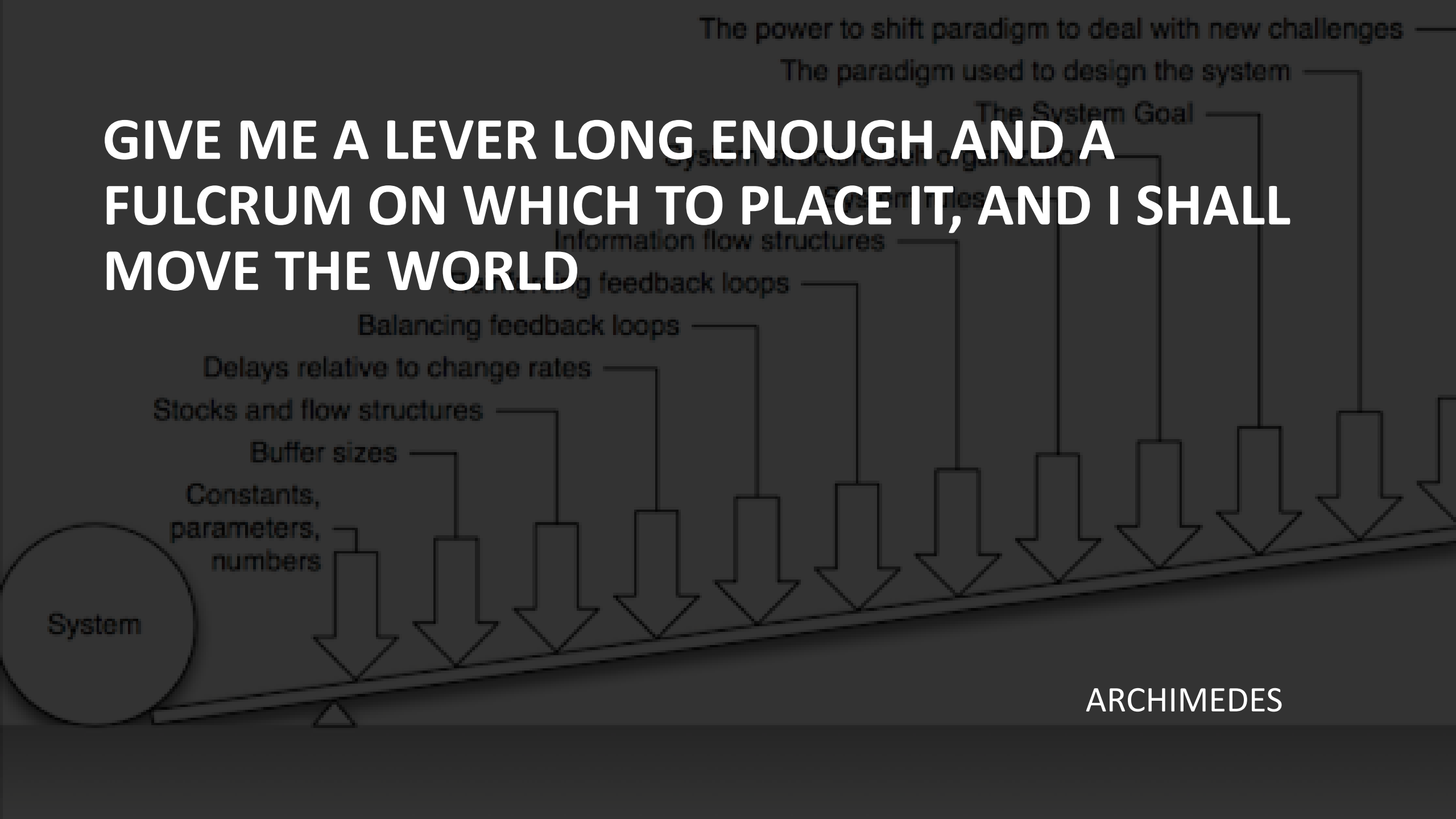


The background features a complex, faint diagram of a system. It includes a large circle on the left labeled 'System', several rectangular boxes representing components, and numerous arrows indicating the flow of information or processes. Some text labels are visible in the background, such as 'The power to shift paradigm to deal with new challenges', 'The paradigm used to design the system', 'The System Goal', 'System structure/organization', 'Information flow structures', 'Delays relative to change rates', 'Constants, numbers', and 'System'.


**IN A NUTSHELL, YOU KEEP POINTING AT THE ANOMALIES AND FAILURES IN THE OLD PARADIGM, YOU KEEP COMING YOURSELF, AND LOUDLY AND WITH ASSURANCE FROM THE NEW ONE, YOU INSERT PEOPLE WITH THE NEW PARADIGM IN PLACES OF PUBLIC VISIBILITY AND POWER... YOU WORK WITH ACTIVE CHANGE AGENTS AND WITH THE VAST MIDDLE GROUND OF PEOPLE WHO ARE OPEN-MINDED.**

DONELLA MEADOWS

**GIVE ME A LEVER LONG ENOUGH AND A  
FULCRUM ON WHICH TO PLACE IT, AND I SHALL  
MOVE THE WORLD**




ARCHIMEDES



# FUNDRAISING POWER: LEVERAGED?

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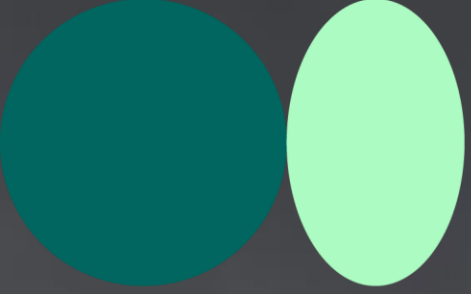
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STORIES  
QUESTIONS  
**WORDS**  
TRANSITIONS

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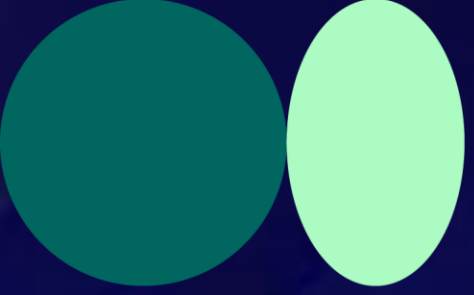


# DISCONTENT DISCOMFORT DISRUPTION

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# DOMINANT (GLOBAL FUNDING ORTHODOXY)

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# DAMAGE ("DOING GOOD")

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# ENOUGH?

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ONE HUNDRED

REDEFINE  
VALUE

TRILLION

DOLLARS



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# TROJAN HORSE STRATEGY

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**STORIES**  
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SUSTAINABILITY – THE BRIDGE  
BETWEEN DEGENERATIVE AND  
REGENERATIVE

REGENERATIVE

SUSTAINABLE

POSITIVE GOOD

REDUCING IMPACT

GREEN

RESTORATIVE

BUSINESS AS USUAL  
DEGENERATIVE

Sources See FutuREstorative + RESTORE

# Towards Regenerative Leadership and Resourcing of Causes



Degenerate Fundraising	Sustainable Fundraising	Regenerative Resourcing
Net Negative Fundraising	Net Zero Fundraising	Net Positive Resource Mobilisation
Grow Nonprofit Income To Meet More Need	Do More With Less	Do Better With Less
Industrial Fundraising Machine	Fundraising Together As a Family	Resourcing Causes Within A Living System
Fundraising-As-Usual	Less-Harmful-Fundraising	Restorative Resource-Gathering
Charity & Donor-Centric	Community & Partner-Centric	Cause & Stakeholder-Centric
Doing "Good": Generosity & Gratitude	Doing "Right": Mutual Respect & Value	Joining "Right": Equity & Justice
Ego-individual	Eco-together	Seva (Sanskrit for Selfless Service)-system
"Fundraiser"	"Fund-Advocate"	"Regenerative Resourcer"
Overloaded & Burned Out	Supported & Balanced	Refreshed & Refreshing
Cash, Transactions, Sponsorship	Partnerships in Purpose	Solidarity: Collaborative Co-Design & Delivery
Restricted Donations	Unrestricted Donations	Shared Purpose & Resources
Communicate Positive Impact	Communicate Net Impact (Positive & Negative)	Communicate Whole Shared Impact
Hoarding Knowledge & Access	Sharing Knowledge & Access	Distributed Knowledge & Access
Short-term	Mid-term	Long-term or Permanent
Competitive	Collaborative	Interdependent
Silos	Counterparts	Whole System
Centralised	Retrofitted, Fixed	Decentralised





# “DEGENERATIVE” GLOBAL FUNDING PRACTICE

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# WHAT ARE WE “SUSTAINING”?

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**“REGENERATIVE”  
GLOBAL FUNDING  
PRACTICE**

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A world map with a light blue background and various countries highlighted in different colors (yellow, orange, pink, purple). The map is oriented with North at the top. The text is overlaid in the center of the map.

# **TOWARDS A NEW LOCAL/GLOBAL FUNDRAISING ORTHODOXY**



# EXTRINSIC TO INTRINSIC



# CAUSE OVER CHARITY



COLLABORATION  
OVER  
COMPETITION



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# FROM PHILAN-TROPHY TO PHILANTHROPY

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We are going to have to move beyond charity, beyond generosity to dignity and justice. In order to do that, we must ask ourselves not just what we can give back but what must we be willing to give up in order to make a world that is more peaceful, a world where people live with more dignity, and there is more equity and equality.

# FROM GENEROSITY TO JUSTICE



**Darren Walker**  
President,  
Ford Foundation

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#ShapingWhatComesNext

An illustration of a diverse group of people on a stage. From left to right: a man in a red shirt and blue pants stands on a wooden crate; a young girl in a pink shirt and green skirt stands on a wooden crate; a person in a wheelchair is on the ground; a man in a red shirt and blue pants stands on a wooden crate; a woman in a pink shirt and green skirt stands on a wooden crate; a person in a wheelchair is on the ground; and a person in a wheelchair is on a wooden ramp. In the background, there are stylized mountains, a rainbow, and a green field with stick figures. The text 'TOWARDS EQUITABLE PARTNERSHIPS' is overlaid in large white letters.

# TOWARDS EQUITABLE PARTNERSHIPS

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# ECOSYSTEMS OF SOLIDARITY

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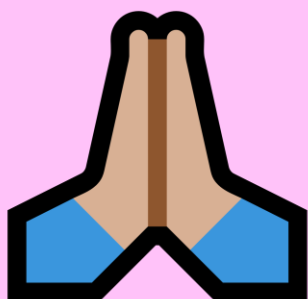
# ¿QUESTIONS? DISCUSSION

[craig@fundraisingradicals.com](mailto:craig@fundraisingradicals.com)

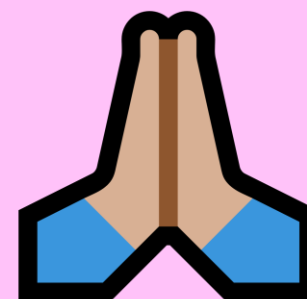
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**Thank you**



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