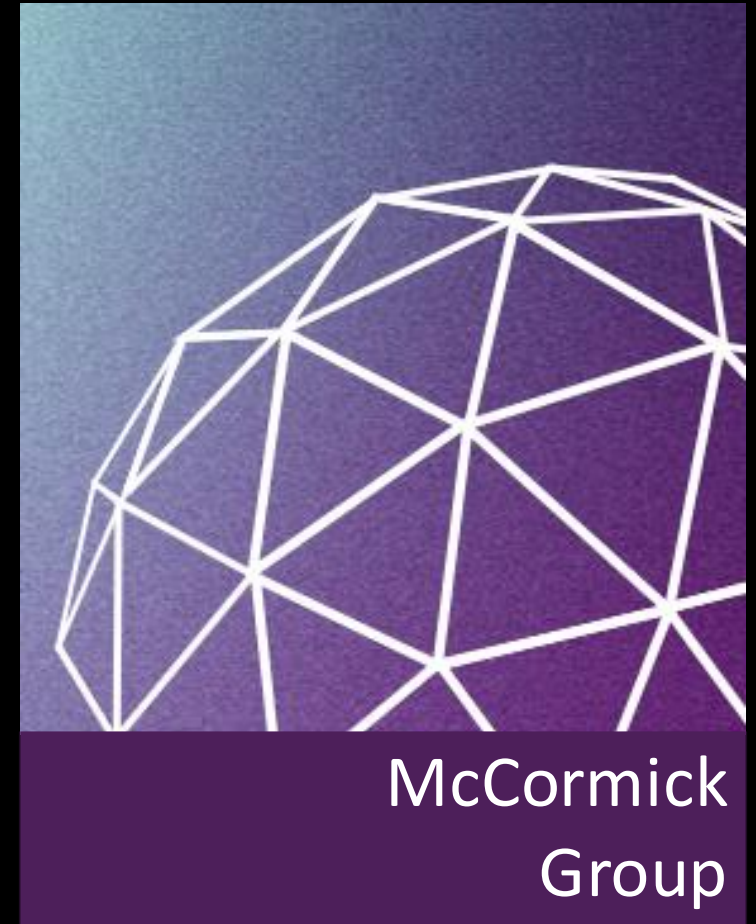


Social Enterprise and Nonprofit Financing

A Connects Session

@ Carnegie Mellon University







1.8 Million
Orgs.



13 Million
Jobs

11 Million
Volunteers/
Day



B Corp

S Corp

Nonprofit



FUNCTION

Why we exist

What we do

FORM

Structure

Organization

Charitable

Religious

Public Universities

Private Foundations

Political Organizations

Misc. (Fed. Credit Unions, Assoc.)

OWNERSHIP

Components

No Ownership

Control and Governance

Fiduciary Responsibility

Compensation

Intellectual Property

Mission Stewardship

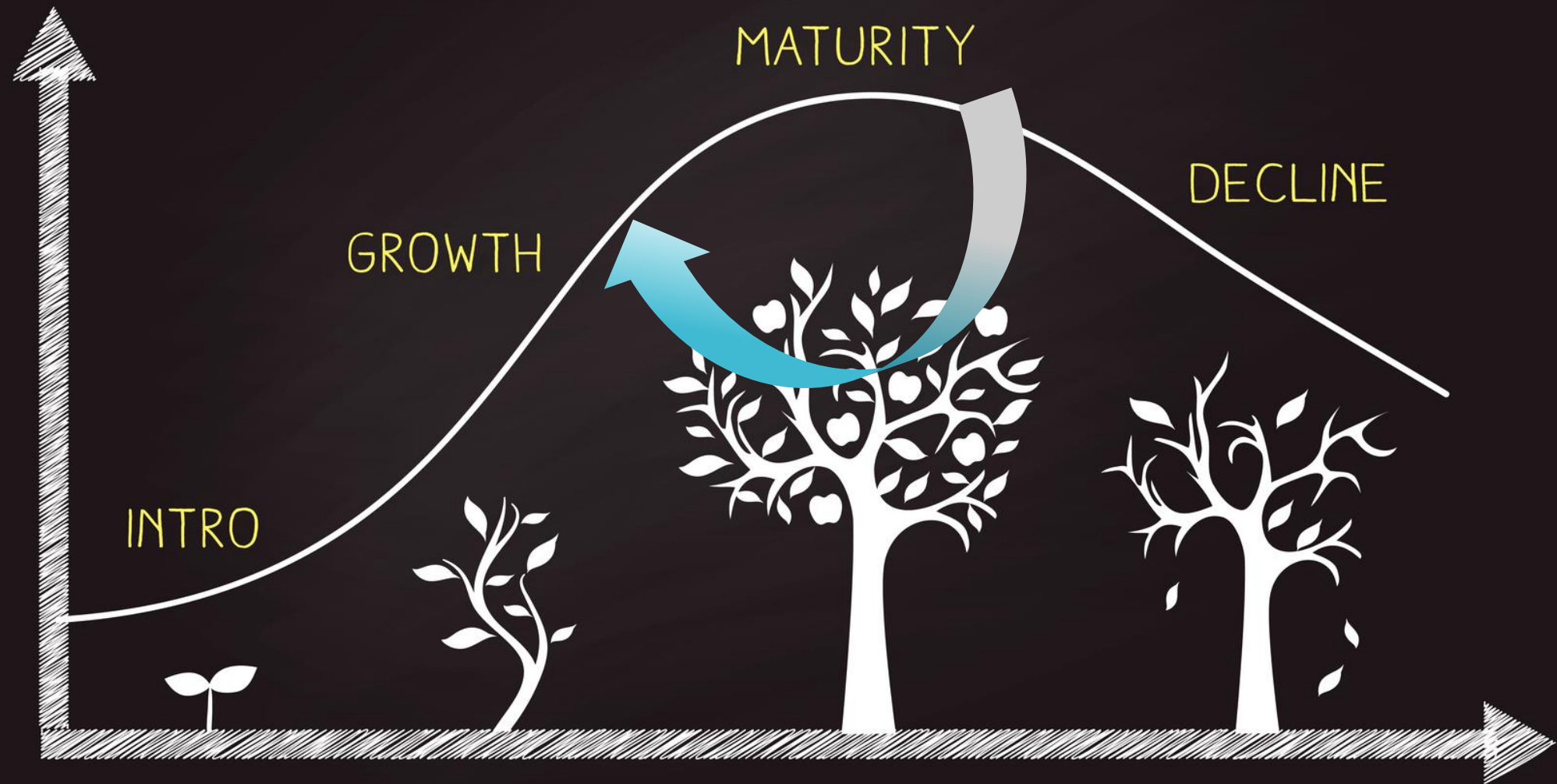
OVERTIME

Form helps function

Revenue up
40% in 10
years

CAGR 6%

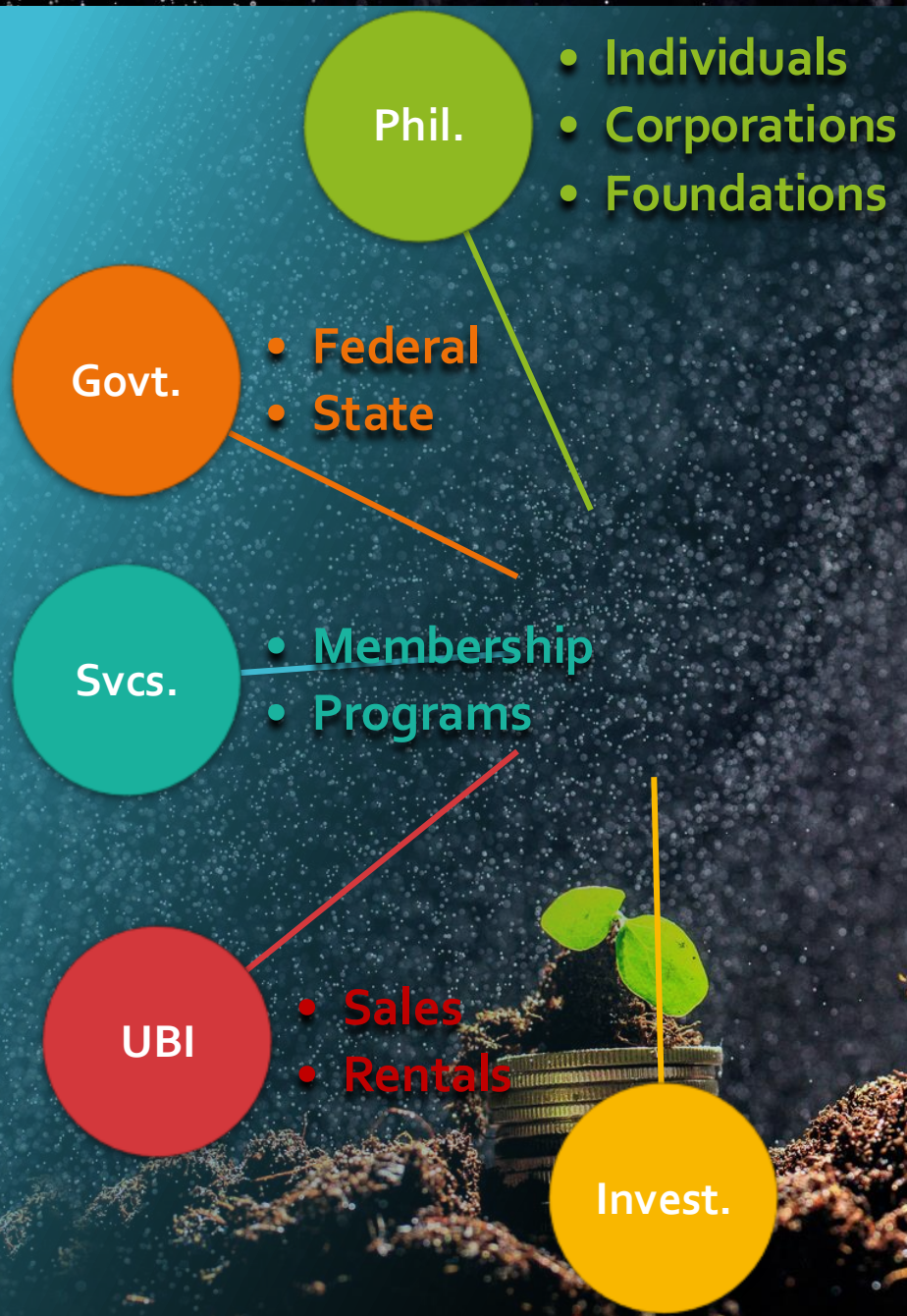
CYCLE





**\$1.4 Trillion
> Economy**

5.6% GDP





charity: water

CHARITY GLOBAL, INC. AND AFFILIATE

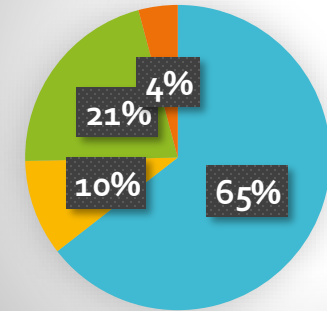
Consolidated Statement of Activities

Year ended December 31, 2022

(With summarized comparative financial information
as of and for the year ended December 31, 2021)

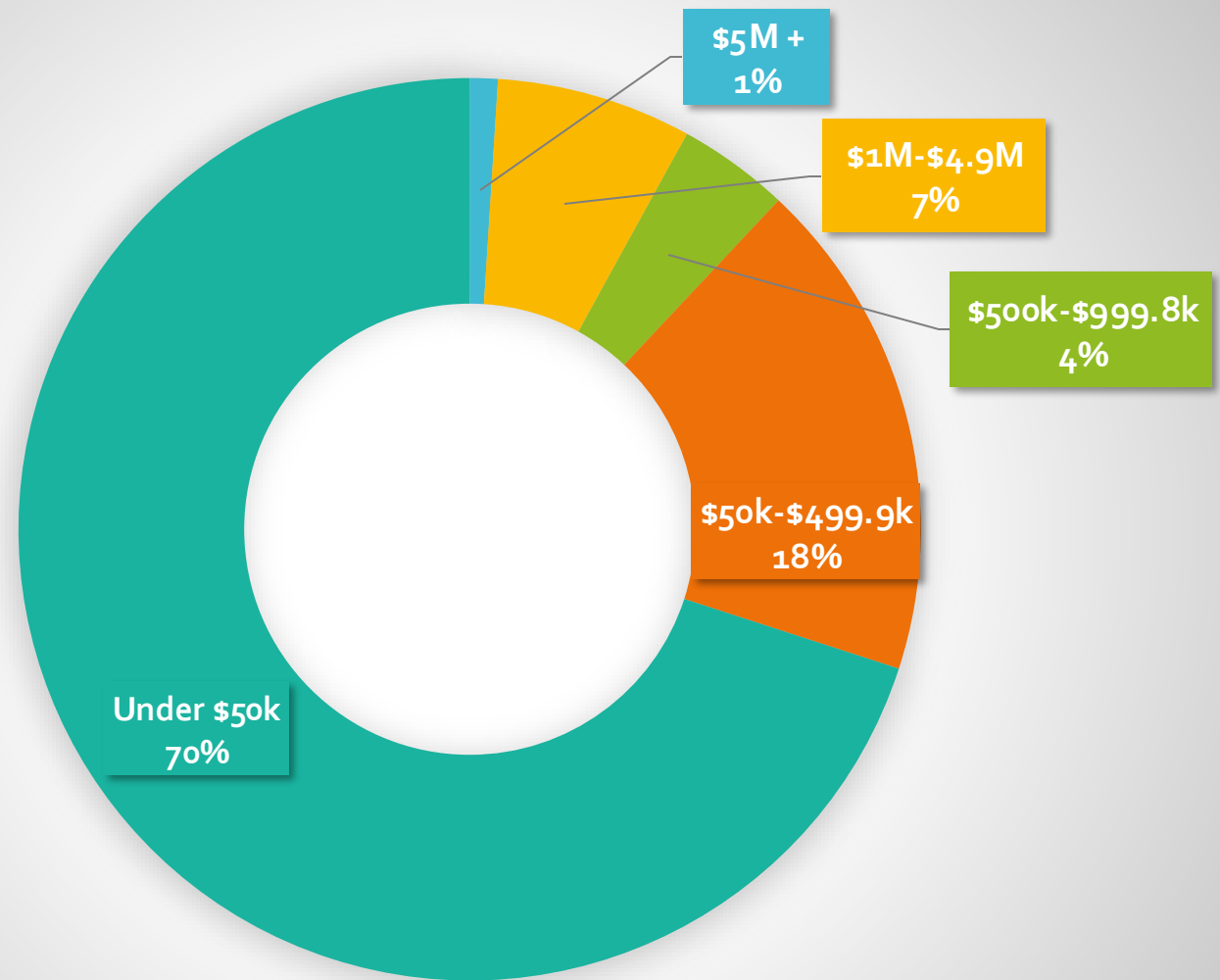
	Without donor restrictions			With donor restrictions				
	Operations	Water projects	Total	Operations	Water projects	Total	2022 Totals	2021 Totals
Revenue and other support (note 7):								
Public support:								
Individuals	\$ 3,244,760	—	3,244,760	15,882,322	43,286,721	59,169,043	62,413,803	70,359,517
Corporations	523,161	—	523,161	7,732	9,311,103	9,318,835	9,841,996	11,252,034
Foundations and other organizations	2,211,636	—	2,211,636	493,634	17,818,447	18,312,081	20,523,717	14,877,452
Special event revenue:								
Contributions	500,000	—	500,000	—	3,521,790	3,521,790	4,021,790	4,017,576
Net investment loss	(393,411)	—	(393,411)	—	(4,372,014)	(4,372,014)	(4,765,425)	356,190
Other expense	(279,647)	—	(279,647)	(199,890)	(142,081)	(341,971)	(621,618)	(245,767)
Contributed goods and services (note 8)	882,110	—	882,110	—	—	—	882,110	503,188
Net assets released due to satisfaction of restrictions and reclassifications	15,652,062	77,937,808	93,589,870	(15,652,062)	(77,937,808)	(93,589,870)	—	—
Total revenue and other support	22,340,671	77,937,808	100,278,479	531,736	(8,513,842)	(7,982,106)	92,296,373	101,120,190
Expenses:								
Program services	3,336,624	77,937,808	81,274,432	—	—	—	81,274,432	81,698,564
Management and general	7,027,024	—	7,027,024	—	—	—	7,027,024	5,808,533
Development	12,691,044	—	12,691,044	—	—	—	12,691,044	10,239,098
Total expenses	23,054,692	77,937,808	100,992,500	—	—	—	100,992,500	97,746,195
Change in net assets	(714,021)	—	(714,021)	531,736	(8,513,842)	(7,982,106)	(8,696,127)	3,373,995
Net assets at beginning of year	30,214,719	—	30,214,719	36,431,471	27,569,031	64,000,502	94,215,221	90,841,226
Net assets at end of year	\$ 29,500,698	—	29,500,698	36,963,207	19,055,189	56,018,396	85,519,094	94,215,221

Revenue



- Individuals
- Corporations
- Foundations
- Event Sales

NPOs Categorized By Annual Revenue





START-UP FUNDING

Diversity. Trust. Engagement.

Board

Grants / Crowdfunding

Partnerships

Incubators / Accelerators

Loans / Fiscal Sponsor

Earned Income



PRESSURES

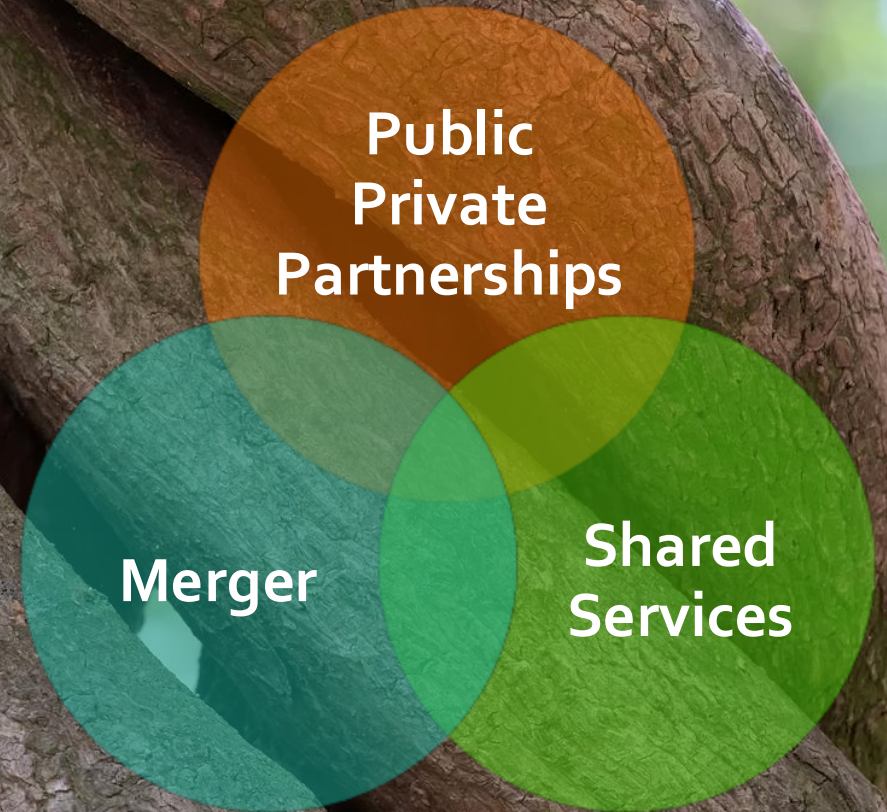
\$. Impact. Talent. Speed.

SUSTAINABILITY

Capacity + Financial Strength

- Financial burden of operating solo
- Costs of owning everything
- Greater impact needs more people and resources applied
- Reduced competition yields greater concentration of constituents

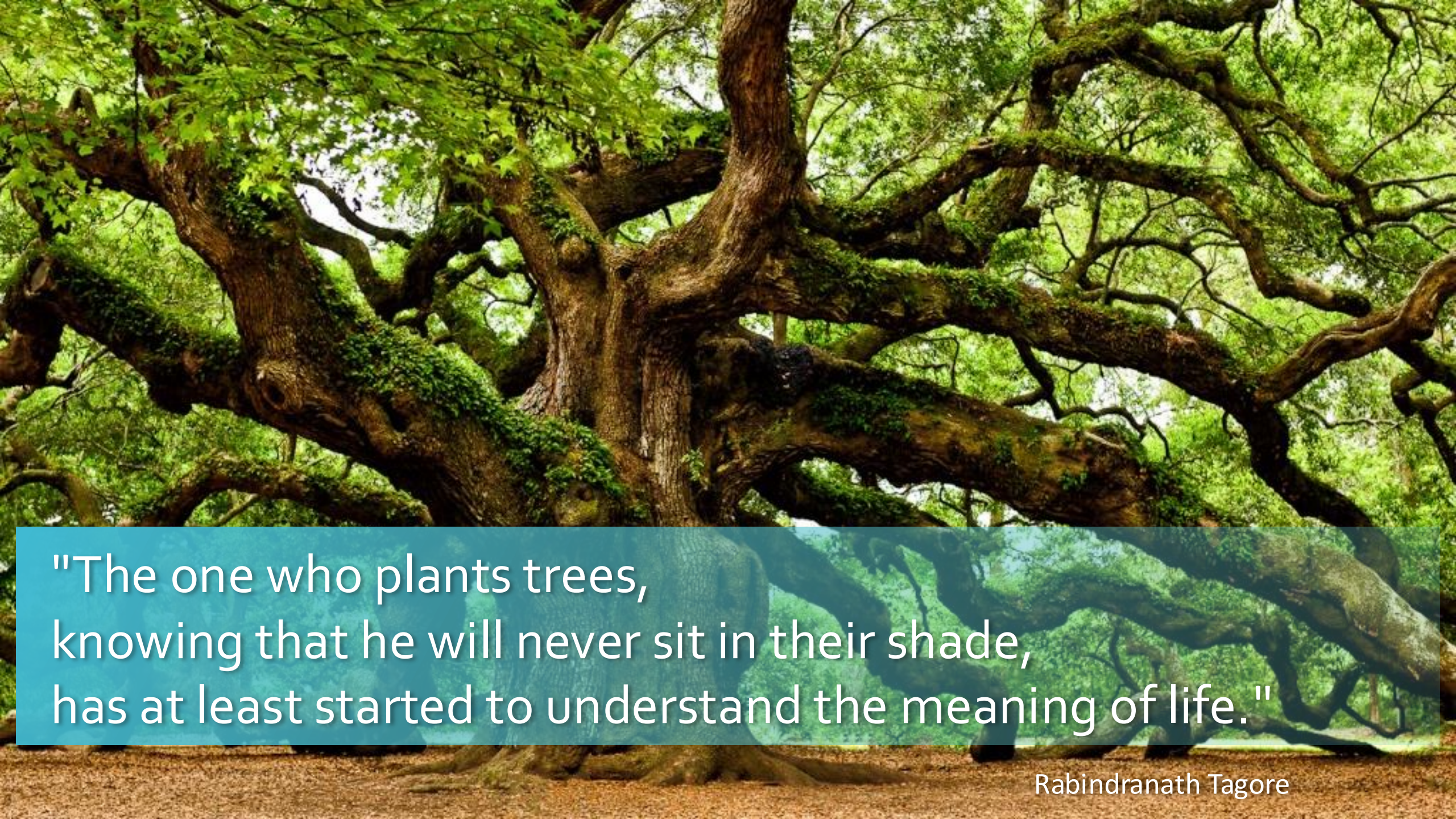
PARTNERSHIPS





SEMINAL QUESTION

Are we in the right form to have the greatest mission impact?



"The one who plants trees,
knowing that he will never sit in their shade,
has at least started to understand the meaning of life."

Rabindranath Tagore

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