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Habitat for Humanity
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Trans-National Fundraising:

*John P. Cerniglia, CFRE,
Adjunct Faculty TFRS*

Habitat: Improving quality of life of the poor in Asia



Habitat
for Humanity®





The Habitat Numbers in Asia

- **>1,750,000,000**
 - People with inadequate shelter worldwide
- **>1,000,000,000**
 - People with inadequate shelter in AP
- **>500,000**
 - Homes built by Habitat worldwide
- **>100,000**
 - Habitat Homes to be built annually in AP
- **>1,000,000**
 - Number of annual Volunteers in AP by 2014
- **\$400M USD**
 - Five-year, 10 country campaign underway. \$80M raised @ 24th month.



23 AP Country Programs – 3 Tiers

Growth Leaders: 10 countries with domestic programs and also generating revenue for other country programs / regions.

Australia. China. India. Indonesia. Japan. Korea. New Zealand. Philippines. Singapore. Thailand.

The Scalable 5: High shelter need; low level of local resources; innovative and scalable programs and capacity; potential for high level global donor interest; cross-border/global networking.

Bangladesh. Cambodia. Nepal. Sri Lanka. Vietnam.

Emerging Programs 8: High shelter need; low level of local resources; smaller programs – capacity investment limitations; important HFH presence; lower scale for 3 - 5 years.

Afghanistan. Fiji. Laos. Malaysia. Mongolia. Myanmar. Pakistan. Timor Leste.



Medium Rise Building



FOCUS THEMES: Asia Pacific



Soil Block Technology



Solar cooking

Housing & Shelter

Water & Sanitation

Community Development

Livelihood Training

Vulnerable groups / OVCs

Green, Sustainable,

Innovative & appropriate Technology

Disaster Response & Mitigation



DR tool kit



Vulnerable Groups –
women & Children : IDP



Earth water tank



URBAN RENEWAL / SLUM UPGRADING





APPROACH TO DISASTER RESPONSE, RECOVERY AND MITIGATION

RESPONSE

Temporary Shelter Kits

Disaster Repair Kits



Asian Response to Philanthropy

1. It depends on who we are speaking with...
2. It orients around cultural values...
3. It is not “Asian” centric...
4. It is not just about where the money is...
5. It is about leadership...

Critical to a Philanthropic Culture in Asian countries

1. Vision
2. Transparency & Trust
3. Sustainability

Proven Fundamentals: How They Apply

1. Case

2. Leadership — Links through business partnerships, IV Leaguers, YPO, events (CWP), networking (diaspora), religious affiliations

3. Qualified Prospects

4. Solicitation Plans & Teams

5. Infrastructure: Program & RD

Asian Culture. Addressed.

1. Quid-pro-quo
2. Saving face: getting to a real “yes”
3. Religion
4. Good Governance & Controls
5. Blurred lines between family and business resources

Promising Practices

1. Focus on qualified prospects:
 - Those with experience in western philanthropy
 - Trans-continental business leaders
 - A fabulous program experience
2. Facilitate a visioning exercise amongst your strongest leaders
3. Explore public/private partnerships – help solve a national crisis
4. Accommodate cultural issues



Thank You!