

banking for not-for-profits

Community Economic  
Development Conference  
Auckland 2010



“Generating funding for social enterprise and community economic development organisations”.



**As for the future, your task is not  
to foresee it, but to enable it.**

*Antoine de Saint- Exupery 1900-1944*



# Welcome to uncharted territory



Shared Vision and Shared Values  
determine the outcome

“If you want to change someone’s  
behaviour  
The starting point is to change  
your own”



The language we use  
is all important!



There is no one model.....

No silver bullet .....

What you build must be relevant to  
the local situation

# Different responses.... Similar objectives

- Forresters Community Investment Fund
- Charity Bank
- Community Sector Banking
- Rickshaw Bank
- Grammeen Bank
- Triodos Bank
- Micro Credit Funds
- Demand aggregation models
- Asset transfer initiatives
- Community Development Financial Institutions
- Philanthropic Funds
- Trust funds
- and traditional financial institutions

Collaborative partnership approaches will create greater outcomes

What do we need to?



# Understand your market



# Identify the opportunities



# Understand the risks



# Determine how to mitigate the risks



# Identify potential partnerships



# Identify the rewards



# Aim for sustainability



Know what is your Magnetic North



Justice

Equity

Social Inclusion

Community cohesion

Sustainability



And what don't we need?



We do not need  
permission !!!!

