

Efficient universities: Value for society

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**EUA FUNDING FORUM, PORTO, OCT.6-8
2016**

**SESSION 3: EFFICIENCY THROUGH
PARTNERSHIPS**

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Content

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Two EU researches:

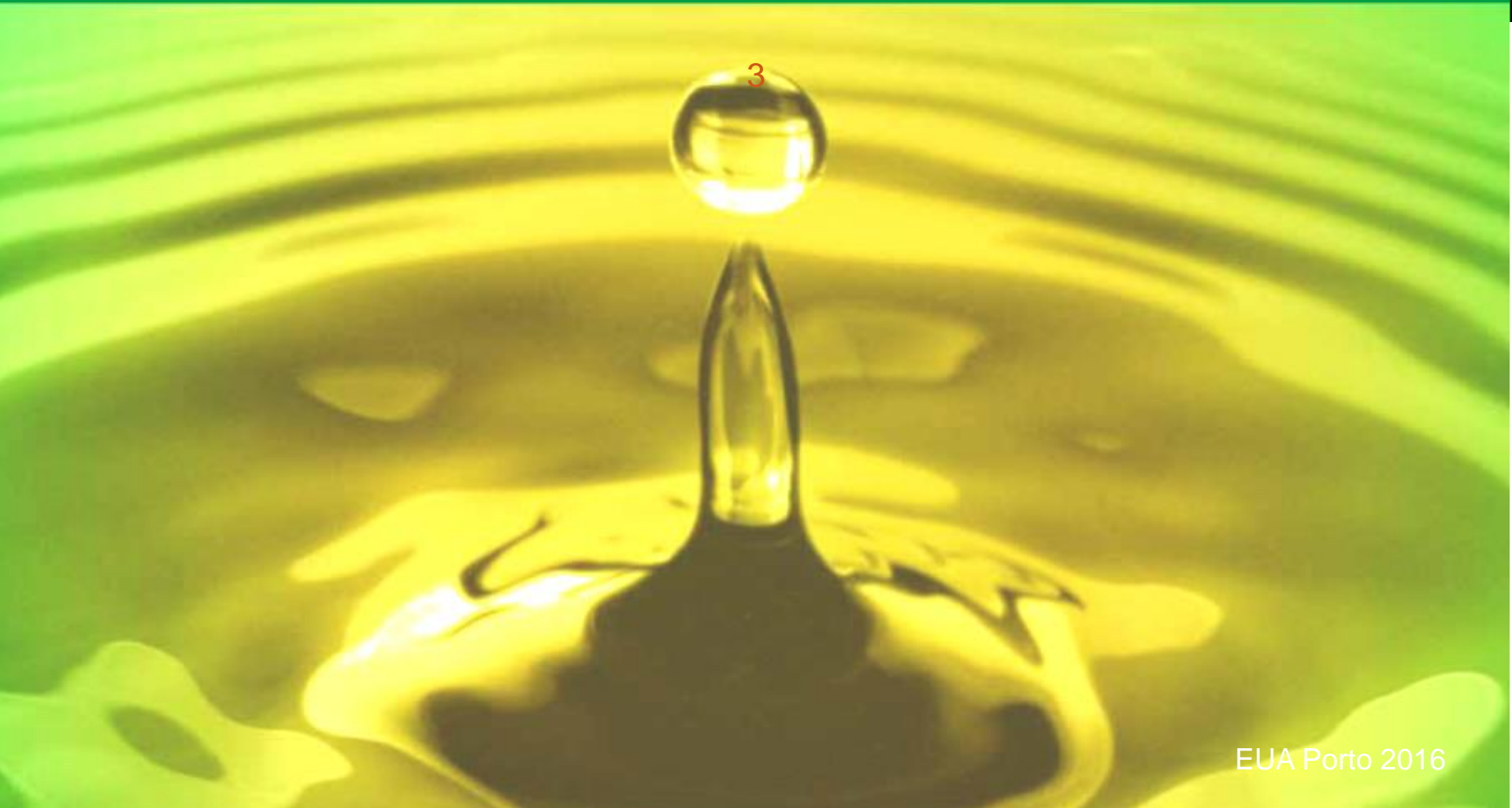
- 1. Fundraising by Universities Report ‘Giving in Evidence’**
- 2. EU Foundations supporting R&I EUFORISTUDY (www.euforistudy.eu) and as follow-up:**

Conference: “Philanthropy and Social Investments” (www.phisiconference.eu) and an Expertgroup to be expected

Giving in Evidence

Fundraising from philanthropy in European universities

Barbara Gouwenberg and Theo Schuyt
VU University Amsterdam, Center of Philanthropic Studies
www.geveninnederland.nl – www.giving.nl – www.ernop.eu



Findings



```
graph TD; A[Findings] -.-> B[Philanthropic funding in initial stage]; A -.-> C[Focus on institutional donors]; A -.-> D[Lack of formal processes and procedures];
```

Philanthropic funding in initial stage

Focus on institutional donors

Lack of formal processes and procedures

Factors of success

Type of philanthropic donor

Efforts

Internal organisation

Historical context

External factors

Type of philanthropic donor

```
graph TD; A[Type of philanthropic donor] -.-> B[Objective success: foundations and private corporations]; A -.-> C[Subjective success: all types of philanthropic donors];
```

Objective success: foundations and private corporations

Subjective success: all types of philanthropic donors

Efforts

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graph TD; A[Efforts] -.-> B[Strong relation between efforts and success]; A -.-> C[The 'ask-effect']
```

**Strong relation between efforts
and success**

The 'ask-effect'

Internal organisation

Commitment of management and academic staff

Rewarding staff

Financial and human resources

Using a database

Producing fundraising materials

Historical context

```
graph TD; A[Historical context] -.-> B[Pre-existing links with donors]; A -.-> C[Existence of a historic endowment];
```

Pre-existing links with donors

Existence of a historic endowment

External factors

Cultural attitudes towards philanthropy

Welfare state regime (liberal countries)

Northern-Western Europe

Matthew effect

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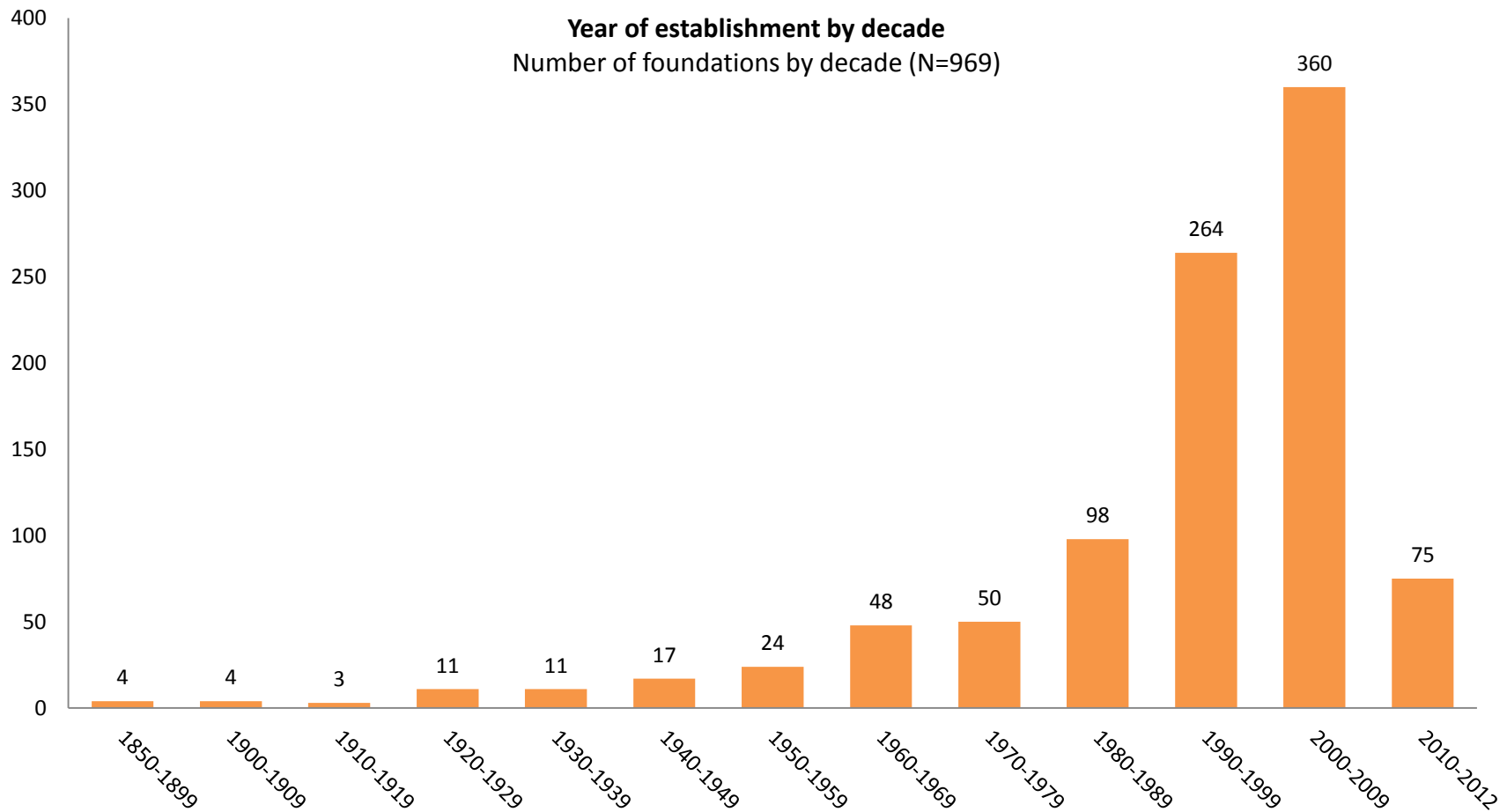
“Wealth and success leads to yet more wealth and success in an ongoing cycle of ‘accumulative advantage’.”

Results EUFORI Study



www.giving.nl | www.euforistudy.eu | www.vu.nl | www.ernop.eu

A relatively young and growing sector



Expenditure to R&I



Foundations' statistics

Income

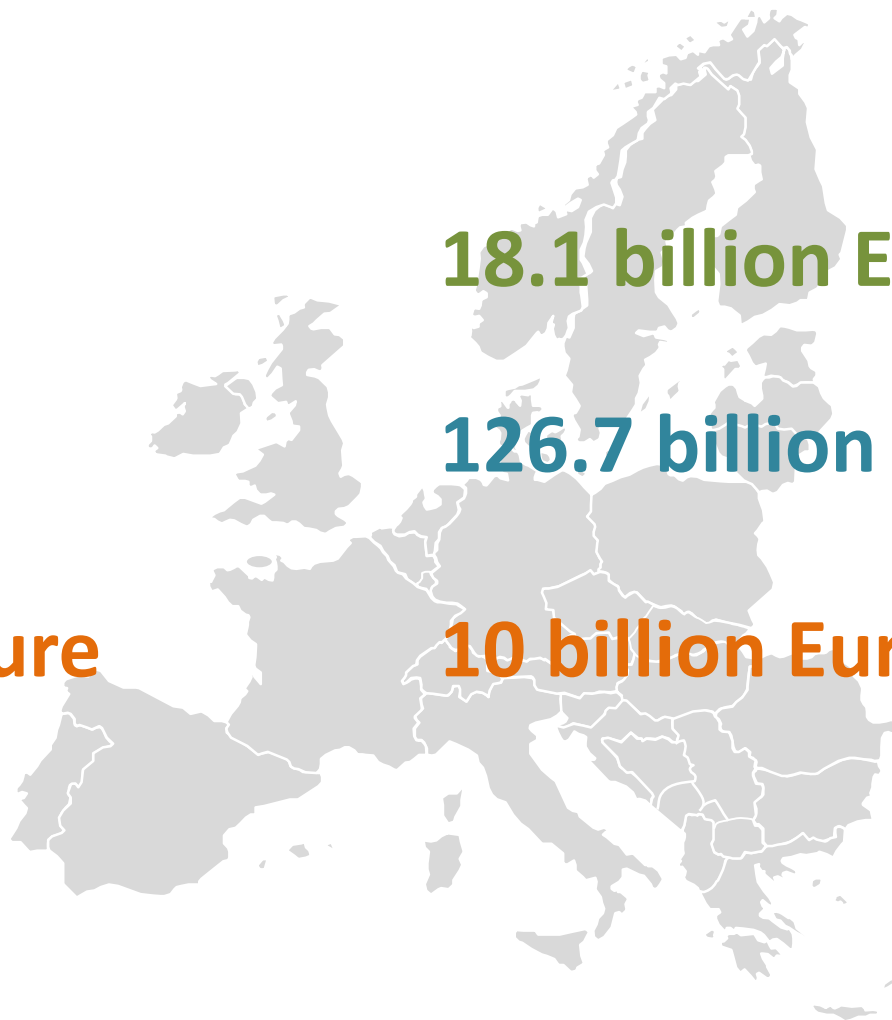
18.1 billion Euros (N=1134)

Assets

126.7 billion Euros (N=1052)

Expenditure

10 billion Euros (N=1117)



Main conclusions



A considerable amount of research money: 5 billion Euros



A skewed landscape of foundations



A young and growing sector



A fragmented landscape of foundations



Variations in terms of R&I activity between countries in Europe

How to increase the potential of R&I Foundations in Europe?

Recommendations EUFORI Study:

1

Increase visibility of foundations

2

Explore synergies of collaboration

3

Create financially resilient foundations

4

Improve fiscal and legal system



Ph1SI

Philanthropy and Social Investments
Fostering Research and Innovation

21-22 April 2016, Amsterdam



Government of the Netherlands





Foundations and Governments

- The budgets of Foundation R&I and Horizon 2020 funding of R&I makes clear that the interdependence of both investors increases
- How to manage the independence of both parties in times of growing interdependence?

Next policy steps

High-level expert group on philanthropy and social investments

HORIZON 2016-2017 Working Program

Some conclusions

- 1. To increase funding the internal university structure and culture must change
- 2. Both researches show: to create partnerships you have to get know the (new)partners, to meet them and collaborate (if possible)
- 3. It is a long lasting journey