

**The New Normal:
Public-Private Partnerships**

Elected Officials' Conference

M. Anne Murphy, CFRE
February 13, 2011



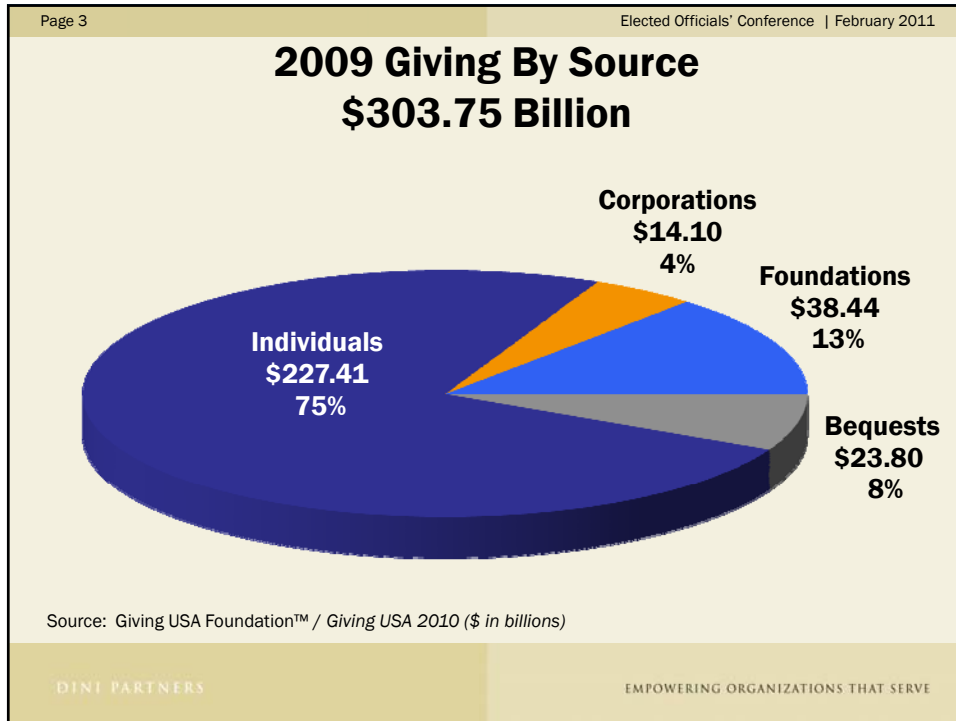
EMPOWERING ORGANIZATIONS THAT SERVE

Page 2 Elected Officials' Conference | February 2011

Public-Private Partnerships

- Giving in America
 - 2009 Giving
 - Outlook for 2011
- Partnerships: Case Studies
- What Impacts Public-Private Partnerships
- How to Get Started

DINI PARTNERS EMPOWERING ORGANIZATIONS THAT SERVE



Page 5 Elected Officials' Conference | February 2011

Why People Give

DINI PARTNERS EMPOWERING ORGANIZATIONS THAT SERVE

Page 6 Elected Officials' Conference | February 2011

Giving in 2011

- Factors Influencing Gifts
- Impact of Public Policy
- Renew Asking

DINI PARTNERS EMPOWERING ORGANIZATIONS THAT SERVE

Page 7 Elected Officials' Conference | February 2011

Partnerships

- Government
- For-profit Sector
- Nonprofit Sector

- Philanthropist
- Community Leaders

DINI PARTNERS EMPOWERING ORGANIZATIONS THAT SERVE

Page 8 Elected Officials' Conference | February 2011

Case Studies

- Discovery Green
- Bexar County Performing Arts Center Foundation
- Houston Zoo
- Be An Angel Fund
- Pittsburgh Public Service Fund

DINI PARTNERS EMPOWERING ORGANIZATIONS THAT SERVE

Page 9 Elected Officials' Conference | February 2011

Discovery Green



DINI PARTNERS EMPOWERING ORGANIZATIONS THAT SERVE

Page 10 Elected Officials' Conference | February 2011

What Impacts Public-Private Partnerships?

- Vision - Mutual Goals
- Collaboration
- Community Leadership
- Open Communications
- Workable Plan and Goal
- Understanding Philanthropy

DINI PARTNERS EMPOWERING ORGANIZATIONS THAT SERVE

Page 11 Elected Officials' Conference | February 2011

Public-Private Partnerships

- How to Get Started
 - Philanthropic Vision
 - Identified community need
 - Case for support
 - Nonprofit and Community Leaders
 - Committed volunteers

DINI PARTNERS EMPOWERING ORGANIZATIONS THAT SERVE

Page 12 Elected Officials' Conference | February 2011

Public-Private Partnerships

- How to Get Started
 - Infrastructure
 - 501(c)(3)
 - Community Foundation
 - Prospects and Donors
 - Individuals, Corporations, Foundations

DINI PARTNERS EMPOWERING ORGANIZATIONS THAT SERVE

Page 13 Elected Officials' Conference | February 2011

Public-Private Partnerships

Question and Answers

DINI PARTNERS EMPOWERING ORGANIZATIONS THAT SERVE

Page 14 Elected Officials' Conference | February 2011

Public-Private Partnerships

- Rediscovering Opportunities for Growth

DINI PARTNERS EMPOWERING ORGANIZATIONS THAT SERVE

M. Anne Murphy, CFRE
Principal and Partner
Dini Partners, Inc.

amurphy@dinipartners.com
www.dinipartners.com



EMPOWERING ORGANIZATIONS THAT SERVE