

LAC AO

Resource Development Department



Headwinds & Tailwinds

Headwinds

- Political instability in some countries like Argentina, Colombia, Nicaragua.
- Climate change: El Nino phenomenon.
- Mexican government does not support NGOs efforts.
- Some countries with budget deficits

Tailwinds

- Positive economic growth after pandemic.
- Inflation rates are generally decreasing.
- Brazil government support NGOs efforts.
- Central American countries such as El Salvador, Guatemala, and Honduras stand out for fiscal stability.

Regional Entities

National Organizations

- Mexico
- Guatemala
- Honduras
- El Salvador
- Trinidad & Tobago
- Brazil
- Bolivia
- Chile
- Argentina
- Paraguay

Branches

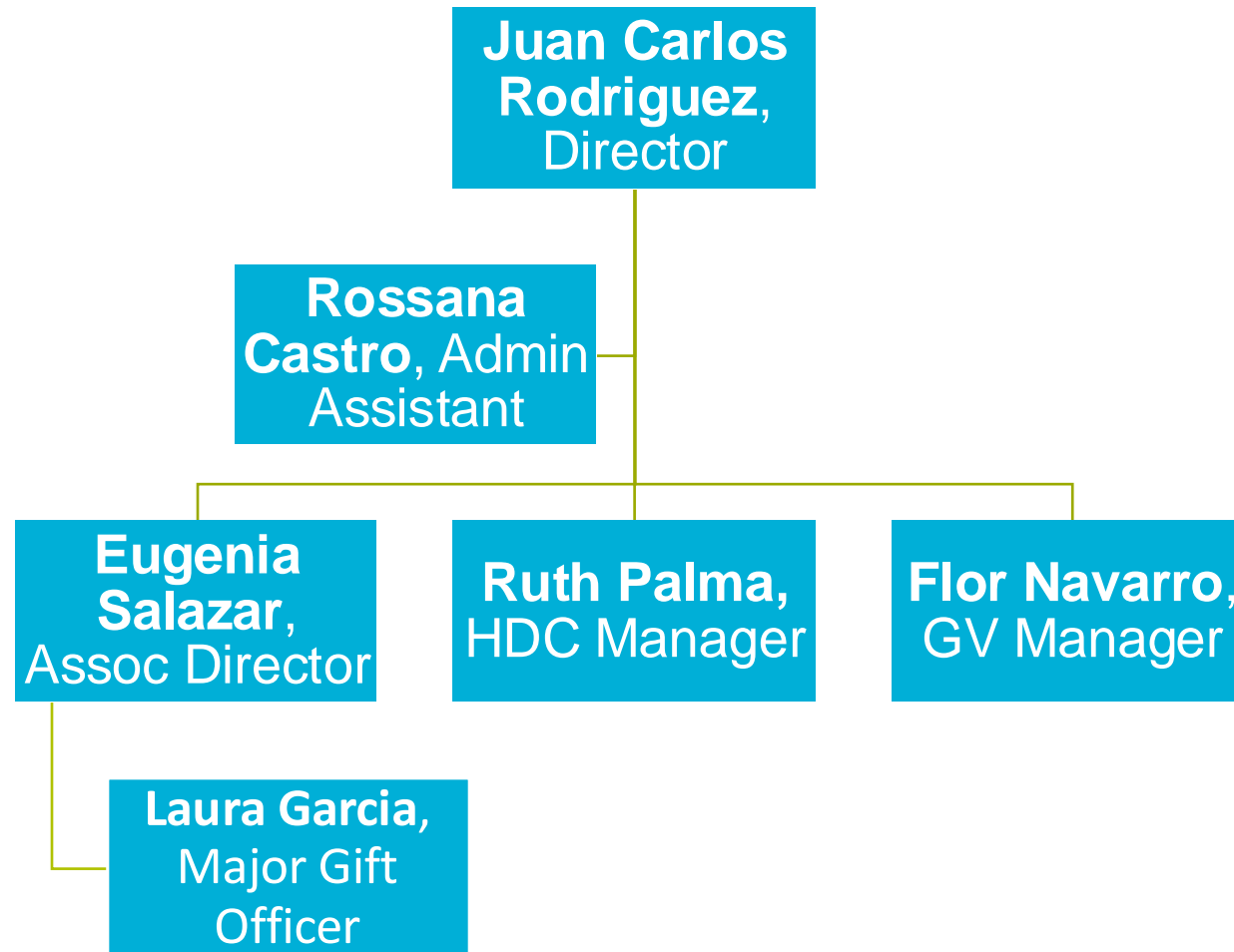
- Dominican Republic
- Colombia
- Haiti
- Nicaragua

Area Office Resource Development Team

Total FTEs: 5.5

Front-Facing: 3

Support: 2.5



Regional Funding Snapshot

Total FTEs: 26.5

Front-Facing: 13.5

Support: 13

FY24 Revenue: \$10.9M (75% corporate,

HNWI: 10% , Gov: 10% & Individual Giving: 5%)

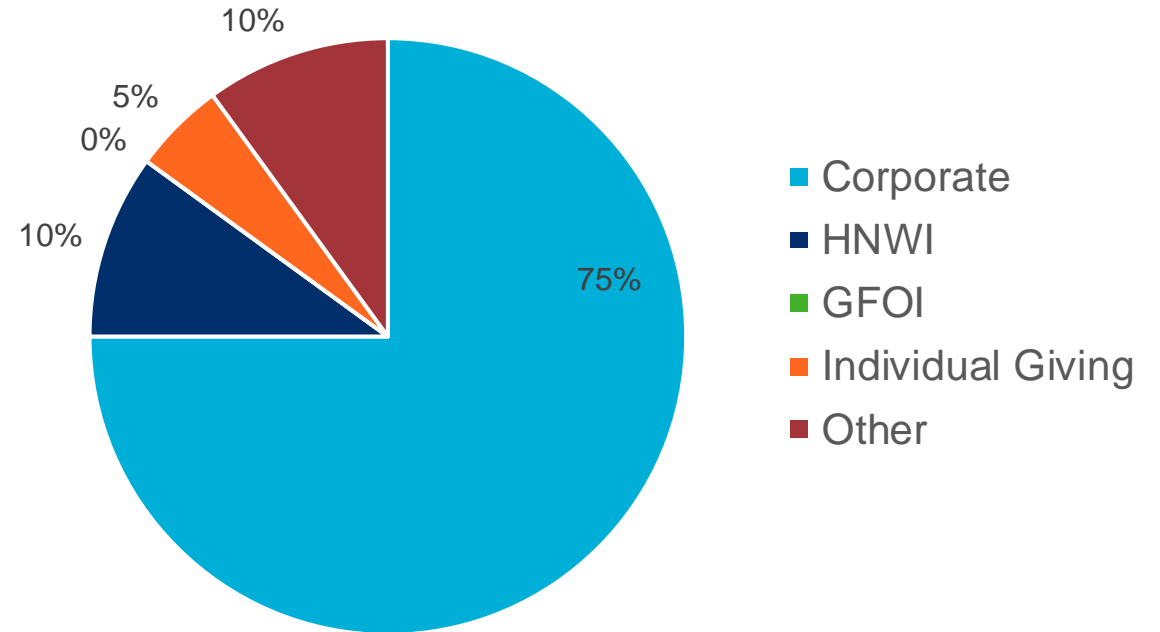
For Region: 100%

For Global: 0%

FY24 Expense: N/A

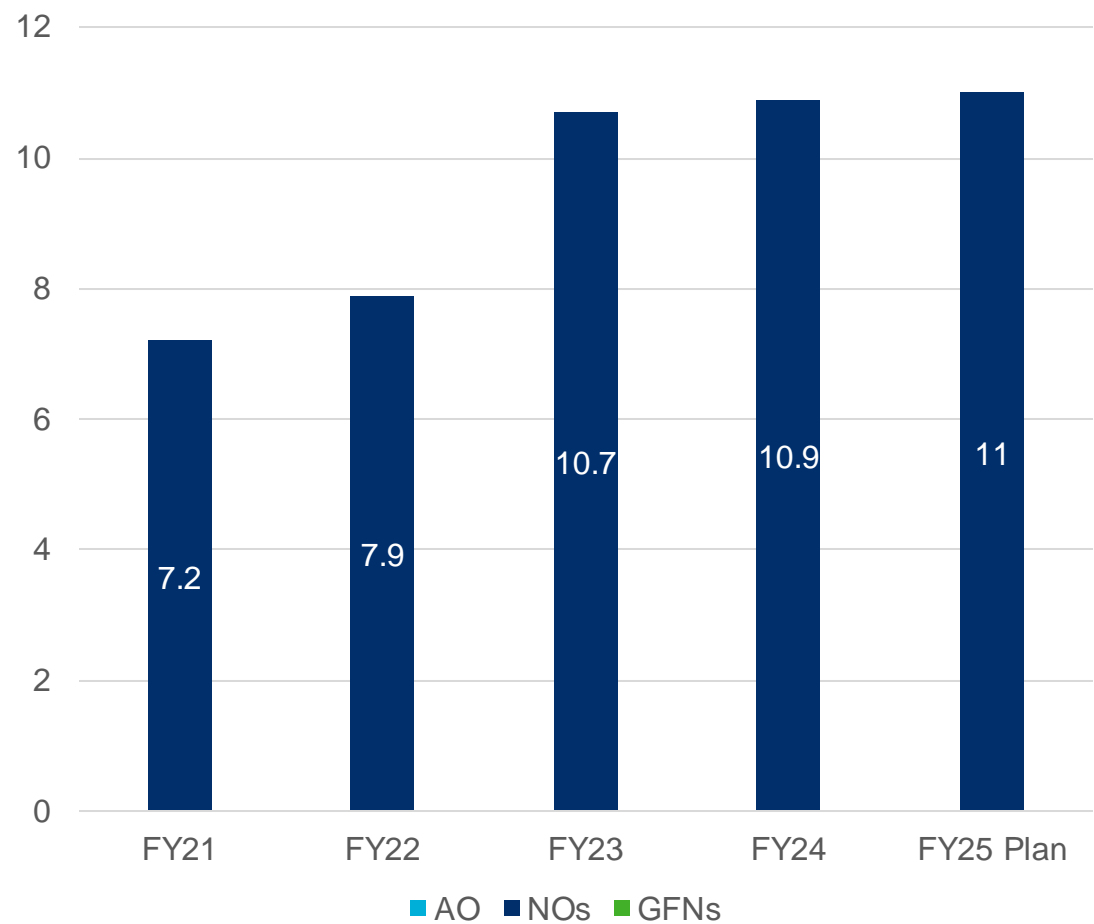
Active Partnerships \$500K+: 3

FY24 Funding Mix

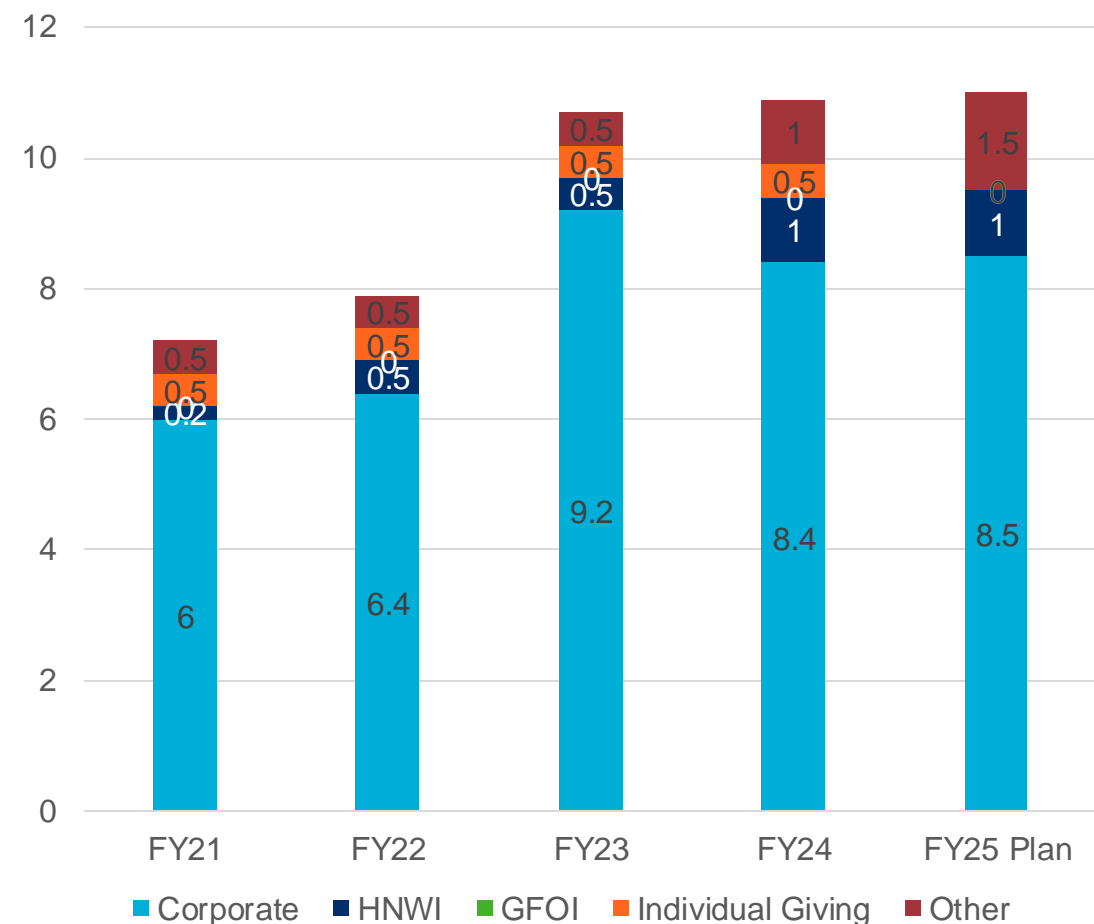


Five-Year Revenue Trends

By Entity



By Channel



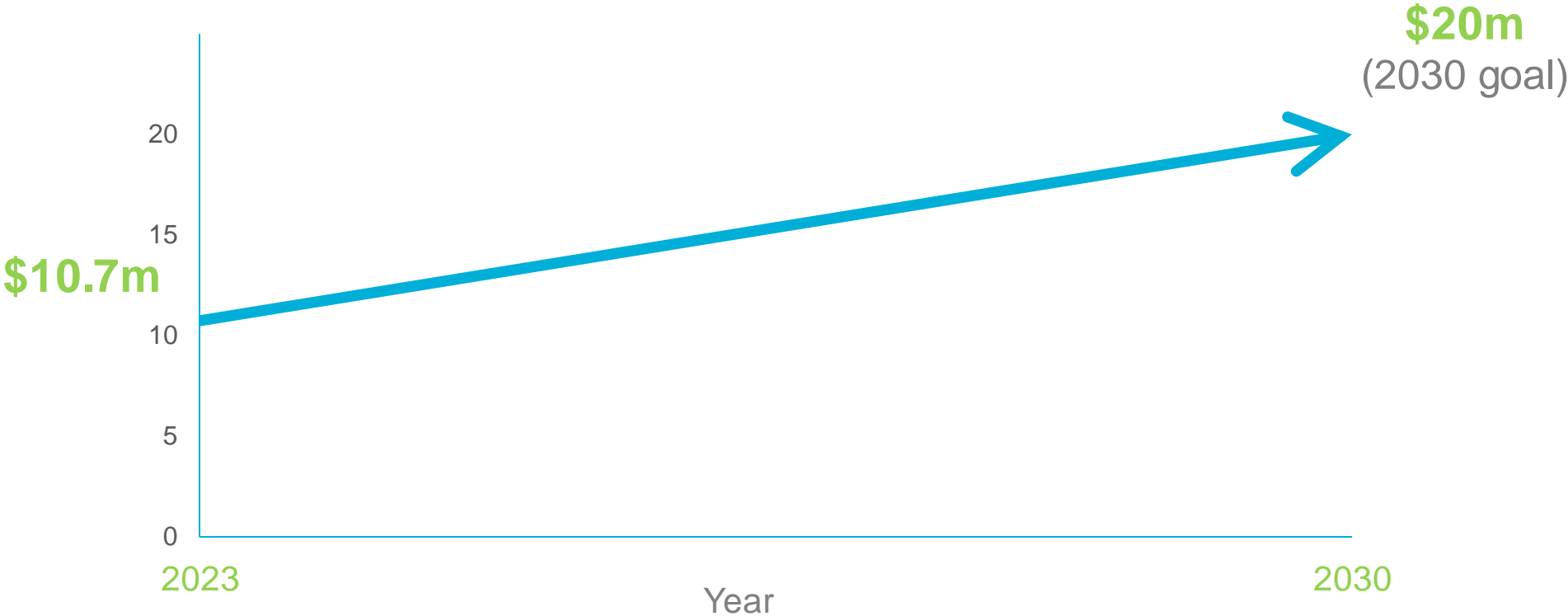
Growth Plans

- Key insights and drivers of plan

	<u>FY23 Actual</u>	<u>FY24 Actual</u>	<u>FY25 Plan</u>	<u>FY26 Proj</u>	<u>FY27 Proj</u>	<u>FY28 Proj</u>	<u>FY29 Proj</u>	
Total Inflows (in millions)	\$10.7	\$10.9	\$11.0	\$12.0	\$13.0	\$14.5	\$17.0	
Unfunded								
Funded	\$10.7	\$10.9	\$11.0	\$12.0	\$13.0	\$14.5	\$17.0	
	<u>FY23 Actual</u>	<u>FY24 Actual</u>	<u>FY25 Plan</u>	<u>FY26 Proj</u>	<u>FY27 Proj</u>	<u>FY28 Proj</u>	<u>FY29 Proj</u>	
Total Inflows (in millions)	\$10.7	\$10.9	\$11.0	\$12.0	\$13.0	\$14.5	\$17.0	
Small Individual Gifts	\$0.5	\$0.5	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	
Major Gifts	\$0.5	\$1.0	\$1.0	\$1.5	\$2.0	\$3.0	\$5.0 (*)	
Planned Giving	\$0.0		\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	
Corporate	\$9.2	\$8.4	\$8.5	\$9.0	\$9.5	\$10.0	\$10.5 (*)	
Global FOI	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	
Other	\$0.5	\$1.0	\$1.5	\$1.5	\$1.5	\$1.5	\$1.5	
(*) : Upon approval of \$1.2M investment from AO to 5 NOs for Major Donor strategy implementation.								

Growth Plan: LAC

Vision for Impact 2030



(*): Upon approval of \$1.2M investment from AO to 5 NOs for Major Donor strategy implementation.

Strategies for Growth

1. *Influence NOs to recruit HNWI in their local boards*
2. *Grow and professionalize the AO and NOs RD teams*
3. *Implement Individual Major donor strategy in 5 NOs*
4. *Implement Individual Middle donor strategy in 2 NOs*
5. *Implement Major Corporate strategy in 2 NOs*
6. *Increase the LAC HDC impact in the region*

Top Current Partners & Donors

Top 10 Corporate or Institutional Partners

Name	Giving Level
Banorte	\$3M
Cementos Argos	\$1M
Dom Rep Gov	\$1M
Mezcal Institute	\$0.2M
Gerando Falcoes	\$0.2M
Votorantim	\$0.5M

Top 10 Individual Donors

Name	Giving Level
Celso Marranzini	\$0.5M
Stanley Motta	\$0.1M

Top Prospects

Top 10 Corporate or Institutional Prospects

Name
Mave
Fundación Televisa
Hammond Power Solutions
Food for the Poor
Order of Malta
AFP Crecer
Diesco
Seaboard
Puerto de Liverpool
Banco Popular

Top 10 Individual Prospects

Name
Roberto Larach
Alex Rodriguez
Alfredo Najri
Ana Garcia Sotoca
Andrea Reid
Angelo Viru
Armando Rodriguez
Carlos Cueto
Carlos Marti
Cesar Dargam

Development Council

Year Founded: 2019

Chair: Celso Marranzini

Annual Revenue: \$1M

Lifetime Giving: \$3M

Membership:

Current #: 6

Goal #: 6

Top Three Accomplishments

1. Open doors with local gov.
2. Personal donations
3. Promote Habitat brand

Top Three Priorities

1. Rise funds for priority programs
2. Recruit new members
3. Help to access to HNWIs

Risks & Opportunities

Risks

- High staff turnover.
- Lack of resources to invest in RD initiatives.
- High dependance in international funding.
- Local boards lacking HNWIs.

Opportunities

- LAC HDC members networks.
- NOs interest in Major Donor strategies.
- RD investments in NOs with high ROI.