

Capital Development – Breakout Notes

- Alumni donations.
- Identified challenge: getting portfolio companies to report after investment is made; potential remedy is a side letter.
- Family foundations or private foundations that have a mission focused on a place or a theme.
- Philanthropic networks to learn where these funders are, ex, the National Center for Family. Philanthropy or Exponent Philanthropy.
- Local community foundations.
- Student-led fundraising campaigns.
- Board give/get.
- Get a Private Equity sponsor to donate a percentage of their carry or a corporate pitch carveout.
- Find a tie-in to executive education; experiential capital for all stages of careers.
- Engage in more conversations with the community.
- Tap your investment committee.
- Emphasize outcomes in measurement and reporting.
- National level campaigning -- vs. school silos (create a DAF that would be for all these impact funds and solicit donations broadly).
- Think about other asset classes: Real estate, growth beyond early stage.