



S. Sutton & Associates Inc.  
Consultants in Philanthropic Management



# PHILANTHROPY WIRED

September 2019

S. Sutton & Associates Inc.'s September 2019 issue of Philanthropy Wired is brimming with updates and trends from the world of philanthropy.

Our **Trending**/Special Topic looks at "Democratizing Innovation: The Science by Women Program". Nobel prize winning scientist Tim Hunt's controversial statement about the need for labs to be gender-segregated sparked outrage throughout the scientific community. Partially due to this viral controversy, discussions related to women's involvement in STEM subjects – science, technology, engineering, and math – have remained prevalent. The gender gap in science is startling, and [UNESCO](#) recently reported that only 28 percent of those working in research and development are women.

We also explore the nonprofit, non-governmental, and philanthropic sectors with whom S. Sutton & Associates Inc. works and the challenges they face. We explain how S. Sutton & Associates Inc. can help to overcome these challenges working together as a team in our **Client Target Markets** section.

Our **Spotlight on Services** takes a closer look at Counsel and Support for Philanthropists. Savvy philanthropists can develop a strategic and thoughtful plan with S. Sutton & Associates Inc.'s guidance.

For our **Firm Update**, S. Sutton & Associates Inc. is focusing on recruiting talented Regional Account Managers across North America. Our team is growing, and we are thrilled to introduce our highly qualified team members in this edition. In addition to our Regional Account Managers, meet Junior Associate, Brittany Gataveckas. She holds a Ph.D. in Philosophy from McMaster University. Brittany is an ambitious professional who specializes in: Prospect Research and Proposal Writing, Donor and Constituent Engagement, Alumni Relations and Giving, and Development Program Review and Expansion Strategies. She is also the recipient of several scholarships and awards. Read more about Brittany's accomplishments in the **Associate Profile** section.

Philanthropic activities taking place across the globe are robust and innovative. In this edition, we bring you selected insightful regional developments. The **Regional Trends** highlight the following:

- The [Giving Report 2018](#) focused on Canada.
- [Rick Dunham, Chair of Giving USA Foundation](#) says that the environment for giving has dramatically changed.
- Trust in any charitable institutions is at an all-time low in the UK.
- The need for a Single Market for Philanthropy in Europe and the European Philanthropy Manifesto launched in March 2019.
- Mo Ibrahim's role in the realm of higher education and career investment across Africa.
- The [World Giving Index 2018](#) indicating Singapore's ranking and significance.

- The most substantial investment in philanthropy in the Middle East.
- The [Stanford Social Innovation Review](#) in Pakistan.
- India's pledge to fulfil the Sustainable Development Goals (SDGs) have seen a rise in social sector funding.
- Brazil passes a [new law](#) outlining a framework to govern the creation and management of philanthropic donations.
- A significant shift of women's roles in philanthropy in Latin America.
- Philanthropic giving in the realm of higher education in Australia and New Zealand.

We would also love to hear from you! [Get in touch](#) and let's see how we can work together to realize your humanitarian potential.





# Trending

## Democratizing Innovation: The Science by Women Program

It was only four years ago when the Nobel prize winning scientist Tim Hunt made the [controversial statement](#) that labs should be gender-segregated, because women scientists will “fall in love with you and when you criticize them, they cry.” Hunt’s comments provoked outrage far and wide, prompting women scientists to respond with photos of themselves wearing lab equipment, captioned with the derisive hashtag #distractinglysexy. This viral controversy has spawned many discussions related to women’s involvement in STEM subjects – science, technology, engineering, and math. More often than not, these discussions revolve around the lack of women pursuing, studying, and working in the fields of science and technology. The gender gap in science is startling by any measures, but UNESCO recently reported that only 28 percent of those working in research and development are women.

In many ways, the challenges facing women in science and technology are the same across the globe: persistent gender biases that result in a lack of opportunity, adverse

work environments, and the absence of mentors or sponsors. However, these challenges become more pronounced in African countries where, in some cases, the gender gap is wider due to political, cultural, and economic realities, as well as functional practices like [brain-drain](#).

With these challenges in mind, the [Women for Africa Foundation](#) (FMxA), a Spanish nonprofit organization, launched the [Science by Women](#) program with the intention of advancing and encouraging women’s leadership in scientific and technological research. In its fifth year, the Foundation’s program will provide funding for 15 African women to complete six-month fellowships at an eligible international research centre in Spain. The senior research fellows will conduct important work in diverse fields including: health and bio-medicine; energy, water, and climate change; agriculture and food safety, mathematics, information and communication technologies; economic science; physics and material sciences; and nanotechnology.

In offering these fellowships, FMxA is fostering the rich, but often overlooked the history of African women as scientific innovators. Take [Dr. Wangari Muta Maathai](#), for example, a biologist, veterinary anatomist, and the first African woman to be awarded the Nobel Prize for her work as an environmentalist. Another prominent African scientist, [Dr. Quarraisha Abdool Karim](#), is an epidemiologist whose world-renowned research on AIDS has helped treat AIDS patients and curtail the spread of the disease. [Dr. Rajaâ Cherkaoui El Moursli](#) is a physicist who was instrumental in proving the existence of the Higgs boson, known as one of the fundamental building block particles of the universe.

The Science by Women program is one way that FMxA is on the frontline of the movement to foster scientific and

technological innovation, ensure that African countries are able to meet future challenges head-on, and engage women as scientists. As the [future of work](#) becomes increasingly geared towards adapting to rapid technological innovations including automation, autonomous systems, and artificial intelligence, nonprofits can play a role in diligently supporting the democratization of STEM skills. Enabling the participation of those who are typically prevented, impeded, or unable to contribute to scientific and technological learning and development today will be a key factor in establishing more equitable and progressive societies of tomorrow. Just as different industries need to meet the challenges of future work, the nonprofit sector must be tuned in to these developments and devise innovative ways to help people around the world adapt and thrive.



## Science by Women Program

The program's ultimate goal is to enable African women researchers to play a leading role in the transition of Africa to a knowledge-based and innovation-led economy.

# Associate Profile

## Brittany Gataveckas



With more than five years of experience in academics and the nonprofit sector, Brittany Gataveckas is a Junior Associate with S. Sutton & Associates Inc. Brittany specializes in: Prospect Research and Proposal Writing, Donor and Constituent Engagement, Alumni Relations and Giving, and Development Program Review and Expansion Strategies. Her previous experience has included serving as a Research Specialist for Signal Influence Executive Research and Communications, Inc. Currently, she is a Project Associate for United Nations Global Compact Network Canada.

Brittany possesses impressive skills in conducting intensive research; procuring qualitative and quantitative evidence; planning educational programs; public speaking; synthesizing data into narrative themes; and writing winning grants and proposals. She has experience working with educational institutions, community-based organizations, international agencies, archives, libraries, museums, and historical sites.

Apart from her inspiring career, Brittany is passionate about giving back to society and achieves this by volunteering for good cause organizations. She is an active volunteer development advisor for Girls Inc. of Halton, and she previously volunteered as an archivist and conservationist with The William Ready Division of Archives and Research Collections.

Brittany graduated from McMaster University with a Ph.D. (in Philosophy), M.A., and B.A. (Honours) degrees. Her doctoral thesis, "The Kindness of Uncle Sam?" examined and evaluated private philanthropies, public policy, and the emergence of universal civilian rights during the 20th century.

Brittany is the recipient of several well-known scholarships and awards such as the Harry Lyman Hooker Senior Fellowship, Ontario Graduate Scholarship, and the Edna Elizabeth Ross Reeves Scholarship. In addition to her well-accomplished academic background, Brittany achieved a Certificate after completing the 'I Know Gender' Modules at the UN Women Training Centre. The course strengthens awareness on the understanding of gender equality and women's empowerment.

Brittany is an ambitious professional who has extensive knowledge in the fields of transnational philanthropy, nonprofit organizations, and gender and human rights. She is presently working on a significant project for United Nations Global Compact Network Canada focusing on Gender Equality Leadership in the Canadian Private Sector. This is a three-year project funded by the Government of Canada aiming to engage the private sector as a responsible accelerator to eliminate barriers faced by women in the workplace.

### **Fundraising Area of Expertise:**

Prospect Research and Proposal Writing; Donor and Constituent Engagement; Alumni Relations and Giving; and Strategic Planning.

### **Brittany's fundraising must have:**

Contextual awareness and deep knowledge to foster the nonprofit-donor relationship.

### **Contact Brittany:**

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# Firm Update

## Introduction to our Regional Account Managers

The Regional Account Managers (RAM)s for S. Sutton & Associates Inc. initiate contact with nonprofit and philanthropic clients, as well as professionals interested in joining our team as Associates. The RAMs are responsible for strategy and execution to ensure there are more than enough Innovation Team members in each target city and a full pipeline of clients in place within their region.

We are thrilled to announce that our team is growing and take this opportunity to introduce the members of the team:

### **CRAIG MORRIS, CFRE**

#### **Team Lead**

With more than 20 years of experience in the nonprofit sector, Craig Morris is a Senior Associate with S. Sutton & Associates Inc. and is a Certified Fund Raising Executive (CFRE).

**Craig is an expert in managing the donation process, working with donors and board members including corporate donors, and planning campaigns that exceed targeted results.**

Throughout his career, he has specialized in strategic planning, development operations including CRM systems, disaster response campaigns, and program evaluation. Most recently, Craig was the Senior Manager for YMCA, Chicago, Illinois, where he contributed to annual revenues of \$50+ million, supervising CRM managers and metric specialists. **While Director of Development for the Illinois Action for Children, Craig was responsible for a five-year strategic plan to increase fiscal sustainability and decrease dependence on state funds.**

Craig graduated from the University of Chicago with a Master of Arts in Social Service Administration and a Bachelor of Arts in Liberal Arts and Sciences from Indiana University. Craig is an accomplished fundraising professional, who contributes his deep knowledge and expertise to S. Sutton & Associates Inc. supporting our client work, while also leading the team of Regional Account Managers.

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Joining us this month as Craig's fellow RAMs are Anne Reiss, Darlene Dwyer and Mark Pankey.

## ANNE REISS

### Senior Associate & Regional Account Manager

**As a Senior Associate with more than 25 years of experience, Anne Reiss is a highly motivated philanthropic professional** who possesses expertise in: strategic planning, targeted fundraising campaigns especially involving major donors, and creating engaging development or fundraising copy. Since graduating from the University of California Los Angeles with a Bachelor of Arts Degree in English, Anne has held several significant senior fundraising positions such as: Vice President for Investor Development at Venture Philanthropy; Vice President for Graham-Pelton Consulting; Assistant Vice President of Major Gifts for CCS Fundraising, and Senior Manager & Partner Marketing Consultant at Salesforce.

Currently, she is an independent Philanthropic Consultant planning and executing successful fundraising campaigns and community-based philanthropic investments. Having raised \$100 Million in sponsorships, Anne also has extensive experience advising high net-worth individuals, including CEOs, Senior Executives and Senior Volunteering Leaders in best practices in the nonprofit and philanthropic sectors. She has worked with significant foundations including the Bill and Melinda Gates Foundation, 9/11 Memorial - World Trade Center Memorial, and Continuum Health Partners.

**One of the roles she has found most meaningful during her career included being Vice President for the Colin Powell School for Civic and Global Leadership at City College of New York where she worked closely with General Colin L. Powell and corporate CEOs. Anne is exceptionally tactful working with organizations to achieve full potential and impactful results.**

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## DARLENE DWYER

### Senior Associate and Regional Account Manager

**With more than 24 years of experience, Darlene Dwyer is a specialist in supporting organizations build trusted relationships with their constituents.** Darlene possesses expertise in: maximizing the capacity of existing development programs, creating effective campaigns that engage international donors, and counseling businesses and philanthropists on creating a return on their investment. Before joining S. Sutton & Associates Inc., Darlene held several Senior Executive nonprofit positions including: Managing Director at Laureus U.S.A.; Executive Director at Windows of Hope Family Relief Fund; and Fundraising Board of Directors at High Museum of Art.

Currently, Darlene is an Independent Consultant at DD17 Consulting LLC, where she advises nonprofit organizations on how to create significant financial, environmental and social impact. She is adept in fundraising, brokering deals, branding, event management, crowdfunding and marketing.

In addition to her well-established experience, Darlene graduated from the University of Melbourne, Australia; RMIT University of Technology, Australia; and the Institute of Culinary Education in New York. **Darlene is the recipient of several U.S. National Awards that include: A Caring Hand Humanitarian Award, James Beard Foundation Humanitarian Award, and Honor Recognition for 9/11 support by New York Mets and New York State Attorney General.** During her career, Darlene has been successful in developing strategic alliances involving local businesses, global partners and other sponsors that aim to drive high impact and create more leverage by association.

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## MARK PANKEY

### Senior Associate & Regional Account Manager

**As a Senior Associate with more than 28 years of experience, Mark Pankey is an accomplished and performance-focused leader** who possesses expertise in: campaign planning and management, comprehensive program analysis, and management of volunteer boards. Before joining S. Sutton & Associates Inc., Mark held Senior Executive positions as Executive Director of Development at Florida International University; Associate Dean for Development at Florida State University Foundation; and Director of Development for Colleges of Communication/ Information Studies.

**Currently, Mark is the Director of Major Gifts at the Ronald Reagan Presidential Foundation and Institute in California where he manages a portfolio of high-level prospects.**

Mark is technically proficient with tools such as Blackbaud CRM, Salesforce, Nexis for Development Professionals, and WealthEngine.

In addition to his well-rounded professional experience, Mark graduated from the California University of Pennsylvania with a Master of Science Degree in Business

Administration and James Madison University with a Bachelor's Degree in Business Administration with a specialization in Marketing. Mark is the recipient of several local awards including the 'Foundation Fundraiser of the Year' from Florida State University.

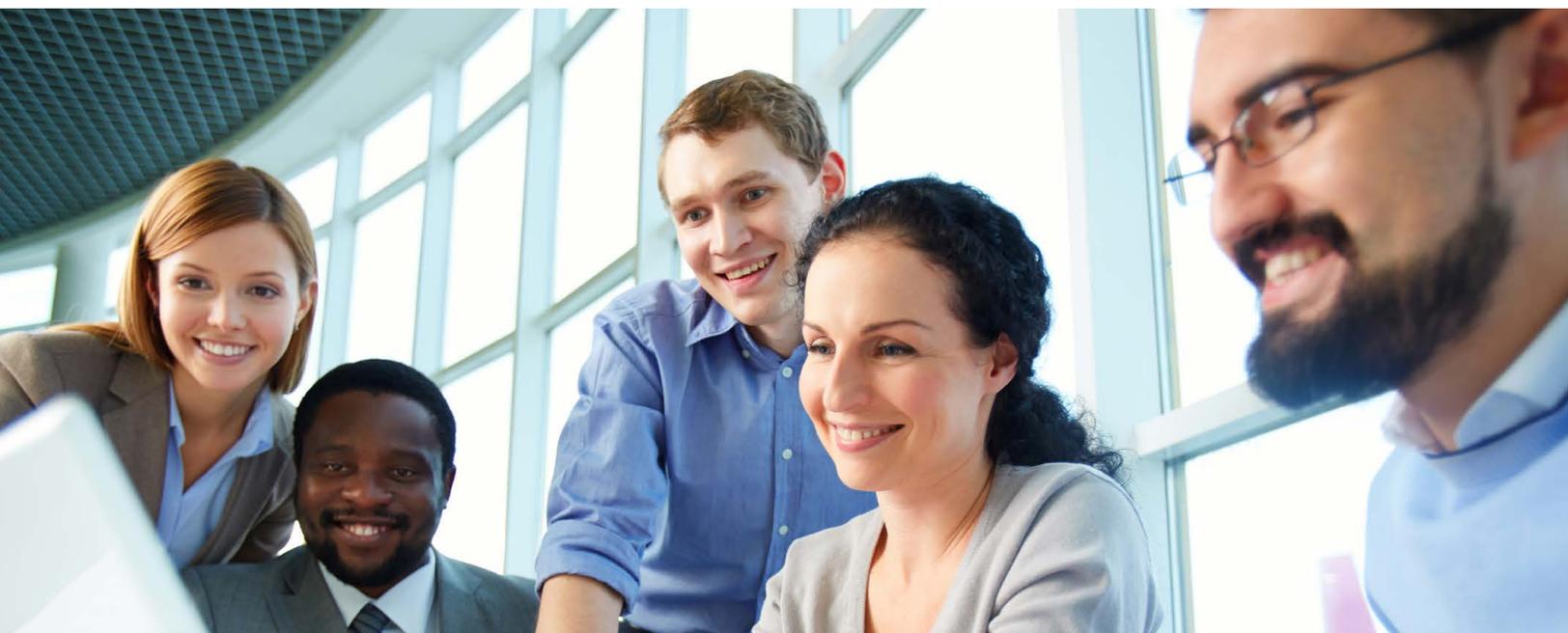
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Going forward, S. Sutton & Associates Inc. is focusing its efforts on recruiting talented Regional Account Managers for regions across the U.S. and Canada as well as key regions abroad. The RAM position requires a seasoned development professional with a range of skills from business development and relationship cultivation to strategic planning and cross-functional leadership in support of our proprietary Innovation Team Model.

This model, since its inception, has proven to provide cost-effective and customized solutions to our clients' unique needs and challenging projects.

If you or a colleague is interested in a RAM position, please see our website - [Join Our Team](#) and look for the position description for the Regional Account Manager.





# Regional Updates

## NORTH AMERICA:

— [The Giving Report 2018](#) published by CanadaHelps has revealed that **over one-third of donations received in Canada are focused on charities which provide social services**. Most donations are targeted towards healthcare (26%) and religion (21%) while serving Indigenous peoples (1%) and protecting the environment (6%) secure the least amount of funding. The top five causes receive approximately 20% of all donations, in comparison to the bottom five, which all fall under 10%, indicating a sharp disparity.

When observing data from CanadaHelps, a trend worth noting is the timing of donations. Approximately half (47%) of all giving is undertaken during the last two months of the calendar year, with 30% generated in December alone. **The last three days of the year attract more charitable donations, as compared to any other months except November and December.** This can pose a challenge for small charities operating on a calendar fiscal year since half the value of donations are received at the very end.

As a result, planning new initiatives and projecting the following year's budget can be challenging.

— [Rick Dunham, Chair of Giving USA Foundation](#) indicates that while giving in the United States was record-breaking in 2017 and 2018, the environment was far more complex than most years, with shifts in the tax policy and the volatility of the stock market. This is particularly true for the wide range of households that comprise individual giving and provide over two-thirds of all giving.

— Elizabeth Boris, Director at the Center of Nonprofits and Philanthropy at the Urban Institute, also brought to light a [key trend](#) in giving, indicating larger gifts are received from wealthier donors in the U.S., while **mid-level and smaller donors are slowly vanishing across all organizations.**

## EUROPE:

— Research has revealed how trust in any institution is at an all-time low. Only under half (48%) of the British population surveyed believe in a charity's overall mandate and deem them trustworthy. **Those saying they do not think charities to be trustworthy significantly increased from 19% in 2016 and 2017 to 21% in 2018.** Women (50%), when compared to men (47%), are more likely to consider charities to be trustworthy. Nevertheless, a decrease in trust has been noted in all groups.

— Europe has approximately 147,000 philanthropic organizations with an annual giving of nearly 60 Billion Euros. As European Union (EU) members, it makes sense for all these organizations to combine

resources, strengths, networks and national knowledge for a greater impact. Earlier this year, European foundations, philanthropic organizations and policymakers joined forces to implement a **Single Market for Philanthropy in Europe.**

The European Philanthropy Manifesto launched in March 2019 is a joint initiative by the Donors and Foundations Network Europe (DAFNE) and the European Foundation Centre (EFC). The goals of this initiative are to increase recognition of philanthropy in EU legislation and at the national level; promote cross-border philanthropy; and leverage the impact of private resources for the public good.

## AFRICA:

— Renowned billionaire and philanthropist, Mo Ibrahim has played a prominent role in the realm of higher education and career investment across Africa over the past decade. The Mo Ibrahim Foundation, established to focus on the importance of leadership and governance in Africa, is currently presenting fellowship opportunities to future leaders to work in the African Development Bank, United Nations Economic Commission for Africa (UNECA) or the International Trade Centre (ITC). Fellowship recipients will receive an **annual stipend of US \$100,000.**

— A Vancouver-based charity, One Girl Can, aimed at supporting education for, and mentoring young women in Kenya and Uganda has adopted a new approach to giving. Initially, their mission highlighted one goal, which spoke to the entire mandate of giving for girls' education. Recently, **breaking down their overall goal into micro-projects** (i.e. fundraising for a single girl's education among many or a donation for furthering a single cause for a group of young women) has garnered enthusiastic support from their donor community.

## EAST ASIA:

— In the [World Giving Index 2018](#), **Singapore has risen from 114 in 2012 to seventh in 2018**. Growth in disposable income and overall wealth has contributed, however, the Centre for Asian Philanthropy and Society's "[The Doing Good Index](#)" 2018, has credited favourable policymaking as a major factor.

Barriers for charitable organizations have been lowered through an expeditious registration process. Additionally, Singapore is applying a **solutions-driven approach to the 17 Sustainable Development Goals (SDGs)** through [disclosure of impact driven by gifts](#).

## MIDDLE EAST:

— The **most substantial investment in philanthropy in the Middle Eastern and North African region is in educational initiatives**. Launched last summer, [The Abdullah Al Ghurair Foundation](#) for Education successfully showcased the alignment of commerce and philanthropy. This billion-dollar venture based in UAE, aims to place over 15,000 students in universities over the next decade. **The U.S. \$27 million initiative is keen to focus on children affected by any form of humanitarian emergency in the Middle East**.

— The month of Ramadan receives the highest level of philanthropic giving in the Gulf region.

In Oman, a surge in giving is also attributed to the launch of the [Donations Portal for Charitable Organizations](#). Driven by the Information Technology Authority and Sultan Qaboos, **the platform simplifies the donation process and creates awareness for multiple charities**. Some charitable organizations listed include: Al Noor Association for the Blind, Oman Hereditary Blood Disorder Association, Omani Association for Elderly Friends, Oman Diabetes Association, Omani Bahjah Orphan Society, etc. The portal is bilingual and can be used by any individual who has an account at a bank in Oman, and allows [individuals to filter their giving by either cause or charity](#).

## SOUTH ASIA:

— The [Stanford Social Innovation Review](#) describes Pakistan as a generous country **contributing more than one percent of GDP to charity in 2018**, similar to giving trends in Canada and the United Kingdom. [The Pakistan Centre for Philanthropy](#) has revealed that Pakistanis give more than U.S. \$2 billion to charitable causes per year. However, **despite the deep-rooted tradition of giving, most gifts are directed towards individuals and not charitable organizations.**

— India's pledge to fulfill the Sustainable Development Goals (SDGs) have seen a rise in social sector funding, which has grown at a rate of 11%, **While the most significant contribution is received from the government (6%), private philanthropy is expanding.** [Bain](#) has published a report indicating gifts received from individuals comprise 60% of private funding with a large portion from a select few pioneer philanthropists.

## LATIN AMERICA:

— Despite the political turmoil in Brazil, the government has passed [a new law](#), which establishes a framework to govern the management of philanthropic donations. Endowments supporting public interest – such as education, the environment, or health are required to be used in a transparent manner. **Funding received to further the mandate of cultural institutions** receive additional beneficial tax consideration.

— Across [Latin America](#), **a significant shift is being observed in the paramount role of women in philanthropy.** Women from various generations, social classes and ethnic minorities are campaigning and transforming issues on topics such as equal opportunities and reproductive justice. Their voices have inspired new legislations in Latin America to provide services for battered women ensuring this will be a high priority issue. [Premio Generosas 2019](#) is an award as part of the [ELLAS - Women and Philanthropy Program](#) created in Argentina that supports the diversity and role of women in shaping the future of philanthropy across Latin American, in addition to the Latino communities in the U.S.

## AUSTRALIA AND NEW ZEALAND:

— [Research](#) indicates female donors are more likely to contribute to animal welfare (20%) when compared to men (13%). Men are more likely to support overseas causes (17% versus 10%) and anti-corruption initiatives.

— **Another trend in Australia and New Zealand is philanthropic giving in higher education.** In 2017, the University of Queensland launched a major campaign, "Not if, when." **This AUD \$500 million campaign focused on change in the community, research and leadership training.**



# Spotlight on Services

## Counsel and Support for Philanthropists Developing Savvy Philanthropists

Savvy philanthropists are strategic and disciplined in creating and executing a thoughtful plan. They know their top priorities – the causes and sectors they want to invest in – and they know how to measure the social impact that their gift has made.

S. Sutton & Associates Inc. develops savvy philanthropists. We work with our clients to understand their charitable inclinations, articulate their motivations, further define their objectives, and develop and implement sound strategies that create measurable societal value and achieve results. With our expertise, our clients are able to develop a plan that is consistent with both their personal values and financial goals, but flexible enough to allow for evolution as times and circumstances change. At the core of our relationships with our clients is a commitment to maximizing philanthropic investment to achieve significant positive effects.

S. Sutton & Associates Inc. does more than just ensure that your gift makes a positive difference. We also assist you in protecting your reputation as a savvy philanthropist by ensuring your gift is used as intended, protecting your legacy, and structuring the gift so that funds are used exactly as you wish.

S. Sutton & Associates Inc. represents you and your values, identifies opportunities that align with those values, provides the information you need to make informed giving decisions and certifies that your gifts create the results you desire. We offer in-depth expertise to structure, establish and manage your philanthropic activities optimally.

[Contact](#) us to learn about how our services can help you maximize your philanthropic investments.



# Client Target Markets

## Our Five Sectors

S. Sutton & Associates Inc. works with nonprofits, non-governmental organizations, and philanthropists in the following sectors: Arts and Culture, Education, Community-Based Membership and Advocacy, Healthcare, and International Development.

**Arts and Culture**, as well as design, form a tapestry of opportunity for philanthropic support in multiple domains, from the visual and applied arts, to the performing arts, such as theater, opera, dance, music, festivals and celebrations. Cultural settings such as archives and libraries, heritage museums, historical sites and buildings, and natural heritage sites such as parks and reserves, zoos, aquaria and botanical gardens, require the same vigilant engagement and development of constituents, members and donors. One of the unique challenges Arts and Culture organizations face is communicating the value and impact of the arts on society. S. Sutton & Associates Inc. not only understands the important contributions of this sector to the milieu of society, we are also able to articulate that value in a way that resonates with arts patrons resulting in increased giving.

A decline in public funding for **Educational Institutions**, at all levels, has made private philanthropic support even more critical. Both private and public institutions compete for philanthropic dollars to meet operating costs and address student needs. The key to a sustainable future lies in adapting to a changing and increasingly challenging fiscal environment. S. Sutton & Associates Inc. brings experience and expertise to this sector to design high-performance programs that build sustainable growth.

**The Community-Based Membership and Advocacy** nonprofit sector is vast and heavily dependent on private giving. It includes organizations focused on the environment, social services, sports, advocacy, civic and public affairs as well as associations, membership organizations and faith-based institutions. The same principles of best practices that apply to other sectors apply here. S. Sutton & Associates Inc. brings experience and expertise to this sector and donors in their pursuit of community support and impact.

Philanthropy in the **Healthcare** sector is unique in many ways, particularly complex, and more important than ever. Researchers strive to discover cures and develop new treatments, technologies and models of care, which, when translated from “bench to bedside”, provide a better future for all. Their work provides a compelling case for support. Downstream from the research enterprise, lives are saved and improved every day through the healthcare sector, and the emotional experiences leave many with life-altering memories and a strong incentive to donate.

Costs to discover, develop, translate and deliver new cures, treatments, technologies, and models of care to the patient continue to soar. Escalating overhead, declining reimbursements, healthcare reform, privacy regulations, population demographic shifts, and shifting perceptions of patient care and research commercialization have a direct impact on philanthropic needs and giving patterns. S. Sutton & Associates Inc. brings insight, sensitivity and highly skilled technical expertise to philanthropic enterprises within this sector and to domestic and international prospects and donors.

**International Development** speaks to the issue that the poor are hungry and their hunger traps them in poverty. Nearly half the world’s populations, more than 3 billion people, live on less than \$2.50 per day. More than 1.3 billion live in extreme poverty, on less than \$1.25 per day. This includes 1 billion children worldwide, and each day 22,000 die due to poverty.

The Global Goals for Sustainable Development set by the United Nations seek to implement long term solutions by helping to create the capacity to provide sustainable solutions. The unifying thread of the 17 goals and 169 targets is the commitment to eradicating poverty.

Hunger, inadequate access to clean water and sanitation, insufficient shelter and a lack of good health and well-being are but a few of the consequences of poverty which will be addressed. The goals address quality education, gender equality, affordable and clean energy, decent work and economic growth, industry, innovation and infrastructure, reduced inequalities, sustainable cities and communities, responsible consumption and production, climate action, life below water and on land, strong peace and justice institutions and partnerships.



Civil society, government, private sector and academic multi-stakeholder partnerships, backed by financial investment and philanthropic support will ensure the ambitious goals are met. S. Sutton & Associates Inc. understands the need to think globally and act locally. We have the knowledge, expertise and passion for supporting the international development sector in raising funds to support these ambitious goals.

[Contact us](#) to learn more about how our Innovation Team Model offers solutions for challenging projects in each of these sectors.



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