



Philanthropy and Fundraising in Turkey and Boğaziçi University Foundation

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Foundation Institution in Turkey

Ottoman Empire Era

- The foundation institution has been the major philanthropic vehicle in Turkey for thousands of years.
- Today, foundations are once again emerging as agents of change in the country's development and democratization agenda.
- The earliest documentation of foundation (vakif) in Anatolia dates back to 1048. Yet this was probably just one of many, as there were an estimated of 2.773 foundations active in year 986.



Ottoman Empire Era

- Foundations (waqf in Arabic, Vakıf in Turkish) first emerged in the 12th century and played a crucial role in social and economic development throughout Ottoman Era by providing basic public services such as education and health.
- 35.000 foundations were established and they were operational throughout Ottoman Era.



Ottoman Empire Era-II

- The responsibility of the Ottoman State to its people was to provide justice, safety, freedom of religion and the possibility of individual self-development.
- Since there was no budget or a defined system for the basic services, foundations became the sole providers of services such as education, health, culture, religion and property holdings.
- These services were administered, financed, organized, built, and maintained by the foundation system. (*eg. The water system of Istanbul was entirely developed by foundations not by the state.*)
- Foundations touched the lives of every individual without any discrimination of rich or poor, Muslim or not, old or young in those years.
- Foundations were established by:
 - Elite Segments
 - Middle-Income Individuals and Families
 - Women (It is fascinating that %40 of foundations were established by women)



Ottoman Empire Era-III

- These organizations allowed:
 - A dynamic
 - De-centralized
 - Independent administration net

This was the only way for such a vast Empire like the Ottomans to survive over seven centuries.
- Foundations shared the main characteristics below:
 - There was an endowment of private wealth for specified activity of public benefit
 - Objectives, purposes and detailed directives on how the revenue from endowment is to be managed and allocated were stated in a founding document
 - They had 2 major endowed assets which were worth of %12-27 of state budget (during 16th-18th century)
 - Cash (movable)
 - Property (immovable)



Republican Era

- The revenue of foundations have been dramatically dropped in the 19th century due to internal politics, economic challenges and external pressures after Crimean War.
- 5.859 foundations are inherited from Ottomans by Republic and 4.449 new foundations established since new Civil Code in 1926.
- Today, old and new foundations are administered by General Directorate for Foundations in Turkey.
- Instead of being the sole provider of key social services, foundations became catalysts and supporters of the modernization process in Turkey.
- As a result of this, Turkey's leading universities, hospitals, museums continued to be foundation investments, while a diverse set of social fields such as
 - Education reform
 - Youth
 - Women
 - Children
 - Environment are tackled by foundations of great expertise and human resources.



Republican Era-II

- During 1950-1960 while Turkey was industrializing rapidly we see the establishment of charitable foundations by the country's first industrialists. (eg. Vehbi Koc Foundation by Vehbi Koç) These foundations have mainly focused on buildings, institutions and scholarships to facilitate access to education, health and other services like in Ottoman Era.
- After political turbulence of 1970-1980s, we see the establishment of new wave foundations like Ihsan Doğramaci Foundation, Sabanci Foundation, ACEV(Mother Child Education Foundation) TEMA (The Turkish Foundation for Combating Soil Erosion, for Reforestation and Protection of Natural Habitats). These foundations have professional staff with expertise and established by group of individuals. They are focusing on the
 - Quality of the services (education, health)
 - The use of public services
 - Social justice issues
 - Economic development
 - Human rights and democracy etc



The New Millennium

- Turkey's EU integration process was the most recent demonstration of how Turkish foundations were able to reinvent themselves and remain relevant during times of rapid societal change.
- The main agenda for social change is about bridging
 - Economic
 - Ethnic
 - Religious divides within Turkey and between Turkey and EU nation states.
- Turkish Government has passed a legislative reform packages involving amendments concerning foundations and civil society.



The New Millennium-II

- EU has spent some €21.5 million in funding the Turkish Civil Society Dialogue Programme in 2008.
- Turkey's leading foundations mobilizing under one roof led to the establishment of TUSEV (Third Sector Foundation of Turkey) in 1993.
- TUSEV is
 - generating research in Turkish Philanthropy
 - playing a bridge role in improving civil society laws with the Turkish Government



The New Millennium-III

- In the cultural arena, the European Cultural Foundation has been increasingly active in supporting media and culture projects with a particular focus on Turkey.
 - *The Gulbenkian Collection at the Sabancı Museum, Aydın Dogan Foundation political cartoon exhibition in Brussels, Istanbul's selection as the 2010 European Capital of Culture are also important examples of this.*
- Leading companies and holdings are not only increasing their capacity in working with civil society organizations, but they are also broadening their involvement through employee volunteering and donor programs.
- CSOs and companies are creating partnerships for project funding with a view to aligning mutual objectives and respective strengths to address critical development challenges such as education reform and environmental sustainability.



Robert College / Boğaziçi University

- Robert College was established in Istanbul by Dr. Cyrus Hamlin, an educator, architect, builder, and his friend Mr. Christopher Rheinlander Robert, a well-known philanthropist and a wealthy merchant from New York in 1863.

- It was the first American College which is established outside of United States.

- In 1971, Robert College has passed on to the Turkish government and became a public university named Boğaziçi University.

- Today Boğaziçi University is the number 1 ranked University in Turkey and have 12.000 undergraduate and graduate students.





Boğaziçi University Foundation

- Boğaziçi University Foundation was founded by the first president/rector and two friends in **1978** for the purpose of supporting the university's activities in a variety of ways.
- The foundation's contributions via fundraising and sponsorship programs to the university began immediately and have consistently increased over the years.
- Thanks to the efforts of our
 - The Board of Trustees (148 people)
 - The Board Members (18 people)
 - Our Employees (13 people)
 - Donors (around 6000 individuals, companies, alumni) the foundation has grown stronger over the past **32** years.



Boğaziçi University Foundation-II

- Boğaziçi University Foundation has raised **\$63 million** in revenues and **\$10 million** in assets in **32 years**.
- Through designated donations, \$63 million has been used for supporting University by;
 - **\$33million** for university departments and projects (setting up laboratories, sponsoring classical music concert series, giving sponsorship support for academic conferences etc)
 - **\$13 million** for university's investments (building constructions, renovations)
 - **\$10 million** for academic support activities
 - **\$5 million** for scholarships
 - **\$2 million** of the foundation's management expenses



Boğaziçi University Foundation-III

- Today, Boğaziçi University Foundation and its commercial affiliations have an operation of **\$10 million** yearly.
- Foundation's commercial entity;
 - Offers technology and consulting services to the companies or individuals which are outside of the university by using faculty's know how on specific topics
 - Operates private dormitory and makes remarkable revenue and donates to the foundation after paying tax to the government
 - Gives corporate trainings and seminars
 - Operates a publishing house.



Fundraising Tools in BU Foundation

- One on one visits to prospects with Rector or Managing Director
- Direct mailing
- Phonaton (call center)
- Special E-mailings
- On-line fundraising
- Announcements in alumni magazine
- Fundraising concerts/special events
- Alliance with BURCIN and TPF for donations coming from USA



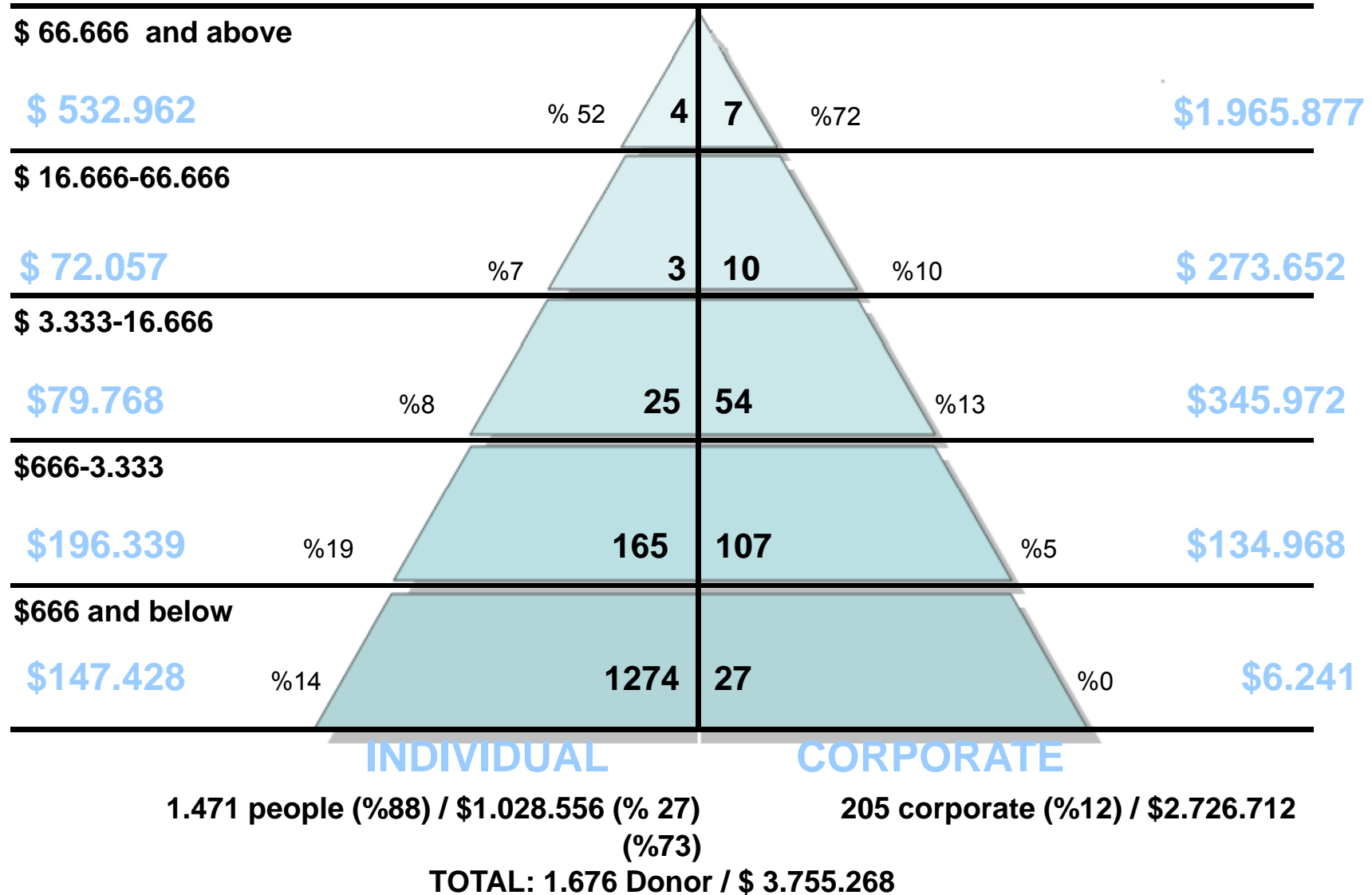


BUVAK's Major Donors/Sponsors

- Scholarship Programs: *HSBC, The Gallagher Fnd., Turkish Education Fnd., Feyyaz Berker Fnd., Mehmet Betil, Siemens, L'oreal, Ahmet Goksun, Tekfen Fnd., Johnson Wax*
- University Projects/Labs: *Suna-Inan Kirac Fnd., United Nations, Confucius Institute, The Bryn Mawr Trust Co., EU Commision, TUVTURK, Tusiad, Elginkan Fnd., Adalet Agaoglu, IEEE, BUMED*
- Classical Music Concerts: *Akbank, Turkish Airlines, Yapı Kredi Insurance, IBM, Mercedes, Microsoft, Siemens, Ford, Unilever, West LB etc.*
- Building Constructions/Renovations: *T. Garanti Bank, Vehbi Koc Foundation, Yapı Kredi Bank, Sabanci Foundation, Joukowski Foundation, Natuk Birkan, Serife Babaoglu, A. Mithat Alam, Oya Eczacibasi*
- Assets: *Prof. Dr. Halet Cambel, Prof. Halide Sevim Yavuzer*



BUVAK's Donor's Pyramid -2009 (\$)





BUVAK Donations 2009-2005

BUVAK DONATIONS (TL) 2005 – 2009

	2009	2008	2007	2006	2005
TOTAL DONATIONS	5,632,904	6,859,955	6,546,052	4,894,224	4,874,644
Designated Donations	4,204,732	3,917,005	4,062,352	3,152,651	3,254,856
University Departments / Projects	2,190,218	1,503,420	2,632,744	1,960,547	2,464,277
"Boğaziçi Belongs to All of Us" Campaign	1,009,688	848,504	836,352	780,572	567,895
Scholarships	956,077	784,557	716,033	614,787	387,534
Other	53,611	63,946	120,319	165,785	180,361
Restoration of Hamlin Hall	86,57	673,922	-	-	-
Student Clubs	468,643	432,123	241,222	68,384	81,731
Scholarship / Award Funds	366,133	401,079	249,233	197,404	67,888
Mithat Alam Film Center	83,48	57,958	102,801	145,744	62,314
Other	-	-	-	-	10,751
Non-designated Donations	1,073,119	2,895,543	2,349,208	1,728,673	1,601,092
Gifts in Kind	8,053	47,406	134,492	12,9	-
Asset Donations	347				

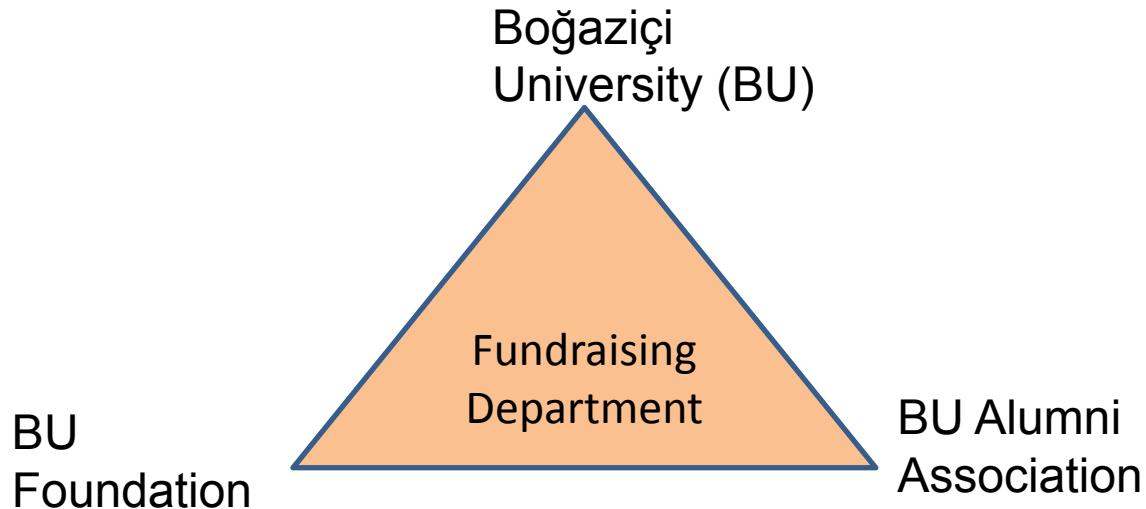


Some Highlights in 2009

- In 2009-2010 Academic Year (9 months);
BUVAK had
 - \$760.000 scholarship program for 527 students
 - \$876.900 academic sport program for 675 faculty members
 - \$35.000 award program for 20 different awards



University-Foundation-Alumni Association Partnership



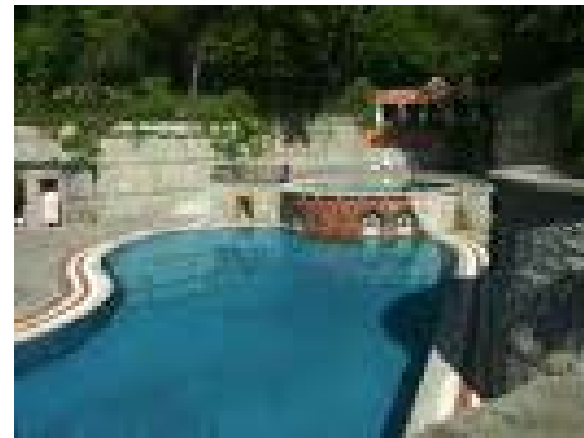
- These three institutions are working together to maximize the contributions to the university and to implement new projects that will shape the future of our university.
- Most of our foundation's donors and prospects are the members of BUMED. The payment of membership fee and making a donation can lead to a conflict of interest when we examine prospects or donors behavior of giving.



Boğaziçi University Alumni Association

•BU Alumni Association has

- 45.000 alumni
- 14.000 members
- 7.000 is paying annual membership fee
- 4.000 members have automated payment order
- 1500 alumni is getting graduated every year and around 300 of them becoming member by paying one time entrance fee.
- Membership ratio is %30 which is the highest rate in Turkey and same as in Harvard University-USA.





Conclusion

- In conclusion, Turkish foundations will continue to re-examine their role in the society and acquire new dimensions in their work.
- Given their strong roots and having already demonstrated their adaptability in the face of major societal changes, it seems reasonable to assume that the foundation institution will continue to be the major philanthropic vehicle and agent of change in the following years.
- European foundations have more means to offer to Turkish foundations in terms of sharing the know-how of strategic programme management and delivery.
- Turkish foundations can be valuable counterparts of European foundations in designing and implementation of new programmes.



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Thank You

