



Pilotlight reports outstanding results

Pilotlight creates teams of business and charity leaders who work together to help small charities and social enterprises to grow. We manage the teams through a tried and tested coaching model to address key challenges. These include business planning, income generation, HR issues and marketing. Our results are outstanding.

The latest survey of our impact shows that within two years, charities' income grows by an average of 48%. This means the charities we support can afford to help more disadvantaged children learn to read; set up detox programmes for drug users; offer support to cancer patients – the impact is far reaching.

Pilotlight currently supports over 50 charities tackling a wide range of issues from unemployment to child abuse. On average the charities expand to help 104% more people within two years of receiving our support.

The support we offer is long-lasting. By the end of their work with Pilotlight 90% of partner charities have gained skills and tools that help them manage themselves better.

“From not having a fundraising strategy at all, with Pilotlight’s help we developed one which enabled us to go on and win nearly half a million pounds in funding.”

Julie Wright, Unlock

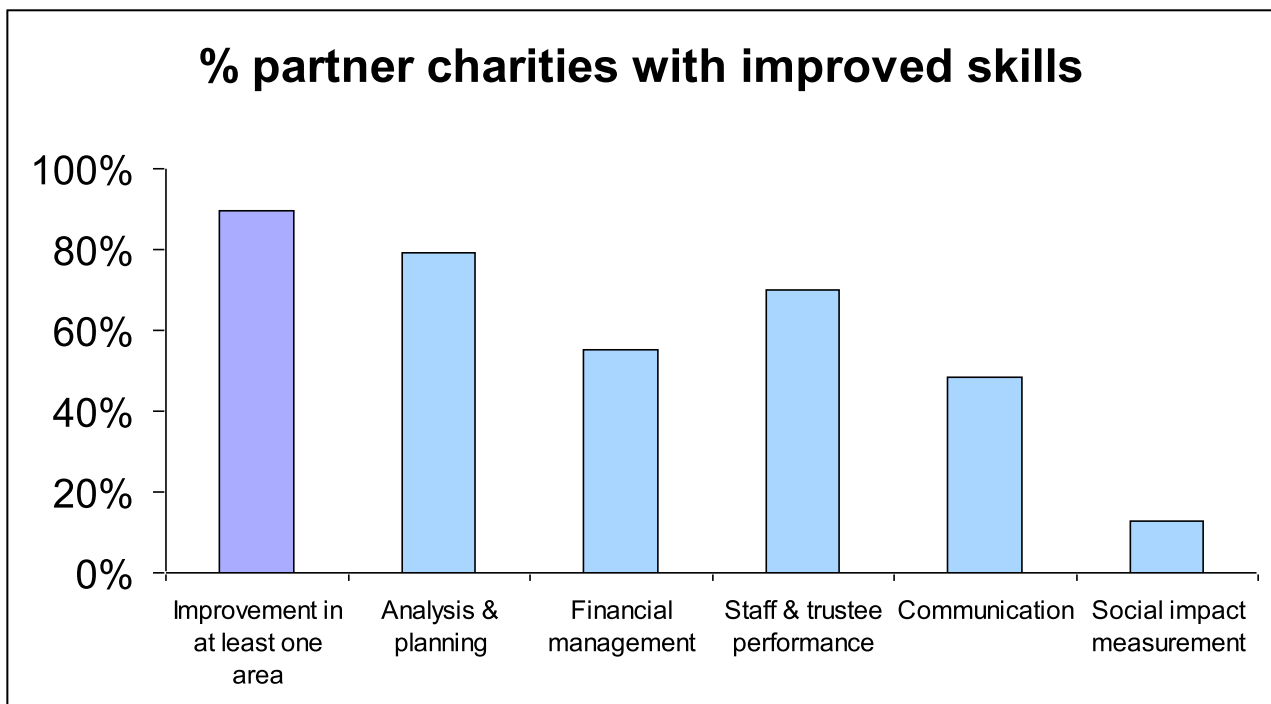
Changes in lives and communities

Between 2003 and 2009, Pilotlight has worked with 148 charities, including 44 projects that are currently underway.

Here are some examples of the social impact of our partner charities:

- The counselling work of **Bromley Y** helps 67% of young clients improve their behavioural profiles after only six sessions. A study of local statutory counselling services shows that Bromley Y's service is at least as effective, at an estimated 10% of the cost.
- **Reading Quest** helps children in Oxfordshire who are struggling to read. Within six weeks of working with the children, the charity raises the children's reading age by more than six months, bringing them up to the average level for their age.
- Over a two year period, the **Trust Project** has helped 33 prostitutes in south London get housing and helped ten to begin residential detox programmes for substance misusers.
- **The Yard** in Edinburgh provides stimulating play opportunities for children and young people. Each week, the centre is attended by 5-600 disabled children from 12 special schools.

The improved skills of charity teams



The benefit to business people

Business people who support us, known as Pilotlighters, also benefit. After working with Pilotlight:

84% are happier and more fulfilled in their jobs

77% are more effective in their professional work

84% are better at adapting their skills to a different environment

77% are better at listening and probing

“My company spent \$50k sending me to business school for three months, but I learnt just as much and in different ways from working with Pilotlight.”

Sam Berwick, former Chief Executive Officer, Mizuho International

The wider value of Pilotlighters' work

Pilotlighters also reported developments in their philanthropy, as a result of working with us:

95% say that they have an improved understanding of a social issue

34% have become or intend to become trustees

22% have given additional donations to charity

- Pilotlighters have donated a total of 14,330 hours to Pilotlight, an average of 100 per project.
- Based on an hourly rate of £450, Pilotlighters' time is worth £6.4m, or £45,100 per project.
- The average Pilotlight charity gets an extra £210,000 in income over the fourteen months of project work and subsequent two years. This means that each pound donated by members translated into about £20 for the charity over this period.