

“Charities are so busy managing things on a day to day basis they find it hard to take a step back and look at the bigger picture....we help them look to the future.”

Finn Green
Venture Capitalist and Pilotlighter

“You get to use your skills in a way which is demonstrably good for society.....Taking money out of your pocket and putting it into a tin is conscience salving but using your skills is much more valuable and worthwhile.”

Mark Pullen
Non-executive Director

What is Pilotlight?

Pilotlight is an innovative charity which is leading the way in terms of ‘venture philanthropy’. It’s unique because it places teams of highly skilled business experts into small, often community-based charities and social enterprises facing specific challenges. These charities are chosen by Pilotlight because although they may be small with a turnover between £100,000 and £1,000,000 they are ready for growth. These charities lack neither drive nor vision but may not have the strategies to turn dreams into reality.

By bringing together people with excellent business skills and charities who are poised for growth Pilotlight makes a difference to many different lives in many different communities.

So How Does it Work?

- Members are placed in complementary skill-based teams of 3-4 and matched with the charities and social enterprises.
- All meetings are organised, run and minuted by Pilotlight Project Managers.
- Members attend one meeting every 4-6 weeks lasting around 2-3 hours – based around their own diary availability.
- The aim is energy efficiency for all parties.

Who Are Pilotlighters?

Members can join on an individual basis or as part of a corporate membership. They are all senior leaders in their field or entrepreneurs drawn from a wide range of business disciplines.

Pilotlight currently has over 170 members including corporate members such as:

- BP
- BT
- Channel 4
- Sainsbury's
- Coutts
- KPMG
- Goldman Sachs
- Morgan Stanley

Pilotlight itself is funded almost solely by member donation - individual members pay £1,300 and corporate members £2,500.

The charities they work with are extremely diverse. There are currently over 45 charities involved and all of them are screened by Pilotlight to assess their suitability for the scheme.

For example:

- **Unique** – a charity supporting families with children who suffer from rare chromosome disorders.
- **Ashiana Network** – who seek to support women experiencing domestic violence.
- **JusB** – supporting young people in Bromley through outreach work in youth centres, schools and advice centres.
- **Harlington Hospice Association** who support people with life-limiting illness in the Hillingdon area.
- **Unlock** – works with reformed ex-offenders providing training and education, advice and support.

The issues may be as diverse as financial management, income diversification or turning a bold vision into a business plan with strategies for real progress. Pilotlight identifies the need and assembles the right team.

Can it all make a difference?

Yes, is the simple answer. Of the forty-five charities Pilotlight works with in London 94% have shown a significant improvement. In fact Pilotlight London has been so successful (it's estimated that it helps over 160,000 disadvantaged people in the community every year) that we launched in Scotland in September 2007 and we are currently investigating opening an office in Wales. Over the next three years there will be four Pilotlight offices across the country which will help to give £8 million worth of business skills to local charities and social enterprises.

Our new evaluation study shows that the work of our Pilotlighters has had a real financial impact on many of our charities. Pilotlight charities are

experiencing a growth in turnover of 22% a year compared to the national average of 3%. Charities, for example, like the Cotswold Council for Voluntary Service which has seen its income increase by over 90% since it started working with Pilotlight two years ago.

“We would not have got to the position we have without Pilotlight. They have taken us on a huge journey which has dragged us out of the twinset and pearl mentality and put us on a more business-like footing. We use a word we never even looked at before and that’s profit!”

**Jane Winstanley
CCVS**

Many of our business members find Pilotlight transforms their lives and they stay with us helping many different charities for many years.

“I’ve enjoyed every aspect of working with Pilotlight and the charities have opened my eyes to how small organisations exist on a shoestring which is very different to working in the corporate world. Sometimes business life can become very inward looking and Pilotlighting helps bring back some balance.”

**Paul Murray
Company Director**

If you are interested in Pilotlight, please contact Deborah Green or Gemma Davidson on 020 7396 7414, e-mail dgreen@pilotlight.org.uk or gdavidson@pilotlight.org.uk.