



**Onno Huyser,  
The Table Mountain Fund: WWF-SA**

*“Peering into the Mysterious Minds of Donors  
and Grantmakers ..?”*

*Project Developers Forum  
19 March 2009*



*nurturing partnerships*  
CAPE ACTION FOR PEOPLE AND THE ENVIRONMENT  
*for lasting benefit*





# fynbos footprint

## Global Biodiversity Hotspots

Why the bother?

Even in relatively well resourced domains such as C.A.P.E. and SKEP, a gap between grant makers and recipients exists

IDEAS → CONCEPTS → PROPOSALS

# *A grant maker's perspective closing this gap ...*

**GAA**

**Corporate / CSI**

**Charities vs  
Grant makers**

**Government**

**Local / Int NGOs**



**SOME SIMPLE FACTS ...**

**All grant makers WANT TO MAKE GRANTS**  
**They vary in sophistication, and have unique**