WORLD GIVING REPORT

KENYA — **CHARITY INSIGHTS**

2025





OVERVIEW

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Welcome.

It gives me great pleasure to present the *World Giving Report — Kenya Charity Insights*, a comprehensive look at the state of charitable organisations in Kenya. Developed in partnership with the Charities Aid Foundation (CAF), this report forms part of the global *World Giving Report 2025* and offers valuable insights into the resilience and sustainability of Kenya's philanthropy sector.

Earlier this year, the Kenya Community Development Foundation (KCDF) published *Giving in Kenya*, which explored the generosity of the Kenyan public through their time and financial contributions. Building on that foundation, this report shifts focus to the operational realities of charitable organisations — their challenges, opportunities, and capacity to thrive in an evolving landscape. *The World Giving Report* captures attitudes and behaviours around giving in 101 countries and, through local partnerships, examines the charity ecosystem in 27 of these nations.

Our findings reveal that financial sustainability remains the most pressing challenge for Kenyan charities, cited by 83% of respondents. Other significant concerns include increased competition for funding, balancing restricted and unrestricted resources, meeting rising demand for services, and maintaining strong teams amid escalating costs. Notably, 43% of charities rely primarily on funding from outside Kenya, while only 31% report full reliance on domestic sources.

This research considers six characteristics of resilient charities. These principles resonate deeply with KCDF's mission as we continue to invest in strengthening community-based organisations by promoting alternative funding models, such as building endowment funds, Legacy funds, building social enterprises and other alternative funding mechanisms anchored in community philanthropy and that work in the local context. As you read this report, we invite you to reflect on the collective responsibility to build a stronger, more sustainable charitable sector in Kenya. Together, we can advance social justice and create lasting impact for future generations.

Grace Maingi Executive Director, KCDF



GRACE MAINGI
Executive Director,
Kenya Community
Development Foundation

"We invite you to reflect on the collective responsibility to build a stronger, more sustainable charitable sector in Kenya."

About us.

KCDF

KCDF is a public charitable foundation founded in 1997 that supports sustainable community-driven development in Kenya. KCDF believes complete and lasting change is possible when communities initiate and drive their development agenda.

KCDF enhances community growth and sustainability through capacity development, community philanthropy, and local giving. We invest resources to build, strengthen, and sustain our communities' core capacities by developing thoughtful, long-term collaborations with other actors, including governments, non-profit organisations, the private sector, and individuals, to advance social justice.

People, giving and working together.

CAF

The Charities Aid Foundation (CAF) exists to accelerate progress in society towards a fair and sustainable future for all. Over the last 100 years, we have led the way in developing innovative approaches to giving. Annually, we distribute over £1 billion to social purpose organisations around the globe.

As a leading charity operating in the UK, US and Canada, alongside an international network of partners, CAF works at the centre of the giving world. We collaborate with corporate and individual donors to enable them to give more effectively, strategically and impactfully. This includes connecting them to charities globally and providing access to our in-depth sector knowledge, governance expertise and innovative giving solutions.

We help social purpose organisations to strengthen their resilience and do more of their life changing work, through strategic advisory services from our Impact Accelerator, tools to support charities' fundraising activities, and charity financial services from CAF Bank Limited and CAF Financial Solutions Limited. Using our research, policy and campaigns work, we understand and influence the wider environment for charities and donors.

Together, we give more.

The World Giving Report captures the public's attitudes and behaviours around giving in 101 countries across the world and — working with local partners — the state of the charity landscape in 27 of these countries.

- This report is one of 16 country-specific Charity Insights reports and is produced by CAF in partnership with leading social purpose organisations around the world.
- You can access all our global and country-specific insights from both donors and charities at:
 www.worldgivingreport.org

Our methodology.

The results described in this report were collected as part of the Charity Landscape aspect of the World Giving Report between March and June 2025.

All fieldwork was conducted by KCDF. Partners reached out to charities in their countries with an online survey. Sometimes, the partners encouraged responses by conducting telephone or face-to-face interviews and simultaneously (or subsequently) completing an online response that accorded to the answers given in person. Surveys were available in the predominant local language or English.

The sample collected is an indicative snapshot of charity perspectives in this country as, in most cases, there is no data on the sample universe with which to guide any sampling or post-hoc weighting.

A note on 'Charity'

Across the report, we use the words 'charity' and 'charities' to represent any organisation that works to try and improve issues that are affecting individuals, communities, animals or the natural environment, and society as a whole.

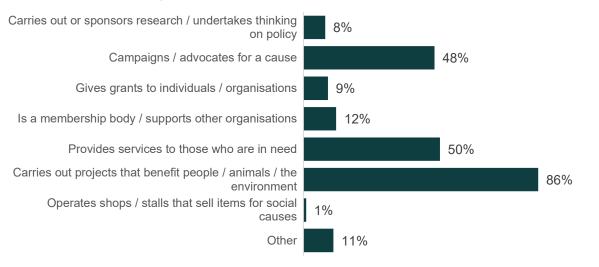
In doing so, we recognise that these terms and their definitions differ around the world, with this type of organisation also described as: non-governmental organisations (NGOs), non-profit organisations (NPOs), community organisations, social purpose organisations, associations and other names.

www.worldgivingreport.org

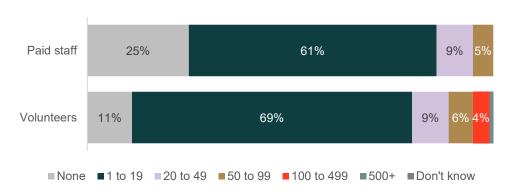


The organisations in the sample: 106 in total.

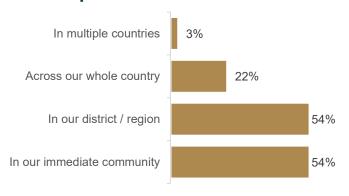
The role of the organisation:



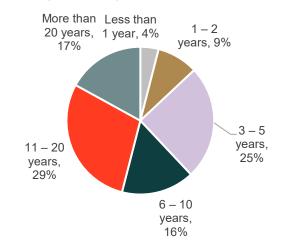
Size of organisation:



The scope of their work:



How long the organisation has operated:



The main cause area supported:

In total, 15 different main cause areas were represented within the sample, with the five most common being:

- 1. Children or young people (26%)
- 2. Environmental protection / improvement (21%)
- 3. Education (13%)
- 4. Poverty relief (11%)
- 5. Human rights / equality / diversity (9%)





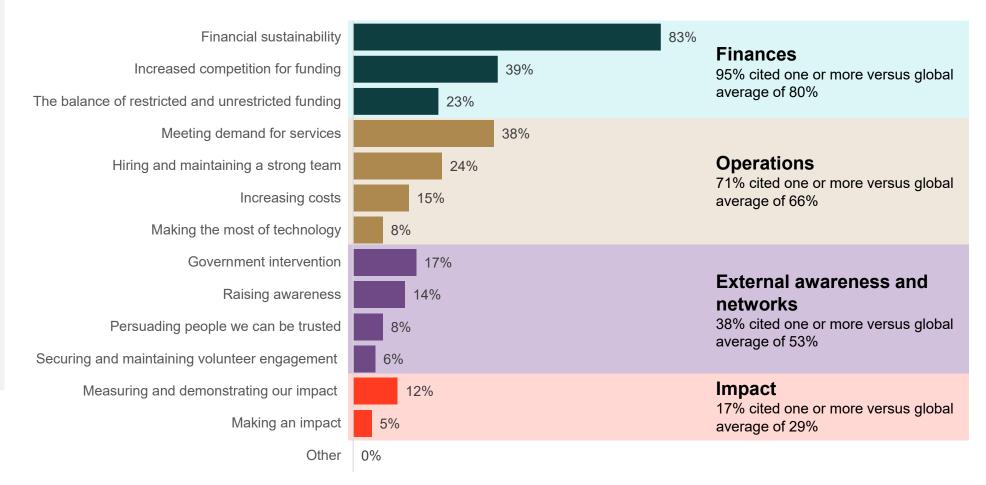
The biggest challenges for the sector.

The most pressing challenges for charities in Kenya is Financial sustainability (83%), followed by Increased competition for funding (39%) and the balance of restricted, and Meeting demand for services (38%).

Challenges such as Government intervention (17%), Raising awareness (14%), and Measuring and demonstrating impact (12%) are cited less frequently.

Overall, Finances are the biggest concern, with 95% of charities citing at least one financial challenge. Operations (71%) is the second-largest area of concern. External awareness and Impact are less frequently cited.

Q. Below is a list of challenges that charities might be facing. Please select the three that are most pressing for your organisation: (All charities answering, n = 84)



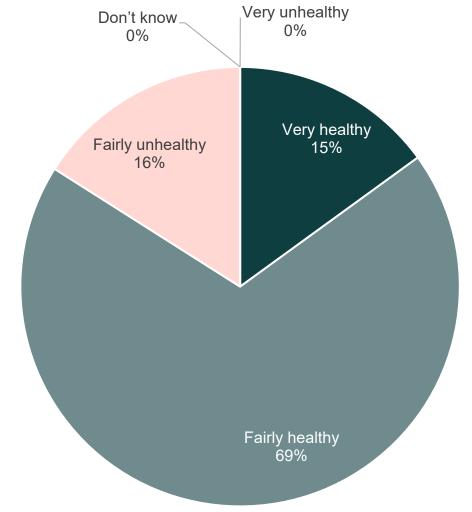
Perceptions on overall sector health.

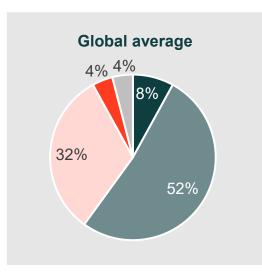
Kenyan charities are generally positive about the sector's health, with 15% rating it very healthy and 69% fairly healthy, indicating strong confidence in the sector's current state.

Fewer organisations consider it fairly unhealthy (16%), and none view it as very unhealthy.

Compared to the global average (8% very healthy and 52% fairly healthy), Kenya demonstrates higher optimism and a stronger belief in sector resilience, despite existing operational and financial challenges.

Q. Overall, would you say the charity sector in your country is... (All charities answering, n = 87)





Deep dive: sector health.

In-depth interviews with Kenyan charities revealed further insights about sector health:

"Kenya has a long-standing culture of promoting and sustaining charitable intervention in the communities. Currently, there is a proliferation of charitable organisations supporting and supplementing community development work in society. The country is undergoing a transition from CSOs to PBOs guided by a new regulation framework that is aimed at creating a more conducive environment for undertaking sustainable charity work. There is a fast-growing uptake of local fundraising strategies through consortiums, networks, partnerships and Communities of Practice to mitigate dependence on the shrinking international donor funding." **Respondent from a Kenyan charity organisation**

"Even with the exit of the USAID as a major funder, organisations are still trying to operate and continue with their activities adopting survival methods. Right now, many of us are awake to the fact that granting support may end abruptly without notice, and therefore are coming up with alternative methods of coping." **Respondent from a Kenyan charity organisation.**



Kenya's policy environment has provided a conducive environment that enables citizen and CSO participation in the different spaces created.

Demand for services.

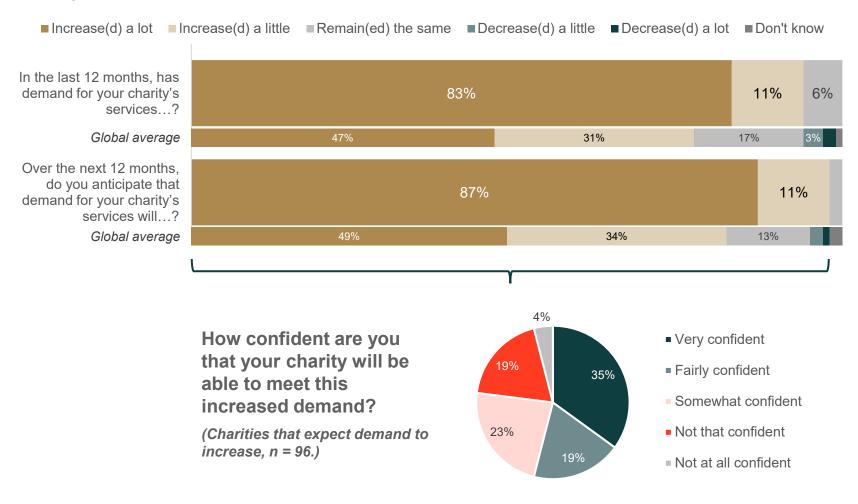
Demand for services is rising steeply in Kenya. 83% of charities reported a large increase in demand over the past 12 months — far higher than the global average of 47%.

Anticipated demand remains high in Kenya, with 87% expecting further large increases in the coming year, compared to 49% globally, showing Kenyan organisations face significantly greater pressure from growing community needs.

However, confidence in meeting this demand is mixed -35% feel very confident and 19% fairly confident, but 23% report low confidence in their ability to keep pace.

This is below the global confidence levels, suggesting that while demand is rising faster in Kenya, capacity to respond is not increasing at the same rate.





Optimism for the future.

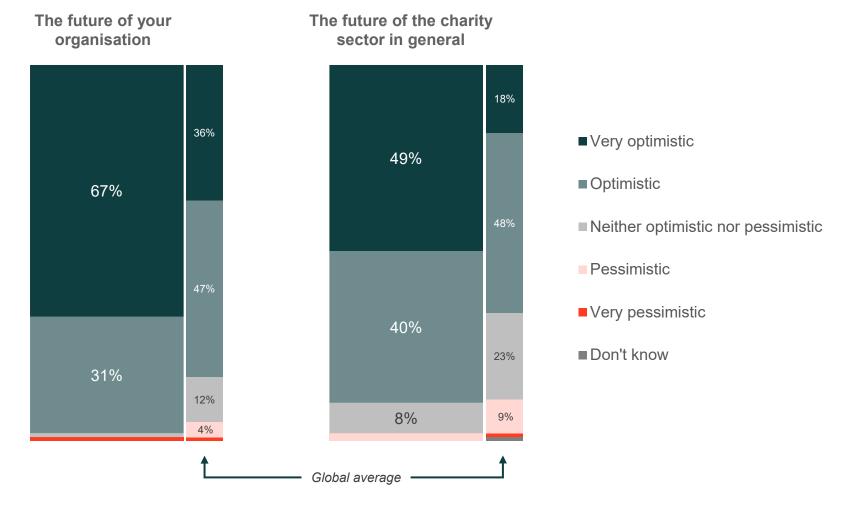
Kenyan charities remain positive about the future of their own organisations, with 67% very optimistic and 31% optimistic.

This is higher than the global average, indicating a more positive outlook of Kenyan organisations about their internal sustainability.

Views on the future of the charity sector in general are also optimistic: 49% of Kenyan charities are very optimistic and 40% are optimistic, well above the global average.

Overall, Kenyan charities are more optimistic about their own organisation than the sector, reflecting belief in their internal capacity and funding mobilisation while acknowledging the gaps that need strengthening for civil society space in general.

Q. How optimistic or pessimistic are you about? (All charities answering, n = 84)



CAF's six characteristics of a resilient charity.

Through our extensive research and advisory work with charities, we have identified six characteristics that show an organisation has the potential to be resilient.



Purpose

Understanding what the organisational purpose is, and just as importantly, what it is not.

Evidencing impact

The ability to identify and communicate the needs being met, and the impact that is having.

Well networked

Being well connected and able to get support from working in partnership with others.

Financially & operationally fit

Being financially and operationally fit with sufficient income from a diverse range of sources.

People & culture

Having the right staff and prioritising their development and wellbeing with effective leadership.

Awareness of the political, economic, local and national context. Horizon scanning for threats and opportunities.



The questionnaire included a number of questions that, when taken together, give each organisation a score for each of the six characteristics. Please see page 16 for the scores for Kenya.



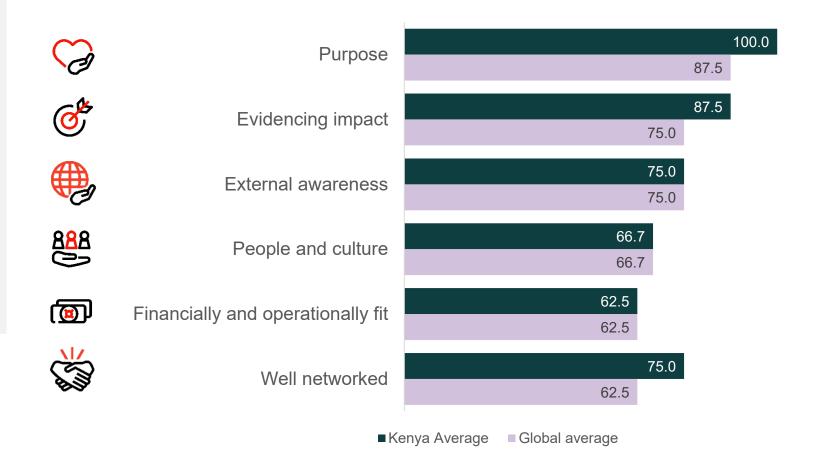
Levels of resilience.

Kenyan charities demonstrate strong resilience foundations, particularly in purpose clarity (100%), evidencing impact (87.5%) and being well networked (75%).

These strengths reflect a sector that is mission-driven and well-connected.

However, financial and operational fitness, along with people and culture, remain on par with global peers, signalling the need for continued investment in sustainable funding models and organisational capacity to fully unlock a highly resilient sector.

Resilience scores showing the median score for each aspect: (All charities answering, n = 90)





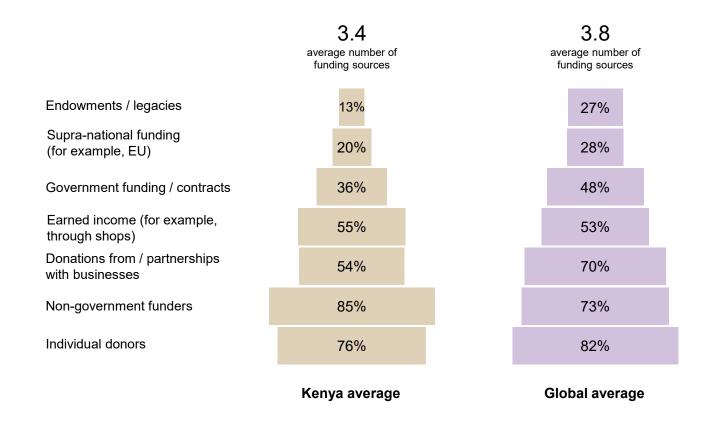
Diversity of income streams.

Kenya-based charities report an average of 3.4 funding sources, lower than the global average of 3.8.

The most common income streams are Non-government funders (85% versus 73% global average) and Individual donors (76% versus 82% global average). This indicates potential over-reliance on a few sources.

Kenyan charities show a higher reliance on Non-government donors compared to the global average, while also showing a lower reliance on Donations from businesses (54% versus 70% global average). This highlights greater potential to grow partnerships with larger organisations.

The proportion of charities that receive each type of funding: (All charities answering, n = 102.)



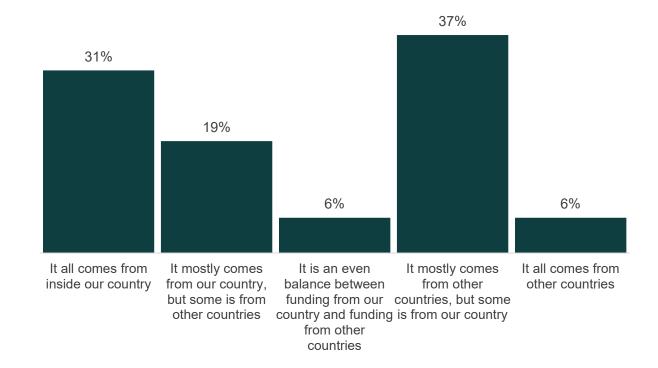
Where funding comes from geographically.

Funding for charities in Kenya is heavily reliant on sources outside the country, with 43% of charities reporting that their funding mostly (37%) or all (6%) comes from other countries.

Only 31% state that their funding all comes from inside the country, and an additional 19% report that it mostly comes from inside the country.

A small fraction, 6%, reports an even balance. This significant dependence on international funding highlights a potential vulnerability for the sector, especially in the event of international aid cuts.

Q. Geographically, where does your funding come from? (All charities answering, n = 101)

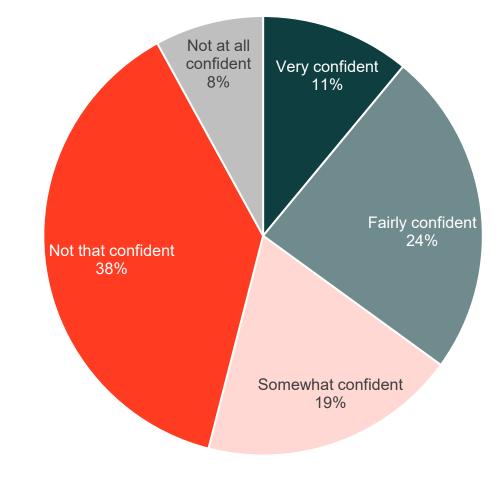


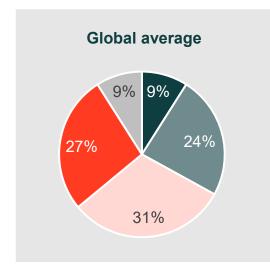
Confidence in the diversity of income streams.

Confidence in income stream diversity is low in Kenya, with a combined 46% of charities feeling Not that confident (38%) or Not at all confident (8%) in their ability to cope with a sudden funding decrease from one source.

Only 35% are Very (11%) or Fairly (24%) confident — broadly on par with the global average.

Q. How confident are you that your income streams are diverse enough to cope easily with sudden decreases from any one of them? (All charities answering, n = 106.)





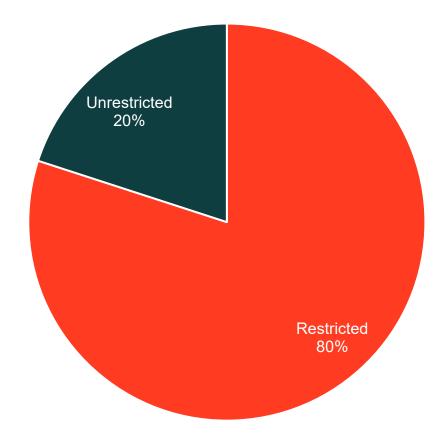
Restricted versus unrestricted funding.

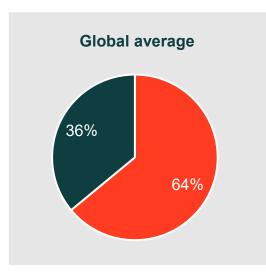
Charities in Kenya have a significantly higher proportion of restricted funding compared to the global average.

An overwhelming 80% of funding received by local charities is designated as restricted, meaning it must be spent on a specific, agreed-upon project or purpose.

This high proportion of restricted funds limits the financial flexibility and operational agility of charities, making it harder to cover essential overheads, respond to immediate crises, or invest in core organisational capacity.

Q. How much of your funding is given as 'restricted' funds (for example, only able to be spent on a specific project / purpose)? (Charities that were able to provide an answer, n = 83.)





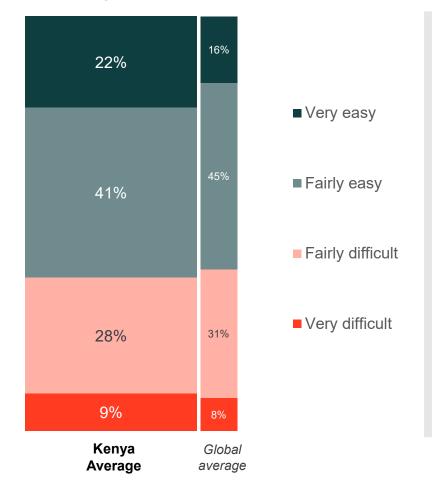
Satisfaction with their funding mix.

Kenyan charities report slightly greater ease in achieving goals with their current funding mix than the global average.

Nearly two-thirds (63%) find their funding mix either very easy (22%) or fairly easy (41%) to work with. Fewer organisations report the mix as fairly difficult (28%).

However, a notable minority (9%) continue to face significant funding constraints that limit strategic flexibility.

Q. Does this mix of funding make it easy or difficult for you to achieve your goals? (All charities answering, n = 92.)



"Kenya's charity sector is currently experiencing dynamic growth and innovation, marked by increased local giving, technological advancements such as mobile platforms such as Mpesa and online platforms enabling by crowd funding, increased private sector involvement and funding for community projects and a shift towards sustainable, community-led initiatives."

Respondent from a Kenyan charity organisation

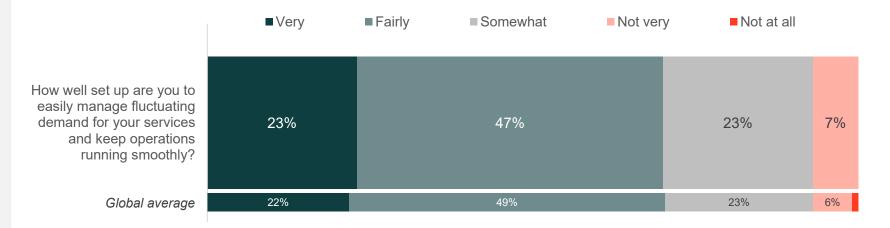
Operational fitness to meet demand.

A strong majority of Kenyan charities feel equipped to manage fluctuating demand, with 70% rating themselves very (23%) or fairly (47%) well set up to keep operations running smoothly.

This level of operational confidence is almost identical to the global average of 71% (22% very and 49% fairly), showing that Kenyan organisations perform competitively despite resource pressures.

However, 7% of charities in Kenya report being not very well set up, indicating that a small but notable proportion may struggle to respond effectively when community needs increase.

Sustained investment in systems, talent, and operational resilience will, therefore, be essential to strengthen sector readiness moving forward. How they would rate their charity (All charities answering, n = 90.)





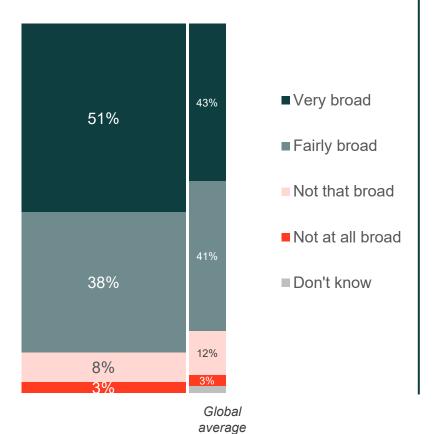
The senior team.

Kenyan charities report stronger senior leadership teams with a greater breadth of skills and a stronger strategic focus compared to the global average.

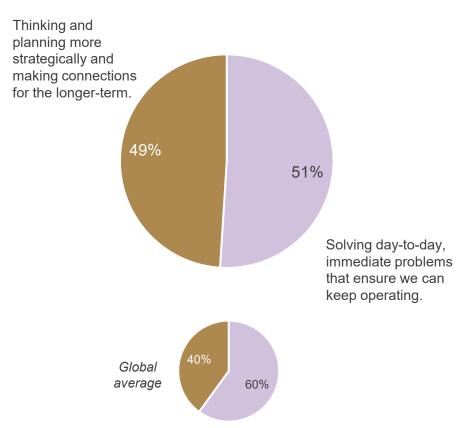
A combined 89% of charities perceive their team's skills as Very (51%) or Fairly (38%) broad, exceeding the global average of 84%.

Critically, Kenyan teams report dedicating 49% of their time to strategic planning and longer-term connections, a significantly more strategic focus than the global average of 40%. As a result, only 51% of their time is spent on immediate problem-solving, compared to 60% globally.

How broad are the skills and experience of the most senior leadership team in your organisation? In some cases, this might be your board, an external board of trustees or a C-suite team (e.g. CEO, CFO, etc.) (All charities answering, n = 90.)



Roughly speaking, what proportion of time does your senior team spend on each of the following? (All charities answering, n = 88.)



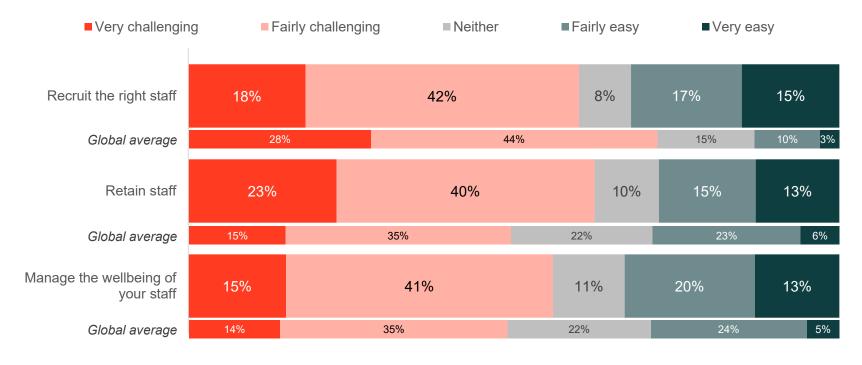
Recruitment and retention.

The challenge of recruiting the right staff is lower in Kenya in comparison to the global average.

However, retaining employees is perceived as significantly more challenging locally.

While managing staff wellbeing is found challenging by 56% of Kenyan charities (versus 49% globally), Kenyan charities are also more likely to find it Very easy to manage the wellbeing of staff (13% compared to the 5% global average).

How challenging is it to do the following? (All charities answering, n = 88.)



Strength and depth of the team.

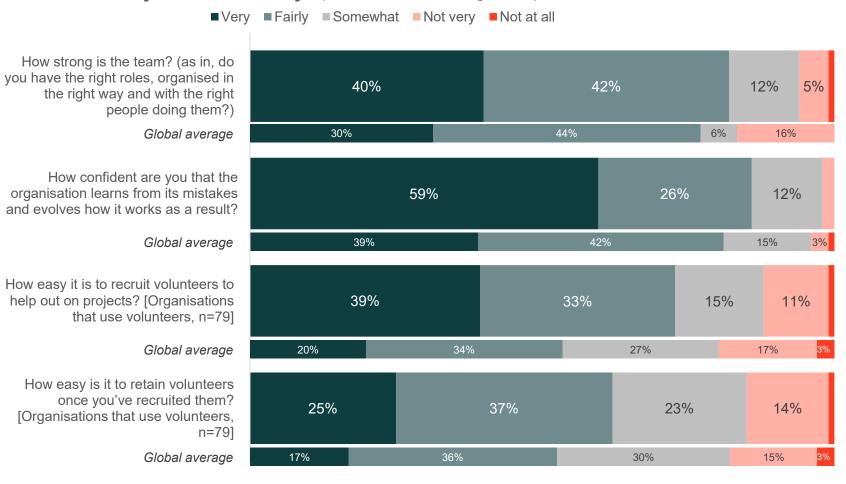
Charities in Kenya report stronger teams and greater ease with volunteer management compared to the global average.

A combined 82% of local charities rate their team as Very (40%) or Fairly strong (42%) in terms of having the right people and roles, which is higher than the 74% global average.

Confidence in the organisation's ability to learn from mistakes and keep evolving is also very high, with 85% of local charities feeling Very or Fairly confident, slightly above the 81% global figure.

A significant advantage is seen in volunteer management: 72% of local charities find it Very or Fairly easy to recruit volunteers, far surpassing the global average of 54%. Retaining volunteers is also easier locally, with 62% finding it Very or Fairly easy, compared to 53% globally.





Deep dive: the importance of the right people.

Transform Empowerment for Action Initiative (TEAM)'s success in advancing citizen engagement and good governance stems from investing in its own people and systems. Through KCDF's *Giving for Change* programme, the organisation has strengthened capacity in governance, financial management, and advocacy, enabling the design and delivery of impactful initiatives like the *Huduma Mashinani* model and the Kisumu Community of Practice.

By building the right team and fostering collaboration with government actors, civil society, and the media, TEAM has influenced key county policies on Access to Information, SGBV, and ECDE. KCDF's support in institutional strengthening, such as training, development of internal policies, and use of tools like QuickBooks, has enhanced accountability, transparency, and confidence among partners.

This internal growth has allowed TEAM to flourish externally, inspiring inclusive participation, improving public service delivery, and proving that when an organisation invests in its people, it builds the foundation for lasting impact.



TEAM staff members and community members having a discussion on their policy work, at their head office in Kisumu County.



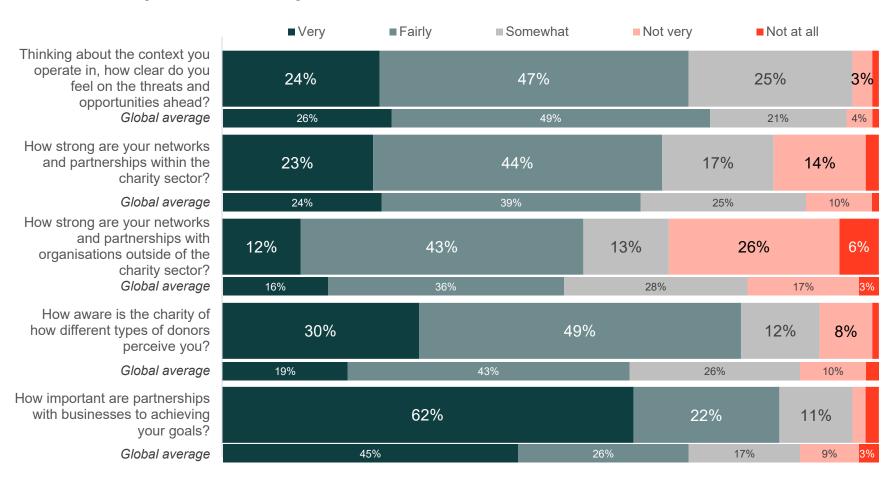
External awareness and partnerships.

The Kenyan charity sector reports slightly less clarity on the threats and opportunities ahead (71% Very/Fairly clear) compared to the global average (75%).

Critically, Kenyan charities feel significantly more aware of how different types of donors perceive them (79% Very/Fairly aware) compared to the global average (62%).

They also view partnerships with businesses as overwhelmingly more important, with 84% rating them Very/Fairly important in achieving their goals, in contrast to 71% globally.

How would they rate their charity? (All charities answering, n = 90-93.)



Trustworthiness of charities.

Kenyan charities tend to underestimate how much the public trusts them, particularly at the local level.

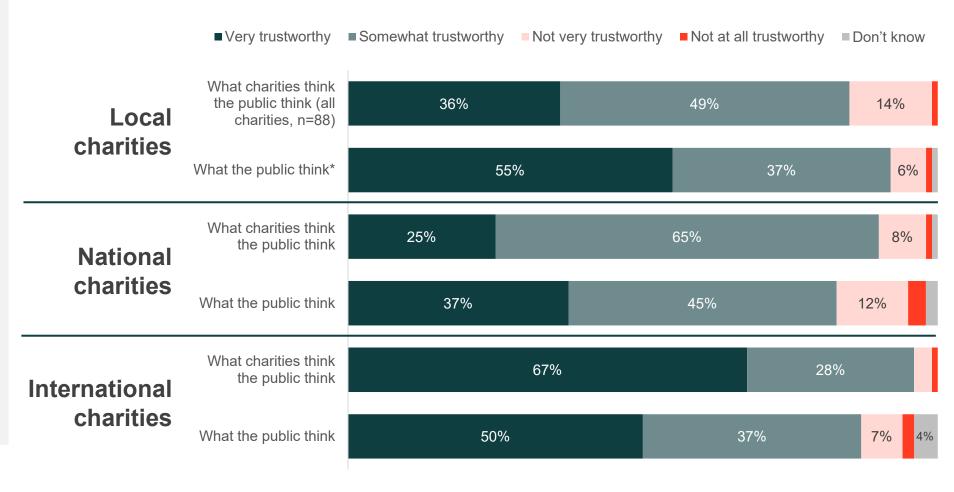
While charities believe only 36% of the public see local charities as Very trustworthy, the public rating is significantly higher at 55%.

A similar perception gap exists for national charities.

Interestingly, for international charities, the perception is reversed: charities think they are viewed more positively (67% Very trustworthy) than the public actually reports (50%).

Across all charity types, the public holds generally favourable views, though trust decreases slightly as organisations operate further from the community.

What charities think the public thinks, and what does the public actually think?



^{*}Data from CAF World Giving Report – Donor Insights, 2025.

Deep dive: building trust.

Through strong community mobilisation, Emali Dedicated Children's Agency (EDCA) and the Itaava Self-Help Group, from Makueni County in Kenya, built trust by engaging local residents in fundraising, project planning, and implementation. This approach fostered a sense of trust and ownership for community projects. Their collective contribution of labour, materials, and time, provided by 273 community volunteers, fostered a sense of ownership and confidence in their ability to drive change.

This collaboration, supported by KCDF through the Giving for Change Programme, strengthened accountability and partnership within the community.

As a result, a 2km water pipeline was successfully constructed, providing clean and reliable water to over 1,500 residents and two schools, reducing long distances for water collection and lowering operational costs. The sustained trust and engagement have also enabled climate-smart agriculture training, environmental conservation efforts, and enhanced livelihoods.

Ultimately, this initiative has demonstrated the power of local philanthropy, empowering the community to believe in and invest in its own development.



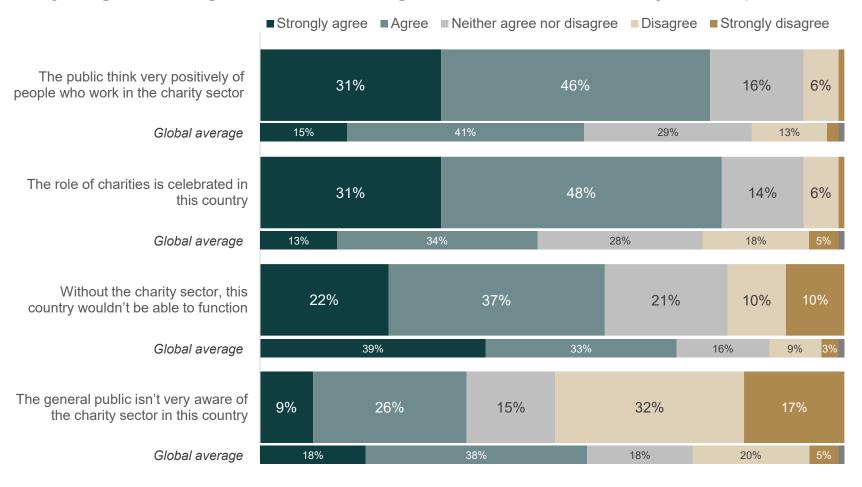
A community water kiosk at Itaava Market, which serves over 1,500 residents with reliable access to clean water.

Charities' perceived role and reputation.

Charities in the country hold a significantly more positive perception of their role and reputation compared to the global average.

A combined 77% of local charities Strongly agree or Agree that the public thinks very positively of people who work in the charity sector, which is substantially higher than the global average of 56%. Similarly, 79% in Kenya feel that the role of charities is celebrated, compared to only 47% globally.

While charities are positive about public awareness, they are less likely to believe the sector is indispensable. Do you agree or disagree with the following statements about the charity sector? (All charities answering, n = 87.)



Overall influence of government on charities.

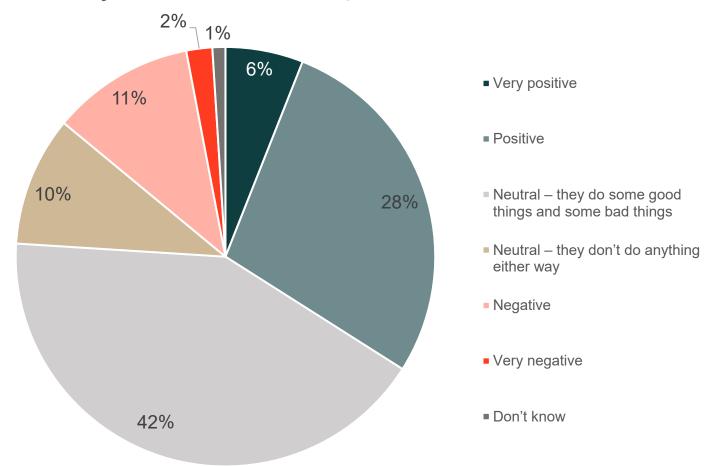
Kenyan charities generally view the Government's influence on the sector more positively than the global average.

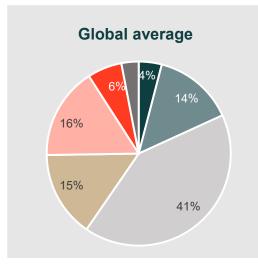
A third (34%) rate the Government's role as positive or very positive, compared to 18% globally, suggesting a greater sense of support or alignment.

The majority take a natural position while fewer Kenyan organisations rate the influence as negative or very negative.

This indicates relatively lower friction between the sector and public authorities. While some uncertainty remains, overall sentiment points to a more constructive government-charity relationship in Kenya than seen globally.

Overall, do you think the Government is a positive or negative influence on the charity sector? (All charities answering, n = 83)





Specific opinions on the role of government.

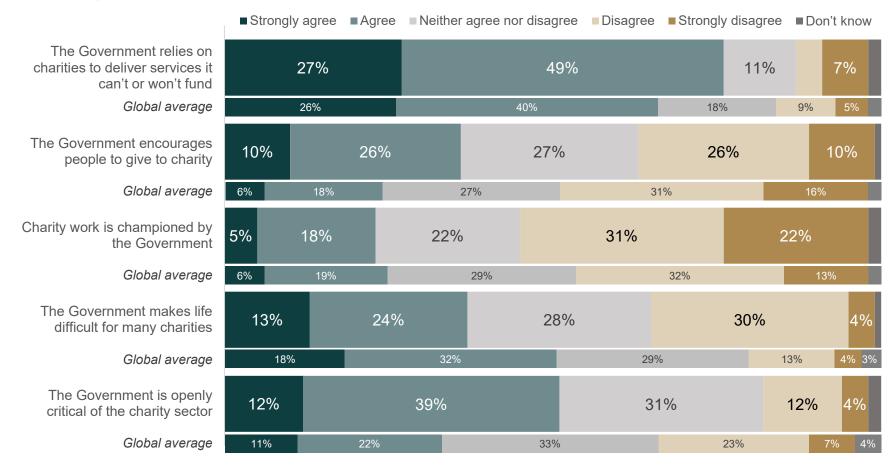
Kenyan charities perceive a strong dependency relationship with the Government, with 76% agreeing that Government relies on charities to deliver services it cannot or will not fund, higher than the global average of 66%.

At the same time, charities in Kenya are more likely to feel publicly criticised by the Government, with 51% agreeing that government is openly critical of the sector, compared to 33% globally.

Despite this, fewer Kenyan organisations (37%) believe that government makes life difficult for charities compared to 50% globally, suggesting mixed but manageable regulatory pressure.

Additionally, 36% of charities in Kenya agree that government encourages people to give, indicating pockets of positive engagement that could be further strengthened.

Do you agree or disagree with the following statements about the Government's involvement in the charity sector? (All charities answering, n = 84.)



Effectiveness of regulation.

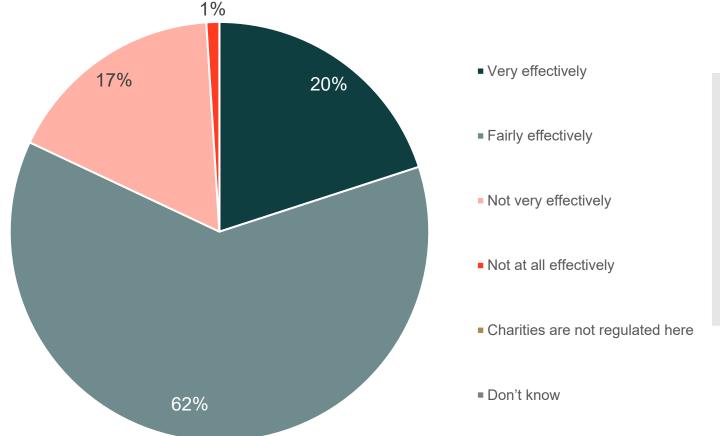
Kenyan charities report a generally more favourable view of regulation effectiveness compared to global peers.

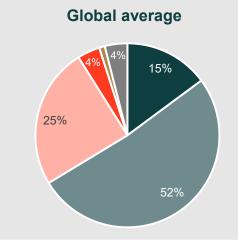
82% believe the sector is regulated very effectively (20%) or fairly effectively (62%), significantly above the global average of 67%.

Only 17% feel regulation is not very effective, compared to 25% globally, and almost none view it as completely ineffective.

Unlike some other contexts, all respondents confirmed that charities are regulated, and none expressed uncertainty, a positive indication of regulatory clarity and awareness in the Kenyan sector.

Overall, how effectively do you think charities are regulated in your country? (All charities answering, n = 84.)







Clarity of purpose.

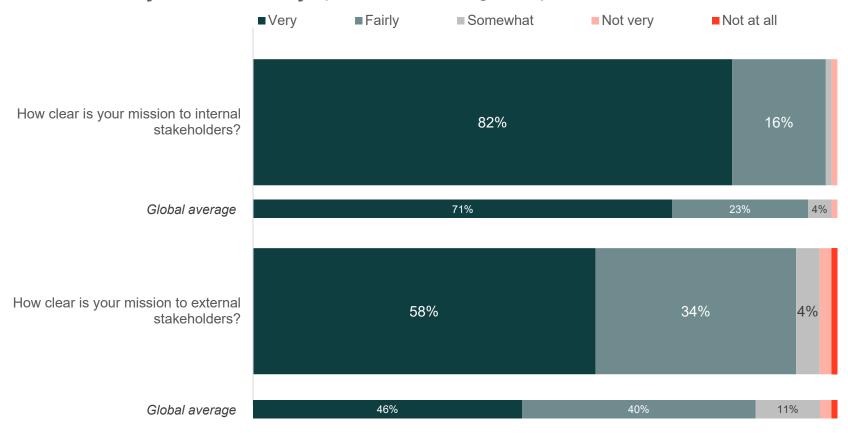
Kenyan charities demonstrate a strong sense of organisational purpose, particularly internally.

82% report their mission is very clear to internal stakeholders, notably higher than the global average of 71%, indicating strong alignment within teams.

Clarity among external stakeholders is also comparatively strong, with 58% rating their mission as Very clear versus 46% globally. While a small proportion still report only partial clarity externally,

Kenyan charities overall show stronger communication of their purpose both inside and outside the organisation than their global peers, reinforcing mission-driven identity across the sector.

How would they rate their charity? (All charities answering, n = 93.)



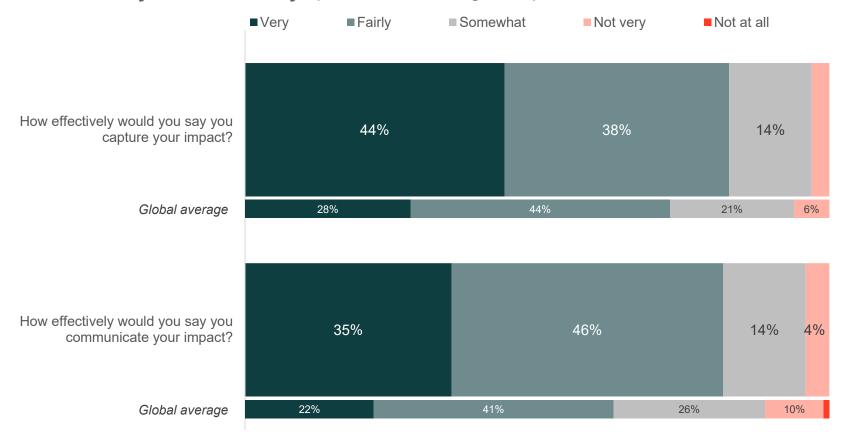
Translating purpose into impact.

Charities in Kenya report significantly higher effectiveness in both capturing and communicating their impact compared to the global average.

A combined 82% (44% Very, 38% Fairly) of local charities feel they effectively capture their impact, a stark difference to the 72% globally.

This lead is sustained in communicating that impact, with 81% (35% Very, 46% Fairly) of Kenyan charities reporting effective communication, which is notably higher than the global figure of 63%.

This shows Kenyan charities are more confident and proficient in translating their purpose into measurable and shareable results. How would they rate their charity? (All charities answering, n = 91.)



Deep dive: communicating purpose and impact clearly.

Nguzo Africa, a non-profit based in Narok County in Kenya, has effectively communicated its mission of environmental sustainability by engaging communities in meaningful action, planting trees, conserving nature, and fostering local philanthropy. This has been possible through capacity strengthening from KCDF, funded by I&M Foundation and MOTT Foundation.

Clear messaging through initiatives like the Mau-Mara Run has rallied families, schools, and leaders around a shared vision, raising KES 1 million and supporting the planting of over 150,000 trees across 55 schools and public spaces. Their storytelling highlights results people can see and feel: restored landscapes, improved livelihoods, and empowered communities. Strengthened governance, digital visibility, and partnerships with local government have further built trust and accountability, helping them attract both local and global support.

By consistently showcasing progress and purpose, Nguzo Africa continues to mobilise more families, secure more resources, and expand its goal to grow 10 million trees in 10 years, proving that when communities understand the impact they create, transformation accelerates.



Elizaphan Ogechi, Executive Director, Nguzo Africa. Planting a tree with the local community members.



Civil society in Kenya.

Kenya's Civil Society is dynamic, trusted, and impact-driven, demonstrating strong strategic capacity, credibility, and innovation. Local organisations like EDCA, Nguzo Africa, and TEAM showcase how community trust, strong internal systems, and effective communication drive transformative change.

Their success stories, ranging from community-led water access, environmental conservation, and local philanthropy to inclusive governance, reflect a thriving sector empowered by KCDF's capacity strengthening and partnership support. Sector data confirms this strength: Kenyan CSOs outperform global peers in strategic planning (49% versus 40%), impact communication (81% versus 63%), and public trust (55% Very trustworthy).

Yet, challenges remain in staff retention and navigating critical government relations. KCDF's future vision, Flourishing and Resilient Communities, calls for: Deepening local philanthropy to turn public trust into sustainable local giving. Strengthening institutional capacity and talent retention through continuous learning and governance excellence. Fostering diverse partnerships to build financial resilience and amplify social impact.

Together, these efforts position KCDF and its partners as catalysts for a self-sustaining, accountable, and resilient civil society in Kenya.



Civil Society Organisations that have undergone capacity strengthening support — Change the Game Academy Refresher training.

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