



Breakout Session

Successful Funding of World Community Service Projects with Funding from Other Sources

E. Adedolapo Lufadeju (moderator): Co-funding of Rotary projects since 1995

Robert Zinser: How to get funds from other sources – examples and tips

Bill Ryerson: Some advice for Rotary to get more funds from other sources

Paul Ugalde: Blueprint for Successful Fundraising Operation



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E. Adedolapo Lufadeju:

Experiences with co-funding of Rotary projects since 1995

- got funds from other sources for pilot projects
 - scaling up with of funds from Packard foundation and EU

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No funds – no projects – no change

- Funds from other sources crucial for Rotary projects
- Success of Maternal Health Project not possible without co-funding from other sources
- Successfully applying for funds requires good applications
 - ➔ writing down a project plan also leads to:
 - forcing you to get your ideas into a practicable project
 - checking and improving your project plan
 - developing effective measures and good indicators

EU funding

Trend: EU gives funds directly to developing countries

 challenging – we should exploit these opportunities!

District 9125 already applied twice for EU funds

→ first application: not successful

→ second application: still pending (but hopeful!)



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How to get funds from other sources – examples and tips

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“Area of Focus”: To get funds from other sources

- Rotarians are volunteers - other NGOs have paid staff
- Paid staff of other NGOs elaborate grant applications, get funds - also financing them
- Focus on co-funding - using grant programs
 - ➔ write applications for funds
 - ➔ do not leave funds (completely) to other NGOs
 - ➔ build up partnerships with clubs/districts
 - ➔ get informed about funding programs/calls
 - ➔ contribute to better use of Rotary’s unique network

Examples of Rotary projects with funds from other sources

- Since its beginning RFPD gets funds from other sources

MG Pilot Projects “Child Spacing, Family Health, AIDS Education” in Kaduna, northern Nigeria

Co-funded by: **German government**

1995

3-H project “Child Spacing, Family Health, AIDS Education”
in 6 States in northern Nigeria

Co-funded by: **The David and Lucile Packard Foundation + EU**

2000

-
2007

MG project “Reduction of maternal mortality”
in 2 States in northern Nigeria

Co-funded by: **German government + Aventis Foundation**

2005

-
2010

- All in all, our projects got co-funded with about 5 Million US\$
(cash and in kind)

Funds from other sources for projects - directly to Rotary in developing countries

- **“Partnerships with European NSA will have a definite added advantage”** (EU guideline for proposals)

Problem:

- ➔ very little experience in international clubs/district
- ➔ even less experience in host clubs/districts yet

Example of 'Calls for Proposals'

India: Deadline for applications 16.08.2010, budget: 4,348,905 €

Program: “Water for good health and sustainable livelihood”

Duration: 4-5 years

Objectives:

- promote **water conservation**
- increase **water use efficiency** in agriculture
- promote **clean drinking water and sanitation** to reduce waterborne diseases and to help prevent malnutrition

Size of grants:

- minimum amount: EUR 500,000
- maximum amount: EUR 1,000,000

Important tools / forms

- Large co-funding institutions initially request:
 - concept note – see example
 - logical framework – see form
- requires to submit a professional project competing with others
- continuously applying for such funds improves Rotary projects
- ➔
- ➔ make sure to answer all questions clearly and precisely
- don't let your application get rejected due to non-compliance with the requested form

CONCEPT NOTE FORMAT

- 4 sections to be answered on max. 4 pages

1. Summary of the action

1.1 *Brief description of the proposed action.*

2. Relevance:

2.1 *How relevant is your proposal to the needs and constraints of the target country(ies) or region?*

2.2 *What are the problems to be resolved and the needs to be met?*

2.3 *Who are the actors involved (final beneficiaries, target groups)?*

2.4 *What are the objectives and expected results?*

2.5 *What is the added value of the action (what adds the action by reference to (central or local) government action and actions implemented by non state actors)?*

3. Methodology and Sustainability:

3.1 *What are the main project activities?*

3.2 *Who will be your main implementing partners, what is the length of your relationship with them and how will they be involved in the project?*

3.3 *How will the project achieve sustainability?*

3.4 *Will it have multiplier effects?*

4. Operational capacity and expertise:

4.1 *What is the experience of your organisation in project management?*

4.2 *What is the experience of your organisation and your partner(s) of the issues to be addressed?*

Logical Framework for the project

LOGICAL FRAMEWORK

	Intervention logic	Objectively verifiable indicators of achievement	Sources and means of verification	Assumptions
Overall objectives	<i>What are the overall broader objectives to which the action will contribute?</i>	<i>What are the key indicators related to the overall objectives?</i>	<i>What are the sources of information for these indicators?</i>	
Specific objective	<i>What specific objective is the action intended to achieve to contribute to the overall objectives?</i>	<i>Which indicators clearly show that the objective of the action has been achieved?</i>	<i>What are the sources of information that exist or can be collected? What are the methods required to get this information?</i>	<i>Which factors and conditions outside the Beneficiary's responsibility are necessary to achieve that objective? (external conditions) Which risks should be taken into consideration?</i>
Expected results	<i>The results are the outputs envisaged to achieve the specific objective. What are the expected results? (enumerate them)</i>	<i>What are the indicators to measure whether and to what extent the action achieves the expected results?</i>	<i>What are the sources of information for these indicators?</i>	<i>What external conditions must be met to obtain the expected results on schedule?</i>
Activities	<i>What are the key activities to be carried out and in what sequence in order to produce the expected results? (group the activities by result)</i>	Means: <i>What are the means required to implement these activities, e. g. personnel, equipment, training, studies, supplies, operational facilities, etc.</i>	<i>What are the sources of information about action progress?</i> Costs <i>What are the action costs? How are they classified? (breakdown in the Budget for the Action)</i>	<i>What pre-conditions are required before the action starts? What conditions outside the Beneficiary's direct control have to be met for the implementation of the planned activities?</i>

The need for professional projects

'Areas of focus' in TRF Future Vision Plan require

 **professional** projects

TO DOs:

- Comprehensive needs assessment before starting the project
- Develop your projects around internationally important topics
(e.g. UN Millennium Development Goals)
- Host/international clubs/districts must have reliable contact
- Respond to calls, contact foundations
- Write structured and carefully thought out applications



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