

African Partners Workshop 26–28 October 2020

Session: Fundraising

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Overview of ongoing externally funded projects

Funder	Project name	Period	Contract value (Euro)	Partners
McKnight Found.	FaReNe II	2019-2021	180,000	Mali, BF
Misereor, Germany	SULCI-FaNS	2019-2022	839,000	Cameroon, BF, Kenya, Ghana, IST
Nuffic, NL	Practical Application of PID	2019-2020	74,150	Moz and IST
Misereor	Proli-GEAFaSa	2020-2022	450,000	Senegal, BF, IST
Nuffic, NL	Promoting women & youth innovation	2020-2022	381,355	Ethiopia, Sudan, IST, South Sudan

Overview of ongoing externally funded projects – 2

Funder	Project name	Period	Contract value (Euro)	Partners
Misereor, Germany	Ethnoveterinary innovation	2019-2022	500,000	Ghana
BMEL, Germany	NaviNut	2020-2023	1,090,000	Kenya, Benin, IST, DITSL
Nuffic, NL	Training ATVET teachers in LI/PID	2020-2022		Benin, Senegal, IST (to form CP in Benin)
TOTAL			3,514,505	9 CPs and IST

Analysis of current external funding

CPs that have received external funding

- Ghana (2 projects)
- Senegal (1 project)
- Kenya (3 projects)
- Burkina Faso (3 projects)
- Mali (1 project)
- Mozambique (1 project)
- Sudan (1 project)
- Cameroon (1 project)
- Ethiopia (1 project)

Donors

- Misereor, Germany
- Nuffic, Netherlands
- McKnight Foundation, USA
- BMEL (German Federal Ministry of Food & Agriculture), Germany

In the pipeline

- a) EU Horizon 2020 – BioSol4Rural** (South Africa, Kenya, Uganda, Tanzania, Senegal, Ghana) – EU Horizon 2020 (with Univ. of Hohenheim, Germany)
- b) GCRF (UK)** – Kenya and Senegal (with Prolinnova–UK and IST)
- c) K Vann Rasmussen Foundation USA** – Kenya, Uganda and IST (with A Growing Culture/AGC)
- d) Packard Foundation USA** – Kenya and Uganda

CPs that submitted a country proposal in the past year

- a) Kenya – 3 proposals (Cities Alliance; MBR Initiative for Global Prosperity; P4GG)
- b) Cameroon – 1 proposal (Packard Foundation)
- c) Uganda – 1 proposal (EU Horizon 2020)
- d) Any others???

Observations on fundraising

- a) Some but limited initiatives from CPs to fund activities
- b) Often lack of interest to respond to funding opportunities circulated by SRCs/IST
- c) Tendency to depend on international donors
- d) Few creative initiatives to fund Prolinnova work through different channels, also in-country
- e) Sometimes unrealistically high costs quoted when budgets are made for multi-CP proposals
- f) No spontaneous CP–CP collaboration for acquisition

Trends in donor funding

- Covid-19 is putting pressure on “donor” countries – need to fund domestic issues
- Constantly changing priorities of donors, also connected to SDGs (climate mitigation; green/circular economy, gender transformation etc)
- Traditional bi- and multilateral donors giving less; to limited no. of countries (Sahel is popular due to issue of migration to Europe)
- Private “big” philanthropic orgs (mainly US-based) playing a more prominent role (often only by invite)

Trends in donor funding – 2

- Small philanthropic orgs giving less as they depend on citizens' donations
- Private sector playing a larger role (not only CSR, but impact investment, PPPs etc)
- Increase in middlemen entities (between big donors and non-profits)
- Rich individuals give to “pet” projects (only by invite)
- Social enterprises as funders
- Crowdfunding
- Millennials active in philanthropy (e.g. GiveWell)
- Fundraising becoming more competitive & difficult

GROUP ASSIGNMENT (30 MINUTES)

1. Develop one innovative idea to raise funds for a Prolinnova activity that does not depend on international donors. (The group will further develop this idea and seek the funding in the coming year.)
2. Decide who in the group will coordinate the proposed project.
3. Prepare 1 PPT slide with your idea and decide who in the group will present in the plenary.