

DEVELOPING AND ENHANCING DONOR PARTNERSHIPS

DIVERSIFYING YOUR UNA'S FUNDING BASE AND DEVELOPING
PARTNERSHIPS WITH POTENTIAL DONORS
WFUNA 40TH PLENARY ASSEMBLY

GOVERNMENTS

Focus of Research

- Ministry of Foreign Affairs
- Development Cooperation Department
- Organization for Economic Co-operation and Development (OECD)
 - Comprised of 34 member countries
 - Committed to global development
 - OECD Development Assistance Committee (DAC): DAC is comprised of 24 members: donor countries and multilateral organizations
- Embassies/Consulates/Permanent Missions of DAC countries

Approach and Follow-Up

- Send email/ arrange for call/meeting in order to ensure most current funding priorities
- Be aware of strict guidelines for monitoring and evaluation of program if government funds your program

FOUNDATIONS

Focus of Research

- Familiarize yourself with your competition
- Research non-profits who engage in similar work as your UNA: what types of organizations/funding bodies support them?



wfuna

World Federation of United Nations Associations

WFUNA
1 United Nations Plaza
Room 1177
New York NY 10017
USA

FMANU
Palais des Nations
Room E4-2A
1211 Geneva 10
Switzerland

On-line databases

- Foundation Center based in New York, New York provides a searchable database for foundations. Please note: Foundation Center may require a fee and many of these foundations are based in USA
- European Foundation Center

Approach and Follow-Up

- Email/ Arrange for meeting with appropriate program officer
- RFP (Request for Proposal) or LOI (Letter of Inquiry)

CORPORATIONS

Focus of Research

- Company sponsored foundation
 - Separate legal entity
 - Can be private foundations or public charities
- Corporate giving direct program
 - Employee matching and in-kind gifts
 - Are not separate legal entity
 - Can fund programs outside of company foundation guidelines→ more flexibility

Approach and Follow-Up

- Look into CSR website→ extensive research in company funding priorities
- Be able to demonstrate what benefits company will receive from partnership