

# **Guide to Resources for NGOs and Other Organizations of Civil Society**

**Small Grants Program, Social Development Department,  
World Bank  
International Youth Foundation**

**2003**

The second edition of the document was prepared in partnership between the Small Grants Program of the World Bank and the International Youth Foundation. It is not a formal publication of the World Bank.

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Copies of this document are available from the World Bank website: [www.worldbank.org/smallgrantsprogram](http://www.worldbank.org/smallgrantsprogram) and [www.worldbank.org/participation](http://www.worldbank.org/participation)

The **Small Grants Program** is managed by the Participation and Civic Engagement Group, Social Development Department and funded by the Development Grant Facility of the World Bank. Since 1983, it has provided funding to civil society organizations to promote dialogue and dissemination of information on development and to enhance partnerships with key players in the development arena. The purpose of the Program is to support activities related to civic engagement for the empowerment of marginalized and vulnerable groups. Funding to civil society organizations is provided through participating World Bank Country Offices.

The **International Youth Foundation** (IYF) was established in 1990 to bring worldwide support to the many exceptional local efforts that are changing young lives in every corner of the globe. Through great progress has been made in keeping more children alive, an even greater number are growing up with little education, job training, productive employment—or hope. Yet in many communities around the world, innovative programs and practices have been developed to meet these urgent needs. IYF is dedicated to increasing the effectiveness, scale, and sustainability of these proven approaches. It does so by drawing on the expertise of a worldwide network of Partner organizations to ensure that the best programs are identified and expanded. In its work with more than 160 companies, foundations, bilateral and multilateral agencies, and nongovernmental organizations worldwide, IYF is focused on building in-depth strategic partnerships among the business, public, and civil society sectors.

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## PREFACE

The World Bank acknowledges the importance of the engagement of civil society in development. In order for organizations to facilitate their involvement in development, the **Small Grants Program** has produced this publication in partnership with the International Youth Foundation. This publication is a web-based guide to technical and financial resources for NGOs and other organizations of civil society<sup>1</sup>. The second version of this popular publication is in response to the demand for NGOs and other organizations of civil society for a one-stop source to information about funding for development projects.

The Small Grants Program is one of several facilities or programs supported by the World Bank that provides grants to NGOs and other organizations of civil society. The purpose of the Small Grants Program is to provide funding through participating World Bank Country Offices to activities that support the civic engagement of marginalized and vulnerable groups. Since the Small Grants Program is not able to support many worthwhile projects, we have produced this Guide to help organizations that are engaged in development.

The Guide is in three parts. The Introduction provides a brief overview of how to think strategically about the sustainability of an organization in preparation for resource mobilization. Part I: Grant Resources Supported by the World Bank for NGOs and Other Organizations of Civil Society is a description of grant facilities that are linked to the World Bank. Part II: Other Resources for NGOs and Other Organizations of Civil Society provides web-site links to sources of technical and financial assistance. Please note that inquiries regarding these sources should be addressed directly to the organization in question, not to the World Bank. Website links may also change.

I would like to acknowledge the work of Jack Boyson, Director of Technical Support Services, International Youth Foundation for his work on the Introduction and Part II of the publication; Yuki Niimura of the World Bank (ECFA Fellow) for her work on Part I and the editing of the publication; and Yumi Sera, Small Grants Program Coordinator, for her supervision and production of the publication.

On behalf of the Small Grants Program, I hope that this resource proves to be helpful for your work in development and helps to connect you to people, organizations, and resources across countries.

William Reuben  
Co-Chair, Small Grants Program Steering Committee  
Civil Society Coordinator, Social Development Department, World Bank

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<sup>1</sup> The publication uses NGOs (non-governmental organizations) and CSOs (civil society organizations) throughout the document usually depending on how the programs have used these terms.

## **INTRODUCTION: THINKING STRATEGICALLY ABOUT SUSTAINABILITY<sup>2</sup>**

This introduction provides information on how to think strategically about sustainability in preparation for mobilizing resources. Before embarking on a campaign to mobilize resources, an organization may want to consider some of these points.

### **What is sustainability?**

As resources become more limited and demand increases, the topic of how to sustain a program is of utmost importance. The pathway of moving a program toward sustainability is not an easy one—there are no quick solutions and it takes a concerted, deliberate effort to achieve sustainability.

There are different interpretations regarding the meaning of the word “sustainability.” Most professionals define the word in terms of financial sustainability: *diversifying revenue streams so as not to become overly dependent on a limited number of funding sources.*

### **How would you know if a program is financially sustainable or not?**

To determine if a program is financially sustainable<sup>3</sup>, ask the following questions:

1. Does the program have diverse funding sources so it is not to be overtly dependent on a single fund source?
2. Is there mutual respect, knowledge and integrity between the staff of the program and its funders?
3. Does the program’s staff communicate with its major donors on an ongoing basis to address fiscal or implementation issues or challenges?
4. Does the program attract, create, and sustain new resources by continuously seeking potential funding from a variety of sources, not only international, but also domestic?
5. Are appropriate financial controls established and followed within the program?
6. Do independent auditors conduct financial audits and reviews at regular intervals?

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<sup>2</sup> This section was written by Jack Boyson, Director of Technical Support Services, International Youth Foundation.

<sup>3</sup> From *Profiles in Organizational Effectiveness for Nonprofits*, a report by the Ewing Marion Kauffman Foundation, 2001

7. Are financial crises are managed (unpredictable events that are the result of circumstances beyond the control of the management of the program)?
8. Has the program's leadership, as a matter of policy, established a reserve fund sufficient to cover the program's operating expenses for a planned period of time?

### **Is sustainability only about income?**

In order for a program to be truly sustainable over a long period of time, it needs to have:

- Clearly defined realistic goals and objectives;
- High quality delivery of services or products;
- Impacts and outcomes that are highly valued by key stakeholders;
- Leadership and staff that are consistently competent;
- An eagerness to interact with affinity organizations;
- Ability to engage in multi-sectoral partnerships;
- A positive image that is recognized by the public;
- Transparent and accountable;
- An enabling legal, political, and social environment; and
- Diversified revenue streams.

As you can see, sustainability is really about a lot of what goes on within a program—how it carries on its work, the quality of its relationships with a variety of stakeholders, and how it is perceived.

### **Besides financial sustainability, are there other types of sustainability?**

Besides financial sustainability, there are at least three other types of sustainability:

1. **Benefits sustainability**—the continuation of benefits that result from the service delivery of a program. The source of those benefits may change (i.e., the government takes over from an NGO as the service provider), but the benefit is still available because of demand.
2. **Programmatic/institutional sustainability**—building the internal capacity of a program by attracting competent leadership and staff and developing their technical

competencies; and being entrepreneurial, flexible, and adaptable to changing internal and external conditions.

3. **Political sustainability**—gaining government and community support and participation in the program; networking and collaborating with other affinity organizations; and in engaging in multi-sectoral partnerships.

### **How are strategic planning and sustainability linked?**

Programs that are successful at sustainability use strategic planning to understand where they are, where they want to go, how they will get there, and how they are making progress. They generally have the answers to four key questions about financial sustainability<sup>4</sup>:

#### **Question 1: Where is the program now in terms of its financial sustainability? What are the challenges and opportunities to becoming more financial sustainable?**

##### **Look at:**

The program's purpose and goals;  
Current key stakeholders;  
Internal strengths and weaknesses;  
External opportunities and threats in the environment;  
Current financial sustainability challenges.

#### **Question 2: Where does the program want to be and how long will it take? What are its goals to achieve greater financial sustainability?**

##### **Look at:**

The envisioned future;  
Goals for financial sustainability; and  
Potential new supporters and revenue streams.

#### **Question 3: What needs to be done to reach the program's desired future?**

##### **Look at:**

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<sup>4</sup> An important skill of all managers of sustainable programs is the ability to “read” their external environment, see and take advantage of opportunities, and adapt the program as needed. This is not done only at an annual workshop, but requires strategic thinking every day. Strategic thinking encourages ongoing assessment, learning, and quick responses to a rapidly changing environment. Adapted from *Life Beyond Aid, Twenty Strategies to Help Make NGOs Sustainable* by Lisa Cannon, Initiative for Participatory Development and Interfund, page 16. 1999.

Strategies and plans to identify new means of support and diversify income sources.

**Question 4: How will the program monitor its progress as it works toward its desired future?**

**Look at:**

Measurable objectives;  
Clearly defined benchmarks; and  
Periodic assessments of progress.

The tools of strategic planning can help you answer these questions by describing the envisioned future for your program versus its present state. Strategic planning will also help you understand what is necessary to close the gap between your present financial reality and a desired future one.

**What is the single most important strategy to financial sustainability?**

Many program managers in developing or transitional economy countries have discovered—often to their dismay—that the relatively high levels of funding coming into their countries may not last indefinitely. Their challenge is to mobilize as much as possible from international donors before the funding evaporates, while at the same time developing domestic funding sources, recovering costs, and earning income.

The single most important strategy to financial sustainability is to develop a variety of sources of income to ensure that a program is less dependent on a limited number of sources. By the way, this does not mean going from 100 percent reliance on bilateral aid funds to 100 percent corporate funding, which is really just another type of dependency.



**PART I: GRANT RESOURCES SUPPORTED BY THE  
WORLD BANK FOR NGOs AND OTHER  
ORGANIZATIONS OF CIVIL SOCIETY**

*Small Grants Program  
Participation and Civic Engagement Group  
Social Development Department  
World Bank*



The World Bank's mission is to reduce poverty and improve living standards for people in the developing world. The Bank provides loans, policy advice based on economic and sector analytical work, technical assistance, grants, and increasingly, knowledge-sharing services to governments.

The World Bank acknowledges the importance of the engagement of civil society in development. There are several facilities or programs that provide grants to civil society organizations (CSOs). This is a list of grant resources supported by the World Bank that are available to qualified organizations. This list is not comprehensive and is subject to change. Interested applicants should check the website for updated information before sending a proposal as application guidelines, criteria, and deadlines vary and may change.

For more information on the World Bank, see the website [www.worldbank.org](http://www.worldbank.org). The link to "NGOs and civil society" provides information on the Bank and other useful external links for these groups. The Participation and Civic Engagement website, [www.worldbank.org/participation](http://www.worldbank.org/participation) and the NGO/Civil Society website, [www.worldbank.org/ngos](http://www.worldbank.org/ngos) also provide useful information for civil society.

The website [www.worldbank.org/ks/askus](http://www.worldbank.org/ks/askus) provides quick access to World Bank information and resources on development issues of interest to the global development community. For questions on development issues, refer to the World Bank Sectoral/Topical Help Desks and Advisory Services listed on this site.

### **Before you submit an application...**

**RESEARCH THE GRANT PROGRAM** you are interested in to learn more about application deadline, procedures and criteria. Be sure your organization can meet all the requirements.

**DEVELOP PARTNERSHIPS** with related local, national and regional organizations.

**DOCUMENT AND DEMONSTRATE** your organizations' qualifications and experience relevant to the program's activities.

## **CAPACITY BUILDING**

### **Partnership for Capacity Building Program in Africa**

(PACT)

**What activities does the program fund?** Strengthening indigenous human capital and institutions to address the problem of inadequate capacity for development in sub-Saharan Africa; improving the public sector and its interface with the private sector and civil society to enhance good governance and sustainable development.

**Who is eligible?** African NGOs, governments and private sector organizations in public-private-civil society partnerships.

**How to apply?** PACT is implemented by African Capacity Building Foundation (ACBF), Harare, Zimbabwe. Apply directly to ACBF to the address below.

**Website:** [www.acbf-pact.org/](http://www.acbf-pact.org/)

**World Bank Unit:** Public Sector Reform and Capacity Building.

**Contact Address:** ACBF, 7th Floor Southampton Life Centre, Corner Second Street and Jason Moyo Avenue, P.O.Box 1562, Harare, Zimbabwe.

## **EDUCATION**

### **Preston Fund for Girls' Education**

**What activities does the program fund?** Improving access to and the quality of girls' primary school education by building primary schools; paying school fees and staff salaries; buying uniforms; providing room and board, books, classroom furniture and laboratory equipment; role modeling, coaching and career counseling; promoting scientific careers; and providing community education to promote girls' enrollment and retention.

**Who is eligible?** Schools, teacher training and curriculum programs, locally-based community organizations, NGOs, local women's associations and women's rights organizations, and coalitions focused on the issue of girls' education.

**How to apply?** Proposals should detail the specific challenges to girls' access to education to be addressed by the project, and outline the project strategy and long-term plan for financial and program sustainability. More information on the program and how to apply is available on the Global Fund for Women website.

**Website:** [www.globalfundforwomen.org](http://www.globalfundforwomen.org)

**World Bank Unit:** The Preston Fund was established in memory of Lewis Preston (former President of the World Bank) with funds

from J.P. Morgan & Co., the World Bank, the Dutch government, and many institutional and individual donors.

**Contact Address:** The Global Fund for Women administers the Preston Education Fund for Girls, Global Fund for Women, 1375 Sutter Street, San Francisco, California 94109, USA.

## **ENERGY AND INFRASTRUCTURE**

### **Energy Sector Management Assistance Programme**

(ESMAP)

**What activities does the program fund?** ESMAP is a global technical assistance program that promotes the role of energy in poverty reduction and economic growth in an environmentally responsible manner. Its work applies to low-income, emerging, and transition economies and contributes to the achievement of internationally agreed development goals.

Through studies, pilot projects and training, ESMAP strives to expand the global knowledge base about its priority areas: market-oriented sector reform and restructuring, energy access to the un- or under-served especially in rural areas, and environmentally sustainable energy practices. Activities should also contribute to the institutional and human capacity in the recipient country; address poverty, social and gender issues; and be innovative in developing, testing, and mainstreaming ideas and approaches.

**Who is eligible?** All stakeholders in the energy sector: governments, private sector, research institutions and NGOs.

**How to apply?** ESMAP activities are managed by World Bank energy specialists. Proposals for activities are submitted to the Manager of ESMAP and reviewed by independent experts. Non-World Bank Group proponents need to secure the commitment of a World Bank energy specialist before their proposals can be considered by ESMAP. ESMAP staff are available to put proponents in touch with World Bank energy staff and can be contacted at address below. Further information is available on its website.

**Website:** [www.esmap.org](http://www.esmap.org)

**World Bank Unit:** ESMAP, Energy and Water Department. ESMAP is sponsored by a group of donors, the World Bank, and the United Nations Development Programme (UNDP). It is managed by the World Bank.

**Contact Address:** Tel: +1 (202) 4582321, fax: +1 (202) 5223018, e-mail: [esmap@worldbank.org](mailto:esmap@worldbank.org), or mail to: ESMAP Manager, c/o World Bank, 1818 H. Street N.W., Washington, D.C. 20433.

## **Public-Private Infrastructure Advisory Facility (PPIAF)**

**What activities does the Program fund?** PPIAF is a multi-donor technical assistance facility aimed at helping developing country governments improve the quality of their infrastructure through private sector involvement. PPIAF pursues its objectives through (i) channeling technical assistance to governments in developing countries on strategies and measures to tap the full potential of private sector involvement in infrastructure, and (ii) identifying, disseminating and promoting emerging best practices on matters related to private sector involvement in infrastructure in developing countries.

PPIAF funds country specific or multi-country advisory and related activities in the following areas: infrastructure development strategies, capacity and consensus building, policy, regulatory, and institutional reforms, and pioneering transactions. Eligible infrastructure services include water and sewerage, solid waste, electricity generation, transmission and distribution, natural gas transmission and distribution, telecommunications, airports, ports, railways, and roads.

**Who is eligible?** PPIAF can support activities intended to benefit any developing and transition country included in the following categories of the OECD Development Assistance Committee's List of Aid Recipients: Developing Countries and Territories (all five columns of the Part I table); and Countries and Territories in Transition (column one of the Part II table). Proposals for PPIAF support can originate from any source. Note, however, that since PPIAF donors have agreed to utilize World Bank procurement guidelines to implement PPIAF activities, the World Bank through its designated task managers execute activities on behalf of PPIAF. Proposals for country-specific activities require approval in writing from the relevant government.

**How to apply?** Guidelines and information are available on the PPIAF website or from PPIAF Program Management.

**Website:** [www.ppiaf.org](http://www.ppiaf.org)

**World Bank Unit:** PPIAF Program Management Unit.

**Contact Address:** e-mail: [info@ppiaf.org](mailto:info@ppiaf.org)

## **ENVIRONMENT**

### **Brazilian Pilot Program - Demonstration Projects**

**What activities does the program fund?** Medium scale forestry projects aiming sustainable use of natural resources in the Brazilian Amazon and Atlantic Forests, through promoting community based projects.

**Who is eligible?** Organized civil society: rural worker associations, cooperatives, NGOs, and workers unions.

**How to apply?** Contact the address below.

**Website:** [www.worldbank.org/rfpp/](http://www.worldbank.org/rfpp/)

**World Bank Unit:** Program is funded in part by bilateral funds and by a trust fund created by the G-7 countries, administered by World Bank's Brazil Rain Forest Unit in the Latin America and Caribbean Region. Further information is on the website.

**Contact Address:** Subprograma Projetos Demonstrativos, Setor Comercial Sul, Quadra 6 - Bloco A, Ed. Sofia 0 2 andar, CEP 70300-500, Brasilia – DF, tel: +55 (61) 3255224, e-mail: pda@mma.gov.br

## **Caspian Matched Small Grants Program**

(MSGP)

**What activities does the program fund?** MSGP aims to advance small-scale investment or pilot projects to address urgent environmental problems in the Caspian region.

MSGP funds small-scale investment or pilot projects that produce tangible, practical results addressing the following areas: (1) decline in commercial fish stocks, including sturgeon, (2) degradation of coastal landscapes and damage to coastal habitats, (3) damage to coastal infrastructure and amenities, (4) threats to biodiversity, (5) overall decline in environmental quality, (6) decline in human health, (7) introduced species, and (8) contamination from offshore oil and gas activities. Grants may be requested in the amount of US\$ 10,000 up to US\$ 100,000.

**Who is eligible?** Any legal entity that is a governmental, private sector, or NGO from the Caspian region. The region is defined to include: Azerbaijan, Iran, Kazakhstan, Russia, and Turkmenistan.

**How to apply?** Prospective grantees complete an application form that is available on request from the MSGP office, or from the Caspian Environment Program website. Applicants are highly encouraged to submit a draft proposal to the MSGP staff for review and guidance before preparation of the final proposal.

**Website:** [www.caspianenvironment.org/msgp/](http://www.caspianenvironment.org/msgp/)

**World Bank Unit:** Europe and Central Asia Region - Social Sector Development Network.

**Contact Address:** WB Matched Small Grants Program, Caspian Environment Programme Project Coordination Unit, Government House, Room # 108, 40 Uzeir Hadjibeyov Street, 1st Floor, Baku 370016, Azerbaijan, tel: +994 (12) 938003, 971785, fax: +994 (12) 971786, e-mail: msgp@caspian.in-baku.com

## **Critical Ecosystems Partnership Fund**

(CEPF)

**What activities does the program fund?** Creating strategic alliances for a comprehensive, coordinated approach to conservation challenges; managing protected areas and coordinating biodiversity corridors; training; transboundary planning; encouraging local dialogue with extractive industries; engaging in conflict resolution; priority setting and consensus building; strengthening local and indigenous organizations and facilitating partnerships between the private sector and protected areas.

**Who is eligible?** Civil society organizations, NGOs, community groups and private-sector partners involved in biodiversity conservation. Projects must be within a biodiversity hotspot in a developing country that has ratified the Convention on Biological Diversity. Hotspots are: Caucasus, Atlantic Forest Region, Cape Floristic Province, Chocó—Darién—Western Ecuador, Brazilian Cerrado, Central Chile, Eastern Arc Mountains and Coastal Forests of Tanzania and Kenya, Guinean Forests of West Africa, Mountains of South-Central China, Indo-Burma, Madagascar and Indian Ocean Islands, Mesoamerica, Philippines, Polynesia/Micronesia, Succulent Karoo, Sundaland, Tropical Andes, Wallacea, Western Ghats and Sri Lanka.

**How to apply?** Information and application materials are available on the CEPF website.

**Website:** [www.cepf.net/xp/cepf/](http://www.cepf.net/xp/cepf/)

**World Bank Unit:** A joint initiative of Conservation International, the Global Environment Facility (GEF) and the Environment Department of the World Bank.

## **Global Environment Facility Medium-Sized Projects**

(GEF MSPs)

**What activities does the program fund?** Covering issues following GEF priority areas: biological diversity, climate change, international waters, and depletion of the ozone layer. In addition, the GEF also funds projects addressing issues of land degradation and persistent organic pollutants. MSPs are projects with total funding of under \$1 million.

**Who is eligible?** NGOs, CSOs, governments, academic institutions, private sector organizations who meet GEF criteria (see the GEF website for a detailed description of the criteria).

**How to apply?** Develop and submit a project concept paper for preliminary review by one of three implementing agencies (World Bank, UNDP, or UNEP). Prior to finalizing a proposal, the GEF focal point in each eligible country must endorse the MSP concept before

the proposal can be submitted for approval. Application forms and criteria for application, and other information about the implementing agency procedures, are available at the GEF website.

**Website:** [www.gefweb.org](http://www.gefweb.org)

**World Bank Unit:** GEF Coordination Unit, Environment Department.

## **Global Environment Facility Small Grants Programme**

(GEF SGP)

**What activities does the program fund?** Addressing local problems related to biodiversity loss, climate change, land degradation and protection of international waters; community-based assessment and planning; pilot activities demonstrating innovative community-level approaches to global environmental problems; technical assistance and training focused on developing community and NGO capacities; program monitoring and analysis; dissemination, networking, and policy dialogue.

**Who is eligible?** National and local environmental NGOs and community-based organizations. To be eligible for SGP support, projects must fit the SGP country strategy and eligibility criteria, and be consistent with the Operational Strategy and relevant Operational Programs established by the GEF (see GEF website [www.gefweb.org](http://www.gefweb.org)).

**How to apply?** Contact the SGP national coordinator in your country or the address below.

**Website:** [www.undp.org/sgp](http://www.undp.org/sgp)

**World Bank Unit:** The program is implemented by UNDP on behalf of the World Bank and UNEP, and it is executed by UNOPS.

**Contact Address:** Global Manager, GEF Small Grants Programme One United Nations Plaza, New York, NY 10017 USA.

## **Nile Transboundary Microgrant Program**

**What activities does the program fund?** The Nile Transboundary Microgrant Program will be launched in late 2003 as part of the Nile Basin Initiative (NBI) Shared Vision Program (SVP) Transboundary Environmental Action Project. A national Nile Transboundary Microgrant Program will be established in each participating country.

Priority will be given to funding projects that: (a) focus on transboundary environmental problems and sites; (b) provide for community participation in their design, implementation and evaluation; (c) pay attention to the needs of women and/or indigenous peoples and practices; (d) draw on local or Nile Basin

scientific and technical resources; (e) support capacity development; and (f) communicate best practices to wider audiences.

**Who is eligible?** NGOs and Community Based Organizations within the participating countries may apply. The maximum size of individual grants will be \$25,000, and the average will be around \$10,000. It will be encouraged that at least 50 percent of each country's Microgrants will directly support transboundary activities, while all single-country projects should clearly be related to transboundary environmental issues. The project portfolio developed by each national Nile Transboundary Microgrant Program will be required to demonstrate a significant contribution to involving women and women's organizations.

**How to apply?** It will be managed by a Project Management Unit based in Khartoum, Sudan. Once the project is launched, the operations manual with application and selection procedures for the microgrants program will be finalized and published. Specific information on the project can be obtained from the PMU once it is opened. Prior to the launch of the project inquiries can be made with the Nile Basin Initiative Secretariat in Entebbe, Uganda.

**Website:** [www.nilebasin.org](http://www.nilebasin.org)

**World Bank Unit:** Nile Team (AFTU1).

**Contact Address:** The Nile Basin Initiative Secretariat, P.O.Box 192, Entebbe, Uganda, tel: +256 (41) 321329/ 321424, fax: +256 (41) 320971, e-mail: nbisec@nilesec.org

## **World Bank/ World Wildlife Fund Alliance for Forest Conservation and Sustainable Use**

(WB/WWF ALLIANCE)

**What activities does the program fund?** Promoting small-scale activities of NGOs, local communities and other stakeholders that will stimulate investment opportunities in protected areas and improve forest management practices.

**Who is eligible?** NGOs, local community organizations, governments, private sector, scientific and policy research institutes.

**How to apply?** Develop project proposal in consultation with local World Bank and/or WWF representatives. Proposals will be evaluated by the Alliance.

**Website:** [www.forest-alliance.org](http://www.forest-alliance.org)

**World Bank Unit:** Environment Department.

## **HEALTH, NUTRITION AND POPULATION African Program for Onchocerciasis Control (APOC)**

**What activities does the program fund?** APOC is a development partnership working to control onchocerciasis (riverblindness) primarily through the distribution of ivermectin in 19 sub-Saharan African countries. APOC offers a successful model of disease control in impoverished, remote areas through the coordinated strengths of many partners.

APOC is currently funding research to investigate the use of its riverblindness network to offer additional, similar, free health interventions.

**Who is eligible?** Members of APOC's Non-Governmental Development Organizations (NGDO) Coordination Group with track records in delivering effective community health services.

**How to apply?** Proposals are developed in partnership with the Ministry of Health of sub-Saharan African countries, and then submitted to APOC management.

**Website:** [www.worldbank.org/gper](http://www.worldbank.org/gper) describes APOC. The World Health Organization (WHO) website provides details on the participation of NGDOs: [www.who.int/ocp/apoc](http://www.who.int/ocp/apoc)

**World Bank Unit:** Onchocerciasis Coordination Unit (AFTF3). APOC Management (WHO), is headquartered in Ouagadougou, Burkina Faso (The Fiscal Agent is the World Bank, which mobilizes resources and coordinates the involvement of donors, including bi- and multi-lateral agencies, foundations, and Merck & Co, Inc. APOC's Executing Agency is the WHO, which is responsible for overseeing all Programme operations).

## **Population and Reproductive Health Capacity Building Program**

**What activities does the program fund?** Developing capacity of grassroots NGOs working in population, reproductive health, safe motherhood, harmful traditional practices including female genital mutilation, and other women and adolescent health issues.

**Who is eligible?** Grants are made to international and regional NGOs for assistance to grassroots NGOs in developing countries. International and regional NGOs with links to grassroots NGOs in developing countries can apply for grant funds to act as grant-making and technical assistance intermediaries.

**How to apply?** Contact the Human Development Network, Health, Nutrition and Population Department at the World Bank for information on how to participate.

**Website:** At main World Bank website ([www.worldbank.org](http://www.worldbank.org)), go to Site Index, then click on Health, Nutrition and Population.

**World Bank Unit:** Human Development Network - Health, Nutrition and Population Department.

## **INFORMATION TECHNOLOGY**

### **Country Gateway Planning Grants**

**What activities does the program fund?** Planning a Country Gateway, a locally-owned and operated initiative that explore the use of Information and Communication Technologies (ICT) for development in their respective countries. The Country Gateway Planning Grants fund preparation for the Country Gateway including setting up a governance structure, building partnerships, preparing a business plan, and setting up a portal prototype.

**Who is eligible?** Any interested organizations. They are encouraged to contact infoDev before submitting the application on country eligibility or to discuss the status of official contacts between the World Bank Group and local authorities, with respect to Country Gateway grants from infoDev. To contact infoDev, please send an e-mail to the address below.

**How to apply?** Submit a proposal before March 17, 2003 for FY03. A proposal outline is found in the website. The proposal should be e-mailed or posted to the address below. Further information is available on the website.

**Website:** [www.infodev.org/gateway/planning2003.htm](http://www.infodev.org/gateway/planning2003.htm)

**World Bank Unit:** Global Information and Communication Technology Department.

**Contact Address:** The infoDev Program, The World Bank, 1818 H St. NW ,Room F5P – 156 Washington, D.C. 20433, tel: +1 (202) 4589762, fax: +1 (202) 5223186, e-mail: [gatewayinfodev@worldbank.org](mailto:gatewayinfodev@worldbank.org)

### **infoDev**

**What activities does the program fund?** Using information and communication technologies for economic and social development through innovative approaches to consensus building, information infrastructure strategies, telecommunications reform, or demonstration projects. Promoting efforts to use new technology to meet the needs of the poor in developing countries.

**Who is eligible?** NGOs in partnership with international development organizations, governments or private sector organizations.

**How to apply?** Submit project proposals following guidelines, procedures and criteria available on website, or by contacting infoDev at World Bank.

**Website:** [www.infoDev.org](http://www.infoDev.org)

**World Bank Unit:** Global Information and Communication Technology Department.

## **MICROFINANCE**

### **Consultative Group to Assist the Poorest**

(CGAP)

**What activities does the program fund?** Contributing to innovative delivery of sustainable microfinance and financial services to the very poor; improving capacity of microfinance institutions (MFIs) and networks.

**Who is eligible?** Institutions with potential to provide innovative delivery of financial services and reach massive numbers of poor clients in a sustainable manner.

**How to apply?** The CGAP Appraisal and Monitoring Service accepts referrals from its 29 member donors to develop a list of institutions for potential joint appraisals and funding. For institutions interested in being referred by CGAP's member donors, it is suggested that they register their institution on the Microfinance Information eXchange ([www.themix.org](http://www.themix.org)). In addition, the CGAP - InterAmerican Development Bank Microfinance Rating and Assessment Fund provides small grants to cover partial costs of ratings and the CGAP-IFAD Pro-Poor Innovation Challenge is a biannual small grants competition.

**Website:** [www.cgap.org](http://www.cgap.org); [www.themix.org](http://www.themix.org); [www.mfirating.org](http://www.mfirating.org)

**World Bank Unit:** CGAP Secretariat.

## **MULTI-SECTORAL**

### **Development Grant Facility**

(DGF)

**What activities does the program fund?** The DGF funds global and regional initiatives that can not be supported adequately through the regular country assistance operations of the World Bank. DGF supports partnerships with external agencies, providing up to 15 percent of funding for a given activity.

**Who is eligible?** DGF funds are normally intended to be executed by an external agency. Most DGF funds are executed by existing leading development institutions (e.g. WHO, SIDA, IFAD, UNESCO, or OECD) or by newly created institutions to coordinate program

work (e.g. the Consultative Group to Assist the Poorest, the Global Forum for Health Research, or the International AIDS Vaccine Initiative). Global and regional programs executed by NGOs are eligible for financing. Where DGF funds are provided to existing institutions, such institutions should have a record of achievement in the program area and financial probity.

**How to apply?** Programs requesting grants by the Bank through the DGF must be sponsored by relevant Bank staff in a particular sector. Under the DGF, Sector Boards and Networks within the Bank have primary responsibility for (i) vetting grant proposals for quality and consistency with sector objectives, and (ii) prioritizing them for funding within a tight budget envelope. The DGF Council, comprised of representatives from Network, Regional and Central units, is responsible for reviewing programs in terms of institutional priorities and recommending allocations to senior management and the Bank's Board under annual DGF budgets.

**Website:** [www.worldbank.org/dgf](http://www.worldbank.org/dgf)

**World Bank Unit:** Development Grant Facility, Trust Funds and Cofinancing Department, Resource Mobilization and Cofinancing.

## **Development Marketplace**

**What activities does the program fund?** Promoting innovation in creative solutions to poverty reduction and development. Development Marketplace (DM) seeks to foster partnerships between various groups in the development community to find these solutions.

The Program operates on two levels.

**Global:** the Global Competition is generally held every 18-24 months in Washington, D.C. and includes a global competition as well as a knowledge forum.

**National/Regional:** Country Innovation Days (CID) are replicas of the global program but on smaller scale. They are designed to include a competition and a knowledge forum that address national/regional development issues.

**Who is eligible?** Anyone with an idea to effectively address the challenges of poverty, can apply to the Global Competition. Country Innovation Days limit eligibility to participants to residents of the respective country in which the CID is being held. Unless otherwise noted, both Country Innovation Days and Global Competitions are open to individuals, NGOs, academic organizations, faith-based groups, local government, local government, private sector companies, official aid agencies, and grass roots organizations. Private sector companies are asked to partner with an NGO or other public agency.

**How to apply?** The DM team invites proposals to be submitted between 9-10 months before convening a Global Competition. Individual World Bank Country Offices invite proposals to be submitted 5-6 months before holding their respective Country Innovation Day. Winners at these competitions are awarded funds to implement their project ideas. For themes, criteria, and application procedures on the Global Competitions or CIDs, please visit the DM website.

**Website:** [www.developmentmarketplace.org](http://www.developmentmarketplace.org)

**World Bank Unit:** Development Marketplace Team, Corporate Strategy Group, Strategy and Resource Management.

**Contact Address:** e-mail: [DMinfo@worldbank.org](mailto:DMinfo@worldbank.org)

## **Japan Social Development Fund**

(JSDF)

**What activities does the program fund?** Providing grants to directly support the improvement of services and facilities for poorer population groups, reinvigorating social safety nets, etc., or the innovation and testing of new approaches which could then be replicated on a larger scale or be a precursor for future Bank Group-financed operations. Financing capacity building measures to bolster the participation of local communities and NGOs in the development process.

**Who is eligible?** Governments of low-income and lower middle-income Bank Group borrower countries in East, South and Central Asia. Local community groups and NGOs may be selected as executing agencies following demonstration of financial soundness (including satisfactory arrangements for use and accounting of grant funds) and relevant experience.

**How to apply?** Only Bank staff can officially submit JSDF applications. NGOs should establish contacts with World Bank resident mission staff as a first step in pursuing JSDF grant funding. NGOs and community groups could get involved at the preparation stage of a JSDF grant proposal. NGOs could collaborate with the World Bank task team responsible for management of the Bank operation.

**Website:** [www.worldbank.org/rmc/jsdf/index.htm](http://www.worldbank.org/rmc/jsdf/index.htm)

**World Bank Unit:** Trust Fund Operations, Resources Mobilization and Cofinancing.

## **Palestinian NGO Project II**

(PNGO Project II)

**What activities does the program fund?** PNGO II, a continuation of the Palestinian NGO Project, aims to address the

problems of poverty and marginality in the West Bank and Gaza Strip through grants and capacity building for local NGOs.

Following components are activities the program funds: the Partnership Grant Program; the Development Grant Program; the Sector Support Program; Technical Assistance and Monitoring and Evaluation; and the Emergency Grants Program and Job Creation.

**Who is eligible?** Palestinian NGOs may apply for grants independently or in partnership with an international NGO. Development Grants are made directly to community-based NGOs. Block Grants are made to larger NGOs for on-granting to community-based organizations.

**How to apply?** Competitive bidding in response to published requests for proposals. The project is managed by the Project Management Organization. A Supervisory Board is the final grant-making body in the PMO structure.

**Website:** [www.pngo-project.org](http://www.pngo-project.org)

**World Bank Unit:** Middle East & North Africa Region.

**Contact Information:** Welfare Association Consortium, Al Fityani Building, Dahiat al-Barid, P.O. Box 2173, Ramallah, Palestine, tel: +972 (2) 2347771, fax: +972 (2) 2347776, e-mail: [welfarec@pngo-project.org](mailto:welfarec@pngo-project.org)

## **SOCIAL DEVELOPMENT**

### **Post-Conflict Fund**

(PCF)

**What activities does the program fund?** Supporting 'conflict vulnerable' countries as well as those in transition from conflict for planning and analysis of reconstruction and conflict prevention activities. These include stabilizing the security environment, capacity building of diminished state and civil society for socioeconomic development.

**Who is eligible?** NGOs and other civil society institutions, governments, regional and international organizations in any country that is currently in conflict or emerging from a recent conflict.

**How to apply?** Application form available on PCF website. Upon receipt of a completed application form, PCF will identify a sponsoring unit within the World Bank. Alternatively, external grant applicants (NGOs, governments) can work closely with relevant Bank country or project teams to prepare a PCF grant application. Grant proposals must have active support from a relevant World Bank Unit. The Conflict Prevention and Reconstruction Unit is available to provide clarifications at any time.

**Website:** [www.worldbank.org/conflict](http://www.worldbank.org/conflict)

**World Bank Unit:** Conflict Prevention and Reconstruction Unit, Social Development Department.

### **Small Grants Program**

**What activities does the program fund?** The Small Grants Program funds activities to enhance partnerships and promote dialogue and dissemination of information on development, focusing on civic engagement for the empowerment of marginalized and vulnerable groups. Funding is usually for projects less than \$15,000 and require leveraging and partnerships with other organizations.

**Who is eligible?** Civil society organizations in countries with a World Bank Small Grants Program.

**How to apply?** Request information from the Small Grants Program in the World Bank Country Office in which the project is located. Deadlines for proposals are usually once a year. Funding decisions are not made in the World Bank Headquarters, Washington D.C.

**Website:** [www.worldbank.org/smallgrantsprogram](http://www.worldbank.org/smallgrantsprogram)

**World Bank Unit:** Participation and Civic Engagement Team, Social Development Department.

## **OTHER**

### **Cities Alliance**

**What activities does the program fund?** Cities Alliance is an alliance of cities and their development partners committed to urban poverty reduction. It funds scaling-up slum upgrading citywide and nationwide, with priority to those cities and countries where local authorities are already working in partnership with organizations of the urban poor; and city development strategies, with priority to those cities already engaged in realizing an inclusive vision for city development.

**Who is eligible?** Proposals typically originate from local authorities working in partnership with local stakeholders in the private sector, NGOs and community organizations. All proposals which involve investments, must have investment partners involved from the beginning, and all proposals must include co-financing combining seed funding from the Cities Alliance with at least 20% financing from the cities themselves, as well as from other sources.

**How to apply?** Detailed information and application guidelines are available on the Cities Alliance website. All proposals must be approved by the government of the recipient country and sponsored by at least one Alliance member.

**Website:** [www.citiesalliance.org](http://www.citiesalliance.org)

**World Bank Unit:** Transport and Urban Development Department.

## **Governance Knowledge Sharing Program**

(GKSP)

**What activities does the program fund?** Improving governments' capacity to use donor technical assistance for more effective governance reform by becoming more informed consumers of development assistance. Raising demand for public sector reform by empowering civil society and the private sector with increased public information and discussion. Improving data and analytical tools for learning about the process of institutional change and reform. Project may support a local initiative for governance knowledge sharing product of the World Bank.

**Who is eligible?** Governments, NGOs, academics, students, media organizations, and other partners. Proposed projects should meet three entry criteria: use innovative tools; build on new media and learning approaches to provide better knowledge delivery and assimilation.

**How to apply?** Submit proposals for innovative projects that stimulate local demand for better governance through governance knowledge sharing. Proposals should have a sponsor inside the World Bank. A proposal for improving an existing Bank product may come from inside the World Bank. The application form can be downloaded from the GKSP website. For more information, contact address below.

**Website:** [www1.worldbank.org/publicsector/bnpp](http://www1.worldbank.org/publicsector/bnpp)

**World Bank Unit:** PREM Network's Public Sector Board.

**Contact Address:** e-mail: [gksp@worldbank.org](mailto:gksp@worldbank.org)

## **Poverty Reduction Strategy Trust Fund**

(PRSTF)

**What activities does the program fund?** The PRSTF will support any activity that is a country priority for strengthening the formulation or implementation of poverty reduction strategies (PRS). Activities that could be supported include capacity building to: set up or institutionalize the participatory process; improve poverty diagnostics; improve public expenditure management systems; improve the prioritization of public actions; cost policies and programs; undertake poverty and social impact analysis; analyze sources of growth; establish monitoring and evaluation systems for the PRSP; translate and disseminate PRSP documents. Countries are also encouraged to come forward with other activities that support the formulation or implementation of PRSPs.

**Who is eligible?** The trust fund is available to all IDA-eligible countries which are at some stage of preparing or implementing PRS, based on the principles of the Comprehensive Development Framework. Both governments leading the PRS process, as well as Parliamentarians and non-governmental groups (such as civil society organizations and private sector bodies) supporting the process are eligible to apply.

**How to apply?** The process for approving proposals for funding will take place principally at the country-level.

Governments/Parliaments/NGOs wishing to apply to the fund will need to draw up a proposal in consultation with domestic stakeholders and external partners. The proposal should detail the activity to be funded and provide a rationale as to why it is a priority for the effectiveness of the country's poverty reduction strategy. There is no deadline. Further information on the trust fund can be obtained from Country Office in each respective country, or by accessing the website below.

**Website:** [www/poverty/strategies/trustfund.htm](http://www/poverty/strategies/trustfund.htm)

**World Bank Unit:** Trust Fund Operations Department, Resource Mobilization and Cofinancing.

## **World Bank Community Outreach Grant Program**

(Washington, D.C.)

**What activities does the program fund?** The program funds those organizations dedicated to improving the quality of life of the people and communities in metropolitan Washington, D.C. It is one of several ways in which the Bank strives to be a good corporate citizen in the host community. Grants support activities in five broad areas: education and youth, health, economic development, employment, and civic development. Grants typically range in size from \$10,000 to \$25,000 and cover a one-year grant period.

**Who is eligible?** A nonprofit agency with tax-exempt status under Section 501(c)(3) of the Internal Revenue Service Code and organized and operated for charitable purposes; the organization must be located within and primarily serving the metropolitan Washington D.C. area, the District of Columbia, Suburban Maryland and Northern Virginia.

**How to apply?** Applicants must submit a pre-proposal letter of inquiry. If the letter of inquiry is approved, a full proposal will be requested. Application information is available on the website.

**Website:** [www.worldbank.org/dcoutreach](http://www.worldbank.org/dcoutreach)

**World Bank Unit:** External Affairs.

## **SCHOLARSHIPS, FELLOWSHIPS AND STUDY GRANTS**

### **Global Development Network**

(GDN)

**What activities does the program fund?** Supports regional networks of policy-oriented research institutions; initiates training for researchers; conducts regional workshops to build institutional capacity; and sponsors regional research competitions. Offers tools, services and networking opportunities to help these institutions and their members join together to fight poverty. GDN has partnerships with one institution from each of seven regions to implement programs on a regional level. Regional networks administer research grants through a competitive process. All submitted proposals are peer-reviewed by professionals from outside the region. Regional competition winners are eligible to apply for Visiting Fellowships at the International Monetary Fund (IMF).

**Who is eligible?** Research and policy institutes involved in development studies.

**How to apply?** Regional networks make grants through open, competitive allocation of funds for research and participation in regional conferences and study visits. See GDN website for information on how to participate in regional networks and how to apply for research grants.

Website: [www.gdnet.org](http://www.gdnet.org)

**World Bank Unit:** GDN Secretariat.

### **infoDev Conference Scholarship Fund**

(iCSF)

**What activities does the program fund?** The iCSF facility makes block grants to organizers of conferences, workshops, or other events that foster the utilization of Information and Communication Technology (ICT) for development. These travel grants are intended to give professionals from developing countries critical exposure to global knowledge and international contacts, which enables them to advance the ICT for development agenda in their home countries.

**Who is eligible?** International ICT conference organizers.

**How to apply?** Conference organizer submits proposal to infoDev for travel and expenses of individuals from developing countries.

Website: [www.infodev.org/icsf/](http://www.infodev.org/icsf/)

**World Bank Unit:** Global Information and Communication Technology.

## **Joint Japan/World Bank Group Scholarship Program**

(JJ/WBGSP)

**What activities does the program fund?** Graduate studies in public policy at any university in a World Bank member country. Applicants propose a program of study related to development, usually economics, business, management, environment, urban/rural planning, or a related area.

**Who is eligible?** Nationals of a World Bank member country, under 45 years old (preferably under 40); in good health; with Bachelor's degree or equivalent in a development-related field with superior grades; and at least two (preferably four to five) years of full-time professional experience in a field related to economic development.

**How to apply?** Application forms are available from the JJ/WBGSP Secretariat from September through January and at World Bank offices in many countries. The application can also be downloaded from the World Bank/WBI website. Inquiries and applications to the address below.

**Website:** [www.worldbank.org/wbi/scholarships/](http://www.worldbank.org/wbi/scholarships/)

**World Bank Unit:** World Bank Institute.

**Contact Address:** JJ/WBGSP Secretariat, 1818 H Street NW, Washington, D.C. 20433, USA.

## **Margaret McNamara Memorial Fund**

(MMMMF)

**What activities does the program fund?** The MMMF was established in 1981 to honor the late Margaret McNamara and her commitment to the well being of women and children in developing countries.

The fund supports the education of women from developing countries who are committed to improving the lives of women and children in their home countries. The MMMF awards five to six grants of about \$11,000 each year; they are not renewable.

**Who is eligible?** A woman applying for an MMMF grant must; have a record of service to women and/or children in her country; reside in the U.S. at the time she submits the application; be already be enrolled at an accredited U.S. educational institution and remain enrolled during the entire year of the grant; use the grant to continue to study for her degree; be a national of a developing country that is currently eligible to borrow from the World Bank and cannot be a U.S. Green Card holder; intend to return to a developing country in about two years; demonstrate financial need; be at least 25 years old; and not be related to any World Bank Group staff member or his or her spouse.

**How to apply?** If you meet all the criteria listed and you wish to complete the application on line you may go to our website. Alternatively, if you prefer a hard copy of an application, download request document, and fill in and, you may mail, email, or fax it at the address given below. Application forms for the 2003-04 academic year are available for submission from September 2002 until January 31, 2003. Applications must be submitted or postmarked by February 1, 2003. The MMMF will notify recipients after April 30, 2003.

**Website:** Go to [wbln0018.worldbank.org/hrs/yournet.nsf](http://wbln0018.worldbank.org/hrs/yournet.nsf), then click World Bank Volunteer Services (WBVS). Select MMMF, one of their outreach activities.

**World Bank Unit:** Margaret McNamara Memorial Fund.

**Contact Address:** Margaret McNamara Memorial Fund, 1818 H Street, NW, 1818 H Street, NW, MSN H2-204, Washington, D.C. 20433, tel: +1 (202) 4738751, fax: +1 (202) 5223142, e-mail: [MMMF@worldbank.org](mailto:MMMF@worldbank.org)

## **Robert S. McNamara Fellowships Program**

**What activities does the program fund?** The program covers all tuition and fees for the Master in Public Policy (MPP) program at Princeton University's Woodrow Wilson School of Public and International Affairs, as well as travel costs and a stipend for living expenses for fellows and their accompanying family members.

**Who is eligible?** Mid-career professionals from World Bank borrowing member countries, including former socialist countries. Candidates must have a minimum of 7 years' public service work experience and must have strong academic qualifications.

**How to apply?** Applicants should apply directly to Princeton University, indicating on their applications that they are applying for admission as McNamara Fellows. They need not apply separately through the World Bank.

**Website (World Bank):** [www.worldbank.org/wbi/scholarships/](http://www.worldbank.org/wbi/scholarships/)

**Website (Princeton):** [www.wws.princeton.edu/degree/mpp.html](http://www.wws.princeton.edu/degree/mpp.html)

**World Bank Unit:** World Bank Institute.

**PART II: OTHER RESOURCES FOR NGOs AND  
OTHER ORGANIZATIONS OF CIVIL SOCIETY**

*Jack K. Boyson, International Youth Foundation*



NGOs and other organizations of civil society throughout the world are often in need of knowing how to contact donors who could provide them services and funding. Part II of the guide has been prepared to help development professionals with a list of directories and websites that provide information on where they can go to get technical assistance on resource mobilization and the geographical and programmatic priorities and application procedures of international donors, foundations, and national organizations. An ample margin is provided for you to write down your findings as you research particular citations. Website links are provided, but some of the links may not always work or may change.

## **Chapter I: WHERE CAN I FIND TECHNICAL ASSISTANCE ON HOW TO MOBILIZE RESOURCES?**

One of the important challenges facing any NGO, CBO (Community-based organization) or CSO is how to keep the good work of the organization going. How can such an organization attract a broad base of support to sustain itself? Where can it go to get technical assistance on how to diversify its sources of support?

The following websites offer online and other technical assistance on resource mobilization and links to NGO service providers<sup>5</sup>:

### **Regional Africa and the Middle East**

*ANGONET*

<http://www.angonet.kabissa.org/>

The Arusha NGO Network provides NGOs and CBOs in **Tanzania** with training in institutional capacity building, fundraising, and income generation enterprises.

*BOCONGO*

<http://www.bocongo.bw>

The **Botswana** Council of NGOs facilitates capacity building for local NGOs and CBOs and promotes networking and tri-sector partnerships.

*CDRA*

<http://www.cdra.org.za/>

The Community Development Resource Association provides organizational capacity building services to NGOs and CBOs in **Southern and East Africa**.

*Coalition des ONG et OCB du Cameroun oeuvrant dans le domaine des Etablissements Humains*

<http://www.congeh.kabissa.org>

CONGEH provides technical support and training in resource mobilization to a network of NGOs in **Cameroon**.

*Fahamu*

<http://www.fahamu.org.uk/rights/fahamu-adilishab.html>

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<sup>5</sup> If you don't find a listing for your country, do a search of the Internet using the term "association of NGOs" and your country.

Fahumu offers workshops to NGOs in **Africa** on fundraising and resource management, how to communicate effectively with the public, how to develop a network of supporters for your cause, and build a strong and successful NGO.

*GAPVOD*

<http://www.gapvod.kabissa.org/fundraising.html>

The **Ghana** Association of Private Voluntary Organizations in Development maintains a database of funding directories and electronic guides on resource mobilization. It also provides technical assistance and training in capacity building to Ghanaian NGOs.

*Kabissa*

<http://www.kabissa.org>

Kabissa maintains an extensive database of NGOs in **Africa**, many of which offer technical assistance and capacity building services.

*MWENGO*

<http://www.mwengo.org>

MWENGO—a **Zimbabwe**-based NGO service center—strengthens the capacity of NGOs in Eastern and Southern Africa and provides trainings on financial sustainability.

*NANGO*

<http://www.nango.org.zw>

The National Association of NGOs operates a resource center and provides training and technical assistance to Zimbabwean NGOs.

*NGO Service Center*

<http://www.ngocenter.org.eg>

The NGO Service Center provides technical assistance, training in resource mobilization, and makes grants to NGOs in **Egypt**.

*SANGONET*

<http://www.sn.apc.org/corporate/index.shtml>

SANGONET hosts “*Thusanang*” ([www.thusanang.org.za](http://www.thusanang.org.za) and [www.funding.org.za](http://www.funding.org.za)) Internet portals offering information on funding and fundraising for NGOs and grant makers in **Africa**. It also conducts capacity building training for NGOs in financial sustainability.

*Social & Human Consultative Group*

<http://www.sahdgc.kabissa.org/>

SAHDCG provides technical support and training in fundraising, social marketing, and capacity building to NGOs located in **Sudan**.

*TANGO*

<http://www.tango.or.tz>

**Tanzania** Association of NGOs provides technical assistance and capacity building services to NGOs in Tanzania. Tango maintains a website with links to donors websites, project funds and grants.

*WANGONET*

<http://www.wangonet.org>

The West African NGO Network offers capacity-building resources to NGOs in West Africa. It hosts a website with links to resources for NGOs.

## **Asia and the Pacific**

*ADAB*

[http://www.sdnbd.org/adab\\_profile.htm](http://www.sdnbd.org/adab_profile.htm)

The Association of Development Agencies of **Bangladesh** provides technical assistance and trainings to local and international NGOs working in Bangladesh.

*The Fundraising Institute—Australia*

<http://www.fia.org.au/>

The Fundraising Institute conducts workshops on fundraising and offers certificate programs for individuals who want to become fundraising executives.

*Indian Center for Philanthropy*

[http://www.indev.nic.in/icp/sicp\\_page\\_1.htm](http://www.indev.nic.in/icp/sicp_page_1.htm)

The ICP promotes philanthropy and provides technical assistance to **Indian** NGOs and CBOs. It maintains a database of Indian donors.

*The Japan Foundation Center*

[http://www.jfc.or.jp/eibun/e\\_mission.html](http://www.jfc.or.jp/eibun/e_mission.html)

The Japan Foundation provides (1) information on foundations in **Japan** that award grants, prizes, or scholarships and (2) publicizes the social role and significance of the activities of private grant-making foundations to encourage the practice of philanthropy in Japan's private sector. It maintains a database with information on grant making foundations in Japan.

*The Japan NGO Center for International Cooperation*

<http://www.janic.org/en/en-index.html>

JANIC strengthens the institutional capacity of **Japanese** NGOs involved in international development. It also promotes partnerships between NGOs and official development assistance agencies.

*NGO Forum on Cambodia*

<http://www.ngoforum.org.kh>

The Forum offers technical assistance to local and international NGOs in capacity building and working with the international donor community.

*NGO-NET.COM*

<http://www.net-ngo.com/index.cfm>

NGO-NET.COM maintains searchable databases NGOs service providers and domestic and international donors funding programs in **Pakistan**.

*NGO Resource Centre*

<http://www.ngocr.org.pk>

The NGO Resource Centre is a support organization for **Pakistani** NGOs and CBOs. It provides management, resource mobilization, and capacity building training.

*NGO Resource Centre in Viet Nam*

<http://www.ngocentre.netnam.vn/>

The NGO Resource Centre promotes, facilitates and contributes to the sharing of resources and the exchange of information; and enhances the dialogue, among NGO community, government and donor community in **Viet Nam**.

*The Open Web Center*

<http://www.owc.org.mn/introduction.php3>

Open Web Center facilitates the sharing of information and ideas between Mongolian NGOs working to promote an open civil society in **Mongolia**.

*PIANGO.net*

<http://www.piango.net/>

The **Pacific Islands** Association of NGOs promotes access, sharing, and dissemination of information, ideas, and experience in resource mobilization among NGOs throughout the region.

## **Eastern and Central Europe and the Newly Independent States**

*Akademia Rozwoju Filantropii w Polsce*

[http://www.filantropia.org.pl/english/forum\\_en.html](http://www.filantropia.org.pl/english/forum_en.html)

The Akademia promotes multi-sector partnerships involving NGOs, businesses, and government agencies in **Poland**.

*Association of Non-Profit NGOs*

<http://www.civilsoc.org/nisorgs/kazak/npngos.htm>

The Association operates three resource centers in **Kazakhstan**. They provide technical and organizational support to NGOs and help them obtain information, resources, and equipment for their projects.

*The Baltic American Partnership Program*

<http://www.bapp.ee/english/summary.html>

BAPP works to improve the institutional capacity of **Baltic** NGO's and promotes cross-sectoral cooperation.

*BSNGO*

<http://www.bseanetwork.org/>

The Black Sea NGO Network builds the capacity and self-sustainability of NGOs located in countries surrounding the **Black Sea**.

*Bulgarian Association for Regional Development*

<http://www.barda.net>

BARDA promotes local philanthropy and supports a network of **Bulgarian** NGOs with capacity building training.

*CANGO*

<http://www.cango.net>

CANGO provides information about the NGO community in **Central Asia** (Kazakhstan, Kyrgyzstan, Uzbekistan, Tajikistan and Turkmenistan) with the aim of fostering partnerships and cooperation.

*Civil Society International*

<http://www.civilsoc.org>

CSI provides technical assistance to NGOs—some worldwide, but mainly in **Central and Eastern Europe and the Newly Independent States** (Russia and countries of the former Soviet Union)—by pointing them to potential sources of funding. It contains numerous links to websites of international donors, as well as email listservs of various funding agencies.

*The Center for Training and Consultancy*

<http://www.ctc.org.ge/>

CTC supports the institutional development of the NGO sector, strengthens the organizational management capacity of **Georgian** NGOs and promotes networking between local NGOs, between the NGO, business, and government sectors, between organizations

from different Eastern European--especially Caucasian—countries, and between Georgian and Western organizations.

*CSDF*

<http://www.csd.hu>

The Civil Society Development Foundation, **Hungary**, aims to strengthen NGOs in Hungary and Eastern and Central Europe and enhance their effectiveness and sustainability. It offers trainings in resource mobilization, resource management, and working with the private sector.

*Donetsk Regional NGO Service Center (RSC)*

[www.civilsoc.org/nisorgs/ukraine/donngo.htm](http://www.civilsoc.org/nisorgs/ukraine/donngo.htm)

The Donetsk RSC works toward strengthening the relationships between **Ukrainian** NGOs, businesses, and government and providing technical assistance to NGOs on resource mobilization.

*Ednannia: Initiative Center to Support Social Action*

<http://www.ednannia.isar.kiev.ua>

Ednannia operates a network of nine regional NGO support centers in the **Ukraine** to support the development of NGOs and facilitate partnerships with local governments, businesses and other donors.

*ETP Slovakia-Center for Philanthropy and Non-Profit Activities*

<http://www.etp.box.sk>

ETP Slovakia promotes philanthropy and provides technical assistance to **Slovakian** NGOs in capacity building.

*Forum for Women's NGOs of Kyrgyzstan*

<http://www.freenet.kg/institut/women.html>

The Forum provides technical assistance and training to women's NGOs in **Kyrgyzstan** and enables them to have access to international donors.

*Gurt Resource Center for NGO Development*

<http://www.voiceinternational.org/gurt/>

Gurt offers training and technical assistance to **Ukrainian** NGOs in the areas of project planning, proposal writing, resource mobilization, and donor relations.

*Information Consultative Center of Turkmenistan*

<http://www.civilsoc.org/nisorgs/turkmen/consult.htm>

The ICC finds funding sources for NGO projects and provides information to grant makers about local organizations in **Turkmenistan**.

*Moldovan Social Innovations Center*

<http://www.civilsoc.org/nisorgs/moldova/socinnov.htm>

The SIC provides technical assistance and trainings to **Moldovan** NGOs in resource mobilization, capacity building, and networking between NGOs, businesses, international donors, and government agencies.

*NGO Training and Resource Center*

<http://www.civilsoc.org/nisorgs/armenia/aaa.htm>

The Resource Center in Yerevan, **Armenia** provides information, access to e-mail, computers, databases and library of printed materials on a variety of topics related to NGO management, capacity building, and resource mobilization. It also serves as an information source on local and international organizations and donors active in Armenia.

*NGONET*

<http://www.ngonet.org/fundr.htm>

This website has been created to provide information to, for, and about NGOs in **Central and Eastern Europe**. The Fundraising Support link includes a guide to a variety of funders supporting projects in this region.

*Polish Nonprofit Center*

<http://www.ngo.pl>

A gateway to the non-profit sector in **Poland**, the Center's website includes a searchable database of NGOs and links to other Polish non-profit resources (in Polish).

*Polish NGO Page*

<http://www.klon.org.pl>

NGOs Data Bank that was created in 1990, with statistics, links and publications on or by **Polish** NGOs on a variety of topics, including fundraising (in Polish).

*Siberian Civic Initiative Support Center*

<http://cip.nsk.su/english/index.html>

The SCISC website contains extensive articles on resource mobilization and partnerships between the NGO, business, and government sectors (in Russian and English).

*Support Center for Associations and Foundations*

<http://www.scaf.minsk.by>

SCAF is an information and telecommunication support center for **Belarus** NGOs. It provides consulting and seminars to NGO

representatives on the issues of grant management, proposal writing, NGO related law, leadership and staff development and publishes an NGO related journal in Belarus entitled "Grantsmanship".

## **Latin America and the Caribbean**

### *ABONG*

<http://www.abong.org.br/>

ABONG is the association of Brazilian NGOs. It provides a variety of capacity-building services to NGOs and CBOs throughout **Brazil**. It also maintains a portal with links to numerous networks of NGOs who focus on specific issues.

### *ALOP*

<http://ekeko.rcp.net.pe/cti/>

The Asociación Latinoamericana de Organizaciones de Promoción has established a website on international cooperation and financing for development in **Latin America**.

### *The Caribbean Policy Development Centre*

[http://www.cpdngo.org/about\\_us.htm](http://www.cpdngo.org/about_us.htm)

The CPDC provides technical support and training to NGOs in the **Caribbean Islands** on financial resource development and management. It also maintains a list of national NGO associations throughout the region.

### *CTI*

<http://www.rcp.net.pe/cti/index.htm>

CTI is a portal containing links to a number of databases with information on bi- and multi-lateral donors, intermediary donor NGOs, international foundations, and organizations that provide technical assistance to NGOs and CBOs in **Latin America**.

### *Fundación Acceso*

<http://www.acceso.or.cr/info/>

FA hosts an electronic directory of donors funding NGOs and CBOs in **Latin America** and also provides technical assistance and workshops on capacity building and financial sustainability.

### *Fundación Arias para la Paz y el Progreso Humano*

<http://www.arias.or.cr/fundarias/cpo/index.htm>

Fundación Arias run several programs for **Central American** NGOs on how to self-finance programs, generate income, and work with the private sector.

### *Identidad y Gestión*

<http://www.identidadygestion.org/index2.html>

I&G is a network of 11 NGO service providers located in Argentina, Bolivia, Ecuador, Guatemala, Honduras, and Peru that provide technical support and trainings to NGOs and CBOs throughout **Central and South America**. I&G maintains a database with links to over 1,000 websites, many of which contain resources on the sustainability of NGOs.

### *The Institute for the Development of Social Investment*

<http://www.idis.org.br/ingles/index.htm>

IDIS is a **Brazilian** not-for-profit organization created to provide technical support to companies, communities, families and individuals wishing to carry out social actions and investments in a strategic manner.

### *NGO Center*

<http://www.sdn.org.gy/ngo/about.html>

The NGO Center provides technical assistance to **Guyanese** NGOs and CBOs in the areas of capacity building and resource mobilization.

### *Participa*

<http://www.participa.cl>

Participa offers technical assistance and trainings to NGOs in **Latin America**. It's website also contains a portal with links to other NGO service provider organizations and networks of NGOs throughout Central and South America.

### *SIOS*

<http://www.siosecuador.org>

SIOS or System of Information on Social Organizations contains a portal with a search function to national and international organizations active in **Ecuador**. Many of these links are to organizations that provide technical assistance and training to NGOs and CBOs.

## **Worldwide and/or Web-based**

### *About Nonprofit Charitable Organizations*

<http://nonprofit.about.com/>

*About* contains information on a broad range of topics related to operating an NGO. The site contains information on how to do web-based fundraising, staff training, donor information, management information, public relations, technology, and managing volunteers.

*Action Without Borders*

<http://www.idealists.org/>

This website contains thousands of links to the homepages of community-based NGOs, international NGOs, grassroots organizations, and international and country-specific donors in 130 countries. Using its search functions, you can identify and provide hyperlinks to the websites of numerous donors scattered all over the world.

*The Alliance for Nonprofit Management*

<http://www.allianceonline.org/>

The *Alliance for Nonprofit Management* is a professional association of individuals and organizations devoted to improving the management and governance capacity of NGOs. *Alliance* members include management support organizations, individual professionals, and a range of national/regional, umbrella, research and academic, publishing and philanthropic organizations that provide technical assistance (training and consulting) to nonprofits.

*Association of Voluntary Service Organizations (AVSO)*

<http://village.agoranet.be/~aviso/links.html>

This website serves as a resource for recruiting volunteers to work overseas and also provides a linkage to EU funding for youth and education.

*BOND*

<http://bond.org.uk>

BOND is the network of more than 275 UK based voluntary organizations working in international development and development education. BOND conducts workshops for NGOs on how to identify and apply for funding, news and emerging trends of UK donors, and how to plan, implement, monitor, and evaluate projects.

*Capacity.org*

<http://www.capacity.org/sites.html#1>.

Capacity.org—an initiative of the European Centre for Development Policy—contains a gateway to numerous NGO capacity-building service providers worldwide. It also contains an extensive database of documents related to NGO capacity building, including fundraising.

*The Chronicle of Philanthropy*

<http://philanthropy.com/>

The Chronicle is a biweekly newspaper with extensive coverage on fundraising, technical assistance, and issues facing NGOs from a U.S. perspective.

*CIVICUS*

<http://www.civicus.org>

Civicus conducts several programs on resource mobilization and corporate philanthropy. It also maintains a database on organizations that work to strengthen and grow civil society organizations worldwide.

*Changemaker.org Creative Resourcing*

<http://www.changemakers.net/resources/whatiscr.html>

Creative Resourcing—an initiative of Ashoka—helps social entrepreneurs to find new ways of mobilizing resources in local environments (i.e. funds, people, goods and services) to support an organization and make it self-sustaining.

*Chapel and York*

<http://www.chapel-york.com/>

C&Y offers publications, trainings, and consultancies to help NGOs get funding from other countries as well as their own. It maintains a database of over 3,000 donors in 51 countries.

*Charitynet*

<http://www.charitynet.org/>

Charitynet is an online resource that brings together the websites of non-profit organizations and their service providers across the world. Charitynet hosts a portal to a searchable database of 275 websites of donors funding projects around the world.

*Choike*

<http://www.choike.org/>

Choike is a website designed to help Southern tier NGOs find information about resources available on the World Wide Web.

*CompassPoint Nonprofit Services*

<http://www.compasspoint.org>

CompassPoint provides a comprehensive array of trainings online on fundraising, sustainability, and resource management for NGOs.

*The Conservation Company*

<http://www.consco.com>

The Conservation Company provides consulting services that help NGOs generate more revenues from a wider base of support, operate more efficiently, and become better known in their communities and fields.

*ECD*

<http://www.isnar.cgiar.org/ecd/index.htm>

This site promotes the use of evaluation as a tool to advance the development of organizational capacity and performance. Its main purpose is to support a group of managers and evaluators who are evaluating capacity development efforts of organizations in Africa, Asia, and Latin America. The site has a link to useful websites of organizations all over the world that are involved in evaluating organizational capacity.

*Harvest Today*

<http://www.harvesttoday.org/intlnews.htm>

Harvest Today offers news and reports on global philanthropic issues, fundraising initiatives, NGOs, and the individuals that lead them.

*The Foundation Center*

<http://www.fdncenter.org/>

The FC's website contains a broad array of fundraising information, including donor directories, an online librarian to answer questions, proposal writing guides, valuable tips on fundraising, downloadable common grant applications forms from specific donors, training and seminar directories, and a guide to libraries housing the FC's directories. You can also subscribe to their weekly email newsletter entitled "*Philanthropy News Digest*." Just email to the following address: [LISTSERV@LISTS.FDNCENTER.ORG](mailto:LISTSERV@LISTS.FDNCENTER.ORG) with the words SUBSCRIBE PND-L your name in the text.

*Funding the Future*

<http://www.advocatesforyouth.org/publications/fundingthefuture.pdf>

Featuring over 90 agencies and organizations, *Funding the Future* is a directory of foundations, agencies, and organizations that support adolescent reproductive and sexual health related programs worldwide through direct and/or indirect financing, technical assistance, and information.

*The Impact Alliance*

<http://www.impactalliance.org/ev.php>

The Impact Alliance is a global capacity building service provider network of hundreds of organizations from all sectors of development.

*InnoNet*

<http://www.innonet.org/about/mission.cfm>

InnoNet's mission is to build the skills, knowledge, and processes within public and nonprofit organizations to improve their overall organizational learning and effectiveness.

*The International Training and Consulting Institute*

<http://www.iyfnet.org/>

The ITCI is a unit of the International Youth Foundation that provides technical assistance and training worldwide to help NGOs diversify their revenue streams and sustain themselves. It draws upon IYF's Global Network of 39 country partner foundations, which in turn also provide capacity building services to local networks of NGOs and CBOs.

*Internet Nonprofit Center*

[www.nonprofits.org](http://www.nonprofits.org)

The INC provides links to a variety of resources that show NGOs how to fundraise online.

*Internet Prospector*

<http://w3.uwyo.edu/~prospect/inter.html>

The IP provides "donor prospectors" with numerous tips on how to conduct funding research on the web. It contains numerous links to other useful sources of information on donors, both domestic and international. The IP also publishes a monthly online newsletter that contains a section on international prospect research.

*INTFUND*

A listserv for discussion of issues related to international fundraising. To subscribe, mail to: [listserv@vm1.mcgill.ca](mailto:listserv@vm1.mcgill.ca) [note: this is a numeral '1,' not a letter 'l'] in the body of the message, type: subscribe INTFUND<your real name>, messages to the list go to: [intfund@vm1.mcgill.ca](mailto:intfund@vm1.mcgill.ca)

*INTRAC*

<http://www.intrac.org>

INTRAC, the International NGO Training and Research Centre, provides specially designed training, consultancy, and research services to NGOs involved in international development and relief.

*The Management Assistance Group*

<http://www.managementassistance.org>

The purpose of the Management Assistance Group (MAG) is to strengthen the leadership, structure, planning, management, funding, and clarity of mission of social purpose NGOs.

*The Management Assistance Program*

<http://www.mapnp.org/library>

The MAP provides technical assistance and training to NGOs and operates an integrated free library on management topics, including fundraising.

*The Management Center*

<http://www.tmcenter.org/>

The Management Center develops the capacity of NGO leaders to build more effective organizations through consulting, training, and information resources.

*National Center for Nonprofit Boards*

<http://www.ncnb.org/links.htm>

Besides offering technical assistance to NGOs seeking to engage their boards in fundraising, NCNB also offers numerous linkages to other organizations providing technical assistance in fundraising.

*NESst*

<http://www.NESst.org>

The Nonprofit Enterprise and Self-Sustainability Team organization strengthens the financial sustainability of CSOs in Central Europe and Latin America through the use of entrepreneurial, self-financing strategies to generate resources to supplement support from private and public donors.

*Networked Intelligence for Development*

<http://www.networkedintelligence.com/index.html>

NID is a Canadian NGO service provider that brokers multi-sector relationships to leverage resources for its NGO clients.

*The NGO Café*

[www.gdrc.org/ngo/ncafe-ks.html](http://www.gdrc.org/ngo/ncafe-ks.html)

The NGO Café is sponsored by the Global Development Research Center of Japan. The site includes a selection of articles about how NGOs can use the Internet and a list of links to NGO directories around the world entitled "NGO Bungee Jumps." Another portal of the NGO Café-- <http://www.gdrc.org/ngo/japan-ngo.html>—covers the NGO scene in Japan.

*NGO Resources Worldwide*

<http://bohm.anu.edu.au/hypermail/laws2245/msg00048.html>

NGO Resources Worldwide offers workshops and publications on resource mobilization, diversification, and sustainability.

*PACT*

<http://www.pactworld.org>

Pact facilitates leadership and organizational development of both nascent and established NGOs, networks, and intermediary organizations around the world. Through training, technical assistance, mentoring and direct financial support, Pact strengthens organizations' capacity to further their development goals. Pact also has regional offices in the following countries: Ethiopia, Kenya, Madagascar, and Peru. Each regional office maintains a website with links to donors who fund NGOs and CBOs in a particular country or region.

*Philanthropy Journal*

<http://www.philanthropyjournal.org>

This website provides hyperlinks to other foundation homepages. You can subscribe to a free email weekly fundraising newsletter entitled "Philanthropy Journal Alert" from the publishers of "Philanthropy Journal." Send your email address to [pjalerton@mail-list.com](mailto:pjalerton@mail-list.com).

*Philanthropy Search*

<http://www.philanthropysearch.com/>

Sponsored by the US-Based National Society for Fundraising Executives, this portal serves as a gateway to the online world of philanthropy and nonprofits. Very useful is the website's "speed search" functions in which one either clicks on a category related to donors or types in a word search for information on a specific fundraising topic.

*The Resource Alliance*

<http://www.resource-alliance.org>

The Resource Alliance is an international network of NGO service providers working to build the fundraising and resource mobilization capacity of NGOs and CBOs. It offers trainings, knowledge sharing, and networking activities to NGOs and CBOs in

Africa, Asia Pacific, Europe, South Asia and Latin America and publishes an electronic newsletter on fundraising.

*Synergos Institute*

<http://www.synergos.org/globalphilanthropy/oo/fbsresources.htm>

The Synergos Institute maintains a knowledge base on mobilizing resources and support that includes suggestions on formulating strategies to mobilize resources, building endowments, raising resources from international foundations, fundraising from individuals and the public, creating a financial bridge to the private sector, working with Official Development Assistance Agencies, and generating earned income.

*UK Fundraising*

<http://www.fundraising.co.uk/>

This site is an electronic fundraising resource for UK and European nonprofit grantseekers.

*World Learning: Projects in International Development and Training*

<http://www.worldlearning.org/pidt/index.html>

World Learning provides technical assistance and trainings on institutional capacity building of NGOs, including sustainability to NGOs worldwide.

## **Chapter II: WHAT KINDS OF DONOR AGENCIES ARE THERE?**

There are a wide variety of funding sources that offer support for development projects. Below is a list of donor categories containing a few examples of specific donor organizations within a particular category:

- *Official Development Assistance (ODA) Agencies.*  
The majority of governments in the Northern Hemisphere operate agencies or departments—often housed in their embassies—that provide financial aid to NGOs and community-based organizations. Apart from these ODA units or agencies, some embassies also manage small grants programs out of the office of the Ambassador or community relations unit. The following are a few examples of such agencies: the Australian Agency for International Development (AUSAID), and the Canadian International Development Agency (CIDA), the Ministry for Economic Cooperation and Development (BMZ/Germany), the Department for International Development (DFID/UK), the European Union (EU), the Japan International Cooperation Agency (JICA), the Swedish International Development Agency, (SIDA/Sweden), and the United States Agency for International Development (USAID).
- *United Nations Agencies.*  
Since many governments contribute to the operations of United Nations agencies, these agencies are called multilateral. Often multilateral assistance is frequently directed toward government programs, but many UN agencies work closely with NGOs. Examples of such agencies are the following: the International Labor Organization (ILO), United Nations International Children's Emergency Fund (UNICEF), the United Nations Development Program (UNDP), United Nations Educational, Scientific and Cultural Organization (UNESCO), United Nations Population Fund (UNFPA); World Health Organization (WHO); and United Nations Development Fund for Women (UNIFEM).
- *Multilateral Development Banks.*  
Multilateral Development Banks are also considered multilateral because many governments contribute to their operations. Such banks may be global or regional in geographical focus. Although their primary business is offering loans and policy advice to client governments, often their local country offices make small grants to NGOs and community-based organizations. Examples of Multilateral Development Banks include: the African

Development Bank (headquartered in Cote d'Ivoire), Asian Development Bank (headquartered in the Philippines), the European Bank for Reconstruction and Development (headquartered in the United Kingdom), the Inter-American Development Bank (headquartered in the United States), the Japan Bank for International Cooperation (headquartered in Japan), and the World Bank (headquartered in the United States).

- *International Foundations.*

Foundations are independent entities in the business of making grants to NGOs and community-based organizations. Often they derive their income from an endowment, a wealthy benefactor, a corporation, or constant fundraising. Examples of international foundations include: the Asian Development Trust (Japan), W.K. Kellogg Foundation (United States), Kaiser Family Foundation (United States), the Ford Foundation (United States), the Bernard van Leer Foundation (Netherlands), Fundación CODESPA (Spain), the John D. and Catherine T. MacArthur Foundation (United States), the Rockefeller Brothers Foundation (United States), the Wellcome Trust (United Kingdom), Fondation de France (France), Fondation Roi Baudouin (Belgium), the Soros Network of Foundations/Open Society (United States), and the Aga Khan Foundation (Switzerland).

- *Global Corporations.*

Many global companies demonstrate their social responsibility by supporting projects in communities where they operate. Examples include: ABB ASEA Brown Boveri Ltd., (Switzerland), Aegon NV (Netherlands), Bertelsmann AG (Germany), Robert Bosch (Germany), Citibank (United States), Coca-Cola (United States), Deutsche Bank (Germany), H. B. Fuller (United States), Honda (Japan), Grand Met (United Kingdom), Imetal (France), Levi Strauss & Company (United States), MicroSoft (United States), J.P. Morgan (United States), Odebrecht (Brazil), Shell (Netherlands), and Sony (Japan).

- *International Nongovernmental Organizations.*

International NGOs are global charities that raise funding from a variety of sources, including the general public, to support projects in the developing world. Sometimes they are specialist organizations focusing on health, agriculture, emergency relief, environment, education, community development, or micro lending, or a combination of areas. Examples of such organizations include: ActionAid (United Kingdom), CARE (United States), Concern Worldwide (Ireland), Helvetas

(Switzerland) Intermon (Spain), Norwegian People's Aid (Norway), Groupe Developpment, (France), Medecins Sans Frontieres (France), Oxfam (United Kingdom), PLAN International (United Kingdom), Save the Children (United States), and Terra des Hommes (Switzerland).

- *International Church-Based or Religious Organizations.*  
There are many churches and religious organizations that fund a broad range community development projects. Examples of such organizations include: the Adventist Development and Relief Agency (United States), ChristianAid (United Kingdom), Caritas (Germany), Catholic Relief Services (United States), Evangelische Zentralstelle für Entwicklungshilfe, EZE (Germany), Interkerkelijke Organisatie Voor Ontwikkelingssamenwerking (Netherlands), Brot für die Welt (Germany), and World Vision (United States).

In addition to the above institutions, it is important not to overlook host country sources for your project:

- *Government Sources.*  
Such as the ministries or departments of health, education, and public welfare, and provincial and local government sources.
- *Local Businesses.*  
Such as banks, real estate companies, service and industrial companies, etc., and local subsidiaries or partners of multinational corporations.
- *Local Independent Foundations and Trusts.*  
Such as the Tsao Foundation (Singapore), Fundação Vitae (Brazil), Fundación Amparo (Mexico), Fundación Social (Colombia); CP Foundation (Thai), and the Kagiso Trust (South Africa).
- *Community Foundations.*  
Community foundations are independent, grant making organizations that mobilize resources from a variety of sources, including the general public. Such foundations are dedicated to addressing critical societal needs and on improving the quality of life of specific segments of a community in a limited geographic area. Examples of such foundations include: the Kenya Community Development Foundation (Kenya), the Community Development Foundation (Mozambique), Oaxaca Community Foundation (Mexico), the Rustenberg Community Foundation, (South Africa), and the Healthy City Community Foundation (Slovak Republic).

- *Service Clubs and Membership Associations.*  
Local service clubs and membership organizations are often another source of funding for local projects. Examples of such associations include: Rotary International, Lions Clubs International, chambers of commerce, and trade associations of specific industries.

## Chapter III: HOW DO I RESEARCH DONORS?

After you have narrowed down the categories of donors you would like to contact, the next step is to find out as much information as possible on their programmatic priorities, geographical priorities, and application procedures. There are two ways to go about this. One way is to go to an embassy, public, or university library and research the various published directories that fund development programs. If you have access to a computer and connection to a phone line, the second way is to research the various portals that provide linkages to the websites of specific donors.

### Published Directories

The following list contains some examples of directories in print and newsletters that are useful for identifying sources of funding for development programs. Contact the publisher directly if you wish to purchase a particular directory.

*Canadian Directory to Foundations*, Canadian Centre for Philanthropy, 1329 Bay Street, Suite 200, Toronto, Ontario, Canada M5R 2C4

*Company Giving in Europe*, The Directory of Social Change, Radius Works, Back Lane, London NW3 1HL, England

*Danish Foundations*, Foundation for International Understanding, Nyt Nordisk Forlag, Arnold Busck A/S, 49 Kobmagergade, DK-1150, Copenhagen, Denmark

*Directory of Japanese Giving*, Corporate Philanthropy Report, 2727 Fairview Avenue East, Suite D, Seattle, WA 98102 USA

*Directory of International Corporate Giving in America & Abroad*, The Taft Group, 27500 Drake Road, Farmington Hills, MI 48331-3535

*Directory of Non-Governmental Organizations in Sustainable Development Parts I & II*, *Population and Development*, *Directory of Non-Governmental Organizations in OECD Countries*, and *Non-Governmental Organizations and Governments: Stakeholders for Development*, Head of Publications Service, OECD, 2, rue Andre-Pascal, 75775 Paris CEDEX 16, France

*EFC Monitor* (quarterly publication), *International Guide to Funders Interested in Central and Eastern Europe*, *Directory of Foundations and Corporate Members of the European Foundation*

*Center* (updated yearly) European Foundation Centre, Publications Office, 51 rue de la Concorde, B-1050 Brussels, Belgium

*Foundations in International Affairs*, ACCESS: An International Affairs Information Service, 1511 K Street, N.W., Suite 643, Washington, D.C. USA 200005

*Grants for Foreign and International Programs, Guide to Funding for International & Foreign Programs*, The Foundation Center, 79 Fifth Avenue, New York, NY 10003-3076 USA

*Grants from Europe*, National Council for Voluntary Organizations, Regent's Wharf, 8 All Saints Street, London N1 9RL United Kingdom

*Guide to European Community Grants and Loans*, Eurofi plc, Guildgate House, Pelican Lane, Newbury, Berkshire, RG13 1NX, England

*Hoover's Handbook of World Business*, The Reference Press, 644 Highway 290 E. Suite E-104, Austin, Texas 78723

*Inside Japanese Support, Directory of International Corporate Giving*, The Taft Group, 12300 Twinbrook Parkway, Suite 450, Rockville, MD 20852 USA

*InterAction Member Profiles*, American Council for Voluntary International Action, 1717 Massachusetts Avenue, NW, Suite 801, Washington, DC USA 20036

*International Encyclopedia of Foundations* (1990), Greenwood Press, 88 Post Road West, Westport Connecticut, USA 06881

*International Foundation Directory*, Europa Publications Limited, 18 Bedford Square, London, EC1b 3JN U.K.

*The NGLS Handbook*, United Nations Non-Governmental Liaison Service, Room 6015, 866 UN Plaza, New York, NY 10017

*National Directory of Grantmaking Public Charities*, The Foundation Center, 79 Fifth Avenue, New York, NY USA 10003-3076

*Nederland en Ontwikkelingslanden Adreslijst*, Voorlichtingsdienst Ontwikkelingssamenwerkin, Bezuidenhoutseweg 67, Postbus 20061, 2500 EB Den Haag, Nederland

*The Reality of AID*, International Council of Voluntary Agencies,  
Case Postale 216, 1211 Geneva 21 Switzerland

*United Nations Handbook*, Ministry of Foreign Affairs and Trade,  
Private Bag 18902, Parliament Buildings, Wellington, New Zealand

*Verzeichnis der Deutschen Stiftungen* (1991), Bundesverband  
Deutscher Stiftungen e.V. Adenaueralle 15 W-5300 Bonn 1  
Germany

*WFC/International Philanthropy* (quarterly), World Fundraising  
Council Secretariat, 1101 King Street, Suite 700, Alexandria,  
Virginia, 22314 USA

## **Electronic Resources for Researching the Website**

In addition to the directories mentioned above, consider going online and researching the World Wide Web. The major advantage of obtaining information from the website is one of timeliness—you are likely to find the latest information about a particular donor. Nevertheless, always check the entry dates of web text to see if the information is current.

The following are some recommended websites that provide assistance in researching the websites:

*A Grant Seeker's Guide to the Internet: Revised* by Grant and Sonenberg is a very readable publication for those not familiar with using the web to identify funding resources. This document can be accessed at <http://www.mindspring.com/~ajgrant/guide.htm>.

*Guide to Grantseeking on the Web* is a print guide to researching the websites (The Foundation Center, 79 Fifth Avenue, New York, NY 10003-3076). It contains a toolkit of resources for identifying funding sources, a glossary of common terms, and a bibliography of related resources in the field. This book helps the donor prospector to develop an organized, focused approach to funding research on the web while saving valuable research time.

## **Web Portals for Donor Websites**

The following portals provide direct linkages to hundreds of grantmaker websites on a regional or worldwide basis:

## **Regional Websites of Donors**

### ***Africa and the Middle East:***

#### *African Development Bank*

<http://www.afdb.org/>

The African Development Bank's website provides information on how it invests in combating poverty and improving the lives of peoples on the continent of Africa.

#### *The African Capacity Building Foundation*

<http://www.acbf-pact.org>

The African Capacity Building Foundation provides grants and technical assistance to African NGOs and promotes private sector and NGO partnerships.

#### *African Development Foundation*

<http://www.sdnf.undp.org/sdnfcmr/subweb/adf.htm>

The African Development Foundation's website describes how it supports self-help development initiatives of under-privileged people of Africa.

#### *African Foundation for Development*

<http://www.afford-uk.org/>

AFFORD—a UK-based foundation—focuses on supporting individuals and organizations involved in development activities throughout Africa.

#### *AGAG*

<http://www.africagrantomakers.org/>

Not a grant making entity, the Africa Grantmakers Affinity Group (AGAG) provides opportunities for foundations to exchange information and work together to expand foundation funding in Africa. It maintains a database of foundations and corporations funding projects in Africa.

#### *African Women's Development Fund*

<http://www.awdf.org/background.htm>

AWDF gives grants to women's organizations at the local, national, and regional level.

#### *African Youth Foundation*

<http://www.ayf.de>

The African Youth Foundation supports initiatives that help African youth gain access to education and have meaningful roles in national development initiatives.

*ArabNet*

<http://www.arab.net>

An online resource for information on the Arab world in the Middle East & North Africa, particularly useful in identifying multi-national corporations active in region. For additional information, also see the following websites:

<http://www.hdjp.org>

<http://www.1000sites.com>

*The Jewish Funders Network*

<http://www.jfunders.org/aboutus.htm>

Not a grant maker organization, the Jewish Funders Network is a consortium of donors many of whom support Jewish programs in Israel.

*Southern African Grantmakers Association*

<http://www.wingsweb.org/DirectoryInformation/SAGA.htm>

SAGA provides professional development and technical assistance to independent, voluntary and nonprofit organizations and individuals involved in funding development projects in Southern Africa.

*West Africa Rural Foundation*

<http://www.frao.org>

WARF supports NGOs in the countries of Senegal, Mali, Guinea-Bissau, the Gambia and the Republic of Guinea.

***Asia and the Pacific:***

*AAPIP*

<http://www.aapip.org/>

Not a grant making organization, the Asian Americans/Pacific Islanders in Philanthropy organization is a consortium of foundations and individuals promoting philanthropy in the Asia Pacific region. The website contains a list of donors that fund programs in that region.

*Asian Development Bank:* <http://www.adb.org/NGOS>

ADB's website provides detailed information how it works with NGOs. Also see the following page for information on current projects by country and category:

<http://www.asiandevbank.org/projects>

*Asia Pacific Philanthropy Information Network*

<http://www.asianphilanthropy.org/>

The Asia Pacific Philanthropy Information Network seeks to: make available contemporary information about philanthropy and the

third sector within the Asia Pacific region, and build strong networks between researchers seeking to understand philanthropy and the third sector within the region. The Asian Pacific Philanthropy Consortium aims to promote the flow and effectiveness of philanthropy in the region.

<http://www.asianphilanthropy.org/appc/>

*Association of Foundations (Philippines)*

<http://www.afphils.net>

The Association provides services and information on foundations in the Philippines.

*Indian Centre for Philanthropy*

[www.indev.nic.in/icp](http://www.indev.nic.in/icp)

The ICP acts as a clearinghouse of information on national and international philanthropy.

*Japan Foundation Centre*

<http://www.jfc.or.jp>

The Centre provides authoritative information on Japanese grant-making foundations to grantmakers and grantseekers.

*League of Corporate Foundations*

<http://www.wingsweb.org/DirectoryInformation/LCF.htm>

The LCF mobilizes the business sector in the Philippines to work with communities and partner institutions on sustainable development programs.

*Philanthropy Australia*

<http://www.philanthropy.org.au/>

PA is the national association which represents Australia's leading private, family, corporate and community Trusts and foundations, some which give internationally or regionally.

*Philippine Business for Social Progress*

<http://www.pbasp.org.ph/>

PBSP is a private, national, and non-profit corporate-led foundation that encourages business sector commitment to social development.

*Philanthropy New Zealand*

[www.philanthropy.org.nz](http://www.philanthropy.org.nz)

PNZ is a membership organization representing private trusts and foundations and those grant-making trusts unique to New Zealand created through the sale of community banks and energy utilities.

***Eastern and Central Europe and the Former Soviet Union:***

*Charity-Know-How*

<http://www.charitynet.org>

An initiative of the British Foreign and Commonwealth Office, numerous charitable foundations, and other donors to provide technical assistance to organizations working the Central and Eastern Europe and the former Soviet Union.

*Cooperating Netherlands Foundations for Central and Eastern Europe*

<http://www.cooperatingnetherlandsfoundations.nl/index.htm>

This website serves as a portal to Dutch foundations supporting NGOs in Central and Eastern Europe.

*Counterpart International*

<http://www.counterpart.org/programs/civilsoc/>

Counterpart provides seed grants and other resources to expand the capacity of indigenous NGOs in Armenia, Azerbaijan, Georgia, Belarus, Kazakstan, Kyrgyzstan, Tajikistan, Turkmenistan, Ukraine, and Uzbekistan.

*Czech Donors Forum*

<http://www.czechdonors.cz/>

The Donors Forum is an association of Czech and foreign donors—private, government and corporate—whose members support the development of a civil society in the Czech Republic by encouraging philanthropy and supporting NGOs.

*Donors Forum*

<http://www.wingsweb.org/DirectoryInformation/DFSlovakia.htm>

The Donors Forum is an association of Slovak and foreign donors, both private and governmental.

*Hungarian Foundation for Self-Reliance*

<http://www.autonomia.hu/english/intro.html>

The Hungarian Foundation for Self-Reliance provides grants and loans to emerging and established Hungarian NGOs.

*European Bank for Reconstruction and Development*

<http://www.ebrd.com>

This website provides detailed information on the EBRD's programmatic and geographical priorities in Eastern and Central Europe and the countries of the Former Soviet Union.

*Union of Bulgarian Foundations*

<http://www.bseanetwork.org/link1.html>

The Union of Bulgarian Foundations is an association of Bulgarian Foundations.

*Visegrad Network of Community Funds*

[http://www.tcfn.efc.be/frame\\_index3.html](http://www.tcfn.efc.be/frame_index3.html)

The Visegrad Network of Community Funds is a consortium of four community funds from Slovak Republic, Czech Republic, Poland, Hungary to share experiences and learn from each other and build awareness of community philanthropy in Central and Eastern Europe.

***Latin America and the Caribbean:***

*Centre for Philanthropy*

<http://www.charity.bm>

The Centre is the clearinghouse and database for Bermuda's trusts and foundations.

*Centro Colombiano de Responsabilidad Empresarial*

[www.ccre.org.co](http://www.ccre.org.co)

The Centro promotes philanthropy and social responsibility among Colombian companies.

*Centro Mexicano de Filantropia*

<http://www.cemefi.org/>

CEMEFI is an association of Mexican foundations and trusts that promotes philanthropy in Mexico.

*Confederación Española de Fundaciones )*

<http://www.fundaciones.org/>

Many of the foundations in the Spanish Confederation of Foundations support NGOs in Latin America.

*Grupo de Fundaciones*

[www.gdf.org.ar](http://www.gdf.org.ar)

GDF is an association of foundations and corporate donors in Argentina.

*Grupo de Institutos, Fundacoes e Empresas*

<http://www.gife.org.br>

GIFE is a membership association that includes institutes, foundations and corporations which are active within the Third Sector in Brazil, making private resources available for public purposes.

### *Hispanics in Philanthropy*

<http://www.hiponline.org/about.html>

Not a grant making entity, HIP is a transnational association of grant makers representing corporate, public and private philanthropies, nonprofit leadership and academia. HIP promotes partnerships between organized philanthropy and Latino communities.

### *Inter-American Development Bank*

<http://www.iadb.org/>

Website of the IADB provides detailed information on the Bank's geographic and programmatic priorities. The IADB also has the web page for the Inter-American Working Group on Youth Development with hyperlinks to other sites.

### *Inter-American Foundation*

<http://www.iaf.gov>

The Inter-American Foundation's website provides an overview of its work in Latin America and the Caribbean to promote equitable, responsive, and participatory self-help development. The website also describes how IAF enters into partnerships with public- and private-sector entities to scale up support and mobilize local, national, and international resources for grassroots development.

### *Jamaican Foundations and Corporate Donors*

<http://www.wingsweb.org/DirectoryInformation/JFCD.htm>

The JFCD publishes directories on Jamaican trusts and foundations.

### *La Ventana de la Sociedad Civil*

<http://www.ventanacivil.org.pe>

La Ventana maintains a database with a search feature containing information on national and international donors who fund community development programs through out Latin America.

### *The Synergos Institute*

<http://www.synergos.org/globalphilanthropy/database/>

The Synergos Institute maintains a searchable database containing profiles of over 120 foundations and grantmakers operating in Latin American countries.

## **Worldwide Websites of Donors**

### *Allavida*

<http://www.allavida.org>

Allavida brings together grant making, training and capacity building, and research and publishing involving NGOs in South East

Europe, Central Asia, and the NIS, and expanding to Africa and Asia. It also maintains a database with links to other donors and support organizations.

*America's Development Foundation*

<http://www.adfusa.org>

ADF works with civil society organizations in a variety of areas, including resource mobilization, in Eastern and Central Europe, the Middle East, the Caribbean, Central America, and Africa.

*British Library for Developmental Studies*

<http://nt1.ids.ac.uk/eldis/>

This website provides access to detailed information on national/government aid agencies, regional aid agencies and development banks, the World Bank Group, United Nations Agencies, NGOs as donors, volunteer supplying aid agencies, and other development aid sources.

*Bundesverbandes Deutscher Stiftungen*

<http://www.stiftungen.org/>

This the portal website for a network of German foundations, many of which fund projects overseas (in German).

*Charity Village*

<http://www.charityvillage.com/charityvillage/fund.asp>

This Canadian website serves as a “information kiosk” for both Canadian and international NGOs. It contains links to online databases and directories of Canadian funding agencies, many of whom fund abroad.

*The Communication Initiative*

<http://www.comminit.com>

CI's website contains links to a number of multi- and bilateral donor agencies and also contains information on strategic thinking, planning models, and monographs on a wide range of development topics.

*The Council on Foundations*

<http://www.cof.org>

Primarily directed toward the trustees and staff of U.S.-based donor institutions, this website provides information, ideas, analysis and commentary relevant to effective grantmaking.

*Deutsches Spendeinstitut Krefeld (German Charities Institute)*

<http://www.dsk.de/engl/>

In German and English, this website provides information on philanthropy in Germany and more than 5,200 German not-for-profit organizations. It also includes links to the websites of a number of German donors working internationally.

*Development Gateway*

<http://www.developmentgateway.com>

The Development Gateway of the World Bank is designed to help communities, organizations, and individuals build partnerships, share ideas, and work together to reduce poverty. Its database contains comprehensive information on a broad variety of development topics. The website also serves as a portal to a significant number of resource and specialized technical assistance organizations.

*The Development Initiative*

<http://www.devinit.org/index.html>

The DI is a portal with links to websites containing information on bi- and multilateral aid agencies. It also has links to NGO service providers worldwide.

*Directory of Development Organizations*

<http://www.devdir.org/right.html>

This website provides an online guide to micro-finance organizations, small enterprise development organizations, development agencies, private sector organizations, development banks, and government ministries.

*European Foundation Centre's Funders Online*

<http://www.fundersonline.org/>

The EFC has incorporated a useful search mechanism for identifying potential foundation and corporate funders active in Europe and elsewhere.

*European Forum on International Cooperation*

<http://www.oneworld.org/euforic>

EUFORIC contains information on official and non-governmental donor agencies in Austria, Belgium, Denmark, France, Germany, Ireland, the Netherlands, Portugal, Spain, and the United Kingdom.

*Eurongos*

[http://www.eurongos.org/english/main\\_guide.htm](http://www.eurongos.org/english/main_guide.htm)

Eurongos has a search function to identify where the 16 European Official Development Assistance Agencies are working and what areas they are funding.

*Fondsen In Nederland*

<http://www.verenigingvanfondsen.nl/>

The Association of Foundations in the Netherlands (FIN) provides information on foundations in the Netherlands. The 'Fondsenboek', a directory which is published every two years by the FIN, provides information on approximately 600 Dutch foundations.

*Fundsnet service*

<http://fundsnetwervices.com/internat.htm>

This gateway website provides links to the websites of numerous non-U.S.-based foundations.

*Global Philanthropy Forum*

<http://www.philanthropyforum.org/roadmap/>

GPF brings together foundation leaders, NGOs and individual donors to learn more of international philanthropy. The Forum maintains several searchable databases with portals to regional and thematic networks of donors and to intermediaries that support organizations and projects in other countries.

*Grants Development Office*

[http://www.calpoly.edu/~grants/3\\_FoundSubj.html#international](http://www.calpoly.edu/~grants/3_FoundSubj.html#international)

The Grants Development Office of the California Polytechnic State University maintains a website containing numerous links to U.S. based donors who give grants internationally to NGOs.

*Grantmakers for Effective Organizations*

<http://www.geofunders.org>

Not a grantmaking organization, but a consortium of 600+ foundations that make grants to NGOs to strengthen their organizational effectiveness.

*Grantmakers Without Borders*

<http://www.internationaldonors.org>

*Grantmakers* seeks to expand international philanthropy and serves as a clearinghouse on giving internationally.

*Guidestar*

<http://www.guidestar.org>

*Guidestar* is another gateway website with a search engine that can be used to identify U.S.-based donors interested in specific countries. The site also includes news on the world of philanthropy. Grant seekers can also post funding requests online.

*International Chamber of Commerce*

<http://www.webnexus.com/users/icc/iccncp.html>

This is a “first stop” website for identifying companies located in any region of the world that could be approached for funding and collaboration.

*International Youth Foundation* <http://www.iyfnet.org>

IYF’s website contains information about its global network of country partners that provide financial and technical assistance to local youth-led and youth-serving programs in some 60 countries.

*National Endowment for Democracy*

<http://www.ned.org>

The NED offers a portal to over 80 donors worldwide that fund projects dealing with human rights, democracy building, and conflict resolution.

*Organization for Economic Co-operation and Development*

<http://www.oecd.org/dac/htm/dacsites.htm>

The OECD’s website contains linkages to the home pages of the member countries of the Development Assistance Committee (DAC), including Australia, Canada, European Commission, France, Germany, Japan, New Zealand, Norway, Spain, Belgium, Denmark, Finland, France, Netherlands, United Kingdom, Sweden, and the United States.

*Swiss Agency for Development and Cooperation*

<http://www.deza.admin.ch/mainportal.php?userhash=602953&l=e>

This website gives an overview of the programmatic and geographic priorities of the Swiss Ministry of Foreign Affairs.

*The Transatlantic Community Foundation Network*

[http://www.tcfnet.org/frame\\_index3.html](http://www.tcfnet.org/frame_index3.html)

TCFN’s website contains the 'Community Foundations Worldwide' section that provides a portal to the international community foundation field, providing links to foundations, support organizations, and other institutions that serve as portals and resource centers within their national context.

*United Nations Development Program*

<http://www.undp.org>

The UNDP's website contains detailed information on its geographical and programmatic priorities.

*United Nations Non-Governmental Liaison Service (NGLS)*

<http://www.un.org/MoreInfo/ngolink/welcome.htm>

This is the website of the UN agency responsible for coordinating dialogue and cooperation between the UN system and NGOs. Also included is a list of numbers for NGO liaison officers at the various divisions of UN headquarters in New York.

*United States International Grantmakers*

<http://www.usig.org>

The purpose of this site is to facilitate international grantmaking by providing access to country reports and laws governing nonprofits and other informational materials and resources. The site serves both grantmakers and grantseekers by supporting and facilitating the process of making grants overseas.

*United States Agency for International Development*

<http://www.usaid.gov/>

USAID's website provides detailed information on each of the agency's programmatic and geographical priorities and application procedures.

*The Virtual Foundation*

<http://www.virtualfoundation.org/>

The Virtual Foundation is an online philanthropy program that supports grassroots initiatives around the world. Community improvement projects in the fields of environment, health, and sustainable economic activity are posted on its website where they can be read and funded by online donors.

*The World Bank*

<http://www.worldbank.org/ngos>

<http://worldbank.org/participation>

Both sites provides extensive information on how NGOs and Civil Society Organizations can work in partnership with the World Bank. It also provides linkages to the Bank's priority themes and issues, its policies and guidelines for working with the NGO sector, and contact information of key staff.

Many of the Bank's Country Offices also have websites for NGOs that are country specific. See the following website for more information:

<http://lnweb18.worldbank.org/ESSD/essd.nsf/NGOs/RM-Websites>

*WINGS*

<http://www.wingsweb.org/>

This website is maintained by the European Foundation Center and provides numerous hyperlinks to national and regional grant making associations, philanthropic centers, donor consortia, advisory groups, and other types of organizations providing specialized services to grant makers in specific countries throughout the world.

Through this short monograph you now have access to many printed and online resources that are available that provide information on donors. By researching these directories and Websites, you will now be able to identify donors who could be approached to support your development projects. Success!