



TRIALOG Central Training “Financial Sustainability of National Platforms”

Vienna - Austria, 24-26 February 2009

FINANCIAL SUSTAINABILITY STRATEGIES

& the related “BUTs“

Minutes*

	Suggestion	BUT
1	Strategies for working with members	
	Raise membership fees	<ul style="list-style-type: none"> • Difficult to convince members to increase membership fees
	Convince platform members re. higher membership fees	<ul style="list-style-type: none"> • They will not pay / they might not be able to pay • What, if their situation is getting worse • (Potential) members might oppose (drop out / not join) • Its too early (for a young platform) • Members could leave • Members can not pay • Potential members will avoid us
	More in-kind contributions	<ul style="list-style-type: none"> • no tangible imminent gain
	Flexible membership rules	<ul style="list-style-type: none"> • Membership fee → not reliable income
	Introduce proportion system (membership fees)	<ul style="list-style-type: none"> • (Potential) members might oppose (drop out / not join)
	Increase number of member organisation	
	Develop with pf-members a model of pf-sustainability	

* Please note that these minutes are part of the Central Training documentation and do not include any TRIALOG analysis or opinion. For substantial analysis of the Central Training outcomes, please refer to the following TRIALOG report: The financial sustainability of national platforms in New Member States. Analysis & future perspectives. TRIALOG Central Training 2009 Vienna. April 2009, <http://www.trialog.or.at/images/doku/sustainability-NMS-NPs.pdf>. For further Central Training documents, please visit <http://www.trialog.or.at/start.asp?ID=195>

	Suggestion	BUT
2	Strategies for working with MFAs	
	Put pressure on MFA to provide funds/grants	<ul style="list-style-type: none"> no willingness of members, to put pressure on their major donor dependence on MFA funding
	Request MFA grant	<ul style="list-style-type: none"> MFA might try to influence our agenda There is no procedure
	Core grant from the government	<ul style="list-style-type: none"> Could be critical Could be stamped with relation with the government party
	Explore possibilities to benefit from tax reduction	
3	Strategies for Projects	
	Develop projects at platform level with regional partner platforms	<ul style="list-style-type: none"> Requires human resources and time units, maybe much more than members will dedicate
	Participate in possible calls of different foundations	<ul style="list-style-type: none"> They might not sponsor
	Establish regional partnerships and cooperations between platforms to apply for EC-projects	
	Implement more projects that would cover administrative costs	<ul style="list-style-type: none"> We don't have capacity to implement projects We would then compete with our members
	Run in EC Calls	<ul style="list-style-type: none"> We do not have money for Co-funding We do not have HR for preparing applications and implement projects
	Elaborate EC funding projects	<ul style="list-style-type: none"> We are not eligible (alone)
	Apply for a RPP	<ul style="list-style-type: none"> If approved, the partnership might not bear the expected fruits
	Membership projects will contribute	<ul style="list-style-type: none"> If the platform is priority for national members
	Project money Only admin. and/or Capacity Building Act.	<ul style="list-style-type: none"> Leads us away from core activities of pf
	Project grants	<ul style="list-style-type: none"> To many projects to deal with → no capacity for core activities
	Applying for different CFPs	<ul style="list-style-type: none"> Needs a lot of capacity
	Hire consultant to write proposal	

	Suggestion	BUT
4	(private) Donations	
	Online private donation	<ul style="list-style-type: none"> • Few visitors of the site
	Private foundations support	<ul style="list-style-type: none"> • Fewer grants due to the financial crisis
	Private firms support	
	Approach private donors	<ul style="list-style-type: none"> • The few donors might not be interested • Donors might try to influence our agenda
	Private donors	You can't be sure, where the money is coming from
5	Fundraising activities	
	Conduct fund raising activities	<ul style="list-style-type: none"> • The environment is not favorable
	Joint fundraising for members	
6	Income generation	
	Organize trainings, seminars with guests from abroad and charge participant fees	<ul style="list-style-type: none"> • small circle of civil society actors, low level of CSOs culture and limited pool of participants • small circle of civil society actors, low level of CSOs culture and limited pool of participants
	Produce Manuals etc, distribute and charge institutions and actors who need development education material	
	Utilize mailing lists and websites of members for small donations	
	Diversify funds and take decision, whom to approach (Soros, Gates,..)	
	Research on "clean money"	<ul style="list-style-type: none"> • There's no clean money! So lets use it all?
	Research other funding sources	<ul style="list-style-type: none"> • Lack of time
	OMS/NMS solidarity fund for emergencies	
	Creation of NMS platform emergency funds / grants coordinated by TRIALOG	
7	Platform-related strategies: Networking	
	Elaboration of common lobby letter re. importance of NGDOs	
	Strengthen NMS/ European partnerships	
	Info exchange on tax reduction systems from different countries and elaborate lobby material	
	Elaborate regional platform plans	

8	Platform-related strategies: Advocacy and Lobbying	
	Lobby on MS-level that national governments should pay for their NGOs	
	Lobby for regional funds, funded by national governments (cross border like RPP)	
	Lobby on CONCORD re. reduced fee/fee holidays for NMS	
	Lobby for further RPP, FEST and presidency fund projects	
	Lobby on EC-level for NMS-CfP – including solidarity fund for NMS and smoother eligibility criteria	
	Lobby on EC-level for solidarity fund for NMS platforms	
	Role of the platform: to dialogue with CONCORD (re. fee system)	
9	Capacity Building	
	Elaboration of platform mission, (3-5y) vision and financial strategy	
	Keep lobby the EC to keep structures like TRIALOG, DEEEP and CONCORD	
	Ask TRIALOG and CONCORD to support trainings and facilitation	
	Professionalisation of platform staff	
	Invest in internal capacity building	<ul style="list-style-type: none"> • Risk of staff turn-over
10	“Others”	
	Draft and apply code of conduct	<ul style="list-style-type: none"> • Might exclude certain existing members • No willingness to be accountable
	Scrutinize CONCORD strategy re. independance from EC (and therefore higher fees for nat. pf)	
	Not to loose members due to crisis, but to increase solidarity, expertise and legitimacy	
	Adapt the “Romanian way”: crisis as a chance by re-taking ideas of the past situation (CSOs=enemies of the state)	