Partnership Fair 2013
13 – 15 March, 2013
Vienna – Austria

REPORT

Background
Due to the significant success of the previous TRIALOG Partnership Fairs held in October 2006, February 2010 and September 2011, when many of the later EC-funded development education projects under NSA-LA line were conceived and following multiple requests from development CSO platforms and their members, TRIALOG hosted the fourth fair in March 2013. Around 120 participants from 22 EU countries representing 84 organisations came together to work on possible projects for the NSA-LA Development Education / Awareness Raising (DE/AR) call.

The partnership fair is a learning, networking and project-designing event for development CSOs from across Europe working in different sectors (development education, human rights, environment, gender etc). The Partnership Fair facilitates partnerships, cooperation, learning and exchange at an international level for joint projects for development.

The learning process was fostered through expert presentations on:
- Designing development cooperation / development education and awareness raising (DEAR) projects;
- The Multi-Annual Indicative Programme 2014-2020 of the European Commission and Austria’s activities regarding DEAR including EC co-funding mechanisms;
- Lessons learnt from NSA LA project evaluation.

The networking happened during the market place, a set up where all the participants had the opportunity to present their organisations (activities, vision, future project plans etc.) as well as through numerous formal and informal spaces for dialogue among all the different stakeholders, represented during the fair.
The concrete activity of **project designing and planning** was facilitated through project working groups, which allowed flexible planning, organising and reflecting in groups of different sizes.

**Speakers**

For the first time, TRIALOG offered an introductory session for newcomers in EC project proposals writing. This session took place on the morning of 13th of March and was held by **Greta Jensen**, consultant and expert on EC application writing. Her tips on **“How to write a successful project proposal”**, what to have in mind when formulating objectives and results and how to use the logical framework prepared participants for the project working groups during the coming days.

Greta Jensen’s recommendations for project proposal writing include:

- “What are our dreams of change?”; “What is the first step I can take?” from there begin to build the project on. Think about the inputs you will need and the limitations you will face.
- Specific Objectives: the call has several objectives, the project should only have one- but linked to the call’s objectives. Work towards achieving the specific priorities of the call’s lot.
- Relevance of the project: towards the EC’s goals and the beneficiaries of the project, as more as you can bring the two sides align, the better. Relevance is about WHY you are doing something, not how.
- Weakest part in most proposals is the sustainability, so be careful of this section!
- Work on the logframe first.
- Turn problems to objectives, core problem to specific objective.
The official opening of the fair took place in the afternoon of the 13th of March when the participants were welcomed by Erwin Eder, Chairman of the Executive Committee of TRIALOG’s lead agency HORIZONT3000. He pointed out, also from his own experience at the Catholic Children’s Movement, the enthusiasm and motivation needed to work in the field of global education – especially due to cuts of governmental budgets for development cooperation and education.

- Stakeholder Analysis: describe the needs they have, their role in the action. The best method is to meet with them and talk about the project idea. Ask them what they can bring in, what their expertise is.
- Find out the causes and effects of the core problem. The effects are good markers for indicators later.
- Quote back to what is said in the guidelines.
- Risk Assessment: consider if you need to integrate additional activities in order to mitigate risks.
- Describe and justify activities – who will do what? Identify the resources necessary for carrying out the activities.
- Find out what material has come out from countries that have been active in the field for many years.
- Explain how much you reach out to the already existing development education in the EU, so not to duplicate the work already done.
- The questions have a logical flow, be careful NOT to repeat yourself.
- Style, language and layout: use the EC’s questions and structure; keeps space between different paragraphs; do not use your organisation’s jargon, use footnotes sparingly.
- Full involvement of the partners and other beneficiaries at every stage of the project!
- Good partnership is built on trust, transparency and mutual support.
TRIALOG Director **Christine Bedoya** and Capacity Building Officer **Ulrike Bey** welcomed the participants with a short review of previous Partnership Fairs and the presentation of objectives, programme and methodology of the event.

**Markus Pirchner**, Head of Sector DEVCO D2 of the European Commission (EC) explained the [Multi-Annual Indicative Programme 2014-2020](#) of the EC and gave an outlook on the Development Education / Awareness Raising (DEAR) Call for Proposal 2013, which is planned to be published in September.

He explained the aim of the EC’s DEAR programme is to foster EU citizens’ awareness and mobilisation for development issues and concentrates on an added value to existing programmes within the member states. The Call for proposal 2013 will consist of two tranches: 28 Mio Euro for CSOs and 5 Mio for Local Authorities. The submission is planned to be electronically via the new PROSPECT software and via email.

The announcement of supporting bigger, European wide projects raised a discussion on the negative effect of this on smaller NGOs from countries with a less advanced development sector. Mr. Pirchner confirmed that the EC is aware of this situation but due to personnel limits cannot manage too many small projects. He pointed at a new way of subgranting in the new financial regulation which could allow smaller NGOs to be part of big projects.

Another issue for discussion was the fact, that under the current guidelines, organisations from the global South cannot be partners in the DEAR projects. Often their knowledge and input is needed and used by European NGOs but they do not feel comfortable with this “extractive” way of development cooperation, as no funding from the project can be given to them in return.
In his presentation, Helmuth Hartmeyer of the Austrian Development Agency (ADA) shared an overview on Austria’s co-financing mechanisms and activities regarding DEAR. He emphasized on the relevance to share knowledge among European countries and the importance of global education in society so that the paradigm of North-South is no longer the perspective to look at the world.

Later in the afternoon, Inka Pibilova presented lessons learnt from NSA LA project evaluation, like to invest in a good needs assessment during the planning of the project, mapping and sharing stories of change or to invest in the quality of partnerships.

DEEEP: Citizens Empowerment for Global Justice recently started in its fourth phase. The project of the CONCORD DARE Forum is known for being an important agent for development education on European level and a supportive partner for CSOs active in this field across Europe and beyond. The key elements and main activities of DEEEP 4 were presented by Jędrzej Witkowski of the Centre for Citizenship Education (CCE), member of the Polish NGO Platform Grupa Zagranica who is member of the consortium of the project.

Project Working Groups
The project ideas submitted to the organisers referred to Non-State Actors and Local Authorities in Development – Objective 2 Development Education. For the working groups, participants were initially clustered into 24 project groups according to the project ideas they had submitted upon application. The first session was designed to find each other and to check whether the groups were appropriate and had common ground. Project working groups were accompanied and supported all the time by facilitators Greta Jensen (independent consultant), Inka Pibilova (independent consultant), Soledad Briones (CONCORD Membership and Communications Team Coordinator) and Mojca Krisper Figueroa (SLOGA, Fundraising Officer). The group work intensified the following two days with groups and project ideas being reformulated, split and re-organised. At the end of the fair, 15 joint project ideas were identified and shared during the plenary.
Project Ideas
At the end of the event 15 partnership pre-agreements were signed. The project topics were:

1) Clean Shoes - Working and environmental problems in global shoe production
2) Mobilising pan-European support for the inclusion of persons with disabilities in Development
3) Building effective, informed and positive partnerships of non-profit and private sectors for sustainable Development
4) Sustainable Lifestyle in Transition
5) Society in movement: rising awareness and activation for an integrated approach to water, climate change and environmental migration
6) EU Coalition for Change - And advocacy and campaign on PCD and Beyond 2015 Framework
7) Enhancing Teachers' Competencies towards Global Learning
8) Develop the capacity of youth in needs-base DE
9) Schools as Agents of change for Food Sovereignty
10) Making the Case for Development Education: Building the evidence
11) Anchoring Development Education in European Communities
12) Tree Power
13) Simpatia: Social Inclusion of Migrants: A Partnership to Teach Inclusion and Acceptance
14) Giving disengaged Youth a Voice
15) Globally Friendly Village

For more detailed information on these projects please contact TRIALOG.

Many interesting project ideas emerged, were discussed and further elaborated, forming a basis for future partnerships. The organisers are very satisfied with the outcome of the Partnership Fair, which was rated by the majority of participants as “very useful”.
TRIALOG wishes all participants success with their applications within the EC call for proposals for Development Education / Awareness Raising which will be launched in September 2013. As a follow-up, TRIALOG will keep in touch about the process of the projects, submitted concept notes and ultimately full proposals to the EC.

The full evaluation as well as the presentations of the Partnership Fair including short video statements of participants are available on the TRIALOG website at: http://www.trialog.or.at/partnership-fair-2013.

Additional information
TRIALOG Partner Search Support
Some participants mentioned during the Partnership Fair that they were still looking and/or are open for partners. TRIALOG permanently offers support by distributing partner search requests (online and via our communication channels). For this please, contact Information Officer Elisa Romero at information@trialog.or.at and send us the following information:

- Working title of your project
- Field of activity of the project (development education or development cooperation)
- Donor to which you are planning to apply
- Brief description of your project idea: 1-2 paragraphs, maximum 2 pages (incl. objectives, activities, target groups, target countries, other involved partners)
- Requirements for the partner organisation you are looking for: 1 paragraph/maximum 1 page (e.g. country, field of experience, role in the project)
- A deadline by which time you would need interested organisations to get in contact with you
- Your full contact information (name of NGO/address/contact person). We ask people to get back to you directly.