3rd Edition of the Partnership Fair
Vienna, September 19th – 21st 2011

FINAL REPORT

Background
Due to the significant success of the previous TRIALOG Partnership Fairs held in October 2006, and February 2010 when many of the later EC-funded development education projects under NSA-LA line were conceived and following multiple requests from NMS platforms and their members, TRIALOG hosted the third fair in September 2011. Around 110 participants from 24 EU countries representing 84 organisations came together to work on possible projects for the NSA-LA Development Education / Awareness Raising (DE/AR) call. Although it had initially been planned to work on Investing in People and EIDHR, the small number of proposals did not provide sufficient possible partners for joint partners in these funding lines.

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:
- relevant calls for proposals (NSA-LA DE/AR, Investing in People, EIDHR)
- designing development cooperation as well as development education and awareness raising projects
- co-funding possibilities

The networking was facilitated through the Market Place, a space where all the participants had the opportunity to present their organisations as well as through numerous formal and informal spaces for dialogue among all the different stakeholders.

The concrete activity of project designing and planning was facilitated through project working groups, that allowed flexible planning, organising and reflecting in groups of different sizes.

Speakers
In his welcoming remarks, Thomas Vogel, Head of Department Programmes and Projects of TRIALOG’s lead agency HORIZONT3000, emphasised the importance of the space events like this provide for European organisations. He highlighted the European idea and the values of European integration that might partly become true through joint project work.

After the general welcome and presentation of programme and methodology by Christine Bedoya and Faika El-Nagashi (TRIALOG), Elise Vanormelingen (CONCORD) gave an overview of the calls for proposals 2011 for Development Education and Awareness Raising as well as other relevant calls for proposals for development NGOs such as EIDHR and Investing in People. In the plenary debate it was highlighted that resources marked for Local Authorities (LA) could be used more
extensively if NGOs worked more with these LAs. It was also emphasised that most of the
budgets are managed by EU delegations in the different countries outside Europe and that
they should be approached directly.

Angela James, adviser and expert on EC application writing, gave a comprehensive
presentation on the application writing process. Her presentation was split into three
parts over the course of the first two days. It was very useful to clarify common
misunderstandings and questions and was complemented by other experts at the
fair. To summarise some of the recommendations and advice that were given during
these presentations:

- Use a Logical framework from the beginning as it is useful for the whole planning
  process.
- As the EU is results oriented, it will be expected that you prove your
  successes and justify if you do not achieve what you planned in
  your proposal. Be realistic with numbers.
- 20% of the financial envelope under the NSA-LA call Objective 2
  will be allocated to DE/AR activities proposed by organisations from
  EU12 countries. For actions proposed and managed by NSA from
  EU12 states, the grant may cover up to 90% of the action’s total
  eligible costs (for EU15 applicants 75%).
- An organisation as applicant/lead agency may not be awarded more
  than one grant under the DEAR call; however, an applicant may submit more than one
  application and may at the same time be partner in one or more proposals.
- Always read the guidelines carefully for every single call for proposals.
- Concern was raised about the eligibility of taxes / VAT (Value Added Tax) which is a grey
  area. For DE/AR projects, VAT is part of the ineligible costs unless the beneficiary cannot
  reclaim them. The EC allows organisations to add / cover taxes with co-financing in other
  countries (you need to check the list with “beneficiary countries”). You need to check the
  budget format and the guidelines very carefully. You should also try to get proof that you
  cannot get exemption for VAT.

Bringing the “Co”-into the funding
One of the big problems for NMS NGOs is to get the necessary co-funding for EC
contracts co-financing mechanisms from the government is not available in all
countries and private fundraising is still quite weak. In order to provide information
and provoke ideas, the presentation made by Grzegorz Gruca from Polish
Humanitarian Action, the joint presentation from the Czech Development Agency
and the Czech NGO platform FoRS given by Inka Pibilova (FoRS) as well as the
input from Andrea Schmid of the Austrian Development Agency addressed the
issue of private funding opportunities and the official state co-financing
mechanisms.

Private Fundraising starts with an initial investment of capacities, but also financial
resources before it pays off. Controversial questions were raised regarding ethics
and limits for cooperation with companies. Inka Pibilova, presenting the Czech
model for co-financing suggested advocating for a governmental co-financing
scheme in countries where this is not established, demonstrating the multiplication
effect that this co-financing has for projects coming to the country. Andrea Schmid
presented a unique model for co-financing that is less bureaucratic and provides a
comparatively high amount of co-financing.

A survey carried out by the CONCORD Funding for Development and Relief working group
(FDR) gives an informal overview of co-funding mechanisms in different European
countries¹.

¹ available on CONCORD extranet, attached to the report or available upon request at TRIALOG
Group Work
Most 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 19 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 Angela James, independent consultant, Barnim Raspe from the German consultancy service bengo, Mojca Krisper Figueroa, independent consultant, and the TRIALOG team. The group work intensified the following two days with groups being reformulated, split and reorganised. At the end of day 2, 19 joint project ideas were identified and presented to the plenary.

Outcome and the Way Forward
Finally, at the end of the event 15 partnership pre-agreements were signed. These were:

- Climate Change Curriculum
- Empowerment of Women – Making their rights visible
- Same same but different – improvement of the perception of migrants in Europe: Empower young people to become advocates for improving the perception
- Raise awareness on global issues and build capacity for NGOs and schools to implement/run global education activities
- Mainstreaming global education in the formal education sector: Teachers from secondary schools embed global learning into their curriculum subjects in a systematic way
- Bringing together the local and the global: development sector and organised expressions of civil society (active citizens) have a deeper understanding of interdependencies which lead to improved public opinion/moving global justice issues higher on the public agenda
- School partnerships: actively involve students and teachers in 4 European countries in ongoing dialogue with peers in the global South and thereby enhance knowledge of global interdependencies, critical thinking and engagement for a just world
- Glocal citizens
- MCGs - Millenium Consumption Goals: develop a greater understanding of the global impact of our own lifestyle and how to commit to our own MCG
- Increasing food sustainability by advocating brand owners and raising awareness among the European public
- Policy Coherence for Development (PCD) Watch
- Introducing D.E. to vulnerable groups integration (Working title): Raising awareness on development issues as a tool for social integration of vulnerable groups at local, national and international level
- Choosing change: Engage a group of educators + learners in a participative innovative process, which will equip them with a critical understanding of global trade and economic relationship which perpetuate global inequalities + give them the skills to educate + take action for change
- Multicultural Kindergarten: empower pre-school teachers with tools, methodologies and capacities to deliver DE in Kindergardens in EU Countries
Awareness raising for land grabbing to European public to support MDG 1: Raising awareness on land grabbing effects among Europe and public and small-scale producers

In addition to these projects, a number of further project ideas and possible future partnerships were agreed on among some participants: There was a group working on Global Action Schools, an informal group on Local Authorities, a group working on a (Municipal) Development Education agenda.

Many interesting project ideas emerged, were discussed and further elaborated, forming a basis for future partnerships. The organisers are satisfied with the outcome of the Partnership Fair, which was rated by the majority of participants as “very useful”. General feedback also made the points that the variety of ideas, the openness of the participants and the good working atmosphere were appreciated. We wish all participants success with their applications within the EC call for proposals for Development Education / Awareness Raising which was launched on October 1st 2011.

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.

A full evaluation as well as the presentations of the Partnership Fair including a short video by participant Carlo Villani are available online at http://www.trialog.or.at/start.asp?ID=274.

TRIALOG would like to thank all participants for their active participation and contributions!

Additional information:

TRIALOG partner search support:
Some participants mentioned during the Partnership Fair that they were still looking and/or open for partners. TRIALOG permanently offers support by distributing partner search requests (online and via our distribution channels). For this please, contact our office office@trialog.or.at providing 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

Consultation on Gender
An Austrian representative of the European Network Women In Development Europe (WIDE) offered consultation on gender issues for interested organisations. Please contact Ursula Dullnig and Gundi Dick at office@wide-netzwerk.at.

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2 a more comprehensive list with contacts is available at TRIALOG