



## TRIALOG Partnership Fair 5

4-6 May 2015 Vienna, Austria

### Report



For the fifth, and this year, final time, TRIALOG organised its well-known Partnership Fair in Vienna between 4 and 6 May 2015. Representing a meeting space for CSOs, an opportunity to exchange information about donors' plans and priorities and civil society's views on needs in the local context, the fair serves mainly as a partnership development event.

This year's fair took place in a special context. While previous editions have been organised in order to generate project ideas and partnerships in the view of upcoming Development Education and Awareness Raising calls for proposals of the European Commission, this year the fair had a broader focus, as no DEAR call is foreseen until the start of 2016. This greatly influenced the format of the fair, leading to a more diverse group of participants, and therefore a more diverse outcome in terms of project ideas.

Over a hundred participants, resource people and facilitators from all over Europe including the Western Balkans attended the event.

Rebecca Steel-Jasińska, TRIALOG project manager and Iulia Jolley-Socia, TRIALOG Capacity Building Officer, welcomed the guests. Rebecca Steel-Jasińska highlighted the fact that the TRIALOG project has been around for 15 years, the Partnership Fair bringing organisations together to share ideas and bring them to life together. The TRIALOG experience shows that the Partnership Fair meets a real need among CSOs and TRIALOG is proud to have facilitated partnerships with this event that eventually succeeded in receiving EC grants many times.

### The funding landscape



The first day was dedicated to an exchange of experiences in working with donors. International Development Consultant Lucina di Meco gave an input about [Experiences in Fundraising and Working with Donors](#) which was followed by a question and answer session. Her focus was on experiences in working with US donors being more corporate minded as many foundations start as corporate organisations. Di Meco thinks there is more flexibility with these donors as governments, using public money, are stricter. She advised CSOs to move with the times and use modern technology such as donation apps to attract a new generation of givers.

This session was followed by a panel discussion **How donor support to CSOs makes an effective partnership for positive social change** with two donor agencies attending the Fair, Barbara Konzet from the Austrian Development Agency and Jiří Sýkora from the Visegrad Fund. Barbara Konzet introduced the work of the [Austrian Development Agency](#) with a focus on Civil Society Organisations including application procedures. Jiří Sýkora introduced the [Visegrad Fund](#) (V4 Fund) which gives government funds to non-governmental projects. The biggest proportion of the funds goes to mostly non-governmental organisations, municipalities and local governments, but also universities, schools and other public institutions and individual citizens can benefit. It also provides scholarships and artist residencies. The core mission of the V4 Fund is the development of civil society.



In the panel discussion the trend for consortia was brought up – according to the funders not only an obstacle for smaller NGOs but also an opportunity. Some activities such as advocacy or policy dialogue can have a bigger impact when many organisations work together. Generally, it should be understood that the applications should be transparent, clear and brief. Keywords were “Clarity”, “Brevity” and “Transparency”.

Rebecca Steel-Jasińska gave an update on the Civil Society Organisations – Local Authorities (CSO – LA) [Multi Annual Action Programme \(MAAP\) 2015 -17](#) followed by an input on the [Funding Landscape for Development Cooperation Projects – What are the Options for Development NGOs](#) , delivered by María-José Pérez, consultant from Haynes-Perez Associates. María-José Pérez explored not only the current funding landscape but also global donor trends as well as the basics of application writing.

### Market Place



The Market Place at the end of the day gave participants the opportunity to present their organisations as well as project ideas and make some first contacts with possible project partners and working group colleagues for the following day.

### Project Planning Working Groups



The following two days were dedicated to the generation and consolidation of project ideas and partnerships, a process guided by Friedbert Ottacher, with the support of three other facilitators. In the end 15 project ideas were defined, to be further elaborated by the participants after the event as commitments were made by signing 11 pre-partnership agreements. Funding possibilities mainly explored for these projects are Erasmus+, DEAR and other EuropeAid funding lines.

The project topics are:

- Smart Development Generation
- CATCH APP – Sustainable Food Consumption
- Slovak-Maltesian cooperation for practical education at Kenyan High Schools
- Hero Teachers in Global Education
- Global Learning European Network
- Cogito Ergo Sum & Act – Empowerment of youth to actively participate in society
- Co-volunteering for a better empowerment of local communities
- Take two: NEETS
- Do Nest in Ukraine – empowering women through entrepreneurship
- NGO Capacity Development Network
- Employment for Migrants
- Make Fashion Fair
- Energy for Coherence
- Tackling Controversial Issues (Innovative Engaging Activities)
- Citizens Engagement – project planned by National Platforms



For further information on the project ideas please contact TRIALOG.

The feedback to the Partnership Fair this year was generally very positive, the majority of the participants found their expectations – to find project partners for joint projects – met and they found partners and started to develop projects. Unfortunately fewer donors than expected could join the event. Still, the inputs on the first day gave insights to the current funding landscape and challenges for CSOs. The [evaluation summary](#) is available online.



TRIALOG staff will follow-up how the initial project ideas developed at the fair develop into concrete projects in the remaining months of the TRIALOG project. We hope that as many of them as possible will receive funding and become reality.

TRIALOG thanks all participants, resource people and other supporters for making this event a success.