

# WHERE IS THE MONEY FOR WOMEN'S RIGHTS IN AFRICA?



**AN AFRICAN FEMINIST RESOURCE  
MOBILIZATION STRATEGY MEETING**

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NOVEMBER 7-9, 2007

BIRCHWOOD HOTEL, JOHANNESBURG





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## ABBREVIATIONS

<b>AAI</b>	Action Aid International
<b>AE</b>	Aid Effectiveness
<b>AWDF</b>	The African Women's Development Fund
<b>AWID</b>	The Association for Women's Rights in Development
<b>FfD</b>	Financing for Development
<b>HIVOS</b>	The Humanist Institute for International Development
<b>HLF3</b>	The meeting to be held in Accra, Ghana in 2008 to review implementation of the Paris Declaration on Aid Effectiveness.
<b>INGO</b>	International Non-governmental Organization
<b>INWF</b>	The International Network of Women's Funds
<b>NGO</b>	Non-governmental organization
	Overseas Development Assistance
<b>PD</b>	Paris Declaration
<b>TGNP</b>	Tanzania Gender Networking Program
<b>UAF-Africa</b>	The Urgent Action Fund - Africa
<b>UNIFEM</b>	United Nations Development Fund for Women







## Acknowledgements

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# INTRODUCTION: Why This Meeting Now?

Between November 7th and 9th 2007, African women's rights activists from East, West, Central and Southern Africa gathered in Johannesburg, South Africa to discuss and strategize on resource mobilization for women's rights work in Africa. The meeting was jointly convened by the African Women's Development Fund, the Association for Women's Rights in Development, Action Aid International, Urgent Action Fund-Africa and the International Network of Women's Funds.

Funding for women's rights work has been decreasing over the past ten years according to AWID's Fundher action-research reports "Where is the Money for Women's Rights?"<sup>1</sup> On the other hand, there are new opportunities to tap into increased pools of money such as an increase in Overseas Development Assistance (ODA), and special funds such as the Global Fund to Fight AIDS, TB and Malaria. There are also opportunities for women's movements to influence emerging aid policy trends such as the Aid Effectiveness and Financing for Development agendas.

The Johannesburg meeting provided a space for discussion, analysis, skills-building and visioning among African women's rights activists, organizations and donors on resource mobilization for stronger and more sustainable African women's rights movements. The goals of the meeting were:

- To share and analyze the latest information on the current situation of funding for women's rights organizing in Africa;
- To increase the capacities of women's rights organizations to raise resources;
- To engage in a critical dialogue about the relationship between donors and women's rights organizations, with the goal of strengthening women's rights movements in Africa; and
- To identify concrete African feminist resource mobilization strategies that are relevant to the region.

It was expected that the meeting would contribute to a significant increase in access to and amount of funding available to support women's rights organizations in Africa. The meeting aimed to create change at four levels:

- at the personal level;
- within women's rights organizations;
- within women's rights movements in Africa;
- amongst the donor community.

The meeting was opened by AWDF Board Chair Hilda Tadia who said that it was timely, pointing out that, "While a lot of work still needs to be done to improve the status of women in Africa, resources for this work seem to be getting scarcer." AWDF's Bisi Adeleye-Fayemi contextualized the agenda by elaborating on the objectives of the meeting. She challenged organizations to always bear in mind "3M's" when carrying out women's rights work:

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<sup>1</sup> Available at [www.awid.org](http://www.awid.org)





## Mission:

Many women's rights organizations face the challenge of clarity of mission.

## Message:

Women are still not being taken seriously. Are our messages clear and are we getting them across to the right people?

## Messenger:

Do we have the right messengers? How credible and effective are they?



## Our Dreams For Money

Hope Chigudu (UAF-Africa)

*"Does she have a clear strategy like Gandhi, Jesus or ...but wait, did Jesus get a grant from AWDF?" Hope Chigudu*

This session explored visions for a strong women's movement in Africa. In small groups, the participants considered the question: "If money were not an obstacle, what would be our dream for women's rights in Africa?" Participants used a story (see Annex 4), shared by Hope, to debate what it means to be strategic in using resources to build more effective women's rights movements in Africa.

Some of the key insights were that women's rights organizations:

- Would have clarity of mission and not compromise their feminist values.
- Would not feel that they need to compete with each other for resources and would therefore support each other and work as a strong movement.

- Would be autonomous and dare to dream big.
- Would be accountable to their constituents and not merely to their donors.
- Would be sustainable and be able to address both the basic and the strategic needs of their constituents.

Eventually, women's rights organizations would cease to exist because women's rights would be respected and upheld all over the continent.







# WHERE IS THE MONEY?

Zawadi Nyong'o (AWID)

*"Vision is the water; money is the fertilizer"* Hope Chigudu

on information collected through desk research, interviews, and through an online survey disseminated in 2005. The sample was of 406 valid responses. Between July 19 - August 8 2006, AWID disseminated a second survey to and through its partner organizations. The sample was of 958 responses from women's rights activists and organizations (almost two and a half times the number in 2005)

This session highlighted funding trends by sector and region, with a special focus on Africa. It also drew attention to opportunities for resource mobilization. A summary of AWID's second Fundher Report *"Financial Sustainability for Women's Movements Worldwide"* was presented.<sup>2</sup>

AWID's Fundher reports are produced by the organization's Strategic Initiative "Where's the Money for Women's Rights", which was started as a result of the shared feeling that the struggle for funding within women's movements had increased and a research-action project was needed. In 2006 AWID published the First Fundher report, based

Some of the key findings of the report were as follows:<sup>3</sup>

- Two-thirds of survey respondents (66%) report revenues under US\$ 50,000 in 2005. This has declined from 80% in 1995.
- Only 4% of organizations had annual incomes over US\$ 500,000, the majority of which are in N. America & Western Europe.
- Although about half of the survey respondents reported an increase in funding since 2000, the actual amounts of increase were small (usually less than US\$ 50000).
- Most organizations reported an increase in the number of staff and resources spent on fundraising.
- When the survey was completed in the summer of 2006, only 13% of organizations had secured all the funding they needed for that year. In fact, 61% had raised one-half or less of their budget for the year.
- When asked what organizations would do if budgets were tripled, they mentioned investments in human resources and organizational development, broadening and strengthening existing programs and new hires as top priorities.
- On average, organizations say they would need twice the budget they have in 2006 in order to do all they would like to do.
- The combined revenue the survey was able to capture for 2005 was a bit over US\$ 76 million.

<sup>2</sup> The full Fundher Report is available for reference or download on the AWID website: [www.awid.org](http://www.awid.org)

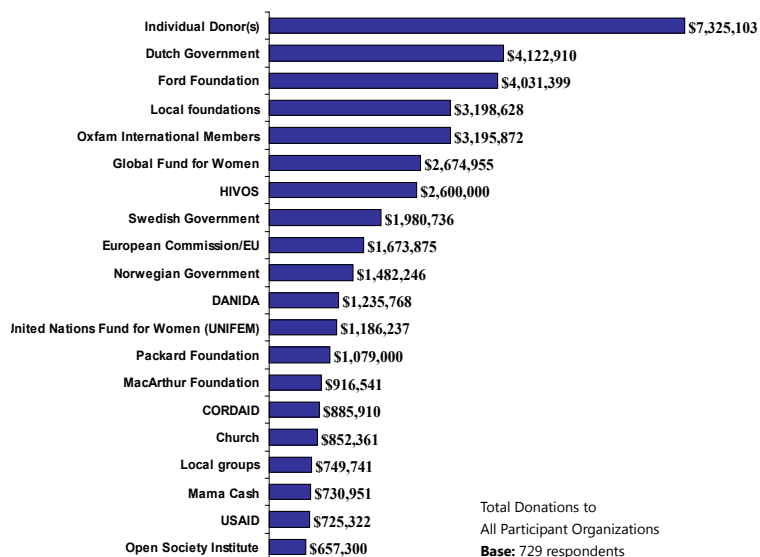
<sup>3</sup> The full PowerPoint presentation is available on the AWID website: [www.awid.org](http://www.awid.org).

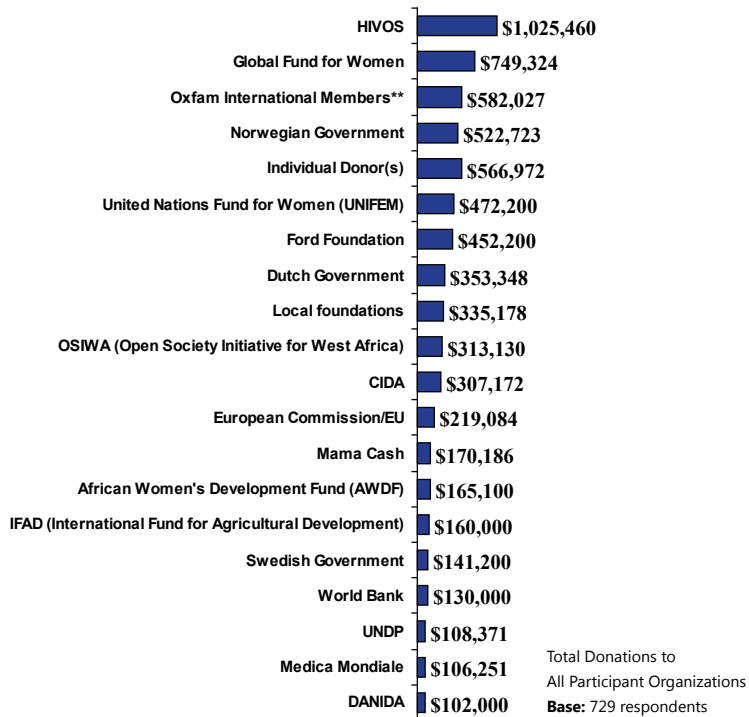


Some comparisons:

- Amnesty International alone raised USD 234 million in 2004
- Greenpeace raised US\$ 203 million in 2004
- Women's funds give grants to organizations working on issues or with groups that have difficulties in accessing resources. They mostly provide core funding.
- Many women's funds are explicitly committed to building women's organizations capacities, especially regarding fundraising and evaluation.
- In 2005, women's funds gave US\$ 15 million to women's organizations around the world, an impressive figure given that more than half of these funds were established in the last 5 years.
- The two figures show the top 20 funders of women's rights organizations worldwide and in Africa south of the Sahara respectively, in 2005.

## Top 20 Donors: 2005





- Although women's funds only appear to have given 5% of the total revenues, they are the most frequently mentioned sources of funding, giving small grants to 46% of respondents
- In dollar terms the most important overall donors in 2005 are:
  - Bi/multilateral development assistance
  - Public foundations/INGO's
  - Large private Foundations
- The Dutch government, Ford Foundation and Oxfam International members are among the top 5 donors in the survey period.
- The Global Fund for Women is among the top 6 donors in the survey period.







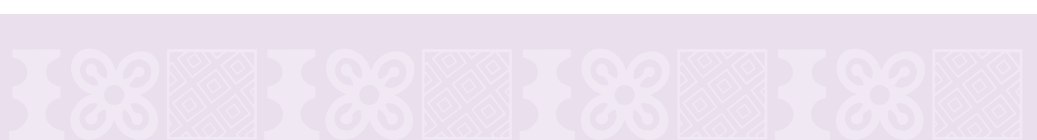
## CHALLENGES AND OPPORTUNITIES

The challenges and opportunities mobilizing resources for women's rights work from three different funding sectors were highlighted.

Bilateral and multilateral development agencies are the biggest source of funds, but the gender mainstreaming agenda has often led to policy evaporation, resulting in diminished returns for women on the ground. Their rigid emphasis on log frames, project timelines and other technical approaches are often contrary to women's empowerment strategies. Bi- and multilateral donors are also very influential in influencing aid agendas as evidenced by the Aid Effectiveness Agenda and the US aid government funding trends such as PEPFAR.

There are nevertheless several opportunities within the bi- and multilateral aid arena for mobilizing resources to advance women's human rights. Some key actors have started reviewing their own approach to gender equality and women's rights and are thinking of new strategies. Some countries are increasingly committed to gender equality, including the UK, Norway, Ireland, Spain, Sweden, New Zealand, Australia and Italy. New funds are being created, such as the UN Democracy Fund and the Safe Abortion Fund.

International NGOs' different and often competing roles make INGOs very complicated "partners". Many INGOs are establishing or expanding their offices in the South and fundraising from those offices, therefore competing for resources with southern organizations. There are insufficient measures to hold staff and partners accountable to advancing gender equality and to track the financial resources for women's rights organizations. Given the relative scale of INGOs, they can overshadow key women's rights actors in the eyes of donors and public opinion.





However there are also opportunities for the advancement of women's rights with INGOs as partners. In the last year some INGOs have strengthened their commitment to women's rights and to providing multi-year core funding, like HIVOS or Oxfam-Novib. INGOs like Action Aid International and Rights and Democracy-Canada, have new programs and activities focused on funding for organizations working on women's rights. Humanitarian relief practices, a major part of INGOs' activities which attracts a huge part of public funding for development, are being reviewed.

Women's Funds are a significant source of income for women's rights organizations in spite of the relatively small size of the grants they give. One of the key challenges is that they sometimes compete with women's rights organizations for funding from the same donors. On the other hand they are a key ally in supporting women's rights work. They give grants to organizations working on difficult or controversial issues or with groups that have difficulties in accessing resources. They also commonly provide core funding. Many of the funds are explicitly committed to building women's organizations capacities, especially regarding fundraising

and evaluation. Mobilizing resources for women's rights work is a specialization of the women's funds, with new strategies emerging every year, such as the "supermarket philanthropy" through the development of a "women's brand."

The presentation strongly emphasized the need for women's rights organizations to move away from a culture of scarcity and individual survival, and work collectively to influence funding policies and practices.



# Contextualizing The Findings: African Women's Rights Organizations' Experiences Mobilizing Resources From Different Funding Sectors

Sarah Mukasa, AWDF

*"We are fundraising for dependence, rather than independence"*  
Sarah Mukasa, AWDF

Participants contextualized the issues highlighted in the presentation of the research findings. They discussed their own experiences of resource mobilization in their national or programmatic contexts, their support needs and emerging funding trends.

Some of the challenges of resource mobilization that were raised and the strategies suggested to overcome these are:

- Fundraising is very time consuming and sometimes takes away from time that should be used in program implementation, more so because most organizations do not have staff whose time can be dedicated to fundraising alone.
- Organizations sometimes deviate from their objectives and mission to accommodate donor preferences. A possible solution would be to identify donors with the same values and to do a cost-benefit analysis of the funder-recipient relationship.
- Funding given is usually project-based and is not enough to ensure the sustainability of organizations or address long term strategic women's rights needs. Organizations should be more strategic in the way they present their budgets by, for instance, asking for multi-year core funding. It is also important for organizations to ensure that they are credible and market themselves well in order to make the case for substantial funding.
- In areas affected by conflict, as is the case in many African countries it is more difficult for local organizations to access donors than it is for humanitarian INGOs. It is also more difficult to organize collectively.
- Women's organizations in French-speaking countries in Africa also find it more difficult to access donors due to the language barrier.

One of the trends observed by the participants was the move by bilateral and multilateral development agencies towards funding governments rather than providing direct funding to NGOs. NGOs are increasingly having to access donor funds through government (for example 'basket funding' in the African context, where donor funds are pooled and administered by the government). For women's rights organizations which seek to call for greater government accountability and response on the rights of women, this has serious implications for their abilities to access these funds. The participants also noted that donors are beginning to increase their support for regional work.



# THE PERSONAL (RELATIONSHIP TO MONEY) IS POLITICAL

Ellen Sprenger (AWID consultant)

This session was an eye-opener for many participants. It focused on the ways in which our personal relationships to money, influenced by our socialization or upbringing, affect the ways in which we ask for it, give it, share it and use it for social justice work. The session took the form of a dynamic 'walk and talk' process in small groups in which participants explored their first memories of money.

Some first memories were impressions of scarcity and that money was always hard to come by. Others remembered learning to diligently account for money, raising both associations of fear and responsibility, while others remembered how they were supported by the larger community and learned the importance of generosity, sharing, and giving back.

One common observation was that women's rights advocates are very assertive in raising money for programs but less assertive in raising decent salaries for staff. One participant observed that due to the passiveness and fear many of us have, "We are fundraising for dependence rather than independence." Some participants reported a fear of hearing "No," from donors because they felt discouraged. At the same time, others acknowledged that "for every no, there is a yes coming," recognizing this as an opportunity for further engagement.

In order to effectively mobilize resources there needs to be a paradigm shift in the ways in which we understand and relate to money. This includes:

- Changing the way we view the donor-recipient relationship as one of mutuality and equality. Both parties need each other in order to accomplish their work.
- Changing the mentality of scarcity to recognize that there are

more resources available than we make use of. Getting away from the scarcity mentality would enable us to collaborate with other like-minded organizations creatively and effectively.

- The principle of reciprocity: When we hoard money we hinder its flow but when we share, more people benefit from the sharing. This means that fundraising should not just be for the benefit of individual organizations but for the movement as a whole.
- Exorcising the fear of asking for money. We need to make our cause compelling and ask for what we need both for our constituents and the staff of our organizations.





# BUILDING BLOCKS OF A FEMINIST RESOURCE MOBILIZATION STRATEGY

Bisi Adeleye Fayemi (AWDF)

*"To raise serious money, you have to be taken seriously. To be taken seriously, you have to think, plan, talk, walk and act like you are serious."* Bisi Adeleye-Fayemi

This session explored the question: How can women's rights organizations raise money in ways that not only build organizations, but strengthen the African women's rights movement as a whole?

A number of the concerns, fears and taboos around fundraising within the movement were discussed. These include:

- Competition and backstabbing;
- Lack of capacity and proper financial management within individual organizations;
- Lack of support for controversial issues: the more controversial the issue the less likely it is to get funded and the more difficult it is for other women's rights organizations to support it. This factor erodes new, radical and feminist approaches to women's rights issues.

To address these issues we need to begin by clarifying our terms of engagement. The Charter of Feminist Principles for African Feminists is an example of an individual and organizational roadmap for feminist engagement.<sup>4</sup>

New opportunities for resource mobilization were highlighted. These include an increase in corporate social responsibility giving, new commitments by governments, the large African diaspora in the North and the emergence of a number of African philanthropists. There has been a modest reshaping of the philanthropic paradigm in Africa; Africans are already giving to Africans using a combination of mechanisms and an emerging pan-African infrastructure for philanthropy. Some of the initiatives are the AWDF, Trust Africa and UAF-Africa. There are also community development foundations in South Africa, Zimbabwe and Kenya.

Nevertheless although there are ancient traditions of giving across Africa, most of this giving is for welfare or religious causes; not for social change. African women's rights organizations need to tap into the culture of social change philanthropy and make the case for giving for women's rights work. They need to develop an African feminist philanthropic culture. To do this, they must address the negative perceptions about NGOs such as that they are corrupt, have imported agendas or lack accountability. They also need to make it easier to give by addressing the presence of undemocratic regulatory frameworks and the absence of an enabling environment for giving.

There is a link between good leadership and fundraising success. A good leader:

- Knows what the mission is;
- Has a coherent plan;
- Is focussed;
- Communicates effectively;
- Takes informed risks;
- Is creative and has imagination
- Builds social capital

<sup>4</sup> The Charter can be downloaded from the AWDF website at <http://www.awdf.org/pages/index.php?pid=1&sid=62>.





# WHERE IS THE MONEY FOR YOUNG WOMEN?

Kataisee Richardson (AWID)

This session analyzed the funding landscape for young women's rights and explored the experiences of organizations represented at the meeting in involving young women in their work, and in particular fundraising and grant-making.

It was noted that the landscape for funding for young women's rights has the following features:

1. It is depoliticized: Most initiatives simply focus on 'youth participation.'
2. It is disempowering: There is a strong focus on service delivery.
3. It is scarce: There is a scarcity of funding for work designed and led by young women especially innovative or groundbreaking work.

The participants were divided into groups to discuss three questions:

1. Is it important to know about funding for young women? If so, why? If not, why not?
2. Are there issues that we need to consider which are specific to the African context in general and African young women in particular?
3. What experience does your organization have in involving young women in funding as grantees or grant makers?

Group discussions were facilitated by young<sup>5</sup> women selected from amongst the meeting participants. Most participants agreed

that young women need to be a part of the women's movement for the sustainability of the movement. However, young women should not be instrumentalized by being seen only as a means to sustain the movement, but they should be valued for their contributions, innovativeness and diverse perspectives.

As in previous sessions, the need for, as well as the challenges of, movement building were highlighted in this session. It was clear that while most participants agreed that young women should be part of the women's movement, not all agreed on the form and substance of such involvement. Some participants did not understand why young women say that the women's movement is not inclusive; they recalled their own experiences

<sup>5</sup> For purposes of this meeting, young was defined as being between the age of 18 and 30 years old.





# NG WOMEN'S RIGHTS?

as young women within the movement and asserted that they did not ask for space; they took up space. They felt that young women are playing the victim; they have a sense of entitlement without a sense of responsibility. Others acknowledged the need to proactively reach out to young women and recruit them into the movement. Regardless of perspective, all participants agreed that younger and older women within the movement need to be acknowledged for the contribution they make and have their different viewpoints and approaches affirmed.

The discussion about movement building also addressed the question of older, more experienced women within the movement making the connections for young women by acting as references and introducing them to donors. This discussion around mentoring and supporting young women drew the line between accompaniment and patronization.

In terms of the African context a few participants felt that the education system in many African countries is wanting, and therefore young women educated within those systems have a lower skills base and are less assertive. A number of participants pointed out the cultural factor in ageism within the movement. Most participants agreed that female genital mutilation, HIV and AIDS, popular culture and its increased sexualization of young women and religious fundamentalisms are some of the factors that uniquely affect young women's rights.

In the discussion on funding for young women's rights it was noted that young women have been involved within women's organizations as interns, in mentorship programs, and significantly, also as leaders. Women's funds were recognized as one of the key funders of young women's initiatives. Organizations noted to have funded young women's initiatives and organizations include:

- AWDF;
- Ford Foundation;
- HIVOS;
- Global Fund for Women
- Mama Cash
- Open Society Initiative for Southern Africa
- Save the Children
- Swedish International Development Agency
- Urgent Action Fund-Africa



# THE ROLE OF WOMEN'S FUNDS: CHALLENGES & OPPORTUNITIES

Donor Panelists: Tina Thiart (INWF), Vicky Karimi (UAF Africa), Sarah Mukasa (AWDF), Nomvuyo Dayile (Wheat Trust)  
Moderator: Asetou Toure

The presentation on AWID's action-research project "Where is the Money for Women's Rights" highlighted the crucial role played by women's funds.<sup>6</sup> This session explored this role further and discussed the opportunities for resource mobilization from these funds.

The session took the form of an interactive panel discussion centered around the questions:

- Why women's funds? What value do they add?
- How are women's funds in Africa promoting financial sustainability for women's rights organizing?
- To what extent are women's funds leveraging additional or 'new' sources of funding?
- What can we expect from women's funds in the future?

On the value they add, the panelists had this to say about women's funds:

- They have the ability to access larger funds and make funding available to a diverse range of women's organizations.
- They provide much-needed capacity building and technical support to many of the organizations they fund.
- They come from a feminist perspective and share the passion for the work with women's rights organizations. They believe the solutions lie with women. They encourage innovation by using money as a tool for change and provide funding at strategic moments. You will not hear certain kinds of questions from women's funds. For instance: "How does your project work to include the needs of men?", "Given the overwhelming poverty and illiteracy in Africa, are sexual rights central to the

needs of African women?" or "Why do we have to fund this position?"

- Women's funds come from a feminist theoretical and practical base. They want to build a solid credible movement with agency, autonomy and a strong leadership. They come from the same political understanding as women's rights organizations, and they know that they need to invest in institutions.
- They affirm the role of women in society.
- Due to their commitment to women's rights work, most women's funds that are unable to fund deserving projects, will often refer the organizations requesting support to other donors.

The panelists explained how they have been promoting the financial sustainability of women's rights organizations in Africa. AWDF saw a need for a paradigm shift about

<sup>6</sup> For more information about these and other women's funds, go to [www.inwf.org](http://www.inwf.org). See also THE CRITICAL ROLE OF AUTONOMOUS WOMEN'S FUNDS IN STRENGTHENING WOMEN'S MOVEMENTS, by Bisi Adeleye-Fayemi, prepared for the UN Expert Working Group on Financing for Gender Equality, September 2007.







how to mobilize resources. Sarah Mukasa reminded us that 'it is not enough to keep going to the North for resources; we must mobilize resources from the African continent itself.' AWDF is therefore focusing on doing this and in the process making a political statement and creating a sense of ownership. They recently launched an endowment fund, some of which will be raised from Africans and corporate sponsors on the continent.

Nomvuyo Dayile (Wheat Trust) acknowledged that they do not yet have a unified plan for the financial sustainability of their grantees, but that they and other donors have begun to work collectively to build the administrative and financial capacity of women's rights organizations.

Vicky Karimi (UAF-A) outlined their work in bridging the gap between funders and women's organizations, and amplifying women's voices by articulating the needs of women's organizations to the donor community. Both she and Tina Thiart (INWF) highlighted their efforts for collaborative fundraising for women's rights. Tina added that they have widened their focus to include corporate donors.

The women's funds representatives emphasized that they represent the interests of women and are causing a paradigm shift within the donor community by funding women not as passive victims of circumstances but as active agents of change.





# SKILLS BUILDING FOR MOBILIZING RESOURCES

Ellen Sprenger (AWID Consultant) & Sarah Mukasa (AWDF)

This session provided a hands-on opportunity for participants to build their capacity to successfully fundraise. It provided insights into how NOT to fundraise and how to build relationships for long time support.

The session strongly emphasized the fact that fundraising is about making the connections and building the relationships between donors and women's rights organizations. Many participants expected tips on how to better write proposals that will get funded, but the session focussed on the relationship aspect of building and sustaining funding partnerships. Fundraising was described as "friendraising."

## FUNDRAISING TIPS:

The first rule of fundraising is "Ask." Donors will not give what they are not asked for. Three basic requirements of success in resource mobilization are:

- Having your house in order in terms of financial management, reputation, credible leadership, track record, and skilled and committed staff;
- Having a plan - a clear analysis with compelling and inspiring goals and strategies;

- Having people in the organization who can communicate this (in three minutes if you have to!)

The ABCD of fundraising was described as:

1. Putting your house in order
2. Researching potential donors
3. Making contact
4. Managing the relationship
5. Proposal writing

Participants were given tips on each of these ABCDs of fundraising. The importance of cultivating and maintaining the relationship between donors and women's organizations was discussed. Participants were then divided into groups to role-play the following scenarios:





- You are at a conference where donors are also present. There is one donor in particular that you would love to connect with and talk to. How do you go about it?
- You have noticed that one of your important donors, Janet Sikazwe, Senior Programs Officer at Big Foundation, is no longer as enthusiastic and responsive to you as she once was. Your emails go unanswered and when you call her office you cannot get beyond her assistant. You decide to visit her with the goal to reconnect and gain back her enthusiasm. How do you go about it?
- Your organization organizes many events. For the first time you are going to include a fundraising component. It is 20:00 and the moment has come. How are you going to go about it?

Some of the tips discussed were as follows.

- Thank the donor within days after a meeting (or receiving a grant)
- Create and update donor profiles on the person and the institution; Be accurate and organized.
- Stick to promises, be timely.
- Keep donors informed and 'involved.'
- Feature the donor in publications and during presentations.

- Ask for advice (and ask for introductions to other potential donors).
- Show interest in the person behind the donor (as appropriate).

This was another eye-opening session for participants who reported that it has influenced them to approach fundraising from a perspective of relationship rather than technical proposal-writing skills. It was reiterated that the relationship between women's rights organizations and donors should be a partnership based on mutual goals and that both kinds of organizations are part of the social justice movement and broadly have similar missions and objectives.



# THE AID EFFECTIVENESS AGENDA, WOMEN'S RIGHTS AND THE ROAD TO ACCRA 2008

Mary Wandia (Action Aid International), Usu Mallya (TGNP) and Njoki Njehu (Daughters of Mumbi)



This session summarized the key principles of the Paris Declaration and discussed the potential impact of the Aid Effectiveness agenda on women's rights. The opportunities for women's organizations to influence the agenda were also explored. During the session, it emerged that most participants were reluctant or had a fear of engaging at the macro level of economic discourse: Even after dealing with personal relationships to money, and resource mobilization for women's rights organizations, moving to the discourse on aid agenda setting was a challenge.

The New Aid Modalities are intended to reform the delivery and management of aid in order to strengthen its impact and effectiveness. The practical implication of the New Aid Modalities is a shift from the traditional heavy focus on individual project financing to:

- General (Direct) Budget Support (GBS)- Financial Assistance as a contribution to the overall national budget
- Sector Wide Approaches (SWAPs) or Basket Funds- donor support to the development of an entire sector such as health, education and agriculture.

The Aid Effectiveness agenda has been formed over a period of time and the following meetings have been key in its evolution:

2000

The Millennium Declaration and the Millennium Development Goals

2002

Monterrey UN Conference on Financing for Development

2003

Rome High Level Forum (OECD);

2004

Marrakech Roundtable for Managing Development Results;

2005

Paris High-Level Forum and Declaration (OECD);

The Paris Declaration (PD) is a framework for international cooperation in aid and development adopted by donor and recipient countries. It is a road map for distributing aid with the goal of reducing poverty and inequality. It aims to redefine the relationship between donors and recipient countries guided by principles: ownership, alignment, harmonization, managed results and, mutual accountability.





## THE CHALLENGES

- The PD is gender blind: gender equality is mentioned only once in the document. There are no indicators for gender equality or women's rights and therefore no accountability to women's rights.
- Even with its stated commitment to ownership, women lose out since their issues are not reflected in national plans, and since ownership is government focussed. Civil society organizations have limited space for input.
- There are diminishing resources for CSOs and women's rights organizations that challenge or raise alternative agendas to those of the government.
- The PD is heavily focussed on Aid Modalities: budget support, MDG contracting, sector wide approaches (SWAPS), Poverty Reduction Strategy Papers (PRSPs) and basket funding.
- The PD represents a technical approach to aid and development, ignoring the politics and power dynamics. It focuses on mechanisms and processes for efficiency rather than addressing the value of aid; substance and results.
- The movers and shakers of the new aid modalities are technocrats rather than feminists, human rights activists or citizens.

## THE OPPORTUNITIES

- The PD principles provide considerable congruency with approaches that feminist and gender equality advocates espouse such as the need for more holistic and coordinated funding for development, accountability for results and real impact of development processes at macro and micro levels. Ensuring that gender equality is prioritized throughout the principles and that governments are held to their commitments will result in an increase in financing for women's rights work.
- There is ongoing engagement by women with the AE and Financing for Development processes. AWID, WIDE, UNIFEM, DFID, OECD-DAC, TGNP and other organizations are carrying out research, reviews and other advocacy initiatives. Other women's rights organizations need to get on board.
- In February and March 2008, the Commission on the Status of Women will be addressing Financing for Gender Equality. In September 2008 in Accra, Ghana there will be a High Level forum

to assess the progress on the implementation of the PD and agree on a new agenda for action. There are opportunities for women's organizations to get their voices heard.

In order to be equipped to advocate on the aid effectiveness and financing for development agendas, women's rights advocates need to have adequate knowledge about both the processes and the issues.<sup>7</sup>

<sup>7</sup>AWID's set of primers on the PD and the Aid Effectiveness agenda is available for reference or download from the AWID website at [www.awid.org](http://www.awid.org). Further information about feminist strategies & opportunities for engagement with the AE agenda can also be found on the AWID website.





# A DIALOGUE BETWEEN WOMEN'S RIGHTS ORGANIZATIONS AND DONORS

Alice Brown (Ford Foundation), John Campbell (HIVOS), Barbara Phillips (AWDF USA Board), Ayanda Mvimbi (Oxfam UK). Moderator: Bisi Adeleye-Fayemi (AWDF)

On the final day of the strategy meeting, several additional donors joined the participants for a dialogue. The dialogue addressed the challenges within women's rights organizing, donor relations and how donors work in order for women's rights organizations to increase the amount of and access to funding as well as understand what gets funded and how. It provided a unique opportunity for frank dialogue between donors and women's rights organizations.

The panelists were asked about some of their likes and dislikes about working with women's rights organizations.

## LIKES:

- Innovative, strong and committed partners; sometimes even stubborn ones;
- Passion, commitment and staying power of grantees;
- The fact that we are all working towards a greater good of social justice, and we determine our own agendas.

## DISLIKES:

- Saying no to deserving cases;
- That the socio-economic position of women changes so slowly; sometimes it is hard to see any change at all;
- The fragmentation within the women's movement;
- Organizations not seeing the bigger picture;
- Sitting with grantees trying to discern what donors want to hear rather than what the grantees really think and feel;
- Being stuck in an office attending to the bureaucratic details although these are necessary in order to achieve the broader target.

Having listened to the synopsis of discussions of the first and second days of the meeting, the panelists endorsed and reiterated the need for collective action and for promoting feminist philanthropy. *"We must fund our own revolution; the master's tools will never dismantle the master's house."*

However they cautioned that there is a need for clarity about what this actually means and how it should be put into practice. In response to questions by the moderator about sustaining their commitment to women's rights, the donor representatives emphasized that whereas their individual organizations are committed, they too rely on donors for funding and they generally do not influence their donors' agendas. They did however stress that when donors see models of success they are keen to get behind them. They also said that local



philanthropy will ensure that organizations are not held captive by the agendas of large or institutional donors. This entails being successful – with a clear definition about what constitutes success- and letting others know about our success. The importance of keeping donors and constituents engaged was highlighted. This includes keeping them informed in a timely fashion and keeping the “conversation going.” Again, the first rule of fundraising was re-emphasized: “Ask.” If you do not ask, nobody will give you what you want or need.

Participants got the opportunity to ask donors about their individual country situations and the dynamics of funding. The questions ranged from which particular countries the donors represented in the panel work in, to the factors that constitute a risk for funders.

## WHAT MAKES DONORS SAY “YES”?

- A demonstration that time and thought went into the conceptualization and planning of the project.
- A well thought out mission.
- A concrete plan.
- The fact that women are involved in the project.
- A clear, detailed budget.
- Partners who share their values. It is therefore important for women’s rights organizations to research potential donors before approaching them for support.

## WHAT MAKES DONORS SAY “NO”?

- Donors’ own limitations in terms of human and financial resources. Donors implement historical decisions to fund certain

groups in certain regions. If a request does not fall within these parameters, they cannot fund it no matter how deserving it is.

- Risky prospects: A risky prospect may be one who is relatively new, has no track record of success, and has not demonstrated a good financial and accountability system. Nevertheless, donors do try to nurture such groups and build their capacity to be solid, accountable and viable.



# NEXT STEPS: STRATEGIES FOR LEVERAGING MORE RESOURCES FOR WOMEN'S RIGHTS IN AFRICA

Zawadi Nyongo (AWID) and Mary Wandia (ActionAid International)

During this session, some of the themes and insights in relation to strategizing for greater resource mobilization that recurred throughout the workshop were recapped.

## WHAT WILL IT TAKE TO LEVERAGE MORE RESOURCES FOR WOMEN'S RIGHTS IN AFRICA?

A Paradigm Shift: The 'fleas in a jar' experiment serves to illustrate the paradigm freeze that most women's organizations are currently in. When fleas are put into a glass jar and the lid is closed, at first the fleas jump and keep bumping themselves against the sides and the lid of the jar. Eventually however they learn to jump only as high as they can without touching the lid or the sides. At this point, if the lid is opened, surprisingly enough the fleas continue to jump to the same safe level they have programmed themselves to. Similarly, many of us operate as though there is a lid on the kind of work we can do, the quantity and quality of resources we can mobilize, the kind of risks we can take, and the list goes on. While limitations do exist, and are often very real, many are also perceived. We therefore need to expand our knowledge, creativity and boldness in order to raise more resources for women's rights work. We need to think and dream big.

Getting our house in order: We need to have a clear political analysis of the context and what drives change. We must also be accountable and internalize the principles embodied in the African Feminist Charter.

Focussing on the 3 "M"s: our Mission, Message and Messenger: The strategies that we develop for greater resource mobilization should be linked to our values, vision, and focussed on results – towards our "extinction."

Movement building: Increased access to resources will not be possible without a strong, committed and sustainable movement. We need to get "buy in", engage and maximize the contributions of different actors including women's rights organizations at the margins. We need to connect the local to the global.

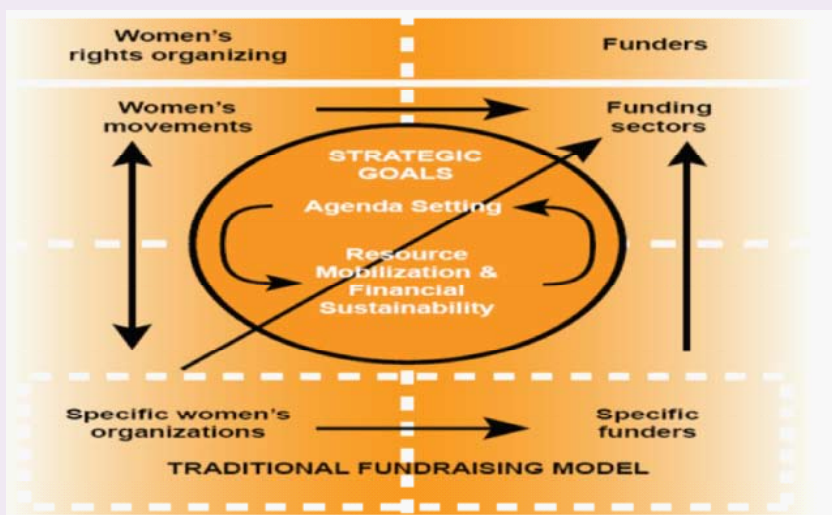
'Movement building' is:

- Different activities and strategies aimed at strengthening the visibility, voice, influence and capacity of different actors that form part of a particular social movement.
- A process by which the collective power of a movement to advance its goals and agendas is strengthened and therefore the capacity of its different constituents to work together with other key actors enhanced.
- It is tied to a core vision: building collective power is key to advance our agendas, and this can only be possible if the organizations and groups that play a critical role are well resourced, sustainable and strong.



# FEMINIST RESOURCE MOBILIZATION: A NEW MULTI-PRONGED APPROACH TO FUNDRAISING

The diagram below illustrates AWID's conceptual shift from individual women's rights organizations dealing with individual funders, to movements of organizations working with and influencing funding sectors to shift more resources into women's rights work.



## THE SEVEN STEPS OF DEVELOPING A RESOURCE MOBILIZATION STRATEGY:

1. Analyzing the landscape for resource mobilization: where's the money?
2. Planning for revenue growth and income diversification;
3. Building long-term assets and reserves;
4. Leveraging resources for and with allies;
5. Engaging and communicating with donors;
6. Evaluating your impact;
7. Investing in organizational capacities.


## SOME NEXT STEPS THAT EMERGED

Participants discussed what they would do at individual, institutional and movement level to contribute to greater resource mobilization for women's rights work. These small-group discussions were around five broad themes: movement building, sustainability, macro level advocacy, research and capacity building. Some of the next steps they identified were as follows:

## MOVEMENT BUILDING- BUILDING REGIONAL OR SECTORAL ALLIANCES:

- Adopt and institutionalise the African Feminist Charter in our movement building.
- Commit to forging strategic alliances, and strengthening the voice, visibility, influence and capacity of different actors in our movement. The 2008 AWID forum to be held





between November 14 and 17 in Cape Town will provide one opportunity for this.

- Hold peer reviews not only to hold each other accountable but also to share best practices.

disseminate the survey and reports to our partners and stakeholders.

## INVESTING IN THE LONG TERM FINANCIAL SUSTAINABILITY OF FEMINIST ORGANIZATIONS AND MOVEMENTS

- Women's funds and donors need to support strategies for long term financial sustainability of women's rights organizations
- Raise awareness and effectively address the challenges faced by African feminist organizations accessing traditional sources of funding
- Adopt the practice of workplace giving where members of staff make regular contributions towards the organization. This is a strategy that AWDF and UAF-A use and which can be emulated by other organizations.
- Document our successes in order to make the case for more funding for women's rights organizations.
- Tap into local philanthropy. To succeed in this we need to make a very good case by framing our messages in the most informative and effective way. The corporate sector needs to be well informed about women's rights issues so as to influence the manner in which they do corporate social responsibility.
- Creating endowment funds for our organizations.
- We should not only look at Northern donors; we need to hold our own governments accountable for funding women's rights work.
- Strengthen links with the women's business sector in order to leverage resources.
- Engage in aid agenda setting processes such as the Financing for Gender Equality and Aid Effectiveness Agendas.

## RESEARCH: TRACKING THE MONEY AND MAKING THE CASE FOR FUNDING WOMEN'S RIGHTS

- Continue tracking the quantity and quality of money to inform advocacy in different funding sectors.
- Contribute to AWID's "Where is the Money" research and

## FEMINIST RESOURCE MOBILIZATION CAPACITY BUILDING

- We need to develop and share feminist resource mobilization capacity building tools that can be used to engage, build skills and leverage resources for different actors (rural, peace & conflict, HIV & AIDS, etc.)
- We have to redefine what fundraising is. We should not regard it as simply a technical process but also engage at a political level.
- We need new training materials for resource mobilisation. We also need need to get better at social marketing and communication.
- Organizations in areas affected by conflict and in Francophone Africa are disadvantaged. We need to support their capacity to raise funds.
- Women's funds are working together to get better at leveraging support for the work that needs to get done in conflict regions. They are looking to do things beyond grant-making to groups. It is important to further strengthen this work.



## MACRO LEVEL ADVOCACY TO INFLUENCE POLICY AND PRACTICE – AID EFFECTIVENESS AGENDA AND FINANCING FOR DEVELOPMENT AND FINANCING FOR GENDER EQUALITY

- AAI, AWDF, FEMNET and FAS will be hosting a meeting to develop an African feminist position paper on Aid Effectiveness and Financing for Gender Equality.
- AAI and AWID are committed to supporting research and advocacy on the impact of the Paris Declaration and Aid Effectiveness on women's rights.
- Femnet will be organizing a Gender caucus meeting in December 2007 to plan for CSW.
- We need to ensure that we have our own representatives on the ground in Accra who have both an African and a feminist analysis of the issues so that we are able to speak for ourselves.
- We need to ensure that we know the particular people, in the delegations to these processes who will make the policy decisions in order to be able to lobby them directly. The list can be obtained from UNIFEM. We should also identify the Heads of State or Ministers who are sympathetic to our cause and lobby them.





## CLOSING

*"Right now, civil society organizations are outside the window looking in. We will have to stop shouting through the window and speak from inside."* Graca Machel

The closing address was given by Graca Machel who highlighted some key issues that came out of the meeting and posed some challenges to the participants. She stressed the need to build a strong women's movement in Africa, but to look beyond women doing women's rights work and to reach out to women in the business sector, and the few women in political power and other positions of influence. By winning them over, women's organizations could have strong allies in feminist philanthropy. She reiterated that service provision does not change the status quo; only a human rights approach to the issues does. The Charter of Feminist Principles for African Feminists is a road map and it needs to be operationalized. Ms Machel also challenged the participants to raise funds locally. She cited Gauteng, the province of South Africa within which the meeting was taking place, as the fourth largest economy in Africa and asked why not enough resources

were being mobilized from within it. She also linked local resource mobilization within Africa to our sense of dignity as Africans. Finally she acknowledged that the older generation of African leaders owes a great debt to the young generation. They have not given the young the visibility that the young have given them, nor have they created a platform for the young. She asserted that the older leaders have a responsibility to multiply the faces of the younger generations and to amplify their voices.





## PARTICIPANT'S FEEDBACK ON THE MEETING

About half of the participants completed and submitted a detailed evaluation of the meeting. Most thought that its structure was good, and its content was useful. Almost all of them said that the meeting had inspired them. A number of participants did not feel that Francophone organizations were adequately integrated. They called for a similar meeting to be convened for Francophone countries in Africa, or for future meetings to involve more participants from these countries.

On whether the meeting fostered multigenerational dialogue and effectively weaved young women's issues into the program, the majority felt that it did. They reported being impressed with the leadership and involvement of young women within the meeting. Some participants however did not agree that enough time or space was given to young women's issues.

Most of the participants who took part in the evaluation said that the most important idea that they would take away from the meeting was that the personal relationship to money is intimately tied to the way in which they approach fundraising. A significant

proportion also said that one of the most important ideas or strategies they had gained was "friendraising;" cultivating relationships with donors.

Operationalizing and disseminating the Charter of Feminist Principles for African Feminists within their organizations was the most common follow up activity planned by the participants. At a movement level, most said that they would get involved in strategizing and advocacy around the Aid Effectiveness agenda.







# ANNEX 1:

## WHERE IS THE MONEY FOR WOMEN'S RIGHTS IN AFRICA? PROGRAM

Day 1, Wednesday November 7	
9:00 – 9:15	Welcome <b>Hilda Tadria (AWDF)</b>
9:15 – 9:45	Introductions and housekeeping <b>Mary Wandia (AAI) and Zawadi Nyong'o (AWID)</b>
9:45- 10:00	Contextualizing the agenda <b>Bisi Adeleye Fayemi (AWDF)</b>
10:00- 11:00	Our dreams for money If money were no obstacle, what is our dream for African women's rights movements? This session will allow participants to debate what it means to be strategic in using resources to build more effective women's rights movements in Africa. Small groups and discussion <b>Hope Chigudu</b>
11:00–11:15	<b>BREAK</b>
11:15–13:15	Where is the Money? This session highlights funding trends by sector and region, with a special focus on Africa. Speakers will highlight recent trends and opportunities as well as the hard questions and debates this data raises. <b>Ellen Sprenger facilitation</b>  Part 1: Presentation of research findings (30 minutes) AWID's 2007 Fundher Report "Financial Sustainability for Women's Movements Worldwide" <b>Zawadi Nyong'o (AWID)</b>  Part 2: Contextualizing the findings (90 minutes) Small group and plenary discussions on regional and national contexts in terms of key donors, relevant dynamics and challenges and opportunities <b>Sarah Mukasa (AWDF)</b>





13:15- 14:15	<b>LUNCH</b>
14:15- 15:45	<p>The personal (relationship to money) is political  How individuals relate to money at a personal level, as a result of their upbringing or socialization, affects how they ask for it, give it, share it and use it for social justice work. Participants will explore these issues through a dynamic “walk and talk” process in small groups</p> <p><b>Ellen Sprenger</b></p>
15:45- 16:00	<b>BREAK</b>
16:00- 17:30	<p>Building blocks of a feminist resource mobilization strategy  This session explores what a feminist resource mobilization strategy might look like. How can women’s rights organizations raise money in ways that not only builds organizations, but strengthens the African women’s rights movement as a whole? The intent of this session is to have an authentic, truthful and intimate conversation about the complexities of raising money in a context of limited resources, whether real or perceived.</p> <p><b>Bisi Adeleye Fayemi (AWDF)</b></p>
17:30-17:45	<b>BREAK</b>
17:45-18:30	<p>Where is the Money for Young Women?  Presentation and discussion of a project proposal and strategies for engaging with donors</p> <p><b>Kataisee Richardson (AWID)</b></p>
Evening	<b>Dinner and free time</b>



## Day 2, Thursday November 8

9:00 – 9:30	<p>Synopsis of Day 1  <b>Zawadi Nyong'o and Kathambi Kinoti</b></p>
9:30 – 11:15	<p>The role of women's funds: challenges and opportunities  This session starts with an introduction on the role of women's funds in Africa and globally and is followed by an interactive panel discussion centered around the questions:</p> <ul style="list-style-type: none"> <li>- Why women's funds? What is the value they add?</li> <li>- How are women's funds in Africa promoting financial sustainability of women's rights organizing?</li> <li>- To what extent are women's funds leveraging additional ('new') sources of funding?</li> <li>- What can we expect from women's funds in the future?</li> </ul> <p><b>Tina Thiart (INWF) speaker</b>  <b>Vicky Karimi (UAF-Africa) speaker</b>  <b>Nomvuyo Dayile (Wheat) speaker</b>  <b>Sarah Mukasa (AWDF) speaker</b></p>
11:15 – 11:30	<b>BREAK</b>
11:30 – 13:00	<p>Skills for mobilizing resources  A hands-on capacity building session that looks at how to build successful resource mobilization strategies, how NOT to fundraise and how to build relationships for long time support. Introduction by Sarah Mukasa and Ellen Sprenger and small group sessions facilitated by:</p>
11:30 – 13:00	<p><b>Sarah Mukasa (AWDF)</b>  <b>Ellen Sprenger</b>  <b>Maria Nassali (UAF-Africa board member)</b>  <b>Solome Nakawesi (Akina Mama)</b></p>







13:00 – 14:00	<b>LUNCH</b>
14:00 – 15:00	Skills and strategies for mobilizing resources by funding sector (continued)
15:00 – 15:15	<b>BREAK</b>
15:15- 17:00	<p>The Aid effectiveness agenda: the road to Accra 2008 Presentation and discussion on the Paris Declaration and opportunities for advocacy and influencing discussions and decision making about allocation of official development aid (ODA)</p> <p><b>Mary Wandia (AAI), introduction and moderation</b>  <b>Usu Mallya (TGNP)</b>  <b>Njoki Njehu (Daughters of Mumbi)</b></p>
Evening	Dinner and free time







## Day 3, Friday November 9

8:30- 9:00	Welcoming new participants, purpose of the day <b>Bisi Adeleye Fayemi (AWDF)</b>
9:00- 9:15	This is what we know: funding trends and impact on women's rights organizing and movements in Africa A synopsis of day 1 and 2  <b>Zawadi Nyong'o and Kathambi Kinoti</b>
9:15–10:45	A dialogue between women's rights organizations and donors This dialogue will get at the challenges within women's rights organizing, donor relations, and how the donors work in order for us to increase amount and access of funding as well as what gets funded and how. These issues are explored through frank dialogues between donors and women's rights leaders. Forum discussion followed by small group discussions  <b>Bisi Adeleye Fayemi (AWDF), moderator</b> <b>Alice Brown (Ford Foundation), John Cambell (Hivos), Barbara Phillips (AWDF USA board), Ayanda Mvimbi (Oxfam UK), speakers</b>
10:45 –11:00	<b>BREAK</b>
11:00 – 12:15	Next steps This session develops concrete organizational and regional level strategies for leveraging more resources for women's rights organizing Presentation, small groups and plenary discussions around specific themes and areas  <b>Mary Wandia (AAI) and Zawadi Nyong'o (AWID)</b>
12:15 – 12:45	Evaluation of the conference <b>Hope Chigudu</b>
12:45 – 13:00	Closing words <b>Mrs Graca Machel</b>



## ANNEX 2:

Name	Organization	Country	Email
Akatsa-Bukachi, Marren	Eastern Africa Sub-regional Support Initiative for the Advancement of Women	Uganda	marren@eassi.org
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Name	Organization	Country	Email
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Monnet, Ernestine	Femme Africa Solidaritaire	Senegal	
Mukasa, Sarah	African Women's Development Fund	Ghana	Sarahm@awdf.org



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Okunsanya, Oyeronke	Moving Minds	Nigeria	
Pereira, Carolina	Forum Mulher	Mozambique	
Philips, Barbara	African Women's Development Fund- USA Board	USA	
Senaya, Nuna	African Women's Development Fund	Ghana	Nuna@awdf.org
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## ANNEX 3:

This story was presented by Hope Chigudu who facilitated the “Our Dreams for Money” session. It illustrates some of the challenges of resource mobilization for women’s rights work.

### WHERE IS THE MONEY FOR WOMEN’S RIGHTS IN AFRICA?

*“Vision is the water; money is the fertilizer...”*

We did not want money to be an obstacle for Movement and her daughter Autonomy. We started pursuing elusive ‘Donor’ with a dogged relentlessness which would be amusing were it not charged with such sense of love, passion, responsibility and commitment. We ran after Donor, up and down... we tried to ambush him from all sides but he was too fast for us. Eventually, when he thought we had given up, he stopped. He wrote a fat cheque for the Centre for the Optimization of Learning and Leadership Abilities and the Promotion of Social Education (C.O.L.L.A.P.S.E) and while writing, we captured him. Shaking his hand was not a pleasant experience. Have you ever shook someone’s hand and in the same instance, felt every bone in your fingers and palm shatter? Or, even worse, felt like you were shaking the fin of a dead fish? Lesson learnt: Never go to bed with Donor and never shake his hand.

As we sat with him, we asked him for money for Movement but Donor kept shifting in his chair as if sitting on ants, the brown ones that enter your skirt and bite so mercilessly without even massaging the organ they are biting. We waited for the response but donor kept blinking as if possessed. The moment we revealed that Movement is a feminist, Donor was visibly shaken, scared. We discovered that Feminism reconfigured Donor’s father Patriarchy (note: not Patrick).

We demanded ‘decent’ money but Donor ignored us. Then he stood up abruptly and started running again. We chased. Eventually we caught up with him. He was still shaken and making feminist noises in his throat. We asked him questions; we wanted to know what he had against Movement and Autonomy. Donor refused to talk. We got angry, threw him into prison, interrogated him, starved him, beat and isolated him; we cursed, abused and threatened. We tried to make him feel guilty by reminding him of Movement’s rights as a citizen but he looked at us in silence and resentful, not forthcoming. In his silence he remained beyond our abilities to communicate, and our desperation seemed to build rather than sap the strengths of his resolve.

As he lay naked and groaning in the corner of a cell, with his silence mocking and belittling us, we engaged in a soul searching exercise. What if we were to give him his freedom, to demand nothing from him, to release him with the burden of his cheque, would he give



us the money? Would friendship and trust allow some generosity to emerge? Is it possible that we are pushing the answer we are seeking even deeper into obscurity through the frantic complexity of our search and research? In our attempt to unravel the knot are we in danger of drawing it ever tighter? Is it also possible that our approach to building Movement is inadequate and thus doomed to fail? Is lack of money the obstacle for Movement and Autonomy or is Will the obstacle? Money can be useful of course, but does social change happen because of money or because of the commitment and articulated dreams of people? Running after Donor...where is our dignity? Movement said that she wanted lots of money so that there were no boundaries, no borders, and no muzzles for women, zero tolerance to subservience, subordination and discrimination of any form. She wanted money to secure enhanced solidarity, more love, more passion and militancy! Is she a large scale leader, principled, charismatic, one that will inspire and motivate large numbers of people? Is she a catalyzer, collaborative, practical leader who will move the vision forward? Does she have a clear strategy like Gandhi, Jesus...or but wait, did Jesus get a grant from the AWDF? If she got money today would she have the capacity to recruit her troops for movement building? Whom would she recruit? Would she divert money and just build a tiny NGO that would not endure for a considerable time?

We were just rambling but finally Strategic suggested that we break into groups, engage in a game of dreaming by addressing the following question; "If money were no obstacle, what is our dream for African women's rights movements?" This session would allow us to debate what it means to be strategic in using resources to build more effective women's rights movements in Africa.

Written by Hope: Hope has two beautiful daughters. Their names are Anger and Courage; anger at the way things are and courage to change and see that they do not remain the way they are.





## ANNEX 4

# FUNDING RESOURCES FOR COMMUNITY-BASED GROUPS IN AFRICA

This resource guide was compiled by New Field Foundation. Please note that this is not a complete list, but a work in progress. It only includes organizations that have confirmed their information and given permission to be included. If you have any changes to your organization's listing or any recommended additions, please contact Yuri Futamura, Foundation Administrator, at [yuri@newfieldfound.org](mailto:yuri@newfieldfound.org) or +1-415-561-3417. The guide will be updated annually.

## Funders Directory

Organization	Contact Info	Grantmaking Info
African Women's Development Fund (AWDF)	25, Yiyiwa Street, Abelenkpe, Accra PMB CT 89 Cantonments, Accra Ghana Phone: +233-21-780476 Fax: +233-21-782-502 Primary contact: Gifty Ayebea Anim Grants Administrator Email: <a href="mailto:grants@awdf.org">grants@awdf.org</a> Website: <a href="http://www.awdf.org">www.awdf.org</a>	Geographic focus: Africa-wide Issue focus: women's human rights; political participation; peace building; sexual health and reproductive rights, HIV/AIDS; economic empowerment Grant size: \$1,000 - \$50,000 Application process: see website for application guidelines; applications accepted throughout the year







<p>American Jewish World Service (AJWS)</p>	<p>45 West 36th Street, 10th Floor New York, NY 10018-7904 USA Phone: +1-800-889-7146/ +1-212-736-2597 Fax: +1-212-736-3463 Primary contact: Amarylis Estrella, Grants Administrator Email: <a href="mailto:grants@ajws.org">grants@ajws.org</a> Website: <a href="http://www.ajws.org">www.ajws.org</a></p>	<p>Geographic focus: Ethiopia, Ghana, Kenya, Liberia, Nigeria, Senegal, South Africa, Uganda, Zambia, Zimbabwe Issue focus: civil society, economic development, education, health, HIV/AIDS, sustainable agriculture, women's empowerment Grant size: \$3,000 - \$30,000 Application process: see website for application guidelines or write to primary contact; letters of inquiry accepted throughout the year and grants are awarded twice annually</p>
<p>Firelight Foundation</p>	<p>740 Front Street, Suite 380 Santa Cruz, CA 95060 USA Phone: +1-831-429-8750 Fax: +1-831-429-2036 Primary contact: Jennifer Anderson-Bahr, Senior Program Officer Email: <a href="mailto:info@firelightfoundation.org">info@firelightfoundation.org</a> Website: <a href="http://www.firelightfoundation.org">www.firelightfoundation.org</a></p>	<p>Geographic focus: Lesotho, Malawi, Rwanda, South Africa, Tanzania, Zambia, Zimbabwe Issue focus: children orphaned or affected by HIV/AIDS Grant size: one-year grants of \$1,000 - \$10,000 Application process: see website for application guidelines; letters of inquiry from groups new to Firelight accepted once annually in March and letters of inquiry from groups previously funded by Firelight accepted once annually in October</p>
<p>Fund for Global Human Rights (FGHR)</p>	<p>1634 I Street, NW, Suite 1001 Washington, D.C. 20006 USA Phone: +1-202-347-7488 Fax: +1-202-783-8499 Primary contact: Sarah Barnes, Director of Administration Email: <a href="mailto:info@globalhumanrights.org">info@globalhumanrights.org</a> Website: <a href="http://www.globalhumanrights.org">www.globalhumanrights.org</a></p>	<p>Geographic focus: Morocco, Algeria, Tunisia, Liberia, Sierra Leone, Guinea, Democratic Republic of the Congo, and Uganda Issue focus: human rights, including women's rights Grant size: one-year grants of \$5,000-\$30,000 Application process: see website for application guidelines; applications accepted once annually per country</p>





Organization	Contact Info	Grantmaking Info
Global Fund for Women (GFW)	1375 Sutter Street, Suite #400 San Francisco, CA 94109 USA Phone: +1-415-202-7640 Fax: +1-415-202-8604 Primary contact: Muadi Mukenge, Program Officer for Africa Email: ssafrica@ globalfundforwomen.org Website: www. globalfundforwomen.org	Geographic focus: Africa-wide Issue focus: women's human rights (health and reproductive rights, economic empowerment, civic and political participation, building peace, promoting education and literacy) Grant size: \$500 - \$20,000 (average 1st grant is \$8,000) Application process: see website for application details; open and rolling process; grants awarded quarterly
Global Greengrants Fund	2840 Wilderness Place, Suite A Boulder, CO 80301 USA Phone: +1-303-939-9866 Fax: +1-303-939-9867 Primary contact: Chris Allan Email: info@greengrants.org Website: www.greengrants.org	Geographic focus: Africa-wide Issue focus: environment Grant size: \$500 - \$5,000 Application process: does not accept unsolicited proposals or applications
KIOS - Finnish NGO Foundation for Human Rights	Aleksanterinkatu 48 A 5th Floor 00100 Helsinki, Finland Phone: +358-9-6813 1532 Fax: +358-9-6813-1531 Primary contact: Sari Naskinen, Project Coordinator for Africa Email: kios@kios.fi Website: www.kios.fi	Geographic focus: East Africa, post-conflict countries and countries with weak mechanisms for protecting human rights Issue focus: Human rights, including: democratic rights, right to education, gender equality Grant size: up to 50,000 EUR Application process: see website for application details; applications accepted throughout the year, followed by 3 – 6 month assessment and processing
The National Endowment for Democracy (NED)	1025 F Street, NW, Suite 800 Washington, D.C. 20004 USA Phone: +1-202-293-9072 Fax: +1-202-223-6042 Primary contact: Christopher Wyrod, Program Officer for Africa Email: info@ned.org Website: www.ned.org	Geographic focus: Africa-wide Issue focus: political and economic freedom, strong civil society, independent media, human rights, rule of law Grant size: \$20,000 - \$100,000 Application process: see website for application guidelines; applications accepted throughout the year and grants awarded quarterly





Organization	Contact Info	Grantmaking Info
New Field Foundation	1016 Lincoln Boulevard Mailbox 14, 3rd Floor San Francisco CA 94129, USA Phone: +1-415-561-3417 Fax: +1-415-561-3419 Primary contact: Jocelyne Takatsuno, Operations Manager Email: proposals@newfieldfound.org Website: www.newfieldfound.org	Geographic focus: primarily West Africa (see website for specific countries) Issue focus: women and their families overcoming poverty, violence and injustice in their communities Grant size: 1 – 2 year grants of \$7,500-\$75,000 per year Application process: see website for application guidelines
The Norwegian Human Rights Fund (NHRF)	Postal address: P.O. Box 6890 St.Olavs plass, N-0130 Oslo, Norway Physical address: c/o Norwegian Red Cross, Hausmannsgate 7, Oslo, Norway Phone: +47-22-05-44-70/71 Fax: +47-22-05-44-72 Primary contact: Tale Longva, Executive Director Email: tale.longva@nhrf.no Website: www.nhrf.no	Geographic focus: Low and middle income countries, including priorities countries of Zimbabwe and Liberia Issue focus: human rights Grant size: up to \$20,000 Application process: see website for application guidelines; applications accepted throughout the year
Rockefeller Brothers Fund	437 Madison Avenue, 37th Floor New York, NY 10022-7001 USA Phone: +1-212-812-4200 Fax: +1-212-812-4299 Primary contact: Nancy Muirhead, Assistant Secretary and Program Officer Email: nmuirhead@rbf.org Website: www.rbg.org	Geographic focus: South Africa Issue focus: improving basic education, assisting orphans and vulnerable children, addressing the societal impact of HIV/AIDS, Grant size: South Africa grants range from \$10,000 to \$70,000 per year Application process: see website for application guidelines; 2 – 3 page letters of inquiry in English are received throughout the year on a rolling basis and grants awarded quarterly







Organization	Contact Info	Grantmaking Info
Urgent Action Fund-Africa	<p>Life Ministry Centre, 2nd Floor Jabavu Road, Kilimani Nairobi, Kenya Phone: +254-20-2731095 Fax: +254-20-2731094 Primary contact: Betty Murungi, Director Email: <a href="mailto:info@urgentactionfund-africa.or.ke">info@urgentactionfund-africa.or.ke</a> Website: <a href="http://www.urgentactionfund.org">www.urgentactionfund.org</a></p>	<p>Geographic focus: Africa-wide Issue focus: Conflict, Precedent-setting legal or legislative action and the protection of women's human rights defenders Grant size: maximum of US\$5,000 Application process: see website for application guidelines; applications accepted and grants awarded throughout the year; UAF-Africa will respond within 72 hours either with an acknowledgement, decline or follow-up</p>
The Virginia Gildersleeve International Fund (VGIF)	<p>3 West 29th Street, Suite 1002, New York, NY 10001 USA Phone: +1-212-213-0622 Fax: +1-212-213-0684 Primary contact: Fay Kittelson Email: <a href="mailto:vgif@vgif.org">vgif@vgif.org</a> Website: <a href="http://www.vgif.org">www.vgif.org</a></p>	<p>Geographic focus: Africa-wide Issue focus: grants to improve the lives of women and children through projects for educational activities, leadership training, community development, and advancement of international understanding and cooperation Grant size: \$2,000 - \$5,000 Application process: see website for application guidelines and grant history; proposals received by Nov 1 and awarded in April the following year</p>



# Funder Networks

Note: Some Africa funders participate in grantmaker networks. These networks provide opportunities for learning and collaboration among Africa funders. These networks DO NOT make grants themselves. They are not able to directly assist non-profit organizations in their efforts to obtain funding, and organizations should not submit proposals to these networks. However, their websites provide useful information, resources and advice for grantseekers.

Network	Website	Brief description
Africa Grantmakers Affinity Group (AGAG)	<a href="http://www.africagrantmakers.org/">http://www.africagrantmakers.org/</a>	Membership network of 30+ foundations currently funding in Africa or are interested in funding in Africa; website provides basic information on AGAG member foundations including a searchable database of where their members fund and a list of resources for grantseekers
Grantmakers Without Borders (Gw/oB)	<a href="http://www.gwob.net/">http://www.gwob.net/</a>	Network of public and private foundations, as well as individual donors, who practice global social change philanthropy.
International Human Rights Funders' Group (IHRFG)	<a href="http://www.ihrfg.org">www.ihrfg.org</a>	Association of grantmakers devoted to supporting efforts to achieve the rights enshrined in the Universal Declaration of Human Right and the treaties and laws it has generated so that all people may enjoy a truly and fully human existence; website provides funders directory.
Women's Funding Network	<a href="http://www.wfnet.org">www.wfnet.org</a>	
International Network of Women's Funds	<a href="http://www.inwf.org">www.inwf.org</a>	



## Fundraising Resources

Resource	Contact Details	Services
Resource Alliance	<a href="http://www.resource-alliance.org">www.resource-alliance.org</a>	
Foundation Center	<a href="http://www.foundationcenter.org">www.foundationcenter.org</a>	Proposal Writing Tips: <a href="http://fdncenter.org/learn/shortcourse/prop1.html">http://fdncenter.org/learn/shortcourse/prop1.html</a> Online Fundraising Courses: <a href="http://fdncenter.org/learn/classroom/index.jhtml">http://fdncenter.org/learn/classroom/index.jhtml</a>
Fahamu	<a href="http://fahamu.org/">http://fahamu.org/</a>	Proposals That Make a Difference CD-ROM: <a href="http://fahamu.org/proposals.php">http://fahamu.org/proposals.php</a> Online Fundraising & Resource Mobilization Course: <a href="http://www.securegiving.co.uk/shop/fahamu/index2.html">http://www.securegiving.co.uk/shop/fahamu/index2.html</a>
African Women's Development Fund	<a href="http://www.awdf.org">www.awdf.org</a>	Certificate Course in Resource Mobilisation in collaboration with Resource Alliance (UK) and the Ghana Institute of Management and Public Administration (GIMPA)
Global Fund for Women	<a href="http://www.globalfundforwomen.org">www.globalfundforwomen.org</a>	Women's Fundraising Handbook: <a href="http://globalfundforwomen.org/resources/fundraising-handbook/1-intro.html">http://globalfundforwomen.org/resources/fundraising-handbook/1-intro.html</a>







# Where is the Money for Women's Rights?

Highlights from AWID's 2nd Fundher Report: Financial Sustainability for Women's Movements Worldwide

Association for Women's Rights in Development (AWID)







## NOTES

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