

# Fundraising When Your Organization is Under Fire Winning Strategies in Challenging Times

Erik Detiger



### **Closing Civic Space**

### <u>Different Tactics, Same Goal → Cutting Off Civil Society</u>

Hungary postpones vote on law to curb foreign-funded organisations

Orbán's ruling party delays vote on legislation allowing government to ban organisations with foreign funding



'This will cost lives': cuts to UK aid budget condemned as 'betrayal' by international development groups

Widespread alarm at Keir Starmer's decision to slash funds, amid warnings of dire consequences for world's poorest

Further information on UA: 258/16 Index: EUR 44/5208/2016 Turkey

Date: 23 November 2016

### URGENT ACTION

TURKEY PERMANENTLY CLOSES HUNDREDS OF NGOS

375 registered associations and NGOs were permanently closed and their assets seized following an executive decree No. 677 issued on 22 November. NGOs whose activities had been suspended on 11 November are among those who appear on the list of closed organizations. Even under the state of emergency, this closure cannot be justified.

Civil rights organisations celebrated the delay to voting on Viktor Orbán's law, which his party has postponed until autumn. Photograph: Yves Herman/Reuters

ISRAEL THREATENS TO BAN MAJOR AID ORGANIZATIONS AS STARVATION DEEPENS 100 ORGANIZATIONS CALL FOR AN END TO ISRAEL'S WEAPONIZATION OF AID





Israel threatens to ban major aid organizations as starvation deepens 100 organizations call for an end to Israel's

In recent years, 'Foreign agent' laws have been introduced in various countries, violating international human rights law and threatening to silence human rights defenders. This pattern is particularly evident in Central and Eastern Europe, where NGOs courageously resist and need the support of the international community.

▼ KNOW YOUR RIGHTS

THE DEFUNDING OF PALESTINIAN ORGANISATIONS AND THEIR ALLIES:
A TACTIC TO SUPPRESS PALESTINIAN VOICES AND SHIELD ISRAEL FROM ACCOUNTABILITY – FAQ

# Winning Strategies

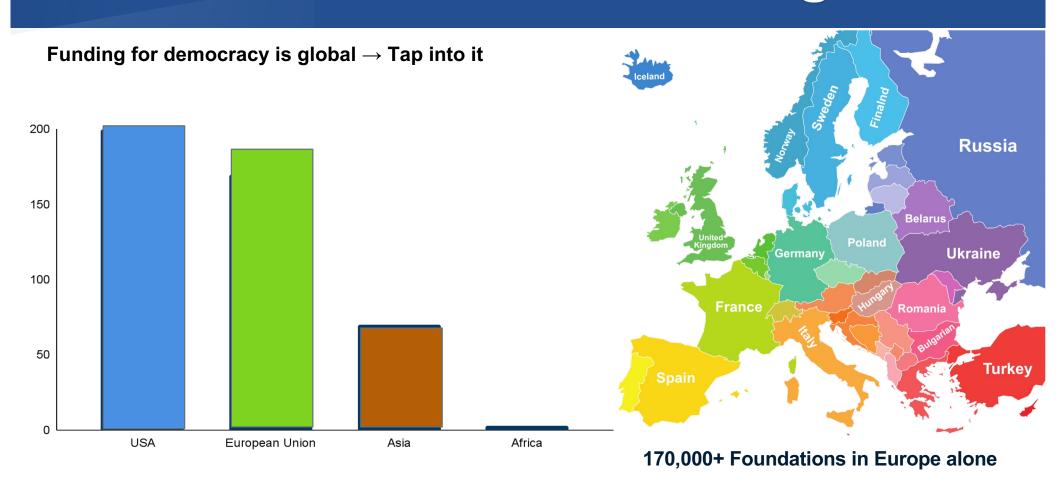
1. Diversified Funding



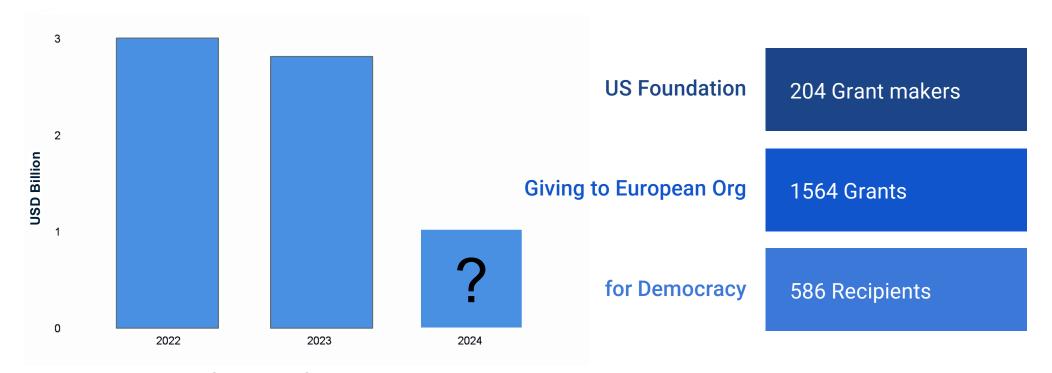
2. Partnerships & Alliances

3. Fundraising Communications

# 1. Diversified Funding



### **Case in Point - US Foundations**



**Democracy-Related Grants by U.S. Private Foundations.** 

(Source: Candid/Foundation Center)

### Candid.

Foundation Directory Help V 📮 Chat

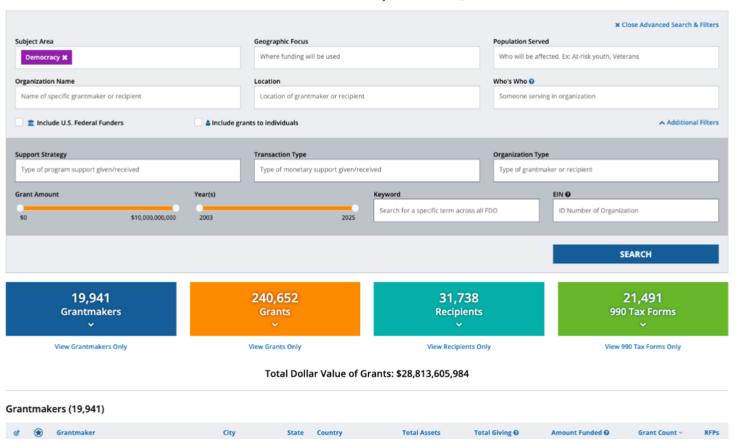
Find funding My FDO ➤ Resources

Q Find Funding > Search Results

Professional

### **Find Funding**

#### SHOWING RESULTS FOR Democracy ♥ × CLEAR ALL SAVE



Log in to online services

Home

#### Important

We are currently experiencing issues with the Register of Charities. The Accounts and annual returns page is temporarily unavailable while we work on a solution.

We appreciate your patience and apologise for any inconvenience.

To change the language into Welsh first ensure that you change the language via the toggle at the top of this page before beginning your search

#### Search the register of charities

democracy						
50 match	nes found					
Search In	Charity number	Charity name	Where the charity operates			
	Classifications	Objects and activities				
Search f	ilters Selected					
Apply Filte	Reset Filters					

Charity number •	Charity name	¢	Status :	Income o	Reporting •
1091364	HANSARD SOCIETY LIMITED		Registered	£273,415	Received: On time
1085191	THE KINGSTON UPON HULL WILLIAM WILBERFORCE LECTURE TRUST		Registered	£3,207	Received: On time
1177576	PATCHWORK FOUNDATION		Registered	£196,043	Received: On time
1194293	THE CONSTITUTIONAL AND DEMOCRATIC RESEARCH FOUNDATION		Registered	£18,975	Received: On time
472600	SCHOOL OF CIVIC EDUCATION		Danistavad	C1 067104	Danahuadi On

### 3. Summary Table of Research Results

The research identified some 177 prospective donors identified as potentials. 19 of these were identified as "high" and potentially good matches for xxx as per the table below.

Type of Donor	High	Medium	Low	Total
Bi- & Multilateral	14	11	15	40
Development Banks & IGOs	1	4	9	14
UN Trust Funds	1	1	2	4
US Foundations	3	17	36	56
EU & Other Foundations	0	13	50	63
Total	19	46	112	177

## 2. Partnerships & Alliances

### Hungary postpones vote on law to curb foreign-funded organisations

Orbán's ruling party delays vote on legislation allowing government to ban organisations with foreign funding



☐ Civil rights organisations celebrated the delay to voting on Viktor Orbán's law, which his party has postponed until autumn. Photograph: Yves Herman/Reuters

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### Spread of 'foreign agent' laws in Central, Eastern Europe a growing threat to civil society

In recent years, 'Foreign agent' laws have been introduced in various countries, violating international human rights law and threatening to silence human rights defenders. This pattern is particularly evident in Central and Eastern Europe, where NGOs courageously resist and need the support of the international community.

### 2. Partnerships & Alliances

Don't stand alone → Partners can provide a shield



















solidar





**Networking &** Collaboration **Opportunity** 

> **Access to** Resource &

**Expertise &** Knowledge **Sharing** 

**Policy Advocacy** Influence

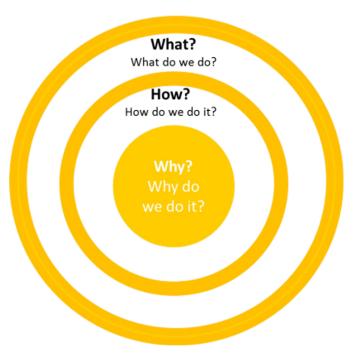
**Funding** 

# 3. Fundraising Communications



# 3. Fundraising Communications

Reach donors beyond borders → Use storytelling and social media



- Inform
- Show impact
- Influence
- Risk of underfunding
- Showcase partnerships
- Listen!

THE GOLDEN CIRCLE OF COMMUNICATION

# Thank You

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