Welcome to our virtual get-together!

TECHNICAL CHECK-IN

👁 can you **see** the presentation?

💬 can you access the **chat**?

during the session please

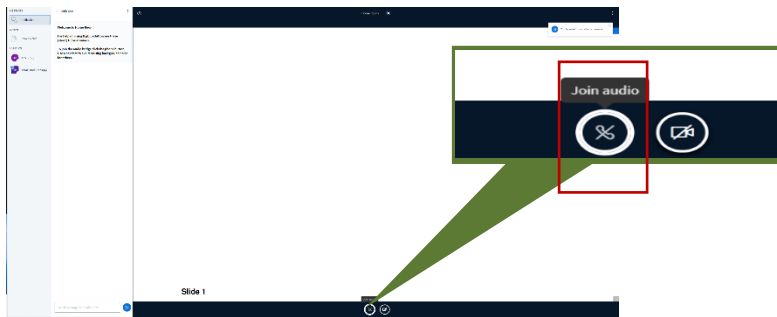🔇 mute your **microphone** when you are not speaking

📹 switch on your **camera** when you are speaking

💬 post comments and questions in the **chat** during presentations
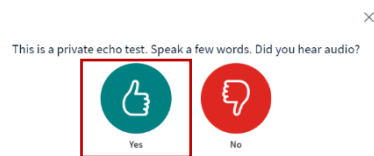
Instructions to join audio

Join Audio

1. Click the „Join audio" - Button

2. You will then be forwarded to an echo test. There you have to click on the green thumbs up button
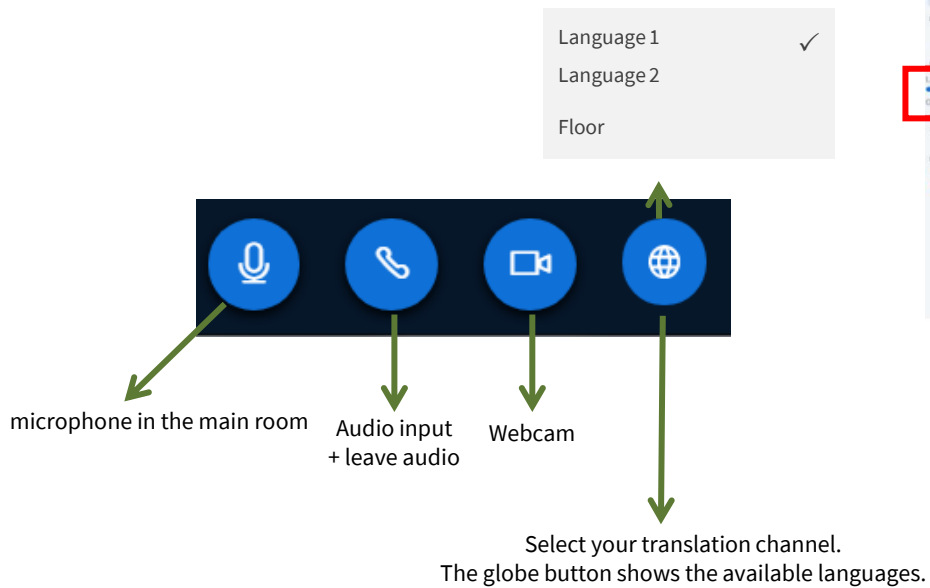

Leave Audio
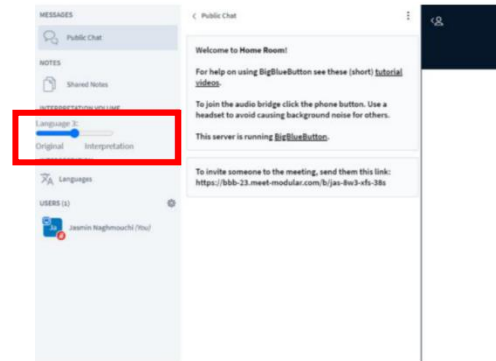
1. Click on the blue „Leave audio" - button

ⓘ If you still have difficulties with your audio please contact the Connective Cities Team in the chat.
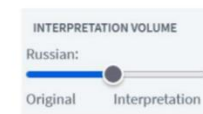
Listening to the translation

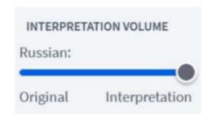|	
Language 1	✓
Language 2	
Floor	

microphone in the main room

Audio input + leave audio

Webcam

Select your translation channel.
The globe button shows the available languages.

Adjust the interpretation volume

MESSAGES
Public Chat
NOTES
Shared Notes
INTERPRETATION VOLUME
Language 1:
Original   Interpretation
Languages
USERS (1)
Jasmin Naghmouchi (You)

Public Chat

Welcome to Home Room!

For help on using BigBlueButton see these (short) tutorial videos.

To join the audio bridge click the phone button. Use a headset to avoid causing background noise for others.

This server is running BigBlueButton.

To invite someone to the meeting, send them this link:
https://bbb-23.meet-modular.com/b/jas-8w3-xfs-38s

Once the interpreter is speaking, you can regulate the mix of the floor audio and the interpretation.

INTERPRETATION VOLUME	INTERPRETATION VOLUME	INTERPRETATION VOLUME
Russian:	Russian:	Russian:
Original Interpretation	Original Interpretation	Original Interpretation
Only listen to the original channel / floor.	Listen to the floor and the interpretation at the same volume.	Only listen to the interpretation.

Connective Cities Lab:

Finance Inputs –

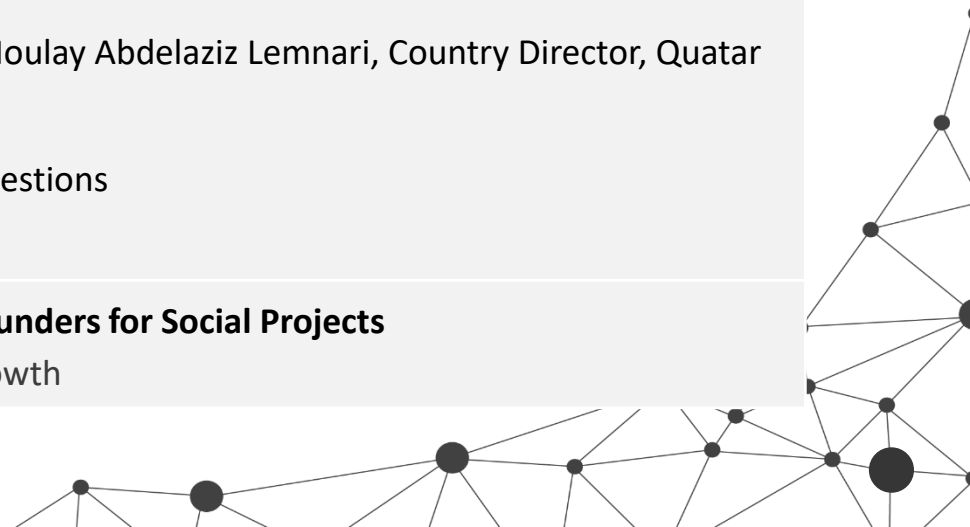*Expectations & Requirements in a municipal funding proposal*

17 November 2021

Implemented by

Federal Ministry for Economic Cooperation and Development

Deutscher Städtetag

ENGAGEMENT GLOBAL
Service für Entwicklungsinitiativen

SERVICE AGENCY
COMMUNITIES IN ONE WORLD

giz
Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH

Agenda

AGENDA – Wednesday, 17th November 2021	
Time EST/CEST	**Topics**
8:30 EST **14:30 CET**	Opening Remarks and Introduction **Ricarda Meissner**, Senior Program Manager, Connective Cities/Community of Practice for Sustainable Urban Development, GIZ, Germany
08:40 EST **14:40 CET**	Keynote Presentation: **Global experience of promoting local economic development, raising funds and engaging with the donors** **Ambassador Scott DeLisi,** Executive Director of Soarway Foundation/Engage Nepal
08:55 EST **14:55 CET** **09:25 EST** **15:25 CET**	Presentations by International Foundations on their funding requirements: 1. **Turkish Airlines (15 min):** Abdullah Tuncer Kececi, General Manager , Kathmandu, Turkish Airlines 2. **Qatar Charity (15 min):** Moulay Abdelaziz Lemnari, Country Director, Quatar Charity Q & A with the most burning questions
09:40 EST **15:40 CET**	Presentation: **Tapping Private Funders for Social Projects** **Linda Nemec**, CEO, Partner4Growth

Agenda

Time EST/CEST	Topics
AGENDA – Wednesday, 17th November 2021	
09:55 EST **15:55 CET**	Presentation: **How to raise funds as a social entrepreneur?** **Sunghee Tark**, CEO, Bean Voyage, Costa Rica
10:10 EST **16:10 CET**	**Time for questions, comments, and reflections on the format and information requirements** **Deepak Adhikary**, CEO, Frontline Development Solutions LLC, USA **Suman Timsina,** CEO, IDI, USA
10:35 EST **16:35 CET**	**Summary of the key requirements from the foundations while reviewing the proposals from the municipalities** **Stephen Ovadje,** Executive Director – Chase Sapphire acquisitions, JP Morgan Chase
10:50 EST **16:50 CET**	**Closing** Deepak Adhikary Paulina Koschmieder, GIZ

Connective Cities

Opening remarks & Welcome by

Ricarda Meissner

Senior Project Manager

Connective Cities / GIZ

KEYNOTE Presentation

Global experience of promoting local economic development, raising funds and engaging with the donors

- Executive Director of Soarway Foundation/Engage Nepal

Presentation

Turkish Airlines (15 min)

- Abdullah Tuncer Kececi, General Manager , Kathmandu, Turkish Airlines

Presentation

Qatar Charity (15 min)

Moulay Abdelaziz Lemnari, Country Director,
Qatar Charity

قطـــر الخيرية
QATAR CHARITY
qcharity.org

Qatar Charity

- Qatar Charity is a Doha based International NGO founded in 1992, dedicated to carry out humanitarian and development programs to fight global poverty.

- Qatar Charity is working in 58 countries around the world, it has 32 field offices. The total amount of expenditures of aid reached USD 2,027,397 for 194,475,171 beneficiaries.

- Qatar Charity is working in Nepal since October 2016,

- Recently we achieved the first five years of the implementation projects with a budget of USD 6,086,957.

- Our mission is to support the local government in several sectors such as education, health, economic empowerment, water & sanitation, housing, social protection, and relief.

- Our working areas are in 7 districts the neediest and affected districts in Nepal.

Example of funding:
Economic empowerment

▶ On the base on needs assessment and the coordination with central government, Social welfare council and local government, we designed the following activities with the budget of USD 529,871:Goat farming: USD 169837, Grocery shops: USD 234250, Irrigation system: USD 333200 …

Innovative methods of funding

▶ Qatar Charity get funding from individual donors, companies, government agencies in Qatar, and international donors such UN agencies and international institutions.

▶ - For individual donors and a limited budget, we are using our internal template proposal which is short and concentrated to the main component such as needs analysis, Components of the project, Impact, beneficiary category…

▶ - For big donors with a big budget, we are using the international standard proposal.

Project Design
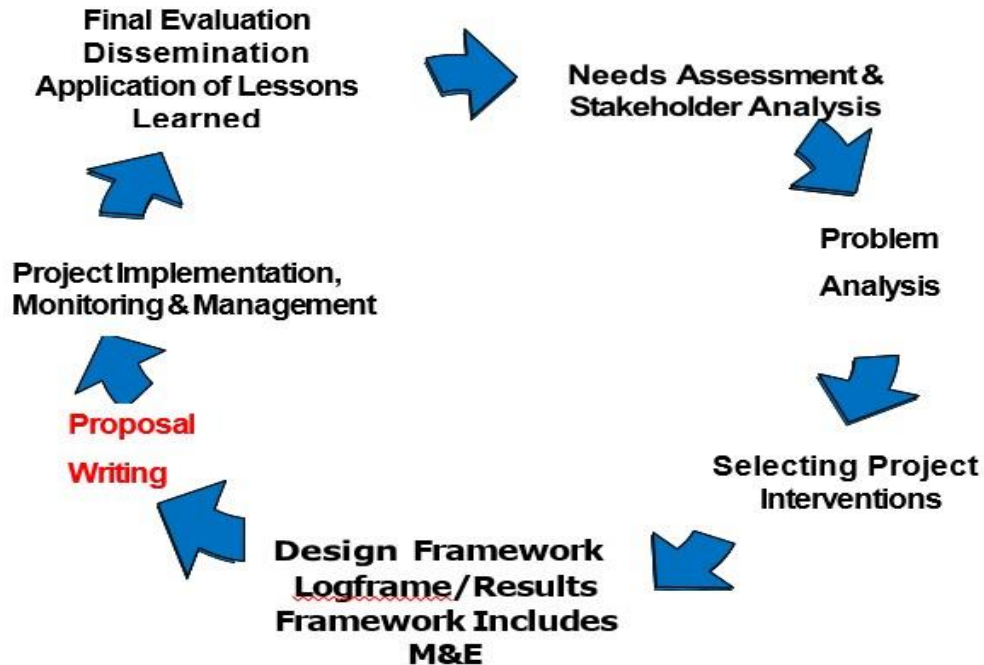
Proposal writing steps

▶ Proposals for external donors should follow the template or format provided by that specific donor; but should still include the following elements in the final draft.

1. Executive Summary (2 pages or less): what is the problem and how does this project contribute to the solution?

2. Introduction/Country Overview & Assessment Findings (>2 pages):

-Country and its primary characteristics (population, economic, socio-political, security, etc.)

- Nature of the problem the project is addressing. Identify the causes and effects or consequences.

3. Overview of Target area (>2 pages):

-Location of the proposed program and include a map.

-Primary characteristics of the target area in detail.

4. Project Goals, Objectives, Interventions and Critical Activities (1/2 – 1 page):

- Project goal, objectives, interventions, and critical activities following the guidance and definitions contained in earlier sections.

- Link the project's goal, objectives, and interventions to the assessment findings or situational analysis.

5. Information on Beneficiary Population (~2 paragraphs):

-Targeted population in greater detail.

-Include any quantitative and qualitative data (either from secondary research or the needs assessment).

6. Coordination (~1-2 paragraphs):

-Other actors working in the area,

- Type and frequency of activities that will be undertaken to ensure coordination among the various local and international organizations working in the area.

7. Major Challenges (~1-2 paragraphs):

Summarize major challenges the project team expects to face and how they will be dealt with.

8. Monitoring & Evaluation Plan (~ ½ page)

-Progress toward objectives will be monitored and measured.

- How and when the baseline, mid-term and final evaluations will be carried out.

9. Budget and Budget Narrative: Use the general format of the donor /the best standard practice.

10. Timetable:

In table or Gantt chart form, provide a timetable for key activities throughout the life of the project.

قطــر الخيرية
QATAR CHARITY
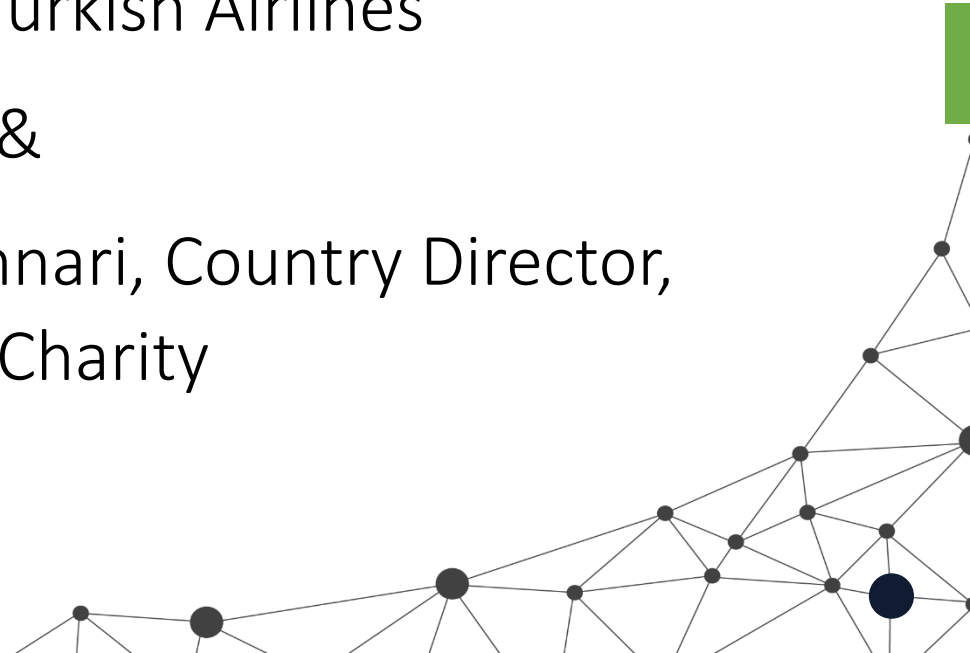qcharity.org

Thank you

Q & A

Ask your most burning questions to

Abdullah Tuncer Kececi, General Manager, Kathmandu, Turkish Airlines

&

Moulay Abdelaziz Lemnari, Country Director, Qatar Charity

KEYNOTE Presentation

Tapping Private Funders for Social Projects

Linda Nemec, CEO, Partner4Growth

Tapping Private Funders for Social Projects

Linda Nemec, CEO, Partner4Growth

Outreach to Private Funders

Research funders and their goals

Determining who to meet

Is there a champion in the organization?

Who is most likely to be interest in the project?

With whom are you connected or is there a mutual acquaintance?

Requesting a meeting

An introduction is best

Effective email introductions

Preparing for the meeting

Learn about their funding interests

Note other projects they have funded

Read about their proposal requirements

Develop questions to ask during the meeting

Starting the Meeting with Funders

- Keep your introduction fairly short. Don't start by selling your project right away.

- Show some knowledge about the funder. "I see your main interests are…"

- Learn about the funder first and its priorities

- Come prepared with questions about the funder based on your research.
    - What are they proud to have funded?
    - Have their priorities changed during COVID? If so, how?
    - What types of projects would you like to fund? Or fund more of?
    - What makes an effective proposal?
    - What are common mistakes made in proposals you receive?

Icon made by Freepik/flaticon.

Effective Meetings with Funders

- Present your project so it aligns with the funder's interests. Note shared interests. "I see we are both interested in solving …."

- Pause as you present to provide an opportunity for questions.

- Have someone take notes. Take note if there is any information you can send to follow up.

- Send a thank you within 24-48 hours of the meeting. Include any information promised

Icon made by Freepik/flaticon.

Responding to Proposal Requirements

Develop your outline of proposal according to their requirements.

Use your research and notes from the meeting to present your project so it reflects the funder's interests, the shared interest

Present what you want to do, why (who will it benefit and how), and how the project will be implemented.

Think through what results you will achieve and how will they be measured.

Write clearly. Be succint. Use short sentences and bullet points.

Presentation

How to raise funds as a social entrepreneur?

Sunghee Tark, CEO, Bean Voyage, Costa Rica

Time for questions, comments, and reflections on the format and information requirements

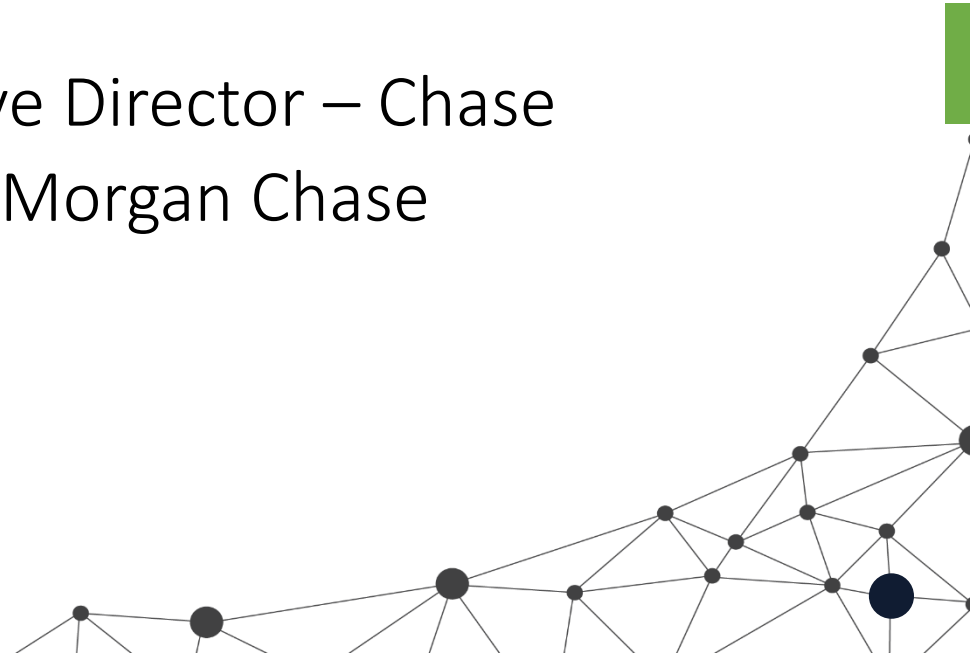Deepak Adhikary, CEO, Frontline Development Solutions LLC, USA

Suman Timsina, CEO, IDI, USA

Presentation

Summary of the key requirements from the foundations while reviewing the proposals from the municipalities

Stephen Ovadje, Executive Director – Chase Sapphire acquisitions, JP Morgan Chase

Thank you very much for your participation!

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https://community.connective-cities.net/en