

The background of the cover is a photograph of a sunset or sunrise over a body of water. The sky and water are a deep orange color. In the lower right, there are silhouettes of people and a small boat with a sail on the water.

TOWARDS FINANCIAL SELF-RELIANCE

A handbook on
Resource Mobilization for
Civil Society Organizations
in the south

Richard Holloway

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Resource Organizations

PART ONE: SETTING THE SCENE

The Resource Alliance
(previously the International Fund Raising Group (IFRG))
295 Kennington Road
London SE11 4QE
United Kingdom
Tel: 44 (0) 207-587-0287
Fax: 44(0) 207-582-4335
Email: contact@ifrg.org.uk
Web: www.ifrg.org.uk

Comparative Nonprofit Sectors Study Project
Center for Civil Society Studies
Johns Hopkins Institute for Policy Studies
3400 North Charles Street
Baltimore MD 21218-2688
USA
Tel: 1-410-516-4523
Fax: 1-410-516-7818
Email: cnp@jhu.edu
Web: www.jhu.edu/~cnp

Ashoka: Innovators for the Public
1700 North Moore Street, Suite 2000
Arlington VA 22209
USA
Tel: 1-703-527-8300
Fax: 1-703-527-8383
Email: info@ashoka.org
Web: www.ashoka.org

PART TWO: WAYS OF MOBILIZING RESOURCES

Chapter 4 Revenue from Earned Income

Non-Profit Enterprise and Self Sustainability Team (NESS^T)

Jose Arrieta 89

Providencia Santiago

Chile

Tel/Fax: 56-2-222-5190

Email: nessst@igc.apc.org

Web: www.nessst.org

The Philippine Business for Social Progress (PBSP)

3/F Magallanes cor Real Street

Intramuros

Manila

Philippines

Tel: 63-2-527-7741 to 50

Fax: 63-2-527-3743

Email: bcalingo@pbsp.org.ph

Chapter 5 Indigenous Foundations

Asia Pacific Philanthropy Consortium (APPC)

Jl Dharmawangsa Raya 50

Kebayoran Baru

Jakarta 12160

Indonesia

Tel: 62-21-726-1860, 724-4204

Fax: 62-21-726-2834

Email: appc@netscape.net

Web: www.asiafoundation.com/events/news-appc1.html

Institute for the Development of Philanthropy (IDEPH)

Puerto Rico Community Foundation

Royal Bank Centre, Suite 1417

Hato Rey, Puerto Rico 00917

USA

Tel: 1-787-754-2623

Fax: 1-787-751-3297

National Center for Non-Profit Boards (NCNB)
1828 L Street, NW
Suite 900
Washington DC 20036-5104
USA
Tel: 1-202-452-6262
Fax: 1-202-452-6299
Email: ncnb@ncnb.org
Web: www.ncnb.org

The Synergos Institute
9 East 69th Street
New York, NY 10021
USA
Tel: 1-212-517-4900
Fax: 1-212-517-4815
Email: synergos@synergos.org
Web: www.synergos.org

Chapter 6 Individual Philanthropy

Fundraising from the public is a profession in the North, with many organizations offering training, consultancies, computer programmes, research, journals, etc. Very few, however, have experience of doing the same in the South. Exceptions are:

The Resource Alliance
(previously the International Fund Raising Group (IFRG))
(for contact details see p216)

National Center for Non-Profit Boards (NCNB)
(for contact details see above)

Charities Aid Foundation (CAF)
Kings Hill, West Malling
Kent ME19 4TA
United Kingdom
Tel: 44 (0) 1732-520000
Fax: 44 (0) 1732-520001
Email: enquiries@caf.charitynet.org
Web: www.cafonline.org

Venture for Fund Raising
Unit 2801 Jollibee Plaza Bldg, Emerald Avenue
Ortigas Centre Metro Manila
Philippines 1605
Tel: 63-2-634-8889/90
Fax: 63-2-637-3545
Email: info@venture-asia.org
Web: www.venture-asia.org

Finlay Craig Consulting
Lochside Guest House
Main Street
Arrochar
Argyll G83 7AA
Scotland
Tel/Fax: 44-1301-702-467
Email: fcraigcons@aol.com

Global Work Ethic Fund
1521 16th Street, NW
Washington DC 20036
USA
Tel: 1-202-232-1600
Fax: 1-202-318-0876
Email: info@globalfund.org
Web: www.globalfund.org

Murray Culshaw Advisory Services (MCAS)
139/4 Domlur layout, Domlur
Bangalore – 5600071
India
Tel: 91-11-080-5543770, 556-0003
Email: murray@vsnl.com

Chapter 7 Building Grass-roots Organizations

Inter-American Foundation (IAF)
901 North Stuart Street, 10th floor
Arlington, VA 22203
USA
Tel: 1-703-306-4301
Fax: 1-703-306-4365
Web: www.iaf.gov

Innovations et Réseaux pour le Développement (IRED)

3 Rue de Varembe, Case 116

1211 Geneva 20

Switzerland

Tel: 41-22-734-1716

Fax: 41-22-740-0011

Email: ired@worldcom.ch

Web: www.ired.org

RAFAD Foundation

CP 117, Rue de Varembe, 1

1211 Geneva 20

Switzerland

Tel: 41-22-733-5073

Fax: 41-22-734-7083

Email: rafad@onetelnet.ch

Web: www.fig-igf.org

International Center for Not-for-Profit Law

733 15th Street, NW, Suite 420

Washington DC 20005

USA

Tel: 202-624-0766

Fax: 202-624-0767

Email: infoicnl@icnl.org

Web: www.icnl.org

Chapter 8 Resources from Government

NGO Unit

Social Development Department

World Bank

1818 H Street, NW

Washington DC 20433

USA

Tel: 1-202-477-1234

Fax: 1-202-477-6391

Web: www.worldbank.org

International Center for Not-for-Profit Law
(for contact details see p220)

Commonwealth Foundation
Marlborough House
Pall Mall
London SW1Y 5HY
United Kingdom
Tel: 44 (0)20 7930-3783
Fax: 44 (0)20 7839-8157
Email: geninfo@commonwealth.int
Web: www.commonwealthfoundation.com

Chapter 9 Resources for Sustainability from Foreign Development Agencies

Innovations et Réseaux pour le Développement (IRED)
(for contact details see p220)

New Programme Initiative
USAID
Washington DC 20523
USA
Web: www.info.usaid.gov/pubs/np

Centre for Development Information Exchange
c/o USAID
Washington DC 20523
USA
Web: www.info.usaid.gov

INTRAC
PO Box 563
Oxford OX2 6RZ
United Kingdom
Tel: 44 (0) 1865-201851
Fax: 44 (0) 1865-201852
Email: intrac@gn.apc.org
Web: www.intrac.org

Chapter 10 Resources From the Corporate Sector

Businesses for Social Responsibility

609 Mission Street (2nd floor)

San Francisco CA 94105

USA

Tel: 1-415-537-0888

Fax: 1-415-537-0889

Web: www.bsr.org

The Conference Board

845 Third Avenue

New York, NY 10022

USA

Tel: 1-212-759-0900

Fax: 1-212-980-7014

Web: www.conference-board.org

The Hitachi Foundation

1509 22nd Street NW

Washington DC 20037

USA

Tel: 1-202-457-0588

Fax: 1-202-296-1098

Web: www.hitachi.org

The Prince of Wales Business Leaders Forum

15–16 Cornwall Terrace

Regent's Park

London NW1 4QP

United Kingdom

Tel: 44 (0) 207-467-3600

Fax: 44 (0) 207-467-3610

Email: info@pwblf.org

Web: www.csrforum.com

Partners in Change

E-270, Greater Kailash – II

New Delhi 110-048

India

Tel: 91-11-641-8885,6,7

Fax: 91-11-623-3525

Email: pic@actionaidindia.org

Southern Africa Grant Makers Association (SAGA)
PO Box 31667,
2017 Braamfontein,
South Africa
Tel: 27-11-403-1610
Fax: 27-11-403-1689
Email: saga@wn.apc.org

Ethos Brazil
Rua Francisco Leitaó, 469 – Conj 1407
CEP: 05414-020
São Paulo/SP
Brazil
Tel/fax: 55-11-3068-8539
Web: www.ethos.org.br

INTRAC
(for contact details see p221)

Chapter 11 Building Reserve Funds and Endowments

Innovations et Réseaux pour le Développement (IRED)
(for contact details see p220)

Ford Foundation
320 East 43rd Street
New York NY 10017
USA
Tel: 1-212-573-5000
Fax: 1-212-351-3677
Email: office-communications@fordfound.org
Web: www.fordfound.org

Chapter 12 Conversion of Debt

Debt for Development Coalition
EURODAD (European Network of Debt and Development)
Rue de Joncker 46
B-1060 Brussels
Belgium
Tel: 32-2-543-9060
Fax: 32-2-544-0559
Email: info@eurodad.ngonet.be
Web: www.oneworld.org/eurodad

Swiss Coalition on Development Organizations
Monbijoustrasse 31
CH-3001
Berne
Switzerland
Tel: 41-31-390-9330
Fax: 41-31-390-9331
Email: mail@swisscoalition.ch
Web: www.swisscoalition.ch

Chapter 13 Microcredit Programmes

The Microcredit Summit Campaign
440 First Street NW, Suite 460
Washington DC, 20001
USA
Tel: 1-202-637-9600
Fax: 1-202-637-3566
Email: info@microcreditsummit.org
Web: www.microcreditsummit.org

ACCION International
120 Beacon Street
Somerville, MA 02143
USA
Tel: 1-617-492-4930
Fax: 1-617-876-9509
Email: info@accion.org
Web: www.accion.org

The SEEP (Small Enterprise Education and Promotion) Network
1825 Connecticut Avenue NW
Washington DC 20009
USA
Tel: 1-202-884-8392
Fax: 1-202-884-8479
Email: dekanter@seepnetwork.org
Web: www.seepnetwork.org

Innovations et Réseaux pour le Développement (IRED)
(for contact details see p220)

RAFAD Foundation
(for contact details see p220)

Chapter 14 Social Investment

INAISE (International Association of Investors in the Social Economy)
Rue Haute 139, Box 3
B-1000 Brussels
Belgium
Tel: 32-2-230-3057
Fax: 32-2-230-3764
Email: inaise@inaise.org
Web: www.inaise.org

Innovations et Réseaux pour le Développement (IRED)
(for contact details see p220)

RAFAD Foundation
(for contact details see p220)

Chapter 15 Use of the Internet

www.changemakers.net
www.charityvillage.org
www.internet-fundraising.com

Online fundraising mailing list: This list is offered by Michael Gilbert of the Gilbert Center in Seattle. To subscribe, send email to autosshare@gilbert.org (from the address at which you wish to be subscribed) with the words 'sub fundraising' (without quotes) in the body of the message. To learn more about the Gilbert Center, visit <http://www.gilbert.org>

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PART THREE: DECIDING WHICH WAY TO GO

The Nature Conservancy
4245 North Fairfax Drive, Suite 100
Arlington, VA 22203-1606
USA
Tel: 1-703-841-5300
Web: www.tnc.org

Inter-American Foundation (IAF)
901 North Stuart Street, 10th floor
Arlington, VA 22203
USA
Tel: 1-703-306-4301
Fax: 1-703-306-4365
Web: www.iaf.gov

South Asia Fundraising Group
A-97 (GF), Defence Colony
New Delhi -24
India
Tel: 91-11-465-4453, 465-4570
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Richard Holloway has over 30 years' experience as a development worker in Asia, Africa and the Caribbean.



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