



**WILDE GANZEN
FOUNDATION**



**CHANGE
THE GAME
ACADEMY**

CALL FOR APPLICATIONS - LOCAL FUNDRAISING COURSE

Strengthening the Local Fundraising Capacity of CSOs in Ghana

Overview of the Programme

In Ghana, civil society continues to grow and evolve. The sector's contribution to democratic development and consolidation has been significant. Nonetheless, civil society organisations across the country and specially those operating at the local levels are still fragile and highly dependent on donor funding for survival.

This situation further corroborates with the outcome of a new research conducted by [Humentun](#) that has highlighted local CSOs' over-dependence on external donors and a lack of sufficient reserves. According to the research more than 66% of the funders provide inadequate coverage of their grantees' administration costs, contributing to a starvation cycle with significant negative organisational impacts. Inadequate cost coverage and limited access to unrestricted income is making it extremely challenging for most organisations to achieve stable financial health. 50% of the participating organisations had unrestricted reserves equivalent to less than 21 days of annual expenditure.

The need to support organisations to diversify their resources and grow towards sustainability has become even more crucial – particularly amongst organisations operating at grassroots and subnational levels as they are, most often under-resourced and face critical capacity constraints necessary to exert influence.

In response to these challenges, West Africa Civil Society Institute (WACSI) in partnership with Wilde Ganzen Foundation under the Change the Game Academy Programme has been running local fundraising courses aimed at empowering Civil Society Organisations (CSOs) specifically Community Based Organisations (CBOs) and Non-Governmental Organisations (NGOs) partners of Wilde Ganzen in Ghana to raise funds locally to support their cause.

The *Local Fundraising Course* focuses on the importance of raising funds and diversifying the income sources of an organisation. This includes mapping potential donors and their positions and interests, learning how to approach them and keep them satisfied, how to use different communication materials and techniques, how to organise a fundraising event, and how to plan and budget.

The programme entails a combination of face-to-face training and mentoring programme. After the training phase, participating organisations will develop a fundraising action plan which they can implement through mentoring and coaching assistance from WACSI.

Objectives of the Programme:

The overall objective of the programme is to empower local civil society working at the grassroot levels to rethink power and resources and to ensure that people and communities can drive their own development.

More specifically, the programme seeks to:

- Address local fundraising issues faced by community-based organisations and the broader civil society community.
- Strengthen the participants' knowledge and skills to successfully raise funds and diversify resource streams at local level.
- Explore non-traditional and local fundraising strategies.

The training is scheduled from **25 – 29 July 2022**.

Eligibility Criteria:

CSOs that are interested in applying must meet the following criteria:

- Must be a CBO, Self-help group and NGO operating in Ghana.
- Must be legally registered as a non-profit organisation based in Ghana.
- Must have a good track record within its community of operation.
- Must have strong leadership and governance structures.
- Must have a minimum of 2 years operational experience.
- Must commit to developing a fundraising plan after the training phase of the programme and be willing to operationalise the plan.
- Must be willing to pay a commitment fee of 700 Cedis after the organisation has been selected.

How to Apply: Kindly complete the online application form <https://www.surveymonkey.com/r/XDPCB52> by **Friday 17 June 2022**. For any enquiries, contact us via capacitybuilding@wacsi.org and byleandre@wacsi.org.

“Due to the volume of applications, only organisations that are selected will be contacted”.