Fundraising for NGOs is a membership-based web portal designed exclusively for NGOs, not-for-profits, community service providers, social enterprises, volunteers, and fundraisers seeking funds, grants, and skills in fundraising. It aims to build and strengthen the fundraising capacity of the local NGOs in Nepal. It is jointly initiated by the Institute of Cultural Affairs (ICA) Nepal and the Institute of Innovation and Quality Assurance (IIQA). One can get access to unlimited global and national donors database, grants, sample proposals, useful resources, and tools for sustainable fundraising. Get yourself updated deteily from our different social media sites. The newsletter provides a glimpse of what we offer to our members, resources, and knowledge of fundraising practices.

> "Help one another. There's no time like the present and no present like the time."
>
> **- James Durst**

Successful Fundraising Story

Plastic Free School

The Environment Team of ICA Nepal received a Global Seed Grant funded by the Korea SHE Foundation.

A Workshop on Plastic Free School was conducted by the ICA Nepal Environment Team on 4th September 2023 at Skylight School, Koteshwor; Kathmandu. The program was facilitated by Ms. Swikriti Parajuli and Ms. Rojina Acharya along with the technical support of Ms. Karuna Mahat. The session was organized to promote Plastic Free Schools and teach students the importance of 3R Practices. The workshop was participated by a total of 35 students from grades 8 to 10 with age groups ranging from 12 to 17.

The workshops emphasized on 3R practices, adopting plastic alternatives, minimizing single-use plastic, and highlighting the history and disadvantages of plastic pollution along with its consumption and degradation pattern across the globe. The workshop highlighted various things that the students have been doing to minimize the use of plastic and ensure a healthy planet; every small idea was welcomed during the program.

On 27th September a Program on Plastic Free School was conducted at MaryBert School, Bafal; Lalitpur. The program was facilitated by Ms. Swikriti Parajuli and Ms. Samjhana Shahi along with the technical support of Mr. Roshan Parajuli. The workshop was participated by a total of 27 students from grades 3 to 5 with age groups ranging from 9 to 13.

The students participated in the World of Waste Crossword Puzzle and drawing activities in groups or ways to promote a Plastic-Free School and Earth. The students came out with incredible ideas and unique drawings. Pratikshya Praja shared, "I made a plastic pot drawing. The used plastic bottle can be used to make a plastic pot from the bottom of the plastic bottle which can be colored and used to plant flowers at either school or house". The session on Plastic Free School has empowered and aware students aware of plastic from the root level.

Fundraising For NGOs

Stop Food Waste

In May, Fundraising for NGOs focused on Food Loss and Waste Awareness where we shared 29 facts, ideas, and importance surrounding Food Loss and Waste to make a difference.

ICA Nepal has started an initiative on Occupational Health and Safety among waste workers in Kathmandu. In May a Project a Project Advisory Committee meeting was conducted.

Partnership Beyond Borders

ICA Nepal in coordination with Common Earth, Canada has launched a Youth Course on Climate Crisis after a series of Orientations by both the host organizations. The Youth course is a 20-week virtual program that commenced on 15 September 2023. The primary course themes include The Climate Crisis, Systems Thinking, The Journey of the Universe, The Human Experience, and The Wisdom of Nature. The youths are committed to joining us on a journey of reflection, and insight to leverage positive environmental change and ensure a healthy planet for every generation.
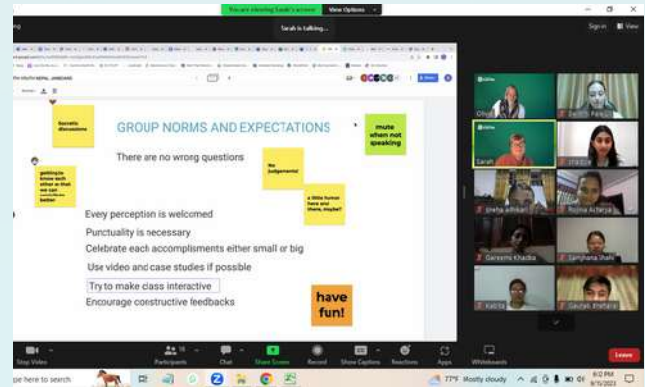
In peer-to-peer facilitation with ICA Canada, ICA Nepal hosted a Guide Training to facilitators in regard to The Courage to Lead book by R Brian Stanfield. Next, the team is planning to offer a Youth Course on Courage to Lead with the facilitation of experts and youths.

Envisioning Nepal for the 21st Century

FFN has been supporting Imagine Nepal to conduct a Monthly Talk Series on the first Friday of every month. In September, FFN collaborated to conduct the session on "Karuna Lifestyle Practice for Healthy Aging" by Mr. Ravi Pradhan. This initiative also aims at youths to promote and share INNOVATION and START-UP Ideas and get support for their Dream Projects. The program consists of a series of sharing sessions, talk shows as well and dialog discussions for the future.

Festive Celebration

Embracing the vibrant spirit of Teej 2080, Fundraising for NGOs in Nepal celebrated the festival with the team.

Opportunity for Participation

The Institute of Cultural Affairs invites interested organizations and individuals to attend the Asia Pacific Regional Seminar on Participatory Engagement from 5 - 7 Dec. 2023 in Pune, India.

⊕ ICA **THE INSTITUTE OF CULTURAL AFFAIRS**

Asia Pacific Regional Seminar on Participatory Engagement
Pune, India, 5 - 7 Dec., 2023

Members of ICA, I/NGOs, Organizations and Individuals are invited to join us. We will be exploring on the following themes:

Theme 1: Enviroment & Climate Change
Theme 2: Youth as Facilitative Leadership
Theme 3: Community Development
Theme 4: Participatory Leadership & Management

KEY EVENTS

3 - 4 Dec. 2023 - Regional ICA Meeting (only for ICA people)
5 - 6 Dec. 2023 - Regional Seminar on Participatory Engagement (Including a one-day study tour)
7 - 11 Dec. 2023 - Training

- Participatory Strategic Planning
- Facilitative Client Collaboration
- Meeting that works/Face- face Meeting

Organized by ICA India in association with ICA Nepal.

Venue: Talegaon, Pune, India

+91 7558590106 | +91 9422502082
icaindia22@gmail.com

Fundraising For NGOs
www.fundraisingforngos.com

Letter of Inquiry (LOI)

In the charity fundraising and grant writing worlds, the Letter of Inquiry (LOI) is a concise case for your charity's cause. It's written to pique a charity funder's interest in your proposed project, campaign, or initiatives, and includes a request for the grantmaker to consider reviewing an application from your charity. The letter of inquiry is often associated with the concept note and they both have many similarities. Typically, LOIs are 1-2 pages long serving the purpose of open communication with a donor, scheduling a meeting, and moving from unsolicited to solicited for the full proposal. An LOI will often be your organization's introduction to a new potential charity funder and your single shot at making a great first impression, so you've got to make it count!

What should be included in a Letter of Inquiry (LOI)?

Subject line

Once you have done all the hard work and prepared an effective Letter of Inquiry, you must ensure that the donor clicks and reads it. Creating a sensational subject line is the most crucial way to stand out among the hundreds of thousands of LOIs a donor receives in a day. You need a subject line to pique your donors' interest yet make sure you don't use the marketing tactics that every other NGO uses. Simply use the correct words and keep it short and to the point.

Paragraph 1: Express your Interest

Begin by quickly introducing yourself and expressing your interest in why you want to work with the donor organization. You must first conduct a study on them. To discover more about them, read their website, follow them on social media, or speak with someone on the inside. Now that you have the information, demonstrate your understanding of the organization. Mention their main activities and objectives. Discuss previous projects that they have financed. And of course, do not forget to add a line of appreciation for their efforts and accomplishments.

Paragraph 2: State the 3 P's

In this paragraph explain the 3P's: Problem, Position, and Possibilities.

- Problem (aka Need Statement): Describe the scope and magnitude of the problem to understand and diagnose project's need. Always state the problem with evidence, facts and data to support your claim.
- Position: Discuss the importance of addressing the problem right away. You should respond to these two questions: Why is it critical to address the identified problem now? and What has already been done to address the issue? What's the problem?
- Possibilities: Here briefly outline the potential solution your project has designed. Propose your idea and why it is the best solution to the problem. Also, give a glimpse of why your solution is better than solutions pitched by other NGOs. (But beware not to defame other organizations!)

Paragraph 3: Project Introduction
The 3rd paragraph functions nearly as an executive summary of a proposal. In this section, you should emphasize the most significant aspects of the project, such as the beneficiaries, approach, benefits, activities, and impact. It is best to shape these aspects of the project based on donor priorities. In an LOI, you do not provide complete information, just give a glimpse of what you could achieve together as partners.

Paragraph 4: Evaluation Plan
Even if it is just a Letter of Inquiry, donors will want to know if monitoring and evaluation is a part of your project plan. Maintaining a succinct paragraph assuring donors that their funds will be properly accounted for. Furthermore, describe how progress will be evaluated throughout and at the end of the project.

Paragraph 5: Assurance
In this paragraph, you reaffirm all of the information you have provided in paragraphs 1 to 5. Restate the project's purpose. Mention what you want to happen next, such as requesting a meeting for an interview and when you intend to follow up. Finally, remember to express gratitude to the reader for their time and concern.

In the signature section, the letter-writer should include a full name and contact information.

Mistakes to Avoid Making in Your Letter of Inquiry

There are several mistakes you want to avoid making in the LOI, as well.

- **Don't make assumptions:** One fatal mistake would be to assume the funder already knows about your organization. That could certainly be the case, but when you are introducing your organization and programming in a solicitation for funding, you should consider that whoever is reading your letter knows nothing about your organization and is not a subject matter expert in the area of your programming. It is your responsibility via this LOI to fill them in on what they need to know.

- **Don't send cookie-cutter LOIs:** Seeking funding can feel repetitive and weighty, and adding tailoring to the process exacerbates that feeling. However, you don't want to send the same generic LOI to different funders, and here is why: funder want to connect with their grantees and ensure that the program they give money to reinforces their mission. That's why it is important to reflect the funder's values in your LOI and showcase just how well your programming is in sync with their dollars. We write more about matching grant applications to funder interests here.

- **Resist the urge to include everything you have:** Depending on what the funder is asking for, don't attempt to send everything about your organization that you have with the letter. In general, this means no flyers, no brochures, and no media mentions. Chances are if you include them, they won't be looked at and will end up in the back of a filing cabinet or worse, the trash. Save your material for when you need it and for the LOI, trust in the power of your words.

Funding Information of the Month

We, Fundraising for NGOs in Nepal have been compiling and providing funding information for NGOs both locally and internationally, and here is some of the best and most selective funding information of September 2023, you wished to know sooner:

Youth Climate Justice Fund

Deadline: 15-Oct-2023
Grant Size: $1,000
Thematic Area: Youth, Climate Change, Environment

The United Nations Convention to Combat Desertification (UNCCD) is currently accepting applications for the Land Heroes campaign to recognize and support youth-led/based organizations making positive impacts against desertification, land degradation, and drought. Through online engagement, they raise awareness, share success stories, and empower youth as change agents in sustainable land management, engaging them in implementing the convention.

For more Details: https://www.unccd.int/news-stories/stories/become-next-unccd-land-hero

Holohil Systems

Deadline: 15-Oct-2023
Grant Size: $2,500
Thematic Area: Endangered Species, Animals & Wildlife, Research

Holohil is inviting applications for its Grant Program which aims to offer Holohil transmitters at a reduced (or no) cost to projects deserving of support. For more than 35 years Holohil has supported endangered species research and educational work for a variety of agencies and researchers. To this end, they are extending support to research projects that are of high value for their species, have a sound research design, and have a positive conservation intention.

For more details: https://www.holohil.com/grant-program/

The Spencer Foundation

Deadline: 17-Oct-2023
Grant Size: NPR 50,000
Thematic Area: Education, Research

The Spencer Foundation is calling for applications through its Research-Practice Partnership (RPP) Grants Program to support education research projects that engage in collaborative and participatory partnerships. It is designed to build capacity and educational change. Effective governance is a key aspect of successful partnerships, so all proposals should specify their governance structures and how the work is jointly developed, how power is shared across partners.

For more Details: https://www.spencer.org/grant_types/research-practice-partnerships

Ignite Philanthropy

Deadline: 17-Oct-2023
Grant Size: $20,000
Thematic Area: Children, Violence Prevention Community Development

In partnership with the Oak Foundation, Ignite Philanthropy: Inspiring the End to Violence Against Girls and Boys is launching the Thrive Together grant-making and capacity-strengthening program. This program aims to bolster the organizing efforts and existing and emerging grassroots organizations led by people with lived experience and their closest allies. Thrive Together is a program designed to combat CSV by empowering persons with lived experience of CSV and their allies to address the underlying factors that perpetuate this type of violence.

For more details: https://www.ignitephilanthropy.org/thrive-together

World Health Organization (WHO)

Deadline: 26-Oct-2023
Grant Size: $15 000
Thematic Area: Research, Health, Poverty Alleviation, Community Development

The WHO Regional Office for South-East Asia (SEARO) and TDR (the UNICEF/UNDP/World Bank/WHO Special Programme for Research and Training in Tropical Diseases) are pleased to announce the 2023–2024 call for applications for the Joint South-East Asia region/TDR Impact Grants for Regional Priorities focused on implementation research for accelerating elimination of infectious diseases of poverty under the Regional Flagship Priorities in South-East Asia. This call aims to facilitate and strengthen public health-oriented implementation research focused on reaching unreached populations, primarily through integrated health service delivery in the South-East Asia region.

For more details: https://www.illumina.com/areas-of-interest/agrigenomics/community.html

Darwin Initiative

Deadline: 23-Oct-2023
Grant Size: £10,000 to £200,000
Thematic Area: Poverty Alleviation, Community Development, Environment

The Darwin Initiative is pleased to announce a call for applications for the Innovation and Capability & Capacity Grants. Darwin Initiative Innovation is aimed at projects intending to test a novel approach that if proven could scale to deliver results for biodiversity conservation and poverty reduction. Darwin Initiative Capability & Capacity invites projects that focus on developing the capability and capacity of national and local organizations to efficiently deliver effective and successful biodiversity conservation – poverty reduction projects.

For more details: https://www.darwininitiative.org.uk/apply/

5 Indicators for Identifying the Best Potential Donors

In the realm of development, as in many other models, 10-20% of the donors are responsible for 80-90% of the donations. The trick, of course, is to find the 10-20%. Over the past few years, we conducted back studies to identify what data identify that 10-20%. By analyzing information from over 400 non-profits covering 2 million individuals who gave over $5 billion, we've identified the top five markers that best predict future philanthropy. Those five markers, in order, are:

1. Previous Giving To Your Nonprofit

The old adage that your past donors are most likely to be your best donors is still true. An initial major gift can take a long time to cultivate, while someone who already supports your mission is much more likely to stick with it. A quick and effective way to gauge donor loyalty is to score donors on a scale of 0-100 (where 100 is best) in three areas Recency (the last time someone gave to you), Frequency (how often someone gives to you), and Money (lifetime dollars donated).

2. Giving to Other Nonprofits

Despite how clear this may appear, most automatic reviews overlook it. Because gifts in public databases do not include addresses, matching donations with givers may be challenging, especially for more common names. When a gift of $5k-10k was discovered elsewhere in the sample, the likelihood that the same individual made a known gift increased nearly five-fold, and for a gift of 50k-100k likelihood they would make a big gift elsewhere increased more than 25-fold.

3. Participation as a Foundation Trustee

Foundation trustees are statistically more philanthropic themselves than those flagged for traditional markers of wealth as they understand the value and role of philanthropy. Foundations are organizations that distribute money for charitable causes, and charitable foundations are required by law to donate 5% of their assets to charitable causes each year.

4. Federal Political Giving

When determining who is a likely major gift prospect, one of the greatest places to start is with people who have been large political donors. Not only is political giving at high levels a knock-out indicator for wealth, but at the higher levels it is an incredibly predictive marker for philanthropy. When charitable and political giving were combined, those who had given over $2,500 total in lifetime political giving were responsible for over 54% of all philanthropy.

5. Real Estate Ownership

When an individual has $2 million or more in real estate he/she is statistically much more likely to be philanthropic. The upside is this information is freely available at any local tax assessor's office while the downside is that the information may be hard to identify due to poor record keeping. Additionally, in various parts of the country, fractional assessments are used so the value of a property may seem to be far less on paper than it is actually worth.

Source: Bloomerang

Leveraging Artificial Intelligence in Nonprofit Roles: A Step-by-Step Guide

Artificial Intelligence (AI) is not just for tech companies or large corporations. It's a powerful tool that can be leveraged by nonprofit professionals to enhance their roles and drive their mission forward. Leveraging artificial intelligence in nonprofit roles is not a one-size-fits-all approach. It requires understanding the basics of AI, identifying where it can be applied, choosing the right tools, learning how to use them, implementing them, and evaluating their impact. The following step-by-step guide will show nonprofits how to harness the power of AI to enhance their roles and drive their organization's mission forward.

Step 1: Understand the Basics of AI
Before your nonprofit leverages AI, it's important to understand what it is and how it works. AI aims to create systems capable of performing tasks that previously involved human intelligence. This includes tasks like understanding natural language, recognizing patterns, and making decisions. Take some time to learn about the basics of AI and how it's being used in the nonprofit sector. Some tools that appear to be free such as ChatGPT may actually create more work on nonprofit organizations due to prompt engineering requirements.

Step 2: Identify Areas Where AI Can Be Applied
Next, identify areas in your role where AI could be beneficial. This can range from automating administrative operations to evaluating donor data to forecast future giving trends. Consider the tasks that take up a lot of your time or areas where you could use more insights.

Step 3: Choose the Right AI Tools
Once you've identified where you can apply AI, the next step is to choose the right AI tools. Each available AI tool has its own strengths and weaknesses. Some tools are better suited for data analysis, while others are designed for natural language processing or automation. Choose a tool that fits your needs and is within your organization's budget.

Step 4: Learn How to Use the AI Tools
After choosing the right AI tools, you must learn how to use them. This may entail taking online courses, attending workshops, or working with a mentor. The more you understand about how to use these tools, the more effectively you can leverage them in your role.

Step 5: Implement the AI Tools
Now it's time to implement the AI tools in your role. Start small by automating a single task or analyzing a small set of data. Track your nonprofit's results and make adjustments as needed. As you become more comfortable with the tools, you can start to use them for more complex tasks.

Step 6: Evaluate the Impact of AI
Finally, evaluate the impact of AI on your role and your organization. Is your nonprofit able to complete tasks more efficiently? Is your team gaining new insights from your data? Are you able to engage with donors more effectively? Use these insights to refine your use of AI and explore new ways to leverage it in your role.

Source: Nonprofit-Apps

Fundraising is a gentle art of teaching the joy of giving.

-Hank Rosso, The Fund Raising School

Fundraising for NGOs Activities in Pictorial Form

Tips To Reduce Food Waste at Home

- Know your serving sizes
- Give ugly produce a chance
- Plan your meals
- Create a shopping list
- Check the storage
- Be creative with your next meal
- Share excess food
- Start your home garden
- Make a compost
- Share these tips with others!

REDUCE FOOD WASTE

ICA NEPAL

FUNDRAISING FOR NGOs IN NEPAL

Koteshwor- 32, Kathmandu Nepal
Phone no: +977-01-5147215 | 9869664773
P.O.BOX No. 20771
fundraisingforngos@gmail.com
www.fundraisingforngos.com

Fundraising For NGOs