

Fundraising Toolkit

A Resource for HIV-Related
Community-Based Projects
Serving Gay, Bisexual, and
Other Men who have Sex with
Men (MSM) and Transgender
Individuals in Low- and
Middle-Income Countries



The
MSM
Initiative

amfAR
AIDS RESEARCH

Acknowledgements

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About The MSM Initiative

amfAR launched its MSM Initiative in 2007 to address the disparity in HIV/AIDS services offered to MSM and transgender individuals in low- and middle-income countries. The cornerstone of the Initiative is a community awards program, offering small grants (up to U.S. \$20,000) to grassroots MSM/LGBT-led projects and organizations. As of May 2011, the MSM Initiative has offered 141 grants, totaling over \$2.6 million, to support frontline organizations serving gay men, other MSM, and transgender individuals in Africa, Asia-Pacific, the Caribbean, Eastern Europe and Central Asia, and Latin America.

In addition, the MSM Initiative supports research to build understanding and awareness about HIV epidemics amongst MSM and transgender individuals, as well as advocates globally and with the US government for inclusive policies and increased funding.

For more information about the MSM Initiative, check www.amfar.org/msm.

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In addition to amfAR, major support for the MSM Initiative is currently provided by the following organizations:



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INTRODUCTION

This guide was developed by amfAR's MSM Initiative to provide fundraising assistance to community-based organizations (CBOs) that provide HIV-related programs and services for gay men, transgender individuals, and other men who sex with men (MSM) in low- and middle-income countries. In this guide, a number of key questions are answered:

- Which donors are funding MSM and other lesbian, gay, bisexual and transgender (LGBT) community-based organizations?
- Which donors are funding projects in particular geographic areas?
- What kinds of grants are these donors making?
- What kinds of programs and projects are being funded by these grants?
- Whom do I contact and how does my organization apply for funding?

The guide offers information about who is funding MSM/LGBT groups, snapshots of what those grant programs look like, how to approach funders, and what projects those grant makers have supported in the past. Since amfAR is based in the U.S. and has more connections to U.S. institutions, the guide includes many U.S.-based funding sources, but also includes donor institutions outside the U.S. This toolkit goes beyond traditional funders, such as private foundations, and offers information and ideas about other organizations that provide funding to, or partner with, MSM/LGBT groups. Finally, the guide offers general tips on fundraising, from networking to proposal writing, and includes templates to help organizations and activists get started.

How to Use This Guide and Definitions of Categories

This guide is divided by donor categories and includes:

- Private Foundations (U.S.-based and non-U.S.);
- Intermediaries (U.S.-based and non-U.S.);
- Multilateral donors (the Global Fund to Fight AIDS, Tuberculosis and Malaria, UN agencies);
- Bilateral funding agencies (government sources);
- Embassies;
- Corporate donors; and
- Academic institutions.

To identify possible funding sources to include in this guide, amfAR staff reviewed grant applications submitted to amfAR's MSM Initiative community awards program since 2007. Those applications include information about each applicant organization's funding sources and other resources. With this approach, amfAR was able to determine which donor organizations are funding HIV services for gay, transgender, and other MSM in different geographic areas. Private foundations included here are defined as donor organizations whose chief function is to give grants to nonprofit, nongovernmental organizations (NGOs). Some of those foundations also support "re-granting," meaning that they give grants to organizations that give grants to others. "Intermediaries" are defined as organizations that may operate like public foundations or NGOs, but whose chief purpose is not solely grant-making. Intermediary organizations may have a grant-giving program, may offer technical and capacity-building assistance, and also may operate their own programs at a local, national, or regional level. The Appendix of this toolkit provides listings by geographic focus. The toolkit also includes a section that lists organizations that provide urgent funding for LGBT human rights defenders, as well as other fundraising strategies.

PRIVATE FOUNDATIONS

Listed below are sources of private foundation funding. Foundations that have a history of giving to community-based LGBT and MSM organizations have been highlighted. Other foundations that do not have a history of giving to MSM or LGBT groups have also been included if they may be a future prospect for such groups. Please refer to page 50 of this guide for tips on fundraising with private foundations.

Foundations Based in the U.S.

American Jewish World Service (AJWS)

45 West 36th Street, New York, NY 10018-7904, USA

Telephone: +1.212.792.2900

Website: www.ajws.org

Contact Person: Kate Kroeger, Director of Grants, kkroeger@ajws.org, +1.212.792.2900

Geographic Focus: Africa, Latin America, Caribbean, Asia. AJWS focuses on eleven countries in West Africa (DRC, Ethiopia, Ghana, Kenya, Liberia, Nigeria, Senegal, South Africa, Uganda, Zambia, and Zimbabwe). In the Americas and Caribbean, they focus on ten countries (Bolivia, Colombia, Peru, El Salvador, Guatemala, Honduras, Southern Mexico, Nicaragua, Haiti, and the Dominican Republic). In Asia, they focus on seven countries (Afghanistan, Burma, Cambodia, India, Pakistan, Sri Lanka, and Thailand).

Mission: AJWS is dedicated to alleviating poverty, hunger, and disease among the people of the developing world regardless of race, religion, or nationality, through grants to grassroots organizations, volunteer service, advocacy, and education.

Grant Categories: Sustainable Livelihoods and Sustainable Development; Community Health; Education for All; Community response in Conflicts and Emergencies; and Community Voice: Civic and Political Participation

How to Get Funding: Applicants in countries where AJWS works may contact AJWS at grants@ajws.org with a short description of their organizations. Please check the AJWS

website for a list of eligible countries: http://ajws.org/where_we_work/.

Examples of Recent Projects: Centre for Popular Education on Human Rights (Ghana), Rays of Rainbow (Thailand), Arcoiris (Honduras), Asociacion Salvadorena de Derechos Humanos 'Entre Amigos' (El Salvador), Gay and Lesbian Coalition of Kenya (Kenya).

Astraea Lesbian Foundation for Justice

116 East 16th Street, 7th Floor, New York, NY 10003, USA

Telephone: +1.212.529.8021

Website: www.astraeafoundation.org

Contact Person: Mai Kiang, Director of Programs, mkiang@astraeafoundation.org, +1.212.529.8021

Geographic Focus: Africa, Americas and Caribbean, Asia, Middle East, Eastern Europe/Commonwealth of Independent States, U.S.

Mission: "The Astraea Lesbian Foundation for Justice works for social, racial and economic justice in the U.S. and internationally. Our grant making and philanthropic advocacy programs help lesbians and allied communities challenge oppression and claim their human rights.

Our mission is based on an enduring commitment to feminism, progressive social change and an end to all forms of exploitation and discrimination. We support programs and policies that strive to eliminate oppression based on race, age, sex, religion, sexual orientation, gender identity, economic exploitation, physical and mental ability, anti-Semitism, and other such factors. Only through action will we build a world of peace and justice for lesbians and for society as a whole."

Grant Categories: International Fund for Sexual Minorities, International Movement Resource Fund, International Emergency Fund, Social Change Opportunity Fund (by invitation only).

How to Get Funding: To submit a letter of inquiry (LOI) to the International Fund for Sexual Minorities, please complete the Letter of Inquiry form found here: <http://www.astraeafoundation.org/grants/grant-applications-and-deadlines/grant-applications-and-deadlines-non-grantees>.

Examples of Recent Projects: Lesbianas Independientes Feministas y Socialistas (Peru); Gayten LGBT (Serbia); Sappho for Equality (India).

The Atlantic Philanthropies (AP)

75 Varick Street, 17th Fl., New York, NY 10013-1917, USA

Telephone: +1.212.916.7300

Website: www.atlanticphilanthropies.org

Contact Person: Program Directors Le Nhan Phuong, Population Health; Martin O'Brien, Human Rights; Gerald Kraak, Program Executive, Reconciliation & Human Rights (South Africa office)

Geographic Focus: Bermuda, South Africa, Vietnam.

Mission: "The Atlantic Philanthropies are dedicated to bringing about lasting changes in the lives of disadvantaged and vulnerable people."

Grant Categories: Reconciliation and human rights for rights/advocacy issues; founding chairman allots nearly 40% of giving (by program) to his discretionary fund which largely gives to medical research and facilities.

How to Get Funding: AP does not accept applications, only proposals by invitation. Best method is to present a letter of intent and submit it at <http://www.atlanticphilanthropies.org/contact-us>.

Examples of Recent Projects: Inner Circle (South Africa), Lesbian and Gay Equality Project (South Africa).

SOMOSGAY
(Asuncion, Paraguay)



Elton John AIDS Foundation (US)

584 Broadway, Suite 907, New York, NY 10012, USA

Website: www.ejaf.org

Geographic Focus: Americas, Caribbean.

Mission: "To support innovative HIV prevention programs, efforts to eliminate stigma and discrimination associated with HIV/AIDS, and direct care and support services for people living with HIV/AIDS."

Grant Categories: Addressing HIV in Latin America and the Caribbean; HIV Prevention among Injection Drug Users (IDUs); Addressing HIV among MSM.

How to Get Funding: Through direct grants or through EJAF-US partners. At times, EJAF's grant cycles are open requests for proposals (RFPs) for unsolicited grant applications. For direct grants, organizations must submit an LOI by May/June (Caribbean) and Sept/Oct (Latin America) for an invitation to submit a full proposal by July (Caribbean) and November (Latin America). Funding decisions are made in October (Caribbean) and December (Latin America). Requests should be for no more than \$40K, EJAF gives priority to proposals that are "linked to, or recommended by, current grantees and partners."

Examples of Recent Projects: EJAF-US does not typically provide direct support to small community-based organizations based in the Caribbean or Latin America. Instead, it has supported amfAR's MSM Initiative since 2007 to make small grants to community groups in these regions. MSM/LGBT organizations currently seeking EJAF funding in Latin America and the Caribbean should apply directly to amfAR's MSM Initiative (contact: Kent Klindera, Director MSM Initiative, kent.klindera@amfar.org).

Ford Foundation

320 East 43rd Street, New York, NY 10017-4801, USA
 Telephone: +1.212.573.5000
 Website: www.fordfoundation.org

Geographic Focus: Africa, Middle East, Asia, Latin America, Caribbean. In addition to its headquarters in New York City, the Ford Foundation maintains ten field offices in the following cities: Beijing, Cairo, Jakarta, Johannesburg, Lagos, Mexico City, Nairobi, New Delhi, Rio de Janeiro, and Santiago.

Mission: The foundation's mission is to serve as a resource for innovative people and institutions, and visionaries on the frontlines of social change worldwide. Its goals are to strengthen democratic values, reduce poverty and injustice, promote international cooperation, and advance human achievement.

Grant Categories: The foundation focuses on nine core issues; those of particular interest to MSM groups are Human Rights (subcategory: Reducing HIV/AIDS Discrimination and Exclusion) and Sexuality and Reproductive Health and Rights (Sexuality and Reproductive Health Education).

How to Get Funding: Funding for community-based organizations in low and middle income countries is offered through regional offices; therefore, it is best to check with program officers in these regional offices. The initial approach to the foundation should be a brief letter of inquiry or online submission via website; no deadlines are given. To see if your organization qualifies for a grant, go to the Ford Foundation website; click "Grants" and "Organizations Seeking Grants." Follow the steps given. After submission, the initial indication as to whether a proposal falls within program interests is returned to the potential applicant within 6 weeks. Submissions are accepted in English and Spanish.

Examples of Recent Projects: Select examples include: The Akiba Uhaki Foundation (Kenya), AIDS Infoshare (Russia), Egyptian AIDS Society, Gay and Lesbian Network (South Africa), Gays and Lesbians of Zimbabwe, Inner Circle (South Africa), Rainbow Project (Namibia), Yayasan GAYa Nusantara (Indonesia), Letra S Sida, Cultura y Vida Cotidiana (Mexico).

Fund for Global Human Rights

1666 Connecticut Avenue NW, Suite 410, Washington, DC 20009, USA
 Telephone: +1.202.347.7488
 Website: www.globalhumanrights.org

Contact Person: David Mattingly, Senior Program Officer, dmattingly@globalhumanrights.org

Geographic Focus: Latin America, North Africa, West Africa, Great Lakes Region of Africa, South Asia, Southeast Asia.

Mission: "Securing basic dignity and freedom for people worldwide requires that front-line organizations challenge abuse wherever it occurs. The Fund finds and funds local human rights heroes who often work at great personal risk to strengthen and bring global attention to their struggles."

Grant Categories: Small Grants Program with priority funding areas in particular countries. The Fund does not currently give grants to applicants outside of these priority countries.

How to Get Funding: "Grants typically range from between \$5,000 and \$30,000...informal advisors, board members, and grantees themselves all play an essential role in identifying and recommending new and emerging human rights groups that may be eligible for grants." The Fund for Global Human Rights awards grants twice a year. For prospective grantees based in India, Pakistan, Liberia, Sierra Leone, Guinea, Democratic Republic of the Congo, Burundi, and Uganda, application information is usually available in the grantee section of the website in October/November. For prospective grantees based in Mexico, Guatemala, Algeria, Morocco, Tunisia, the Philippines, and Thailand, application information is usually available in the grantee section of the website in May/June. Please check the Fund's website for updates on the acceptance of unsolicited proposals at www.globalhumanrights.org/for-grantees as this is subject to change by country. For any questions, it is noted that the Fund strongly prefers contact by e-mail. Check the Fund's website for the most current request for proposals. The Fund accepts proposals in English, Spanish, French, Thai, and Arabic.

Examples of Recent Projects: Dignity Association (formerly Sierra Leone Lesbian and Gay Association) which received \$15,000 in 2009 in general support for its activities, which include working to end violence and discrimination against LGBT Sierra Leoneans through public education and outreach to government officials and medical service providers. Sampada Grameen Mahila Sanstha (SANGRAM-India) received \$20,000 in 2008 in general support of its mission to promote the rights of sex workers, sexual minorities, youth, and other vulnerable groups, and challenge the stigma and violence that fuel the spread of HIV/AIDS.

Gates Foundation/Grand Challenges in Global Health

Main Office, PO Box 23350, Seattle, WA 98102, USA
 Telephone: +1.206.709.3400
 E-mails: info@gatesfoundation.org and grandchallenges@gatesfoundation.org
 Websites: www.gatesfoundation.org and www.grandchallenges.org

Contact Person: Dr. Andrew Serazin, Program Officer, Global Health Discovery-Grand Challenges

Geographic Focus: Worldwide.

Mission: “Our belief that every life has equal value is at the core of our work at the foundation. We follow 15 guiding principles, which help define our approach to our philanthropic work, and employ an outstanding leadership team to direct our strategies and grantmaking.”

Grant Categories: Global Health, Grand Challenges in Global Health Initiative.

How to Get Funding: The best way for a small community organization to obtain Gates Foundation funding is through other recipients of Gates grants. Check out www.gatesfoundation.org/hiv to find out who the most current grantees are in your area. The Gates Foundation does not typically make small grants to community-based organizations; however, it does fund a research-based “Grand Challenges Explorations in Global Health” grant competition (in conjunction with other foundations), which focuses on 14 major global health problems, including HIV/AIDS. The initiative application is two pages and

no preliminary data is required; anyone affiliated with an organization from anywhere can apply. Applications are submitted online, selected grants are notified four months from the submission deadline; grants of \$100,000 are awarded twice per year. See the website for current grant topics. “Successful projects have the opportunity to receive a follow-on grant of \$1 million or more, and could eventually evolve into full-fledged Grand Challenges project.” The Gates Foundation in China has a large five-year MSM-specific project, working collectively with the ministry of health and local CBOs. For more information, see <http://www.gatesfoundation.org/global-health/Pages/hiv-prevention-china.aspx>

Example of a Recent Project: loveLife Trust received \$3,000,000 in 2008 to demonstrate an innovative and sustainable program for orphans and vulnerable children through a national network of 500 grandmothers in South Africa (Gates Foundation, Global Health Program). For a listing of recipients/projects of Grand Challenges awards, please see the Grand Challenges website.

Levi Strauss Foundation

1155 Battery Street, Levi Plaza, San Francisco, CA 94111-1203, USA
 Telephone: +1.415.501.3577
 Website: www.levistrauss.com/about/foundations/levi-strauss-foundation

Contact Person: Stan Wong, Manager, Asia Pacific Region, SWong6@levi.com

Geographic Focus: The foundation makes strategic choices about target communities and selection of grantees, which are based on the following considerations:

- LS&Co. business presence (sourcing and/or marketing);
- Magnitude of community need in relation to Foundation giving areas;
- Opportunity to drive innovation and deep impact in Foundation giving areas; and
- Grantmaking history (ability to build on existing momentum).

Current countries which are being funded include:
 Americas: Argentina, Brazil*, Chile, Colombia, Dominican

Republic, Guatemala, Haiti, Mexico*; Asia-Pacific: Bangladesh, Cambodia, China*, India*, Pakistan, Philippines, Thailand, Vietnam; Africa: Lethoso; South Africa* and Europe: Russia* (*denotes priority countries).

Mission: “The Levi Strauss Foundation advances the human rights and well-being of underserved people touched by our business by taking courageous risks, supporting innovative community partnerships, and promoting the practice of good corporate citizenship.”

Grant Categories: The Levi Strauss Foundation supports non-governmental, community-focused organizations working in the following areas:

- 1) HIV/AIDS (including addressing stigma and discrimination in laws, policies, and social settings; building advocacy capacity of HIV/AIDS organizations and vulnerable groups; and providing direct services (prevention, testing, treatment, care) for apparel workers)
- 2) Asset Building (focused on solutions to intergenerational poverty)
- 3) Worker Rights

How to Get Funding: The Levi Strauss Foundation does not accept unsolicited grant proposals, but works closely with partners across a wide variety of sectors to identify opportunities that will create the greatest impact. The Foundation does not make grants to individuals, nor does it fund the following: capital or endowment campaigns or building funds, recreational activities, sporting events or athletic associations, advertising, sectarian or religious activities, political campaigns or causes, or organizations that do not comply with the Foundation’s non-discrimination policy.

Levi Strauss Foundation grantmaking guidelines can be found at <http://www.levistrauss.com/sites/default/files/librarydocument/2011/2/lsf-grantmaking-guidelines-20110215.pdf>.

Examples of Recent Projects: Action for Health Initiatives (ACHIEVE) received a one-year, \$45,000 grant to provide renewal support for HIV/AIDS policy reform and media training for people living with HIV/AIDS (PLWHA) in the Philippines. Lembaga Bantuan Hukum Masyarakat, a community legal aid institute serving marginalized and detained populations at greater risk of HIV infection in Indonesia, received a one-year, \$25,000 grant for general

support. Thai AIDS Treatment Action Group (TTAG), a health and rights advocacy organization in Thailand working with populations highly vulnerable to HIV/AIDS, received a two-year grant of \$100,000.

M·A·C AIDS Fund (MAF)

130 Prince Street, 4th Fl., New York, NY 10012-3101, USA

Telephone: +1.212.965.6300

Website: www.macaidsfund.org

Contact Person: Amber Baker, Assistant Manager, International Programs, ambaker@maccosmetics.com

Geographic Focus: Global – current emphasis on Caribbean and Latin America.

Mission: “The MAC AIDS Fund’s mission is to serve people of all ages, all races and all sexes affected by HIV and AIDS. To partner with the bold, the visionary and the brave who confront the epidemic in countries and communities where people are most neglected, off the radar and at highest risk. Responsive, agile and alert, MAF funds innovative programs that deal directly with the most marginalized, stigmatized and under-heard victims. MAF celebrates humanity, life, creativity and individuality.”

Grant Categories: MSM Groups will likely be funded by International Programs, with an emphasis on the Caribbean, Latin America or Affiliate Community Grants (where VIVA GLAM is sold, including countries in Asia-Pacific, Latin America and Europe/Africa Middle East, please see <http://www.macaidsfund.org/#/work/> programs for more information).

How to Get Funding: To apply for funding, visit the MAF website under “Application.” Applicants will be invited to create a login and complete a brief questionnaire to determine eligibility. After eligibility is determined, applicants will be directed to an online application form. Requests for funding in South Africa and the Caribbean are by invitation only. Deadlines for applicants are typically on the 15th of June and December. Please check the MAF website for eligibility information and funding restrictions. Grants are typically made for no more than 20% of the total project cost.

Examples of Recent Projects: Kimara Peer Educators (Tanzania-Zanzibar-Pemba) received \$80,000 in 2006 for peer education among PLWHA. Also has funded J-FLAG (Jamaica). J-FLAG's mission is to "work towards a Jamaican society in which the Human Rights and Equality of Lesbians, All-Sexuals, and Gays are guaranteed. To foster the acceptance and enrichment of the lives of same-gender-loving persons who have been, and continue to be, an integral part of society."

New Israel Fund (NIF)

330 Seventh Avenue, 11th Floor, New York, NY 10001-5010, USA
 Telephone: +1.212.613.4400
 E-mail: ny@nif.org
 Website: www.nif.org

Geographic Focus: Israel, Palestinian Territories.

Mission: "The New Israel Fund (NIF) works to strengthen Israel's democracy and to promote freedom, justice and equality for all Israel's citizens. For 29 years, NIF has been a leader in building a just and strong Israel, believing that Israel's strength depends as much on its commitment to democratic principles as on its ability to defend itself against physical and military threats. Not only are these principles guaranteed in Israel's Declaration of Independence, they are central elements of the Jewish tradition."

Grant Categories: LGBT groups fall within NIF's Civil and Human Rights issue area.

How to Get Funding: Telephone the Jerusalem or Washington office for application information. An application form is required, with the following: Timetable for implementation and evaluation of project; qualifications of key personnel; statement of problem project will address; detailed description of project and amount of funding requested; copy of current year's organizational budget and/or project budget.

Examples of Recent Projects: According to NIF's 990 forms, in 2008 it provided significant support for an LGBT community organizing project in Israel/Palestine (\$152,325). NIF also supported an organization that fights for the rights of PLWHA in Israel/Palestine

(\$23,500). The organization has funded groups that seek legal means of allowing gay couples to adopt children in Israel; these activities are highlighted in annual reports.

Open Society Institute

400 West 59th Street, New York, NY 10019, USA
 Telephone: +1.212.548.0600
 Website: www.soros.org

Contact Persons: Michael Heflin, Director LGBT Program, mheflin@osi-dc.org; Heather Doyle, Director, SHARP, hdoyle@sorosny.org; Jonathan Cohen, Project Director-LAHI (Law and Health Initiative), jcohen@sorosny.org. View a list of regional health coordinators at <http://www.soros.org/initiatives/health/contact/coordinators>

Geographic Focus: Africa, Asia-Pacific, Eastern Europe/Central Asia, Latin America, Caribbean, Middle East.

Mission: "The Open Society Institute works to build vibrant and tolerant democracies whose governments are accountable to their citizens. To achieve its mission, OSI seeks to shape public policies that assure greater fairness in political, legal, and economic systems and safeguard fundamental rights. On a local level, OSI implements a range of initiatives to advance justice, education, public health, and independent media. At the same time, OSI builds alliances across borders and continents on issues such as corruption and freedom of information. OSI places a high priority on protecting and improving the lives of people in marginalized communities."

Application Procedures: Application procedures differ by country and the program offered. Please visit the OSI website for step-by-step instructions (under "Grants," then the "Research" tab) to get more information about the programs offered in your country. Of particular interest should be areas within the The LGBT Rights Initiative and Public Health Program, including SHARP and LAHI. The initial approach is to submit a concept paper. To apply, organizations should send a 2-3 page concept paper to lgbitrights@osi-dc.org. "Priority will be given to local groups and regional networks working in developing countries and regions where there is the greatest need for support." The paper should include specific elements; please see the website for details.

Examples of Recent Projects: Human Rights Institute-Burma received \$16,125 in 2005 to provide content for Burma Internet Guide to Rights and Democracy. Chengdu LGBT Youth Center, which received \$20,000 for a project spanning 2008-2010, is a community-based organization in China that seeks to provide a training ground for democratic self-governance, developing leadership and volunteerism for LGBT youth in Chengdu and surrounding areas. It also provides cultural information, education, and HIV/AIDS prevention and care support for the local MSM population.

organizations not currently funded by Overbrook. However, the Foundation is going through a strategic review of its funding priorities and will post new information on priorities and funding procedures at the end of 2012. Please check the Overbrook website at that time for updates.

Example of a Recent Project: Overbrook funded Conectas Human Rights in 2009 to enhance access to justice for vulnerable groups in Brazil. It received \$30,000 to conduct strategic litigation and pro-bono advocacy.

Overbrook Foundation

122 East 42nd Street, Suite. 2500, New York, NY 10168-2500 USA
Telephone: +1.212.661.8710
Website: www.overbrook.org

Soros Foundations

For contact information for individual foundations within the Soros Foundation Network, please see www.soros.org/about/foundations

Contact Person: M. Sheila McGoldrick, Grants Manager, sheila@overbrook.org

Contact Person: listings from link above by country

Geographic Focus: South Africa, U.S., Australia, Bermuda, Vietnam.

Geographic Focus: Albania, Armenia, Azerbaijan, Bosnia & Herzegovina, Bulgaria, Czech Republic, Estonia, Georgia, Guatemala, Haiti, Hungary, Kazakhstan, Kosovo, Kyrgyzstan, Latvia, Lithuania, London, Macedonia, Moldova, Mongolia, Montenegro, Poland, Romania, Serbia, Slovakia, South Africa, Southern Africa, Tajikistan, Turkey, and Ukraine.

Mission: The Overbrook Foundation strives to improve the lives of people by supporting projects that protect human and civil rights, advance the self-sufficiency and well being of individuals and their communities, and conserve the natural environment.

Mission: "Soros foundations are autonomous institutions established in particular countries or regions to initiate and support open society activities."

Grant Categories: Human Rights Program: International Human Rights/Civil & Political Rights, Gender Rights/HIV/AIDS and LGBT Rights.

Application Procedures: As of 2011 the Foundation is not accepting proposals from

*GrenCHAP
(St. George's, Grenada)*



Grant Categories: “The priorities and specific activities of each foundation are determined by a local board of directors and staff in consultation with George Soros and Open Society Institute boards and advisors. In addition to support from OSI, many of the foundations receive funding from other sources.”

Application Procedures: Please see individual office websites to find out more about country priorities. By clicking on the link, it will give you access to direct office contact information, their website and funding/programmatic priorities.

Example of a Recent Project: The Soros Foundation’s Kazakhstan office made a \$10,000 grant to Public Organization Amule in 2010, to pursue its mission of informing and empowering sexual minorities, increasing attention to MSM/HIV issues and decreasing homophobia in general.

Staying Alive Foundation (SAF)

1540 Broadway, Floor 35, New York, NY 10036, USA
Third Floor, UK House, 180 Oxford Street, London W1D 1DS, UK
Website: www.stayingalivefoundation.org

Contact Person: Sara Piot, Director of Grants, foundation@staying-alive.org

Geographic Focus: Worldwide.

Mission: As a global grant-making organization, the Foundation’s mission is to encourage, energize, and empower young people who are involved in HIV/AIDS awareness, education, and prevention campaigns. The Foundation does this by presenting the Staying Alive Awards to young individuals and youth groups who are focused on stopping the spread of HIV and who have demonstrated the potential to become future leaders. The award comes with a financial grant to assist them in continuing and expanding their work, and provides public recognition to inspire others to get involved.

Grant Categories: The SAF supports youth-led organizations (led by young people between the ages of 15 and 27) that work in the field of HIV prevention. SAF provides seed funding to programs that do not have much support, financial or otherwise. Awards will

be made to small youth-led initiatives that focus on HIV/AIDS education, prevention, stigma, and discrimination among youth.

How to Get Funding: As of 2010, the application process works in two stages. The first stage is a short online form that you should fill in; decisions will be made within a week regarding eligibility. The maximum you can apply for is a grant of \$12,000 for one year; overhead costs should not exceed 25% of the proposed budget. Please see website for other application details.

Example of a Recent Project: SAF funded amfAR grantee The Help \$12,000 to pursue its mission in Myanmar of scaling up HIV/AIDS prevention and treatment services for MSM and transgender individuals, creating a platform for MSM/TG issues to be addressed at national level, and working to decrease homophobia in the general public.

Tides Foundation/Collaborative Fund for HIV Treatment Preparedness

Solange Baptiste, Program Director –
HIV Collaborative Fund
Telephone: +1.917.216.4672

Contact Persons (by region):

Southeast Asia: Shiba Phurailatpam, APN +, shiba@apnplus.org

NIS/CIS/Baltic States: Gregory Vergus, Humanitarian Action, vergus1@mail.ru

Caribbean: Patricia Figueroa Fernandez, PR Concra, prconcra_tides@yahoo.com

Latin America: Alma de León, Regional Coordinator CIAT-ITPC, coordinacion.ciat@gmail.com

South Asia: Loon Gangte, INP+, loon_gangte@yahoo.com

Southern Africa: Tapiwanashe Kujinga SaFAIDS, tapiwanashe@zol.co.zw

East Africa: Rose Kaberia, NAP+, eatamcrp@yahoo.com
Women and Families in Africa: Lillian Moroko, ICW, lmworeko@icw.org

West Africa: James Clovis Kayo, jamesckayo@yahoo.fr

China: Thomas Cai, AIDS Care China, thomas2000cn@yahoo.com

Geographic Focus: Caribbean, Latin America, West Africa, Southern Africa, East Africa, Eastern Europe, South Asia, Southeast Asia, China.



*The Human Rights
Education Institute of Burma
(Chiang Mai, Thailand)*

Mission: “The Collaborative Fund for HIV Treatment Preparedness is a nonprofit, community-driven funding mechanism to support HIV treatment advocacy and education efforts in Africa, Asia, the Caribbean and Latin America, and NIS/CIS/Baltics. In each funding region, the Collaborative Fund provides grants for community-based organizations for HIV treatment advocacy and education projects; and support for regional networks to share information, implement collaborative strategies, and provide technical assistance to grantees.”

Grant Categories: The Collaborative Fund makes grants in 10 regions across the world; volunteers working in each region make group funding decisions. For information on an application for a particular region, please contact the regional coordinator; contact information is available at <http://www.hivcollaborativefund.org/index.php?id=69>.
How to Get Funding: Tides usually posts open RFPs and/or LOIs related to a specific funding initiative or donor advised fund. LGBT and MSM organizations are typically funded through the Collaborative Fund, a collaboration between Tides and the International Treatment Preparedness Coalition.

Example of a Recent Project: The Tides Foundation made a grant of \$18,900 in 2010 to amfAR MSM Initiative grantee MSM No Political Agenda, in Trinidad and Tobago, for its newsletter distribution project to promote reporting of cases of HIV infection, and information about access to prevention, treatment, care, and support services for MSM.

Foundations Based Outside the U.S.

Aids Fonds

Keizersgracht 392, 1016 GB Amsterdam

The Netherlands

Postal address: Postbus 10845, 1001 EV Amsterdam,
The Netherlands

Telephone: +31-020-62 62 669

Website: www.aidsfonds.nl

www.itpcglobal.org

Contact Persons: None given

E-mail Address: aidsfonds@aidsfonds.nl

Geographic Focus: Aids Fonds supports people living with HIV and AIDS both in and from the Netherlands, as well as projects to help address the epidemic in developing countries.

Mission: Aids Fonds is a private foundation that focuses on the fight against AIDS within and outside the Netherlands. Founded in 1985, it generates its own resources through fundraising and also receives support from the Dutch Ministry of Foreign Affairs. Aids Fonds supports HIV and AIDS research, prevention, and treatment and care for vulnerable groups, and also advocates for the rights of people living with HIV and AIDS.

Grant Categories: Aids Fonds provides grants for the following types of activities in developing countries: treatment assistance programs for poverty-stricken individuals living with HIV; information and HIV prevention campaigns targeted towards marginalized groups that are disproportionately affected by HIV/AIDS; and projects promoting greater involvement of people living with HIV and AIDS. The Foundation only accepts proposals from: Dutch applicants; multinational organizations; and non-profit organizations (NPOs) working in developing countries.

How to Get Funding: For international support, Aids Fonds partners with The International Treatment Preparedness Coalition (Error! Hyperlink reference not valid.) and amfAR’s MSM Initiative to support small-scale projects for people living with or at risk of HIV/AIDS (see below).

Examples of Recent Projects: Aids Fonds does not typically provide direct support to small community-based organizations outside The Netherlands. Instead, it has supported the Collaborative Fund for HIV Treatment Preparedness (Error! Hyperlink reference not valid.) and amfAR’s MSM Initiative to make small grants to community groups in developing countries.

*Stop AIDS in Liberia (SAIL)
(Liberia)*



Civil Rights Defenders (CRD, formerly the Swedish Helsinki Committee)

Stora Nygatan 26, 111 27 Stockholm, Sweden

Telephone: +46 8 545 277 30

Email: info@civilrightsdefenders.org

Website: www.civilrightsdefenders.org

Contact Persons: Potential applicants should contact Johanna Kurosz at Johanna.kurosz@civilrightsdefenders.org.

Geographic Focus: Historically focused on Eastern Europe and the Balkans, plans for expansion globally in the near future. Primary countries of intervention are: Sweden, Bosnia-Herzegovina, Kosovo, Macedonia, Moldova, Montenegro, Russia, Serbia, Belarus.

Mission: “Civil Rights Defenders is an independent expert organisation without associations to public authorities or structures. We work for people, whose civil and political rights are being violated or run the risk of being violated, in Sweden and in the countries in the world where the respect for human rights is almost non-existent.”

Grant Categories: CRD has had a particular focus on LGBT populations in Serbia, Bosnia-Herzegovina, Moldova, Montenegro, and Russia. “Civil Rights Defenders cooperates with local human rights organisations in the countries where we are active. Our partners are human rights defenders who morally, financially and explicitly promote the work for human rights.”

How to Get Funding: E-mail the appropriate contact persons above for your given geographic location.

Example of a Recent Project: “DAAD Alumni Club Montenegro, a local association of former students, arranged an academic conference on human rights issues concerning LGBT people in the Balkans with CRD support. In a climate where LGBT persons are not recognized at all, the academic community can play an important role in opening and legitimizing LGBT issues and rights. The conference has created space for future work related to LGBT rights and it has also made visible problems of discrimination based on sexual orientation.”

Comic Relief UK

89 Albert Embankment, 5th Floor, London SE1 7TP UK
 Telephone: +020 7820 5555
 Email: info@comicrelief.com
 website: www.comicrelief.com

Contact Person: Contact info@comicrelief.com

Geographic Focus: Worldwide, primary focus on Africa.

Mission: “Our mission, thanks to our comedy heritage and the fantastic relationship we enjoy with the BBC, is ‘positive change through the power of entertainment’. Our vision is ‘a just world free from poverty.’”

Grant Categories: MSM/LGBT groups would fall under “International Grantmaking” and likely under People Affected by HIV and AIDS. Comic Relief will soon launch a new funding area entitled “Small and Diaspora led Organizations.” Interested applicants should review Comic Relief’s International Grantmaking Strategy and PLWHA Strategy (available in PDF format on its website) to understand the organization’s objectives and funding preferences. Comic Relief distributes both short-term Project Grants and longer-term Investment Grants.

Comic Relief strategy regarding PLWHA funding is as follows: “We will focus our resources on those groups who, according to evidence, are most vulnerable to HIV and demonstrably underserved by HIV prevention services in their country context. These groups include men who have sex with men, people who use injection drugs, people with HIV and sex workers.” They focus on three areas within this context: providing and enabling access to comprehensive services for people with HIV and their families; building the capacity of people living with HIV to respond to the epidemic; and advocating for and supporting policy work that leads to improvements in the lives of people with HIV and their families.

How to Get Funding: Follow these steps before deciding to make an application: Check eligibility and that your work fits with one or more of the grant priority areas; check that your project activities fit with grantmaking principles; determine if you are seeking a project or research/development-based grant; fill out a summary application form. Read the Program Strategy and click the ‘Apply Now’ button, where you will find the application with guidance notes. If there is interest in your project, Comic Relief will invite you to complete a full application.

Examples of Recent Projects: There are no recent projects focusing solely on the MSM/LGBT community. Please review their previous grants to understand the focus of other PLWHA projects and common funding amounts at: http://assets.comicrelief.com/cr09/docs/international_grants.pdf.

Elton John AIDS Foundation (UK)

1 Blythe Road, London, W14 0HG, UK
 Telephone: +44 (0) 20 7603 9996
 Website: www.ejaf.com

Contact Person: Mohamed Osman, Head of Grants, Mohamed.Osman@ejaf.com

Geographic Focus: Africa, Asia and Europe. Specifically: Bangladesh, Cambodia, India, Ireland, Kenya, Lesotho, Malawi, Nepal, Russia, South Africa, Tanzania, Uganda, UK, Ukraine, Zambia.

Mission: “To support innovative HIV prevention programs, efforts to eliminate stigma and discrimination associated with HIV/AIDS, and direct care and support services for people living with HIV/AIDS.”

Grant Categories: Positive Lives (treatment & support); Livelihoods (food security, education, home-based care, risk mitigation); Vulnerable Groups (MSM, transgender, sex workers, detained/prison populations, IDUs) and Innovation (collaboration, new ideas, new technologies).

How to Get Funding: EJAF-UK funds organizations in specific countries in Asia, Africa, and Europe. Each country has a different funding strategy and priority. Typically priorities for HIV/AIDS revolve around treatment, access, and support. EJAF-UK has MSM-focused funding in Cambodia, India, Kenya, and Ukraine; however, MSM groups may easily fit into other funding categories or subgroups, particularly “Support for Vulnerable or At-Risk Groups.” The Robert Key Memorial Fund is available across all countries, and is used to “advance the rights and meet the needs of PLWHA from vulnerable or marginalized communities.” All Asia and Africa-based country funding strategies include a Small Grants Program (up to £10,000) for pilot projects and local CBOs working on HIV/AIDS programs in select priorities areas or with

marginalized/vulnerable communities. Often this Small Grants Program is administered through a separate organization, such as the Firelight Foundation, the HIV Collaborative Fund, or local CBOs. Generally, there are no set deadlines for applying directly for an EJAF grant and applicants are asked to first submit a completed Concept Note Form and submit it to grants@ejaf.com. Potential applicants should consult the EJAF-UK website as priorities and application procedures are subject to change.

Example of a Recent Project: Support from 2006–2009 for Liverpool VCT, Care & Treatment, which supports Kenyan MSM. The group designed, produced, and distributed sexual health leaflets and posters that included MSM-specific information, and distributed condoms and lubricants.

Front Line Defenders

81 Main Street, Blackrock Co, Dublin, Ireland
Telephone: +353 (0)1 212 3750 (See also Emergency Hotline Number below)
E-mail: info@frontlinedefenders.org

Contact Person: Tara Madden, Grants Officer/Program Manager, +353 1 212 3750

Geographic Focus: Africa, Asia, Americas, Middle East, Europe, Central Asia.

Mission: Front Line was founded in Dublin in 2001 with the specific aim of protecting human rights defenders at risk, people who work, non-violently, for any or all of the rights enshrined in the Universal Declaration of Human Rights (UDHR). Front Line aims to address the protection needs identified by defenders themselves.

Grant Categories: Small Grants Program, Emergency Grants.

*Nikolaev Penitentiary Initiative
(Nikolaev, Ukraine)*



How to Get Funding: For the Small Grants Program, “Grants are given for the specific purpose of strengthening the security and protection of human rights defenders. Grants are for amounts up to a maximum of €6,000. Grants will not normally be made for 100% of the cost of a project. Applications may be made in Arabic, Russian, English, French or Spanish. Applications are considered by Front Line’s Board of Trustees on a quarterly basis. After submitting an application, an organization is likely to be contacted by a member of Front Line staff with questions to clarify the application. Lobbying in support of applications is not encouraged. All applicants will receive a written response whether or not their application is successful.” Specific questions to be answered on the grant application form can be found at: <http://www.frontlinedefenders.org/guidelines-grant-applications>. Frontline Defenders does not provide funding for retroactive projects, international organizations, organizations that are already receiving funding for the same issue elsewhere, broad human rights projects (rather than a specific human rights defender issue), costs for those in exile, ongoing project costs (salaries, rent, etc.), security guards, or vehicles.

For Emergency Grants: “An application will be considered for an emergency grant where the applicant can show that the provision of the grant will contribute to addressing immediate threats to the lives or well-being of one or more human rights defenders. If the application falls within Front Line’s criteria for the provision of emergency funding for human rights defenders at imminent risk, then small grants can be approved in a matter of days at the discretion of the Director. Please get in touch with our office directly. Our 24-hour emergency phone number for human rights defenders is +353 12100489.”

Example of a Recent Project: In Central America a group was given €5540 for a communication and radio system, in order to help an LGBTI organization communicate with members and to contact the police.

HIVOS

P.O. Box 85565, 2508 CG The Hague, The Netherlands
 Visitors address: Raamweg 16, 2596 HL, The Hague, The Netherlands
 Telephone: +31 (0)70 376 5500
 Email: info@hivos.nl
 Website: www.hivos.nl and www.hivos.org (virtual office)
 HIVOS has regional offices in Zimbabwe, India, Indonesia, Costa Rica, and Bolivia.

Contact Persons: Paul Jansen, Program Officer–LGBT Rights, +31 70 376 5500, p.jansen@hivos.nl

Geographic Focus: HIVOS supports organizations in a limited number of countries. These are: South America (Bolivia, Peru, Ecuador), Central America (Costa Rica, Nicaragua, Honduras, Guatemala, Cuba), Southern Africa (South Africa, Zimbabwe, Zambia, Malawi), East Africa (Tanzania, Kenya, Uganda), West Asia (Iran, Iraq, Syria), India, Indonesia, and Timor L’este. HIVOS also supports organizations working regionally and/or worldwide projects and/or specific projects.

Mission: A fair, free and sustainable world – that is what HIVOS, the Humanist Institute for Development Cooperation, wants to contribute to. Together with local organizations in developing countries, HIVOS strives for a world in which all citizens – both men and women – have equal access to resources and opportunities for development.

Grant Categories: HIVOS supports LGBT organizations in targeted developing countries working in priority themes of interest, mainly rights-based approaches. HIVOS does not support direct service delivery projects.

How to Get Funding: There is no minimum or maximum grant size; there is a so-called Microfund for new and experimental projects of which the maximum grant size is €10,000. HIVOS will sign contracts that extend between one and four years; the average contract duration is three years; first-time grant approval usually does not exceed two years; and the maximum duration of a relationship between HIVOS and a partner is 10 years. HIVOS has a

“Virtual Office” set up on its website to allow potential grantees to fill out introductory information and a self-assessment to determine whether the organization is eligible for HIVOS funding. If so, please contact the nearest HIVOS regional office or HIVOS HQ for further reference.

Examples of Recent Projects: Supporting the Asian-Pacific Coalition on Male Sexual Health (APCOM) – a coalition of over 70 local LGBT and/or MSM organizations in the Asia-Pacific region; supporting the African Same-Sex, Sexualities and Gender Diversity Conference.

King Baudouin Foundation (KBF)

rue Brederodestraat 21, B-1000 Brussels, Belgium
 Telephone: +32 (0)2 511 1840
 Email: info@kbs-frb.be
 Website: www.kbs-frb.be

Contact Person: Hervé Lisoir, Tel: +32 (0)2 549 0223, lisoir.h@kbs-frb.be

Geographic Focus: Central Africa (Burundi, DR Congo).

Mission: “The King Baudouin Foundation is an independent and pluralistic foundation that pursues sustainable ways to bring about justice, democracy and respect for diversity.”

Grant Categories: MSM/LGBT groups fall under KBF’s Development funding opportunities.

How to Get Funding: Please view their website under the Development tab. For example, a recent call for projects was through Nike and (RED). KBF supports local projects in Africa in the fight against HIV/AIDS, which combine prevention and awareness-building with football. And in Burundi the Foundation set up a new fund to provide financial support for projects dealing with HIV/AIDS among sexual minorities and in particular among MSM. To apply, please contact Alice Harushimana, ACORD Burundi.

Example of a Recent Project: The REMUA Platform has taken charge of coordinating HIV/AIDS activities among sexual minorities, particularly MSM in Burundi.

Oxfam International

Suite 20, 266 Banbury Road, Oxford OX2 7DL, UK
 Phone +44 1865 339 100
 Website: www.oxfam.org
 Please see website, under Contacts tab for Oxfam International Affiliates in 14 countries.

Contact Person: Chair Keith Johnston, Director Jeremy Hobbs; see contacts for international affiliates. For Oxfam Novib (Netherlands), contact Farah Karimi, General Director, +31 70-3421777.

Geographic Focus: Worldwide. Oxfam Novib works in 18 core countries: Afghanistan, Angola, Bangladesh, Cambodia, Democratic Republic of Congo, Ethiopia, India, Indonesia, Mali, Mozambique, Niger, Nigeria, Pakistan, Palestinian territories, Somalia, Sudan, Uganda, Zimbabwe.

Mission: "Oxfam International is a confederation of 14 like-minded organizations working together and with partners and allies around the world to bring about lasting change. We work directly with communities and we seek to influence the powerful to ensure that poor people can improve their lives and livelihoods and have a say in decisions that affect them."

Grant Categories: Each individual affiliate has its own unique funding priorities and its own procedures. Oxfam mostly works in partnership with local organizations to support initiatives that are their own. A review of amfAR MSM Initiative applicants revealed that Oxfam Novib affiliates were popular partners of MSM and LGBT groups.

Application Procedures: Varies by affiliate. Applicants should contact the head office of their local affiliate to pursue partnership or grant opportunities.

Examples of Recent Projects: Midnight Blue (Hong Kong, funded by Oxfam-HK through its China Project Fund) received

*Bandu Social Welfare Society
 (Dhaka, Bangladesh)*

\$81,239 in 2007-2008 and \$63,376 in 2008-2009: Its work includes building a mutual support network amongst male sex workers in the region, and promoting a safer working environment by providing informed perspectives for facing disease, violence, police abuse and discrimination. Also funded SAATHII (India through the newly established Oxfam-India) \$21,000 to stabilize and reduce spread of HIV/AIDS in India and ensure that people living with HIV/AIDS receive destigmatized, affordable and quality care, support, and treatment.

Sidaction

228 rue du Faubourg Saint-Martin, 75010 Paris, France
 Telephone: +33 (0) 1 53 26 45 55
 Website: www.sidaction.org

Contact Person: Michel Maietta, MSM Program Officer
m.maietta@Sidaction.org

Geographic Focus: Asia, Eastern Europe, Central Asia, Africa.

Mission: Sidaction is the only French association to fund research against HIV/AIDS. Half of its net resources are thus committed to scientific and medical research programs conducted in France and in developing countries. Sidaction supports applied and clinical basic research projects in all areas of biomedical research on HIV/AIDS (virology, immunology, preventive vaccines and therapeutic treatments) as well as HIV/AIDS research in the social



sciences, epidemiology and public health. Sidaction also funds an “MSM Initiative” – supporting grassroots community-led MSM direct service and advocacy projects, primarily in French-speaking countries in Africa.

Grant Categories: MSM groups are likely to receive funding from Sidaction’s International Programs.

How to Get Funding: Contact the most appropriate program support staff at Sidaction by visiting http://www.sidaction.org/ewb_pages/s/service_programme_internationaux.php.

Examples of Recent Projects: Tochka Oporo/Fulcrum (Ukraine, €25,000) whose mission is to empower and support MSM in Ukraine; Espace Confiance (Côte d’Ivoire), for delivery of primary healthcare and HIV clinical services for MSM

Sigrid Rausing Trust

12 Penzance Place, London, W11 4PA UK
Website: www.sigrid-rausing-trust.org

Geographic Focus: Worldwide, emphasis on international grants.

Mission: The Sigrid Rausing Trust was founded to promote international human rights.

Grant Categories: SRT gives two different kinds of grants: Small Grants of up to £15,000, and Main Grants, which vary in size between £15,000 and £850,000. At this time SRT does not accept unsolicited applications or inquiries for Small Grants. “Under exceptional circumstances, the trust can also provide Emergency Funds, as a response to a sudden human rights crisis or in order to protect human rights defenders, upon a recommendation by an existing grantee, another funding agency, or a contact in the field.”

How to Get Funding: Prospective applicants should complete a Main Grant Inquiry form available on SRT’s website and return it to maingrantenquiries@srtrust.org. Note that trustees consider main grant applications under each sub-program once a year, so potential applicants should submit an inquiry as soon as possible, or at least six months before the intended start of a project. SRT does not normally support more than 25% of a project’s cost.

Example of a Recent Project: GenderDoc Moldova, which received £35,000 in 2010, is the first national organization in Moldova defending LGBT rights. As well as carrying out advocacy work, Gender-Doc provides social, psychological, and information services to members of the Moldovan LGBT community.

Solidarité Sida

16 bis avenue Parmentier, 75 011 Paris France
Email: info@solidarite-sida.org
Telephone: 01 53 10 22 22
Website: www.solidarite-sida.org
Africa Email: fonds-afrique@solidarite-sida.org,
Website: www.fonds-afrique.org

Contact Persons: General e-mail for contact: info@solidarite-sida.org

Geographic Focus: Africa (primarily Sub-Saharan), Asia.

Mission: Solidarité Sida provides financial and technical support to associations of people living with HIV, and associations that fight against AIDS, and offers care for people affected by the virus.

Grant Categories: Solidarité Sida funds actions directly related to treatment and medical monitoring (purchase of ARVs and other medicines, consultations, exams); and the complementary and essential support needed to improve the health of the patient (treatment information, counseling, and social support to help individuals and their families remain integrated in their community and follow best treatment practices). Solidarité Sida also provides technical support to partner organizations with regard to management and project monitoring. Read their latest Activity Report (2009) to get more information on current partners and activities in sub-Saharan Africa at <http://www.fonds-afrique.org/Rapport2009.pdf> (in French).

How to Get Funding: Contact Cecile Jaraudias at the Africa Fund directly for partnership opportunities. AIDS Solidarity Network favors the community as an actor in access to treatment and care in Africa. Solidarite Sida believes that local associations are often able to respond to the daily needs of their communities,

especially when one moves away from capital cities. These associations are identified and selected with the support of a committee of independent experts.

Example of a Recent Project: Solidarite Sida has funded Alternatives-Cameroun \$21,916.

Tulip Foundation

Str. Osam River 1, floor 1 April 2, Sofia 1124, Bulgaria
Telephone / Fax: +359 2 944 27 55
Email: info@tulipfoundation.net
Website: www.tulipfoundation.net

Contact Person: Maria Petkova, Director, mpetkova@tulipfoundation.net

Geographic Focus: Bulgaria.

Mission: Promote social responsibility in Bulgarian society.

Grant Categories: “The Small Grants Program provides support for small-scale community initiatives aimed at local development (NGO’s). A minimum of 30% of the total budget should be provided as a contribution of the applicant organization – including own funds, donations from other sources and/or voluntary work.”

How to Get Funding: Applications are assessed by independent advisors and decisions are made on an ongoing basis. Please contact the Tulip Foundation directly for funding opportunities.

Example of a Recent Project: Association Thirst for Life” in Sliven was funded 5000 Leva by the Tulip Foundation for a project titled “Young people together - outreach program among sex workers and drug users.” The project included prevention activities aimed at reducing risk behavior by young people and HIV and other STIs among sex workers and drug users, as well as work with institutions involved in the problem. The group conducted outreach three times a week, including dissemination of information materials, informal discussions, distribution of condoms and lubricants, health advice, and free testing for HIV / AIDS and other sexually transmitted infections. See http://www.tulipfoundation.net/project.php?project_id=612 for more information on this project.

XminusY Solidarity Funds

Attn: XminY Solidariteitsfonds, De Wittenstraat 43-45 1052 AL, Amsterdam, Netherlands
Telephone: +31 (0) 20 6279661
Email: info@xminy.nl
Website: www.xminy.nl

Geographic Focus: Worldwide.

Mission: “XminusY Solidarity Fund is an independent and progressive funding organisation based in the Netherlands. We provide financial and political support for social movements and grass roots groups all over the world in their struggle for social justice and political emancipation. A few thousand individual people in the Netherlands donate the XminusY funds. This means that we are fully independent from government funding, churches, political parties, or other institutions, and free to determine our own political position and strategy. This independent position is reflected in the choices we make in our work.”

Grant Categories: The XminusY Fund has a particular funding emphasis on feminism / LGBT / queer, among other funding priorities such as human rights. XminusY prefers to support grassroots groups and social movements instead of “institutionalized NGOs.” “Groups and organisations supported by XminusY often operate within the margins of their own societies. Their work is either too politically sensitive or too radical to gain the official status and recognition necessary to guarantee structural funding by governmental or other mainstream sources. The support of XminusY can be the first impulse for groups in starting new initiatives aiming for social change.” Please note that XminusY does not fund health projects.

How to Get Funding: Requests for support can be submitted by e-mail or postal mail. Requests should contain organizational and project background information and include a detailed budget. Languages spoken and written at the XminusY office are English, Dutch, French, Spanish, German, and Russian. Please see the website for specific details that should be included in your proposal.

Example of a Recent Project: XminusY has supported a Gay Pride festival in Peru, with extra funds going to youth groups and trans groups.

Organizations That Provide Emergency Funding for Human Rights Defenders

In some cases, organizations will provide funds for human rights defenders in immediate danger due to the nature of their work. The organizations below offer small emergency grants to such individuals working in the area of LGBT rights. Please refer to their websites for thorough instructions on the process involved in applying for funds, unless otherwise noted.

American Jewish World Service (see page 5)

The Astraea Lesbian Foundation for Justice (see page 5)

Front Line Defenders (see page 16)

Heartland Alliance (see page 24)

IGLHRC

80 Maiden Lane, Suite 1505, New York, NY 10038, USA
Phone: +1.212.430.6054
Email: iglhrc@iglhrc.org
Website: www.iglhrc.org

Contact Person: Andreas Schwarz, Executive Assistant (to Executive Director, Cary Alan Johnson) +1 212-430-6033
aschwarz@iglhrc.org

Geographic Focus: Worldwide.

Mission: Our mission is advancing human rights for everyone, everywhere to end discrimination based on sexual orientation, gender identity, or gender expression.

Grant Categories: IGLHRC does not give grants, but supports community-based activists through advocacy at the country-level

*Eesti HIV-positiivsete võrgustik,
mittetulundusühing
(Tallinn, Estonia)*

and at the UN. IGLHRC has provided emergency relief for human rights defenders in imminent danger; please contact the organization directly with regards to emergency funds.

How to Get Funding: Please see IGLHRC's partners that provide funding opportunities at: <http://www.iglhrc.org/cgi-bin/iowa/content/Igtbdirectory/funding/index.html>

Example of a Recent Project: IGLHRC gave a \$300 emergency grant to an organization in Rwanda for treatment and communication after the jailing of MSM organization members. It has given 5 such emergency grants to amfAR MSM Initiative applicants as of 2010.

Urgent Action Fund for Women's Human Rights (UAF)

3100 Arapahoe Avenue, Suite 201, Boulder, Colorado 80303 USA

Telephone: +1.303.442.2388

Fax: +1.303.442.2370

Email: urgentact@urgentactionfund.org

Website: www.urgentactionfund.org

Urgent Action Fund-Africa (UAF-Africa) is a consciously human rights and feminist organization based in Nairobi, Kenya, which invests in the transformation of the world in which women live, enabling them to have full and equal enjoyment of their human rights. For requests from African countries, please visit: <http://www.urgentactionfund-africa.or.ke>



Urgent Action Fund-Latin America (Fondo de Acción Urgente de América Latina y el Caribe Hispano – Hablante para los Derechos de la Diversidad de las Mujeres) is a feminist, non-profit organization of Latin America and the Spanish-speaking Caribbean, established in Bogotá, Colombia in 2009, which promotes and defends the human rights of women. For requests from Latin America and the Spanish-speaking Caribbean, please visit: info@fondoaccionurgente.org.co or telephone: +57 (1) 368-6155.

Contact Person: Kavinya Makau, Program Officer-HIV/AIDS (Africa); Kaari B. Murungi, Executive Director-Africa, (+254)-20-273-1095 or (+254)-20-230-1740, info@urgentactionfund-africa.or.ke; Terry Greenblatt, Executive Director (U.S.).

Geographic Focus: Worldwide for urgent grants; UAF has specialized funds in Africa and Latin America/Caribbean.

Mission: “Urgent Action Fund, as a part of women’s rights movements worldwide, supports women’s rights defenders striving to create cultures of justice, equality and peace. We provide rapid response grants that enable strategic interventions, and participate in collaborative advocacy and research. We are led by activists, inspired by feminism, and strengthened through solidarity.”

Grant Categories: “Urgent Action Fund for Women’s Human Rights operates two core programs that strengthen and inform one another, enabling UAF to fund women human rights defenders quickly, strategically and effectively in diverse environments around the world. The Rapid Response Grantmaking Program supports women and transgender activists at critical junctures, when groups are able to use funds to take advantage of unexpected opportunities and/or respond to threats.” UAF makes Rapid Response Grants in three categories: Response to armed conflict, escalating violence or politically volatile environments; potentially precedent-setting legal or legislative actions, or actions that aim to protect a precedent that has already been set; protection and security of women human rights defenders.

How to Get Funding: Complete the grant application as posted on UAF’s website and return by e-mail or fax to the appropriate fund (U.S., Africa, Latin America). UAF accepts proposals in any language and will respond to emergency grant requests within 72 hours; requests can remain confidential if necessary.

Example of a Recent Project: An LGBT organization (anonymity was requested) in Rwanda received a UAF grant of \$3,500 for the protection, health and communication abilities of its members over three months due to recent threats the organization received as a result of their human rights work.

VES
(Puerto Vallarta,
Mexico)



INTERMEDIARIES

An intermediary is different from other grantmakers in that most do not have endowments and are reliant upon other organizations to provide ongoing funding to support them. Intermediaries are recipients of funds from larger organizations, typically bilateral aid agencies, large corporations, multilateral organizations, or private foundations. Intermediaries receive large grants or contracts from these organizations to do development work in a specific focus area. Some intermediaries do provide grants to smaller organizations, but some do not. Some, like Oxfam, do both: it makes grants to other organizations and runs its own programs on the ground. While intermediaries are not always grantmaking organizations, they do often partner with small CBOs working on the ground in a particular country. By partnering with intermediaries, CBOs can benefit from intermediary funding and capacity-building resources, and continue to do program work in their focus area.

Considerations When Partnering With Intermediaries

There are several things organizations will need to consider before partnering with an intermediary.

What will the power relationship be between the funding body of the intermediary, the intermediary itself, and the CBO? How autonomous can the CBO be in making decisions about program activities, etc?

Is the CBO comfortable with compromising programmatically in order to meet the goals of the intermediary, which may not completely match the CBO's goals? How well do the mission, values, goals, and culture of the intermediary match those of the CBO? As with any contractual relationship, these details will need to be worked out in advance of an agreement. However, it is important to note that working with an intermediary can have significant advantages for CBOs, particularly in terms of capacity-building, networking, and relationship-building with other organizations.

U.S.-BASED INTERMEDIARIES

CARE USA

151 Ellis Street, NE, Atlanta, GA 30303, USA
Telephone: +1.800.422.7385
Website: www.care.org

Contact Person: Dorothy Ngalame, Health Unit, Executive Assistant/Administrative Officer, ngalame@care.org

Geographic Focus: 156 projects with HIV & AIDS components in Asia, Africa, Europe, and Latin America and the Caribbean.

Mission: “Our mission is to serve individuals and families in the poorest communities in the world. Drawing strength from our global diversity, resources and experience, we promote innovative solutions and are advocates for global responsibility.”

Notable Funding and Networking Procedures:

Contact a CARE Regional Office about possible partnerships: http://www.care.org/about/contact_co.asp. To network, join CARE Connections to hear relevant news and what people are saying about projects and share your own opinions. To sign up, go to the CARE website and click on “CARE Connections” under the “Get Involved” tab.

Example of a Recent Project: “Strengthening of Prevention and Control of HIV/AIDS in Peru: The general objective of this project is to complement and extend the Peruvian response to controlling HIV/AIDS infection through the strengthening of an articulated response between the different sectors of government and civil society, from a perspective of citizens’ participation and respect for human rights. The goal set by the state and civil society is to control the epidemic and maintain the prevalence of HIV/AIDS at less than 1% in the general population (pregnant women) and less than 2% among sex workers and reduce it to less than 8% among MSM, as well as increasing access to quality integral attention for PLHIV to greater than 90% and to keep the less than 0.5 of HIV infected pregnant women. The prevention

activities are focused on the at risk population: sex workers, MSM, people confined in prison and pregnant women.”

Family Health International (FHI)

P.O. Box 13950, Research Triangle Park,
NC 27709 USA
Courier: 2224 East NC Hwy 54 Durham, NC 27713
Telephone: +1.919.544.7040
Website: www.fhi.org

Contact Person: Field office contacts can be found here: www.fhi.org/NR/exeres/C2D47763-35F2-456A-B676-7FAB69DCF01D.htm

Geographic Focus: Latin America, Caribbean, Africa, Middle East, Asia, EECA and greater regional programs.

Mission: “Family Health International (FHI) improves lives worldwide through the synergistic strengths of research and programs in public health.”

Notable Funding and Networking Procedures:

FHI’s MSM programs focus on “key prevention messages that target the HIV risk behavior rather than the risk group. FHI works with local government and nongovernmental partners in countries in Asia and the Pacific region to implement interventions aimed at reducing the vulnerability of MSM through behavior change. Programs aim to increase access to knowledge, condoms and lubricants, and services, and support creation of positive environments for MSM to enable and sustain behavior change. Interventions include peer outreach activities; communication strategies through hotline services, targeted multimedia campaigns, and drop-in centers; community mobilization; and referrals to and support for services such as [treatment for] sexually transmitted infections (STIs), voluntary counseling and testing, and care, support, and treatment that is tailored to MSM needs.” FHI operates a number of networks and programs both regionally and by country working on MSM issues.

For example, FHI currently has a network of 24 MSM organizations in Asia and collaborated with amfAR on the Purple Sky network. Research what programs FHI is currently operating through its website and sign up for Insight, FHI’s newsletter, to stay informed of FHI projects at: <http://www.fhi.org/training/en/emailform.htm>.

Example of a Recent Project: MStyle (Cambodia, 2009): “In collaboration with its partners and community-based organizations, FHI supports MStyle in implementing behavior-change approaches that emphasize risk reduction and safer sexual practices. Community and peer facilitators from FHI’s partners reach out to MSM through one-on-one and group interactions. Using MStyle risk assessment cards and guides, facilitators help MSM assess their risks in different situations and learn how to protect their health. Outreach sessions aim to go beyond discussion of STIs and HIV to address other risks MSM may face, from disclosure of their sexual practices to drug use to sexual violence.”

Heartland Alliance for Human Needs and Human Rights

208 South LaSalle Street, Suite 1818,
Chicago, IL 60604, USA
Email: international@heartlandalliance.org
Website: www.heartlandalliance.org

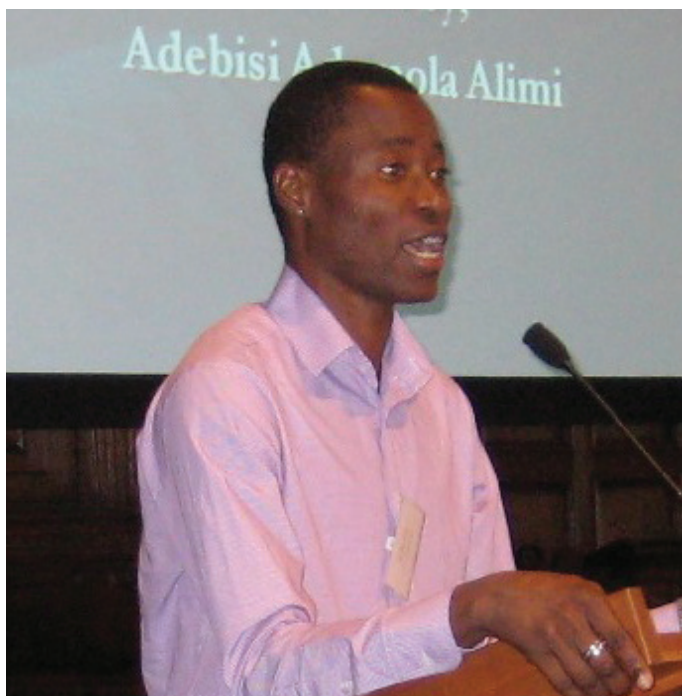
Contact Persons: Matthew French, Associate Director, LGBT Programs/Director, Global HIV Programs, mfrench@heartlandalliance.org. Or use their contact page: www.heartlandalliance.org/international/contactus/

Geographic Focus: Africa (Burundi, Rwanda, Democratic Republic of the Congo, Côte d’Ivoire, Ghana, Nigeria, Ethiopia); Middle East (Iraq, Lebanon, Jordan, Syria); Latin America and the Caribbean (Dominican Republic, Haiti, Mexico); Asia (Afghanistan, Sri Lanka).

Mission: “Heartland Alliance advances the human rights and responds to the human needs of endangered populations—particularly the poor, the isolated, and the displaced—through the provision of comprehensive and respectful services and the promotion of permanent solutions leading to a more just global society.”

Notable Funding and Networking Procedures: Heartland Alliance works with partner organizations in countries where LGBT rights are threatened and where the potential for building a movement is high. Working with LGBT-led, community-based organizations offers the possibility for these organizations to develop into regional resource centers for new LGBT groups in surrounding areas. Heartland Alliance also provides opportunities for financial management support and fiscal sponsorship to organizations that cannot receive direct grant funding. Sign up for Heartland Alliance news on their contact page and directly contact international programs for more information on partnership opportunities.

Example of a Recent Project: Heartland Alliance has multiple programs within their International Programs/ LGBT Rights category, including serving as the coordinating partner of the Global Equality Network (GEN). Through GEN, Heartland Alliance is supporting capacity development of grassroots LGBT organizations through the development of regional hubs. These hubs or “convening organizations” invest in nascent LGBT movements across their respective regions. Current GEN convening organizations include: The Arab Foundation for Freedoms and Equality—AFE (Beirut, Lebanon); The Initiative for Equal Rights—TIER (Lagos, Nigeria); and Le Mouvement pour les Libertés Individuelles—MOLI (Bujumbura, Burundi).



HIV Young Leaders Fund

494 8th Avenue – Suite 505
New York, NY 10001, USA
Email: info@hivyoungleadersfund.org
Website: www.hivyoungleadersfund.org

Contact Persons: Caitlin Chandler, HYLFF Director:
caitlin@hivyoungleadersfund.org.

Geographic Focus: Global. Specific requests for proposals may have specific regions of focus.

Mission: HIV Young Leaders Fund’s mission is to enable new leadership in the HIV response among young people most-affected by HIV, including young people living with HIV.

Grant Categories: HIV Young Leaders Fund aims to close the gap in youth-led HIV and AIDS initiatives through ‘funding the unfundable.’ The Fund supports organizations of young people 30 years and younger seeking to make a difference in HIV who are often excluded from or unreached by existing programs, such as young sex workers, young people from sexual minorities including gay men, young injection drug users, and young people living with HIV. The Fund also supports activities that remain unfunded or underfunded by existing funding mechanisms, including core funding. Key activities supported by the fund include local, national, regional or international HIV advocacy; local peer-based HIV services; or local community mobilization. Grants range between \$1,500 - \$20,000.

How to Get Funding: HIV Young Leaders Fund has regional requests for proposals and does not accept applications on a rolling basis. In 2011-2012, HYLFF will focus on three regions: Southeast Asia and the Pacific, Eastern Europe and Central Asia, and West and Central Africa. Check HYLFF’s website for updates and sign up for their newsletter. Similar to amfAR’s MSM Initiative,

Adebisi Alimi presenting at an amfAR-supported European MSM Network meeting on Funding for the Global South (Amsterdam, Netherlands)

the HIV Young Leaders Fund utilizes a peer review mechanism, whereby young leaders from the region select which projects to support.

Examples of Recent Projects: HYLf recently supported Aavash Samuha Female Wing (Nepal) in work with female injection drug users to become advocates for their needs through advocacy and leadership trainings, monthly group meetings, and education on harm reduction and sexual and reproductive rights. HYLf also recently supported Youth AIDS Filipinas Alliance (Philippines) with core funding for a network of young people working to address HIV-related stigma and discrimination.

Johns Hopkins Bloomberg School of Public Health - Center for Public Health and Human Rights

615 North Wolfe Street, E7144, Baltimore, Maryland 21205, USA
Website: www.jhsph.edu/humanrights

Contact Person: Andrea Wirtz, MHS- Sr. Research Program Coordinator, +1.410.502.0800, awirtz@jhsph.edu

Geographic Focus: Africa, Asia, Central Asia, South America.

Mission: The Center for Public Health and Human Rights investigates the impact of human rights abrogation on the health of populations and develops rights-based approaches to public health challenges. We endeavor to bring the tools of population-based sciences to bear on complex health and rights interactions. These efforts are directed towards three priority areas: 1) Health and Human Rights in Conflict, 2) Public Health, Human Rights, and Marginalized Populations, and 3) the Role of Health Professionals in Human Rights.

Notable Funding and Networking Procedures: The Center partners with grassroots organizations, human rights groups, and public health researchers and practitioners to identify and address the needs of the underserved and to investigate public health and human rights interactions. The Center integrates human rights perspectives into research approaches for public health and utilizes the results of research

to advocate for policy change to try and improve the health and rights situations for those we seek to serve. Researchers and advocates may stay current on Center research, advocacy, and educational activities by regularly reading the Resources page and the News & Events page, and connecting with Center staff on the ground.

Examples of Recent Projects: The Center conducted a research study in Namibia (The Rainbow Project), Botswana (Botswana Network on Ethics, Law and HIV/AIDS), Malawi (Center for Development of People) to evaluate HIV prevalence and risk status among men who have sex with men (MSM) in each of these countries; demonstrate need for targeted HIV prevention expenditures from regional, national, and international funding agencies, characterize human rights contexts; and determine the relationship between rights violations and HIV risk and prevalence (2009). The results of these findings have led to important advocacy efforts taking place in these countries and across Africa. Additionally, a follow-up project to develop a combination HIV prevention package for MSM, in partnership with the Center for Development of People, has been funded by USAID and is currently under way in Malawi.

Management Sciences for Health (MSH)

784 Memorial Drive, Cambridge, Massachusetts 02139, USA
Telephone: +1.617.250.9500
E-mail: communications@msh.org
Website: www.msh.org

Contact Person: See contact page for country-specific contacts: <http://www.msh.org/contact/Contact.cfm>

Geographic Focus: Asia, Europe & Eurasia, Latin America & Caribbean, Sub-Saharan Africa.

Mission: “Our mission is to save lives and improve the health of the world’s poorest and most vulnerable people by closing the gap between knowledge and action in public health. Together with our partners, we are helping managers and leaders in developing countries to create stronger management systems that improve health services for the greatest health impact.”

Notable Funding and Networking Procedures: “To maximize the impact of funding on the people it should serve, MSH uses performance-based grants to link a CBO’s

financing with its achievement of set targets.” Contact the local office for partnership opportunities and sign up for news updates on MSH’s homepage.

Example of a Recent Project: MSH partnered with the U.S. Agency for International Development (USAID) and the President’s Emergency Plan for AIDS Relief (PEPFAR) on mainstreaming Guyana’s HIV/AIDS programs in 2008/2009 (known as GHARP). A focus of their analysis was targeted interventions for MSM within the category of “most-at-risk populations.”

National Endowment for Democracy (NED)

1025 F Street NW, Suite 800, Washington, DC 20004, USA

Telephone: +1.202.378.9700

E-mail: info@ned.org

Website: www.ned.org

Contact Person: A full staff contact page is available on the NED website. Questions about grant proposals should be sent to proposals@ned.org.

Geographic Focus: Africa, Asia, EECA, Eurasia, Latin America, Caribbean, Middle East, North Africa, multiregional.

Mission: “The NED is a private, nonprofit foundation dedicated to the growth and strengthening of democratic institutions around the world. Each year, with funding from the U.S. Congress, NED supports more than 1,000 projects

of non-governmental groups abroad who are working for democratic goals in more than 90 countries.”

Notable Funding and Networking Procedures:

“Each year NED makes direct grants to hundreds of nongovernmental groups abroad working to ensure human rights, an independent media, the rule of law and to advance other democratic goals. We encourage applications for financial support from activist organizations in diverse situations, such as transitional countries where the goal is democratic consolidation, authoritarian countries where the goals are liberalization, and the protection of human rights. To apply for a NED grant, submit a proposal cover sheet, proposal and budget to proposals@ned.org or to the appropriate regional Program contact person at the NED.” All application forms and specific proposal guidelines/directions can be downloaded from the NED website; please check website for upcoming proposal deadlines. Also, sign up for NED’s newsletter on its homepage.

Example of a Recent Project: “Beijing Dongzhen-Nalan Cultural Communication Co. Limited (BDNCCC), received \$36,500 to strengthen civil society and advance respect for human rights. BDNCCC will facilitate several trainings for civic groups to introduce to participants basic concepts of human rights and organizational development skills, such as management systems, leadership, and team building.” This organization works directly with MSM groups; its focus is on sexual minorities and vulnerable groups.

Community peer reviewers from an Africa review meeting (Johannesburg, South Africa)



PACT (Private Agencies Collaborating Together)

1828 L St, NW, Suite 300, Washington, DC 20036, USA
Telephone: +1.202.466.5666
Field offices are located in 26 countries.

Contact Persons: Specific HIV/AIDS program contacts are: Sujata Rana, Senior HIV/AIDS Technical Advisor, Washington DC, srana@pacthq.org, and Polly Mott, Program Director, Community REACH, Washington DC, pmott@pacthq.org

Geographic Focus: Africa, Asia, Eurasia, Latin America.

Mission: “PACT’s mission is to build empowered communities, effective governments and responsible private institutions that give people an opportunity for a better life. We do this by strengthening the capacity of organizations and institutions to be good service providers, represent their stakeholders, network with others for learning and knowledge sharing, and advocate for social, economic and environmental justice. Interdependence, responsible stewardship, inclusion of vulnerable groups, and respect for local ownership and knowledge are core values across all of our programs.”

Notable Funding and Networking Procedures:

“Engagement partners include not only our traditional grassroots groups and local NGO partners, but also government agencies and socially responsible corporations, as well as donors and policy makers. We recognize that without a continuum of engagement, which allows us to bring various stakeholders to the table, the work of achieving lasting social and economic change will continue to be elusive. At the heart of PACT’s work is building the organizational capacity of community-based local organizations. We do this by strengthening them to be good service providers, to represent their stakeholders, to network with others for learning and knowledge sharing, and to advocate for social, economic and environmental justice. Our approach combines training, technical assistance, mentoring and small project grants.”

PACT makes awards of \$1000–\$5000 in the areas of Organizational Development, Network Strengthening, Advocacy, and Knowledge Management and Information Dissemination. For more information on PACT’s strategy regarding HIV/AIDS, please see: <http://www.pactworld.org/cs/hiv/aids>. To sign up for the e-mail list, visit: www.pactworld.org/cs/join.

Example of a Recent Project: With support from PACT, SWING, an organization based in Bangkok, Thailand, that focuses on prevention, care, stigma, discrimination, and support, is running a project targeting MSM. The MSM project aims to decrease high-risk behavior among MSM in Pattaya and in Bangkok and to expand on the efforts by the government and its alliances that deal with the HIV/AIDS epidemic. The implementation of the project includes prevention and sensitization campaigns, advocacy and networking, and facilitating access to improved healthcare.

Pangaea Global AIDS Foundation (PGAF) (Founded by the San Francisco AIDS Foundation)

995 Market Street, Suite 200, San Francisco, CA 94103 USA
Telephone: +1.415.581.7000
Email: contact@sfaf.org
Website: www.pgaf.org

Contact Persons: E-mail contact@sfaf.org

Geographic Focus: Asia, Eastern Europe, Africa.

Mission: “Pangaea Global AIDS Foundation is a non-profit consulting organization that supports in-country and international partners in the development of healthcare infrastructure for HIV/AIDS treatment and prevention efforts. With a special focus on resource-poor settings and underserved populations, Pangaea helps its partners, including national health ministries, NGOs, universities, foundations, and corporations, strengthen HIV/AIDS treatment infrastructure and develop new treatment capacity in order to increase access to care.”

Notable Funding and Networking Procedures: PGAF has given small start-up grants to clinics and other HIV/AIDS funds, often working in concert with UNAIDS and the Clinton Foundation. Interested parties may subscribe to PGAF’s newsletter from their homepage to stay informed on their projects. PGAF has identified MSM as a critical community to address in the fights against HIV/AIDS. Its strategy includes “development of innovative HIV testing and prevention strategies in highly non-supportive cultural contexts; creation or strengthening access to medical services...”

Example of a Recent Project: A PEPFAR-funded healthcare worker training program in Tanzania to provide services to vulnerable groups.

PATH (Programs for Appropriate Technologies in Health)

PO Box 900922, Seattle, WA 98109, USA
 Street address: 2201 Westlake Avenue, Suite 200, Seattle, WA 98121 USA
 Telephone: +1.206.285.3500
 Email: info@path.org
 Website: www.path.org

Contact Persons: Individual country office contacts can be found at: <http://www.path.org/contact-offices.php>. PATH has offices in 31 cities in 22 countries: Belgium, Cambodia, China, Côte d'Ivoire, DR Congo, Ethiopia, France, Ghana, India, Kenya, Nicaragua, Nigeria, Peru, Senegal, South Africa, Tanzania, Thailand, Uganda, Ukraine, the U.S., Vietnam, and Zambia.

Geographic Focus: Africa, Asia, Eastern Europe, Latin America, Europe, North America.

Mission: “Our mission is to improve the health of people around the world by advancing technologies, strengthening systems and encouraging healthy behaviors. We meet the complex health needs of an expanding world with this multipronged approach that moves solutions from innovation to impact: supporting new ideas through inception, development, and testing; paving the way for introduction in low-resource countries; and working with governments and communities to integrate and expand the most successful ideas.”

Notable Funding and Networking Procedures: PATH does not give grants, but partners with NGOs and nonprofits working on the ground. Stay connected by signing up for news updates: <http://www.path.org/sign-up.php>.

Example of a Recent Project: BEMFAM, Brazil, whose mission is to defend and to promote individual and collective social, social-environmental, sexual and reproductive rights, contributing to social development and the improvement of health, extending access to services and products. PATH (international) made a grant of \$25,822 for translation and printing of the publication “Meeting the Need.”

Pathfinder International (PI)

9 Galen Street, Suite 217, Watertown, MA 02472, USA
 Telephone: +1.617.924.7200
 Website: www.pathfind.org

Contact Persons: See contacts page for country contacts and a direct contact form for different departments at: http://www.pathfind.org/site/PageServer?pagename=Contact_Us.

Geographic Focus: Africa, Latin America, Europe (Moldova), Asia and Near East (Egypt/Yemen).

Mission: “Pathfinder International’s mission is to ensure that people everywhere have the right and opportunity to live a healthy reproductive life.”

Notable Funding and Networking Procedures:

“Recognizing the strengths that reside within local communities and institutions, Pathfinder has focused on leveraging those to build the capacity of our partner organizations to make them more effective and responsive to the needs of the communities they serve. We provide them with the grants, tools and technical assistance needed to successfully manage resources, implement activities, raise funds, and thrive independently once Pathfinder support has ended.” Pathfinder has a newsletter and an online field journal where readers can learn about what people are doing who work for PI on the ground.

Example of a Recent Project: Mukta (India) is a project that works with sex workers and men who have sex with men (MSM), their regular partners, and clients, through peer educators from the sex worker community, change agents like auto drivers and lodge boys, and saathis, or sex worker “friends.” These groups play key roles in empowering sex worker communities by creating an environment that not only keeps them safe, but allows them to gain greater control over their lives. Mukta employs a wide array of strategies to empower and mobilize sex worker and MSM communities. Phase 1 of the Mukta project was from 2004-2009; Phase 2 is currently under way.

Population Services International (PSI)

1120 19th Street, NW, Suite 600, Washington, DC 20036, USA

Telephone: +1.202.785.0072

Website: www.psi.org

Contact Persons: See PSI individual country offices for contacts at: <http://www.psi.org/about-psi/contact-us/country-program-offices>.

Geographic Focus: Mexico, Central America, Caribbean, Paraguay, Sub-Saharan Africa, South Asia, China, Russia, Romania, Papua New Guinea.

Mission: “The mission of PSI is to measurably improve the health of poor and vulnerable people in the developing world, principally through social marketing of family planning and health products and services, and health communications. Social marketing engages private sector resources and uses private sector techniques to encourage healthy behavior and make markets work for the poor.”

Notable Funding and Networking Procedures: “As the primary recipient of major grants from donors like The Global Fund to Fight AIDS, Tuberculosis and Malaria, USAID, and the Gates Foundation, PSI grants sub-awards to local organizations to achieve national health impact from the community level up. Through this local collaboration, PSI strengthens the ability of local groups to achieve healthy lives for themselves, guiding the process and enhancing the likelihood for sustainable development with a lasting impact.” PSI has a document of “platform standards” to improve their (and partner) performance in areas of intervention: http://www.psi.org/sites/default/files/publication_files/minimum-standards.pdf.

Also, organizations may subscribe to PSI’s magazine Impact and stay current about PSI events on its News page.

Example of a Recent Project: In Russia, the nonprofit New Life received \$30,000 (2008–2009) from PSI to pursue its mission of providing information, moral and social support for people living with HIV and their families; lobbying on behalf of PLWHA at the local and regional levels, and prevention services for those at high risk of HIV infection. New Life has worked

specifically with the MSM population as an amfAR grantee. Please see PASMO on page 37 for an example of PSI’s representation regionally.

Save the Children

54 Wilton Road, Westport, CT 06880, USA

Telephone: +1.203.221.4030 or +1.800.728.3843

Email: twebster@savechildren.org

Website: www.savethechildren.org

Contact Person: See <http://www.savethechildren.net/alliance/index.html> regional office website listings; most have contact information for local offices.

Geographic Focus: STC works in 50 countries in Africa, Asia, Latin America, the Caribbean, and the Middle East/Eurasia. STC supports programs in the following countries: Burkina Faso, China, Colombia, Democratic Republic of the Congo, Dominican Republic, Fiji, Ghana, Honduras, India, Israel, Kazakhstan, Kenya, Lebanon, Mexico, Mongolia, Morocco, Nigeria, Papua New Guinea, Paraguay, Romania, Somalia, South Africa, Sri Lanka, Tanzania, Thailand, Yemen, and Zimbabwe.

Mission: “Our mission is to create lasting, positive change in the lives of children in need in the U.S. and around the world. Our priorities are to ensure that children in need grow up protected and safe, educated, healthy and well-nourished, and able to thrive in economically secure households.”

Notable Funding and Networking Procedures: STC only works with MSM within a specific context: “Marginalized Adolescents, including those who are HIV+, those with disabilities, non-heterosexual adolescents, and indigenous groups and migrants who may face difficulties accessing services because of stigma, prejudice, culture, language and physical or mental limitations. They are at risk of poverty. In addition, they are at risk of sexual exploitation and abuse because of their lack of power and participation.” Be sure to stay informed of STC’s work through its online newsletter.

Example of a Recent Project: SEXSALUD in Bolivia received \$100,000 from STC to pursue its mission of “helping control the HIV epidemic, the management of STIs and development of sexual and reproductive rights from a standpoint comprehensive sexuality, working with general

SOMOSGAY
(Asuncion, Paraguay)



population, vulnerable groups, health services, education, research, advocacy and consulting through quality management.”

World Bank Development Marketplace

1818 H Street, NW, Washington, DC 20433, USA

Telephone: +1.202.473.1000

Email: DMInfo@worldbank.org

Website: www.developmentmarketplace.org

Contact Person: Kirsten Spainhower, kspainhower@worldbank.org

Geographic Focus: Varies by year and/or competition, worldwide.

Mission: “Development Marketplace (DM) is a competitive grant program that identifies and funds innovative, early stage development projects with high potential for development impact and replication. Administered by the World Bank Institute and funded by various partners, DM has awarded more than \$57 million to in-novative projects identified through country, regional and global DM competitions.”

Notable Funding and Networking Procedures: The Development Marketplace is a good opportunity for MSM/ LGBT groups to check in on a periodic basis. Competitions

occur every year with a different theme; in 2009 it was climate change, in 2010 a regional competition was held in Latin America and the Caribbean on youth development. Calls for proposals appear on their website and blog, and submissions are completed over the web. All applications are reviewed by development experts from outside and within the World Bank. Roughly 100 applicants are selected as finalists who are invited to the Marketplace to share their idea in a public venue and network with other applicants and experts. A jury selects the (approximately) 30 winners who receive up to \$200,000 for their projects over two years. You can follow the DM through a number of social networking mediums, including: Twitter, Facebook, Flickr, YouTube, Del.icio.us, LinkedIn and a blog (blogs.worldbank.org/dmblog) on its website.

Example of a Recent Project: The 2010 regional Latin America and Caribbean competition made an award to Silueta X (Silhouette X), a transgender group from Ecuador working on social inclusion of transgender and transsexual youth in microcredit, poverty reduction, and the prevention of HIV/AIDS (this group has also received funding from Schorer and Kimirina Corp.).

Intermediaries Outside The U.S.

ActionAid

PostNet suite #248, Private bag X31, Saxonwold 2132, Johannesburg, South Africa
 Telephone: +27 11 731 4500
 Email: mail.jhb@actionaid.org
 Website: www.actionaid.org

Contact Person: Go to www.actionaid.org/wherewework.aspx?PageID=14 for country-specific and regional contact information.

Geographic Focus: Worldwide in 23 countries, primarily Africa and Asia.

Mission: “We are an international anti-poverty agency which takes sides with poor people to end poverty and injustice together. Formed in 1972, for over 30 years we have been growing and expanding to where we are today—helping over 13 million of the world’s poorest and most disadvantaged people in 42 countries worldwide. In all of our country programs we work with local partners to make the most of their knowledge and experience.”

Notable Funding and Networking Procedures:

Contact ActionAid directly about partnering opportunities. Action AID’s Knowledge Initiative is a good online networking resource that seeks to create a “network of organizations and activists concerned to bring more rigor and innovation to development work.” Sign up at knowledgeinitiative@actionaid.org.

Example of a Recent Project: ActionAid developed Stepping Stones, a training program that “helps people explore their own sexual health needs, discuss the changes that they want, and find ways of making those changes.” Stepping Stones programs are currently used by 2,000 organizations in 100 countries worldwide. For more information, see: www.actionaid.org/main.aspx?PageID=137.

Central Asia AIDS Control Project (CAAP-USAID)

Contact details vary by country, see: www.caap.info/ca_en/contact_us.php for country-specific contacts.

Contact Person: See contact details.

Geographic Focus: Central Asia.

Mission: To “contribute to controlling the spread of HIV/AIDS in participating countries in the Central Asia Region by establishing regional mechanisms to support national HIV/AIDS programs.”

Notable Funding and Networking Procedures: See their contracts page: <http://www.caap.info/ca/contests.php#> to see available contracts and requirements.

Example of a Recent Project: CAAP has done technical assistance trainings for MSM populations, particularly in Kyrgyzstan.

Center for Social Development and Information (CSDI) (A project of PSI/Moscow and St. Petersburg)

Moscow: Leningradsky Prospekt 68, Building 16, Moscow, Russia 125315
 Telephone: +7-(7)-499-157-5670
 Email: michael@psirussia.ru
 Website: <http://www.psi.org/russia>
 St. Petersburg: Vvedensky kanal, 7, Business Center, Office 403, St. Petersburg, Russia
 Telephone: + 7-812-326-45-97
 Email: psigen@mail.wplus.net

Contact Person: See above contacts.

Geographic Focus: Russia.

Mission: PSI/Russia began operating in 1995 as a locally registered nonprofit called the “Center for Social Development and Information.” It offers HIV and substance abuse prevention programs, and promotes healthy behaviors and improved access to support services. Its mission is to target the country’s most-at-risk-populations and enable them to lead healthier lives. The Center has a specific focus on MSM within their HIV Health Area. CSDI works with “La Sky,” which is a network of organizations

that runs outreach, individual consultations, prevention trainings, motivational group activities, club events, and mass media campaigns, and has distributed free condoms and lubricant for MSM in 18 cities.

Notable Funding and Networking Procedures: PSI directly hires individuals and groups locally to carry out field work. 90% of its staff on the ground is from the country in which they operate. La Sky for instance, was a project of the Center (PSI) in 2004 and is now a network of 12 regional NGOs in 13 regions of Russia. The best way to get connected is to network with existing regional NGOs in the La Sky network.

Example of a Recent Project: In 2008 and 2009, La Sky used PSI, SIDA, and UNAIDS funding to complete several projects, including: a condom use campaign, educational material distribution, website redesign, a workshop at the International AIDS Conference, and a booklet publication reviewing its work to date.

COC Netherlands

PO Box 3836, 1001 AP Amsterdam

Telephone: +(020) 623 45 96

Email: info@coc.nl

Website: www.coc.nl

Contact Person: Project Office, Peter Boone, pboone@coc.nl, or Yuri de Boer, YdeBoer@coc.nl

Geographic Focus: Eastern Europe, Central Asia, East Africa, Latin America; global advocacy.

Mission: COC Netherlands is a Dutch organization for LGBT men and women. Founded in 1946, it is the oldest LGBT organisation in the world that is still in existence. Operating on the basis of the Universal Declaration of Human Rights, COC has successfully devoted itself in the Netherlands and abroad to social

*Ishtar/MSM
(Nairobi, Kenya)*

and legal changes for LGBT men and women, HIV/AIDS prevention, and a greater measure of visibility, tolerance and recognition of LGBT men and women. In the Netherlands, COC provides educational programs in schools, support groups, and political advocacy, and is committed to the LGBT rights movement.

Grant Categories: The COC operates internationally through its Project Office. Note that COC keeps close contacts with bilateral agencies, including the Dutch MOFA, the European Union, the Council of Europe, OSCE and ILGA Europe. Many of the funds for the COC's Project Office come from the Dutch MOFA. MSM groups would likely apply for sponsorship or cooperation from the COC through its "International solidarity" focus: "The position of gays, lesbians and bisexuals outside the Netherlands is often far from easy. COC can harness more than fifty years of experience with LGBT issues to support them."

How to Get Funding: Contact the Project Office for financial support possibilities.

Examples of Recent Projects: Matra Project (funded by MOFA funds) in Albania, Croatia, and Turkey; Prevention and Empowerment in the CIS (Eastern Europe/ Central Asia, LGBT rights and HIV/AIDS, funded by MOFA).



DanChurchAid (DCA)

Nørregade 15, DK-1165 Copenhagen K Denmark
 Telephone: +45 33 15 28 00
 Email: mail@dca.dk
 Website: www.danchurchaid.org
 In Russia: P.O.Box 646, 190068 St. Petersburg,
 Russian Federation
 In Kyrgyz Republic: ulitsa Frunze 402 (second floor), 72
 00 33 Bishkek, Kyrgyz Republic
 Telephone: +996 312 323 934 and +996 312 323 901

Contact Person: Tatiana Kotova, tk.russia@dca.dk

Geographic Focus: Eastern Europe, Central Asia, Asia, Africa, Middle East, Central America.

Mission: “The objective of DanChurchAid is to help the poorest of the world and strengthen their possibilities for a life in dignity. We work with relief and development aid and we speak on behalf of the poor so that the structures behind their need can be changed.”

Grant Categories: Projects by DCA are funded primarily by bilaterals (like DANIDA) and multilaterals. The rest of DCA is funded by the Lutheran World Federation, World Council of Churches, and others. DCA works in specific countries with local partners.

How to Get Funding: Become a local partner for DCA. Note that most local partners are faith-based. Work in concert with Action Churches Together (ACT) International. Note that most LGBT/PLWHA funding has come from DCA’s Russia Office; send LOIs to the above-listed contacts or see their website for the most updated information.

Example of a Recent Project: Public Foundation Info-Rainbow Center (Kyrgyz Republic) whose mission is to promote responsible behavior among youth, people living with HIV/AIDS, and MSM to address HIV infection, STIs, and drugs through provision of friendly services and the establishment of a supportive environment for those vulnerable groups. DCA has funded five other amfAR applicant organizations that are PLWHA/LGBT, mostly in Russia.

Fondation de France

40 avenue Hoche, 75008 Paris, France
 Telephone: +33 (0)1 44 21 31 00
 Email: sida@fdf.org
 Website: www.fondationdefrance.org

Contact Person: Karine Pouchain-Grépinet, karine.pouchain-grepinet@fdf.org; or Mireille Davidson, mireille.davidson@fdf.org

Geographic Focus: French-speaking sub-Saharan Africa.
Mission: “Since 1969, the Fondation de France has supported concrete and innovative projects that meet the needs of people facing the problems posed by the rapidly changing society.”

Grant Categories: The Fondation de France operates in three areas: assistance to vulnerable people, the development of knowledge, and the environment; it is funded by individual donors and companies operating in Western Europe and the U.S. The foundation funds two programmatic categories that are of interest to international MSM groups: Assistance to Vulnerable People and Development of Knowledge. Subcategories within this theme are: AIDS, Health and Development (primarily Gender and HIV in Sub-Saharan Africa). According to the foundation’s English-language website, “There are three core values guiding our actions: the fight against isolation, which is the main factor of exclusion; local action to help rebuild the social link within the community; and respect for the dignity of individuals.” In most cases, the Fondation de France gives seed funding to new and emerging organizations. A large part of MSM/LGBT-specific funding from Fondation de France can also come from the foundation’s individual donors who create their own foundations under its aegis. Fondation Marc is one example of an affiliated group that has funded amfAR MSM Initiative applicants in the past.

How to Get Funding: Procedures to apply to Fondation de France differ based on program and call for proposals. Please consult the Fondation de France’s French-language website for application procedures under “call for proposals”.

Example of a Recent Project: Fondation de France has funded amfAR MSM Initiative applicants in Burkina Faso, Cameroon, Nigeria, Togo, India, and Russia. One example of an MSM Initiative grantee with Fondation de France funding (through its affiliate, Fondation Marc)

is Alternatives-Cameroun, whose mission is to: “Fight for the respect of human rights, especially the right to access to medical services, information and education for sexual minorities who are often vulnerable or victims of discrimination.” Alternatives-Cameroun was funded approximately \$18,000 by Fondation Marc for its work.

International HIV/AIDS Alliance Secretariat

1st and 2nd Floor, Preece House, 91-101 Davigdor Road, Hove, BN3 1RE, UK
 Telephone: +44 (0)1273 718900
 Email: mail@aidsalliance.org
 Website: www.aidsalliance.org

Contact Person: Please see the Alliance’s Staff and Structure page for a listing of Regional Representatives.

Geographic Focus: In 40 countries worldwide; please see current “Where We Work” page.

Mission: “To support communities to reduce the spread of HIV and to meet the challenges of AIDS.”

Grant Categories: The Alliance has eight technical theme areas: HIV Prevention; Children; Treatment, Care, Support; TB and HIV; Sexual and Reproductive Health and HIV; Drug use & HIV; Health Systems Strengthening; Health and HIV financing.

How to Get Funding: The Alliance distributes grant funds to “linking” organizations that then sub-grant funds to CBOs and NGOs to implement HIV programs on the ground. “In 2008, the Alliance provided grants to 1,270 NGOs and CBOs – an increase of over 50% from 2007. Grants ranged in size from \$5,000 to over \$200,000 and were disbursed based on assessed capacity and program performance.” Organizations should consult the Alliance directory on its website to seek funding from the nearest linking organization, or contact the Global Alliance Services Team at clima@aidsalliance.org directly for information about joining the Alliance. The Alliance receives core funding from the Hewlett Foundation’s Population Program.

Example of a Recent Project: Please see our example of a linking organization (Kimirina Corporation) below. Another often-cited LGBT/MSM linking Alliance organization is *Collectivo Sol* (Mexico).

Kimirina Corporation- (International HIV/AIDS Alliance Linking Organization)

Bosmediano E14-38 y González Suárez, Conjunto Rodriguez Jaramillo, House N-5, Quito, Ecuador
 Telephone: (593-2) 2443549 / 2447425
 Website: www.kimirina.org

Contact Person: Amira Herdoiza, Executive Director, amiraherdoiza@hotmail.com, +593 22 443549

Geographic Focus: Primarily works in Ecuador but has done previous work in the greater Andean region, including Peru and Bolivia.

Mission: Working to promote health and welfare, particularly of people living with or affected by HIV.

Grant Categories: “Corporación Kimirina sponsors fundraising events and receives funds for re-granting to local organizations. During the past several years Kimirina has partnered with over 30 non-governmental and community-based organizations in 12 of Ecuador’s 22 provinces, providing technical support and financial assistance to build organizational capacity to address a range of advocacy, policy and service issues.”

How to Get Funding: Contact Kimirina’s Programmatic Technical Coordinator with inquiries regarding support; Kimirina typically works with 7-20 subgrantees (based on Global Fund Round 8 and 9 funds), however as new rounds of funding are available from the Global Fund, Kimirina may be seeking new partners.

Example of a Recent Project: “Frontiers Prevention Project (FPP), which was implemented in six cities within Ecuador. The target populations included MSM, transgendered individuals, sex workers, and PLWHA. Working with dozens of local grassroots public and private partners, Kimirina provided organizational and programmatic technical support to increase counseling and HIV testing services. In addition, it trained partner organizations to advocate with local and national decision-makers for expanded rights and access to services.” With Dutch cooperation (Schorer), Kimirina developed an HIV prevention model with transgender communities.

ILGA-Europe, Documentation Fund

rue de la Charité 17, B-1210 Brussels, Belgium

Telephone: (+32) 2-609-54-10

E-mail: www.ilga-europe.org/europe/about_us/contact_us

Website: www.ilga-europe.org/europe/what_we_do/ilga_europe_as_a_funder

Contact Person: Patricia Prendiville, Executive Director

Geographic Focus: Countries eligible for funding are Western CIS (Moldova, Ukraine, Russia, Belarus), Southern Caucasus (Armenia, Azerbaijan, Georgia), the Western Balkans (Albania, Slovenia, Croatia, Bosnia and Herzegovina, Serbia, Montenegro, Kosovo), the 12 new EU member states/EU accession countries.

Mission: “ILGA-Europe is an umbrella organization that speaks for the rights of those who face discrimination on the grounds of sexual orientation, gender identity, or gender expression, and strengthens the capacity of European human rights organizations fighting for those rights. ILGA-Europe also uses lobbying, advocacy, and education to promote the right to equality and freedom from discrimination.”

Grant Categories: Documentation of cases of discrimination, hate crimes, and other human rights violations against LGBT people, according to international human rights standards.

How to Get Funding: ILGA-Europe’s Human Rights Violations Documentation Fund is a pilot project, funded by the Sigrid Rausing Trust, that grants up to 5000 euros to groups in select European countries documenting or disseminating information about human rights abuses based on sexual orientation or gender identity.

Example of a Recent Project: In 2006, the Fund granted money to Mozaika, an alliance of LGBT people and their friends in Latvia, to monitor homophobic/hate speech made by politicians and civil servants prior to the autumn 2006 Parliamentary elections.

Interact Worldwide

Finsgate, 5-7 Cranwood Street, London, EC1V 9LH

Telephone: +44 (0)0300 777 8500

Website: www.interactworldwide.org

Contact Persons: View listings for their worldwide team at www.interactworldwide.org/team.asp

Geographic Focus: Africa, Asia, Europe, Latin America, Caribbean; working primarily in Ethiopia, Madagascar, Malawi, Tanzania, Uganda, India, Pakistan.

Mission: “To improve the sexual and reproductive health of, and attainment of sexual and reproductive rights by, marginalised groups.”

Example of a Recent Project: Gave a grant of \$284,000 to the Pak Plus Society in Pakistan for 2008-2012 to pursue its mission of providing comprehensive care and support for people with HIV & AIDS and their families; advocating for the equal rights of PLHIV by working with and influencing political, religious and media leaders; and raising awareness amongst the general public and high-risk groups.

International Planned Parenthood Federation

4 Newhams Row, London, SE1 3UZ UK

Telephone: +44 (0)20 7939 8200

E-mail: info@ippf.org

Six regional offices: Africa (Nairobi, Kenya); Middle East (Tunis, Tunisia); Europe (Brussels, Belgium); South Asia (New Delhi, India); East, South East Asia and Oceania (Kuala Lumpur, Malaysia); Western Hemisphere (New York, USA)

Website: www.ippf.org

Contact Person: Visit www.ippf.org/en/Where/ to see country specific and regional office contact information. Or reach out to Daniel McCartney, HIV Officer: Research and Technical Support, in London at dmccartney@ippf.org

Geographic Focus: Africa, Middle East, East/Southeast Asia & Oceania, Europe, South Asia, Latin America.

Mission: “IPPF is a global service provider and a leading advocate of sexual and reproductive health and rights for all.”

Notable Funding and Networking Procedures: MSM work with IPPF falls under its AIDS and HIV program category. Member Associations of the IPPF are eligible for Innovation Fund grants, an internal funding mechanism to promote groundbreaking initiatives around IPPF's five strategic priorities (including AIDS and HIV). IPPF's Strategic Framework through 2015 identifies its number one program strategy to achieve IPPF objectives as "Actively seek partnerships (with governments, NGOs, CBOs, UN agencies, IBRD [International Bank of Reconstruction and Development] etc.) to maximize the impact of awareness-raising and advocacy interventions." To network, connect with an IPPF regional office and stay abreast of IPPF news through its newsletter: www.ippf.org/en/signup.htm. IPPF receives core funding for these activities from the Hewlett Foundation's Population Program.

Example of a Recent Project: Asociación Civil de Planificación Familiar (PLAFAM), Caracas, Venezuela: "By integrating sexual diversity into its policies, programs and services, PLAFAM decided to send a clear message that lesbian, gay, bisexual, transgender and inter-sex individuals are entitled to equal health education and services from clinic staff. PLAFAM ran sensitization workshops to propel staff to properly meet the need of sexually diverse populations." (IPPF June 2009, The Truth About Men, Boys and Sex)

Naz Foundation International

9 Gulzar Colony, New Berry Lane,
Lucknow 226 001, India
Telephone: +91 (0) 522 2208422
Website: www.nfi.net/index.htm

Contact Person: Shivananda Khan, Chief Executive, shiv@nfi.org

Geographic Focus: South Asia: Bangladesh, India, Nepal, Pakistan. Naz is also looking to support emerging work in Afghanistan, Myanmar, and Sri Lanka.

Mission: The Naz Foundation International (NFI) is an international non-governmental organization, whose primary aim is to improve the sexual health and human rights of marginalized males who have sex with males, their partners and families in South Asia and elsewhere.

Grant Categories: NFI is the recipient of funds from many large bilateral and multilateral donors. NFI re-grants this money to community-based organizations, primarily in Bangladesh, India (through India Naz Foundation International at the state level), Nepal, and Sri Lanka. It is hoping to work with partners on the ground in Pakistan, Myanmar, and Afghanistan in the near future.

How to Get Funding: Use the contact form on NFI's website or e-mail a Foundation contact directly about partnering opportunities.

Example of a Recent Project: Lotus Integrated AIDS Awareness Sangam (India) received \$10,000 during 2006-2007: "Lotus is community owned and managed, dedicated to rooting out stigma and discrimination attached to MSM, and thereby to eradicating the spread of HIV transmission among MSM. We work with approximately 1,500 MSM in our district and conduct monthly meetings, condom demonstration, distribution, counseling, and advocacy. Our holistic approach recognizes that MSM are much more than mere sexual beings, and thus supports the community in multiple ways affirming its vibrancy and capability to address HIV prevalence."

Norwegian Human Rights Fund

P.O. Box 6890 St. Olavs plass, N-0130 Oslo, Norway
Website: www.nhrf.no

Contact Persons: Asia and Africa desk: Project Coordinator Sandra Petersen, phone: +47 22 42 57 34, sandra.petersen@nhrf.no; Africa, Latin America and the Middle East desk: Executive Director Tale Longva, phone: +47 22 42 57 33, tale.longva@nhrf.no.

Geographic Focus: Peru, Colombia, Liberia, India, Pakistan; current grantees in Uganda may reapply.

Mission: "The Norwegian Human Rights Fund was established in 1988 by Norwegian non-governmental organisations to protect and promote Human Rights internationally. Through The Norwegian Human Rights Fund, the owner organisations want to give financial support to projects in low- and middle-income countries where the Human Rights situation is particularly difficult, either in general or for specific

groups of the population. The NHRF provides financial support to organisations that are not covered by other Norwegian governmental or non-governmental support schemes.”

Grant Categories: “Priority is given to projects focusing on the following thematic areas of work: Civil, economic and social rights; women and children’s rights; labour rights; safe working conditions for human rights defenders.”

How to Get Funding: The NHRF has a grant application form that all applicants must use; see the NHRF website to check eligibility for funding. Applications may be submitted throughout the year and are processed continuously. Maximum grant is U.S.\$25,000.

Example of a Recent Project: A 2009 evaluation of the Fund recommended that NHRF place more focus on supporting human rights defenders at risk; the NHRF also noted the human rights concerns for LGBT populations in Uganda in its 2009 annual report. It has funded LOSAUK (2008-2009, Bangladesh) to pursue “strengthening the empowerment of Hijra (transgender) community for enhancing their human rights.” LOSAUK has been a repeat recipient of NHRF grants to pursue issues in the transgender community.

Oxfam International (see page 18)

Pan American Social Marketing Organization (PASMO) (affiliated with PSI)

See PSI individual country offices for contacts at: www.psi.org/about-psi/contact-us/country-program-offices. PASMO’s website is www.asociacionpasmo.org.

Contact Persons: Country Managers can be found at www.psi.org/about-psi/country-managers.

Geographic Focus: Central America: Belize, Costa Rica, El Salvador, Guatemala, Honduras, Nicaragua, and Panama.

Mission: “The mission of PSI is to measurably improve the health of poor and vulnerable people in the developing world, principally through social marketing of family planning and health products and services, and health communications. Social marketing engages private sector resources and uses private sector techniques to encourage healthy behavior and make markets work for the poor.”

Notable Funding and Networking Procedures: See individual country pages on the PSI website to view a list of community-based country partners.

Examples of Recent Projects: In Nicaragua in 2007, PASMO developed the “Vive la Vida” behavior change communication program targeting MSM who did not identify themselves as gay or bisexual. Vive la Vida was designed to increase self-risk perception for STIs and HIV/AIDS and motivate MSM to adopt healthier behaviors through an interactive “edutainment” format. To identify and reach members of this “hidden” group, PASMO relied on current program participants to invite others within their social networks to prevention activities held at “safe” bars and cantinas. The final session featured a graduation ceremony where participants invited MSM friends and recruitment for the next program began. This “snowball” effect allowed the program to reach more MSM than would otherwise have been possible. RAINBOW ASPI-DH is a nonprofit that intends to promote, defend, and generate respect for the human rights of transgender people in El Salvador by developing processes to increase awareness, education, community organization, and impact on the human rights field, including processes for HIV prevention and care, treatment of sexually transmitted infections, and sexual health. ASPI-DH ARCO IRIS works with the transgender population as there are no laws or institutions to support transsexual, transgender and transvestite individuals, which translates to a lack of access to health, education, family and housing. PASMO-El Salvador granted \$6,000 total for one year in payment for methodological implementation of behavioral change.

Schorer Foundation

Postbus 15830, 1001 NH Amsterdam, The Netherlands
 Office address: Sarphatistraat 35, 1018 EV Amsterdam,
 The Netherlands
 Telephone: +31 (0)20-573-9444
 E-mail: info@schorer.nl
 Website: www.schorer.nl

Contact Person: Jose Pauw, j.pauw@schorernet.nl

Geographic Focus: Schorer is the Dutch institute for homosexuality and health. Based on their Dutch experience with HIV/STI prevention programs for LGBT populations, Schorer supports local organizations in low and middle income countries with technical and financial assistance in the development and implementation of planned and evidence-informed prevention programs. At this moment, Schorer carries out an HIV/STI prevention program for MSM, WSW, and transgender people with 15 partner organizations in eight countries in Southern Africa (Botswana, Zimbabwe, South Africa) and Central and South America (Costa Rica, Ecuador, Honduras, Brazil, and Suriname). Schorer does HIV/AIDS prevention work with 17 partner organizations in nine countries in Southern Africa (Namibia, Zimbabwe, South Africa) and Latin America (Costa Rica, Ecuador, Honduras, Brazil, Suriname).

Grant Categories: Focus on MSM and WSW and transgender people.

How to Get Funding: Contact Schorer directly for partnering opportunities. Schorer also depends on external funding, generally working jointly with local partners to develop funding proposals for external donors like the Dutch Ministry of Foreign Affairs, the EU or The Global Fund.

Example of a Recent Project: Center Research and advocacy for Central America on human rights (CIPAC), (\$61,000, Costa Rica, 2007-2009): mission is to conduct research and advocacy for human rights of gays and lesbians, and research on and prevention of HIV in gays and lesbians.

UHAI: The East African Sexual Health and Rights Initiative (UHAI-EASHRI)

Rosami Court, Suite 5; Muringa Road, Kilimaji,
 PO Box 27611-00100, Nairobi, Kenya
 Email: grants@uhai-eashri.org
 Website: www.uhai-eashri.org

Contact Person: Happy Mwende Kinyili, Programme Officer and Grants Administrator

Geographic Focus: UHAI supports LGBTI and sex worker organizations working in in East Africa (Burundi, Kenya, Rwanda, Tanzania, and Uganda).

Mission: UHAI is a grant-making initiative which provides flexible and accessible resource to support civil society activism around issues of sexuality, health and human rights, with a particular focus on the rights of sexual minorities and sex workers.

Grant Categories: UHAI supports work that is focused on LGBTI, MSM, WSW and sex worker health and rights within East Africa. Priority is given to organizations that are led by and managed by LGBTI individuals and sex workers.

How to Get Funding: UHAI launches two “calls for proposals” in January and July each year. Be sure to email them in order to join their mailing list to learn more about future funding opportunities.

Examples of Recent Projects: UHAI has supported various LGBTI organizations in commemorating World AIDS Day in their countries, and activities around the International Day to End Violence Against Sex Workers. They have also lobbied parliamentarians and policy makers concerning bills and legal policies that seek to further criminalize same-sex relationships and sex work. They are involved in raising awareness and training health care providers that work with sexual minorities. They also create safe social spaces for members of the LGBTI communities to meet, share, care and learn from each other. UHAI carries out HIV/AIDS interventions among MSM in different communities.

GLOBAL FUND TO FIGHT AIDS, TUBERCULOSIS AND MALARIA (GFATM)

The Global Fund is an international public-private partnership that was created in 2002 to become the principal resource for programmatic funds to fight three key diseases: HIV/AIDS, tuberculosis, and malaria. It is a partnership composed of governments, civil society, and the private sector to support the communities most heavily affected by these three diseases. As of June 2011, the Global Fund had committed \$21.7 billion in approximately 150 low- and middle-income countries. These funds represent one-fourth of all international funding for AIDS, two-thirds of all funding for tuberculosis, and three-fourths of all funding for malaria. It is important to note that the Global Fund does not implement programs on the ground, but rather is the financial instrument through which international development partners working on these diseases obtain funding. The Global Fund board holds a funding round every nine to twelve months by inviting countries and organizations seeking funds to submit a proposal. Proposals are considered and decided upon by country coordinating mechanisms (CCMs). Beginning with Round 8 (2008), the Global Fund announced a new emphasis to be placed on gender and sexual minorities as part of its HIV/AIDS funding guidelines (Decision Point GF/B16/DP26).

Country Coordinating Mechanisms (CCMs)

The Global Fund obtains funds through the approximately 50 countries that donate to it and disburses funds primarily to countries with low incomes and a high disease burden. In some cases, funds may go to higher-income countries with a high disease burden. This results in cases where some countries (for example, Russia) are both donors and recipients. The way money is disseminated through the Global Fund is unlike that of many other

institutions. Their model for giving grants is through a body known as a Country Coordinating Mechanism, or CCM. Individual countries must form a CCM in order to receive and process Global Fund monies. The CCM is responsible for organizing the development and submission of proposals, as well as nominating and making awards to Principal Recipients. In other words, CCMs have a critical role in determining which organizations receive Global Fund money (which subsequently make smaller sub-awards to CBOs). CCMs are largely composed of government officials, NGO staff, and relevant private sector staff. The quality and composition of a country's CCM makes a major difference in its ability to receive and disseminate Global Fund money. The intent behind this process is to produce a mechanism for "local ownership" and "participatory decision making" over the distribution of the funds.

While Global Fund money is donated and disseminated through CCM grantees to smaller organizations, the Global Fund itself does not give small grants, nor does it provide direct funding to CBOs. Instead, there is a nationally-based "Principal Recipient" organization that arranges contracts with CBOs and then disperses the funds. The CCM, and in some cases, a Local Fund Agent (an entity that assists with evaluation of performance-based funding), provides continued oversight of the grant and progress towards implementation of the approved plan to the Global Fund.

Therefore, it would be helpful to get to know colleagues on the CCM and, in fact, enquire about how you might be able to join the CCM. Knowing who your CCM is and the people who can leverage power within that decision-making process will be an important aspect of being the recipient of Global Fund money. In many cases, getting to know those who work at your local UNAIDS co-sponsoring agencies (UNAIDS or UNDP, for example), will be key to understanding the dynamics of your local CCM. To stay current on CCM news, download the CCM newsletter on the CCM page of www.theglobalfund.org. You may also review the contact information for your local CCM on this page.

Principal Recipients

When the Global Fund disburses funds through a legal agreement, it signs the agreement with the Principal Recipient(s) chosen by the CCM. Principal Recipients usually obtain two-year grants, but if sufficient progress has been made in the two-year period, often the grant is extended to five years. In many cases, the Principal Recipient(s) then passes the money on to other organizations through a sub-granting or partnership process. Often the Principal Recipient(s) may be involved in both sub-granting and program implementation.

Of all the applications the MSM Initiative has received over the years, the following were commonly cited examples of a Principal Recipient that has funded MSM and LGBT-based programs in their countries: COPRESIDA (Dominican Republic), Kimirina Corporation (Ecuador), Ghana AIDS Commission, National AIDS Commission (Chile), and Naz Foundation International (India/multicountry Asia). In many cases, the Principal Recipient is the national ministry of health or an agency within the ministry. Among MSM Initiative applicants, the national ministry of health was the most frequently cited Principal Recipient offering sub-awards to MSM and LGBT groups working on HIV/AIDS prevention and treatment. Keep in mind that in many cases, funds from the national ministry of health are often distributed to local or regional ministries before they reach small CBOs. To see details regarding the Global Fund Grant Portfolio in your country or region, please go to the Global Fund website and click on “Grant Portfolio,” where you will be able to see the funds distributed, CCM contacts, Principal Recipients, and proposals.

*Blue Diamond Society
(Katmandu, Nepal)*



Strategy on Sexual Orientation and Gender Identity (SOGI)

MSM and LGBT groups have historically had a greater challenge in accessing Global Fund money and power structures. In 2007, the Global Fund created the Strategy on Sexual Orientation and Gender Identity (SOGI) in an effort to bring sexual minority populations to the forefront. The SOGI Strategy outlines specific actions that the Global Fund can take to address the vulnerabilities and needs of MSM, transgendered individuals, and sex workers. The intent behind SOGI is to increase and reinforce the efforts of the Global Fund in improving outcomes against the three diseases, recognizing the vulnerabilities of MSM, transgender, and sex worker populations and determining the best strategies to minimize harm through current evidence-based efforts. Through SOGI, the Global Fund has given a mandate to make funding and programs for MSM a specific priority.

UN AGENCIES

The United Nations (UN) was founded in 1945 by 51 countries emerging from the Second World War seeking a body to maintain international peace and security. The UN is currently composed of 192 nations, with 16 peacekeeping operations worldwide and a wide range of programs and funds working in specialized areas. This section will focus on the agencies within the UN of most significance to MSM and LGBT groups. It should be noted, however, that getting to know staff from any UN agencies in your local area will be of benefit to your organization.

UNAIDS

Based in Geneva, Switzerland, UNAIDS operates in 80 countries worldwide and works in five focus areas: “mobilizing leadership and advocacy for effective action on the epidemic; providing strategic information and policies to guide efforts in the AIDS response worldwide; tracking, monitoring and evaluation of the epidemic; engaging civil society and developing partnerships; and mobilizing financial, human and technical resources to support an effective response.”

UNAIDS implements much of its work through its ten cosponsors: UN High Commission for Refugees (UNHCR); UN Children’s Fund (UNICEF); World Food Program (WFP); UN Development Programme (UNDP); UN Population Fund (UNFPA); UN Office on Drugs and Crime (UNODC); International Labor Organization (ILO); UN Educational, Scientific and Cultural Organization (UNESCO); World Health Organization (WHO); and the World Bank. Based on the comparative advantages and technical capacity of each agency, a division of labor standard was established in 2005 to avoid duplication of efforts. Each identified technical area has a “Lead Organization and “Main Partners,” with UNAIDS being the coordinating body. Cosponsors with mandates to work on technical areas related to MSM populations are: UNDP, WHO, UNFPA, UNODC, UNICEF, and the World Bank. Additionally, these agencies were the most often cited UN partner agencies among amfAR’s MSM Initiative applicants.

UNDP

Within the UNAIDS framework, UNDP is primarily interested in placing HIV/AIDS at the forefront of national health frameworks, with a particular emphasis on development, capacity building, and poverty-reduction strategies. UNDP has a specific interest in protecting the rights of vulnerable populations. Within its gender and human rights mandate, the UNDP is the lead organization on issues related to MSM populations. With the other cosponsors listed below and UNAIDS, the UNDP is expected to “develop and implement a strategy to enhance the Secretariat’s and Cosponsors’ work on MSM, transgender people and HIV-related issues.” UNDP was cited in 34 applications to the MSM Initiative as a funding resource for their programs. Given the funding that they have allocated to MSM and LGBT issues in developing countries, it is critical for grassroots groups to cultivate positive relationships with their local UNDP program officers.

UNFPA

Within UNAIDS, UNFPA has a specific focus on sexual and reproductive health, HIV prevention, gender inequalities, and employing rights-based and evidence-based strategies to scale up prevention efforts. In terms of its work with MSM populations, UNFPA is a key partner in ensuring that responses to MSM issues (particularly among sex workers and youth) are based on human-rights values and focus on reducing the stigma and discrimination associated with marginalized populations. UNFPA was cited in 45 applications to the MSM Initiative as a funding resource for their programs and often gives in-kind commodities like condoms, water-based lubricant, etc., for distribution by CBOs.

UNESCO

UNESCO works on MSM issues through its focus on creating inclusive, sensitive, age-responsive, and culturally appropriate HIV/AIDS education. Partnering with UNAIDS, UNESCO is expected to support the development of educational material, curricula on sexual diversity, and monitoring and evaluation of educational programs on MSM and transgender issues. UNESCO is the lead organization on EDUCAIDS— the Global Initiative on Education and HIV & AIDS—which works at the country level to promote education-sector responses to HIV/AIDS.

World Bank

The World Bank uses country-level epidemiological data to analyze and assess evidence-based strategies for working on MSM and transgender HIV/AIDS issues. This work is undertaken under the UNAIDS AIDS Strategy and Action Plan (ASAP). The World Bank has a research unit dedicated to understanding the treatment mechanisms, transmission, prevention and socio-economic impacts of HIV/AIDS in Africa, in addition to its ACTAfrica knowledge-sharing program. Its larger HIV/AIDS strategy focuses on monitoring and evaluation studies, knowledge and research, and country-based project lending. It is also important to note that the World Bank has a Social Development Civil Society Fund, or CSF (formerly the Small Grants Program) that directly funds small NGOs and CBOs with limited resources. Visit <http://worldbank.org/civilsocietyfund> for more information. These grants are managed by World Bank country offices and focus on the “empowerment of marginalized and vulnerable groups.” For more information, contact the CSF Secretariat, Kury W. Cobham (kcobham@worldbank.org).

WHO

WHO is the lead organization on the health sector response to HIV/AIDS worldwide. By providing technical assistance at the national level, WHO seeks to scale up treatment, care, and prevention services for a sustainable response to the HIV/AIDS epidemic. Given this focus, WHO is responsible for engaging the health sector in HIV prevention and treatment among MSM. This includes gathering health information such as definitions, population size estimates, biological and behavioral monitoring, program monitoring and evaluation, and recording and reporting this data for service planning.

UNODC

UNODC is focused on fighting international crime and illicit drugs. Thus, it has a specific focus within the UNAIDS framework on MSM and transgender issues by concentrating its efforts on MSM/TG who are injection drug users and HIV prevention, treatment, care, and support in men’s prisons.

*Thai Red Cross AIDS Research Centre
(Bangkok, Thailand)*



BILATERAL AGENCIES

Bilateral agencies are generally agencies of an individual country that provide development aid to foreign countries. There is no standard guideline that determines which bilateral agencies provide aid to various nations; rather political histories often guide to whom aid flows are directed and how much grantees receive. Historically, developed nations have delivered aid to former colonies.

The following agencies are just two examples of the bilaterals that were the most cited among amfAR MSM Initiative applicants. The USAID case study highlights a particular country strategy, while the AusAID case study demonstrates a regional issue strategy.

USAID Case Study

Community-based groups will not generally get funding directly from USAID. Often, USAID contacts with specific collaborating organizations to initiate projects. These intermediaries will then subcontract or sub-grant some of the bilateral funding received to CBOs working on the ground. Some of these projects take the form of needs assessments, monitoring, or evaluations of MSM groups. In such instances, USAID will often choose to partner with research institutions like the Public Health Institute (www.phi.org) or with academic institutions like Johns Hopkins University or Georgetown University. MSM CBOs will most likely receive indirect funding from USAID through intermediaries engaging in project development and implementation. For example, in November 2009 USAID launched the Integrated MSM HIV Prevention Program (IMHIPP) in Nigeria through the Heartland Alliance. This U.S.\$15 million partnership represents one of the largest individual MSM initiatives in low and middle income countries. Over the course of five years of USAID funding, IMHIPP will support MSM and LGBT CBOs in five regions throughout Nigeria. This funding is expected to train HIV/AIDS peer educators for the MSM community; mobilize communities with evidence-based prevention initiatives; support community-based care for MSM PLWHA and and conduct advocacy at

multiple levels within the Nigerian government to integrate MSM populations into HIV/AIDS programming at the national level. This funding is among the first attempts to support community-based capacity building for MSM organizations at the bilateral level through the instrument of a matched intermediary, the Heartland Alliance.

AusAID Case Study

The Australian Agency for International Development (AusAID) represents another bilateral agency that is becoming involved in the fight against HIV/AIDS among MSM populations, particularly in the Asia Pacific region (specifically: Myanmar, Cambodia, Indonesia, Papua New Guinea, the Philippines, and Vietnam). In 2009, AusAID's Health Resource Facility conducted an overview of ways in which AusAID might tackle the disease among the MSM population. AusAID identified five areas in which it could effect change in the region: technical support to strengthen the capacity of national AIDS programs to respond to MSM-specific epidemics; support strengthening the health sector response (particularly in the area of CBO partnerships, addressing discriminatory attitudes of health service providers and barriers to access, etc.); funding and technical assistance for civil society prevention programs; supporting social and behavioral research; and addressing stigma and discrimination. AusAID has specifically identified two areas that will not be supported with funding because they are currently being addressed by CDC GAP and/or USAID-FHI: HIV and STI surveillance and condom social marketing. Like USAID, AusAID employs a number of strategies for directing MSM funding to CBOs working on the ground, including working through national government's strategic plans and national AIDS councils; working directly with intermediaries; providing direct funding to multilateral organizations like the UNODC; funding foundations working on the ground (such as the Clinton Foundation); channeling funds through the private sector when it may have a comparative advantage; and working with the Global Fund and other multi-donor partnerships (like the Indonesia Partnership Fund for HIV/AIDS). The present recommendation is for AusAID to create a regional technical assistance fund to support capacity-building of government bodies that address MSM HIV/AIDS issues. It is proposed that this fund be managed by the UNAIDS Regional Support Team for Asia-Pacific and that while most funds be dedicated to regional governments,

some funding will be made available for capacity-building activities within civil society. Currently, AusAID has two HIV bilateral programs, Sanap Wantaim in Papua New Guinea and the HIV Cooperation Program for Indonesia, which are directly managed by the agency. Both organizations have expressed an interest in expanding existing HIV/AIDS programming for MSM.

Other Bilateral Agencies

There are a number of other bilateral agencies that have been involved in MSM HIV/AIDS funding. Some of those noted by MSM Initiative applicants have included:

United States Government (USG):

- President's Emergency Plan for AIDS Relief (PEPFAR)
- United States Agency for International Development (USAID)
- U.S. Centers for Disease Control and Prevention (CDC) Global AIDS Program

- Australian Agency for International Development (AusAID)
- Canadian International Development Agency (CIDA)
- Danish International Development Agency (DANIDA)
- United Kingdom Department for International Development (DFID)
- Swedish International Development Cooperation Agency (SIDA)
- Norwegian Agency for Development Cooperation (NORAD)

Please refer to the agency's website to determine country strategies and regional funding focus.

EMBASSIES

It is common for many embassies to have a small grants program for projects of interest to the ambassador of the particular embassy. Many MSM Initiative applicants noted that they received seed fund grants from their local embassies. The following represent three examples of MSM HIV/AIDS funding through embassies.

The Royal Netherlands Embassy

The Dutch government supports local CBOs in developing countries through its local embassies. CBOs and NGOs from low and middle income countries should contact their local Dutch embassy to explore funding opportunities. Most embassies have what is known as a “Civil Society and Small Grants Program Officer” who is responsible for dealing with grants to local NGOs. In addition to a typical small grants program, Dutch Embassies also have what are known as MATRA/KAP projects in Central and Eastern Europe. The aim of MATRA/KAP is to support the process of social transformation by focusing on activities that contribute to the development of the rule of law and an open and democratic society (For more information, visit: www.minbuza.nl/en/Key_Topics/Matra_Programme/About_Matra_and_how_to_apply.) For example, the Dutch Ambassador to Macedonia is very vocal about LGBT rights issues and would likely support local work on this issue (see her editorial on LGBT rights: http://www.nlembassy.org.mk/news_archive/tolerance_is_a). The Dutch Embassy in Latvia runs a small grants program that is specific to human rights issues and has funded groups working on LGBT rights (see: http://www.netherlandsembassy.lv/?section_id=494&l=1).

U.S. Embassy

The U.S. Embassy often distributes small grants for a number of programs, including HIV/AIDS in areas where the prevalence rate is high. U.S. ambassadors will sometimes have regional priority funding pools for particular issues. For example, in sub-Saharan Africa, they have access to funds from the U.S.

Ambassadors Special Self-Help Program, allowing them to “respond to requests for assistance with small community projects that promise to have immediate impact and may add to the advancement of US objectives.” The U.S. Embassy in Kazakhstan gave \$10,500 in 2009 to the Public Association The Center of Support of the Population of Komek (PA Komek) to support the rights of prisoners. The mission of the organization is to support HIV prevention among prisoners, including MSM and injection drug users. These grants are given and administered at the discretion of the ambassador. Please check your local U.S. Embassy website for any grant programs your group might be eligible for.

German Embassy

The German Embassy has a yearly budget for small projects through bilateral technical assistance. The aim of the small grants program is to provide local institutions and populations with the means to seek innovative solutions to their own problems. The German Embassy places an emphasis on projects that have sustainable trajectories and that improve capacity building. Civil society organizations such as social or cultural institutions, churches, associations, or other NGOs can apply for and receive funding for a specific project. Often, proposals will be handed in to a specific section or division of the Embassy and sometimes the application can be downloaded from the Embassy website. Grants are usually \$8,000–\$10,000 and address a specific urgent need. The German Embassy supported the same program in Kazakhstan mentioned earlier in the U.S. Embassy case study.

Other Embassies

Other embassies mentioned by amfAR MSM Initiative applicants include:

- Austrian Embassy
- Canadian Embassy
- Danish Embassy
- French Embassy
- Japanese Embassy
- Norwegian Embassy

Research which embassies are most local to your organization and inquire directly about any funding opportunities. Funding, if given, is typically made available on a case-by-case basis.

PRIVATE CORPORATIONS

The private sector is often underutilized as a source of funding for nonprofit organizations. There are two ways that MSM groups may solicit funds from private businesses: (1) through large corporations, including those that are multinational; and (2) by partnering with small, local businesses of relevance to the MSM population.

Large Corporations

Large corporations may be a funding resource in two cases: if the corporation is heavily involved with the issue at stake (i.e. HIV/AIDS or MSM populations) and/or if the corporation has dedicated large resources to the organization's geographical area (i.e. a manufacturing plant or facility).

In the case of MSM Initiative applicants, a majority of private sector funding has come from large pharmaceutical corporations with narrowly directed grant programs. Some examples include: the Abbott Fund; Bristol-Myers Squibb's Secure the Future initiative in Africa; Pfizer's Diflucan Partnership; Johnson & Johnson; ViiV Healthcare's Positive Action program; Gilead Sciences; and Bayer. In some cases, funding may be restricted to an in-kind donation of medicine, particularly for research partnerships or humanitarian collaborations. However, MSM and LGBT organizations should not limit themselves to pharmaceutical companies. MSM Initiative applicants have received funding from a wide variety of private sources, including Banamex, Chevron, Citibank Foundation, Coca-Cola Foundation, Estée Lauder, HSBC, Nike Foundation, Reebok Human Rights Foundation, Rio Tinto Mining Corporation, Roche, and IBM. Some multinational corporations with facilities in low-income countries have implemented HIV/AIDS prevention, treatment, and care programs

for employees and families. In some cases, these programs may expand into the community through small grants to local CBOs (e.g. Rio Tinto in South Africa's Limpopo Province, Chevron in Nigeria and Coca Cola in Kenya). For more information, search company profiles at the Global Business Coalition on HIV/AIDS, Tuberculosis and Malaria's website, www.gbimpact.org.

Local Businesses

Another way MSM and LGBT groups might seek funding is through local business. Often, this has taken the shape of partnering with local bars and restaurants that the MSM/LGBT population patronizes in order to conduct programmatic messaging, and fundraising or to receive in-kind donations. However, MSM Initiative applicants have not limited themselves to funding from these typical sources either. Some CBOs have found funding from local real estate agents, companies, hospitals, and financial institutions. One amfAR applicant from Mexico was successfully funded through a regional bus line! Recognize your organizational needs and do not underestimate the value of in-kind funding (free trips on a bus line would certainly cut down on transportation costs). If your organization feels comfortable doing so, connect with local businesses to see if they would be willing to partner with your organization for an event, or donate in-kind goods or services.

ACADEMIC INSTITUTIONS

Academic institutions are common partners for research-based organizations or programs (e.g., a seroprevalence study). In most cases, the institution has received core funding for a particular project through a bilateral agency or large foundation (for example, the Doris Duke Charitable Foundation partners with Columbia University in New York City and the University of Alabama for its Africa Health Initiative). Some academic institutions mentioned as funding partners by MSM Initiative applicants include Sun Yat-sen University, University of California-San Francisco, City University of New York, University of Minnesota, University of Miami, and the University of Copenhagen. In most cases, the academic institution will have a clearly relevant department or center of learning to receive funds and redistribute them (such as a School of Public Health, Center for Human Rights, or School of Medicine).

INCOME-GENERATING PROJECTS

Another more sustainable strategy for fundraising is setting up income-generating projects, channeling profits from a business into a community-based organization. Such “social enterprise” projects have the capacity to offer not only substantial amounts of funding to supplement a community-based organizations budget, but also opportunities for staff and volunteers to gain practical business skills. Based on for-profit models, such projects develop schemes to generate income. Examples currently being used by amfAR grantees include:

- a meeting planning and logistics company linked to a LGBT youth program;
- a graphic design company linked to the development of behavior change communication materials;
- a catering company; and
- a cyber café initiative, opening a for-profit cyber café that also serves as a computer software training center.

Such projects not only generate income, but can also create jobs for volunteers and other members of the LGBT community.

Such projects require business-minded people who are willing to assist in developing a business plan, seeking out investors, and then registering a formal business, whose profits feed into the budget of the NGO. At times, some donors are interested in investing in such projects, as they are often self-sustaining. For example, a donor may purchase a number of computers, as well as cover the rent for the first year on a space to open a Cyber Café – investing capital in a project that would eventually make a profit to support the NGO. Consider the interests and talents of the staff and volunteers of your organization, and perhaps there is a business that could be set up to generate additional income for the NGO.

BASIC FUNDRAISING TOOLS

While this resource has focused primarily on fundraising from grants and collaborative partnerships, it is important to note that there are many other sources of funds that are not discussed here, including locally-based government fundraising, peer-to-peer fundraising, individual fundraising, scholarships, religious fundraising, or online fundraising. For the purposes of this toolkit, we will review briefly only the essential elements (including networking, letters of inquiry, and proposal writing) your organization will need to get your fundraising strategy jumpstarted.

Networking

The first step to fundraising is to network with partners, collaborators, affiliates, relevant government agencies and officials, representatives from NGOs, bilaterals, and multilaterals. Given the relative dawn of the LGBT/MSM movement in low and middle income countries, many people probably feel like they already know everyone else who is involved in MSM and LGBT work in their country or region. Certainly if you find yourself at an event or meeting where you don't know everyone, be sure to introduce yourself to the people you haven't met. Don't feel hesitant to move beyond these arbitrary borders and to network, when possible, with those doing work you admire from afar. Though you may not share a geographic region, it is very possible that you share the same issues and challenges. You also don't need to network in person (though it is preferable); you can start by signing up for listservs, completing a profile on LinkedIn or other social networks, post on blogs or online forums, and stay current on news from the MSM community. Online networking resources via funders have been noted throughout this toolkit and outside resources are listed under "Other Resources," page 54.

If you have the opportunity to network in person, don't pass it up. Be present to ask questions, follow up after panels or speakers, offer to give a workshop, attend workshops, and be the first to volunteer. Most of all, don't be afraid to speak up. People in positions of

power will only recognize you once they have heard you speak repeatedly and with confidence. If you represent an organization worth funding, chances are you can speak with confidence about your target population. Because MSM communities in low and middle income countries are small and emerging, you are likely to be the resident expert on your local population. Prove it by sharing your wealth of knowledge with others and offering help if it is needed.

It is important to recognize that the relationships you and your organization build with others matter. Trust forms the core of a relationship—and thus, of a network—because each member or organization recognizes the benefit they derive from being a part of a larger movement. The wider your network, the larger your circle of trust, the more likely your organization is to reap the benefits of that trust financially. Few people or organizations invest in something that they do not know they can trust. If you are lucky enough to have received a seed grant from amfAR or another organization, use it not only to build a grant record, but to build trust from the grantor. It is likely your grantor will have its own wider network upon which you can draw to seek a recommendation for new resources after your seed grant has expired.

Letters of Inquiry (LOIs)

For organizations that do not have specific grant application guidelines, often the first step to connecting with the funder is through a letter of inquiry (or LOI). LOIs are often the first point of contact for private and public foundations. In some cases, funders specifically ask prospective grantees to send a letter of inquiry and will sometimes give specific information that they would like to see in the letter. In most cases, your organization will be left to determine this on your own.

LOIs are challenging because they leave you a limited amount of space to write succinctly and with clarity about the project you are hoping to get funded. Generally, LOIs should not exceed three pages in length and should clearly demonstrate the need or problem, your organization's proposed solution to the problem or ability to meet the need, and how your organization is qualified to execute the proposed solution. LOIs are generally composed of the following sections:

An Introduction: This offers the funder a glimpse into the intent of your LOI through a summary of your proposed project. You should include the name of your organization, the project description, a glimpse into key project staff (and their qualifications) and the project timetable. You may also choose to include the amount you are requesting in the introduction, or you may insert the amount at the end if it feels more appropriate.

Description of the Organization: This should give a very brief summary of how your organization is qualified to implement the project, including any previous projects that might have provided a foundation for your current work. Describe the work you are currently doing, what your goals are, and how new funding will help you meet these goals.

Statement of Need: This is the section in which you must use all your power of persuasion to convince the reader of the need or problem and assure them that you are the most qualified and capable organization to commit to this undertaking. Be sure to describe your target population; where the population, need, or problem exists; and any striking statistics that will support your claims. If you lack statistical data, provide this information in other ways, perhaps through anecdotes or observation. If possible, use both: statistics show capacity and understanding of the problem, but illustration through description tells a story the funder will remember.

Project Description: This section can be integrated into your statement of need, but should include a description of the solution to the problem. This solution should be achievable and logical. It should describe the methodology you have determined through careful construction of a program logic model. Explain your project, its objectives and activities and if necessary, how the staff involved in the project will add value beyond what is readily apparent from your organizational description.

Other Funding Sources: If you have other sources of funding for your project, you may choose to list them briefly, if only to demonstrate financial need for costs that are not yet covered and to prove that other organizations have invested in your cause.

Closing Summary: This summary reinforces the goal of the project for the reader and asserts your ability to meet the need and your willingness to answer further questions

the funder may have for you. Remember to thank the readers for their time and consideration of your project. You should not include any attachments in the letter unless directed to do so by the funding organization. Be sure to address the LOI to the most appropriate contact within the organization (this may take some investigation). Depending on your location and the reliability of regular mail in your area, you may choose to send the letter by e-mail, postal service, or both. Do not forget to check for important dates for your potential funder; you should submit LOIs well in advance of any proposal deadlines or board meetings. If the funder is interested in your project, generally the next step is to be invited to submit a full proposal.

Proposal Writing

If you are invited to submit a full proposal, you should first check to see if the organization has a format it prefers for submission (such as the MSM Initiative at amfAR), or if it simply has general guidelines for you to respond to (such as the Levi Strauss Foundation). If there is a specific form for submission, it may not require all the elements described below, but they are the most common points included in proposals. Your proposal is an exercise in logic and persuasion: you must be able to build a case that justifies your funding request. Each point in your proposal should be thoroughly thought-out and each sentence should provide a necessary building block for your argument. Proposals that do not build on logic, do not propose projects that will meet needs or solve problems, or simply do not make sense will not be funded. Additionally, proposals that do not follow directions or do not fall within the funder's guidelines will not be funded.

Key elements that need to be included in any proposal are outlined below in what is known as the project narrative, with examples from past proposals:

Need Statement: Identifies the problem your organization will address and explains how your needs meet the funders' interests and priorities. This section must clearly explain what the project is about in a brief statement; do not make it the job of the funder to guess your intent. When available, you should

use research data to back up your claims about the problem to be addressed, citing studies that have been done in your community and/or country. If none exist, you can use regional data. Any evidence to support the project you are proposing is also helpful. Thus, if others have used the approach with success, you should mention these examples.

Objectives: These explain how your project will solve a problem or meet a need and what your measurable markers for success are. You may also set an overall goal that your objectives are designed to meet. Basically, you must answer these questions: What is the intent of your project? What outcomes will it achieve and when? Objectives must be directly related to the need or problem and be short, specific, and measurable. If possible, make the data you use to state the need the same data you use to measure success.

Program implementers often use the SMART methodology in developing objectives. SMART means objectives should be:

- Specific – (specific to what you want to achieve)*
- Measurable – (whether the objectives are being met or not)*
- Attainable – (to be attained and achieved)*
- Realistic – (realistically achievable with the resources you have)*
- Time-bound – (have a time frame, specifically when they are expected to be achieved)*

The following are examples of strong objectives for a project:

“Objective 1: By the end of the project, the Rainbow Foundation will have provided referrals for HIV testing to at least 1500 MSM through its online peer education and counseling program.”

or

“Objective 2: By the end of Month 3, the Rainbow Foundation will have trained at least 25 journalists in effective reporting on HIV prevalence and the influence

of homophobia and transphobia on HIV risk-taking behavior among gay men, other MSM, and transgender individuals.

Activities: Describe the steps that will be taken to reach your objectives and goals. Activities should describe your work to prevent problems or relieve a need in order to obtain the outcomes stated in your objectives. Be sure to link them to specific objectives and be detailed enough that the activities justify the funding request and correspond to the budget you propose. Within this component you can describe your program, its methods, management, training, facilities and equipment, and how it uses resources. Do your best to explain how the funder’s investment in these activities will be a good one—in other words, how will your program activities sustain themselves after the life of the grant? If possible, provide ideas for institutionalization and sustainability. Often this is a separate section of a proposal, known as a Sustainability Plan.

Personnel: This section provides the background and qualifications of the key staff working on your project. Resumes are likely to be included as an attachment.

Evaluation: This illuminates how you will measure success and meet your objectives. In an evaluation, whether it is formal or informal, the goal is to identify whether your project met its objectives and support that answer with evidence. If possible, you should try to prove that the outcomes are in fact direct results of your program and not of outside factors.

In addition to the project narrative, you will need:

Budget: Clearly justifies the funding needed to complete your project; the budget should directly correspond to items described in the project narrative and vice versa. Budgets should include equipment, travel, supplies, personnel, and contracts. If some costs are already covered by another donor, you should note them as “in-kind” contributions. Be sure to inquire about their maximum percentage for indirect costs (also known as “overhead” or anything that may be necessary to keep the organization or project in operation but that cannot be directly charged to the project) if it is not specifically stated elsewhere. Nothing in your budget should be left unexplained.

Other elements you may include in your proposal are:

- A **cover letter** to introduce your application; this should be concise, inviting and appreciative.
- An **abstract or executive summary**: no more than one page to come before the narrative that summarizes the framework of the proposal. It must be compelling enough to drive the reader to turn the page.
- A **table of contents**, which outlines each section with reference to page numbers.
- An **introduction**, which provides enough background information to the reader so that they can understand the concepts and history behind your proposal, especially the needs statement.
- A **project timeline** showing in a matrix or graphic view your goals, objectives, activities, key personnel, and dates of activity.
- An **appendix**: if allowed this may include resumes, letters of commitment from partners, positive media, policies, research, or an annotated bibliography with research relevant to your proposal.

Make sure you proofread your proposal and verify that it is being submitted in a language acceptable to the funder. Ask partners and colleagues to critique your proposal; comments from those working in the same field will be extremely useful. Finally, be sure to submit your proposal by, or in advance of, the stated deadline. Do not expect funders to make exceptions under any circumstances.

If you would like additional help with proposal writing, there are a number of websites that offer free examples, such as www.npguides.org, www.learnerassociates.net/proposal/, <http://foundationcenter.org/getstarted/tutorials/shortcourse/index.html>. The Foundation Center offers a free Proposal Writing Basics webinar (in English and Spanish), simply RSVP at: http://foundationcenter.org/getstarted/training/webinars/pwb_webinar.html

Follow-Up

After you have submitted your proposal, you should be told when you should expect a response, via e-mail or postal mail. If you find that you have not been funded, do not despair! Plenty of perfectly fundable projects go unfunded because of the tremendous competition for money. Be sure to follow up with the funder's program officer to seek an explanation as to why the proposal was not funded and how they believe it might be improved (perhaps you can get feedback using reviewers comments). Take all opportunities to communicate with the funder's staff. If they seem open to meeting, try to set up an opportunity to discuss your proposal in person. Use these responses to revise the proposal for another submission next year or to another funder. Check to see if you can obtain copies of funded proposals from the funder or grantees so that you may use them as a barometer for success. If possible, ask partners or past grantees to review your proposal to offer advice for revisions.

If your grant has been selected for funding, take time to enjoy your success, but also realize that now the hard work begins! Be sure that your project starts on time—try to start administrative processes as soon as possible. Do not underestimate the value of building a relationship with your program officer. Although they have varying degrees of authority depending on the organization, they will play a critical role in evaluating your progress and helping you clear administrative hurdles. Even when you encounter challenges, do your best to be patient and polite. Program officers typically have many grantees to manage and appreciate those who help them do their work. With this in mind, keep lines of communication open: send press releases, publications, media, and invitations to events. Likewise, be sure to oblige their requests for interviews, statements or quotes, or other media as they often have trustees or donors to answer to. By honoring a relationship of reciprocity, you will build a positive reputation for your organization to thrive upon.

LISTINGS BY REGION

Private foundations and intermediaries are listed below by geographic focus for funding.

Regions

Africa

American Jewish World Service (Ethiopia, Ghana, Kenya, Liberia, Namibia, Nigeria, Rwanda, Senegal, South Africa, Uganda, Zambia, and Zimbabwe)	5
The Atlantic Philanthropies (South Africa)	6
DanChurchAid	34
Ford Foundation	7
Fund for Global Human Rights (North Africa, West Africa, Great Lakes region)	7
Hivos (Kenya, Malawi, Mozambique, Namibia, South Africa, Tanzania, Uganda, Zambia, and Zimbabwe)	17
Interact Worldwide (Ethiopia, Madagascar, Malawi, Tanzania, and Uganda)	36
Levi Strauss Foundation	8
Norwegian Human Rights Fund (Liberia and Uganda)	37
Overbrook Foundation (South Africa)	11
Schorer Foundation (Namibia, Zimbabwe, and South Africa)	39
Solidarité Sida	19
UHAI: The East African Sexual Health and Rights Initiative (UHAI-EASHRI)	39

Asia-Pacific

American Jewish World Service (Afghanistan, Burma, Cambodia, India, Indonesia, Pakistan, Sri Lanka, Thailand, and Vietnam)	5
The Atlantic Philanthropies (Vietnam)	6
DanChurchAid	34
Hivos (India, Indonesia, Sri Lanka, and Timor Leste)	17
Interact Worldwide (India, Pakistan)	36
Manta Health Institute for Mother and Child (India)	
Naz Foundation International (Bangladesh, India, Nepal, and Pakistan)	37
Norwegian Human Rights Fund (India and Pakistan)	37
Overbrook Foundation (Vietnam)	11

Caribbean

American Jewish World Service (Dominican Republic and Haiti);	5
The Atlantic Philanthropies (Bermuda)	6
Hivos (Belize and Cuba)	17
Overbrook Foundation (Bermuda)	11
Schorer Foundation (Suriname)	39

Central America/Mexico

American Jewish World Service (El Salvador, Guatemala, Honduras, Southern Mexico, and Nicaragua)	5
DanChurchAid (Central America)	34
Hivos (Costa Rica, El Salvador, Guatemala, Honduras, and Nicaragua)	17
PASMO (affiliated with PSI) (Belize, Costa Rica, El Salvador, Guatemala, Honduras, Nicaragua and Panama)	38
Schorer Foundation (Costa Rica and Honduras)	39

Central Asia

Central Asia AIDS Control Project (CAAP-USAID)	32
DanChurchAid	34
Hivos (Kazakhstan and Kyrgyzstan)	17
Soros Foundation (Kazakhstan, Kyrgyzstan, and Tajikistan)	11

Eastern Europe

Center for Social Development and Information (CSDI) (Russia)	32
Civil Rights Defenders (Albania, Belarus, Kosovo, Macedonia, Moldova and Russia)	14
COC Netherlands (Turkey, Albania, Bosnia-Herzegovina, Croatia, Macedonia, Moldova, Montenegro, Serbia, and Slovenia)	33
DanChurchAID	34
ILGA Europe, Documentation Fund (Albania, Armenia, Azerbaijan, Belarus, Bosnia and Herzegovina, Croatia, Georgia, Kosovo, Moldova, Montenegro, Russia, Serbia, Slovenia, Ukraine; and the 12 new EU member states/EU accession countries)	36

Soros Foundation (Albania, Armenia, Azerbaijan, Bosnia and Herzegovina, Bulgaria, Czech Republic, Estonia, Georgia, Hungary, Kosovo, Latvia, Lithuania, Macedonia, Moldova, Montenegro, Poland, Romania, Serbia, Slovakia, Turkey, and Ukraine).....	11
Tulip Foundation (Bulgaria).....	20

Middle East

DanChurchAid	34
New Israel Fund (Israel, Palestinian Territories).....	10
Hivos (Iran, Iraq, Syria)	17

South America

American Jewish World Service (Bolivia, Colombia, Peru).....	5
Hivos (Bolivia, Ecuador, Peru)	17
Kimirina Corporation (linked to the International HIV/AIDS Alliance) (Ecuador, Peru, Bolivia).....	35
Norwegian Human Rights Fund (Peru, Colombia)	37
Schorer Foundation (Ecuador, Brazil).....	39

Global Organizations

Academy for Educational Developmnet (AED)	
ActionAid	32
AIDS Fonds	13
Astraea Lesbian Foundation for Justice.....	5
CARE USA.....	23
Comic Relief UK	15
Elton John AIDS Foundation (US/UK)	6, 15
FHI	24
Frontline Defenders	16
Ford Foundation (Regional Offices).....	7
Fondation de France	34
Gates Foundation / Grand Challenges in Global Health	8
Heartland Alliance for Human Needs and Human Rights	24
HIV Young Leaders Fund.....	25

IGLHRC	21
International HIV/AIDS Alliance	35
International Planned Parenthood Federation.....	36
Johns Hopkins University Center for Public Health and Human Rights.....	26
King Baudouin Foundation.....	17
Levi Strauss Foundation.....	8
MAC Fund	9
Management Science for Health (MSH).....	26
National Endowment for Democracy (NED)	27
Open Society Institute (OSI) – Global and Regional Offices	10
Oxfam	18
PACT	28
Pangaea Global AIDS Foundation (PGAF)	28
PATH.....	29
Pathfinder International	29
Population Services International (PSI)	30
Save the Children	30
Sidaction (focus on Francophone Africa)	18
Sigrid Rausing Trust	19
Staying Alive Foundation.....	12
Tides Foundation/Collaborative Fund for HIV Treatment Preparedness	12
UAF.....	21
World Bank Development Marketplace.....	31
XminusY Solidarity Funds	20

Other Resources

The following websites might be helpful for fundraising and NGO management tips:

- NGO Café - <http://www.gdrc.org/ngo/funding/fund-raising.html>
- NGO Management Center of Switzerland - <http://ngomanager.org/>
- Funds for NGOs – www.fundsforngos.org
- The Foundation Center – www.foundationcenter.org
- Funders for LGBT Issues - <http://www.lgbtfunders.org>



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