

Nuts & Bolts of International Grants Webinar



International Service Committee
Rotary Club of Washington, DC





**INTERNATIONAL SERVICE COMMITTEE
PRESENTERS:**

Dr. Mimi Kanda, ISC co-chair, D.7620 Grants Committee

Maria Nelly Pavisich, Senior Advisor, Past ISC chair

May Yoneyama O'Brien, ISC co-chair, D.7620 DISC co-chair

Rotary Club of Washington, DC

District 7620 - USA

September 10, 2020



Welcome! Workshop Agenda

1. INTRODUCTIONS
2. ISC Impact – Global reach
3. **2020-21 Funding**
4. The Rotary Foundation
5. Understanding Community Needs
6. Sustainability
7. **Small Grants in a Nutshell**
8. Tips & Key grant review criteria
9. Reporting & fiduciary responsibilities
10. Winning Small Grants -- examples
11. Winning Global Grants -- examples
12. **Global Grants – What makes them Tick?** The Mali Experience
13. How to get started? ISC Deadlines
14. Design bigger, better, bolder projects!
15. Thank-you



Learning Objectives

You will learn about:

- The Rotary Foundation
- Areas of Focus
- ISC international grants program
 - Small grants & global grants
- Taking the first step – what's your idea
- How to apply for a grant

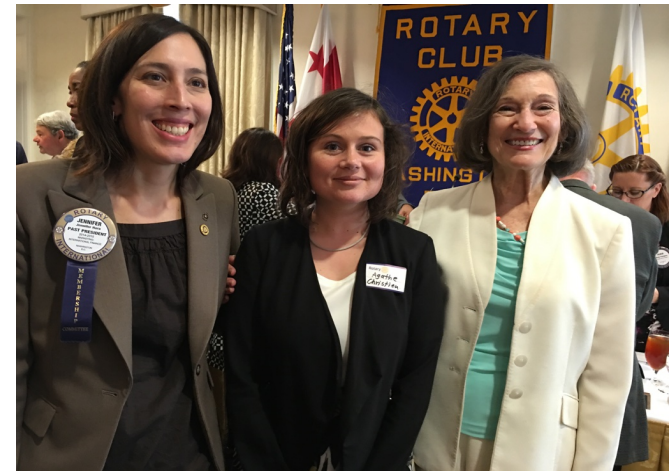


Introductions

Rotary members contribute their skills, expertise, and resources to help solve some of the world's toughest problems with grants from Clubs, Districts and The Rotary Foundation

Please Introduce yourself and share:

- 1) why are you here today ?
- 2) how would you like to contribute to international service in Rotary?



Our Impact in the past 5 years : 22 Countries and more...

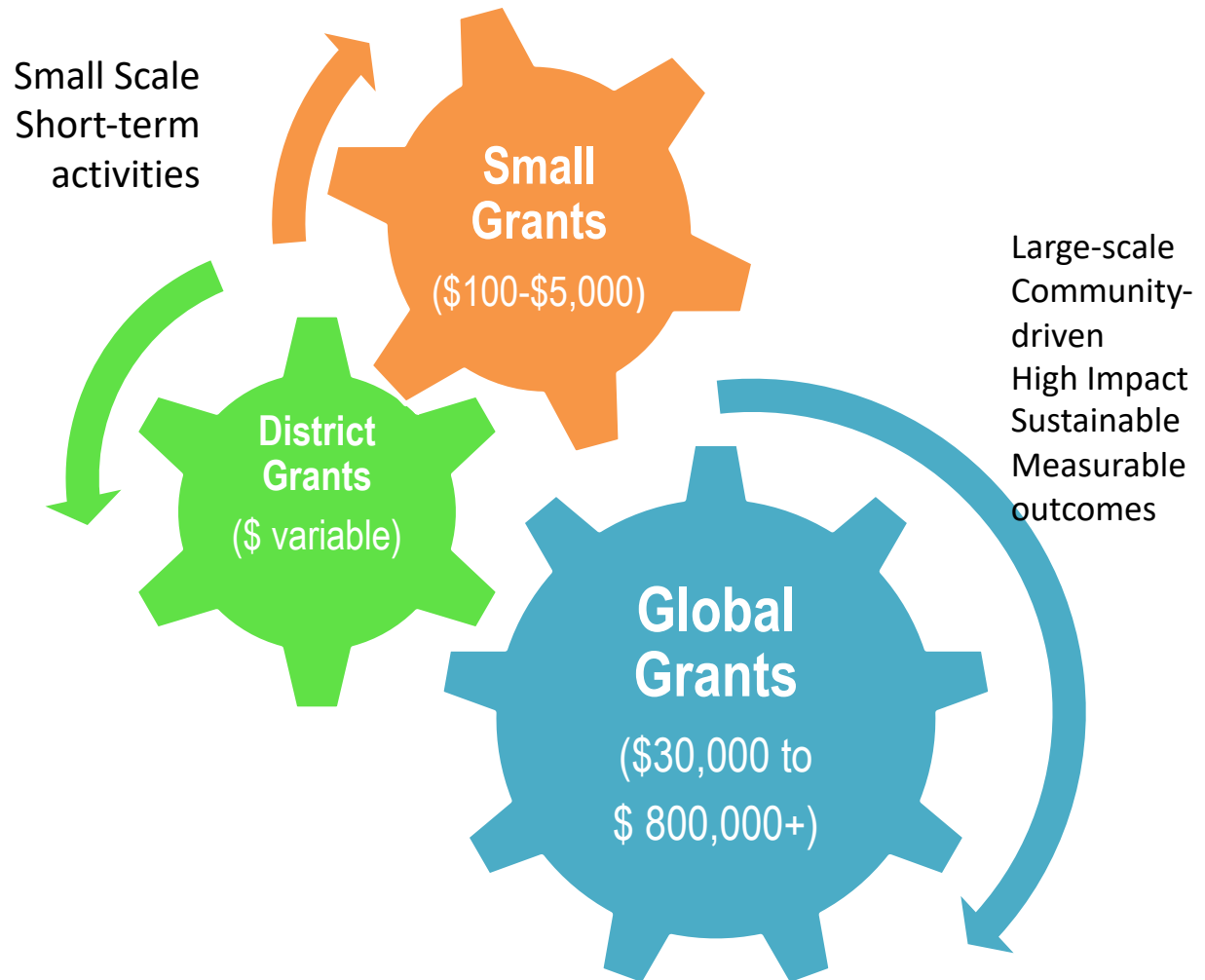


Rotary



2020-21 Funding Available

- DC Foundation Funding \$26,500 for 2020-21
- D. 7620 DDF for Global Grants:
 - \$85,859 DDF for 2020-21 from TRF available
 - However, zero funds for 2020-21 for District/Community grants (already spent on Covid)



Rotary Areas of Focus



**Basic
Education
& Literacy**



**Maternal &
Child
Health**



**Peace &
Conflict
Prevention/
Resolution**



**Disease
Prevention
&
Treatment**



**Water,
Sanitation
& Hygiene**



**Community &
Economic
Development**



**Support the
Environment**

THE ROTARY FOUNDATION :

Doing Good in the World!

- ☐ The Rotary Foundation is a primary source of funding for Rotary's humanitarian activities.
- ☐ The ISC seeks to support the mission of Rotary which is to advance international understanding, good will and peace.
- ☐ The ISC funds high impact grants that are sustainable, measurable, and community-driven.
- ☐ Rotary grants address critical humanitarian needs in the 7 Areas of Focus.
- ☐ Grants must involve Rotarians.

GRANT DEVELOPMENTS:

- **June 2020 – The trustees adopted a new mission statement:** *The Rotary Foundation helps Rotarians to advance world understanding, goodwill, and peace by improving health, providing quality education, improving the environment, and alleviating poverty.* The trustees also approved the following:
 - Effective July 1, 2021, the **Environment** is to be added as a seventh Areas of Focus.
 - Rotaract clubs can be either the international or host sponsor of a global grant beginning July 1, 2022, provided that the club had previously partnered with a Rotary club
 - The funding requirement for international sponsors to global grants was reduced from 30% to 15%
 - Funding low cost shelter or simple school construction is no longer eligible within global grants
- Starting July 1, 2018, **community assessments** are required for humanitarian projects.
- In 2019-20, TRF raised the matching level from \$200,000 to **\$400,000**.
- Beginning in 2019-20, the **Programs of Scale Initiative** was announced, with one \$2million grant awarded annually.
- Beginning July 1, 2021, Rotarians can apply for global grants supporting the **Environment**.
- **TRF processing fee of 5%** needs to be added to club cash contributions to pay for TRF processing, unless sent to the global grant's dedicated grant bank account.
- **April-May 2020 – Trustees voted to no longer provide 50% matching on club cash contributions.** A 2020-21 World Fund shortfall means that the Global Grant pot would be **reduced to \$30 million** because of Covid (TRF funded over 200 COVID-19 Disaster Response Grants, totaling \$20 million, and agreed to stop funding Covid grants from this Disaster fund, except USAID, immediately.) The trustees also voted to reduce 2021-22 peace & global grant scholarships by 10%.



PARTNER FOR IMPACT ! -- New funding reality!

Connect with clubs in your District! Connect with clubs outside your District!

Consult with Rotary technical experts to serve as advisors to improve global grants – See DISC.

International partnerships enrich the grant experience by :

- Furthering Rotary's goal of advancing international understanding, goodwill & peace.
- Providing financial resources, technical expertise and project management advice
- Offering opportunities that lead to more effective problem-solving strategies

New Funding Reality – At TRF, there has been a 100% increase in grant applications compared to this time last year. With a smaller budget, the race for grants awards will be much more competitive! RI recommends also partnering outside of Rotary for fundraising for international grants! **Partner for Impact!**

The Rotary Foundation grants awarded \$86,677,399 in funding to 1,306 grants during fiscal year 2018.

Here is a breakdown of causes the grants supported.

Preventing disease	\$35,660,986 – 41%
Providing clean water	\$18,761,791 – 22%
Supporting education	\$10,998,136 – 12%
Growing local economies	\$10,503,910 – 13%
Saving mothers & children	\$7,204,677 – 8%
Promoting peace	\$3,547,899 – 4%



WASH RAG chair at DC Rotary for water summit.

Pop-up Quiz

At what stage of grant making are you at this point?

- a. Incubating a project idea?
- b. Preparing a draft proposal for a small grant?
- c. Preparing a draft proposal for a global grant?
- d. None of the above
- e. All of the above



Needs Assessment

A community assessment is an essential step in planning an effective project.

Define the problem or need

Assess community's strengths, weaknesses, needs, and assets

Consult with Stakeholders - Assessment should be systematic, involve a wide variety of community stakeholders and beneficiaries and engage them in a meaningful way.

Determine feasibility of the proposed solution

Assessment tools include:

- Community Meeting
- Survey
- Interview
- Focus Group
- Asset Inventory
- Community mapping



COMMUNITY ASSESSMENT TOOLS

Source: "Community Assessment Tools: A Resource for Rotary Projects"



TIPS FOR CONDUCTING ANY ASSESSMENT

Remain open minded. Don't presume you know what the community needs.

Choose participants carefully. Consider the makeup of the community and ensure that you include a diverse cross-section of relevant groups (e.g., gender, age, ethnicity, religion, income level, vocations).

Include overlooked or marginalized groups. Women, young people, the elderly, and religious or ethnic minorities are often overlooked. Keep the community's social dynamics in mind and provide a forum where they feel comfortable sharing their views.

Consider yourself an outsider. Even if the community you want to work with is local, find a well-connected individual, group, or organization that can introduce you to your target stakeholder groups.

Don't promise a project before you make a decision. But do assure participants that you'll let them know what your club decides. Invite them to take part in any future activities.

Sustainability for Rotary:

Means providing long-term solutions to community problems that community members themselves can support after the grant funding ends.



SUSTAINABILITY

For Rotary, sustainability means providing long-term solutions to community problems that community members themselves can support after the grant funding ends.



Start with the community

Identify a need and develop a solution that builds on community strengths and aligns with local values and culture.

Encourage local ownership

Identify key community members who can help pioneer lasting improvements.



Provide training

A project's success depends on people.



Buy local

Purchase equipment and technology from local sources.



Find local funding

Get local funding through governments, hospitals, companies, and other organizations.



Measure your success

Develop clear and measurable project outcomes and determine how you will collect your data.



Small Grants in a Nutshell

- Small scale: \$ 100 to \$ 5,000 for humanitarian projects
- Short term activities, a funding for special service or basic items that provide direct and tangible benefits
- Funds to be disbursed (and preferably implemented) within the Rotary year in which the grant is approved
- Applicants are Active Rotarians at both the host and international club
- Cooperating organization is a non-profit operating internationally and the non-profit has a 501(c) (3) status.
- Aligned at least one Rotary Area of Focus
- Conflict of Interest Policy Disclosure Form

For more details, review the ISC small grant application – Form 1.



Tips & Key Aspects of ISC grant reviews

- If this is your first grant, start small
- Complete all forms and supporting documentation, and, for global grants, provide a community assessment
- Ask questions about your proposal idea, design & work plan **prior** to sending your proposal
- Does your project describe a compelling need and provide have a clear solution?
- Do you have reliable partners? Do they have a track record?
- Only Rotarians can submit proposals, with non-profits as partners (but not the other way around). The **host sponsor** Rotarian is the partner in the project country. The **international sponsor** Rotarian is a DC Rotarian or a Rotarian outside the host country.
- Stay within the 7 Areas of Focus. The more areas of focus you choose, the more complex it is to evaluate and have a feasible proposal. Keep it simple!
- Stay focused and **File your proposal on time**
- Grants are awarded based on completeness and quality of information, alignment with The Rotary Foundation mission and availability of ISC funds.



Reporting and Fiduciary Responsibilities

Developing a grant monitoring, evaluation and a financial management plan helps to define reporting.

Keep detailed records!

Both the International and host country sponsors are responsible for reporting the use of grant funds.

Be a good steward!

Global Grants

- Periodic reports to Partners via email or Facebook Community Page
- Interim Reports to TRF & ISC
- Final Reports with supporting documentation filed on time to avoid delinquency status
- Bookkeeping/Record keeping
- Site visits, Talks, Photos, Media

Small Grants

- Status reports to ISC on a quarterly basis
- Final Report to the ISC when grant is completed
- Disseminate results on Facebook or website
- Photos, Talks, Site visits, Media

Winning Small Grants



Cambodia

CAMBODIA – Sustainable Cambodia - Pursat Village - Phase 2

Project Summary: Sustainable Cambodia (“SC”) is a non-profit founded by Rotarians from the Gainesville, FL Rotary Club that works with impoverished rural Cambodian villages to help lift them out of poverty by using community-driven, sustainable solutions. This project focuses on community economic development, and specifically, water, sanitation and hygiene programs, in Koh Kro’sang, a rural village in the Pursat Province. The village is comprised of 164 household families (680 people/337 women), all of whom are farmers. They plant rice and vegetables and raise animals. The proposed grant would focus on 25 families, **by supplying 5 new wells, 10 latrines, 10 bio-sand filters, and home garden seeds and compost.** Also, as part of the Animal Pass-On Program the Village Development Committee would select 15 families to receive 5 hens each, or a total of 75 hens, and provide an additional cow, that could serve 5 families, providing new sources of nutrition.

DCRC Proponent: Irene Koerner, May O’Brien

Host Country Rotary Club: Rotary Club of Pursat, Cambodia

Cooperating Organization: Sustainable Cambodia, Rotary Club of Gainesville, Florida

Area of Focus: Community economic development; Water, sanitation, and hygiene.

Beneficiaries #: 25 families in Koh Kro’sang village, Snam Preah commune, Bakan district, Pursat Province, Cambodia

Total Project Budget: \$6,415. Recommendation: \$5,000.



El Salvador



EL SALVADOR — Technical Scholarships for At-Risk Youth from Cantón El Zapote, Ahuachapán, El Salvador

Project Summary: Co-Campesinas, whose motto is “Learn, Earn, Lead” focusses on rural women and youth in El Salvador, seeks a challenge grant for college-level technical scholarships for at-risk youth from Cantón El Zapote, San Francisco Municipality, Ahuachapán Department, El Salvador. Many youth in this district cannot secure meaningful employment and fall prey to savage criminal gangs that have turned El Salvador into a country with one of the highest murder rates in the world. For each DC Rotary scholarship, the initiative commits to raising two more, as it did this year. The El Zapote Scholarship Initiative (EZSI) is inspired by the El Salvador-based Charur Foundation’s successful scholarship model, and Irma Charur, who for the last 25 years has supported educational programs for children, serves as an advisor. The Fundación Empresarial para el Desarrollo Educativo (FEPADE) will administer the scholarships and oversee academic monitoring of student performance. Guidance and training workshops, visits to universities, training in soft and leadership skills, etc. will be provided by Proyecto Crecer. Scholarship candidates will be chosen by the School Principal and Deputy Principal of Complejo Educativo Cantón El Zapote. Fundraising activities will be led by the local Maquilishuat Rotary Club, Irma Charur and the El Zapote community. Academic fields of study include mechatronics, architecture, accounting, electrical engineering, nursing, and computer science in three partner universities in El Salvador.

Last year various universities provided scholarships to the students, or reduced tuition rates, which was an unexpected bonus! See last year’s scholarship winners and colleges that chose them.

DCRC Proponent: Patricia Bueno Abdala

Host Country Rotary club: Rotary Club of San Salvador Maquilishuat, D4240

Cooperating Organization: Co-Partners of Campesinas, 501(c)(3)

Area of Focus: Education and Literacy; Peace and Conflict Resolution

Beneficiaries #: 9 scholarship holders and 54 members of their families

Total Project Budget: \$22,050. **Recommendation:** \$4,950.



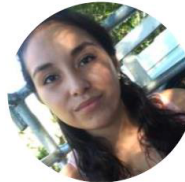
Youth-at-Risk Scholarship winners!



Leslie González
Licenciatura en Idioma
Inglés,
Universidad Francisco
Gavidía



Marcelina Tejada
Ingeniería Industrial,
Universidad Pedagógica



Laura Meléndez
Técnico en Diseño
Gráfico,
Universidad Don
Bosco



William Méndez
Técnico en Ingeniería
de Redes Informáticas,
ITCA-FEPADE



Nestor Ramírez
Técnico en Mecánica
Automotriz,
ITCA-FEPADE



Brandon Vivas
Técnico en Ingeniería de
Sistemas Informáticos,
ITCA-FEPADE



Luis Reyes
Técnico en
Mecánica
Automotriz,
ITCA-FEPADE



Bayron Mejía
Técnico en Ingeniería
Eléctrica,
ESFE/ AGAPE



Wilfredo Pérez
Ingeniería en
Comunicaciones,
Universidad Francisco
Gavidía



Leonel Alvarenga
Técnico en Mercadeo,
Universidad
Centroamericana José
Simeón Cañas (UCA)

Looking back of the 2017-18 Rotary Year, the ISC received \$26,220 from the DC Foundation and \$11,730 from the 2017 Duck Race, a total of \$37,950. An unexpected additional \$20,000 was added to the budget from unused balances from two global grants from previous years, making the funds available of \$57,950. The following grants were awarded, with host country Rotary clubs and DC proponents identified for each project, leveraging the DCRC investment of \$57,425 plus \$5,000 in DDF from the District against \$1,150,260 in total project costs:

Small Grants:

PUERTO RICO– Solar Flash Lights for PR Disaster Relief Fast Track, \$4,996.57 (Arecibo, Puerto Rico Rotary Club) (Maria Nelly Pavisich, DC proponent), Total project budget \$5,000.

EL SALVADOR– Industrial Sewing Machines for Ilobasco Workshop, Training Program and Income Generation Incubator (Rotary Club of San Salvador Maquilishuat, El Salvador)(Patricia Bueno Abdala, DC proponent), Total project cost \$6,452.

KENYA -- Children & Youth Empowerment Center Mattress Cleanliness Program \$3,500 (Nyeri, Kenya Rotary Club)(Katelyn Holmes, DC proponent), Total project cost \$4,500.

JORDAN -- Kits for Kids—to provide newborn health packages for Syrian refugee women and children in Jordan, working with UNICEF-USA, \$5,000 (Rotary Club of Amman West \$500 contribution)(Emily Seen, DC proponent), Total project cost \$5,500 - \$100,000)[*Emily raised an additional \$5,000 to double the DC donation*]

KENYA – Nyumbani HIV-AIDS Village - Farm Drip Line Irrigation System, \$5,000 (Karen, Nairobi, Kenya Rotary Club)(Maria Nelly Pavisich, DC proponent), Total project cost \$5,000.

INDIA – Annual Jaipur Limb Camp, \$4,953.43 (Rotary Club of Bangalore Peenya, \$70,000 contribution)(Bala Murthy, DC proponent), Total project cost \$75,000.

LEBANON – Syrian Refugees – to provide medical, dental and diagnostic supplies and services, \$4,500 (Rotary Club of Zgharta-Zawie, Lebanon)(JT Maberry, DC proponent), Total project cost \$30,000.

UKRAINE– Support Hotline for Internally Displaced Ukrainians, \$5,000 (RC of Kyiv Multinational, Ukraine)(JT Maberry, DC proponent), Total project cost \$21,000.

PHILIPPINES– Women’s Economic Empowerment and Development Program for Bagobo-Tagabawa women, \$3,500 (RC of South Digos City Philippines)(Robert Meins, DC proponent), Total project cost \$6,450.

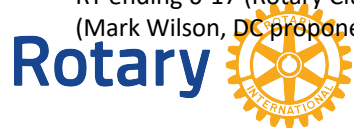
Global Grants (Pledges from DCRC subject to The Rotary Foundation Approval):

UGANDA – Katakwi -- Rotary Malaria Eradication Project Phase II – GG1863915, \$5,000 plus \$5,000 in DDF from District 7620 Foundation Committee (Seattle #4 Rotary Club, Soroti Central, Uganda Rotary Club + Pilgrim Africa \$308,000 to cover administrative expenses of doctors, researchers and entomologists, etc.; Bill and Melinda Gates Foundation \$243,000 for entomology and epidemiology analysis)(Maria Nelly Pavisich, DC proponent), Total project cost \$304,000 for the TRF global grant budget, or \$855K for the entirety of the project.

UGANDA – Improving Quality and Access to Reproductive Health Services at St. Stephen’s Hospital Mpererwe Cou, Kampala – GG1863665, \$5,250 (Annapolis Rotary Club contribution of \$15,750, Kololo and Kampala North Rotary Club, Uganda contribution of \$4,200)(Mimi Kanda, DC proponent), Total project cost \$53,500.

INDIA – Nareshwadi Tribal School Project – GG1757467, \$5,250 (College Park Rotary Club contribution of \$9,000/Rotary Club of Mumbai Queen’s Necklace, India contribution of \$26,040)(May O’Brien, DC proponent), Total project cost \$67,633.

INDIA – EduGirls project in Bangalore – GG1755324, \$225 TRF administrative fee of 5%, plus \$4,500 from RY ending 6-17 (Rotary Club of Bethesda-Chevy Chase, MD, Rotary Club of Bangalore West, India) (Mark Wilson, DC proponent),



Winning Global Grants



INDIA – Global Grant #2098612

Approved by TRF. Only one open heart surgery of a child, Saurab Kumar, a 9-month old male from the remote region of Jharkhand State of India Union has been arranged so far this year. Because of Covid, there are stringent travel restrictions, and hospitals are limited to focusing on covid cases & doing emergency surgeries only. India has the third highest # of COVID cases with 2.2 million cases confirmed.

INDIA—Gift of Life – Heart Surgeries for 25 children with congenital heart defects

Project Summary: Gift of Life is a signature project of the Rotary Club of Delhi East End to save lives of children suffering from congenital heart defects by arranging pediatric open-heart surgery at specialist hospitals in India “free of cost” to the beneficiary. This a very valuable project with a life-saving impact on the children who will benefit from the surgical intervention, as well as their families and communities. The Rotary clubs play a facilitative and referral role. The tertiary hospitals assume responsibility for the quality of the medical care. Quality medical facility is lacking in many regions, deprived children’s parents are not capable of meeting the hefty cost of open-heart surgery, and many children are waiting for surgery. This global grant would provide 25 children such surgery by arranging with reputable hospitals in New Delhi to provide the surgery.

DCRC Proponent: Balraj Gupta
Lead Rotary Club: Rotary Club of Delhi East End, D3012
Host Country Rotary Club: RC Delhi East End
Area of Focus: Disease Prevention and Treatment
Beneficiaries #: 25 children
Total Project Budget: \$54,500. **Amount Requested:** \$5,000.
Recommendation: \$5,000. Payee – 501(c)(3): The Rotary Foundation (TRF)



ZAMBIA | Global Grant #2095385 | \$1.1M

Project Summary: This Global Grant is the largest effort to date by Copperbelt Rotarians to eliminate malaria from their province and proposes to scale up to train, equip and deploy 1,110 Community Health Workers (CHWs) in three more districts, in partnership with Zambia's National Malaria Elimination Center* and the Bill & Melinda Gates Foundation. Copperbelt Provincial health officials have designated the three, mostly rural, target districts as the next priority for CHW deployment: Kalulushi, Luanshya and Mufulira, with a total 2019 population estimated at 550,000 and nearly 200,000 malaria cases in 2018. The objective is to drive down malaria incidence by at least 90%, sustain it and drive it toward zero in these three Copperbelt Districts. Together, these districts account for about 21% of the Province's 2.6 million population (2019 estimate) and 21.5% of the 925,000 cases of malaria reported annually there.

DCRC Proponent: Maria Nelly Pavisich

Host Rotary club: Rotary Club of Mufulira, Zambia, D9210

International RC: Seattle #4 Rotary Club, D5030
Jim Moore, Project Lead, Rotarian Malaria Partners

Cooperating organization: National Malaria Elimination Center (NMEC), Zambia Ministry of Health

Area of Focus: Disease Prevention & Treatment, Maternal & Child Health

Beneficiaries #: 550,000 residents in 3 Copperbelt Districts: Kalulushi, Luanshya, Mufulira

Rotarian participation: Rotarian trips to the project sites in 2020 and 2021 are planned to visit CHWs and participate in volunteer activities, training, village meetings, meetings with NMEC and other partners on the ground.

Also -- eight Rotary Clubs of the Copperbelt Province formed Rotarian Malaria Partners Zambia. RMPZ provides technical and funding assistance to local Global Grant sponsors and assists in post-completion project impact monitoring, public education efforts as well as in the hosting of visiting international Rotarians. RMPZ also serves as an advocate for the long-term support of CHWs and will play a pivotal role in extending Rotarian-led efforts to other malaria endemic provinces of Zambia -- with the goal of global eradication of malaria, starting with Zambia.

Project Timetable:	August 1, 2020 to June 30, 2021, depending on funding and TRF approval
Total Project Cost:	\$1,199,910
Amount Requested:	\$10,000 + \$500 TRF Administrative Fee
DDF requested:	\$10,000
Recommendation:	\$10,000 + \$500 TRF Administrative Fee,
501(c)(3) Payee:	The Rotary Foundation (TRF)





Rotarian Malaria Partners

RMP Partners

malaria
NO MORE



AMP The Alliance
for Malaria Prevention
Expanding the ownership and use of mosquito nets



Rotary



RMP has formed strong, collaborative partnerships with:

- National, Regional and Provincial Health officials,
- PATH/MACEPA
- The Bill & Melinda Gates Foundation
- Peace Corps
- UNICEF,
- Alliance for Malaria Prevention (AMP)
- Pilgrim Africa
- USAID President's Malaria Initiative (PMI) to Fight Malaria in East Africa *(when the PMI first started in 2005, malaria was killing over 700,000 people annually across Africa, that number was reduced by half 10 years later).*



L-R: Diana Measham, Gates Foundation, Modestine Kaoma (RMPZ), Dorothy Echodu, Pilgrim Africa

ROTARIAN PARTNERS:

Over 70 Districts and Clubs have partnered and contributed financially to RMP supported malaria projects, including **District 7620** and the **Washington, DC Rotary Club**, and with Rotarian organizations: Rotarians Against Malaria (RAM), and Rotarians Eliminating Malaria - A Rotarian Action Group (REMaRAG).

DC contribution: From 10K to 65K

Rotary club and district contributions are matched dollar for dollar by a malaria project matching fund established by the Bill & Melinda Gates Foundation and administered by the Seattle Rotary Service Foundation.

The nonprofit Rotarian Malaria Partners is also making a financial contribution. All financial support will be matched by the Rotary Foundation, pursuant to its Global Grant guidelines.

		TRF Match	Total
RCDC cash	\$10,000.00	\$5,000.00	\$15,000.00
D 7620 DDF	\$10,000.00	\$10,000.00	\$20,000.00
Gates Match	\$20,000.00	\$10,000.00	\$30,000.00
Total		\$25,000.00	\$65,000.00

Total project cost: \$1,199,910





GLOBAL GRANTS

What makes them tick?

MALI: Thrive for Five GG 14-11260



Lesson # 1 : The Challenge

Find a humanitarian challenge that really, really touches you...



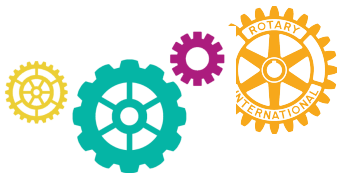
More than 6 million children under five die every year worldwide from malaria and other **curable** diseases.



Lesson # 1 : The challenge



Because most children who die from malaria are killed within 48 hours of symptom onset, speed matters in providing treatment..



Lesson # 1 : The challenge



Malaria-related deaths can easily be prevented through simple tools such as bed nets or easily treated by oral medications at home if **caught early**



Lesson # 2 : Goal Setting

Be very specific of what you want to achieve... and stay focused!



GG14-11260 | **THRIVE FOR FIVE**
Improving Child Health and Survival in Mali

Beneficiaries: 13,500 children
US\$ 151,500 Grant

It aims at building a model system to improve child health and survival in Yirimadjo and deliver prevention resources, diagnostic tools, and medicines in an integrated, community-based health system.

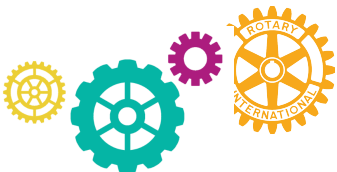


Lesson # 2 : Goal Setting (Cont'd)

Be very specific of what you want to achieve... and stay focused!



1. Rapidly deliver life-saving tools to prevent and treat the leading causes of child death: malaria, diarrheal disease, and pneumonia;
2. Reach 85% of under-5 children with care within 48 hours of symptom onset ;
3. Reduce child mortality by at least 50% compared to baseline;
4. Create the vanguard model to advance Rotary's global efforts to improve child survival.



Lesson # 3 : Continuous Learning

Get trained, request mentoring, join a team

- Navigate www.rotary.org/grants
- Read a **Guide to Global Grants**
- Attend Rotary Learning Events
- Find a mentor with experience
- Join LinkedIn Rotarian Groups
- Join other project teams to learn
- Look up Rotary Action Groups
- Reach out to RI Technical Cadre of Experts
- Learn from other projects by visiting [Rotary Showcase](#)



Lesson # 4 : Ask the Experts

Form a team of Rotarians and Non-Rotarians with the right expertise



Promoting Peace



Fighting Disease



Providing Clean Water, Sanitation & Hygiene



Saving Mothers and Children



Supporting Education



Growing Local Economies

- Vocational Service in Rotary is donating your time and expertise for humanitarian deeds
- Do what you know
- Reach out to Rotary Action Groups



New area: Support the Environment

Lesson # 5 : Buy-In

Get Buy-In from your Rotarian networks

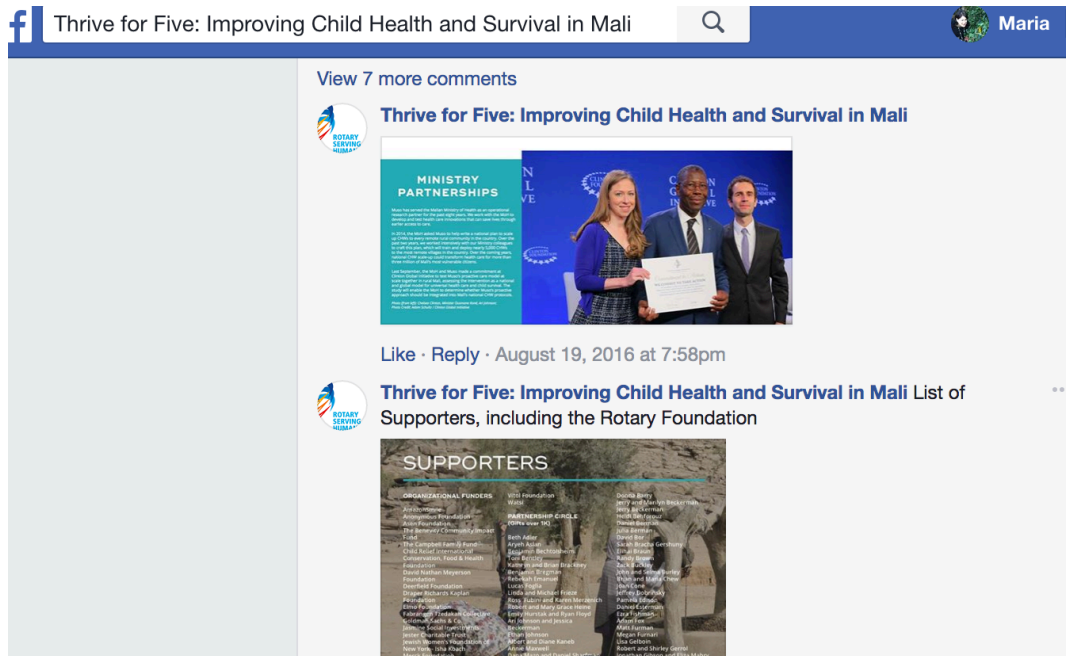


- What is your pitch for your project?
- How do people react to your pitch?
- Speak with clubs, other Rotarians, District Officers, Other Organizations
- Receive feedback, improve your project idea



Lesson # 5: Get Buy-In (Cont'd)

Use Social Media actively... build a Project Community Page with Partners



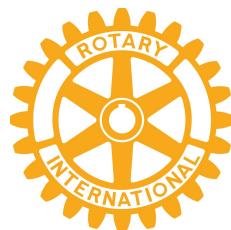
www.facebook.com/ThriveForFiveMali

Rotary Showcase Database



Lesson # 6 : Partners

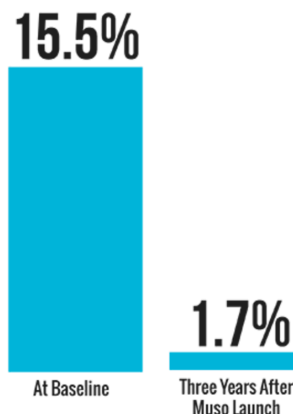
Only work with reputable partners



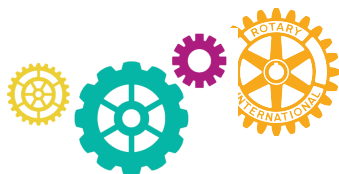
10X DIFFERENCE IN CHILD MORTALITY

A Harvard-UCSF study documented a 10x difference in the rate of child death after the rollout of the Muso model in an area of Mali. To learn more about the study's importance and its limitations, read the full paper [here](#).

[VIEW MORE RESULTS](#)

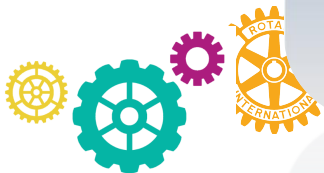
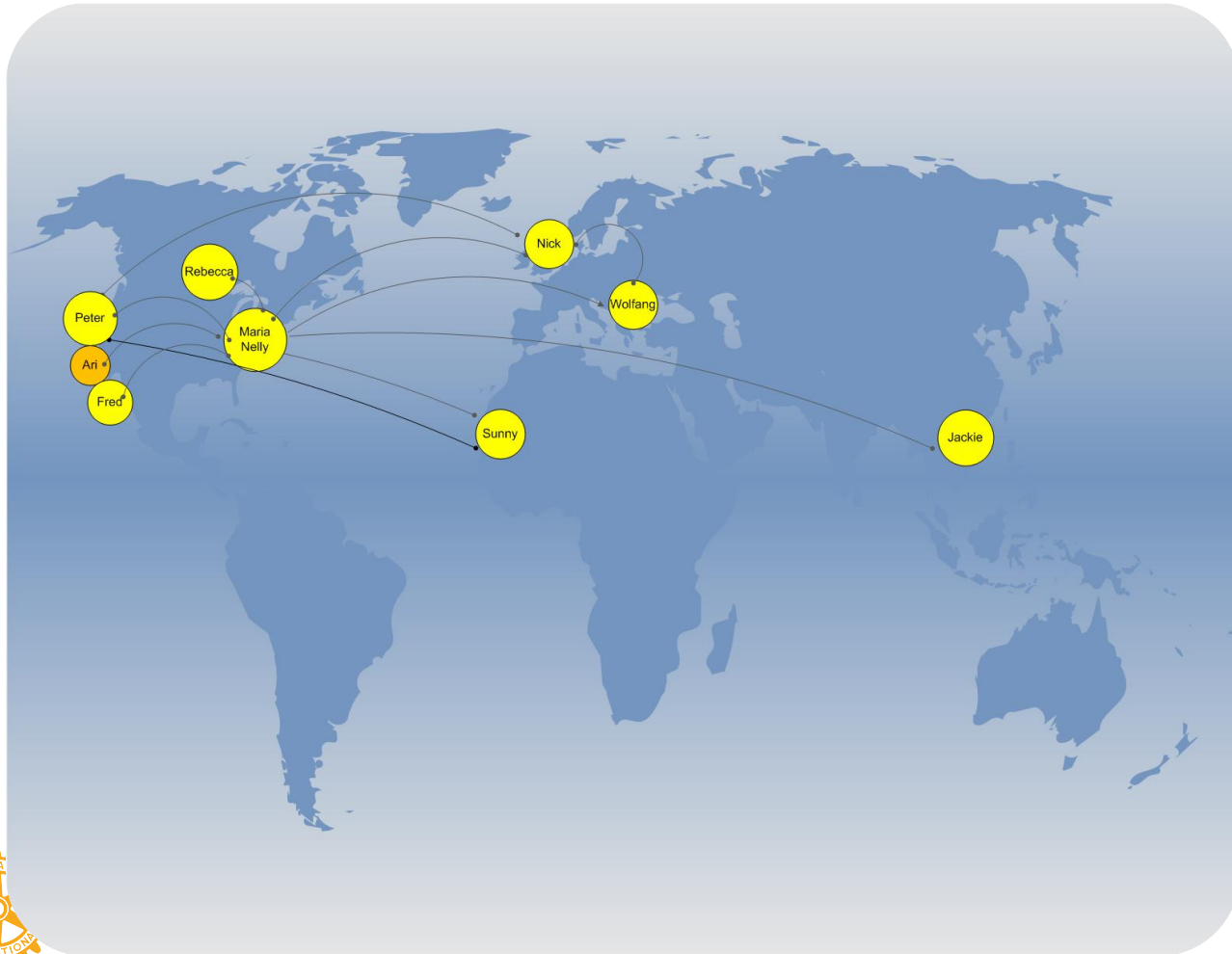


- Partner with local, reputable NGOs with healthy local and international relationships
- Verify accountability practices (reporting, monitoring, annual reports)
- Strong relationship between NGO and Clubs



Lesson # 6 : Partners (Cont'd)

Only work with reputable partners



Lesson # 6 : Partners (Cont'd)

Only work with reputable partners

ROTARY CLUBS:

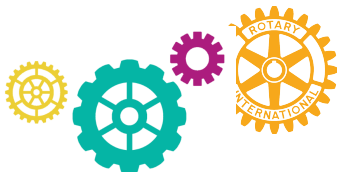
- Bamako Ouest, Mali
- Washington DC, USA
- Harrow, United Kingdom
- Bad Driburg, Germany
- Hamilton, Canada
- Thousand Oaks
- Kowloon Golden Mine, Hong Kong, China



DISTRICTS: 7620 (USA) , 1900 (Germany) , 1130 (UK), 6060 (USA) , 9101 (West Africa), 3450 (China)

THE ROTARY FOUNDATION

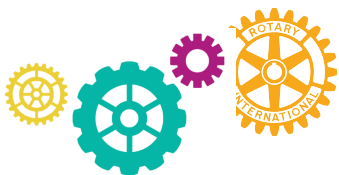
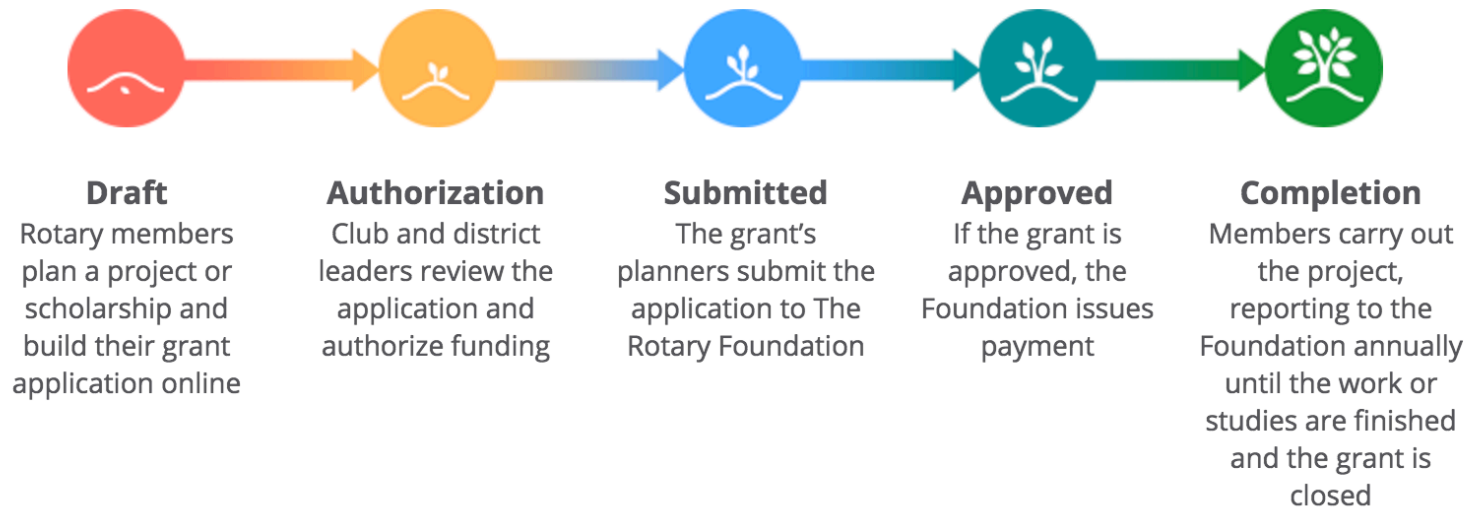
MUSO



Lesson # 7 : Sound management practices

Use project management and humanitarian grant management skills

The lifecycle of a Rotary grant



Project Cycle – Work Breakdown Structure (WBS) – Resource Allocation –
Budgeting – Financial Management – Grant Writing – Bookkeeping – Records
Management – Reporting – Presentation Skills – Negotiation Skills

Lesson # 8 : Time commitment

Donating your time (and finding volunteers) makes it happen



- 2-4 years commitment (idea, design, development, approval, implementation, evaluation, closure)
- 8 hours per week on average
- The Work Breakdown Structure will help you divide the work among your team members, locally and internationally



Lesson # 9 : Fundraising

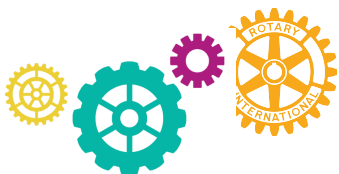
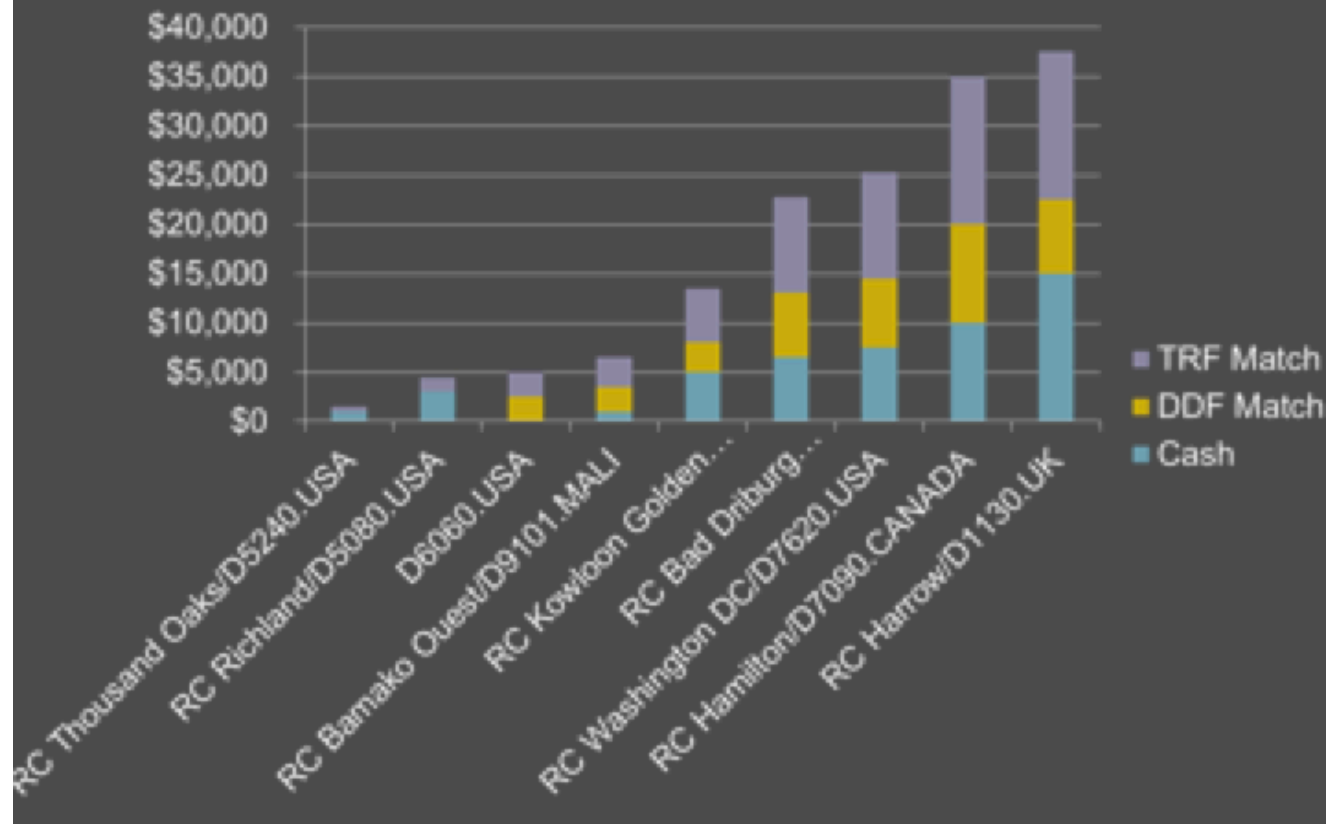
Fundraise with your club, other clubs and Districts to make the pot grow... and the TRF matching will follow..

- The minimum budget for a global grant project is \$30,000.
- The Rotary Foundation's World Fund provides a minimum of \$15,000 and maximum of \$400,000 of matching funds.
- Clubs can make cash contributions.
- Districts can contribute District Designated Funds (DDF)
- TRF World Fund matches global grant DDF 100%.



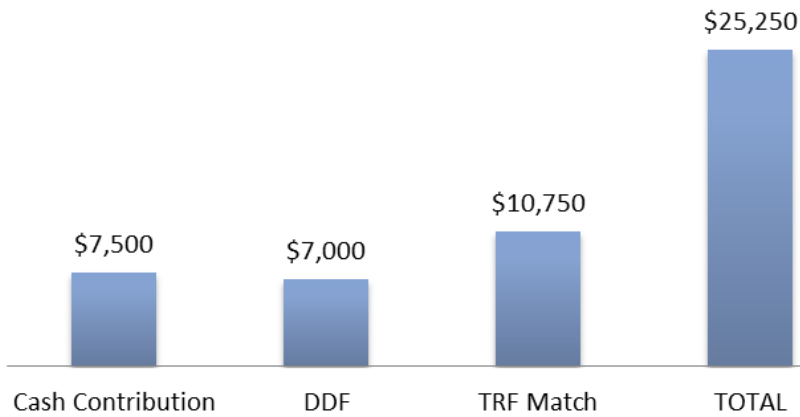
Lesson # 9 : Fundraising (Cont'd)

\$ 150,500 raised among 8 clubs in 6 Countries with Matching Funds from 7 Districts and The Rotary Foundation

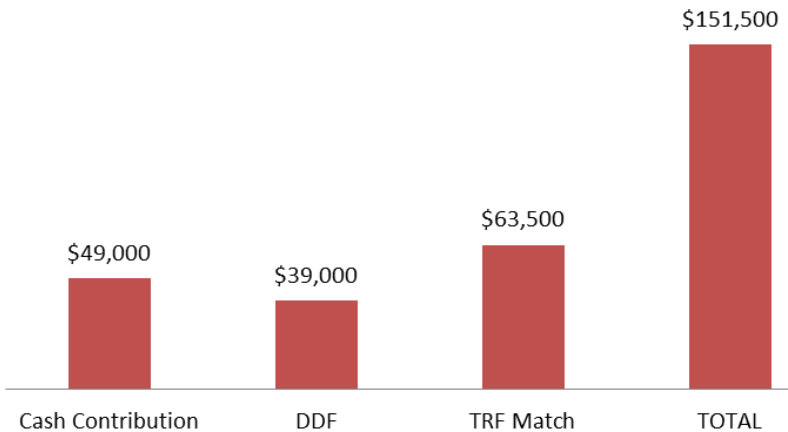


Lesson # 9 : Fundraising (Cont'd)

RC Washington DC/D7620.USA

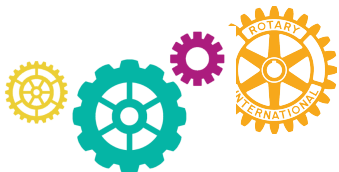


GG14-11260 Matching



Lesson # 10 : Persistence

Follow-up, stay focused, insist and persist



How to get started

- Download grant application forms from the DC Rotary Club website
 - ISC Form 1 – Small Grants
 - ISC Form 2 – Global Grant application form for DC Rotarians
 - ISC form 3 – Global Grant form for Rotarians from other clubs
- Send proposal no later than October 15, 2020 to ISC@DCrotaryclub.org

May O'Brien, ISC Co-chair, mayzobrien@gmail.com

Mimi Kanda, ISC Co-chair, mk8601@aol.com

2020 Timeline:

Sep 1 to Oct 15:	Receiving grant applications
Oct-Nov:	ISC Technical Review Panel reviews applications
Nov-Dec:	Recommendations of ISC Technical Review Panel submitted to boards of DC Rotary and DC Rotary Foundation
December:	Announcement of grant awards



Design bigger, better, bolder projects



TAKE THE FIRST STEP to
planning sustainable, successful
projects & grants.

Learn how to *Partner for Impact* !

Tell us your ideas!

Talk to the District International Service Committee
and consult with grant experts in D7620

Talk to the District Rotary Foundation Chair

ROTARY RESOURCES

Guide to Global Grants

Community Assessments Tools

Rotary Showcase

Rotary Action Groups

Cadre of Technical Advisers, TRF Regional
Grants staff, Areas of Focus Advisers



RI Strategic Plan: Be a Change Agent!



Thank-you

Join us to partner for impact!

Washington, DC Rotary Club
District 7620
USA

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