

Siempre **más allá** *Always* **beyond** *Toujours* **plus loin**

III CONSEJO ASESOR ITAKA -ESCOLAPIOS



FUNDRAISING



#ItakaMásAllá

www.itakaescolapios.org



HUGO LIMÓN
MÉXICO



HUMBERTO CAMACHO
BOLIVIA



AINHOA ZILBETI
ESPAÑA



JESÚS MARÍN
ESPAÑA



JOSE CUBILES
ESPAÑA



BLANCA BOHOYO
ESPAÑA



LAURA GARCÍA
ESPAÑA



PAZ SUÑER
ESPAÑA



ALEXIS DIATTA
SENEGAL



PEDRO ALONSO
ESPAÑA



ROSA GALLEGO
ESPAÑA



GEORGES BISSIONGOL
CAMEROUN



JON SUSTATXA
ESPAÑA
COORDINADORA EQUIPO

TEAM FORMATION

The team is composed of a total of 13 people, nine of them in Spain and four belong to other countries in the network (Bolivia, Cameroon, Mexico and Senegal). All of them carry out another type of work in the Itaka-Escolapios so the team really has 3 5 days and a half for the development of their work.

The team of technicians present in Spain meets in person twice a year; therefore, day-to-day operations are made through online communication. In the case of Cameroon, Bolivia and Senegal, a fluid relationship of coordination in the preparation and search of resources is maintained. We have also started a coordination work in R.D. Congo with Thomas Sala (technician of Itaka-Escolapios RDC) and some meeting to plan the work in Mexico with Hugo Limón.

GENERAL OBJECTIVES

1. To prepare *an annual fundraising plan* coordinated with the person responsible for budget control.
 - a. Assignment of applications to the projects of the Foundation.
 - b. Assigning donations to the Foundation's projects.
2. *Management of calls*, donations, prizes and grants
 - a. To prepare and maintain a contact database
 - b. Creation and maintenance of a database of aids, awards and subsidies.
 - c. Distribution of grant application work among the people responsible for the programs of the Foundation or, failing that, preparation, drafting and follow-up of the same.
3. *Management of partners*
 - a. Preparation and maintenance of the database.
 - b. Follow-up, accompaniment and information to members.
 - c. Management of the tax for the deductions in the IRPF and corporate tax
4. *Companies, foundations, social works...*
 - a. Representation of Itaka-Escolapios in front of the CSR or institutional departments of companies, foundations and social works of banking entities
5. *Crowd funding and donations*
 - a. Preparation and monitoring of possible crowd funding projects.
6. *Communications*
 - a. Preparation and planning of an annual recruitment campaign cooperating with the person responsible for communication, as well as with each of the venues.
 - b. Participation in the preparation of the annual reports of Itaka-Escolapios
7. *Solidarity campaign*
 - a. Active participation in the development of the campaign.

OBJECTIVES OF THE 2017-18 COURSE

FORMACIÓN:

1. Establishing a training and capacity building plan for Itaka-Escolapios project managers. Not only the liberated technicians, but also the demarcation teams. A plan that brings together:
 - a) Concrete actions regarding identity
 - b) Concrete actions in the preparation of the project (logical framework and rights approach)
 - c) Concrete actions in the preparation of strategic plans.
 - d) Knowledge and establishment of synergies between similar projects: schools, internships, literacy...

PRIVATE FUNDING:

2. To perform at least four grant applications to Catholic agencies.
3. Hold a meeting with La Caixa to see the possibility of continuing to support our projects.
4. Resume the relationship with Manos Unidas in order to see the possibilities of collaboration
5. Finalize the biannual plans with Porticus Iberia and resume the relationship for future projects.
6. Resume the relationship with Porticus America and Asia.

PUBLIC FUNDING:

7. Go to all calls of Spanish municipalities that have approved this course and try to expand the "network" of Local Governments (Oviedo, Santander, municipalities of the Community of Madrid, Madrid...)
8. Appoint a person responsible for European calls. A team member is conducting a specific training course.
9. Present projects to AVCD, Generalitat, Agencia Andaluza and look for the possibility of presenting a small project to the AECID

PROJECTS:

10. To obtain, through the country technicians, a list of prioritized extraordinary projects.
11. Develop a "big" project that allows us to be present in the main agencies.

12. Assist the different provinces in the search for funding for projects of a pastoral nature through Catholic agencies (houses of formation, formation of religious, construction of chapels,)
13. Improve the monitoring of projects.

PARTNERS / COLLABORATORS:

14. Evaluate the campaign to attract partners that we are developing this month.
15. Think of a new interest group to develop a new campaign for 18-19.
16. Present the materials to Mexico and Brazil, initially, to see if it is possible to prepare a campaign in those countries.

SOLIDARITY CAMPAIGN:

17. Active participation in the campaign of the course, whose funds will be directed to Senegal.

COORDINATION IN THE INTERNATIONAL NETWORK:

18. To know the resources requested and captured by each of the countries adding in the History of grants, as they are added to the team, a sheet for each country that is added.
19. Evaluate the change of the monitoring and management tool

ACTIVITIES CARRIED OUT

A training proposal has been prepared, together with the people responsible for training and management, **aimed at improving the capacity and in some cases the identity of local technicians and leaders of the Itaka-Escolapios network** after identifying several weaknesses. In particular, in the specific area of fundraising said weaknesses would be:

- Ignorance of the reality of financing and operation of the Itaka-Escolapios network, the entity is sometimes perceived as a mere financier.
- There is no need to justify in time and order the aid granted by public and private institutions through Itaka-Escolapios, due to ignorance of the financing model.
- Difficulty to identify new projects or absence of analysis in which they start.

Here we present a brief summary of the **aid requested and the volume of funds raised:**

	Nº solicitudes	Aprobadas	%
2014-2015	122	79	65%
2015-2016	135	88	65%
2016-2017	137	89	65%
2017-2018	65	20	

<i>curso</i>	ESPAÑA	BOLIVIA	CAMERÚN	FILIPINAS	DOMINICANA	INDONESIA	SENEGAL
14/15	60	4	13		1	1	
15/16	60	12	14		1	1	
16/17	66	10	9	1	3		
17/18	12		6		1		1

We have a stable number of requests, although it is increasingly necessary to deepen European funding. We are not reaching the large Spanish agencies mainly due to the absence of large projects (this is one of the facts that invites us to improve the training of the leaders of the network).

Some of the countries in which we operate are disappearing from the main cooperation plans so we can apply for grants only from some countries (Bolivia, Dominican Republic, Senegal, Congo and India). In some municipalities we can still present programs from other countries, but with lower HDI the greater the possibilities but since the subsidies compete with projects of other entities, it has become increasingly difficult to present projects from Central Africa, for example.

	2014-2015	2015-2016	2016-2017
CENTRAL AFRICA	512.584,18 €	287.392,37 €	145.100,58 €
CENTRAL AMERICA AND THE CARIBBEAN	105.708,67 €	44.900,09 €	71.416,43 €
BETHANY	11.315,98 €	28.046,55 €	332.493,41 €
BRAZIL-BOLIVIA	137.451,05 €	152.104,78 €	224.416,76 €
EMMAUS	948.932,78 €	1.130.189,12 €	1.270.276,06 €
INDIA	18.608,85 €	16.638,24 €	215.277,94 €
INDONESIA	49.966,04 €	239.579,96 €	12.025,82 €
MEXICO		646,00 €	8.785,18 €
ALLIANCES	37.400,00 €	59.362,23 €	2.150,00 €
COOPERATION			24.000,00 €
NETWORK STRUCTURE	54.000,00 €	59.765,00 €	53.000,00 €
	1.875.967,55 €	2.018.624,34 €	2.358.942,18 €

Since the month of October we have active a campaign in Spain to search for partners. The materials of the campaign have been shared with Mexico and Brazil so that they can adapt them to their needs.

In Spain (in the month of March), 144 new donors had been discharged, as a result of the partners' campaign that began in October, which means more than € 24,000 per year. If we look at the relationship they have with the Pious Schools, 36% are teachers of our schools,

29% have some family or friendship connection with members of the Calasanz Movement or of the fraternities, 17% carry out tasks of volunteering in Itaka-Escolapios, 12% are families from the schools and 6% are alumni.

	2015-2016		2016-2017		2017-2018	
	PARTNERS	TOTAL AMOUNT	PARTNERS	TOTAL AMOUNT	PARTNERS	TOTAL AMOUNT
ALBACETE	0	- €	0	- €	3	240,00 €
ALCAÑIZ	16	1.995,00 €	17	2.285,00 €	19	2.300,00 €
BARBASTRO	32	1.965,00 €	32	1.985,00 €	33	2.025,00 €
BILBAO	56	17.383,00 €	60	19.113,00 €	81	22.978,00 €
GRANADA	25	8.805,00 €	25	8.965,00 €	33	11.785,00 €
JACA	14	1.300,00 €	33	2.374,00 €	34	2.554,00 €
LOGROÑO	25	3.295,00 €	28	3.935,00 €	34	4.915,00 €
MADRID	0	- €	3	880,00 €	18	4.860,00 €
OVIEDO	0	- €	0	- €	4	470,00 €
PAMPLONA	108	35.197,00 €	109	35.892,00 €	126	37.582,00 €
SALAMANCA	0	- €	0	- €	3	530,00 €
SEVILLE	23	3.831,00 €	22	3.822,00 €	36	5.674,00 €
SORIA	13	880,00 €	11	820,00 €	16	1.530,00 €
TAFALLA	23	4.222,00 €	21	4.162,00 €	29	5.282,00 €
TOLOSA	13	4.325,00 €	13	4.325,00 €	14	4.375,00 €
VALENCIA	157	19.649,00 €	151	19.382,00 €	150	19.707,00 €
VITORIA	29	5.619,00 €	30	5.559,00 €	34	6.559,00 €
ZARAGOZA	84	10.627,00 €	87	12.025,00 €	119	16.411,00 €
	618	119.093,00 €	642	125.524,00 €	786	149.777,00 €

We have actively participated in the development of the solidarity campaign.

Although the main objective of the campaign is to raise awareness about the reality of the Piarist School, its transformative work through education (this part will be evaluated by the awareness team), in the campaign it is Itaka Escolapios's biggest contribution for the development of the projects of a country.

COURSE	DESTINATION	AMOUNT SENT	CENTRES PARTICIPATING
2014-2015	COME AND SEE, THE REALITY BEHIND	175.008,20 €	37
2015-2016	GETTING CLOSE TO ATAMBUA	205.844,66 €	44
2016-2017	KAMDA EXPEDITION	200.631,31 €	53
2017-2018	SENEGAL'S TREASURE	- €	55

PROPOSALS FOR IMPROVEMENT AND THE FUTURE

1. To implement a training plan in order to **improve the design, formulation and monitoring of projects** and thus increase the ratio of approved grants.
2. **Allow the visit of the country technicians to their respective reference territories**, in order to make the network present, enable training meetings (in the terms of the previous point), know the projects in situ, ...
3. To start the search for grants in **Europe** with a proposal throughout the 2018-2019 academic year.
4. To resume conversations with **Porticus** in Spain, Africa, Asia and America in order to resume financing in some cases and insist on finding funds in others.
5. **Explore working formulas with La Caixa together with the management team**, in order to improve the financing of projects in Spain and Africa through their official calls and their decentralized social work.
6. Accompany the **new presences in Spain** (Oviedo, Santander...) in **the processes of legalization and registration of Itaka-Escolapios** with the aim of being able to access calls for grants in all our presences.
7. To start up new campaigns to make it possible to finish the six-year term **with a number of partners over 1,000 people**, defining a new interest group during the 2018-2019 academic year and a new campaign in 2019-2020.
8. **To improve the management and monitoring of grant applications**, with the development of an ad hoc computer program for Itaka-Escolapios.
9. **To increase the number of schools or educational centres participating in the solidarity campaign** of the Itaka-Escolapios network with the aim of incorporating by the year 2021 educational centres of all the countries of the network.
10. Accompany the **start-up process of the first Piarist works in the new foundations of the Order** present in the Itaka-Escolapios network: schools in R.D. Congo...