



## Call for applications for Training of Trainers

**Topic: "Mobilization of new financial and non-financial resources for civil society organizations"**

The financial sustainability of civil society organizations (CSOs) is one of the main challenges faced by civil society in Kosovo, where the greatest financial support for CSOs comes from international donors and public funds. Support as such, dependent mainly on two single sources of funding, endangers the sustainability of civil society. Therefore, it is necessary to explore other possibilities of financing and diversification of resources, including other forms of non-financial support.

The diversity of financial and non-financial resources means the identification and mobilization of alternative financial support, as well as the contribution through voluntary support from citizens, the private sector, experts in Kosovo and the diaspora. This would enable CSOs to be more successful in implementing their mission, strengthen the connection with their constituency, as well as increase accountability and transparency in relation to citizens.

In order to contribute to the issue of resource sustainability of civil society organizations, the Kosovar Civil Society Foundation (KCSF) through the **Citizen Engagement Activity (CEA)** which it implements in partnership with the USAID mission in Kosovo, invites all activists of civil society organizations to apply for the Training of Trainers on the topic **"Mobilization of new financial and non-financial resources for civil society organizations"**.

The training is held from September **23 to 25, 2024** in Prishtina.

The training will be provided by KCSF and aims to transform civil society in Kosovo by introducing community fundraising models and building stronger links between CSOs and their constituencies. The training is held in English, while there will be translation in Albanian and Serbian.

### **What do you gain from this training?**

The main goal of this training is to expand the group of professional trainers for diversification of CSO resources in general, and in particular the different fundraising models, which would ensure greater sustainability in their work and the communities where they operate. Furthermore, trainers after their certification will be part of a wider network of KCSF trainers and will have the possibility of continuous engagement in trainings organized by KCSF.

The role of trainers in this process is to help CSOs to strategically and systematically approach the topic of community fundraising in order to secure support from citizens, the community and local businesses through various fundraising models and fundraising campaigns. Through a curriculum designed specifically for the needs of CSOs in Kosovo, you will gain knowledge on:

- Research and identification of various sources for financing the work of CSOs or various initiatives;
- Analysis of different fundraising models, such as: fundraising through donations, membership fees, focused individual fundraising campaigns, cross-sector partnerships, donation boxes, digital campaigns, etc.;
- Building partnerships with businesses;
- Preparation of campaigns and events to mobilize funds;
- The most adequate means and forms for collecting funds from individuals and businesses;
- Mobilizing the diaspora to raise funds;
- Using technology to mobilize funds;

### **Who can apply and what are the criteria?**

People with experience and interest in civil society organizing and community activism are strongly encouraged to apply. Previous experiences in fundraising for civil society, work in implementation of fundraising campaigns is considered an advantage. KCSF encourages inclusiveness in terms of gender, ethnicity, geographic representation from all regions of Kosovo.

### **Application criteria:**

Candidates for trainers must:

- ✓ Be available and committed to engage as trainers in mentoring of beneficiary CSOs for mobilization and diversification of their resources;
- ✓ Have experience and interest in civil society developments and community activism.
- ✓ Have experience in community fundraising or similar fields such as fundraising campaigns, (digital) promotion, communication, business planning, capacity building, etc.;
- ✓ Have basic knowledge on the general trends of donations from businesses along with the challenges of CSOs on fundraising;
- ✓ Have experience in organizing trainings or non-formal education programs;
- ✓ Have excellent communication skills (facilitation, communication and presentation).
- ✓ Have good knowledge of the English language;
- ✓ Have at least a bachelor's degree;
- ✓ Not have been engaged in any political party in the last four years.

### **How to apply?**

To participate in the Training of Trainers on the topic "Mobilizing new financial and non-financial resources for civil society organizations", interested candidates should fill out the online



application form at: <https://www.surveymonkey.com/r/PYY8TXZ> (Albanian) and <https://www.surveymonkey.com/r/P2RC5LG> (Serbian)

In the form, in addition to the required data, you must also upload:

- Detailed CV, with a focus on experience relevant to the relevant topics; and
- Evidence of similar experiences (if you have).

The application form can be completed in Albanian or Serbian.

If the applicant represents the relevant NGO, it is recommended that the organization nominate no more than 1 member to participate in the training based on their responsibilities within the organization.

Only applicants who meet the defined criteria will be contacted for participation in the training, where they will also be officially notified of the logistical details. In case of receiving many applications, KCSF will give priority to those who applied first, with special emphasis on ensuring gender equality and those operating outside Pristina.

### **Application deadline**

September 13, 2024, 11:00 a.m.

### **Logistics information**

The Training of Trainers on the topic "Mobilization of new financial and non-financial resources for civil society organizations" will be held from **September 23 to 25, 2024 in Prishtina**. Selected participants will be required to be physically present during the three days of training. Local transportation costs will be covered by KCSF. More detailed information will be sent to successful candidates via invitation after their acceptance into the training program.

### **More information about the program and training**

The **Citizen Engagement Activity (CEA)** in Kosovo is a five-year initiative implemented by Kosovar Civil Society Foundation (KCSF) in partnership with the United States Agency for International Development (USAID). It is a commitment to foster a culture of activism that makes life in our neighborhoods and cities better, caring, and meaningful. This initiative imagines a future built upon a civil society that brings fundamental change within our communities through bold activism, bottom-up representation, wide-spread cooperation, professional action, structural transparency, a transformative mobilization of resources, and a reencountered sense of solidarity with one another.



Building on the robust experience and knowledge of the most long-standing voices and leaders in the field of professional civil society support and institutional cooperation, the Citizen Engagement Activity is a serious commitment to elevate, democratize and safeguard the power of our communities to change and thrive. While setting up long-lasting coordination efforts, full-circle synergies and improving the capacities of those directly involved in activism, the Citizen Engagement Activity will bring forward a great number of actions grounded on three essential pillars: community, trust, and resource mobilization.

The Training for Trainers on the topic of mobilizing new financial and non-financial resources for civil society organizations represents one of the activities of the third pillar of the program, which will benefit individuals who will support and mentor CSOs in preparation for fundraising campaigns.

Based on the existing expertise of KCSF and the partner organization Catalyst Balkans, a curriculum has been developed that fits the needs of CSOs based on the contribution of CSOs too. After the training is completed, the program will provide ongoing mentoring, training and monitoring of trainers in order to ensure continuous quality education for local resource mobilization.

Illustrative topics that will be covered during the trainings are presented below:

- Mapping of community assets/resources;
- Building partnerships with donors from the business community;
- Using campaigns and events to mobilize community resources;
- Tools and tips for fundraising from individuals;
- Using technology to engage constituencies and mobilize resources.

The certified participants in the training will become part of the group of trainers to engage in the training of CSOs on the topic of resource mobilization. Their engagement will have financial compensation.

### **Additional information**

For additional information or further clarifications about this call, please do not hesitate to contact us by e-mail at: [enes.toska@kcsfoundation.org](mailto:enes.toska@kcsfoundation.org) or by phone at the number: 038 600 634.