



# SGP and Partnerships

Being Catalytic and Creating Global Impact

**SGP** The GEF  
Small Grants  
Programme

# Why go for partnerships?

*Partnership in SGP* is:

1. Because the **critical issues at hand are much larger** than anyone of us – even go beyond matter of funds.

*SGP funds are not enough – need for resource mobilization:*

- cash
- in-kind
- moral and political

2. SGP grant **funds have to be catalytic**

# Why go for partnerships?

## 3. Because **community-based efforts are long term:**

*Sustainability is often achieved only when the cycle of organization, production, marketing, reinvestment of profits, then further reorganization is complete – usually takes 15 years.*

*SGP as “venture capital” or “incubator” requires other partners to take on needed next phases*

# Why go for partnerships?

## 4. Because sustainable development requires an **integrated approach**

*-- when a fund source are strictly only for environment purposes, then another fund source must be found to meet urgent needs for poverty alleviation and empowerment*

# Why go for partnerships?

## 5. Grantees must have “ownership”

*Project grantees are not “beneficiaries” but “partners”.*

*They have to put in cofinancing either in cash or in-kind.*

# Why go for partnerships?

## 6. Strengthening scientific rigor and technology

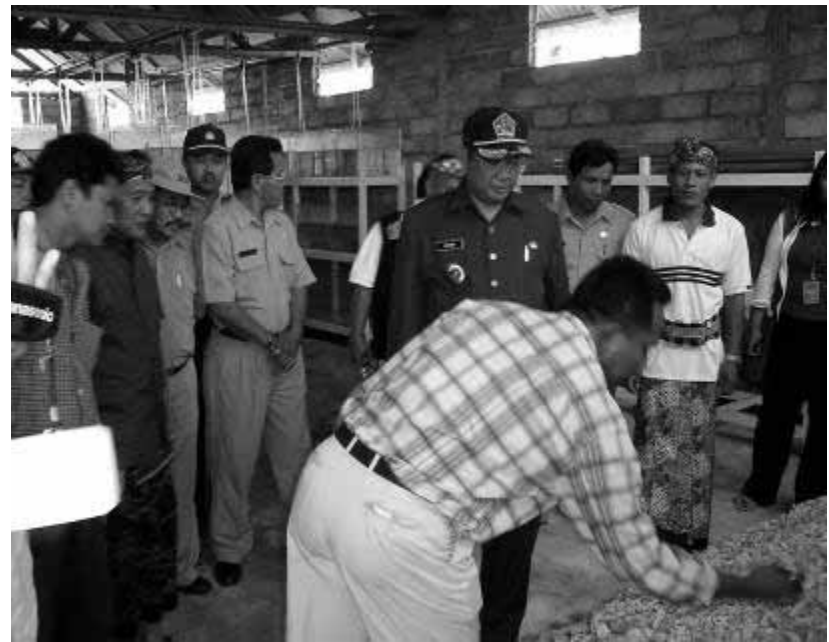
*-- university and research institutions providing experts to help develop projects, raise awareness, and appropriate technologies*



# Why go for partnerships?

## 7. To influence policy

*-- partnerships with local and national governments raise not just additional funds but make policy improvements easier from shared experience*



# Why go for partnerships?



## 8. To acquire **political support**

-- provides clear legal and political mandate for the programme and its projects; reduces red tape, opens a variety of support



# Why go for partnerships?

## 9. To create larger impacts

- working with other institutions and programs on globally important concerns

-- *joint efforts on the ground  
(mainstreaming, scaling up,  
replication)*



# Why go for partnerships?

## *Creating larger impacts:*

- *Raising awareness –  
with media, religious  
institutions, civil society  
networks, educational  
institutions*



# Why go for partnerships?

## *Creating larger impacts:*

Providing innovative tools and approaches for use by governments and international donors

Fostering exchanges of knowledge and technology



# Why go for partnerships?



*Creating larger impacts:*

*-- partnerships with global programs such as with IPGRI*



*-- partnerships with the Secretariat of the CBD*

## Partnership Goal

- **For GEF SGP:**

*The goal is to link with as many as can be reached – to identify who and how much networking have to be done, ask the question: “ If Mr. Sustainable Development is a candidate for President or Prime Minister, who should I recruit to his side to win the election?”*

# Partnership Mechanism: Grantee Networks

## Grantee Networks:

- bring together successful grantees to share with new and potential grantees*
- create a grassroots constituency that is capable and credible*



# Partnership Mechanism: NSC

## National Steering Committee

- members include reps of local NGOs, CBOs, IPs, women groups, academe, private sector, and government, in certain cases international NGOs and donors*
- balance in expertise, gender, sector, and geographic representation is sought*



# Partnerships Mechanisms: Friends of SGP

- **“Friends of SGP” within UNDP**

- *help create synergy between SGP and UNDP County Office projects and programs*

- *“Friends” to link and open doors for SGP to the use of TRAC funds, consideration in the UNDAF process and programming of other international donors*

- *inform other UNDP Country Offices of good practices/projects in sustainable development for mainstreaming, scaling up and replication*



## Partnership Mechanism: Supporters of SGP

- **“Supporters of SGP”** outside UNDP
  - *Strengthen relationship with and support from UNEP and the World Bank as well as other GEF EAs (Regional Banks, UNIDO, FAO, etc.)*
  - *For mainstreaming, scaling up and replication of projects with non-UNDP agencies*



## Partnership Mechanism: Donor's Forum

- Thematic:
  - *coordination among donors working on small grants or with NGOs*
- Geographic:
  - *coordination among donors working within a territory or landscape*

# Partnership Mechanism: GEF NGO Network

With the **GEF NGO Network** partnership:

*-- SGP can identify NGOs/CBOs to be members of the Network and help GEF NGO Network Regional Focal Points to meet with and contact their country and potential country members*

*-- the GEF NGO Network can then share local NGO/CBO concerns and ideas for advocacy in the GEF Council and in other global venues*

# Partnership Mechanism: w/ Private Sector

- The sustainability of many of SGP projects depend on marketing and business links
- The private sector is a major source of capital and expertise
- Communities require support for building local entrepreneurship



# Diversifying Partnership Resources

- Taking a comprehensive outlook
  - *Communities are open systems. They are influenced by outside factors. Most often community problems emanate from outside the community. Thus, the need to identify these outside factors and build the partnership to manage these outside factors to the benefit of the community.*

# Diversifying Partnership Resources

- Providing for flexible approaches

*Joint* – resources are pooled together for management by one of the partners

*Parallel* – resources are managed by each partner but utilized following a clear framework of complementation

*Phased* – a partner starts the support first with commitment by the other(s) to provide follow up support

# Diversifying Partnership Resources

- Build partnerships at various levels
  - *local projects search for and develop partnerships*
  - *“strategic projects” develop partnerships between countries or within a region*
  - *global partnerships are developed by a Central Programme Management Team*

# Diversifying Partnership Resources

- Develop the “hidden” or “untapped” resources of communities
  - *build human and institutional capacities*
  - *remove barriers (i.e. legal empowerment)*
  - *develop innovative mechanisms of equity (i.e. payment for ecological services)*



# Diversifying Partnership Resources

- Going beyond traditional donor sources
  - *debt conversions or swaps*
  - *trade issues*
  - *technology transfer issues*



## Concluding Remark

*Partnerships will create additional resources. These resources do not have to be financial, in fact it should be more than financial.*

*The amount of resources, however, will never be enough unless the larger issues of sustainable development or the roots of unsustainable development are addressed thus releasing untapped and “imprisoned” resources.*