### Fundraising

### Break-out Group at the GSC Meeting

### 5th - 6th October 2016

### Summary

The action points of the session on fundraising were as follows:

1. There is a need to **diversify funding streams** for the cluster. It was noted that the largest donors for shelter at the field level are not included in specific advocacy of the shelter cluster and they are not generally invited to cluster events. These donors are for example Japan, Spanish Cooperation, South Korea and CIDA.
2. The cluster needs to be better at **building and maintaining relationships with donors** on a regular basis– both traditional and private and not just when the cluster needs money.
3. We are not selling ‘shelter’ the right way. We tend to focus on the product and/or coordination. What we should be selling is the result /impact that providing shelter has in a settlement: protection, livelihoods, health, dignity, psychosocial support, resilience, decrease in vulnerability…. **The vehicle is shelter**.
4. The cluster needs to understand **NGO funding strategies** at **the way NGO partners do fundraising**.
5. Know your donor’s interests and priorities and **target donors appropriately**.
6. Global shelter cluster coordinators need to **engage in a dialogue with donors on the issue of CERF.** Currently the shelter cluster subsidises OCHA by managing the CERF process at country level. The cluster does the vetting of projects, chooses recipients (subcontractees of IOM or UNHCR) and tracks, monitors and evaluates the implementation of CERF funds. These are all functions that OCHA gets paid for. ECHO is willing to consider giving this money to cluster coordination rather than OCHA.
7. Link in with **Interaction’s private sector working group**.