

GRANT WRITING & FUNDRAISING FOR MISSIONARY PROJECTS

One-Week Workshop in Rome
September 18-22, 2017

- Do you want to learn how to put together successful applications for missionary projects?
- Are you looking for external funding for your ministries?
- Do you want to know what to say, how to say it, and what information to send to potential funding partners?
- Do you want to receive first-hand funding information from two guest speakers -- the directors of two important grant making agencies?
- Do you want to learn how to identify the right funding agencies for your projects and how to set up long-term partnerships with them?
- Do you want to network with 50 other committed religious and lay people from all over the world?

Then our full immersion workshop conducted by two experts in project management and grant winning is the right opportunity for you and your Congregation or diocese!

HOST ORGANISATION

SOFIA - Salvatorian Office for International Aid: the development office of the Salvatorian Fathers and Brothers

CORE CONTENT

Preparing project applications and reports

- The 7 steps of the project cycle
- Results focused planning
- Preparing budgets and financial plans
- Monitoring and evaluation
- Preparing narrative and financial reports

Finding Funding

- Catholic funding agencies in Europe and the US
- Government sources of funding for missionary projects
- Understanding how funding agencies operate
- Two guest speakers from funding agencies
- Nurturing donor relationships and strategies to grow your donor base
- An introduction to corporate partnerships, events, digital marketing
- Roundtable on setting up a solidarity or development office and working with lay collaborators

WORKSHOP METHODOLOGY

- Classroom teaching
- Group discussions and exercises
- Individual work
- Roundtable session

WORKSHOP PRESENTERS

Brother Allen Sherry fms (b. 1948) is an Australian Marist Brother and seasoned fundraiser who is currently Executive Director of Australian Marist Solidarity. He was the founding Director of his congregation's International Bureau of Solidarity (BIS) in Rome and has worked as a funding consultant to several international missionary congregations. This is the 11th workshop Allen presents in Rome.

Dr. Arnout Mertens (b. 1975 in Belgium) is the International Director of Philanthropy and Development of the Jesuit Refugee Service. Until February 2017, he was the co-founder and Director of SOFIA, the Rome-based development office of the Salvatorian Fathers and Brothers (SDS). He created partnerships with philanthropists and funding agencies from Church in Need to the European Commission. It is the 4th time he teaches the workshop with Allen.

GUEST SPEAKERS

- Ms. Regina Lynch, Director of the Projects Department at Aid to the Church in Need.
- Arthur Pingolt, Executive Director of the Mission Project Service, will present the funding guide "Agencies for Development Assistance" (www.missionprojectservice.org) and all participants will receive a free copy.
- The Public Affairs Officer of the U.S. Embassy to the Holy See will illustrate the funding schemes of American Embassies.

PARTICIPANTS

The workshop is ideal for religious or lay people working for congregations who are new to the field or have only little experience. A good understanding of English is required.

TIME SCHEDULE

- Registration: Monday 18 September 2017, 8:30 to 9:00 am
- Daily sessions:
 - Monday-Tuesday and Thursday-Friday: 9:00 am – 5:00 pm (breaks: coffee 10:45-11:15; lunch 12:45 – 2:15pm; coffee 15:30-16:00)
 - Wednesday: 1:00 – 1:45 pm light lunch; workshop 2:00 - 6:00 pm (coffee 15:45-16:15). Wednesday morning is kept free to give the participants the opportunity to attend the General Audience of Pope Francis on St Peter's Square.

LOCATION

Villa Maria, Largo G. Berchet, 4 - 00152 ROME (pleasantly located on top of the Gianicolo hill, next to Salvator Mundi Hospital)

[How to get there](#)

Free wireless internet will be available.

WHAT TO BRING?

If possible a draft project application or data for one project, so you can work on the application during the workshop. We will give you feedback on how to improve it and where you could try to ask for funding.

ACCOMMODATION

We do not offer housing, but you can download [here](#) a list of different accommodation options in Rome. Villa Maria, which is managed by the Salvatorian Sisters, offers a limited numbers of single rooms for 65 euro/night including breakfast: [contact details](#).

COST

We ask for a donation of 650 € for the entire week, which is to be paid cash upon arrival or by bank transfer to Fondazione SOFIA Onlus:

IBAN IT25 W052 1603 2290 0000 0012 540; BIC/SWIFT BPCVIT2S; purpose: "workshop + your name"

The donation covers all sessions, the course materials, five lunches and the coffee breaks, and helps SOFIA to provide scholarships for kids from Parola slum in Manila (Philippines).

REGISTRATION

You can download this page and the registration form on

<http://www.sofiaglobal.org/fundraisingworkshop2017.pdf>

Please scan/copy this form and send by email to Marina Saponara:

workshop@mailsds.org or by fax to **+39 06 68629400**.

We suggest that you keep a copy for your own records.

No more places left



SOFIA

Salvatorian Office
for International Aid

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REGISTRATION FORM

Sister Brother Father Ms. Mr.

Last Name _____ First Name _____

Email address _____

Address _____

Phone Number _____

Congregation _____ Initials _____

Current Ministry _____ Where _____

Rome contact if you are living outside of Italy:

Name _____

Email address _____

Phone Number _____

What experience do you have in the field of project writing and fundraising?

Would you like to attend the General Audience of Pope Francis on Wednesday 20 September in case there is one? We will procure the invitation for you. Yes No

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