

Consultant for donor mapping

1. Background

The Lebanese Red Cross Society (LRCS) wishes to work towards a diversified and stable funding base for the future, covering both their programmatic activities and their core operational costs. The Netherlands Red Cross (NLRC) wishes to support LRCS in this endeavor.

The Lebanese Red Cross (LRCS) and the Netherlands Red Cross (NLRC) have signed a long-term partnership agreement in January 2018. According to the agreed milestones of the partnership, the partners will jointly materialize a Donor Mapping to support the mobilization of resources for the work of the Lebanese Red Cross. This includes core service delivery and organizational development, taking into account the localization of aid agenda and principles.

2. Purpose of the consultancy

The purpose of the consultancy is to gather information on institutional funding opportunities that are of relevance to LRCS. With institutional we mean multilateral (EU, UN, etc.), bilateral (donors like DFID, SIDA, GAC, Dutch Ministry of Foreign Affairs etc.), Development Banks and (international) financing institutions and large foundations. In terms of own government, LRCS currently receives funding from the Lebanese Ministry of Health in support of its Emergency Medical Services, Blood Transfusion Centers and Medico Social services.

The consultancy should focus on intensifying existing relationships with these type of donors and on forging new ones. The institutions can be of national or international origin and should aim at or be related to allocating resources for the work of the Lebanese Red Cross. This will involve analysis of potential possibilities (including new partnerships and innovative approaches) aimed at linking the funding streams and opportunities to the vision and strategy of the Lebanese Red Cross and the aims of the FPA with the Netherlands Red Cross.

LRCS's existing fundraising strategy is focused on mobilising funds via corporate partnerships and major donors, individual giving and local fundraising through its branches, as well as institutional funding from the Ministry of Public Health. LRCS as part of its Strategy 2023 is aiming to develop cost-recovery systems for its main operational costs in Emergency Medical Services and Blood Transfusion Services. The consultant will ensure that this donor mapping will not overlap with these existing fundraising activities but that it complements them.

3. Outputs and timeframe

The general process to be undertaken in the consultancy should consist of information gathering, analysis and identification of recommendations for accessing funding opportunities.

Based on a combination of working methods: internet research, interviews with LRCS staff, direct contact with donors per e-mail, telephone conversations and actual visits/interviews, the consultant is expected to deliver and present (in English) the following outputs:

- Summary of funding track record and strengths & weaknesses of LRCS
- Compilation of LRCS funding needs
- Overview of funding opportunities based on an analysis of the national and international donor landscape in Lebanon
- Likelihood of success
- Action plan with timeline and milestones

Total input of 27 working days over a period of maximum 3 months. Planning the meetings with LRCS staff and donors will take time, as well as allowing them to comment and approve the intermediary outputs. It is therefore preferred if the consultant has the option to allocate the 27 days over a longer period, instead of doing all the work in 6 consecutive weeks.

4. Qualifications and Experience

- University Degree
- Relevant professional experience minimum 10 years in institutional fundraising
- Experience with similar consultancies
- Knowledge of institutional funding environment in the MENA region
- Knowledge on how Red Cross operates and understanding Red Cross fundamental principles
- Excellent report writing and communication skills
- Fluent in English, Arabic would be an advantage

Contact person:

For more information and the detailed Terms of Reference of the consultancy, please contact Frederike de Graaf, Partnership and Portfolio Coordinator for Lebanon at the Netherlands Red Cross: fdegraaf@redcross.nl / +31 (0)70-3053927.