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**FOREWORD** 

# HOW CAN WE MAKE IT EASIER FOR DONORS IN THE US TO GIVE CONFIDENTLY AND EFFECTIVELY ACROSS

# **BORDERS?**

AS FUNDERS, advisors, and colleagues in the philanthropic sector, we have spent the last few years asking how we can better **support donors and advisors** just starting to explore international giving. We often hear that advisors and their clients have many reasons to give outside the United States, but are unsure of how to take the first step.

This guide is meant to serve as both an informational and inspirational resource for donors at that early stage. While we are primarily writing for individual donors and their advisors, much of the content may also be relevant to family foundations and other institutional donors branching into international giving. The guide shares stories of impact as well as concrete suggestions for making a charitable donation outside of the US. As authors, we are particularly motivated to encourage giving to locally-led organizations, which are often best positioned to surface the needs and harness the strengths of their communities.

We hope that the guide serves as a jumping-off point for donors to deepen their understanding of the international giving landscape, pursue their philanthropic interests with greater information and confidence, and utilize the many resources available to them. This guide is specifically geared toward a US audience, recognizing, of course, that there are communities of donors and traditions of giving in every part of the world.

Finally, we note that this guide joins a multitude of excellent existing materials, resources, and networks focused on international philanthropy, many of which we reference below. We have designed the guide to offer a more introductory resource, focused on the "nuts and bolts" questions that can impede early experimentation with international giving. The approaches and organizations listed are exemplary, and not exhaustive.

Important Note: The content provided in this document is for informational purposes only and does not constitute legal or financial advice. Organizations such as the International Center for Nonprofit Law provide useful resources on country-specific legal considerations for donors giving internationally.

# MEET THE AUTHORS





#### **1** LATIN AMERICAN FUNDERS COLLECTIVE (LAFC)

Founded in 2024 by Focus Central America, Tawingo Fund, and the Tinker Foundation, LAFC seeks to support donors interested in learning more about the giving landscape in Latin America. Drawing on years of combined grantmaking experience in the region, the Collective shares its learnings, offers perspectives where needed, and taps its network to make relevant introductions along the way.



# Tinker

# FOCUS Central America —FOUNDATION—

#### THE TAWINGO FUND

Finds, vets, and funds small (\$10,000-\$500,000 annual budgets), hard-to-reach NGOs that do not have access to traditional funders, but are undertaking life-saving work. They have experience with developing an anchor partner in a specific geography who can manage and roll out countrywide systems-change projects, a concept that could easily scale to any sector or geography.

Tawingo aspires to connect people and organizations with each other – critical in the Latin American region where there are fewer international funders.

#### **TINKER FOUNDATION**

Has worked for decades to support innovative ideas and organizations in Latin America. Today, Tinker funds civil society organizations across the region focused on education and democratic governance. Because the Foundation sees so much good work underway in the region, and even greater potential for impact, Tinker is eager to tap its networks and experience to support other funders as they shape giving strategies and identify partners.

# FOCUS CENTRAL AMERICA (FCA)

Supports local/proximate-led organizations in Central America that offer systemic solutions to the root causes of forced migration.

Their funding is aimed at organizations who have historically been underserved by philanthropy with budgets under \$500,000. This financial support is paired with community building and educational opportunities for organizational strengthening. Their partners are vetted and supported by a 100% Central American program team.



### $oldsymbol{2}$ pathway philanthropic solutions, llc

Was established in 2023 by Katie Collins with the goal of approaching both grantmaking and fundraising with a new lens. Deeply rooted in creativity and collaboration, Pathway Philanthropic Solutions, LLC breaks down silos within the giving sector and creates actionable resources and strategies to help clients chart a path to greater impact. Having sat on all sides of the table, Katie brings a unique experience and perspective to her work with donors, non-profits and advisors, tailoring each engagement, forging deep partnerships, and setting clients up for success in an ever-changing world.



#### 3 NEID GLOBAL

Is a membership community where globally-minded donors come together to connect, learn, and act with greater clarity and purpose. In a world facing escalating global crises, evidence demonstrates that well-placed philanthropic interventions abroad can have outsized impact. NEID Global serves as the preeminent partner in international giving, providing donors and their advisors with trusted spaces and expert guidance to give most effectively and meaningfully. NEID Global members — ranging from novices to those with decades of experience in giving — are united by a shared desire to act and make strategic and impactful funding decisions for global good.

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#### SECTION I

# INTRODUCTION TO INTERNATIONAL GIVING

DON sat across the table from a handful of philanthropic advisors and their clients. The group had come together that morning to hear about Don's journey as a donor. They leaned toward him as he became overcome with emotion sharing the story of how he just received a video of a young boy who could now walk, partly thanks to Don's support. As a donor, Don had historically only supported nonprofit organizations in and around Boston. What had compelled him to shift some of his focus and philanthropic funding internationally?

A decade earlier, Don had been invited to a fundraiser at a friend's house to raise money for an organization working to address clubfoot around the world. Don reluctantly accepted the invitation, knowing nothing about clubfoot and not planning on making a large donation. Don was blown away to learn that clubfoot is the most common musculoskeletal congenital abnormality worldwide and can be easily corrected without surgery for a few hundred dollars, enabling a child to walk, run, and play.

Seeing the impact of a relatively modest gift piqued Don's interest and he began rethinking his giving strategy. He would continue to support US-based nonprofits, but also pursue opportunities outside the US. An initial donation to an organization working to address clubfoot soon turned into major commitments as Don saw how many people he could reach.

As Don sat with the group, he smiled, recalling the initial meeting: "Who knew that I would have this incredible good fortune and be able to use it to help people around the world? It doesn't matter where you live or what you believe, we are all one humanity."

Don went on to build philanthropic relationships across Asia, East Africa, and Latin America, often prioritizing smaller organizations where he believed his support could make the greatest difference. For the rest of his life, he took every opportunity to share his story and how *his* life had been transformed and enriched by his giving.



In our work with donors and advisors, we have seen a broad range of motivations for international giving. Of course, each donor is unique and has their own reasons for considering cross-border philanthropy, but some common motivational factors include:



#### 1 PERSONAL CONNECTION

Millions of Americans maintain a strong link to communities and countries outside the United States for reasons of heritage, identity, faith, proximity, or life experiences.

#### GLOBAL CITIZENSHIP

Donors giving across borders often see philanthropy as a way to express a belief in common humanity or address injustice.





#### 3. SCALE OF IMPACT

For some issue areas, donors may find that giving internationally enables them to leverage fixed resources to reach more people or have a deeper impact in communities facing particularly profound challenges.

#### 4 OPPORTUNITY FOR LEARNING

Philanthropy can provide a vehicle to learn more about other parts of the world and the intersecting issues faced by communities (e.g., education, climate, migration, etc.) while making a difference.

### CASE STUDIES OF INTERNATIONAL DONORS

The following case studies show the range of goals and approaches embraced by individuals donating internationally. Over time, some have grown into foundations, others established family-led DAFs, and others continue to give as individuals. We profile two active donors funding outside the US, Mollie Van Horn and Celina de Sola, as well as two donors who chose to make international giving a major part of the philanthropic legacies they left behind, Barry Segal and Gwendolyn Binks Moore.

# **MOLLIE VAN HORN**

#### TAWINGO FUND

## MOTIVATION TO GIVE INTERNATIONALLY

We started Tawingo Fund, which is a family-run Donor Advised Fund, in 2016 with the goal of helping to provide opportunity to as many people as possible to improve their lives. It became clear that we could make the biggest difference with our funds in the international setting, particularly in low- to middle-income countries.



### SELECTING A GIVING FOCUS

We began focusing on Latin America in 2019 as it is a region that receives a very small share of international funding but where there is great need. We specifically targeted organizations helping children with disabilities, as this is an underfunded sector and the impact can be huge.



#### **LESSONS LEARNED**

#### Funding outside the US is:

- Not overly complicated or hard, like many think.
- 2 You can drive significant outcomes with modest resources.
- 3. Local organizations around the world are doing incredible, innovative work to alleviate suffering, so the need is great and the impact is greater.

#### **CELEBRATING SUCCESS**

In 2024, with our grantee partners in Guatemala, we identified a need for educating community health workers on how to care for children with disabilities in remote areas of the country where there existed virtually no services.

We provided \$5,000 to Range of Motion Project, a prosthetic clinic in Guatemala City to create a rehabilitation guide that provides an overview of the most common disabilities, tips for caring for children affected by them, and a map and list of NGOs across the country that specialize in treating specific disabilities. We distributed over 2,000 physical copies of the guide, and countless digital copies.

Within days, the Range of Motion Project saw over a 500% increase in referrals of patients — both adults and children — from hard-to-reach regions to its prosthetic clinic alone. These are people who never thought they would be able to walk again, and because of the rehabilitation guide and just a \$5,000 grant, they are able to receive prosthetic care at no cost and get back on their feet!

2024

\$5,000

to Range of Motion Project





2,000

physical rehabilitation guides + digital copies



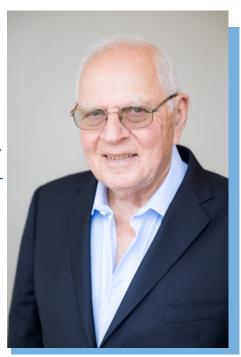
**OVER 500%** 

increase in referrals of patients

# BARRY SEGAL SEGAL PHILANTHROPIES

#### MOTIVATION TO GIVE INTERNATIONALLY

The inspiration for Barry's giving was attending a Clinton Global Initiative event in 2006 at the encouragement of his son. One conversation took Barry and his wife Dolly on a trip to Rwanda — his first ever to the African continent — opening his eyes to the potential impact of his giving. He began donating intentionally, travelling to communities with his family, and supporting small organizations doing meaningful work. Over time, motivated by the outcomes he saw, Barry turned his giving into three entities that now make up Segal Philanthropies.



#### SELECTING A GIVING FOCUS

Barry started with the Segal Family Foundation (SFF), seeing East Africa as a region full of underinvested leaders with strong ideas for their communities. His ethos was to "fight for fairness." He later implemented the philosophy of supporting local initiatives to underfunded parts of the US and Central America through Focus for Health and Focus Central America.

#### **LESSONS LEARNED**

#### Barry believed that

IT IS CRITICAL TO BUILD TRUST WITH THOSE YOU ARE WORKING WITH



and let those community leaders and community organizations be the ones to drive change.

Philanthropy should always promote self-determination.

#### **CELEBRATING SUCCESS**

Barry was always excited to see how catalytic a small gift could be. An early example came when Barry came across an article about a pair of physician brothers from Lwala, Kenya, who were constructing a hospital with the moral and manual support of their rural community.

Barry rallied around them financially, giving \$10,000 to what eventually became <u>Lwala Community Alliance</u> and has been one of SFF's strongest partners. Evolving from a small, place-based organization to a major national healthcare influencer in Kenya, Lwala's community health model is being considered for government adoption, given its exceptional outcomes.

Their budget grew from less than \$100,000 in 2007 to \$6 million in 2022, and the organization received an additional \$7 million gift from MacKenzie Scott's Yield Giving in 2021 in recognition of its countrywide impact.



# GWENDOLYN BINKS MOORE GWEN MOORE ENDOWMENT FUND



#### **LESSONS LEARNED**

Gwendolyn Binks Moore believed in taking action, even when the odds seemed overwhelming. Gwen once said, "All logic argues against trying to help... If I had analyzed the obstacles, I undoubtedly would not have acted at all." Thanks to her determination - and her decision to plan a charitable legacy - thousands of lives have been changed for the better.

#### MOTIVATION TO GIVE INTERNATIONALLY

Gwendolyn Binks Moore saw firsthand how poverty robbed young people of opportunity, especially in poor rural regions, where children — especially girls — often drop out before completing their basic education due to tuition costs, distance to school, or the need to support their families. She knew that she could make a difference in people's lives through financial support and awareness building. Today, her commitment lives on through the Gwen Moore Endowment Fund, a Legacy Fund established at <u>Give2Asia</u> to ensure her support continues in perpetuity.

#### **CELEBRATING SUCCESS**

Since her passing in 2012, the Gwen Moore Endowment Fund has provided educational scholarships to approximately 5,800 disadvantaged students in Luodian County, Guizhou Province, supporting them from preschool through university. Beyond scholarships, the fund has invested in programs to uplift local educators and communities. Teachers received resources to enhance classroom learning, and a communications strategy was developed to share successful teaching models across schools. Gwen's legacy also reaches adult learners.

Around 300 women have completed training in literacy, health, and sustainable farming skills. And through the university class, 26 young women from low-income families gained access to higher education.

5,800
scholarships to disadvantaged students

300
women have completed training in literacy, health, and sustainable farming skills

26
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access to university

# **CELINA DE SOLA**

#### INDIVIDUAL DONOR AND NGO EXECUTIVE

#### MOTIVATION TO GIVE INTERNATIONALLY

Growing up in a context of privilege between Latin America and the US, and feeling guilty about the conditions I was arbitrarily born into, I wanted to find a way to leverage my personal network (both inherited and built), resources, and time, to help address some of the biggest challenges I saw in both my home country of El Salvador, and globally.

#### **LESSONS LEARNED**

Having worked with and funded many organizations, as well as co-founding a local organization working in Latin America, it has been a constant learning process:



#### **GO LOCAL:**

I have seen, first-hand, how much more impact we can have by supporting locally-founded and run organizations. It's exciting to see how much more you can do with less funding.



#### **CONNECT:**

Having virtual meetings and/or doing site visits helps give a better understanding of the challenges and the impact. Direct connection with the work is priceless.

#### **ASK:**

There are platforms, networks, and foundations that support local organizations and have contacts.

# LEARN BY DOING:

Sometimes we overthink and overanalyze, which keeps us from taking action — especially internationally.

#### **CELEBRATING SUCCESS**

It's been almost 20 years since we started our NGO <u>Glasswing</u>, and I'm proud of our team, volunteers, and the impact we've achieved in over a dozen countries.

I'm equally proud and grateful to be able to support (through my personal giving) a young Nepali man working with schools where he grew up; an Afghan woman supporting girls; immigrant families in NYC; and investment in locally-led wildlife conservation.

My personal approach to philanthropy is "Yes, and..." I'm not seeking perfection or 100% success. As someone said at a conference I went to, "we can't take the scenic route to a fire." There is so much we can do, even if we make mistakes along the way.



#### **SECTION II**

# IMPORTANT CONSIDERATIONS FOR GIVING GLOBALLY AND WHERE TO START

FOR donors considering giving internationally, the first steps are often the most intimidating. Below we offer suggestions for how donors can begin to think about their giving approach, potential philanthropic funding practices they can consider, and where to turn for support and information for getting started.

### **IDENTIFYING POTENTIAL ORGANIZATIONS TO SUPPORT**

Some donors, like Don, start their international giving journeys with a specific organization in mind. Others may be drawn to a particular cause or region, but may not know how to find suitable organizations to support. Here are some on-ramps for those individuals to consider:



#### **SOURCE PROSPECTIVE GRANTEES THROUGH** TRUSTED SOURCES:

In the US, there are donors, including private foundations, that have been giving to certain causes and places for decades. Many individuals and foundation program officers are more than willing to share lessons learned and make introductions to specific organizations. Foundations also often provide details about their grantee partners on websites and in annual reports.



#### ENGAGE WITH NETWORKS START TO SCAN THE **AND/OR INTERMEDIARIES:**

Donors can work with existing giving platforms, such as those listed in the Community & Connections section of this guide, that align with their thematic and geographic interests. These groups generally manage lists of vetted or recommended organizations and can facilitate introductions. You may also consider checking for a national nonprofit member organization if seeking to support work in a specific country, such as the Mexican Center for Philanthropy (Cemefi), which maintains this directory of affiliated organizations.



# LANDSCAPE:

After gleaning some initial ideas and reviewing examples of how other donors are funding internationally, it is important for a donor, and their advisor when appropriate, to note what excites them, what inspires them to learn more, and develop a list of individuals and/or organizations to further explore. For example, donors might consider whether they prefer to support organizations with long track records and established donor bases or invest in emerging, high-potential leaders and organizations that have received relatively less funding. See the Community & Connections section for ideas on how to start the exploration process.



#### INVESTING IN INNOVATIVE LEADERS

Donors interested in supporting visionary leaders and teams can seek giving opportunities through entities such as Ashoka, Echoing Green, Mulago Foundation's Ranier Arnold Fellows, and Little Big Fund. These organizations identify, select, and support promising social impact leaders and social entrepreneurs at various stages.

### 2 QUESTIONS TO KEEP IN MIND WHEN GETTING STARTED

Although not exhaustive, the following questions should be considered by those embarking on their international giving journey. They are meant to support donors in reflecting on what they want to accomplish, and can lay the groundwork for open communication and clear, mutual expectations with organizations receiving their donations. Note that depending on the giving mechanism chosen, reporting requirements will vary and require different levels of engagement.

Once decided on, will the gift be specific to a project or program or for general operating/unrestricted support?

Does the donor prefer to directly engage with the organization or for the **relationship** to be managed by an intermediary?

What are the donor's expectations regarding communication — such as updates on the use of funds, and any specific reporting or meeting requirements? Are these expectations in line with the practices and capacity of the receiving organization?

What expectation is being created around the cadence of support, i.e., a one-time-only gift, renewed annually, or a multi-year commitment?

May the organization publicly name the donor in their materials or on their website?

# 3 CONSIDERATIONS FOR CROSS-BORDER GIVING

When starting any philanthropic journey the intention is to make an impact and improve lives. There is, however, always the potential for unintended consequences that may lead to harm when a donor lacks familiarity with the issue area or community in which they are funding. This risk may seem elevated when giving across borders, but there are simple steps that can be taken to ensure that a donation is a vehicle for good. These steps can be integrated as a donor moves through their giving journey, and should not be seen as barriers to getting started.



#### **CONSIDERATIONS**

Here are some suggested considerations, while not exhaustive, that we recommend to new international donors:



When funding programs that serve particularly vulnerable populations, like children, use extra caution and consider requesting <u>safeguarding policies</u> as a part of the vetting process.

Consider reviewing best practices prior to donating to humanitarian/emergency response causes in order to ensure that the support offered will address communities' greatest needs and priorities in a moment of crisis.

Seek to fund locally/proximate-led organizations (or intermediaries that use this approach) that are closest to the issue and directly accountable to communities.

Seek advice prior to any direct engagement with program beneficiaries, particularly if conducting site visits.

If engaging directly with front-line organizations (e.g., through site visits), consider developing donor-focused safeguarding and code of conduct policies.

Lead with curiosity when engaging with leaders and organizations that operate in very different contexts. Seek to understand the "why" of practices that seem unfamiliar or surprising.

Take advantage of the many free online translation tools to overcome language barriers.

#### ADDITIONAL RESOURCES FOR GIVING WITH CARE

For those donors looking to learn more about the ethics of cross-border and cross-cultural giving, the following resources may be helpful in going deeper:

- Global Family Philanthropy: Exploring Key Considerations for Giving Across Borders | Council on Foundations, Council on Foundations, BNY Mellon, Give2Asia, 2020
- The Thoughtful Funders Guide to Global Giving, The Philanthropic Initiative, 2019
- Trust-Based Philanthropy: A Primer for Donors, National Philanthropic Trust, 2022
- Shifting Power To Shift Systems: Insights And Tools For Funders, Rockefeller Philanthropy Advisors, 2022
- Better Conversations about Ethical Storytelling, M&C Saatchi World Services, 2023
- MAIA Philanthropy Ethos, MAIA Impact School

#### **SECTION III**

# THE MECHANICS OF MAKING AN INTERNATIONAL GIFT

IT is exciting to reach the point when a donor feels ready to make a gift to a non-US charitable organization. But what does the giving process look like and how does it work? Below are some general guidelines.



#### GIVING TO A SPECIFIC ORGANIZATION:

When a donor has made the decision to support an organization outside of the US there are some considerations for how to approach sending the funds:

- The first step is to communicate with the recipient organization to determine if it has an existing 501(c)(3) presence in the United States, such as a "Friends of" entity that can accept the gift. This is fairly common among medium-sized and large organizations. This generally enables a straightforward giving mechanism (such as gift by check, DAF designation, or online donation), with assurance of a US tax deduction. For more information about "Friends of" organizations, see this resource from Council on Foundations. If this is a viable option, confirm with the recipient organization that there are policies and practices in place to ensure the efficient and compliant delivery and use of funds.
- In some instances an organization may not have an affiliated 501(c)(3) or "Friends of" option, but may have an existing relationship with another US-based 501(c)(3) that will act as the fiscal sponsor for the non-US organization. There are a variety of fiscal sponsors, ranging from small US-based nonprofits that carry out a similar mission to the organization a donor is trying to support, to larger entities that work with a range of organizations. Many international organizations establish "friends of" funds or fiscal sponsorship arrangements with international grantmaking intermediaries such as CAF America and Myriad USA, which facilitate tax-deductible donations across borders.
- If the organization a donor is seeking to support does not have these existing relationships in place, additional options are available:
  - **a.** A donor can reach out to one of the existing **International Grantmaking Intermediaries** referenced above (and below in the Intermediaries Section) to help facilitate a one-off donation to an organization, regardless of whether a donor is giving directly, working through a donor advised fund (DAF), or has a private foundation. In some instances, these intermediaries may have already vetted the organization, accelerating the process. In other instances, the intermediary will need to conduct a new due diligence process. A donor should discuss both the associated fees for this diligence and expected timeline.
  - **b.** Some donors utilize an **equivalency determination (ED)**, a process used to assess whether a non-US organization is equivalent to a US public charity, allowing US grantmakers to make grants without additional oversight requirements. This can be a useful tool for private foundations and DAFs when giving internationally, ensuring compliance with US tax laws. Many funders turn to <u>NGOsource</u> as a comprehensive and user-friendly resource for securing a new ED or accessing an organization's existing ED (as pursuing an ED independently requires significant work and time for both donor and receiving organization.)
  - **c.** Expenditure responsibility (ER) is another avenue for cross-border funding utilized by foundations and some public charities. Under this approach the funder assumes responsibility for various IRS-mandated actions relating to use of funds and reporting, including to the IRS itself. The Council on Foundations offers <u>more information</u> on this topic.



#### IMPORTANT CONSIDERATIONS REGARDING THE MECHANICS OF SENDING FUNDS:

#### **DURATION OF PROCESS**

In many instances, it will take time and some incremental financial investment to send a gift abroad. There are often fees associated with the processes outlined above, as it takes work to ensure that a particular due diligence process is being undertaken and the correct information/paperwork is gathered to ensure the tax deductibility of a gift.

#### **OPEN COMMUNICATION**

Starting a due diligence process from scratch, whether through an intermediary or for Equivalency Determination, can take weeks or even months. Keep this in mind and practice open communication with organizations you are considering supporting.

#### **COOPERATION**

These processes also require information and effort from receiving organizations.



#### **ALTERNATIVE GIVING APPROACHES:**

Over the past several years, new funding options have emerged for donors interested in giving internationally.

#### **POOLED FUNDS**

A collaborative approach in which multiple donors combine their financial resources to support organizations within a specific cause or set of causes. This allows donors to achieve a greater and more coordinated impact than they might be able to individually, while learning together.

#### **GIVING CIRCLES**

Bring a group of people with shared values together to collectively discuss and decide how to allocate their resources. Giving circle members support with their dollars, but may build their own awareness, volunteer, become board members, and more. Philanthropy Together, a major platform for giving circles, notes that individuals "multiply their impact and knowledge, have fun, and connect with their local community while giving internationally."

- More information on Giving Circles from <a href="Philanthropy Together">Philanthropy Together</a>; including a <a href="Directory of 4,000+ Giving Circles">Directory of 4,000+ Giving Circles</a>, many of which are open to new participants.
- NEID has hosted 16 Giving Circles focused on international causes since 2017 and encourages its members to form new circles.

# FIELD / CAPACITY-BUILDING STRATEGIES:

Donors embracing this approach opt to invest in the health of civil society ecosystems, above and beyond the impact of any specific organization. This can include provision of non-financial support to nonprofits for institutional strengthening (on governance, fundraising, etc.), as well as strengthening of networks, advocacy, local giving, and other collective strategies. The US-based <u>International Community Foundation</u> does extensive work in this space. Many countries have networks and platforms that exist to strengthen the local non-profit sector overall.

# IMPACT INVESTING VEHICLES/OPTIONS:

Some funders are recognizing the ability to deploy capital beyond traditional philanthropic dollars. <u>Latimpacto</u> is an example of a network focused on connecting capital providers in Latin America and the Caribbean, and has sister networks across the world.

The following intermediaries and internationally-focused organizations may be useful for funders exploring facilitating international grantmaking, depending on their interests.

#### **AFRICA COLLECTIVE**

"An information, exchange and collaboration platform for Africa. Its network, events, and publications are focused on advancing the African continent globally."

# FOCUS CENTRAL AMERICA

"Acts as an intermediary for their 120+ vetted partners. Donors can fund based on the preference of organization, sector, or location."

# GLOBAL FUND FOR WOMEN

An intermediary focused on "funding bold, ambitious, and expansive gender justice movements to create meaningful change that will last beyond our lifetimes." Locally-led women's funds also exist in a number of regions and in specific countries, many of which are members of Prospera International Network of Women's Funds.

#### MAMA HOPE

"Supports locally-led development by offering 9- month technical training to early-stage, grassroots & implementing organizations in East Africa."

#### **MYRIAD USA**

Provides donors with a range of services for cross-border giving, including hosting the <u>Proximate Fund</u>, which seeks to "engage global philanthropists to invest in African-led solutions."

#### **CAF AMERICA**

"Helps donors make strategic and focused philanthropic decisions that are fully compliant with all regulations and have a lasting impact on the causes and communities they want to support."

# INTERNATIONAL COMMUNITY FOUNDATION

"Uplifts, funds, and connects nonprofits, community leaders and movement builders addressing pressing issues impacting their regions, primarily in Mexico and Latin America."

# GLOBAL FUND FOR HUMAN RIGHTS

Committed to finding and funding "grassroots activists [that] transform their communities, defend human rights, and improve millions of lives worldwide."

#### THOUSAND CURRENTS

"Supports visionary grassroots groups and movements in Africa; Latin America and the Caribbean; and Asia and the Pacific who have practical and innovative solutions to real problems — led by people who know their land, their neighbors, and their needs best."

# CENTER FOR DISASTER PHILANTHROPY

"Provide(s) expert advice, educational resources and expansive networks while managing domestic and international funds on behalf of corporations, foundations and individuals through strategic grantmaking."

# GLOBAL FUND FOR CHILDREN (GFC)

As an intermediary funder focused on the rights of children and youth, "GFC plays a valuable role as a bridge between funders and grassroots groups, moving resources, shifting decision-making power, and forming deep long-lasting connections to catalyze systemic change."

#### **GLOBAL GIVING**

A "nonprofit intermediary that supports other nonprofits by connecting them to donors and companies. Since 2002, they have helped trusted, community-led organizations from Afghanistan to Zimbabwe (and hundreds of places in between) access the tools, training, and support they need to make our world a better place."

# THE RESOURCE FOUNDATION

A "bridge between U.S donors and communities in need throughout the Americas." TFF maintains an interactive tool to view programs and local partners.



Please note this is not an exhaustive list and there are a growing number of intermediaries based in Africa, Asia, and Latin America that are well-positioned to work with both local and international donors. Many are members of the <u>Alianza Socioambiental Fondos del Sur</u>, "an alliance of Global South-led funds that promote philanthropy in support of socio-environmental justice for the communities within our territories."

In addition to the offerings mentioned above, a number of intermediary organizations facilitate giving from the United States to specific countries — an important resource for philanthropists in diaspora communities as well as other interested donors. A few examples of the many country-focused intermediaries include <u>Brazil Foundation</u>, <u>Help Peru</u>, <u>Give2Asia</u> (mainland China, Taiwan, and Hong Kong SAR), and <u>America India Foundation</u>.

#### SECTION IV

## COMMUNITY AND CONNECTIONS

EMBARKING on cross-border giving can feel lonely, confusing, and potentially overwhelming — especially for those just getting started. Fortunately, many, many people have been there before.

Several organizations and communities exist to support both individuals and advisors at varying stages of their international philanthropic journeys. They are composed of welcoming, supportive peers and professionals who are often quite eager to share what they've learned. For general information and onboarding to international giving, NEID Global offers a community of 415+ members working across various thematic and geographic areas, focused on enhancing community, education, and trust-based practices in global giving.

There are several other organizations worth exploring, particularly if a donor is seeking a specific community, religious affiliation, topic area, or geography. Many, like NEID, also host conferences, providing an excellent learning opportunity for emerging international donors.



"The problems of the world are so vast, it can be hard to know where to focus. By participating in donor learning communities, I invariably find like-minded donor partners and places where I can make a concrete difference. Giving together, learning together, is so much more satisfying and impactful than giving alone."

- Karen Ansara, Founder of NEID Global

## RESOURCES FOR COMMUNITY AND CONNECTION:

#### ORGANIZATIONS SUPPORTING GIVING ACROSS BORDERS GENERALLY, IN ADDITION TO NEID GLOBAL:

#### CONNECTIVE IMPACT

"Since 2014, Connective Impact focuses on supporting organizations' funding needs and has built a comprehensive membership network, using the power of intelligence to build connection and impact among international nonprofits, businesses, and funders seeking inroads to new and diverse partners and collaborators."

#### FORWARD GLOBAL

Formerly The Philanthropy Workshop, Forward Global is "a diverse, collaborative community dedicated to learning, best practices, sharing, accountability and sector leadership." In addition to cohort-based experiences, members can access "regional programmes, peer groups, global convenings, and skill sections supported by relationship managers."

#### GLOBAL PHILANTHROPY FORUM

"The Global Philanthropy Forum annually gathers the world's most influential thought leaders, development experts, and philanthropic leaders to tackle pivotal and urgent societal challenges."

# OPPORTUNITY COLLABORATION

"Opportunity Collaboration exists to spark powerful connections between people, ideas, and solutions to alleviate poverty and injustice." Their community includes social entrepreneurs from the Global South as well as funders and impact investors.

# THE PHILANTHROPIC INITIATIVE (TPI)

"TPI cultivates high-impact philanthropy around the world through consulting, research, program design and management, funder education, thought leadership, and field building." See also Donor Collaboration: Power in Numbers.

#### ORGANIZATIONS FOCUSED ON SPECIFIC MEMBERSHIP PROFILES:

# HISPANICS IN PHILANTHROPY (HIP)

HIP works to "fund, fuel, and build Latine power," and curates networks and giving opportunities for donors with a range of philanthropic interests across the Americas.

# WOMEN MOVING MILLIONS

"a dynamic, impact-led community on a mission to catalyze resources to power the movement for gender equality."

Members commit to making a substantial investment over 10 years toward these causes.



#### SYNERGOS TOGETHER

donors that has pioneered the use of "bridging leadership," which builds trust and collaboration to solve complex problems.

Synergos is a global community of

# TOGETHER WOMEN RISE

"a powerful community of women and allies dedicated to achieving global gender equality." The organization has hundreds of local chapters across the US.

#### MAVERICK COLLECTIVE

"Maverick Collective is a community of women philanthropists making catalytic investments in health and reproductive rights to advance gender equality. Members collaborate closely with experts and consumers through a unique Experiential Philanthropy model that invites hands-on-engagement in the projects they fund."

#### ORGANIZATIONS FOCUSED ON REGION-SPECIFIC GIVING AND IMPACT INVESTMENT:

# CENTRAL AMERICA DONORS FORUM (CADF)

The Central America Donors Forum (CADF) is a "a key platform for networking and learning, focused on advancing philanthropy and development in Central America." Each year, CADF brings together the international philanthropic community with hundreds of civil society, corporate and government leaders in Central America. CADF is run by the Seattle International Foundation.

#### AVPN

AVPN is the "largest network of social investors in Asia...AVPN enables collaborations between policy makers, family offices, foundations and the private sector to increase the impact and flow of capital deployed towards closing SDG [Sustainable Development Goals] gaps in Asia."



#### **AVPA**

AVPA focuses on "increasing the flow of capital into social investments across Africa." Headquartered in Nairobi with regional hubs in South Africa and Nigeria, AVPA connects a diverse range of investors across the continent.

#### **GIVE2ASIA**

Dedicated to helping donors build trusted relationships with Chinese communities, supported by local staff in Beijing, Hong Kong SAR, and Taiwan who provide expert guidance and grant management.

#### **LATIMPACTO**

Latimpacto is a network in Latin America and the Caribbean that brings together diverse capital providers. "Our objective is to catalyze....the flow of human, intellectual, and financial capital to drive a more strategic deployment of resources towards social and environmental impact."

#### **IMPACT EUROPE**

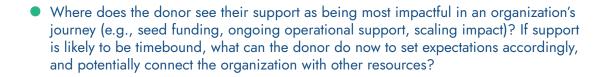
"Impact Europe is a unique network of impact capital providers along the full continuum of capital (foundations, impact funds, banks and financial institutions, corporate impact actors, public funders)."

#### SECTION V

## LONG-TERM PLANNING



THERE are many forms that the relationship between a donor and an organization can take over time, so it is worth taking the time to consider how it might evolve and ensuring clear mutual expectations. This relationship is likely to be very similar for receiving organizations in the US and abroad, although international donations may have additional considerations such as language barriers and different giving mechanisms.

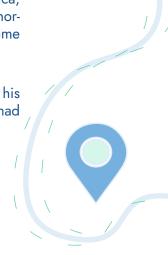


- How will the donor define success? What is their approach to measuring impact at the level of an individual gift, or across their philanthropy? Do the organizations they are supporting have the resources and ability to meet their expectations for assessing and communicating about impact?
- More broadly, is the donor open to supporting organizations through means outside of direct donations, such as capacity building, event sponsorship or emergency support?
- If the donor plans to expand their giving over time, how will they approach it? Going deeper with existing organizations? Focusing on a specific place or issue area?

We began this guide by sharing the story of Don — a donor who hadn't considered giving internationally until a serendipitous conversation helped him realize how much impact he could have. Don started small and remained committed to US nonprofit organizations while ultimately building philanthropic relationships across Asia, East Africa, and Latin America. As he progressed in his international giving, Don benefited enormously from the learning and experience of his philanthropic peers, and in time became a mentor to dozens of others.

Don has since passed away, but his legacy was on full display at the celebration of his life. Notes of gratitude came in from all over the world describing how his giving had supported organizations to save and transform lives.

Inspired by donors like Don, we hope this guide serves to spark ideas and smooth the path for those just getting started on their own international giving journeys.



# APPENDIX: ADDITIONAL RESOURCES

Resources to find International Organizations

Global Giving Atlas, run by Global Giving

StartPoint, run by the African Philanthropy Forum

Myriad USA list of vetted international organizations on every.org

· <u>KujaLink</u>, managed by <u>ADESO</u>

Resources on Collective Giving

Philanthropy Together: Learn about Collective Giving

Dorothy A. Johnson Center for Philanthropy: In Abundance: An Analysis of the

Thriving Landscape of Collective Giving in the U.S.

Resources on Giving Circles

Philanthropy Together

What is a Giving Circle?

Global Giving Circle Directory

Resource Library

Giving Circle Networks

Dorothy A. Johnson Center for Philanthropy: Giving Circles Around the World

Resources on Collaborative Funds

Gates Foundation: Collaborative Funds

Philanthropy Together: Community-Led Collaborative Funds: A Collective Giving Model

The Bridgespan Group: Philanthropic Collaborations in Africa and Their Unique Potential

Rockefeller Philanthropy Advisors

Collaborative Giving

A Topic Brief for Donors: Funder Collaboratives

Resources on Pooled Funds

Giving Compass: Pooled Funds: What You Need to Know

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A digital copy of this guide can be found on the NEID (https://www.neidonors.org) and LAFC (https://www.latamfunders.org/) websites.