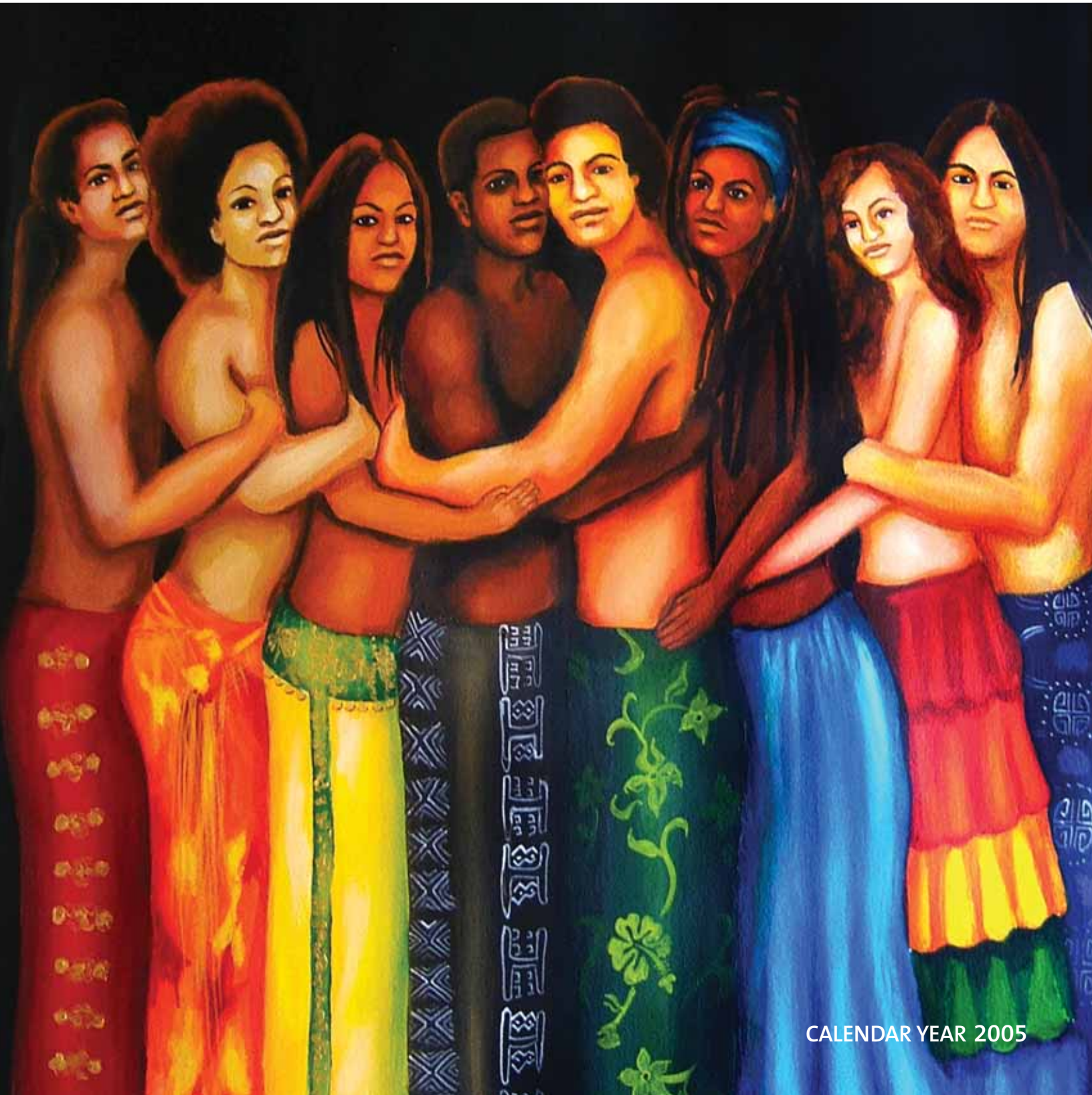


LESBIAN, GAY, BISEXUAL, TRANSGENDER AND INTERSEX  
GRANTMAKING IN THE GLOBAL SOUTH AND EAST

# A Global Gaze



CALENDAR YEAR 2005

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## GLOBAL FUNDING FOR LGBTI RIGHTS

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**OUR MISSION.**

Funders for Lesbian and Gay Issues seeks equality and rights for lesbian, gay, bisexual, transgender and queer (LGBTI) individuals and communities by mobilizing philanthropic resources that advance racial, economic and gender justice.



# Introduction

When Funders for Lesbian and Gay Issues began this research in 2006, we had two objectives in mind.

First, we set out to measure and characterize LGBTI giving that was reaching groups working in the Global South and East. Second, we sought to portray the infrastructure of LGBTI organizations in those regions by drawing on the expertise of activists on the front line of international LGBTI movements. Together, we reasoned, these two sets of findings would help grantmakers ascertain both strengths and gaps in international LGBTI funding, while establishing a benchmark to assess shifts in grantmaker support over time.

## **A GLOBAL GAZE: Lesbian, Gay, Bisexual, Transgender and Intersex Grantmaking in the Global South and East**

examines the state of LGBTI grantmaking and organizations in the Global South and East. As the report reveals, in 2005 grantmakers provided nearly US \$10.5 million to LGBTI organizations working in the Global South and East, and to LGBTI organizations in the Global North working at the international level. Most of this funding originated in the Global North and tended to support national advocacy, public education and direct service efforts with grants of US \$50,000 and under.

Receiving this funding were LGBTI organizations that, as our report describes, were generally founded in the last decade, have few to no staff members, operate on small (though steadily growing) annual incomes and anticipate that fundraising for LGBTI issues will become more complicated in the upcoming years. Further, more than half of the organizations identified through our research reside in Latin America, have multiple geographic focuses, and generally use strategies of advocacy, conferences, and building allies and solidarity to achieve their goals.

For all involved, this process reinforces the importance of putting together our minds and resources so that LGBTI grantmaking reaches communities around the world in a way that supports their strategies without jeopardizing their success or their safety. For this reason, we commit to documenting the amount of LGBTI foundation giving in the Global South and East in years to come.

**OUR WORLD IS OUR RESPONSIBILITY;** let's make it just and safe for everyone.



Karen Zeldermyer  
Executive Director



Robert Espinoza  
Director of Research and Communications

# Key Findings:

## LGBTI Grantmaking in the Global South and East

### DONORS<sup>1</sup>

- IN 2005, 40 GRANTMAKERS FROM 16 COUNTRIES AWARDED 328 GRANTS TO 205 LGBTI ORGANIZATIONS AND PROJECTS IN THE GLOBAL SOUTH AND EAST, TOTALING US \$10,452,321.<sup>2</sup>
- THE GLOBAL NORTH PROVIDED ALMOST ALL OF THE DOLLARS GRANTED TO LGBTI ORGANIZATIONS AND PROJECTS AND RECEIVED MORE LGBTI FOUNDATION DOLLARS THAN ANY OTHER REGION. Ninety-three percent of LGBTI dollars granted in 2005—to LGBTI groups based in the Global South and East and groups in the Global North with an international primary focus—came from funders in the Global North. Likewise, LGBTI groups working on the international level and based in the Global North received more funding than any other region.
- THE MEDIAN BUDGET FOR LGBTI ORGANIZATIONS WAS US \$7,600, WHILE GRANTS FOR ORGANIZATIONS AND PROJECTS IN THE GLOBAL SOUTH AND EAST TENDED TO BE SMALL. Eighty-four percent of grants in 2005 were for US \$50,000 and under while 82 percent of organizations reported annual incomes of US \$50,000 and under. Moreover, nearly one in two LGBTI grants awarded by LGBTI funders was for US \$10,000 and under.
- PUBLIC FOUNDATIONS AND NGOs THAT HAVE A REGRANTING FUNCTION PLAY A SIGNIFICANT ROLE IN GRANTMAKING FOR LGBTI ORGANIZATIONS AND PROJECTS AROUND THE WORLD. In 2005, these types of funders provided 59 percent of all LGBTI grants in the Global South and East.
- A HANDFUL OF WOMEN’S FUNDS HAVE BEEN CRITICAL GRANTMAKERS TO LGBTI GROUPS IN THE GLOBAL SOUTH AND EAST, ESPECIALLY IN LATIN AMERICA. Forty-eight percent of grants to LGBTI organizations and projects in the Global South and East were made by a handful of women’s funds.

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<sup>1</sup> “Donors” includes private, public, bilateral and corporate funders, as well as individual donors and non-governmental organizations with grantmaking functions. “Organizations” includes LGBTI organizations that address LGBTI issues as their core focus and organizations that address LGBTI issues explicitly through programs or projects, but not as the core focus of the organization. These are groups based in the Global South and East or based in the Global North and working primarily on the international level.

<sup>2</sup> To calculate LGBTI dollars received by LGBTI organizations, these figures exclude US \$1,745,100 earmarked for regrating purposes. See Appendix C for a detailed methodology.

### ORGANIZATIONS<sup>3</sup>

→ **THE 20 LARGEST LGBTI ORGANIZATIONS AND PROGRAMS RESPONDING TO THE SURVEY RECEIVED THE MAJORITY OF FUNDING (68%) FOR LGBTI RIGHTS IN THE GLOBAL SOUTH AND EAST.**

Further, these organizations and programs saw their income more than double from US \$4 million to nearly US \$8 million between 2002 and 2005.

→ **LGBTI ORGANIZATIONS AND PROJECTS WORKING IN THE GLOBAL SOUTH AND EAST TEND TO BE NATIONAL IN FOCUS (THOUGH ATTUNED TO LOCAL CONCERNS) AND OPERATE WITHIN A VARIETY OF FRAMEWORKS, STRATEGIES AND ISSUE AREAS.** Most organizations report utilizing human rights, LGBTI rights and sexual rights frameworks, taking on advocacy efforts, and working largely on issues of gender identity and civil and political rights.

→ **MORE THAN HALF (54%) OF THE ORGANIZATIONAL RESPONDENTS WORKING ON LGBTI RIGHTS IN THE GLOBAL SOUTH AND EAST ARE BASED IN LATIN AMERICA.** In addition, 14% are based in Sub-Saharan Africa, 12% in Asia, 9% in Central and Eastern Europe and the Commonwealth of Independent States, 8% in Western Europe and North America, and 1% in the Middle East and North Africa.

→ **ORGANIZATIONS SUPPORTING LGBTI COMMUNITIES TYPICALLY HAVE SMALL STAFF SIZES AND INCOMES, AND TEND TO BE RELATIVELY YOUNG.** More than half of these organizations (59%) have three or fewer staff members (one in three is volunteer-run) and operate on an annual budget of US \$10,000 and under (53%). Further, the median age of an LGBTI organization in the Global South and East is seven years.

**Organizations supporting LGBTI communities typically have small staff sizes and incomes, and tend to be relatively young.**

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<sup>3</sup> Findings on organizations should be read with caution. Because this research represents a first attempt to identify and describe these groups, it is possible that they do not fully represent the universe of LGBTI organizations and projects in the Global South and East. See Appendix C for a detailed methodology, including limitations.

# Key Lessons and Recommendations for Global LGBTI Grantmakers

- Devising and implementing coding systems that track support to LGBTI populations and issues over time can assist grantmakers in evaluating their reach to LGBTI communities. Further, a widely-used, more standard system of tracking support would simplify comparing data across foundations.
- Public foundations and NGOs that have a regranteeing function are critical actors in the grantmaking process for LGBTI communities around the world.
- Several women's funds have played a key role in supporting and sustaining International movements for LGBTI rights. These funds have modeled how LGBTI grantmaking can be integrated into broader struggles for gender, sexual and social justice.
- Latin America, which houses numerous LGBTI organizations, provides lessons on how LGBTI movements can develop when a broader social movement exists, and they are able to take part in it.
- As reported by LGBTI organizations and projects, government funding is a significant source of support.
- LGBTI total giving is concentrated among a select group of larger organizations; grantmakers should assess the implications of this concentration of resources.
- Grantmakers invested in building a broad-based movement for LGBTI social change around the world should ensure that LGBTI organizations of varying strategies and sizes have the support, financial and otherwise, to thrive in their regions.
- More small grants and increased multi-year support could nourish the LGBTI infrastructure of organizations in the Global South and East, which tend to operate on small incomes and few to no staff members.
- An international snapshot of LGBTI grantmaking and organizations provides insight and evaluative potential; however, further research will enrich data over time and delve deeper into the findings.

**For detailed lessons and recommendations, see page 28.**



RESEARCH ACTIVITY	DESCRIPTION	SUBJECTS	TOTAL RESPONDENTS
Grants Analysis	Purposive sampling of LGBTI funders. Grants data was collected through self-reporting, a review of 990's, annual reports and online research. Data for U.S. funders was obtained and/or verified with the data maintained by Funders for Lesbian and Gay Issues on LGBTI grantmaking by U.S. foundations.	Funders that support both LGBTI issues and organizations in the Global South and East and organizations in the Global North with an international focus. To qualify for this report, funders must have provided at least US \$1,000 to LGBTI organizations or projects in 2005.	40 funders
Online Questionnaire	37-item questionnaire administered online, distributed through email in English, French and Spanish. (Portuguese responses were also allowed.) The data was collected between December 8, 2006 and January 22, 2007. Respondents were asked to respond to questions for calendar years 2002 and 2005.	LGBTI non-governmental organizations (NGOs) and programs working in the Global South and East, as well as NGOs in the Global North with an international focus.	278 organizations

#### DATA COLLECTION METHODS: GRANTS ANALYSIS AND ONLINE QUESTIONNAIRE

## Methodology

To depict LGBTI grantmaking in the Global South and East, this report includes:

- Grantmaking data from funders that support both LGBTI issues and organizations in the Global South and East, and organizations in the Global North with an international focus, and;
- Organizational data from LGBTI non-governmental organizations (NGOs) and programs working in the Global South and East, as well as NGOs in the Global North with an international focus.

Two methods were used to collect this data: a grants analysis of funders based on calendar year 2005 and an online questionnaire for organizations based on calendar years 2002 and 2005.

**For a detailed methodology, see Appendix B.**

# LGBTI Grantmaking Findings

## OVERVIEW

- In 2005, 40 grantmakers from 16 countries awarded 328 grants to 205 LGBTI organizations and projects in the Global South and East totaling US \$10,452,321.
- The majority of LGBTI foundation dollars originate in and are received by groups based in Western Europe and North America (groups in Latin America also received a sizable portion of the total giving)—though more grants are offered to organizations in other regions of the world.
- Most grants offered to LGBTI organizations in the Global South and East (or in the Global North with an international focus), are for US \$50,000 and under; of these grants, almost half are for US \$10,000 and under.
- Based on total number of grants, LGBTI grantmakers tend to support national advocacy efforts, direct service and public education in the Global South and East, and international advocacy among LGBTI groups based in the Global North.

## GENERAL CHARACTERISTICS OF LGBTI GRANTMAKERS

### SUMMARY STATISTICS FOR LGBTI GRANTMAKERS, GLOBAL SOUTH AND EAST, 2005

Number of Grantmakers	40
Total Giving	US \$10,452,321 <sup>4</sup>
Total Grants	328
Total Grantees	205 <sup>5</sup>

### DISTRIBUTION OF LGBTI DOLLARS, BY FUNDING SECTOR, 2005<sup>6</sup>

Funding Sector	Total Dollars Granted (USD)	Total Grants
Private	4,486,625	63
Public	5,054,038	224
Bilateral	399,890	13
Corporate	76,475	3
Individual Donors	200,000	1
NGOs	435,293	24
Total	10,452,231	328

<sup>4</sup> This figure excludes US \$1,745,100 identified as regranting dollars. See “Limitations” in Appendix C.

<sup>5</sup> Ten of these grantees were listed without names, which makes it impossible to discern whether they represent funded organizations in addition to the 195 organizations identified by name.

<sup>6</sup> Figures have been adjusted to omit dollars earmarked for regranting purposes. For the purposes of this report, funders were categorized into funding sector categories using the following definitions: public foundations are primarily supported through fundraising from individuals and other, private foundations; private foundations are primarily supported by private funds through the establishment of permanent endowments; bilateral funders provide government-sponsored financial support to other countries; corporate funders are corporations that support LGBTI causes either through their companies or through the establishment of foundations; individual donors provide personal funds to LGBTI causes; and NGOs are non-governmental organizations with grantmaking functions. To review how each LGBTI funder was categorized for this report, see Appendix D.

TOP 10 LGBTI GRANTMAKERS, BY TOTAL DOLLARS, GLOBAL SOUTH AND EAST, 2005<sup>7</sup>

Name	Country	Total Giving (USD)	Total Grants
Humanist Institute for Cooperation with Developing Countries (Hivos)	Netherlands	2,503,061	43
Anonymous	United States	1,840,000	9
Oxfam International	Australia, Germany, Netherlands	1,369,523	3
Open Society Institute & Soros Foundations	United States	1,014,058	20
The Atlantic Philanthropies	South Africa	790,047	3
Sigrid Rausing Trust	United Kingdom	773,076	6
Astraea Lesbian Foundation for Justice	United States	611,051	78
Swedish International Development Agency (Sida)	Sweden	559,990	13
Global Fund for Women	United States	517,500	38
Ford Foundation	United States	383,280	7

TOP 10 LGBTI GRANTMAKERS, BY TOTAL GRANTS, GLOBAL SOUTH AND EAST, 2005<sup>8</sup>

Name	Country	Total Grants	Total Giving (USD)
Astraea Lesbian Foundation for Justice	United States	78	611,051
Humanist Institute for Cooperation with Developing Countries (Hivos)	Netherlands	43	2,503,061
Global Fund for Women	United States	38	517,500
Open Society Institute and Soros Foundations	United States	20	1,014,058
Mama Cash	Netherlands	19	107,193
Swedish International Development Agency (Sida)	Sweden	13	559,990
Centre for Culture & Leisure (COC) Netherlands	Netherlands	10	140,232
Anonymous	United States	9	1,840,000
Tides Foundation	United States	8	57,664
Ford Foundation	United States	7	383,280

<sup>7</sup> Figures include dollars earmarked for regranting purposes.

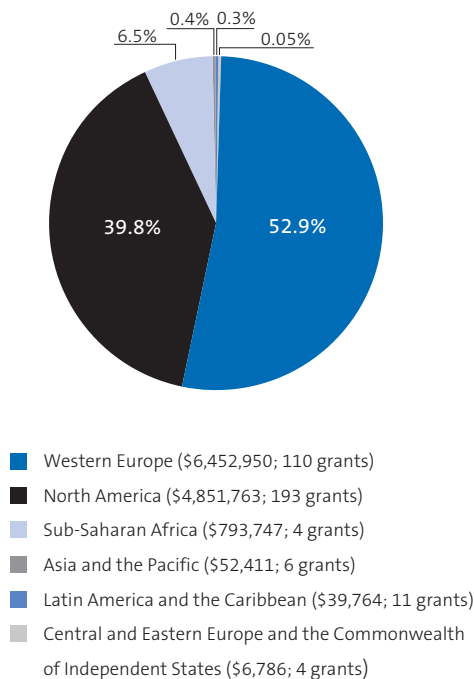
<sup>8</sup> Figures include dollars earmarked for regranting purposes.

## GEOGRAPHIC LOCATION AND FOCUS<sup>9</sup>

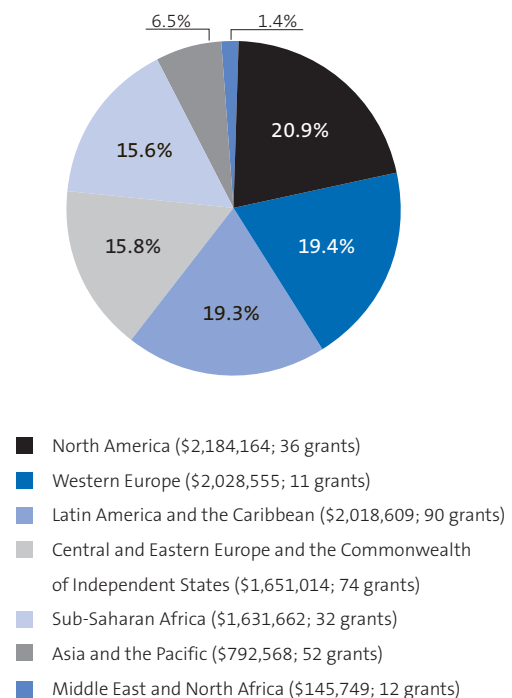
Grantmakers based in Western Europe and North America provided nearly all of the LGBTI dollars for the Global South and East in 2005. In contrast, approximately US \$70 out of every US \$1,000 originated in the Global South and East.

LGBTI organizations and projects based in three regions of the world—North America, Western Europe and Latin America—received almost 60 percent of all LGBTI dollars granted in 2005. However, Latin America received almost twice as many grants as North America and Western Europe combined, indicating that the size of grants in those latter regions were likely much larger. The regions of the world that received the least amount of foundation dollars were Asia/Pacific (6.5%) and the Middle East and North Africa (1.4%).

ORIGIN OF LGBTI GRANT DOLLARS (USD),  
BY REGION, 2005<sup>10</sup>



DISTRIBUTION OF LGBTI GRANT DOLLARS (USD),  
BY REGION, 2005<sup>11</sup>



<sup>9</sup> Data was obtained by country and aggregated by region for comparison purposes. However, these regional categories are imperfect and, without intra-regional analysis, may overlook funding imbalances within regions. For example, of the 90 grants distributed to Latin America and the Caribbean, only two grants went to organizations based in the Caribbean.

<sup>10</sup> To depict the geographic origins of LGBTI dollars, these figures include grants specific to regranteeing.

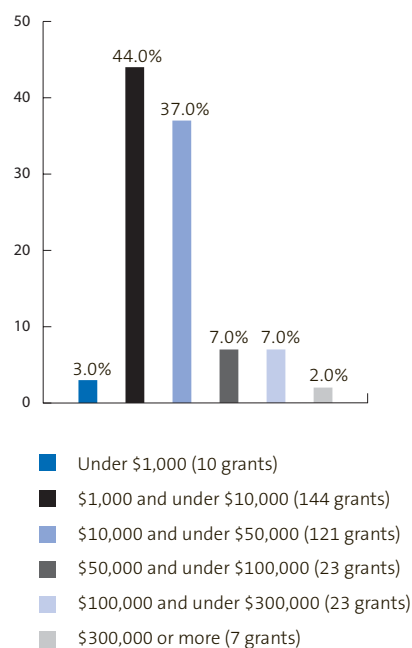
<sup>11</sup> To depict LGBTI dollars that were received by LGBTI organizations, these figures omit regranteeing dollars.

## LGBTI GRANTMAKING

Nearly one in two LGBTI grants offered to organizations and projects in the Global South and East in 2005 was for US \$10,000 or less—the bulk of grants offered to these regions (84 percent) was for under US \$50,000.

Only nine percent of grants offered in 2005 were for US \$100,000 or more.

LGBTI GRANT SIZE (USD),  
BY NUMBER OF GRANTS, 2005



TOP 10 LGBTI GRANTEES, BY DOLLARS RECEIVED, 2005<sup>12</sup>

Name	Country	Region	Dollars Received (USD)	Grants Received
International Lesbian and Gay Association European Region	Belgium	Western Europe	1,681,430	6
International Gay & Lesbian Human Rights Commission	United States	North America	1,662,164	27
Astraea Lesbian Foundation for Justice	United States	North America	965,000 <sup>13</sup>	6
COC Netherlands	Netherlands	Western Europe	545,000	1
Forum for the Empowerment of Women	South Africa	Sub-Saharan Africa	461,539	1
Queer Bulgaria	Bulgaria	Central and Eastern Europe and CIS <sup>14</sup>	374,945	1
FEDAEPS	Ecuador	Latin America and Caribbean	290,000	1
Information Center GenderDoc-M	Moldova	Central and Eastern Europe and CIS	271,059	3
Durban Lesbian and Gay Community and Health Centre	South Africa	Sub-Saharan Africa	262,444	2
International Service for Human Rights	Switzerland	Western Europe	240,000	2

<sup>12</sup> These figures may include multi-year grants, which could explain the discrepancies between the figures provided by funders and the figures on income spent in 2005, as reported by LGBTI organizations.

<sup>13</sup> This figure includes grants to Astraea that supported both international and US-based work.

<sup>14</sup> Central and Eastern Europe and the Commonwealth of Independent States (CIS)

The strategies most supported by LGBTI grantmakers of the Global South and East were national advocacy, public education and direct services — though none of these strategies were supported by these funders among LGBTI groups based in the Global North working at the international level. In comparison, international advocacy garnered the most support among LGBTI organizations based in the Global North working at the international level.

TOP 10 LGBTI STRATEGIES FUNDED IN THE GLOBAL SOUTH AND EAST AND GLOBAL NORTH, BY NUMBER OF GRANTS, 2005

Strategy	Grants		
	Global South	Global North	Total
Advocacy (National Level)	41	0	41
Public Education	32	0	32
Direct Services	31	0	31
Advocacy (International Level)	2	27	29
Community Organizing	27	0	27
Research and Publications	20	6	26
Conferences, Workshops & Seminars	15	8	23
Arts and Culture	17	0	17
Capacity Building, Technical Assistance	12	4	16
Advocacy (Regional Level)	11	4	15

## LGBTI Organizations Findings

### OVERVIEW<sup>15</sup>

- LGBTI organizations and projects based in the Global South and East, or based in the Global North with an international focus, typically operate with few to no paid staff members, are relatively young and tend to have legal registrations.
- Of the 278 LGBTI groups tracked through our survey, more than half reside in Latin America, though they tend to have multiple geographic focuses, with a leaning towards a national focus.
- LGBTI groups that responded to the survey generally place their emphasis on lesbians, gay men and transgender populations; operate under a human rights or "mainstreaming" framework; employ advocacy, conferences and building solidarity with allies as strategies; and prioritize the issues of gender identity and civil and political rights.
- LGBTI organizations tend to have small annual incomes yet have witnessed their incomes gradually grow in the last few years, largely from sources such as individual donors, the Astraea Lesbian Foundation for Justice, Hivos, earned income, and national and municipal government sources.
- LGBTI groups largely anticipate that raising money for LGBTI issues will become more difficult in the near future and are devoting more resources to fundraising.

<sup>15</sup> Findings on organizations should be read with caution. Because this research represents a first attempt to identify and describe these groups, it is possible that they do not fully represent the universe of LGBTI organizations and projects in the Global South and East. See Appendix C for a detailed methodology, including limitations.

## **GENERAL CHARACTERISTICS OF LGBTI ORGANIZATIONS AND PROJECTS IN THE GLOBAL SOUTH AND EAST**

**LGBTI ORGANIZATIONS TYPICALLY WORK WITH FEW TO NO PAID STAFF MEMBERS.** Thirty-two percent of LGBTI groups have no paid staff members, 27% have one to three staff members, 29% have four to 10 staff members and 12% have more than 10 staff members.

**FIFTY-SEVEN PERCENT OF LGBTI ORGANIZATIONS ORIGINATED IN THE YEAR 2000 OR LATER.** One in three LGBTI organizations was founded in the 1990s and one in 10 was founded before 1990. The median age of an LGBTI organization in the Global South or East was seven years.

**ORGANIZATIONS LOCATED IN WESTERN EUROPE AND NORTH AMERICA TEND TO BE OLDER THAN ORGANIZATIONS LOCATED IN OTHER REGIONS OF THE WORLD.** The median age for LGBTI groups in Western Europe and North America was 11 years; 10 years in the Middle East and North Africa; 8 years in Asia; 7 years in Latin America and the Caribbean; 6.5 years in Central and Eastern Europe and the Commonwealth of Independent States; and 6.5 years in Sub-Saharan Africa.

**THREE OUT OF FOUR LGBTI ORGANIZATIONS ARE LEGALLY REGISTERED.** LGBTI organizations that are not legally registered cite various reasons for not having a legal registration, including refusal or obstacles from authorities to register (24%), inadequate resources or time (22%), deliberately registering under an inaccurate description (7%), no interest in registering (7%) and fear of repercussions for attempting to register (6%).

## **GEOGRAPHIC LOCATION AND FOCUS**

**MORE THAN HALF (54%) OF THE ORGANIZATIONAL RESPONDENTS WORKING ON LGBTI RIGHTS IN THE GLOBAL SOUTH AND EAST ARE BASED IN LATIN AMERICA.** In addition, 14% are located in Sub-Saharan Africa, 12% in Asia, 9% in Central and Eastern Europe and the Commonwealth of Independent States, 8% Western Europe and North America, and 1% in the Middle East and North Africa.

**LGBTI ORGANIZATIONS IN THE GLOBAL SOUTH AND EAST TEND TO FOCUS THEIR WORK ON IMPROVING THEIR COUNTRIES (58%), THEIR PROVINCES OR STATES (37%) AND THEIR CITIES AND MUNICIPALITIES (46%).**

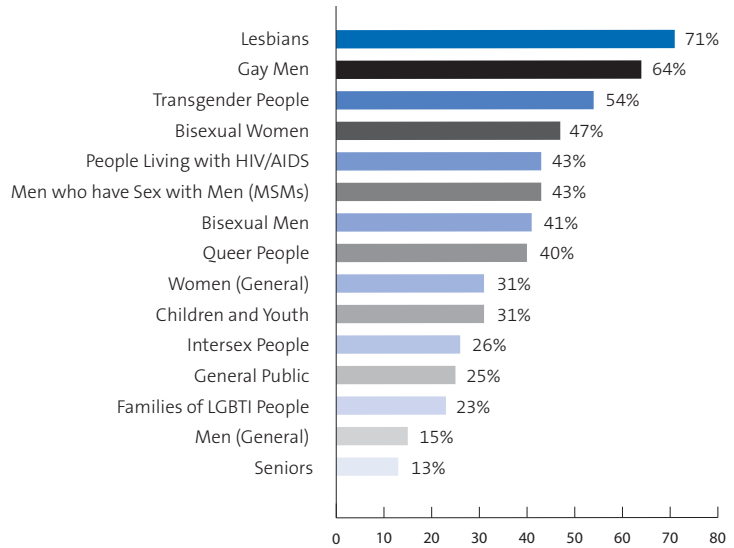
A geographic focus on a region of the world (22 percent) or on the international scene (21 percent) was less common among LGBTI organizations. Most groups have multiple geographic scopes.

## POPULATIONS, FRAMEWORKS, STRATEGIES AND ISSUES<sup>16</sup>

### LGBTI ORGANIZATIONS TEND TO FOCUS THEIR PROGRAMMING ON LESBIANS, GAY MEN AND TRANSGENDER POPULATIONS.

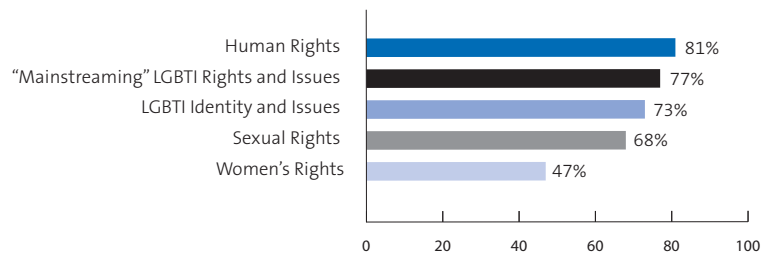
Population groups that have less of a focus among LGBTI groups include the families of LGBTI people, men (general) and seniors.

#### LGBTI ORGANIZATIONS BY PRIMARY POPULATION SERVED 2005<sup>17</sup>



### HUMAN RIGHTS AND “MAINSTREAMING” LGBTI RIGHTS ARE THE TOP FRAMEWORKS USED BY LGBTI GROUPS.

#### LGBTI ORGANIZATIONS BY FRAMEWORK 2005<sup>18</sup>



<sup>16</sup> For this section of the survey, organizations were allowed to provide multiple responses to each question. For example, responses to “primary population served” represent populations that organizations believed they addressed explicitly, not necessarily exclusively.

<sup>17</sup> On average, LGBTI organizations reported serving more than nine populations, either primarily or secondarily. Other population groups reported include: sex workers, people with disabilities, indigenous people, discriminated ethnic groups and students.

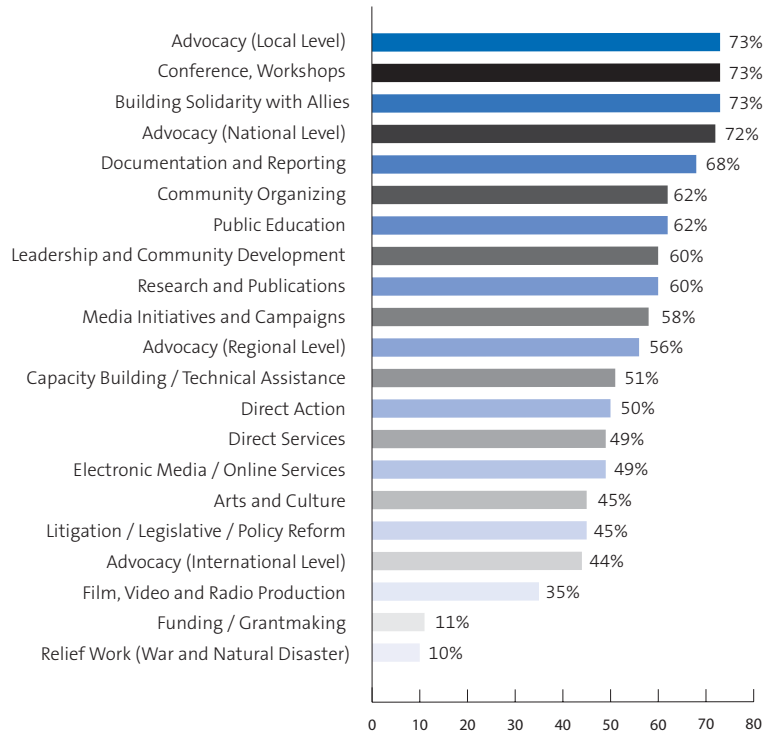
<sup>18</sup> On average, LGBTI organizations reported using more than three frameworks, either primarily or secondarily. Other frameworks reported include: religion and spirituality, HIV/AIDS prevention and treatment, health and feminism.



**TO ACHIEVE THEIR GOALS, LGBTI ORGANIZATIONS TYPICALLY RELY ON STRATEGIES SUCH AS LOCAL ADVOCACY, CONFERENCES AND WORKSHOPS, BUILDING SOLIDARITY WITH ALLIES AND NATIONAL ADVOCACY.**

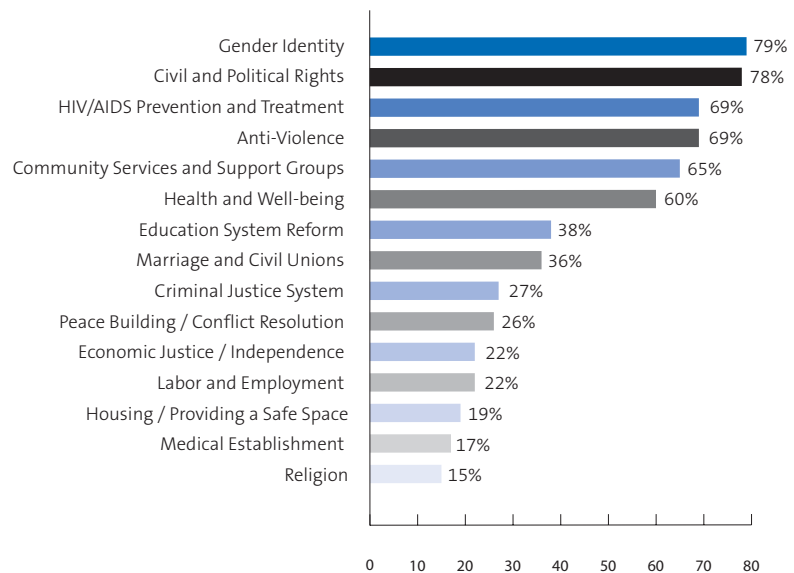
The less cited strategies by LGBTI groups were funding and grantmaking, and relief work.

**DISTRIBUTION BY STRATEGY, LGBTI ORGANIZATIONS, 2005<sup>19</sup>**



**GENDER IDENTITY AND CIVIL AND POLITICAL RIGHTS ARE THE TOP ISSUES PRIORITIZED AMONG LGBTI ORGANIZATIONAL RESPONDENTS.**

**DISTRIBUTION BY ISSUE, LGBTI ORGANIZATIONS, 2005<sup>20</sup>**



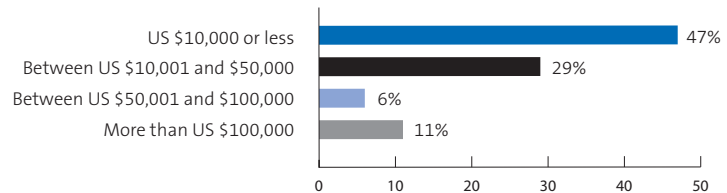
<sup>19</sup> On average, LGBTI organizations reported using 11 strategies, either primarily or secondarily.

<sup>20</sup> Other issues reported include: sexual and reproductive rights and issues, and anti-homophobia.

## INCOME

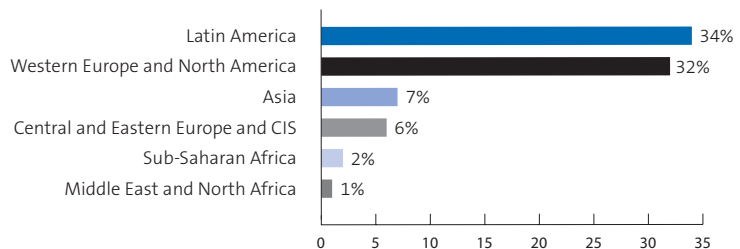
**MOST LGBTI ORGANIZATIONS AND PROJECTS OPERATE ON SMALL ANNUAL INCOMES.<sup>21</sup>** The median annual income of LGBTI organizations and projects was US \$7,600.

### DISTRIBUTION BY ANNUAL INCOME RANGE, LGBTI ORGANIZATIONS, 2005



**LGBTI ORGANIZATIONS AND PROJECTS SPENT MORE THAN US \$10 MILLION IN 2005 ON LGBTI ISSUES; THE MAJORITY OF THIS INCOME WAS SPENT BY ORGANIZATIONS BASED IN LATIN AMERICA (34%) AND WESTERN EUROPE AND NORTH AMERICA (32%).** Combined, the total income spent in 2005 on LGBTI issues, by LGBTI organizations and projects, was US \$10,084,707.

### DISTRIBUTION BY REGION, TOTAL INCOME SPENT BY LGBTI ORGANIZATIONS, 2005



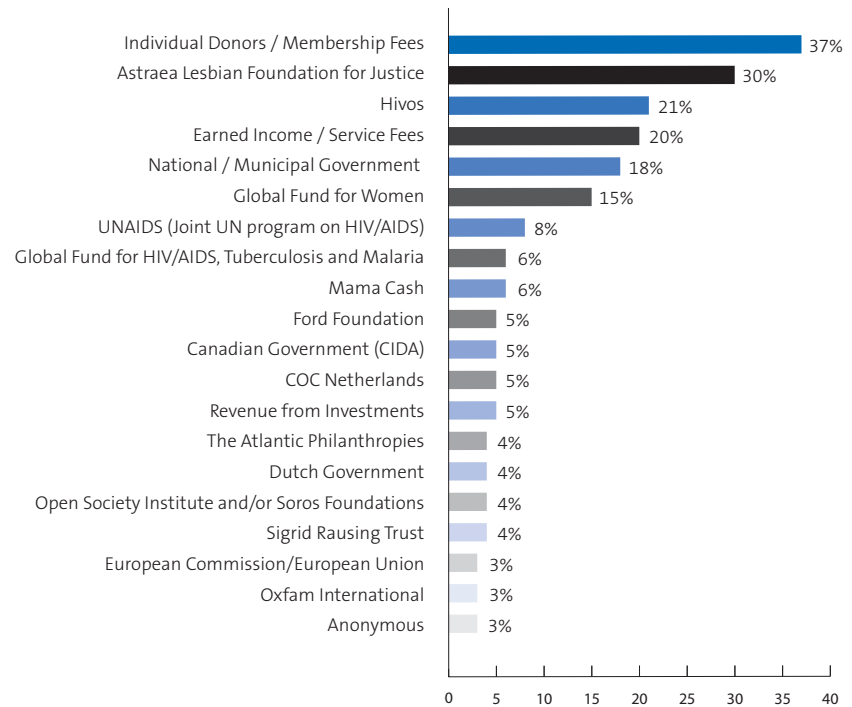
**THREE OUT OF FOUR LGBTI ORGANIZATIONS REPORTED INCREASES IN ANNUAL INCOMES BETWEEN 2002 AND 2005 —THE REMAINING 25 PERCENT SAW THEIR INCOMES HOLD STEADY OR DECREASE IN THAT TIME FRAME.**

### 10 LARGEST ORGANIZATIONS, BY LGBTI INCOME SPENT, 2005

Name	Country	Region	2005 Income Received (USD)
International Gay & Lesbian Human Rights Commission (IGLHRC)	United States	North America	1,400,000
Centro Para la Educación y Prevención del SIDA (CEPRESI)	Nicaragua	Latin America / Caribbean	850,000
International Lesbian & Gay Association (ILGA) – Europe	Belgium	Western Europe	611,046
OUT	South Africa	Sub-Saharan Africa	428,571
Grupo Dignidade	Brazil	Latin America / Caribbean	400,000
Allied Rainbow Communities (ARC) International	Canada	North America	350,000
Asociación Kukulcán	Honduras	Latin America / Caribbean	350,000
Gay and Lesbian Archives of South Africa	South Africa	Sub-Saharan Africa	325,000
International Lesbian & Gay Association (ILGA) - World	Belgium	Latin America / Caribbean	289,851
Human Rights Watch - LGBT Rights Program	United States	North America	258,915

<sup>21</sup> Eligible for the questionnaire were LGBTI organizations and LGBTI projects that are folded into the programming of non-LGBTI exclusive organizations.

**DISTRIBUTION BY  
SOURCES OF LGBTI FUNDING,  
REPORTED BY LGBTI  
ORGANIZATIONS  
AND PROJECTS, 2005<sup>22</sup>**



**LGBTI ORGANIZATIONS ARE MIXED ABOUT WHETHER FUNDRAISING HAS BECOME MORE DIFFICULT, EASIER OR STAYED THE SAME; HOWEVER, MANY ANTICIPATE THAT FUNDRAISING WILL BECOME MORE DIFFICULT IN THE COMING YEARS AND HAVE DEVOTED MORE STAFF RESOURCES TO INCREASING FUNDING FOR THEIR ORGANIZATIONS.** Forty-two percent of LGBTI organizations report having increased—between 2002 and 2005—the proportion of their staffing and resources that is dedicated to fundraising; an additional 31% report that this proportion has stayed the same; 16% report a decrease; and 11% are unsure if the proportion allotted to fundraising shifted in those three years. Many LGBTI groups also fear that fundraising will become more difficult for many reasons: the withdrawal of major funders; LGBTI issues low in priority or lost among other issues (e.g. HIV/AIDS, women’s issues); and a funder focus on other countries and regions.

**LGBTI ORGANIZATIONS AND PROJECTS IN THE GLOBAL SOUTH AND EAST BELIEVE FUNDERS COULD BENEFIT FROM STRONGER RELATIONSHIPS WITH GRANTEES AND MORE SITE VISITS, AND WOULD LIKE TO SEE FUNDERS LEVERAGE SUPPORT FOR LGBTI WORK IN THEIR VARIOUS CIRCLES OF INFLUENCE.** Further, they report wanting more (safe) space for their organizations, equipment and furniture, training and technical assistance on fundraising and organizational management, and other materials to support their work.

<sup>22</sup> Organizations were asked to report their various sources of funding in the survey. These figures measure the most cited sources of LGBTI funding (i.e. 37 percent of LGBTI organizations reported “individual donors/membership fees” as a source of funding).



## **Funding**

# **for Global LGBTI Rights: A Historic Gathering of LGBTI Grantmakers in the Global South and East**

From March 11-13, 2007, Funders for Lesbian and Gay Issues convened a first-ever gathering of LGBTI funders in the Global South and East. Thirty-six foundations leaders from around the world—representing 24 grantmaking institutions that support LGBTI issues in the Global South and East—attended the gathering in Amsterdam, Netherlands.

**THE GATHERING BROUGHT TOGETHER LGBTI FUNDERS** of the Global South and East to compare funding strategies for supporting LGBTI issues in the Global South and East, and to strengthen their institutional relationships. An internal report on LGBTI grantmaking in the Global South and East was offered to the group to ensure that research findings on both LGBTI grantmakers and organizations provided an empirical basis for conversation and learning.<sup>23</sup>

Over the two and a half days, grantmakers compared funding strategies, examined LGBTI issues and funding support by region and issue area, and explored areas for future collaboration.

While many of the participants had never met, everyone agreed on the importance of new and stronger funding relationships, as well as uniting funding strategies to ensure that their resources best support LGBTI communities around the world. By the end of the gathering, grantmakers had formed stronger relationships, compared funding opportunities across regions and begun a process to increase the effectiveness and impact of LGBTI giving to the Global South and East.

The following is a synopsis of the opening part of the gathering, which examined the current political landscape of the LGBTI movement, highlighted donor challenges in addressing LGBTI rights and issues, and examined how data collection and research can improve the effectiveness of grantmaking for LGBTI issues around the globe.

## **SETTING THE CONTEXT: LGBTI RIGHTS, DONORS AND RESEARCH**

### **State of the LGBTI Movement Globally: Snapshot of Challenges and Opportunities**

**Joo-Hyun Kang, Director of Programs, Astraea Lesbian Foundation for Justice**

Kang highlighted various key achievements from LGBTI movements around the world, including numerous policy wins at local, state and national levels that obtained constitutional protections, outlawed discrimination, achieved legal recognition and integrated LGBTI concerns into HIV/AIDS programs and funding.

Kang described how a diverse proliferation of LGBTI organizations and networks has emerged in the last two decades, addressing transgender, intersex, lesbian, working people, youth and other populations.

Further, she described how international LGBTI advocates have achieved more visibility and recognition within the UN and within the international human rights arena.

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<sup>23</sup> The report distributed to members at the gathering was authored by Ellen Sprenger and Emily Utz.

Despite these successes, LGBTI communities around the world battle a multitude of challenges, including legal and policy challenges, hostile societal attitudes and values (including homophobia/transphobia in other movements), the legacy of colonialism and imperialism, a fragile infrastructure of organizations, and challenging conditions within many countries, such as energy and resource disruptions, natural disasters, war and conflict, inequity of resources and governance challenges.

For funders, Kang concluded, this means that we should strive to: offer more core and multi-year grants for organizations; ensure that proposals can be submitted in multiple languages; seek to be flexible in our grantmaking approaches; provide increased and strategic support to organizations that are based in, and run by, local communities; minimize ways that the funding process can fuel competition and distrust among groups within a local community; and support marginalized subgroups within LGBTI communities such as lesbians, transgender people and organizations based in rural communities.

Moreover, Kang suggested that opportunities for funders include promoting and utilizing existing regional networks and collaborations, providing support for coordination between international, regional, national and local efforts, and supporting work through the UN and regional governance mechanisms, among other efforts, to help secure rights for LGBTI communities across the globe, particularly in the Global South and East.

## **LGBTI Organizing in East Africa**

### **Zawadi Nyong'o, Urgent Action Fund - Africa**

Nyong'o spoke about the impact that grantmaking can have on LGBTI issues in a given community. Describing a recent gathering in East Africa that drew more than 50 activists from around the region, Nyong'o argued that grantmaking in politicized regions can be risky—without the proper precaution—and could incite backlash from stakeholders, the media and local communities. To inoculate against this backlash, Nyong'o proposed that grantmakers collaborate more often and encouraged funders to consider rapid-response grantmaking to assist organizations that need immediate support, often to relocate from a dangerous area or situation.

Nyong'o argued that funders often exhibit preference for certain organizations in a funding area of interest, even in instances where those organizations are viewed by local communities as ineffective. Further, most grantmaking to the Global South originates in the Global North, which creates a funding dynamic where foundation support may be divorced from the realities of local communities or the real effectiveness of organizations.

According to Nyong'o, outside funder support creates a demand in communities with multiple needs, yet many grantmakers shift their funding support after a few grants. Too often, the organizational infrastructure that was created to address this demand is left without the necessary resources to survive. She suggested that



The challenge for donors in supporting LGBTI rights, according to Sutherland, is to avoid unintentionally harming local communities through their grantmaking (by not foreseeing the consequences that certain funding strategies and grants may have in a local, politicized context). Further, donors are increasingly working to address the intersection of race, gender, class and other forms of marginalization; are connecting to other social movements deeply grounded in local politics; and, among HIV/AIDS funders, are beginning to address the pandemic through a human rights framework.



Carla Sutherland, Ford Foundation; Karen Zelermyer, Funders for Lesbian and Gay Issues; and Robert Espinoza, Funders for Lesbian and Gay Issues.

Sutherland also outlined a number of grantmaking possibilities for LGBTI funders. LGBTI funders can provide core funding to national LGBTI movements directly or through grantmakers with regranting functions. Further, grantmakers should consider supporting organizations other than the “mainstream elite,” which, according to her, tend to be urban, English-speaking, male-led, individual-driven, externally focused and competing over limited resources. Ultimately, Sutherland concluded, grantmakers should explore the intersectionality of multiple issues and assess how this lens might shift their foundation agendas.

## Strategic Use of Research

**Andrew Park, Wellspring Advisors, LLC**

Park spoke about research and data as a strategic tool to bring new funders into the field of LGBTI issues, to shape the decision of current LGBTI funders and to provide useful information to grantseekers. Despite these benefits, Park noted, very little research exists on LGBTI funding at the international level.



According to Park, data on foundation giving can depict the richness and attractiveness of the field to potential new funders while accurately depicting the state of the field to current funders and potential grant seekers.

Park observed that: LGBTI fundraising has become increasingly more competitive; many private foundations have withdrawn their support from explicit LGBTI and gender-based programs; many human rights funders have shifted their interest to areas of security and counterterrorism; and grantmakers that do not currently support human rights issues often consider “human rights” to be divisive, financially inefficient and vague in its purpose.

Moreover, Park said, ascertaining the amount and type of funding support for LGBTI issues in various areas of the world is complicated, given the differences between and among LGBTI issues within the Global North, the Global South and East and various regions. Adding to the complexity is the increasingly blurred distinction between funders (which might operate programs) and NGOs (which might provide funding support), as well as the role of funders with regranting functions which, according to Park, offer significant value yet, if uncoordinated, may deplete a portion of the funding, through administrative costs, that eventually reaches LGBTI organizations.

## ATTENDEES

### **African Women's**

#### **Development Fund**

Stella Kofie Yariga

### **AJG Foundation**

Sam Avrett

### **American Jewish World Service**

Julia Greenberg

### **Angela Borba Fund for Women**

Amalia Fisher

### **Arcus Foundation**

Urvashi Vaid

### **Astraea Lesbian Foundation**

#### **for Justice**

Katherine Acey

Joo-Hyun Kang

### **The Atlantic Philanthropies**

Brian Kearney-Grieve

Gerald Kraak

### **Central American Women's Fund**

Ana Criquillion

### **Dreilinden gGmbH**

Ise Bosch

### **Elton John AIDS Foundation**

Annemarie Meyer

### **Ford Foundation**

Carla Sutherland

### **Funders for Lesbian and Gay Issues**

Robert Espinoza

Addison Smith

Karen Zelermyer

### **Global Fund for Human Rights**

David Mattingly

### **Hivos**

Ireen Dubel

Tini van Goor

Tamme Hansma

Frans Mom

### **Lisa Turner Associates**

Lisa Turner

### **Mama Cash**

Joshephine Abahujinkindi

Esther Vonk

### **Open Society Institute**

Emily Martinez

Debra Schultz

Sue Simon

### **Oxfam Novib**

Jeanette Kloosterman

Anne Kooistra

### **Public Welfare Foundation**

Joe Wilson

### **Semillas**

Emilienne de Leon Aulina

### **Sigrid Rausing Trust**

Jessica Horn

### **Swedish International Development**

#### **Cooperation Agency**

Peeter Kaaman

Mette Sunnergren

### **Urgent Action Fund - Africa**

Zawadi Nyong'o

### **Urgent Action Fund for Women's**

#### **Human Rights**

Ariella Futral

### **Wellspring Advisors, LLC**

Andrew Park

### **XminusY Solidarity Funds**

Roy Pullens

### **Meeting Faciliation**

Katherine Pease

Ellen Sprenger

Emily Utz

# Semillas

## Building solidarity for LGBTI rights among Mexican women

### A WOMEN'S FUND THAT'S PART OF A MOVEMENT FOR LGBTI RIGHTS THROUGHOUT LATIN AMERICA

Mexico's oldest lesbian organization, Patlatonalli, is based in Guadalajara, in the conservative state of Jalisco. Its projects include rebuilding relationships between LGBTI people and their families, teaching tolerance to youth and challenging discriminatory legislation nationwide, among others.

From 1998 to 2005, Patlatonalli received financial support from Semillas, Mexico's only women's fund, established in 1990.

According to its web site, since its inception Semillas has funded 237 projects that have helped more than 650,000 Mexican women. Its support extends to LGBTI groups around the country, largely through grants averaging roughly US \$10,000.

"From the very beginning, Semillas took LGBTI persons as one of the more discriminated sectors of society that should be supported through our grants, both to promote existing groups but also to enable the creation of new ones that could provide much-needed services to women and girls needing



(From left to right): Luz Aurora Pimentel Anduiza and Martha Cuevas, Nueva Generación de Jóvenes Lesbianas (New Generation of Young Lesbians), a Mexico-based organization that Semillas supported in 2000. Cuevas is the leader and founder of Nueva Generación, which, since 1996, has offered support, information and a gathering space for reflection on sexual diversity and identity—especially to young lesbians. Pimentel Anduiza is a professor and author, as well as a supporter of Nueva Generación.

Photo © Eniack Martínez

### 2005 FUNDER FACTS

- SEMILLAS, A MEXICO-BASED FUNDER, PROVIDED THREE LGBTI GRANTS IN 2005, TOTALING US \$30,400.
- A HANDFUL OF WOMEN'S FUNDS SUCH AS SEMILLAS PROVIDED NEARLY HALF OF ALL LGBTI GRANTS TO THE GLOBAL SOUTH AND EAST IN 2005.
- MORE THAN HALF OF THE LGBTI ORGANIZATIONS IDENTIFIED IN THIS REPORT WERE BASED IN LATIN AMERICA.

information, advice and protection,” said Emilliene de León Aulina, executive director of Semillas.

The solidarity between LGBTI groups and grant-makers such as Semillas has a significant impact, according to activists in the region.

“The importance of South-South funding for queer issues cannot be overstated; it undermines the misconception that homosexuality is a colonial ‘disease’ or a Northern imposition,” said an activist affiliated with Patlatonalli.

Patlatonalli also reaches out to other human rights groups with materials that promote sexual diversity as a “transectional” issue and explain how an LGBTI rights lens can be integrated into any organization’s approach.

Semillas’ pioneering work in philanthropy and its explicit focus on marginalized women has inspired other Latin American groups to establish women’s funds in countries such as Brazil, Chile and Nicaragua that also address sexual minorities.

De León Aulina said, “Through our publications and events aimed at women donors, Semillas is raising the visibility of LGBTI rights and issues, leveraging resources and building solidarity for LGBTI rights within the broader Mexican women’s movement.”

**TO LEARN MORE ABOUT SEMILLAS, PLEASE VISIT [WWW.SEMILLAS.ORG.MX](http://WWW.SEMILLAS.ORG.MX).**

## **Sida** (Swedish International Development Cooperation Agency)

### **Supporting LGBTI groups through a human rights and gender equality approach**

#### **A BILATERAL FUNDER THAT DEMONSTRATES HOW GOVERNMENTS CAN FUND LGBTI RIGHTS**

Proyecto Colombia Diversa (PCD), a Bogotá-based LGBTI rights group that works to strengthen the infrastructure of Columbia’s LGBTI sector, faces two main obstacles in its national political climate: Colombia’s fifty-year internal conflict and the heavy influence of the Catholic Church.

To promote sexual rights within this context, PCD receives bilateral aid from both SIDA and Canada’s

CIDA fund. PCD is one of the few LGBTI rights groups to obtain bilateral aid from more than one government.

Sida provides its support to PCD through Diakonia, an international non-governmental organization that funders such as Sida use to channel funds to smaller NGOs throughout the Global South and East.

For Mette Sunnergren, gender advisor at the Department for Democracy and Social Development at Sida, supporting LGBTI rights fits into Sida’s broader framework of gender justice.

“LGBTI rights should be treated as a human rights issue and form part of a discourse on gender, gender equality and social justice,” said Sunnergren.

As the primary distributor of Swedish development assistance overseas, Sida makes explicit its commitment to protecting human rights based on sexual orientation and gender identity.

“We have an action plan that aims towards including an LGBTI perspective in development cooperation, thereby improving the rights and the poverty situation for LGBTI persons, which increases their opportunities and abilities to influence their own situations,” said Sunnergren.

Sunnergren believes that Sida’s support demonstrates how government funding can improve the lives of LGBTI communities.

“By taking a stand on LGBTI rights, Sida makes it clear that states and governments also promote and defend these issues,” said Sunnergren.

As a bilateral donor, Sida also uses its influence to leverage LGBTI rights among other institutional funders.

Sunnergren added, “We can dialogue directly with cooperation partners [state institutions and governments] and are able to help put LGBTI issues on the international agenda with both bilaterals and multilaterals.”

**TO LEARN MORE ABOUT SIDA, PLEASE VISIT  
[WWW.SIDA.SE](http://WWW.SIDA.SE).**

## 2005 FUNDER FACTS

- SIDA PROVIDED 13 GRANTS TO LGBTI ORGANIZATIONS AND PROJECTS, TOTALING US \$559,990 (INCLUDING REGRANTING DOLLARS).
- SIDA WAS THE ONLY BILATERAL FUNDER IDENTIFIED IN THIS REPORT AS A SUPPORTER OF LGBTI ISSUES IN THE GLOBAL SOUTH AND EAST.
- INCOME FROM NATIONAL AND MUNICIPAL GOVERNMENTS WAS THE FIFTH MOST CITED SOURCE OF INCOME AMONG LGBTI GROUPS BASED IN THE GLOBAL SOUTH AND EAST.



The Gay and Lesbian Coalition of Kenya (GALCK), organizing an unprecedented public appearance at the World Social Forum, held in January 2007 in Nairobi, Kenya. At the forum, GALCK made the case for including LGBTI rights in the human rights movement.

## **Hivos** (Humanist Institute for Cooperation with Developing Countries)

### **Creating tailor-made and long-term support for LGBTI organizations**

#### **A FUNDER WITH AN EYE ON SEXUAL DIVERSITY, LGBTI RIGHTS AND THE AIDS PANDEMIC**

The newly-formed Gay and Lesbian Coalition of Kenya (GALCK) made headlines when they formed a queer space at the World Social Forum in Nairobi, Kenya in January 2007.

As in most of Africa, sexual orientation and gender identity are taboo subjects that are criminalized under sodomy laws and stigmatized by cultural and religious norms.

For Teyo van der Schoot, programme manager of Hivos' human rights and democratization area, supporting groups such as GALCK is essential.

“Even among progressive movements in Kenya, homosexuality is often considered an ‘un-African’ topic,” said van der Schoot. “In such a context, it takes really courageous activists to set up organizations to fight for gay rights.”

GALCK is the first LGBTI group to legally register as a Kenyan non-governmental organization.

Hailing from the Netherlands, which boasts the world's first gay rights group (COC, founded in 1946), Hivos has always incorporated sexual diversity into its humanist vision on development.

In the 1990s, LGBTI rights became a central theme as Hivos battled the AIDS pandemic, and by 2005,

LGBTI rights had been integrated into its human rights focus as an explicit sub-theme.

Hivos' LGBTI grants now account for approximately US \$2.5 million per year, which supports more than 30 LGBTI organizations and more than 20 AIDS projects with an LGBTI focus around the world.

According to van der Schoot, tailored support, as well as core and long-term support (up to 10 years), are features of Hivos' grantmaking.

"Because not every organization is on the same level of development or [enjoys] the same space to organize openly, as was the case for GALCK, tailor-made support is a basic tenet of Hivos' funding," said van der Schoot.

**TO LEARN MORE ABOUT HIVOS, PLEASE VISIT [WWW.HIVOS.NL](http://WWW.HIVOS.NL).**

#### 2005 FUNDER FACTS

- **HIVOS, A PUBLIC FUNDER, AWARDED 43 GRANTS TO LGBTI ORGANIZATIONS AND PROJECTS IN THE GLOBAL SOUTH AND EAST, TOTALING US \$2,503,061 (INCLUDING REGRANTING DOLLARS).**
- **PUBLIC FUNDERS PROVIDED APPROXIMATELY US \$5 MILLION, AND 224 GRANTS, TO LGBTI GROUPS IN THE GLOBAL SOUTH AND EAST AND GROUPS IN THE GLOBAL NORTH, WORKING PRIMARILY ON THE INTERNATIONAL LEVEL—HIVOS PROVIDED MORE THAN HALF OF THIS DOLLAR AMOUNT, INCLUDING REGRANTING DOLLARS.**
- **48% OF LGBTI DOLLARS RECEIVED BY LGBTI ORGANIZATIONS IN THE GLOBAL SOUTH AND EAST, AND IN THE GLOBAL NORTH WORKING INTERNATIONALLY, CAME FROM PUBLIC FUNDERS.**

## **Astraea** Lesbian Foundation for Justice

### **Seeding, strengthening and sustaining LGBTI rights organizations**

#### **AN INTERNATIONAL FUNDER WITH A DECADE OF BOLDLY SUPPORTING LGBTI GROUPS GLOBALLY**

When Helem, a national LGBTI organization based in Lebanon, launched its first above-ground LGBTI community center a few years ago, it counted on the moral and financial support of the Astraea Lesbian Foundation for Justice.

That year, as the group's first institutional funder, Astraea awarded two grants to Helem: a general operating support grant decided by a panel of activists

and a three-year grant to build policy and institutional change work.

Both Helem's center and its Arabic web site have established the group as a vital networking vehicle for LGBTI people throughout the Middle East, where sexual diversity can be punishable by death in many countries.

Executive Director Katherine Acey cites the grants issued to Helem as a hallmark of Astraea's international grantmaking.

"We are not restricted by issue areas or national

borders, which means that Astraea’s funding is accessible to an exceptionally large pool of LGBTI organizations around the world engaged in innovative and strategic work,” said Acey.

Since its inception 10 years ago, Astraea’s Fund for Sexual Minorities has distributed nearly 500 grants—totaling more than US \$3.5 million—to more than 200 different LGBTI rights groups throughout the Global South and East. (While the Fund for Sexual Minorities has been providing grants for a decade, Astraea has been in existence since 1977.)

In order to maximize the ability of grantees to operate strategically in the long haul, Astraea offers various types of support, such as core funding,

multi-year grants, capacity building support, travel grants and emergency support.

For Acey, building solidarity, forming alliances and connecting groups across borders—movement building—is central to Astraea’s work.

“We believe in the transformative potential of bringing people together to learn, plan, celebrate and inspire one another,” explained Acey.

#### TO LEARN MORE ABOUT ASTRAEA

LESBIAN FOUNDATION FOR JUSTICE, PLEASE VISIT

[WWW.ASTRAEAFOUNDATION.ORG](http://WWW.ASTRAEAFOUNDATION.ORG).



The Gender and Sexuality Rights Association of Taiwan (G/SRAT), leading a campaign to eradicate the obscenity law in Taiwan. In 2005-2006, Astraea issued more than \$1.3 million to 168 organizations—such as G/SRAT—in 93 cities and 42 countries around the world.

#### 2005 FUNDER FACTS

- ASTRAEA PROVIDED 78 GRANTS TO LGBTI GROUPS IN THE GLOBAL SOUTH AND EAST AND GROUPS IN THE GLOBAL NORTH WORKING ON THE INTERNATIONAL LEVEL—MORE GRANTS THAN ANY OTHER LGBTI GRANTMAKER.
- NEARLY ONE OUT OF EVERY FOUR LGBTI GRANTS DISTRIBUTED TO THE GLOBAL SOUTH AND EAST CAME FROM ASTRAEA. FURTHER, ASTRAEA WAS THE SECOND MOST FREQUENTLY CITED SOURCE OF INCOME AMONG LGBTI GROUPS IN THE GLOBAL SOUTH AND EAST.
- BY DOLLARS GRANTED, ASTRAEA WAS THE SEVENTH LARGEST FUNDER OF LGBTI ISSUES IN THE GLOBAL SOUTH AND EAST, PROVIDING US \$611,051.

# Detailed Lessons and Recommendations for Global LGBTI Grantmakers

**DEVISING AND IMPLEMENTING CODING SYSTEMS THAT TRACK SUPPORT TO LGBTI POPULATIONS AND ISSUES OVER TIME CAN ASSIST GRANTMAKERS IN EVALUATING THEIR REACH TO LGBTI COMMUNITIES. FURTHER, A WIDELY-USED, MORE STANDARD SYSTEM OF TRACKING SUPPORT WOULD SIMPLIFY COMPARING DATA ACROSS FOUNDATIONS.** Many grantmakers lack an adequate approach to measure their institutional support for LGBTI communities around the world—grants are neither coded nor tracked while both LGBTI definitions and LGBTI rights frameworks run the gamut. For this report, in the absence of a formal tracking system, many institutions creatively measured LGBTI giving—ideally, these methods should evolve into a standard, formal system.

**PUBLIC FOUNDATIONS AND NGOs THAT HAVE A REGRANTING FUNCTION ARE CRITICAL ACTORS IN THE GRANTMAKING PROCESS FOR LGBTI COMMUNITIES AROUND THE WORLD.** As this report demonstrates, these types of funders were responsible for a sizable percentage of the grants that were distributed to LGBTI communities around the world, often because they have the capacity to allocate smaller grants as well as a thorough, nuanced knowledge of local politics. Funders without the mechanics or the knowledge to fund effectively are well-advised to rely on intermediaries.

**SEVERAL WOMEN’S FUNDS HAVE PLAYED A KEY ROLE IN SUPPORTING AND SUSTAINING INTERNATIONAL MOVEMENTS FOR LGBTI RIGHTS. THESE FUNDS HAVE MODELED HOW LGBTI GRANTMAKING CAN BE INTEGRATED INTO BROADER STRUGGLES FOR GENDER, SEXUAL AND SOCIAL JUSTICE.** This report highlighted the leadership role that women's funds have played in supporting LGBTI rights throughout the world. In Latin America, a handful of women's funds provide the majority of grants to LGBTI organizations. Moreover, some funding institutions, such as Sida, have folded LGBTI rights into a broader approach for gender justice.

**LATIN AMERICA, WHICH HOUSES NUMEROUS LGBTI ORGANIZATIONS, PROVIDES LESSONS ON HOW LGBTI MOVEMENTS CAN DEVELOP WHEN A BROADER SOCIAL MOVEMENT EXISTS, AND THEY ARE ABLE TO TAKE PART IN IT.** Both the grants data and the organizations data depicted Latin America as a fertile ground for LGBTI organizing yet still in need of additional funding support. Future analysis could seek out the reasons for this growth and, if appropriate, share lessons among grantmakers interested in supporting LGBTI movements across the globe.

**THE RESPONSIBILITY OF SUPPORTING LGBTI MOVEMENTS CAN BE SHARED AMONG PHILANTHROPISTS OF ALL TYPES, INCLUDING GOVERNMENT SOURCES.** As demonstrated by bilaterals such as Sida, and as reported by LGBTI organizations, which noted government funding as one of their top income sources, funding support for



LGBTI rights often originates among government entities as well. LGBTI organizations and like-minded funders should consider all types of funding support—including government sources—when seeking financial assistance.

**LGBTI TOTAL GIVING IS CONCENTRATED AMONG A SELECT GROUP OF LARGER ORGANIZATIONS; GRANTMAKERS SHOULD EVALUATE THE EXTENT TO WHICH THESE GIVING PATTERNS DENOTE INEQUITIES IN GIVING.**

Data for 2005 shows that the 20 largest LGBTI organizations received US \$7 out of every US \$10 in grants captured in this survey. Further, this group doubled in size in the last two years and the top four are based in the Global North. Recognizing that donors take into consideration a number of factors when deciding which organizations to support on the international scene, grantmakers could assess whether their grantmaking preferences these organizations at the expense of other groups in similar need of support.

**GRANTMAKERS INVESTED IN BUILDING A BROAD-BASED MOVEMENT FOR LGBTI SOCIAL CHANGE AROUND THE WORLD SHOULD ENSURE THAT LGBTI ORGANIZATIONS OF VARYING STRATEGIES AND SIZES HAVE THE SUPPORT, FINANCIAL AND OTHERWISE, TO THRIVE IN THEIR REGIONS.**

A funding strategy for supporting global LGBTI rights must take into consideration the wide range of organizations that exist in our global social change movements and ensure that its priorities do not exclude smaller, less established organizations. By recognizing the power of the small grant—along with the role that grantmakers that regrant can play in helping allocate this funding effectively—anecdotally it appears that LGBTI funders are increasingly supporting smaller organizations to actualize their agendas in their local communities.

**MORE SMALL GRANTS AND INCREASED MULTI-YEAR SUPPORT COULD NOURISH THE LGBTI INFRASTRUCTURE OF ORGANIZATIONS IN THE GLOBAL SOUTH AND EAST, WHICH TENDS TO OPERATE ON SMALL INCOMES AND FEW TO NO STAFF MEMBERS.**

As revealed by the research for this report, many LGBTI grants operate on small annual budgets. Likewise, in 2005 LGBTI funders typically gave grants ranging US \$50,000 and under, with many providing grants of US \$10,000 and under. Grantmakers whose funding parameters dissuade them from supporting smaller organizations by offering small grants (or not offering larger multi-year grants) should strengthen their relationships with groups that regrant to adequately support the broad infrastructure of LGBTI groups in the Global South and East.

**AN INTERNATIONAL SNAPSHOT OF LGBTI GRANTMAKING AND ORGANIZATIONS PROVIDES INSIGHT AND EVALUATIVE POTENTIAL; HOWEVER, FURTHER RESEARCH WILL ENRICH DATA OVER TIME AND DELVE DEEPER INTO THE FINDINGS.**

While a broad overview of funding patterns and organizations provides useful data and analysis, without future research, our ability to assess the authenticity of these findings—or how LGBTI grantmaking shifts—remains limited. Further, we recognize that there remain numerous areas that could merit further analysis, including research at the national and regional levels. Funders for Lesbian and Gay Issues is committed to continuing this research and ensuring that LGBTI grantmakers have the information they need to make effective decisions.

# Appendix A

## Glossary of Terms

**INTERSEX.** "A general term used for a variety of conditions in which a person is born with a reproductive or sexual anatomy that doesn't seem to fit the typical definitions of female or male." (From the Intersex Society of North America [ISNA], [www.isna.org](http://www.isna.org). For additional definitions, see the ISNA web site or visit the Intersex Initiative at [www.intersexinitiative.org](http://www.intersexinitiative.org).)

**LGBTI.** Lesbian, gay, bisexual, transgender and intersex. Based on the international expertise of the project's advisory committee and project team, this report uses LGBTI (instead of LGBT) to more closely invoke the lexicon of international discourse on sexuality and gender identity.

**NON-GOVERNMENTAL ORGANIZATION (NGO).** A nonprofit group or association with no formal affiliation to local, state or federal government. For the purposes of this report, "organization," "group" and "non-governmental organization" are used interchangeably.

**PROGRAM, PROJECT.** Throughout the report, "program" and "project" are used interchangeably to account for organizations that address LGBTI issues explicitly through programs or projects but not as the primary focus of the organization.

**TRANSGENDER.** Used to "represent all of the innumerable genders and forms of gender expression that fall within and outside of stereotypical gender norms" (Transgender Law Center, [www.transgenderlawcenter.org](http://www.transgenderlawcenter.org)). For the purposes of this report, the term "transgender" is used as an umbrella term that differs across national, regional and political contexts. (For example, other terms used within particular cultures, and potentially categorized under a "transgender" umbrella, include *kothi*, *travesti*, *kothay*, *hijra*, and *transsexual*, among many others.)

# Appendix B

## Detailed Methodology

### **METHODOLOGY: GRANTS ANALYSIS OF LGBTI FUNDERS**

To collect data from funders, we used a purposive sampling method (as opposed to a random sample) to ensure we would capture information from as many LGBTI funders as possible, believing this method would provide greater insight into the state of LGBTI philanthropy in the Global South and East.

**ELIGIBILITY FOR INCLUSION.** To qualify for this report, funders must have provided US \$1,000 or more to LGBTI organizations and projects in the Global South and East. Funders used their internal coding systems and—absent of formal tracking mechanisms—their institutional judgment to categorize LGBTI grants.

**POPULATION.** Requests for information were sent to 150 potential LGBTI grantmakers identified by Funders for Lesbian and Gay Issues, the project’s advisory committee and project consultants. Seven funding sectors were researched: (1) bilateral agencies; (2) multilateral agencies; (3) corporate foundations; (4) private foundations; (5) public foundations; (6) individual donors; and (7) NGOs with funding mechanisms.<sup>24</sup> Sixty-four funders responded to this request; of this group, 40 funders were included in the data. (The remaining 24 funders either did not report having provided LGBTI grants in 2005 or their grants did not total US \$1,000 or more.) This group of 40 funders included 12 private funders, 20 public funders (which also included women’s funds and faith-based and donor-advised funds), 1 bilateral funder, 1 individual donor, 2 corporate funders, and 4 NGOs that have regranteeing functions.

**CLASSIFICATION SYSTEM.** Grantmakers provided information on their LGBTI giving, including basic information (name, location and type of institution) as well as the names and types of grantees. In addition, grantmakers provide the amount, duration, type of funding (unrestricted, project or regranteeing) and brief descriptions for each grant. Based on the grant descriptions, the project team classified a primary and secondary strategy funded for each grant. Grantmaker information for U.S. funders was obtained and/or verified with the data maintained by Funders for Lesbian and Gay Issues on LGBTI grantmaking by U.S. foundations.

**REGRANTING.** Of the US \$12,197,421 tracked in this report, US \$1,745,100 were awarded as regranteeing dollars in 2005. To measure accurately the amount of dollars received by LGBTI organizations and projects in the Global South and East, and in the Global North working internationally, we have omitted these regranteeing dollars—and noted those instances.

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<sup>24</sup> Private, public and corporate foundations included LGBTI, women’s, progressive and faith-based foundations.

**MULTI-YEAR GRANTS.** In order to reflect the priorities of LGBTI funders in 2005, multi-year grants that were authorized in 2005 are included in the data. Further, because this funding is being tracked for the first time, we also included grants paid in 2005 that had been authorized in previous years as part of multi-year grants. In some instances, the grantee figures reported by funders are larger than the income figures reported by the same organizations; these discrepancies may be explained, in part, by multi-year grants. By regularly collecting data in the years to come, this skew in the multi-year will self-correct.

### **METHODOLOGY: ONLINE QUESTIONNAIRE OF LGBTI ORGANIZATIONS**

In the absence of a single, comprehensive listing of LGBTI organizations and projects in the Global South and East, we opted to use an online, cascading survey model. The questionnaire design was modeled after a survey utilized by the Association for Women's Rights in Development (AWID). Through this model, the survey was initially distributed to a broad list of emails compiled through organizational contacts. People who received this email were then asked to forward it to other organizations that qualified, in the hopes that over time, through multiple forwarding of emails, the number of respondents would magnify. The online questionnaire was distributed through email in English, French and Spanish. Portuguese responses were also allowed. As an incentive to respond to the survey, a US \$2,500 grant was awarded to a randomly selected respondent.

**ELIGIBILITY FOR INCLUSION.** Two groups were eligible for the questionnaire: LGBTI organizations and programs based in the Global South and East, and LGBTI organizations based in the Global North with an international focus. Respondents were screened for eligibility before and during the questionnaire.

**POPULATION.** Email lists totaling approximately 10,000 email contacts were obtained from the Association of Women's Rights in Development, the Astraea Lesbian Foundation for Justice, Hivos, The Atlantic Philanthropies and the International Gay and Lesbian Human Rights Commission. The questionnaire was also emailed to organizational contacts and friends, and respondents were asked to forward the questionnaire to organizations that qualified. Roughly 610 people accessed the questionnaire and 396 completed it. Once duplicates, ineligible responses and partial completes were removed, 278 respondents were included in the data.

**CLASSIFICATION SYSTEM.** LGBTI organizations and projects provided basic information, as well as information on their budgets, staffing, volunteers and funding sources. The questionnaire included numerous open-ended questions, which were coded by the project team for analysis.

## LIMITATIONS

While the findings from the data are useful as a snapshot of LGBTI grantmaking in the Global South and East, as well as LGBTI organizations and projects working in these regions, caution should be taken when drawing decisive conclusions. When interpreting the results from this data, the following limitations should be considered.

**RESPONSE BIAS IN REGARDS TO LANGUAGE OR SELF-IDENTIFICATION.** Because the survey was distributed in English, Spanish and French, potential respondents who were unable to respond in these languages, or who did not have access to computers or the internet, are likely not represented in the data. (Portuguese responses were also allowed.) Further, organizations and funders that do not or would not self-identify as serving LGBTI populations (yet may be serving LGBTI populations) and opted to not offer information, are not represented in the data. It is unknown whether, or how, these two groups (respondents and non-respondents) differ from one another.

**GENERALIZABILITY OF DATA.** Data on funders was collected for 2005, and organizations were asked to respond to questions using data from 2002 and 2005. Without additional data from more years, we cannot ascertain the extent to which these findings would shift or have shifted over time. Grantmaking findings should be interpreted as a one-year snapshot of LGBTI grantmaking to the Global South and East.

**MISSING FUNDERS.** Finally, a number of potential and current LGBTI funders were identified through the research and the survey but were not included in this report for various reasons, including their lack of internal tracking mechanisms for LGBTI grants or because they do not consider themselves LGBTI grantmakers.

**OVERSTATED REGRANTED DOLLARS.** To calculate the amount of foundation dollars that were likely regranted (US \$1,745,100), we added the grants provided by LGBTI funders, earmarked for regranted purposes. This equation rests on the assumption that all of the regranted dollars were eventually regranted. However, we recognize that a fraction of these dollars likely supported other costs (overhead, etc.).

# Appendix C

## Complete List of LGBTI Grantmakers

Name	Country	Type of Funder	Total Grants	Total Giving (USD)
American Jewish World Service	United States	Public	5	68,695
Angela Borba Fund	Brazil	Public (Women's Fund)	3	4,064
Anonymous	United States	Multiple	9	1,840,000
Astraea Lesbian Foundation for Justice	United States	Public (Women's Fund)	78	611,051
The Atlantic Philanthropies	South Africa	Private	3	790,047
Australian Federation of AIDS Organizations	Australia	NGO	6	52,411
Central American Women's Fund	Nicaragua	Public (Women's Fund)	1	4,000
Centre for Culture & Leisure (COC) Netherlands	Netherlands	NGO	10	140,232
David Bohnett Foundation	United States	Private	2	30,000
Filia die Frauenstiftung	Germany	Public (Women's Fund)	3	18,790
Fondo Alquimia	Chile	Public (Women's Fund)	4	1,300
Ford Foundation	United States	Private	7	383,280
Fund for Global Human Rights	United States	Public	5	92,000
Funding Exchange	United States	Public (Donor-Advised)	4	11,500
Gill Foundation	United States	Private	4	77,500
Global Fund for Women	United States	Public (Women's Fund)	39	517,500
Henry van Ameringen Foundation	United States	Private	1	5,000
Horizons Foundation	United States	Public (Donor-Advised)	2	2,000
Humanist Institute for Cooperation with Developing Countries (Hivos)	Netherlands	Public	43	2,503,061
IBM Corporation	United States	Corporate	2	16,475
Ise Bosche	Germany	Individual Donor	1	200,000
Kevin J. Mossier Foundation	United States	Private	1	20,000
Levi Strauss & Co. Foundation	United States	Corporate	1	60,000
Mama Cash	Netherlands	Public (Women's Fund)	19	107,193

Name	Country	Type of Funder	Total Grants	Total Giving (USD)
Netherlands Catholic Organization for Relief and Development (Cordaid)	Netherlands	Public (Faith-Based)	1	206,935
Norwegian Human Rights Fund	Norway	Public Foundation	2	20,500
Oak Philanthropy Ltd.	United Kingdom	Private	1	311,000
Olof Palme International Centre	Sweden	NGO	3	96,700
Overbrook Foundation	United States	Private	1	25,000
Oxfam International	Australia, Germany, Netherlands	Public	3	1,369,523
Reconstruction Women's Fund	Serbia	Public (Women's Fund)	4	6,786
Semillas	Mexico	Public (Women's Fund)	3	30,400
Sigrid Rausing Trust	United Kingdom	Private	6	773,076
Stonewall Community Foundation	United States	Public (Donor-Advised)	3	11,440
Swedish Helsinki Committee	Sweden	NGO	5	145,950
Swedish International Development Cooperation Agency (Sida)	Sweden	Bilateral	13	559,990
Tides Foundation	United States	Private (Donor-Advised)	8	57,664
Urgent Action Fund for Women's Human Rights	United States	Public (Women's Fund)	2	8,600
Urgent Action Fund – Africa	Kenya	Public (Women's Fund)	1	3,700



Photo © John James

### ABOUT THE ARTIST

Yasmin Hernandez is a Brooklyn-born, Puerto Rican painter and installation artist whose work “dares to comment on topics that few others touch upon.”

Her recent work has explored the impact of militarism on people and the environment, notably on Puerto Rican communities. Her exhibit “Soul Rebels,” which depicted portraits of poets and musicians whose work serves to expose injustice, ran for 16 months at El Museo del Barrio in New York City.

“Themes of conquest, struggle, displacement, resistance and cultural syncretism manifest in my art,” said Hernandez. “With my images I reveal and celebrate the (s)heroes of hidden histories and their legacies.”

Hernandez created the cover illustration—“One Love”—specifically for this report on LGBTI grantmaking to the Global South and East.

“*One Love*” gathers a diverse, beautiful group of people into a loving embrace, blurring gender lines, sexual orientation/preference,” said Hernandez. “It celebrates the healing power of love in a world in which constructed borders—whether racist, classist or homophobic—are dissolved.”

Hernandez’s biography and works are available at [www.yasminhernandez.com](http://www.yasminhernandez.com).







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