



informed

NGO Funding and Policy Bulletin NGO Sector Analysis Programme

Bulletin No. 4, May 2001

CONTENTS	Page
1. Local Resource Mobilisation: Building Capacity for Sustainability	2
2. Update on HIV/AIDS: Trends and Policy Issues	7
3. Intercultural Exchanges and Understanding	14
4. Trends in Funding to the United Nations	17
5. News from Conferences and Working Groups	
- Eliminating World Poverty: Making Globalisation Work for the Poor	19
- Putting Politics into Poverty Reduction?	20
6. Reviews of Publications and Synthesis of Current NGO Debates	
- 'Development NGOs and Civil Society'	21
- 'NGOs and Civil Society: Democracy by Proxy?'	22
- 'Localisation: A Global Manifesto'	23

This bulletin has been produced as part of the NGO Sector Analysis Programme for the following European organisations: APSO, Concern Worldwide, Cordaid, DanChurchAid, MS Denmark, Norwegian Church Aid, Novib, Rädda Barnen, Redd Barna and Save the Children Fund - UK.

1. LOCAL RESOURCE MOBILISATION

BUILDING CAPACITY FOR SUSTAINABILITY

Conference Report: 'Building Effective Policies and Strategies for Civil Society Organisations.' An international conference organised by Resource Alliance in partnership with AMREF, Nairobi, 23rd to 25th November 2000.

By Simon Heap

Introduction

The Resource Alliance (formerly known as the International Fundraising Group) organised a conference in 1999 on 'Capacity Building - What Role can Domestic Fundraising Play?' This highlighted three key lessons relating to domestic fundraising:

- 1) In order for fundraising to be sustainable, civil society organisations need to focus on building their **image, trust** and **credibility**, alongside developing fundraising **tools** and **techniques**.
- 2) Local fundraising cannot be seen in isolation from the total **organisational capacity** of the voluntary sector in the 'South'.
- 3) Northern NGOs and donor agencies need to play an important role in **enabling** local resource mobilisation by Southern NGOs.

Building on the above, a second conference was held in Nairobi with the aim of bringing together leaders from civil society, donor agencies and the business sector to debate and explore concerted strategies for building strong non-profit sectors, which are actively **engaged with** and **accountable to** the public, in developing countries. It seemed particularly appropriate to talk about resource mobilisation in Kenya, the land of the Harambee, in which everyone contributes money to a joint cause and of the Nyayo Philosophy in which everyone joins together and gives whatever way they can. 154 delegates from 32 countries attended the conference. The recurring theme of the conference was that Northern NGOs have to re-examine their age-old practices and ways of working and respond positively to the challenges of local fundraising and public education work of NGOs in the 'South'.

Domestic resource mobilisation includes various forms of self-generated income, such as community contributions, fees for services and sales of publications; it also includes obtaining support from the national government, the corporate sector, trusts and foundations as well as from the 'public' (Murray Culshaw). This conference dealt mostly with the latter source of income: donations from the **public**. Why? Because it is this source of income which provides the foundation for an organisations' self-esteem and respect in society... and because it is vital for the public to become more **engaged** in the **development process**. For example, the Freedom from Hunger movement uses sponsored walks as a primary means for raising resources. However, the reason for using this form of fundraising is not just the money raised, but rather the education that it provides and the participation that it engenders (Ezra Mbogori, MWENGO).

Domestic resource mobilisation is first about **mobilising people**; the supporting skills and financial resources will then follow. To build this public support it is necessary to consider the following:

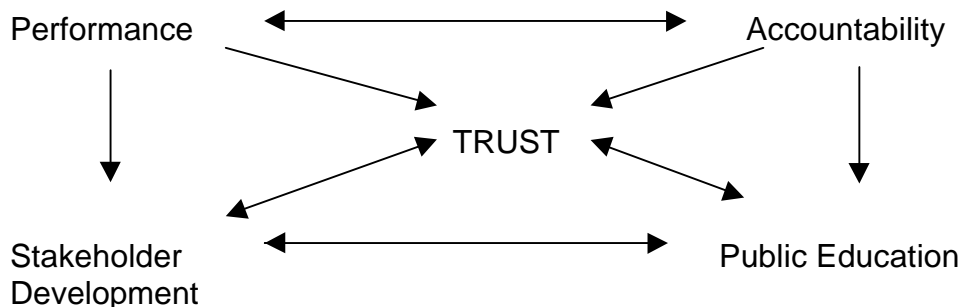
- Limitations in resource mobilisation: so many NGOs have developed the ‘art’ of obtaining grants but they have not developed the skills in **public communication**.
- The **Board** of the NGO, preferably including people with media and corporate experience, has a vital role in broadening the resource base.
- It takes money to raise money. **Investment** is required to raise local resources. Prepare a budget to raise the resources including one or two staff and basic communication materials.
- **Standards** of local resource mobilisation practice and accountability have to be established. Programme and finance reporting to communities (through meetings) and the public (through widely distributed Annual Reports) must become standard. **Codes of practice** for fundraising need to be established and norms established for acknowledgement of donations.
- **Staff** have to be recruited and trained. NGOs may need to appoint new staff with media, marketing, public relations, journalistic and advertising skills.

Civic Development

Alan Fowler set the tone of the conference in his keynote speech at the opening plenary. He identified the central issue for the conference as the importance of ‘**trust**’ in civic development. Trust is a vital pre-condition for any organisation whose usefulness and relevance depends on social recognition and **citizen support**. This is even more important in the case of non-profit organisations, because that is what makes them distinctive in the eyes of society. A society’s trust in NGOs stems from two sources: one is their **performance** and **impact** on society, and the other is the clear demonstration of **accountability** for what NGOs say and do. These two aspects - usefulness and being held to account in a fair and transparent way - are vitally important, although wider factors such as the relations between state and civil society also influence trust.

For non-profits, however, trust is a non-displaceable and vital part of relationships and image. It is, in fact, a cornerstone of interactions with citizens as supporters or clients. Non-profits are typically more trust-dependent than other types of organisations; in commercial parlance, it is their UPS, or unique selling point (Fowler).

Figure 1: Civic Development



Without an acceptable level of trust and image, the voluntary sector cannot get public support nor can it play an effective role in educating and sensitising society about issues of poverty. While there are no straightforward solutions to the trust issue, Fowler highlighted a few experiences and steps that have been found to be effective:

- introducing and enforcing **codes of conduct** for the NGO sector;
- investing in public **image-building** individually as organisations and collectively as a sector, and demonstrating collaboration rather than competition;
- developing **local roots**, rather than being perceived as ‘foreign-inspired institutional anomalies’

The key question posed to the delegates was: can the necessary institutional embedding be done at all if NGOs continue to operate with externally subsidised costs and lifestyles which are inconsistent with local economic realities? And this became the main thread that ran through the three days of the conference.

NGOs and Sustainability

NGOs must be concerned with three aspects of sustainability: enduring **impact**, the **continuity** of resources, and the **viability** of the organisation. Sustainability within each category requires ‘insightful agility’; overall sustainability depends on creating a ‘virtuous spiral’ linking the three categories in a positively reinforcing way (Fowler).

The conference noted that there is often a wide gap between what NGOs say, what NGOs do, and how people perceive NGOs. Despite all the rhetoric about participatory development and building stronger civil society, very often NGOs tend to ignore actively communicating with and listening to their **local constituency**. It is easier to write a large proposal for money from one European or American agency, rather than approach 250 people asking for their support and involvement. In this context, the role of international NGOs and donor agencies was also examined in relation to funding, public education and trust. The biggest challenge here is how to merge existing local forms of assistance with externally driven development programmes without undermining the sense of responsibility and accountability prevailing among the former (Mahlet Mariam Seifu, Ethiopia). Mesfin Tekle reminded us that in Ethiopia, the absence of a law allowing local fundraising and institutional income generation forces local NGOs to depend highly on external resource assistance.

It was highlighted that donor agencies rarely fund fundraising and institutional development. Donors have to make choices in collaboration with their partners in the South about what to fund. Donors need to work with partners and invest in developing codes of conduct. They also need to invest in developing the **infrastructure** of the non-profit sector to **raise its own money**. It is a question of working with organisations on these far more complex issues of image building, relationship building, constituency development - things that take a lot of time, that do not fit into a project and are not that easy to fund in the confines of a project document. Domestic fundraising cannot therefore be viewed in isolation from the role of international NGOs (INGOs). Whether we like it or not there are thousands of NGOs around the world that are very dependent on INGOs for funding. If this is to change INGOs have to change. They must look at **sliding scales** of support and have clear **withdrawal strategies**. The point is that unless this happens, INGO are not supporting the creation of sustainable infrastructures, but rather supporting projects that remain dependent on the North (Richard Hawkes, Sense International).

Finally, issues relating to the opportunities and constraints in building **NGO-corporate** partnerships were also discussed, and senior corporate and NGO leaders presented their views.

The whole notion of ‘benevolent givers’ and ‘grateful receivers’ reflects a **dependency** relationship not based on equality and dignity, and this needs to change. The relationship needs to be re-defined as one of **investors** (in social change) and **partners**. Such a relationship will also require the partners (NGOs) to be able to demonstrate impact and communicate effectively their achievements.

Case Study 1. The Bina Swadaya Foundation: Institutionally and Financially a Sustainable NGO, 1970-2000. By Em Haryadi, Indonesia

Ayasan Bina Swadaya is a large NGO working in Indonesia with a turnover of \$4.5 million and assets worth \$3.3 million. It covers 90% of its costs from revenue generated by its enterprises. Some NGOs say ‘Bina Swadaya is not an NGO any more’. This arises from their view that NGOs should only run social/charitable activities and be dependent on funding agencies. There are three aspects to Yayasan Bina Swadaya’s practice of owning and managing enterprises:

- It assists the target groups to be **self-reliant** and prosperous and therefore feels that it also has to show itself to be **sustainable**.
- It cannot easily attract local funding from Indonesia businesses, which, unlike businesses in other countries, do not get any tax reductions for helping social/ charitable work.
- Donors have decreased their capacity to support the work of Indonesian NGOs. Moreover, their funds come on a yearly basis, which is difficult to handle.

From the beginning, Bina Swadaya has been based on helping its target group to develop small-scale businesses. It is not seen as anything strange, therefore, for Bina Swadaya itself to run businesses. Professional staff are hired to run the businesses, and they are set up as companies. It certainly makes profits on its enterprises, but all the profits that it makes are invested to run new development activities. Bina Swadaya sees development and business as complementary and encourages this view amongst its staff.

Case Study 2. Income Generation Projects as part of the Fundraising Strategy - A successful Case: Council for the Blind, by Aplos Nyathi, Zimbabwe

This is a successful income-generating project funded by Council for the Blind, a charitable organisation in Zimbabwe. The organisation’s activities include diagnosis, treatment of eye diseases, referrals and general education on issues relating to blindness. The 40 staff also collate statistics on the prevalence and distribution of eye diseases in the areas covered by its field officers. Over half of the \$342,000 annual revenue is generated through sales of low cost spectacles, eye drops and intraocular lenses. The money is then recycled into the same project. There is room for that organisation to improve to self-sufficiency.

Main strategies for sustainability:

- Diversify and localise your income sources.
- Charge fees for services/on a cost recovery basis.
- Measure the impact of income generation.
- Invest excess monies in reserve funds.
- Engage managers with skills in financial management to ensure that resources are used as

efficiently as possible.

Conclusion

Richard Holloway states:

‘If Southern NGOs and CBOs and their civil society organisations pursue a mission and perform functions that are valuable to society, if they communicate this well to the public, to society...are we communicating this well to business, to government? If we undertake well-thought-out efforts to obtain the resources needed to perform these functions, then in most circumstances such resources will be available.’
(2001)

Or as one conference delegate put it strongly, ‘If you can’t raise money from the public, you do not deserve to exist’.

References and Further Information

Bennett, J. et al. (1996) *NGO Funding Strategies*. Oxford: INTRAC.

Fowler, A. (2000) *Virtuous Spiral*. London: Earthscan.

Holloway, R. (2001) *Towards Financial Self-Reliance: A Handbook of Approaches to Resource Mobilization*. London: Earthscan.

The Resource Alliance
International Support Office
295 Kennington Road
London SE11 4QE
<http://www.resource-alliance.org>

Future Resource Alliance Events

International Fundraising Congress, Noordwijkerhout, the Netherlands, 16th to 19th October 2001.
Contact ifc@resource-alliance.org.uk

Southern Africa Resource Mobilisation Workshop, Windhoek, Namibia, 15th to 17th August 2001.
Contact mail@mwengo.org.za

South Asian Fund Raising Workshop, Bangladesh, November 2001. Contact safrg@vsnl.com

Latin American Fund Raising Workshop, Buenos Aires, Argentina. Contact contact@resource-alliance.org.uk

International Conference on Sustainability, Delhi, India, March 2002. Contact contact@resource-alliance.org.uk

2. UPDATE ON HIV/AIDS: TRENDS AND POLICY ISSUES

By Debora Kleyn

Introduction

AIDS has become a full-blown development crisis. Its social and economic consequences are felt widely, not only in health but also in education, human resources and in economic terms. The table below makes for shocking reading. HIV (which causes AIDS) has brought about a global epidemic far more extensive than was predicted just a decade ago.¹ HIV now affects every continent across the globe. Africa has been the most severely affected: it is now home to 70% of the adults and 80% of the children living with HIV in the world.² It has been stated that '*AIDS threatens every man, woman and child in Africa today. The pandemic is the most serious social, labour and humanitarian challenge of our time.*'³

Table One. Global Figures on HIV/Aids: The Present Situation at a Glance (2000)

Number of people newly infected with HIV in 2000	Total	5.3 million
	Adults	4.7 million
	Women	2.2 million
	Children < 15	600,000
Number of people living with HIV/AIDS	Total	36.1 million
	Adults	34.7 million
	Women	16.4 million
	Children < 15	1.4 million
Number of AIDS deaths in 2000	Total	3 million
	Adults	2.5 million
	Women	1.3 million
	Children < 15	500,000
Total number of AIDS deaths since the beginning of the epidemic	Total	21.8 million
	Adults	17.5 million
	Women	9 million
	Children < 15	4.3 million

Source: UNAIDS/WHO (2000) *AIDS Epidemic Update, December*.

Facts and Figures

- 15,000 new cases of HIV are reported every day. That represents 10 every minute.
- In all parts of the world, except sub-Saharan Africa, there are more men infected with HIV and dying of AIDS than women. The behaviour of men (often because of cultural beliefs about their masculinity) makes them the prime casualties of the disease. The World's AIDS Campaign theme last year, 'Men Make a Difference', acknowledged these factors and

¹ The projection for the number of people living with HIV/AIDS stands at 36.1 million which is 50% higher than the WHO's Global Programme on AIDS projected in 1991.

² Refer to Appendix 1 for regional HIV/AIDS statistics.

³ At the Platform of Action on HIV/ AIDS in the Context of the World of Work in Africa, ILO, 2000.

recognised men's potential to curbing HIV transmission.

- In 2000, more new HIV infections were registered in the Russian Federation than in all previous years of the epidemic combined. Unsafe drug injecting practices are the main cause.
- New infections in 2000 in sub-Saharan Africa fell to 3.8 million as opposed to 4 million the previous year. However, if HIV infections start to explode in countries that have had relatively low rates up to now, such as Nigeria, regional incidence could start rising again.
- In Botswana and South Africa, 15 year olds will have a greater than 50% chance of dying of HIV-related causes if current infection rates are not cut dramatically. In Botswana, Zimbabwe, South Africa and Namibia more infants will die from AIDS than from all other causes.
- In South Africa, the epidemic is projected to reduce the economic growth rate by 0.3-0.4% annually, resulting by the year 2010 in a GNP which is 17% lower than it would have been without AIDS.
- Botswana, Malawi, Mozambique, Rwanda, Zambia and Zimbabwe now have a life expectancy below 40 years. This would have been 50 years or more without AIDS.

HIV/AIDS Prevention and the Need for an HIV Vaccine

Preventing the spread of HIV/AIDS is crucial to reducing poverty and promoting development. However, current prevention methods are failing to stop the spread of HIV infection quickly enough. For example, there are still stigmas about the use of condoms as a preventative method. High levels of teenage pregnancies indicate that many young people are sexually active and few use condoms. If young people are having unprotected sex with several partners, or if their partner has ever had other partners, they are exposed not just to pregnancy but to infection with sexually transmitted diseases including HIV. Furthermore, in many countries, women are still in a weaker position than men and do not have control over their sexuality, making them vulnerable to HIV infection.

The European Union predicts that it will be another 15 years before a suitable vaccine will be developed for poorer countries. The EU presents four main barriers to its development.

- The **scientific barriers**: the complexity of HIV vaccine research and development and the lack of clarity about acceptable levels of vaccine efficacy are major disincentives.
- The **financial barriers**: the high cost of research and development, lack of venture capital commitment and incentives are also barriers to industry investment in the vaccine. Public funding is limited and at present, according to the EU there are no adequate financing mechanisms for future vaccine procurement and delivery in developing countries.
- The **economic barriers**: the pharmaceutical industry generally perceives the potential market for an HIV vaccine to be uncertain and limited. There is also the belief that the costs of the HIV vaccine production would be high, although little information is available about the level of investment that would be required to establish vaccine-manufacturing capacity.
- The **legal and regulatory barriers**: concerns about vaccine safety and legal liability if vaccines fail to protect users also contribute to under-investment.

On a positive note there have been some significant steps forward in vaccine development:

- The EU has a large research initiative on vaccines under its new Framework Programme;
- the EU HIV/AIDS Programme in Developing Countries is looking into financing the economic aspects and organising several forums to prepare a large scale response by working with partners;
- the International AIDS Vaccine Initiative (IAVI) has announced two new HIV vaccine development projects based on partnerships between the Universities of Oxford, UK, and Nairobi, Kenya;
- the World Bank has a special internal Task Force examining possible financial mechanisms to promote HIV vaccine development;
- a phase three trial of one potential vaccine is under way in the USA with another scheduled in Thailand.

Anti-Retroviral Drugs: The Costs

On top of these factors, the drugs that can improve the length and quality of life of people with HIV are not affordable in most developing countries. Only in a few countries do most people with AIDS have access to all levels of treatment. One hospital in Bangkok, Thailand, sees 2,000 people with HIV/AIDS each month and only 20 of these can afford the anti-retroviral drugs⁴ which suppress HIV and restore the immune system. In Uganda, which has responded earlier and better than most African countries to the disease, only 1,400 of an estimated 120,000 people with AIDS have access to full treatment (Panos 2000).

UNAIDS announced in May last year that it had brokered a new agreement with five major pharmaceutical companies to provide anti-HIV pharmaceuticals at dramatically lower prices than were previously available. While this move is of course welcome there is still the need to ensure that support is given to the development of health delivery structures and expertise (Meldrum and Walker 2000).

Case Study: Brazil and its Free Drugs Programme⁵

At the heart of Brazil's success in combating HIV/AIDS is the controversial 'Free Drugs Programme' that has brought the country against giant international pharmaceutical companies. In 1992, the Government urged Brazilian firms to start manufacturing AIDS drugs. The country now makes 8 out of the 12 antiretroviral drugs used in AIDS 'cocktails'. The prices of the drugs have plummeted more than 70%.

Paulo Texiera, Head of the Brazilian Health Ministry's AIDS Programme, is attempting to negotiate with the pharmaceuticals for permission to make the remaining drugs. He says if they fail to negotiate, they will break the patent laws. A typical treatment costs \$4,000 a year in Brazil compared to \$15,000 in the USA. In Brazil, the Government is providing the drugs for free. In 2000, the government spent approximately \$510 million on AIDS programmes, the majority of which will have gone towards treatment.

⁴ Antiretroviral drugs attack HIV. They can also be used to prevent mother-to-child transmission of HIV.

⁵ Harrington, M. (2000) *Brazil: What Went Right? The Global Challenge of Access to Treatment and the Issue of Compulsory Licensing*.

Features of an Effective National Response

Many factors in **vulnerability** can best be understood within the universal principles of **human rights**. Vulnerability to AIDS is often engendered by a lack of respect for the rights of women and children, the right to information and education, freedom of expression and association, the rights to liberty and security, freedom from inhuman or degrading treatment and the right to privacy and confidentiality. Promoting human rights is key to fighting AIDS.

The UNAIDS/WHO Report (2000) outlines a number of features of an effective programme, in terms of reversing the epidemic trend or stabilising it. This does not suggest that there is some sort of universal blueprint, but there are some basic principles that should be adhered to. Each country must find locally relevant responses that are likely to include some if not all of the following:

- **Political will and leadership:** this is an expression of national commitment and provides overall leadership to the nation in the response to AIDS. Such commitment leads to high profile advocacy and attracts key players and human and financial resources.
- **Societal openness and determination to fight stigma:** programmes need to make people aware of the existence of HIV and how it is spread without stigmatising the behaviours that lead to its transmission. Discussion needs to be facilitated about an individual's and/or community's vulnerability and how to reduce it. Successful programmes share knowledge, counter stigma and discrimination, create social consensus on safer behaviour and boost AIDS prevention and care skills.
- **A strategic response:** strategic planning of national responses is neither easy nor quick. The development of a country strategy begins with an analysis of the national HIV/ AIDS situation, risk behaviours and vulnerability factors. There is a need to find out in which areas people are infected, where they are most vulnerable and why. Effective strategies offer both prevention and care.
- **Multi-sectoral and multi-level action:** there must be multi-sectoral and multi-level partnerships between government departments and between government and civil society. Government sectors and businesses are affected in a number of ways by a serious epidemic, as are key stakeholders participating in AIDS prevention, care and support at all levels.
- **Community-based responses:** People and not institutions decide whether to adapt their sexual, economic and social behaviour to the threat of HIV infection. Therefore responses to HIV are in the first instance local where they involve the local people.
- **Social policy reform to reduce vulnerability:** risk reduction programmes must be designed and implemented in synergy with other programmes that increase the capacity and autonomy of those people particularly vulnerable to HIV infection, both in the long- and short-term. Addressing societal factors that determine vulnerability requires engagement at the policy level, political will and resources. Issues such as gender imbalance and the inability of women to

The TASO programme in Uganda has demonstrated the positive impact of openness and honesty in facing HIV. It ensures that counselling and voluntary HIV testing are available so that an individual can find out his or her HIV status.

negotiate when, how and with whom they have sex is a social policy issue

- **Longer-term and sustained response:** beginning with the youngest generation, the reinforcement of safer attitudes and behaviour will gradually fortify a generation against the spread of AIDS.
- **Learning from experience:** it is important to draw on 'good practice' and adapt it to the local and national context.
- **Adequate resources:** The reassignment of national priorities must be reflected in a reallocation of budgets. However, it is a fallacy to assume that because designated AIDS funding is limited so is action. For example, if the action needed for risk reduction and vulnerability reduction becomes part of the mainstream of national life, direct costs will be less, the benefits will have many spin-offs and programmes are more likely to be sustainable.

For example: including information on HIV/AIDS and life skills in a school curriculum has marginal costs but it could result in declines of STDs, unwanted pregnancies and drug abuse.

The Durban Conference

The 13th International AIDS Conference took place in Durban, South Africa in July 2000. The theme of the conference was 'Breaking the Silence' and the destigmatisation of the disease. The conference participants agreed that the **multi-sectoral approach** was the most effective way ahead. The focus was on destigmatising the disease through education, raising the profile of HIV/AIDS, mobilising further resources and increasing political commitment both within Africa and at an international level.

Case Study of Uganda: Breaking the Silence in Africa

The walls of silence hinder both prevention and care. Despite the fact that Africa has been the most affected continent, there have been some positive outcomes in some countries such as Uganda. President Yoweri Museveni, working with NGOs and other institutions in civil society, has been determined to deal directly and openly with the issues. As a result Uganda has been placed in the forefront of the fight against HIV/AIDS. A **multi-sectoral approach** has been adopted which involves community organisations and also religious leaders in educating the population about HIV/AIDS. This approach has led to a positive fall in prevalence rates (the percentage of the population affected). In 1990 prevalence stood at 14% and it has now been estimated to be around 8%.⁶

The UNAIDS/WHO Report stresses that a combination of approaches mentioned above have brought about a lowering of incidence in some countries. The truth is that until a vaccine comes into play in the developing world, these approaches are the strongest weapons in the fight against HIV/AIDS.

⁶ Lambert, J. (2000), 'Tackling AIDS in Africa', in *Developments*, Issue 11, Third Quarter, DFID.

Why Involve Men in HIV Prevention Programmes?

The time is right to start seeing men not as some kind of problem, but as part of the solution. Peter Pinot, Executive Director, UNAIDS.

It has been found that HIV and violence against women are often linked. For this reason Action Aid, among others, advocates including and targeting men in their HIV/AIDS programmes. The reasons why men should be included are as follows:

- Men are primarily leaders, opinion formers and decision-makers in households and communities and very often control resources.
- Programmes that involve only one partner in a couple will be ineffective. Men who are educated about sexual and reproductive health are more likely to support partners wishes, i.e. to practice safer sex and avoid unwanted pregnancies.
- Men need to recognise their own risk and responsibility to **protect themselves**. They are normally '**statistically invisible**' because HIV prevalence projections are often based on testing of women at antenatal clinics. This allows men to deny their own vulnerability.
- Men need new skills to be able to survive in a world where HIV is a constant threat to their lives and where they may need to adjust their roles to new ones of caring and nurturing.

Case Study: Action Aid's Stepping Stones Programme to Prevent HIV Infection⁷

This programme was developed in response to the failure of existing approaches to reduce HIV infection in developing countries. It was first implemented in Uganda in 1995; since then it has been widely used in 15 African countries and is currently being introduced into 3 Asian countries.

Stepping Stones **principles** are:

- The best solutions are developed by those whom they affect.
- Men and women each need private time and space with their peers to explore their own needs and concerns about relationships and sexual health.
- Behaviour change is much more likely to be effective and sustained if the whole community is involved.

Action Aid believes it is better to work in **single sex peer groups** to provide a safe and supportive environment for talking about intimate issues. Time is devoted to developing skills of **co-operation and communication**. Thoughts are discussed about topics such as relationships, HIV and safer sex. Various activities are undertaken to look at what influences us to behave in certain ways, such as society and culture. Emphasis is also put on how to practise and sustain change. All of this culminates into a 'special request' where the group makes a request to the whole community. For example, if a girl was to tackle the issue of fear of abuse when walking to school on her own, she would not get very far. But experience in Uganda has shown that when the young group as a whole made the request, the outcome was much more effective.

⁷ Action Aid (2000) *The Links between HIV Transmission and Sexual Violence. Hitting Women the Hardest.*

Based on this experience involving men in preventing sexual violence and HIV transmission, Action Aid has made the following recommendations:

- Gender equity and rights should be built into HIV/AIDS and violence prevention and care responses.
- Include planning, evaluation and research of interventions to address male issues and concerns; identify approaches that enable men to recognise their responsibilities.
- Develop skills-building and training for men to strengthen their ability to cope with the new roles of a world with HIV/AIDS.
- Set up surveillance systems that track the epidemic amongst men to address their statistical invisibility.
- Increase the number of male counsellors, trainers, peer educators and so forth.
- Target men as beneficiaries in programmes.
- Turn the focus from mother-to-child transmission to an emphasis on **parent-to-child transmission**. Seek to include men to get a more holistic approach to sexual and reproductive health.

Appendix One: Regional HIV/AIDS Statistics, 2000

Region	Adults and children living with HIV/AIDS	Adults and children newly infected with HIV	Adult prevalence rate	HIV positive adults who are women
Sub-Saharan Africa	25,300,000	3,800,000	8.8%	55%
North Africa & Middle East	400,000	80,000	0.2%	40%
South and South-East Asia	5,800,000	780,000	0.56%	35%
East Asia & Pacific	640,000	130,000	0.07%	13%
Latin America	1,400,000	150,000	0.5%	25%
Caribbean	390,000	60,000	2.3%	35%
Eastern Europe & Central Asia	700,000	250,000	0.35%	25%
Western Europe	540,000	30,000	0.24%	25%
North America	920,000	45,000	0.6%	20%
Australia and New Zealand	15,000	500	0.13%	10%
TOTAL	36.1 million	5.3 million	1.1%	47%

Bibliography and Further Resources

Action Aid (2000) *The Links Between HIV Transmission and Sexual Violence. Hitting Women the Hardest*. London: Action Aid.

Becker, C., Dozen, J., Obbo, C. and Toure, M. (eds.) (1998) *Experiencing and Understanding AIDS in Africa*. Paris: Codesria-Karthala-IRD.

Collins, J. and Rau, B. (2000) *AIDS in the Context of Development*, UNRISD, Geneva.

Darlington, S. (2000) *Brazil becomes Model in AIDS Fight*. Website address: www.dailynews.yahoo.com

European Union (2000) *Making an HIV Vaccine Available for the Developing World: The European Union's Strategy and Actions*.

Website address:

www.europa.eu.int/comm/external_relations/us/summit_05_00/hiv_vaccine_eu_strategy.html

Harrington, M. (2000) *Brazil: What Went Right? The Global Challenge of Access to Treatment and the Issue of Compulsory Licensing* (2000) Website address: www.aidsinfonyc.org/tag/activism/brazil.html

International Labour Office (2000) *HIV/ AIDS in Africa: The Impact on the World of Work*. Geneva:ILO.

Lambert, J. (2000) 'Tackling AIDS in Africa'. In *Developments*, Issue 11, Third Quarter.

Meldrum, J. and Walker, S. (2000) *International Development Committee Inquiry into HIV/AIDS and Social and Economic Development* Website address: www.nat.org.uk/vaccines/IDCsubmission.html

Panos (December 2000) *Beyond Our Means? Providing Comprehensive Information about Access to Anti-retroviral Treatment in the Developing World. Extended Report*.
Website address: www.oneworld.org/panos/aids/access_report_ext.htm

UNAIDS (1998) *A Measure of Success in Uganda: The Value of Monitoring both HIV Prevalence and Sexual behaviour* Website address: www.unaids.org

UNAIDS (2000) *Report on the HIV/ AIDS Epidemic*. June.
Website address: www.unaids.org/epidemic_update/report/Epi_report_ess/Epi_report_1.htm

UNAIDS and WHO (2000) *AIDS Epidemic Update*. December.

Useful Websites

www.aegis.com/aegis/news AEGIS-AIDS Education Global Information

www.aegis.com/aegis/news AIDS Education Global Information System

www.aids2000.com Official Website for the 13th International AIDS Conference, Durban 2000

www.aidsmap.com Directory of Key HIV and AIDS Organisations throughout the World

www.europa.eu.int/comm/development/aids/

www.hivinsite.ucsf.edu/resources An Information and Education Website

www.stratshope.org A Newsletter for those who want to keep informed of latest developments

www.unaids.org Joint United Nations Programme on HIV/ AIDS

www.undp.org/hiv

www.unfpa.org United Nations Fund Population Activities

www.who.org World Health Organisation

www.worldbank.org/aids World Bank

3. INTERCULTURAL EXCHANGES AND UNDERSTANDING

By Debora Kleyn and Vicky Brehm

'Trying to understand culture is a little like a fish trying to understand water, for we are trying to be objective about something... that completely surrounds us all the time' (AFS 2001).

Development NGOs work in complex cross-cultural settings, given that historically development aid has emerged from past colonial ties and the transfer of resources from 'developed' to 'developing' countries. Cross-cultural interaction is therefore central the context in which NGOs operate, both between NGOs in different countries but also between NGOs and the communities to whom they relate (INTRAC 2000). Cross-cultural relations are therefore part and parcel of NGOs' experiences. For example, a recent study by Gunther Dietz (2000) examined the way in which volunteers working with NGOs provided a bridge to intercultural understanding in relation to immigrant communities in the Spanish city of Granada.

Many NGOs take this cross-cultural interaction a step further and actively seek to promote **inter-cultural exchanges** and **understanding** as part of the broader process of raising development

awareness. A number of NGOs, particularly volunteer-sending organisations, have an ethic of providing intercultural exchanges, however often these NGOs strive to define what this actually means in practice. Furthermore, there is very little written material that explores intercultural exchanges and understanding either from a conceptual perspective or from the experiences of NGOs such as particularly volunteer-sending organisations. This article takes a look at the dimensions of intercultural exchanges and understanding and highlights questions for debate and further research.

MS, as a Danish volunteer-sending NGO, has two inter-related objectives. The first is **poverty reduction** and the second one is **intercultural co-operation**. The paper 'The MS in the South Partnership' (2001) states that '*all activities, partnerships, country programmes and international youth exchanges should reflect both objectives. If an activity only attains one of the objectives, then it has been only partially successful*'. The paper also outlines how intercultural co-operation (IC) is connected to poverty reduction:

- IC creates new opportunities for poor people by **providing new knowledge, information and contacts**. IC reduces isolation and marginalisation, which are important dimensions of poverty.
- **Advocacy** is crucial to poverty reduction and it grows naturally out of the IC. Advocacy can bridge the gap between people living in separate worlds— it disseminates knowledge and furthers dedication, thereby reinforcing the IC.
- South-South co-operation also links the two objectives because it unites efforts to combat poverty and constitutes a **framework** for contact across social, cultural and national boundaries.

Another volunteer-sending organisation, AFS International (Ambulance Field Service International), has the following mission statement: '*AFS is an international, voluntary, non-governmental, non-profit organisation that provides intercultural learning opportunities to help people develop the knowledge, skills and understanding needed to create a more just and peaceful world*'. AFS's Community Service Programme involves volunteers in activities such as helping street children lead healthier lives and developing training programmes with human rights workers. During the programme, participants are exposed to new customs, morals, ethics and values that challenge them to reflect on their own cultural norms. AFS believes that this **intercultural learning process** develops its volunteers and other participants not only 'into a deeper understanding of another culture but perhaps more profoundly, a richer awareness of their own background' (AFS 1998).

Similarly, Skillshare Africa has a statement of purpose that it '*works for sustainable development in partnership with the people and communities of Southern Africa... by sharing and developing skills, facilitating organisational effectiveness and supporting organisational growth*'. Skillshare Africa is concerned that the work should be a two way process of mutual benefit as a development worker's job is not all about giving. On its website it states that it is about 'people working in partnership, learning from each other, sharing knowledge and enhancing the understanding and respect between cultures. By working in this way, you'll certainly **gain as much as you give.**'

And so what of the impact of intercultural exchanges? A study of 'volunteer vacationers' from the US by Beth Gazley (2001) found that people do not volunteer out of altruism alone but to gain social, psychological and personal development benefits. The desire for self actualisation may lead

them to find opportunities not only for the service but for learning and growth. A survey undertaken by Global Volunteers of over 600 volunteers found that the majority were motivated by the servant-learner philosophy and the opportunity to learn first hand about life in a developing community.

Having looked at the effects of intercultural learning on volunteers, this begs the important question of what is the **impact** on the NGOs themselves, and the recipient community? Is intercultural exchange in fact a two way process? And what about the effects of exchanges the other way; what are the effects of exchange visits by 'Southern' development workers to the 'North' for the purposes of exchange and development awareness-raising?

Our preliminary study has highlighted that very limited research has been carried out so far into the nature of intercultural exchanges. We would highlight the follow areas for further research:

- How do intercultural exchanges, particularly those involving volunteers, have an influence in the **long-term**? For example, what influence does the exchange have on the life of the returned volunteer and in development awareness-raising within their **home constituency**?
- What impact, both positive and negative, do volunteers have on their **host organisation**? How does their presence in a **local community** affect local expectations?
- What influence do exchanges from **South to North** have? How does the exchange influence the life and work of Southern development workers on their return home? What kinds of networks and broadening of perspectives takes place?

Further Reading and Websites

AFS Website: 'The Dimension of Culture'. <http://www.afs.org/efil/old-activities/dimjan98.htm>

Dietz, G. (1999) *Desencuentros, Encontronazos y Reencuentros: Movimientos Indigenas y Organizaciones No-Gubernamentales en México*.

Dietz, G. (2000) *El Desafío de la Interculturalidad: El Voluntariado y las ONG ante el Reto de la Inmigración. El Caso de la Ciudad de Granada*. Colección de Estudios Interculturales. Spain: Universidad de Granada.

Gazley, B. (2001) *Volunteer Vacationers and What Research Can Tell us about Them*. <http://www.evolunteerism.com/win2001/vacaintro.html>

Global Volunteers Website. <http://www.globalvolunteers.org>

Hofstede, G. (1980) *Culture's Consequences: International Differences in Work-Related Values*. Newbury Park, CA: Sage. See also the following website:

<http://www2.soc.hawaii.edu/css/dept/com/resources/intercultural/Hofstede.html>

INTRAC (2000) *Ontrac 16 Culture, Context and NGOs*. Reflects on cross-cultural interaction between NGOs and the communities, donors and wider society they relate to. It includes case studies from Vietnam, Kazakstan and Africa.

4. TRENDS IN FUNDING TO THE UNITED NATIONS IS MULTILATERAL AID GOING TO INCREASE?

The 21st Century is starting to see a new dawn in funding trends which will have an impact on NGO funding, bilateral aid and funding through multilaterals.

A number of Development Ministers otherwise known as the ‘Utstein Ministers’ are particularly keen on an increase of funds to multilaterals: Germany, The Netherlands, Norway and the United Kingdom. For example, in 1998, the UK Prime Minister Tony Blair announced in a meeting with UN Secretary General Kofi Annan that there would be an increase of nearly 28% in the UK contribution to the UN on their core funding, representing a commitment of nearly £53 million. The table below outlines the increase in contributions between 1997/8 and 1998/9.

Agency	1997/98	1998/99
UNDP	£24 million	£ 30 million
UNICEF	£8.5 million	£10 million
UNFPA	£11.5 million	£13 million

(Source: www.dfid.gov.uk/public/news/releases/news3098.html)

However, the level of inertia and natural self interest in bilateral donors is very strong and hence a shift to multilateralism is unlikely in the foreseeable future. The reason for this latter perspective is that bilateral aid can allow for a level of tied aid to the intentions and policy approaches of the bilateral donor. Furthermore, there is as yet little evidence of increased funding to multi-laterals such as the UN.

Multilateral aid is given to multilateral agencies: the Bretton Woods Institutions (the World Bank and the IMF), the United Nations (UN) and the European Union. Aid contributions can only be classified as multilateral assistance if:

- they are made to an international institution whose members are governments and who conduct all or a significant part of their activities in favour of developing countries;
- those contributions are pooled with other amounts received so that they lose their identity and become an integral part of the institution’s financial assets;
- the pooled contributions are disbursed at the institution’s discretion.

Any development assistance that fails the above is classified as bilateral and may include multi-bi assistance. This is aid from bilateral donors which is used to provide supplementary funding for multilateral agency activities targeted on a country or region.

Despite the Utstein ministers wanting increased funding to the United Nations agencies, it is felt that the UN does face some serious challenges in the process. For example, can there be a UN for all nations? The system is under great pressure to satisfy the divergent demands of stakeholders with differing interests and conceptions of the UN’s role. In this context, the UN faces challenges relating to **respect**, **relevance** and **resources**. In terms of respect, there were high hopes in the post-Cold war period that genocide, poverty, war and environmental degradation would be addressed. There are signs however that the moral authority of the UN is no longer a sure

protection even of its own staff on humanitarian missions. Secondly is the issue of relevance. The end of the Cold War saw a period when there were some successful peace agreements, non-violent changes of regimes, democratisation and effective peace-keeping missions. Since this time, there has been a renewed divergence of view between the rich North and the South on the role of the UN. Finally, is the issue of resources. The UN's core budget is \$1.25 billion, which is equivalent to about 4% of New York city's annual budget. Yet, more and more hopes are pinned on the UN.

If we look at the amount of funds going to the multilaterals in the humanitarian sphere we can see that there has actually been an overall decline. The table below shows how the share of humanitarian aid channelled through the multilateral system has fallen over the past decade as funds spent bilaterally and through ECHO have risen significantly.

Humanitarian Assistance in 1988	Humanitarian Assistance in 1998
45% Multilateral share	27% Multilateral share
5% European Commission share	11% European Commission share
50% Bilateral share	62% Bilateral share

Source: *Global Humanitarian Assistance 2000 Report* UN: OCHA.

Multilateral ODA to UN agencies in real terms has increased little in the same period, with some fluctuations:

Year	Amount (US\$ millions)
1989	4,143.35
1990	4,375.7
1991	4,549.56
1992	4,739.47
1993	4316.85

Year	Amount (US\$ Millions)
1994	4327.95
1995	3938.18
1996	4086.11
1997	3872.12
1998	4316.11

Source: *Global Humanitarian Assistance 2000 Report* UN: OCHA.

Acknowledgements

A special thank you to Tony German of Development Initiatives for his input into this article.

Email: di@devint.org

5. NEWS FROM CONFERENCES AND WORKING GROUPS

Eliminating World Poverty: Making Globalisation Work for the Poor Presentation by Rt. Hon. Clare Short M.P., UK Secretary of State for International Development, London 23rd January 2001

By Vicky Brehm

The UK government has recently launched a new White Paper that covers all aspects of the government's policy on poverty, not just the Department for International Development (DFID). It has been a time of rapid change amongst political actors. The **International Development Targets** (IDTs) were set in 1995. In 1997, the first objective for Clare Short on taking up office was to focus on systematic, measurable poverty reduction, and to influence the multi-lateral organisations to follow suit.

Progress towards getting the international aid system focused on the IDTs has been far quicker than imagined, for example at the Millennium Summit of the UN. Trends are on track to meet the poverty reduction target globally, however many individual countries (and regions) will fail to meet the target. The accelerated economic growth in India and China will mean the targets are met, however the African picture is lagging behind. Since one third of the poor live in India, there is a need for more concerted effort to tackle poverty at the national level to complement what is being done in individual Indian states.

So why a second White Paper? DFID now wants to take forward an **agenda of coherence**, looking at a wider policy agenda. The paper also addresses the question of **globalisation** and how to protect the interests of the poor. The idea is to challenge the anti-globalisation voice in Seattle, Washington and Prague that Clare Short sees as being conservative, protectionist and anti-‘development’. In other words, the anti-globalisation lobby is seen as being opposed to increased **trade** and **investment** in developing countries. The paper is also a reaction against the trend of NGOs to react to the neo-liberal agenda, based on the excesses of the past. (*N.B. Clare Short has sought to distance herself from the anti-liberalisation stance of more radical UK NGOs.*)

According to the White Paper, globalisation is an inevitable and accelerating factor because of the end of the Cold War and the advances in information technology. What is an issue is who gets the **benefits**, and this is negotiable. There is a need to challenge the correlation between globalisation and increased inequality. In fact, there is a great deal of **variability** in **economic growth** between countries; the question of whether inequality gets worse or better globally will depend very much on how well the poorest countries do. Growth does not always have to lead to increased inequality; this depends on political choices and processes.

Clare Short argued that if the WTO were to be weakened, this would lead to LDCs having less trade access and having to negotiate bilateral trade agreements. The WTO is democratic because it is based on one country one vote, whereas bilateral negotiations would not work in favour of poorer countries.

However, there is a need for political will; progress towards **poverty reduction is possible but**

not inevitable. A problem lies with rich elites who are not concerned for the poor in their own countries. Therefore there is a need for good governance, with effective states providing quality primary education (especially for girls) and basic primary healthcare. Corruption is both wasteful and economically destructive, dragging down investment. This is why it is important for banks to be regulated and markets to be made efficient. In the IT sector, at the moment the African states provide services that are very ineffective and expensive. This, for example, is an area that needs to be opened up to markets. There is also a need for the role of the **UN** and **multilateral institutions** to be strengthened.

Putting Politics into Poverty Reduction? The World Development Report on Empowerment

Overseas Development Institute Seminar with Mick Moore, Institute of Development Studies, London 8th November 2000

By Julie Gale

In the World Bank's latest 'World Development Report' (2000/2001), the section on 'Empowerment' recognises that poverty reduction can be a public good, and emphasises the role of poor peoples' organisations. However, the report gives no overall guiding principle and lacks a clear focus or 'call to arms'. It is hard to find a **definition** of empowerment in the document, and one has to rely on an intuitive, implied quasi-definition. A logical definition is 'something that gives people more power', but we should beware of:

- the idea that improved **access to resources** equals empowerment
- the notion of an intrinsic connection between **empowerment** and **community**. Community can often be the source of oppression, not empowerment. Mick Moore sees a coincidence of interest between those who are proponents of 'social funds' (which take many forms and are a growing element of aid, and include discretionary grants to communities), and the concept of community.
- the equation that empowering poor people means empowering civil society in general.

He would have liked to see some discussion of **HOW** to empower poor people. He stated that programmes can be constructed in such a way that they encourage poor people to mobilise, even where this is not the stated aim. How and how far people mobilise depends on the government in place. Given that the idea of 'empowerment' has been so misused, it may have no meaning in the Report; perhaps more attention should be turned to the idea of redistribution.

Reference

World Bank (2001) *World Development Report 2000/2001: Attacking Poverty*. Oxford University Press, Oxford.

6. REVIEWS OF PUBLICATIONS AND SYNTHESIS OF CURRENT NGO DEBATES

The NGO Sector Analysis Programme aims to monitor policy debates amongst development NGOs. Reviewing the current literature related to NGOs is an important part of this process. This section of the bulletin is designed to provide summaries of recent publications, drawing out discussion points and reflection on NGO debates.

‘Development, NGOs, and Civil Society’, edited by Deborah Eade
(A Development in Practice Reader, Oxfam, Oxford, 2000. ISBN 0-85598-444-2)
By Simon Heap

A powerful international agenda has emerged in recent decades which defines what constitutes good governance, democracy, and the proper role of the state and civil society in development. With the rolling back of the State, NGOs have secured a measure of financial security by taking on service delivery. At the same time, NGOs are a convenient channel through which official agencies can promote political pluralism. Can NGOs simultaneously play the two roles, facilitating government withdrawal from providing basic services and at the same time claim to represent the poor and the marginalised?

This book is one of a number in the ‘Development in Practice Reader’ Series. From that multidisciplinary journal, the editor, Deborah Eade, has selected articles based on the thematic subject of NGOs, Civil Society and their relation to Development. The undoubted highlight of the book is Jenny Pearce’s critique of development, civil society and NGOs. Pearce argues that the last twenty years of economic liberalism, far from giving NGOs the chance to shine with real, local, people-centred, participatory development, have actually damaged the NGO sector ‘fragmenting it and fomenting competition in which, as the free-market argues, only the most efficient survive.’ (p. 23). Pearce then introduces papers that describe the changing roles being played by NGOs, and asks whether NGOs truly stand for anything fundamentally different from the agencies on whose largesse they increasingly depend. The book is littered with excellent reality checks.

Gino Lofredo’s tale of EN-GE-OHs (sic) for Sustainable (Self) Development is a masterful satirical description of the flourishing of an industry for personal gain rather than public good. Development turns into just another ‘business’ for some Southern professionals. The serious point here is that ‘charlatans’, to use Richard Holloway’s description, risk much in too quickly and unquestionably adopting the official donor agenda and spouting the development jargon that goes along it.

A number of articles were written in 1996 and not all have been updated. Even some more recent contributors like Amina Mama have now been overtaken by the change in Nigeria from military to civilian rule. One of the strongest papers is by Goodhand and Chamberlain on NGOs’ survival strategies in Afghanistan, but it is a 1996 paper with one short footnote to the Taliban indicating how much events have moved on and how historical the otherwise excellent piece has become.

Overall, a strength of the book is its mixture of academic and practitioner contributions, and of

contributors from the South and the North. It has the merits of containing a specially-commissioned overview and an annotated bibliography of current and classic titles which together constitute an essential reading list on the theme.

‘NGOs and Civil Society: Democracy by Proxy?’ by Ann Hudock
(Cambridge: Polity Press, 1999. ISBN 0-7456-21648-8).

By Simon Heap

This book provides an important contribution to the literature on North-South NGO partnerships for the development of civil society. Based on West African examples, Hudock argues that by depending on Northern NGOs (NNGOs) for resources, the mission and work of many Southern NGOs (SNGOs) is led astray. **Resource-dependent** and **donor-driven** SNGOs take on the agendas of the North, compromising their own credibility within their local communities and curtailing their own contribution to the development of civil society. Hudock goes on to suggest the steps needed to strengthen SNGOs to counteract such debilitating tendencies.

Ann Hudock experienced her first taste of the continent by spending a year in Sierra Leone working as a Project Assistant for the Association for Rural Development (ARD). She later returned to Sierra Leone to conduct extensive fieldwork on the role of NGOs in development, reflecting on the nature of relationships between Southern and Northern NGOs. On several occasions during her time with ARD she perceived the organisation being subject to outside control with donors driving the development process. One such case concerned a latrine project. To respect local Muslim culture, completely separate latrines required completely separate structures, not just separate entrances. But the Northern NGO insisted that the latrines be built together and so no one used them.

Another example was a water project that ARD was trying to implement along with a Northern NGO partner. The latter wanted to build a well in the community. While ARD suggested several sites, their partner decided that the well would be put in front of the village chief's house. Water collection is generally a woman's job, however, and when women collect the water they are actually doing more than that, like talking about their problems and childcare. They would not collect water in front of the chief's house because he would overhear them talking. Therefore, money and effort were wasted because the well was unused.

Northern NGOs often attach conditions to Southern NGOs because they themselves also have to account to donors and do not have untied funds. Because Northern NGOs receive a lot of money from governments, what Hudock calls the “**cascading conditionalities**” principle takes effect. Every layer of decision-making has a set of conditions, and these are passed on to the next NGO which has its own conditions for the money, and so on down the line.

Hudock emphasises not the quantity of NGOs but the quality of their work. Quantity should only come into the equation in terms of an NGO's constituent members, beneficiaries or target groups. A lot of NGOs are merely capital-based and elitist in organisation and outlook. It is important to work with the ones that have links to the communities and reflect the needs of the community. ‘**Grassroots**’ should never be a derogatory term in development. The closer they are connected to

the community, the better they are.

In a strong section of the book, Hudock suggests that Southern NGOs are unnecessarily weak in putting forward their views in the dynamics of the development world. Southern NGOs have a lot more **leverage** than they think they have; they should not be afraid to say no to projects that will not benefit them. The donors need them as much as they need the donors. There is increasing pressure on Northern NGOs to make sure that things are done in a way that is suitable to local NGOs. **Accountability, legitimacy and ethical practices** are looming ever larger in the NGO world. While not yet having financial muscle, credible and legitimate Southern NGOs should recognise their comparatively powerful advantages of credibility and access to communities. This should place them in a position to positively influence Northern NGOs' policies and practices.

'Localisation: A Global Manifesto?' By Colin Hines
(Earthscan, London, 2000, ISBN 1-85383-612-5)

By Simon Heap

"It's a small world, but I wouldn't want to paint it"
(American stand-up comic, Steven Wright).

Colin Hines, ex-head of Greenpeace's International Economics Unit, is a Fellow of the International Forum on Globalisation. In this book he calls for the rejection of the paradigm of globalisation. Governments treasure international competitiveness as the highest aim of policy, presenting globalisation as inevitable. Hines shows that it is not, and that local economies, local autonomy and local democracy can all be protected – globally – if the aid and trade rules are changed. Localisation is a process that reverses the trend of globalisation by discriminating in favour of the local. In other words, to set in motion localising process which run counter to the instability and insecurity that trade liberalisation has wrought upon the world.

Hines suggests seven steps to localisation: the reintroduction of protective safeguards for domestic economies; a site-here-to-sell-here policy for manufacturing and services domestically or regionally; localising money such that the majority stays within its place of origin; enforcing a local competition policy to eliminate monopolies from the more protected economies; introduction of resource taxes to increase environmental improvements and help fund the transition to protect the local, globally; increased democratic involvement to ensure effectiveness and equity of the movement to more diverse local economies; and reorientation of the end of aid and trade rules such that they contribute to the rebuilding of local economies and local control, particularly the global transfer of relevant information and technology. Hines uses the ideas of social capital to state that trust and know-how are 'a crucial "glue" for effective community activity and involvement in the regeneration of sustainable local economies'.

Hines' manifesto causes the reader to question the concept of 'community development'. When does community development take on the macro-economics traits of regional or national development? Some questions, however, are more difficult to address. Who goes first in the localisation process? Differences in productivity are never mentioned. Where do poor local areas get the capital to invest and from where? Is this subsidiarity taken to its logical conclusion? Localisation runs counter to the fact that more people want to travel, and can afford to travel. E-

mail and the internet are reducing international airmail letters but increasing people's consciousness of other parts of the globe. How do you change human nature: the impulse to travel, to gain and retain power, the flexing of foibles, to gain power politically and economically? If you reduce citizens to plankton then small business fish in small ponds are just as powerful and menacing as big multinational business fish in big ponds. Size and scale matter.

Overall, no matter whether you think the book is a radical reorientation agenda or pie in the sky, Hines offers a provocative and passionate argument that instead of the 'There Is No Alternative' (TINA) view of the globalising world, there is a 'Local One Located About' (LOLA).

And finally... A Note on Statistics

The last 'Informed' (No. 3 November 2000) included an 'Update on Official Funding Trends in Europe'. A number of readers wrote in and commented that the amount of ODA channelled through NGOs in 1998 in Denmark seemed low at US\$7 million. This figure was taken from the DAC's 'Development Co-operation Report 1999'. We contacted the DAC, who explained the context of the statistics collected:

'The sort of discrepancy you highlight typically arises because the official aid agency only reports as aid to NGOs the amount they provide to NGOs' own programmes. The rest is for NGOs to implement activities on behalf of the aid agency. Bilateral agencies report these as part of their own programmes.'

Simon Scott, Reporting Systems Division, Development Co-operation Directorate, OECD.

About *informed* NGO Funding and Policy Bulletin

The aim of this bulletin is to monitor NGO funding and policy trends and to analyse the significance of the trends, in order to inform decision-making within NGOs. The bulletin is produced as part of INTRAC's NGO Sector Analysis Research Programme, which has been running since 1995. The programme operates with the active participation of 10 European NGOs, hence the focus of the bulletin is primarily, though not exclusively, on funding and policy trends affecting European-based development NGOs.

INTRAC

International NGO Training and Research Centre
P.O. Box 563, Oxford OX2 6RZ, United Kingdom

Website: <http://www.intrac.org>

Email: v.brehm@intrac.org

Tel. (0044) 1865 201 851
Fax. (0044) 1865 201 852