

## Training On Local fund raising

*Date: 2<sup>nd</sup> – 6<sup>th</sup> March 2026 (8:30am-4:30pm)*  
*Venue: To be confirmed*

### I. Introduction

The Cooperation Committee for Cambodia (CCC) is the largest and longest-standing membership-based civil society organization in the country, representing nearly 200 foreign and local non-governmental organizations. CCC is widely recognized for its leadership in coordination, advocacy, and monitoring aimed at promoting good governance, inclusive partnerships, an enabling environment, democratic space, and long-term sustainability for civil society organizations (CSOs) in Cambodia. In addition to its sub-national-level engagement, CCC collaborates closely with 16 provincial NGO networks, provides technical support to community-based organizations (CBOs), and works with youth groups engaged in the Sustainable Development Goals (SDGs).

Strengthening the financial resilience of Cambodian grassroots CSOs has become one of the core priorities of the Governance Hub Program (GHP) as funding dynamics continue to shift. Through this program, CCC has supported local partners to improve their financial viability by offering both technical and financial assistance. This includes small-grant interventions to motivate CSOs to generate their own income, as well as building knowledge and skills in resource mobilization.

Since 2018, CCC has served as a national partner of the Wilde Ganzen Foundation (WG) in the Netherlands for delivering the Local Fundraising (LFR) training trajectory under the Change the Game Academy (CtGA) program. CtGA is a global initiative that equips grassroots CSOs with the skills to raise funds locally to sustain their community-driven projects. CCC's core trainers, who are certified LFR trainers through WG's Training of Trainers (ToT) program, have successfully conducted multiple LFR courses—both in-person and online—for NGOs and CBOs across Cambodia with funding support from WG.

In 2026, CCC received financial support from WG to conduct one LFR course for 5 days which will be organized from 2<sup>nd</sup>-6<sup>th</sup> March 2026, with a modest contribution required from participating organizations. The course will be open to a maximum of 20 participants representing 10 organizations (maximum of two participants per organization).

### II. Training Objectives

1. **Enhance participants' knowledge and skills** in effectively mobilizing resources and securing funding for local initiatives and organizations.
2. **Explore a range of fundraising strategies and techniques** applicable to community-based and organizational contexts.
3. **Identify potential local donors** and begin developing a practical, tailored fundraising plan to support local fundraising efforts.

### III. Participant

The successful candidate will receive a confirmation email after the closing date of registration. Only the successful registered participants, around 20 people, will be eligible to attend this training on local fund raising from 2<sup>nd</sup>- 6<sup>th</sup> March 2026.

## **Tentative Agenda for the 5 days training:**

### **Day One: 2 March 2026**

<b>Time</b>	<b>Topic</b>	<b>Methods</b>	<b>Materials</b>
8:30 – 9:30	Course introduction and learning	<ul style="list-style-type: none"> <li>- Plenary discussion and</li> <li>- Individual work</li> </ul>	<ul style="list-style-type: none"> <li>- LCD projector,</li> <li>- PowerPoint presentation,</li> <li>- Play roles</li> <li>- Video show</li> </ul>
9:30 – 12:00	Why LFR? What is LFR?	<ul style="list-style-type: none"> <li>- Small group work</li> <li>- Presentation</li> <li>- Individual participants sharing experience.</li> </ul>	
1:30 – 4:30	Mindset and donor appreciation  Active listening for donor appreciation	<ul style="list-style-type: none"> <li>- Individual participant sharing experience.</li> <li>- PowerPoint presentation</li> <li>- Small groups work</li> <li>- Plenary discussion</li> </ul>	

### **Day Two: 3 March 2026**

<b>Time</b>	<b>Topic</b>	<b>Method</b>	<b>Material</b>
8:30 – 12:00	LFR step and sources of income <ul style="list-style-type: none"> <li>• Individual donors</li> </ul>	<ul style="list-style-type: none"> <li>- Brainstorm ideas</li> <li>- PowerPoint presentation</li> <li>- Large group exercise</li> <li>- Small groups work</li> <li>- Plenary discussion</li> </ul>	<ul style="list-style-type: none"> <li>- LCD projector,</li> <li>- PowerPoint presentation,</li> <li>- Flipcharts,</li> </ul>
12:00 – 4:30	<ul style="list-style-type: none"> <li>• Company donors</li> </ul> Practice donor profiling	<ul style="list-style-type: none"> <li>- Plenary discussion</li> <li>- Small groups work</li> <li>- Role play</li> <li>- Reflection</li> </ul>	

### **Day Three: 4 March 2026**

<b>Time</b>	<b>Topic</b>	<b>Method</b>	<b>Material</b>
8:30 – 12:00	<ul style="list-style-type: none"> <li>- Communication on LFR</li> <li>- Communication: case for support</li> </ul>	<ul style="list-style-type: none"> <li>- Brainstorm ideas</li> <li>- PowerPoint presentation</li> <li>- Large group exercise</li> <li>- Small groups work</li> <li>- Plenary discussion</li> <li>- Online practice</li> </ul>	<ul style="list-style-type: none"> <li>- LCD projector,</li> <li>- PowerPoint presentation,</li> <li>- Flipcharts,</li> <li>- Color Cards,</li> </ul>
1:30 – 03:00	<ul style="list-style-type: none"> <li>- Make an organizational leaflet.</li> </ul>		
3:00 – 4:30	<ul style="list-style-type: none"> <li>- Do an elevator pitch on your leaflet</li> </ul>		

**Day Four: 5 March 2026**

<b>Time</b>	<b>Topic</b>	<b>Method</b>	<b>Material</b>
8:30 – 12:00	<ul style="list-style-type: none"> <li>• Make your LFR Plan (1) &amp; (2)</li> </ul>	<ul style="list-style-type: none"> <li>- PowerPoint presentation</li> <li>- Large group exercise online practice</li> <li>- Plenary discussion</li> </ul>	<ul style="list-style-type: none"> <li>- LCD projector,</li> <li>- PowerPoint presentation,</li> <li>- Online working</li> </ul>
1:30 – 04:30	<ul style="list-style-type: none"> <li>• Create your LFR team</li> </ul>		

**Day Five: 6 March 2026**

<b>Time</b>	<b>Topic</b>	<b>Method</b>	<b>Material</b>
8:30 – 12:00	<ul style="list-style-type: none"> <li>• Present your LFR Plan</li> <li>• Plan your LFR event</li> </ul>	<ul style="list-style-type: none"> <li>- PowerPoint presentation</li> <li>- Large group exercise online practice</li> <li>- Plenary discussion</li> </ul>	<ul style="list-style-type: none"> <li>- LCD projector,</li> <li>- PowerPoint and presentation,</li> </ul>
1:30 – 04:30	<ul style="list-style-type: none"> <li>• Evaluate our own learning</li> <li>• Evaluation and closure</li> </ul>	<ul style="list-style-type: none"> <li>- Online evaluation and feedback survey</li> </ul>	

**Note:** CCC reserves the rights to change the agenda based on the availability of the speakers and time constraints. We will use photos from this workshop for posting on CCC’s website and other official use.

