IndiKit

SUCCESS RATE OF ORGANIZATIONS' FUNDRAISING

Outcome indicator

Indicator Phrasing

English: number of target CSOs that increase the success rate of their submitted proposals

French: nombre d'OSC ciblées qui ont augmentées le taux de réussite de leurs propositions soumises

Spanish: número de organizaciones de la sociedad civil objetivo que aumentan el índice de éxito de sus propuestas presentadas

Portuguese: número de OSC alvo que aumentaram a taxa de sucesso das propostas submetidas

Czech: počet cílových neziskových nevládních organizací, které zvýšily úspěšnost svých podávaných projektových žádostí

What is its purpose?

This indicator assesses the number of civil society organizations (CSOs) that managed to increase their fundraising 'success rate' – the proportion of submitted project proposals that received funding. While the indicator provides a good indication of CSOs' fundraising capacities, it should only be used if there is a sufficient number of funding options the CSOs can apply for (and be considered based on a transparent set of evaluation criteria).

How to Collect and Analyse the Required Data

Determine the indicator's value by using the following methodology:

1) Use key informant interviews and reviews of relevant documentation to count 1) the number of proposals that were officially submitted to institutional donors in the assessed period (e.g. past 24 months); and 2) the number of these proposals that received funding. Do not count instances where the CSO gained funding by being sub-contracted by another actor (e.g. INGO) for implementing certain activities but did not participate in the development of the funding application.

2) To calculate the baseline 'success rate', divide the number of the granted project proposals by the number of submitted proposals. Multiply the result by 100 to convert it to a percentage.

3) Repeat the process at the end of your project.

4) Calculate the indicator's value by counting the number of target CSOs that increased the success rate of their submitted proposals.