

10 Principles of Collaborative Fundraising

The 10 Principles of Collaborative Fundraising are the result of a discussion among resource leaders working across different social justice issues in New Mexico, Northern California and Southern California. The Principles seek to help raise the standards for how organizations fundraise in partnership as part of collaboratives/alliances to resource their work. Shared analysis during this discussion included frustration with the sense of scarcity that is created, largely by foundations, that foster competition, inequity, lack of transparency, and trust among organizations who all play a critical role in the larger movement to liberate our communities. It was also raised that there is a trend towards more collective fundraising as collaborative efforts and alliances increase towards supporting a more powerful movement. We believe that these conditions necessitate having a shared framework or starting point for how we approach resourcing our work together. The Principles are:

1. Avoid becoming the gatekeeper
2. Do work together to build trust and transparency
3. Talk about what equity looks like as it relates to sharing resources
4. Organize ourselves, so that we can organize funders
5. Demand that funders lift up all of us (that they do not divide or engender a sense of competition)
6. Recognize shared wins, but also acknowledge the distinct wins and contributions of each organization
7. Bring our agenda to funders, rather than the other way around
8. Be strategic, rather than aggressive (not every opportunity works in our interest)
9. Demand of each other to demand what we are worth. Do not lowball what it takes to carry out your work
10. Disseminate these principles with others, and continue having these discussions.

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