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**Conference of the Parties to the Basel Convention
on the Control of Transboundary Movements of
Hazardous Wastes and Their Disposal
Ninth meeting
Bali, 23–27 June 2008**

Item 7 (l) of the provisional agenda*

**Implementation of the decisions adopted by the
Conference of the Parties at its eighth meeting:
resource mobilization and sustainable financing**

Draft fund-raising strategy

Note by the Secretariat

1. The purpose of this note is to provide a reference in fundraising efforts and contribute to the development of a consistent, systematic fundraising. Decision VIII/34 of the eighth meeting of the Conference of the Parties acknowledges that resource mobilization is a step-wise process that should include the development of systematic fund-raising efforts, broadening the donor network, consistent identification of changing donor priorities and the provision of assistance to developing countries and countries with economies in transition to engage in the process.
2. The above-mentioned decision further highlighted the importance of strengthening linkages with, building on and coordinating with resource mobilization strategies of other multilateral agreements, approaches and processes. The Secretariat was also requested to continue exploring, as appropriate, possibilities for new sources of funding to support the implementation of the Basel Convention.
3. The following paper provides a draft guide for a fund-raising that could contribute to more systematic fund-raising for implementing the Strategic Plan until 2010. It provides information on methods for mobilizing cooperation and resources necessary for the implementation of the Basel Convention and for advancing the environmentally sound management of wastes in the context of global environment and sustainable development priorities over the biennium 2009-2010. The audience of the guide is Parties at the national and local level and directors and employees of Basel Convention Regional and Coordinating Centres.

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4. The draft Fund-raising Guide, which is annexed to this document, is intended for review and comment by Parties. For Parties wishing further time to review the paper in more detail are requested to provide any written comments on the framework by 10 October 2008.

Annex

Draft Fund-raising Guide

I. Introduction

1. To meet the short and medium term needs, Parties under the Basel Convention are exploring new and innovative ways to access bilateral and multilateral assistance. International cooperation and assistance is not only necessary, but critical in that many Parties to the Convention lack adequate infrastructure or know-how for managing hazardous wastes and other wastes in an environmentally sound manner or do not have the capacity to control the import of such wastes. Resources are needed to assist these countries to meet obligations in the Convention and its declaration and decisions. To accomplish this, it is necessary to better equip Parties, Directors of Regional and Coordinating Centres and others with tools and knowledge in order to enhance fundraising results.

2. This guide is intended for national representatives and Directors and staff of the Basel Convention Regional and Coordinating Centres.

II. Funding needs

3. To address the needs of developing countries and countries with economies in transition for technical transfer and capacity building to implement the Basel Convention, funding is needed from sources outside the Convention's core budget.

4. New approaches and strategies at the international, regional and country level are also needed. In order to achieve this goal, it is necessary to:

- (a) Carry out a fundraising campaign;
- (b) Better equip Parties, Basel Convention Regional Centres and others with specific tools and knowledge that will help fundraising results.

5. Increased funding is needed for:

- (a) Capacity-building projects and technical assistance;
- (b) To meet the costs of developing country and countries with economies in transition representation at Basel Convention meetings; and
- (c) To support funding needs for additional items included in work programmes or work plans, as requested by the Conference of the Parties.

III. Raising awareness: advocacy and outreach

6. To strengthen fundraising capabilities of the Basel Convention, greater awareness is needed among the donor community of the relevance of the Convention and how the goals and objectives of the Convention will also meet donor priorities. Although there are 170 Parties to the Basel Convention, it is not widely known in the broader donor or investment community. The Rio Conventions, particularly the UN Framework Convention on Climate Change, have accelerated to the top of the international political, economic and public awareness level. The traditional resources available for international environment activities has stabilized and in some cases declined over the past few years. Thus, the need for active awareness raising and advocacy and exploration of alternative funding approaches is more relevant than ever.

7. An integral part of fundraising is raising awareness of the Basel Convention goals and its programmes. This part is vital for sustaining any fundraising activity and must be done in a coordinated manner in order to convey a unified message. The document produced by the Secretariat entitled Our Sustainable Future, the role of the Basel Convention, can help serve this need. It provides information about the convention and its linkages to other sectors. Adding a more national or localised aspect to the programme will have a positive impact in the advocacy campaign.

8. For raising awareness, some key actions to undertake include:

(a) Launching well-targeted advocacy campaigns to inform donors on the benefits of the Basel Convention along with its mandate, programmes. The programme could focus on how the implementation of the Convention helps to, for example, protect human health, provide a means for sound recovery of materials needs as feedstock and thus avoiding virgin extraction of metals, can help to improve

(b) Focus on ‘Branding’ of the Basel Convention image. Part of the re-branding of the Basel Convention image can be to project and promote the comparative advantage of the Convention. What unique vision and/or expertise does the Convention have to offer? This would need to be conveyed in a digestible way.

(c) What do we bring to the table? A **cost-benefit analysis** can be a useful tool to promote the strong argument for the environmentally sound management of hazardous and other wastes and to show the economic costs of inaction if the Convention and its control system are not implemented.

IV. Explore alternative funding approaches

9. The first step in identifying new and alternative sources of funding is by defining and analysing the current market: nationally, regionally and globally.

A. “Define and analyse your Market”

10. A market-client strategy is a useful tool when approaching new donors and trying to ‘sell’ projects or project ideas. International development agencies are increasingly applying this approach to their funding strategies in order to better compete for international funding and to meet growing demands from donors for accountable, specific and measurable projects.

B. What is the ‘Market’ and who is the ‘Client’?

11. The Basel Convention can benefit in its efforts to raise funds by defining and analysing first, ‘what is my market’, and second, ‘what products are required to fit the needs of that market’.

12. In this instance, the Market is the community of donors that will be targeted for funding and/or potential programme collaboration. It is vital, therefore, for the Convention Parties and BCRCs to keep abreast of shifts in donors’ funding and resource allocation thinking.

13. Multilateral development institutions, such as the World Bank and bilateral donor agencies have developed new policies on resource allocation reflecting a change in approach. Their priorities should be taken into account and be aligned with project proposals or funding requests. For the World Bank, and other similar regional and multi-national financial institutions and groups, activities such as training is not usually considered a priority activity for funding. However, investment projects are of high importance. Part of the World Bank Group and other funds and programmes will help to bring together a consortia or group of investors that include major banks to carry out projects. Ideas for such projects include, construction of environmentally sound facilities for ship dismantling and recycling, or community based facilities for recycling of e-waste in which materials are effectively recovered, installation and testing of new, cutting edge technologies for the management of wastes such as used tyres in a gasification process (a recent technology listed under the Clean Development Mechanism), or the construction of port facilities that include proper environmentally sound storage facilities.

1. Who is the client?

14. While the ‘Clients’ for the Basel Convention products are the public, in the context of this guide, clients are considered to be donors or donor organisations.

2. Who are the Donors?

15. National development agencies of OECD countries, global, regional, national and local financial institutions, foundations and charities, special environment funds, venture capital funds, private and public research and development funds, private institutions, special capital funds, private sector including special private sector funds and charitable contributions, municipal governments and Regional government bodies, and hybrid coalitions of investors and banks.

C. How do we market the sound management of hazardous and other wastes?

16. The 'development market place' requires a more responsive and focused support to provide Parties responsible for Basel Convention implementation with adequate tools to compete. This includes increased interactions with sectors or areas which traditionally have not been part of the Basel Convention agenda. For example, one area which could provide a very positive result is the identification of suitable entry points relating for hazardous waste-related activities or needs in mechanisms such as the Poverty Reduction Strategy Papers (PRSPs).

17. With the advent of the Paris Declaration on Aid Effectiveness in 2005, the bottom up approach to marketing has become more vital than before. Priorities for official development assistance (ODA), which totalled over 103 billion in 2007, must be integrated into national priorities for assistance. Articulated needs and priorities for implementing the Basel Convention should be mainstreamed into the development assistance process. There continues to be a significant decline in earmarked donations or official development assistance as the Paris Declaration commits donor countries to allow the national process to prevail.

18. As donors are increasingly aligning their priorities for programme funding with those priorities of the recipient governments, articulating hazardous waste management, or a particular requirement of the Convention which needs to be put into place, as a national development priority becomes crucially important when seeking access to official development assistance from donor countries. The bottom up approach starts at the country level. Demonstrating needs to a donor country embassy and/or aid agency representative in your country is a vital step towards securing funding. Make it known that funds are needed for a specific (and well-articulated) project or programme area. Present this information to these representatives. The process for many donor countries is that such information is transmitted to capitals to be considered in the development assistance programme or as part of ad hoc investment or grant.

19. In summary, aligning hazardous and other waste management with cross-cutting issues can mean, for example, recognizing the direct links between poverty alleviation and the construction of community based recycling facilities that recover resources from, for example, e-wastes. Keeping in mind that international development institutions have new policies and procedures in place regarding resource allocation which places greater emphasis on national priorities, new opportunities are presented for Parties to mainstream Basel Convention- related issues into overarching national development agendas.

V. Making the case for funding: Putting together the project proposal

20. Technical soundness and demonstrated needs are important when articulating a funding proposal. However, with the highly competitive market for project funding, adapting the project to the needs of the donor and submitting proposals in the desired format of the donor is crucial. While there is also the UNEP project proposal format, UNDP format, several formats under the different World Bank Groups, and many more, the Secretariat has developed basic generic project proposal format that can be easily adapted to the different priorities and formats of donors that is available upon request.

21. Adapting project proposals to meet the needs or interest areas of the client is an important tenet when searching for project funding. Keeping abreast of policies and procedures of potential donors will help facilitate review and potential acceptance of a proposal.

22. There is a plethora of ways to accomplish this. One easy way is to check the Donor's website. With Internet, information is often available on priorities, policy directions formats and specific information needs such as "replication" of a project or training. If it is an international financial institution there will be information on where they have funded recently and thematic areas of interest. If it is a government donor, check Official Development Assistant (ODA) information (website or through sustained personal contact with the government development agency) to find donor's *thematic* and *geographic* areas of interest. The Secretariat can assist in providing further details and information through their regular contacts and network of donors.

23. One way to maximize the chances of securing funding when competing for limited resources would be to link project results with a **Millennium Development Goal** (MDG). In particular, find what in your project or funding proposal will help meet an MDG target. Another method would be to link with more than one cross-cutting issue of priority. The implementation of the Convention and the environmentally sound management of hazardous and other wastes, have a positive impact on health,

worker safety, increased recovery of resources, development and poverty reduction, climate change, soil, water or biodiversity to name a few.

Box 1

Millennium Development Goals

1. Eradicate extreme poverty and hunger.
2. Achieve universal primary education.
3. Promote greater gender equality and empower women.
4. Reduce child mortality.
5. Improve maternal health.
6. Combat HIV/AIDs, malaria and other diseases.
7. Ensure environmental sustainability.
8. Develop a global partnership for development.

A. Marketing hazardous waste and linkages to other programme objectives with key donors

24. Increasingly, it is widely recognized that poor management of chemicals and waste adversely affects human health and the environment, disproportionately compromising the urban and rural poor, particularly women and children. For example, the contamination of water sources can be severely detrimental to the most vulnerable communities causing significant health complications and loss of the ability to work.) An expansion into the crosscutting programme area of development and poverty reduction strategy gives the Convention better outreach in its scope for potential funding

25. An effective way to gain access to funding sources is by recognizing and communicating the inherent linkages between hazardous waste work of the Basel Convention and relevant work in other, cross-cutting areas. To maximize potential for funding, the Basel Convention's projects that seek funding can link its work, where relevant, to the MDGs and other primary development goals.

26. Important cross-cutting MDG linkages may include, but are not restricted to, the areas of development, poverty reduction or health. These areas have strong linkages with the Basel Convention's mandate. Hence, an important opportunity exists for the Basel Convention Centres and Parties to create and foster these linkages when putting together a project proposal.

Box 2

Project idea examples for environmentally sound management of specific waste streams:

- Health and hazardous waste: reducing the spread of HIV/Aids, e.g. facility for recycling medical syringes. The Global Fund is a positive donor for this work as is the Gates Foundation.
- E-waste such as refrigerators or refrigeration and equipment containing CFCs. The Multi-lateral Fund of the Montreal Protocol could be a source of funding of projects that meet Basel Convention and Montreal Protocol objectives, e.g.. There is still investigation on funding such projects but the early results are very positive.
- Clean Development Mechanism: new waste sector technologies.

1. Development and poverty reduction

27. Increased interaction with sectors or areas not traditionally part of the Basel Convention agenda can bring positive results. In this connection, it is also necessary to identify suitable entry points in **Poverty Reduction Strategy Papers (PRSPs)** for hazardous waste-related interventions.

28. Global consensus and agreements such as the MDGs, and the changing understanding of resource allocation for development, create challenges, which need to be met by new approaches. The Basel Convention is in an excellent position to contribute to the achievements of national development goals, as well as the MDGs, particularly Goals 1 and 7.¹

29. With the new milieu of international funding, it is becoming critical to operate in this changing international context and emphasize the poverty-environment nexus in order to highlight the importance of hazardous waste as a cross-cutting issue. The Paris Declaration on Aid Effectiveness calls for “improving aid effectiveness through strengthening countries development strategies and operational frameworks, aligning aid with country priorities, eliminating duplication”. Bearing this in mind, projects that could be better placed to receive funding would be those that address or link to poverty alleviation. One example would be the development of community-based environmental sound recycling programmes for e-waste. There is the organisation and structure for collection of the waste by local individuals, and the employment of local labour for the recovery of materials that have a market value, and thus, considered a commodity.

Table 1: Examples of development organizations and relevant project themes

ORGANIZATION	AREAS OF ACTIVITY
UNDP	Assists in the integration of environmental priorities into national strategies for poverty reduction. Chemicals Management work areas: ozone layer protection, reducing POPs, mainstreaming sound management of chemicals, reducing and preventing chemical pollution into international waters. The Division for Innovative Partnerships is a potential partner for cooperation on water-treatment issues, sanitation and poverty alleviation through environmental sustainability.
World Economic Forum	Water Initiative includes regional activities as well as Industry and multi-stakeholder Partnerships. <i>WEF's vantage point is to shift the water debate from an environmental issue to an economic risk issue.</i> Projects in South Africa and India on access to safe drinking water and municipal wastewater treatment. Alcan and Swiss Agency for Development, among others, are involved.

2. Health and hazardous and other wastes

30. An important cross-cutting area, with significant potential for project linkages, is hazardous and other wastes and their impact on human health. Such impacts range from direct exposure to poisons and carcinogens, the introduction of hazardous chemicals that have leaked into the soil and ground water and into the food chain.

31. An entry point to a large funding network relates to a unique role of the Convention for the environmentally sound management of healthcare wastes. Mercury in end of life hospital products and wastes (syringes, gloves and other items) from treating HIV/AIDs have an important health component.

¹ Goal 1: Eradicate extreme poverty and hunger. Goal 7: Ensure environmental sustainability.

32. Proposals addressing hospital or other health-care wastes need prominent linkages to health, including how the work will augment action towards meeting the MDG on improving maternal health and in combating HIV/AIDs and other diseases. A key benefit to articulate could be how environmentally sound management of medical wastes as well as other hazardous wastes can prevent the spread of disease, improve human health and reduce mortality rates thus enhancing the capacity for overall development.

Table 2: Examples of activities to enhance linkages to health

ORGANIZATION	AREAS OF ACTIVITY
WHO	Basel Convention can engage more intensively with WHO on policy issues concerning health and more specifically on regulation by national governments and internationally of healthcare waste.
Gavi Alliance	Supports health-care waste management. This is one example of linkage areas that the Basel Convention can benefit from.

33. Box 3 provides a quick check guide to use when preparing a project proposal that contains linkages to other sectors.

Box 3: Quick Proposal Checklist

A set of additional questions related to fundraising to ask when preparing the proposal include:

- What are the context (situation), action and result of the project? What is the capacity building component e.g. what will it change and how?
- Can the project area be linked to a cross-cutting issue such as health and hazardous waste, development and/or poverty alleviation?
- Does it have tangential impacts on other sectors: water, soil, climate change, or relevant ties to biodiversity issues?
- Does it match a donor’s stated priority (in cases of foundations, charities and specialty funds and facilities)?
- Does it link to an MDG? If yes, how will it support the MDG?
- What are the foreseen measurable results?

3. Approaching Donors

34. A key aspect in fund-raising (and sometimes considered a stumbling block in fund-raising) is approaching the donor. It can often be a complex stage when there is no precedence or a previous relationship with the donor, thus, identifying the correct person and making contact with them can be complex and time-consuming. But it is this contact that will be a valuable contribution to any fundraising effort. The following sections provide a guide to tackling this step in the process.

3.1. Building Relationships

35. Personal relationships are important. An important underlying “rule” in marketing is: People give to People. Relationship building and maintenance is vital, through regular consultations with non-traditional entities as well as donor governments. A key guide to follow is to articulate to the donor a

sense of mutual gain from the project or programme. Networking and developing a broad network of donors is a fundamental aspect of fundraising.

36. A example of entities with which networking is important includes:

- (a) Civil society organizations – establish networks of effective NGOs in the major donor countries or regions to promote with them public awareness of Basel Convention issues and programmes;
- (b) Groups of national parliamentarians and advocacy groups in major donor countries active in international development assistance, and government aid agencies directly;
- (c) At the sub-national level, regional and municipal governments who have their own international aid agencies and are able to fund international projects;
- (d) University researchers and environmental institutions.

4. Strategic Partnerships

37. Given the limited capacity of the Basel Convention in terms of its human resources and the nature of its mission, networking and strategic partnerships can be considered of principal importance for sustainable financing. A strategic partnership, in the sense of fundraising, involves the establishment of agreement with governments, international organisation, or other body use this type of partnership for funding a programme, project or specific activity over a time period (longer than one year).

38. Who can be a Strategic Partner? Often strategic partners are government-to-government, international organisation-to-government, industry-to-government, technical or scientific bodies-to-government. These partnerships are set out in longer-term agreements for accomplishing specific results.

VI. Potential funding sources

39. The sections below are broken down into a few thematic areas that have a potential for funding. They include: *foundations*, the *private sector*, *international financial institutions*, and *regional and municipal governments*. A rationale is given for each section as well as a sampling of potential stakeholders. Cross-cutting themes build on the idea of linking the Basel Convention to other relevant areas, embracing the Millennium Development Goals, and in the process, expanding the reach and advocacy of the Basel Convention with actors in areas of thematic cross-over.

A. Foundations

40. Foundations, especially philanthropic foundations, can be good sources of direct grant funding. They often have large pools of resources to contribute financially or with know-how, through bilateral agreements for example, to projects within their thematic areas of interest. These collaborations combine resources, knowledge, and networks to increase the reach and impact of projects, helping countries find solutions to their environmental challenges.

Table 3: Examples of foundation funding allocation:

ORGANIZATION	AREAS OF ACTIVITY
Dutch Green Fund	Dutch central bank offers cheaper loans to companies who invest green. Possibilities for UNEP/Basel certification, partnership or project cooperation
Packard Foundation	In 2007 awarded 205 grants amounting to over US\$ 117 million.
Gavi Alliance	see UNEP Strategy Document (2007)

ORGANIZATION	AREAS OF ACTIVITY
Conservation International	Mission is to engage private sector in creating environmental solutions
Monaco Environment Fund	Relevant programme: Waste management project in Maghreb with NGO, ENDA Maghreb
Clinton Foundation	Clinton Climate Initiative: Helps large cities 'Go Green'. Includes creating waste-to-energy systems as landfills.
Gates Foundation	Water, Sanitation and Hygiene Initiative: a potential growth area for grant making for the Foundation. Currently in its exploratory phase. In 2008 awarded a US\$ 15 million to the International Water and Sanitation Center.
Ford Foundation	Gives numerous grants for hazardous waste management.
Kellogg Foundation	Support regional development projects in Latin America and Africa.
Hewlett Foundation	Grants in the areas of Environment and Global Development. In 2006 awarded US\$ 292 million in grants for all programme areas.
EcoFund Foundation	Set up to administer funds sourced from a mechanism referred to as the 'Polish debt-for-environment swap'. 15% of EcoFund grants in 2004 were for projects in the waste management sector, out of a total US\$ 42 million.
Rockefeller Brothers Foundation	Grant programs include Sustainable Development and geographical areas of interest, South Africa, Western Balkans, Southern Chile.
The Alliance for Climate Protection	Organization chaired by Al Gore, working to raise awareness on the effects of climate change. Engaged in grass-roots partnerships with civil society.

B. Private Sector

41. Business and industry with an international presence increasingly realize that it is in the interest of business to be part of the solution when faced with global, or trans-boundary problems. There is a growing consumer and civil society demands for companies to be more accountable for the environmental impacts of their activities where they operate and for their product at the end of its useful life. Business and industry, in the context of programmes such as corporate social responsibility, are working with local authorities, civil society, and international organizations in order to promote sound sustainable development business models.

42. The private sector is an increasingly important source of financial support for actions that help meet sustainable development goals. In addition to corporate social responsibility and sustainable development programmes, many multi-national corporations, as part of their organisation, will have a charitable donation branch, which may provide direct funding to projects that benefit society and the

environment. Each type of environment or health programme as well as the set of priorities for financing differs with each multi-national corporation. Further exploration on this option could be pursued at the regional or international level.

Table 4: Examples of potential sectors

TYPE OF BUSINESS	ORGANIZATION	AREAS OF ACTIVITY
Energy	Veolia Environment	Waste management division – Onyx and Veolia Environment Foundation
Oil and Gas	Lukoil	Russian oil company based in Geneva. ‘Environmental safety activities’ and capital investment facilities in 2006 amounted to \$380 million, in 2005 at \$320 million. Activities include sewage water treatment facilities, hazardous waste disposal, stewardship of water resources and recycling of oil contaminated waste.
Chemicals	DuPont	Engaged in several partnerships on climate change and environmental sustainability. It founded the Green Power Market Development Group, collaborating with 12 leading industrial corporations.
IT	Cisco Systems	Hazardous Materials Management Programme and Waste Reduction Programme.
Mobile	Vodafone	Campaigns to re-use and recycle mobile phones. Existing programmes in Albania, Egypt, Romania. Plans to expand social campaigns in developing countries. A good potential for the Basel Convention’s Mobile Phone Partnership Initiative.

C. International Financial Institutions

43. International Financial Institutions (IFIs) continue to be an important funding source for the Basel Convention. Their resource allocation may be in the form of direct grants, government cost-sharing agreements, or multi-lateral agreements, among others.

44. For example, the World Bank’s International Finance Corporation (IFC) offers a variety of financial products for private sector projects in developing countries. This direct lending is the fundamental contrast between the IFC and the World Bank: under their Articles of Agreement, International Bank for Reconstruction and Development (IBRD) the International Development Agency (IDA) can only lend to the governments of member countries. IFC also offers technical assistance and advisory services to support private sector development. Most of these activities are funded in partnership with donor countries. Much of IFC’s technical assistance work is conducted by facilities managed by IFC but funded through partnerships with donor governments and other multilateral institutions. Other sources of funding include donor country trust funds. To receive funding, a project must benefit a developing country that is a member of the IFC.

Table 5: Examples of other IFI activities

ORGANIZATION	AREAS OF ACTIVITY
ITC	Trade aspects of trans-boundary movement of wastes, trade of environmental services, e.g. Waste management companies
World Bank Multilateral Investment Guarantee Agency (MIGA)	MIGA provides investment guarantees for projects in a wide variety of sectors, such as infrastructure, in developing countries. MIGA does not finance projects, but insures investments. It has also partnered with bilateral and multilateral donors to fund long-term country and region-specific technical assistance programs.
International Bank for Reconstruction and Development (IBRD)	For investment projects. The IBRD provides loans to governments, and public enterprises, always with a government (or "sovereign") guarantee of repayment. The funds for this lending come primarily from the issuing of World Bank bonds on the global capital markets —typically \$12–15 billion per year.
European Bank for Reconstruction and Development (ERDB)	Is unique among IFIs as it has an environmental mandate. And as one of the GEF executing agencies, the EBRD has access to GEF funding for projects addressing land degradation, international waters, biodiversity, and POPs among other issues. Their Project Preparation Committee (PPC) is a network of donors, IFIs and partner countries that facilitate environmental investment projects, including on water supply and sanitation and waste management. From 2008, PPC will develop new initiatives in the areas of health and safety and water and sanitation.
Asian Development Bank	Promotes development through loans, equity investments, and technical assistance. Environmental Management is one of its priority sectors.
Inter-American Development Bank	Relevance for the Basel Convention partnership programmes in Central and Latin America. The IADB is a leading lending institution in the region and provides government loans and grants. It promotes co-financing arrangements with multilateral institutions for its public sector projects.

D. Decentralized cooperation: Regional and Municipal level

45. Strategic alliances with regional and municipal stakeholders can be useful for financial resources as well as providing an entry point to promote awareness-raising on the Basel Convention aims and needs.

46. European regional authorities, increasingly allocate significant funding levels for international cooperation activities relating to environmental improvements and sustainable development. They develop policy and support international development, health and environmental programmes. They may have their own regional and programmatic areas of interest. Relationship building is also an important consideration at this level.

47. For example, the regional government of Cataluña's Agency for Development Cooperation (ACCD) in 2006 had an ODA budget of 44 million Euros. One of its expressed areas of interest is 'poverty and the environment', a strategic goal for their resource attribution.

VII. Conclusion

48. Additional proposals for consideration that could directly support and strengthen fundraising activities by Parties Basel Convention Regional and Coordinating Centres include:

- (a) Parties and the Basel Convention Regional Coordinating and Regional Centres, with support and input from the Secretariat can define: What is our 'Value Added' to a potential donor?
- (b) Create a culture of resource mobilization within the organization – provide space for information exchange on sources of funding;
- (c) Coordinate internally within the Basel Convention on project proposals before they go out to donors, keeping the Secretariat's Partnerships and Resource Mobilization Office informed in order to avoid duplication and to consult for additional donors that could match proposal's needs;
- (d) Consult regularly with the Secretariat's Resource Mobilization Officer and the Convention's web site on donors and areas they fund;
- (e) Production and distribution of Multi-media presentations – advocating Basel Convention programmes to major donors. Production of Toolkits designed for Basel Convention Parties and Regional Centers to use for resource mobilization;
- (f) Mainstreaming: Further work and analysis illustrating how to mainstream and integrate Basel Convention and environmentally sound management objectives and needs into the national development assistance process. Assistance, if Parties requested, by the Secretariat in examining development assistance strategies, sustainable development strategies, and Poverty Reduction Strategy Papers with the objective of determining whether there are links in the current plans to the environmentally sound management of hazardous and other wastes, or other priorities of the Basel Convention strategic plan are a clearly articulated component of these strategies and if not, provide more substantive advice on how this can be accomplished.

49. In conclusion, to develop a systematic fundraising effort that consistently identifies donor priorities and captures a broader donor network, in order to assist in particular developing countries and countries with economies in transition, the following should be taken into consideration:

- (a) Identify the funding needs of those implementing the Basel Convention, as well as the needs of the donors. Adapt to meet the needs of the latter, whilst remaining in the limits of the mandate under the Convention;
- (b) Raise awareness of the Convention, its activities, relevance and linkages with cross-cutting issues. This must be done in a cohesive, centralised and coordinated manner;
- (c) Ensure that donors receive a sense of mutual gain and confidence in collaborating with the Convention;
- (d) Build and maintain relationships with all potential donors and increase interaction with sectors or areas not traditionally part of the Basel Convention agenda.