

The **REMAIN** Project

“More revenue, Better services”

Increasing financing and resource mobilization capacity for government agencies and private sector agencies

1.0 What is the REMAIN Project

The Resource Mobilization and Award Improvement Niche (REMAIN) Project initiated by LINK Partners International Limited aims at increasing the resource based and revenue of Government Departments and private sector agencies. We do this by developing their capacity in identifying, applying, attracting, securing and effectively managing diversified external resources and 3rd party financing.

1.1 Background to the Project

The resource base at Governments especially Local Governments in Uganda is very limited as they continue to heavily be reliant on the Central Government (CG) for funding (*contributing over 85% of financing to their budgets*). Resource transfers from the Central Government to all the District Local Governments are very little to address concrete development issues – especially where majority of these resources are wages. It is even a bigger challenge because many more District establishments are likely to emerge hence more need for alternative revenue (*to cater for own core services like education, health, roads, agriculture and solid waste and street lighting - among others*) as government moves to cater for its new demands and needs.

1.2 The REMAIN Project Objectives

Therefore, because of the need for innovative district-owned and tested mechanisms to raise additional financing and resources. The REMAIN Project strives to this by;

1. Developing projects and concepts that secure grants and flexible financing for development
2. Ideating and crafting credible and bankable project, business, events and partnership proposals & plans for the District Local Governments
3. Designing Grants, Resource Mobilization and Business development Units/ Departments for government and private agencies and strengthen them to be able to **identify, attract, secure and manage diversifies funding and financing.**

2.0 What are the resources available for Local Governments in Uganda

Local Governments in Uganda and globally, are the most endowed with resources if they can effectively explore all the available opportunities. The resources and opportunities include;

1. District Local Governments are eligible and can independently apply for most of the funding opportunities and Request for Applications that NGOs and independent companies win.
2. Local Governments have resources like land, water bodies, human resources, markets, forests, tourist attractions, schools, Universities and others that can be explored for financing
3. All NGOs work in district and would want to support the DLGs financially and logistically but lack a common mechanism to interface and a common language to relate.

4. Several development partners (donors and sponsors) have funding to offer to Local Governments but have not been engaged
5. Foreign governments and bodies are craving for sustainable partnerships hence Local governments on their own can source/ attract these opportunities
6. The Private sector and big corporate agencies are always yearning for viable linkages to reach the community. District Local governments provide the best opportunity for this
7. District Local Governments provide the surest and most sustainable development plan. This comparative advantage – if well exploited, promote long lasting solutions to development
8. Local governments in Uganda host and are a base for so many projects and partners whose benefit can further be explored for improved sustainability even after the projects end.
9. Local Governments in Uganda have the policy and legal mandate, government support, will and commitment to establish own strategies for increased revenue

2.1 The REMAIN Project Goal

That is why the REMAIN Project intends to; “Increase financing and resource mobilization capacity for government units and private agencies”

3.0 The key thematic areas for the REMAIN Project include;

1. Designing the Grant, Resource Mobilization and Business development Units at the District and strengthen it to be able to **identify, attract, secure and manage diversifies funding and financing.**
2. Support the District team and development groups in identifying both local, national and international funding and financing opportunities for the District Local Government and its community
3. Support the capacity of District Local Government, its agencies and community groups in developing concepts, projects and ideas to secure grants and flexible financing that can foster development
4. Ideating and crafting credible and bankable project, business, events and partnership proposals and plans
5. Offer on-going technical assistance in project development and resource mobilization, donor and sponsor relations, grants management compliance among others.

3.1 How shall the Grants and Business Development Office (G&BDO) be sustained?

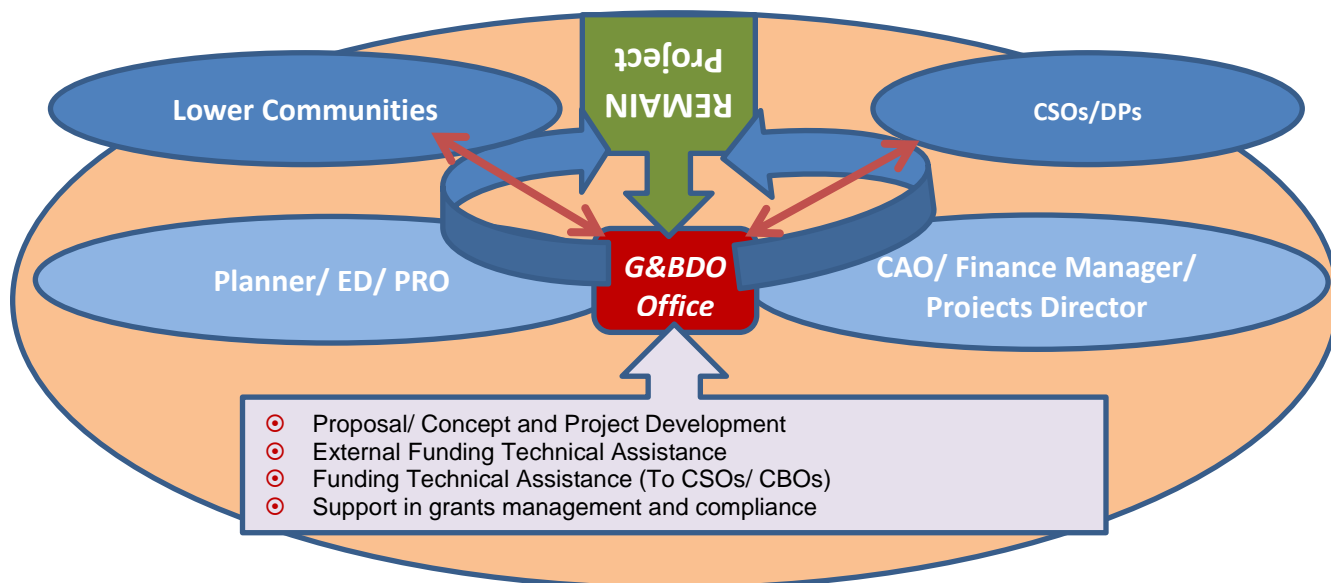
LINK Partners has specialized in strengthening revenue, financing and resource mobilization capacity of public and private institutions. We successfully do this through crafting approaches and models of how this can effectively be done BUT also coming up with previously-unknown strategies of diversifying development revenue and income.

The G&BDO shall be the **Project and Business Development arm** of the District, but shall also support all the other entities with-in the district in developing and earning from successful proposals, innovative concepts, events, partnerships, business engagements or by offering the much-needed technical support. This team shall also liaison with the REMAIN Secretariat to provide on-going scanning, engagement and development of innovations, proposals, concepts and events. The REMAIN Project at LINK Partners already has a 4-layer technical team of; Grants and Proposal Specialists, Donor Relation Officers, Local Revenue officers and Award/ Finance Advisors. Subsequently, these shall too earn on successful projects or financing secured.

3.2 The structure of the Grants and Business Development Office (G&BDO)

The way how the Grants and Business Development Office (G&BDO) is structured shall largely depend on how best the key partners opt to operationalize it. Several Districts and agencies have adopted this as part of the “innovative structures” for their programming, while some have put it between the ED/ CAO or Planners office. Below is an example of how this can be modelled.

The proposed structure for the Grants and Business Development Office



4.0 About LINK Partners International

The REMAIN Project is an initiative by LINK Partners International which is a Ugandan registered private company specializing in projects and innovations aimed at boosting resource mobilization capacity and financing of government and private agencies in Uganda.

Our passion is to ensure diversification of income and revenue sources required to pursue set goals. We do this by;

1. Developing projects and concepts that secure grant and flexible financing for development
2. Ideating and crafting credible and bankable project, business, events and partnership proposals and plans
3. Designing Grants, Resource Mobilization and Business development Units/ Departments for government and private agencies and strengthen them to be able to **identify, attract, secure and manage diversifies funding and financing.**

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The REMAIN Project Phase 1 Work-plan

Sr.	Activities	Period		
		Yr1	Yr2	Yr3
1.1	Inception meetings with the key members and Senior Management			
1.2	Partner - if interested, commits and contacts contact person or Team and Office for REMAIN activities			
1.3	Issuing of Project Letter of Acceptance/ MOU			
1.4	Conduct training and orientation of Grants and Business Development Officers (G&BDO) team			
1.5	Conduct district stakeholder and partners consultations and buy-in meetings			
1.6	Conducts a specific Donor consultative Workshop			
1.7	Map and report district local, national and international revenue sources and funding opportunities and produce a report			
1.8	Develop a Resource Mobilization and Fundraising Strategy			
1.9	Register the agency on different donor and sponsor platforms and databases			
1.10	Identify funding opportunities, develop and submit concepts/ proposals for funding			
10.11	Ongoing engagement with potential investors, donors and project sponsors			
11.12	Conduct trainings in revenue and funding sources, fundraising and project/grant writing and provide on-going mentorships and technical capacity assistance to the G&BDO			