



**SOCIAL IMPACT  
COMMONS**

# Reimagining Our Sector

## Fiscal Sponsorship Internationally



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# Goals for Today

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- ❖ Embrace an opportunity fiscal sponsors have internationally.
- ❖ Consider organizational readiness factors to accept, manage, and support the community in stewarding international funds.
- ❖ Review practical considerations including cultural competence, risk, and compliance when fiscally sponsoring foreign activity

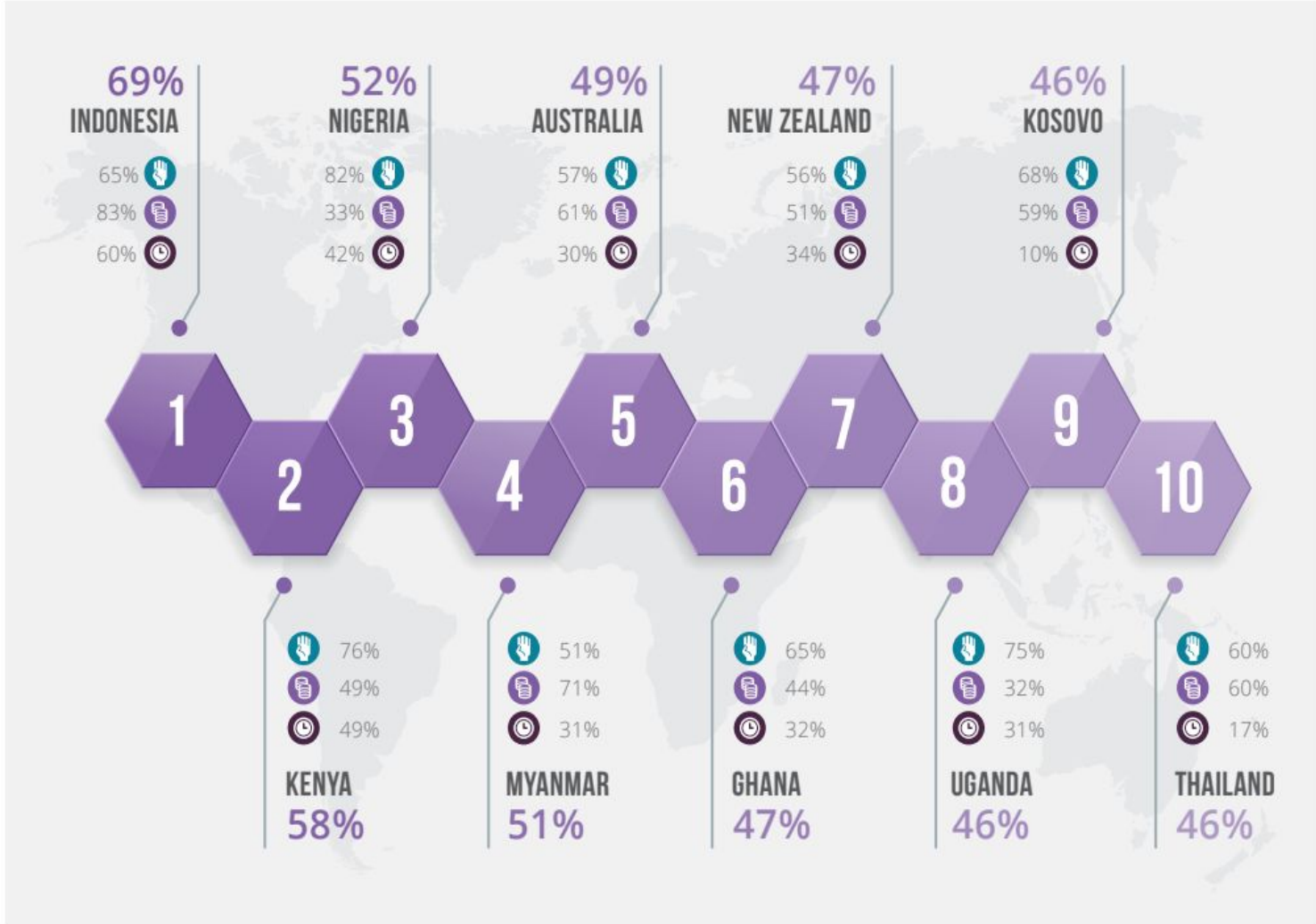


# Global Giving Trends: Growth of Generosity Around the Globe

- ❖ More than three in ten adults around the world donated money to charity in 2020
- ❖ More than three billion people helped someone they didn't know in 2020.
- ❖ More people donated money in 2020 than had done so in the last five years (31%)

CAF World Giving Index 2021

## Most generous countries in 2021



# Global Giving Trends: Access to Funding

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- ❖ Governments are committing to provide more funds to local organizations directly
- ❖ Capacity to manage large funds is limited
- ❖ Oversight at the government and funder levels continues to be high
- ❖ International organizations continue to be among the largest US based nonprofits



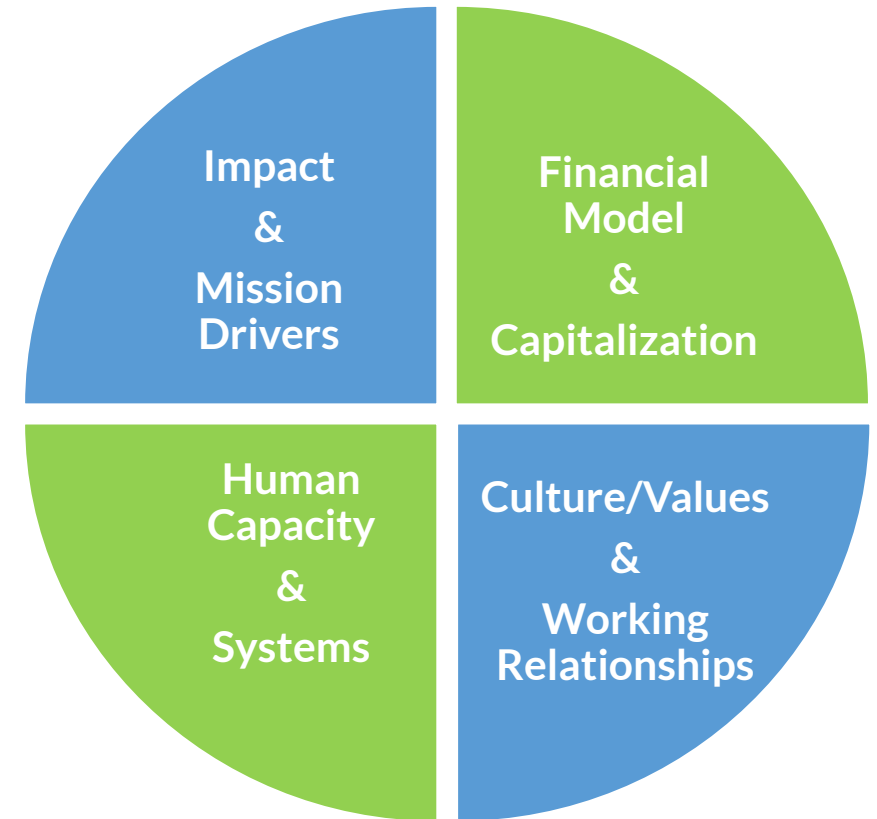


**International Work:**  
Could take many shapes, sizes and complexities...

# Readiness Factors to Provide International Supports: Impact and Mission

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- ❖ Is this opportunity mission-aligned?
- ❖ Do we need board approval to undertake international activities?
- ❖ Did we complete an appropriate vetting process to make sure our partners are legitimate and well-aligned with our mission and vision?



# Readiness Factors to Provide International Supports: Values and Working Relationship

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- ❖ Do we have a shared understanding of how the work contributes to the mission of the sponsor?
- ❖ Do we have a shared understanding of the nature of the fiscal sponsorship relationship including where different decision making authorities sit?
- ❖ Do we have cultural competencies, norms, and values that these partners bring?
- ❖ Will we need additional language expertise to partner well?
- ❖ Do we have to translate our current tools and systems into different languages to make sure our partners could fully relate to us?



# Readiness Factors to Provide International Supports: Human Capacity and Systems

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- ❖ Do we have the knowledge, capacity, and expertise to provide support to an organization operating internationally?
- ❖ Do we have the expertise to work with the funders that provide support to this organization?
- ❖ Do we have service-level expectations around timing of monetary transfers so any downside to fluctuations in exchange rates don't feel arbitrary or subjective?
- ❖ Do we understand and have a way to meet all compliance needs?
- ❖ How are we going to assure that we meet anti-terrorism financing and other international financing-related requirements?
- ❖ Do we have international legal support if the need should arise?
- ❖ Does our current insurance cover activities internationally? Will we offer travel and emergency evacuation insurance?
- ❖ Do we have systems to manage international funds and address the higher potential for fraud?





# Readiness Factors to Provide International Supports: Financial Model & Capitalization

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- ❖ Do we have availability to receive and issue payments internationally?
- ❖ Increased operational complexity leads to increased administrative costs. How we are planning to absorb those?
- ❖ Do we have connections with other partners that work in similar environments? How can we build those connections?

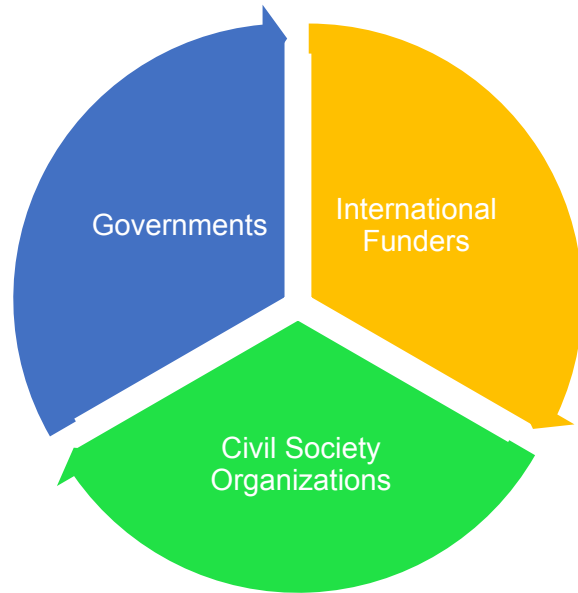


# What roles can fiscal sponsorship play on the global stage to make a difference?

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- ❖ Be the philanthropic arm of the international organization, and issue grants to the prime organization (Model C).
- ❖ Provide comprehensive services to organization that provide support globally, but mostly in the US (Model A).
- ❖ Provide comprehensive support to organizations that have on-the-ground activities in different countries (Model A with multiple country operations).
- ❖ Partner with other organizations that manage activities in a particular country and play a central role in shared fund management.
- ❖ Be the grantmaker for and capacity builder of organizations based in different countries.
- ❖ Help establish fiscal sponsors in other countries.
- ❖ What other approaches have you seen?





The success of international work depends on partnerships and collaborations



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## Closing Reflections

## Four Things to Embrace

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- ❑ **Know yourself and where vulnerabilities exist** (present or future).
- ❑ **Know what you're great at and where you want to go with your work.** Does this approach feel right for you, your community?
- ❑ **Be ready to invest time and other resources.** Remember that not all change requires financial capital, but every change requires “sweat equity”.
- ❑ **Think about resources *broadly*** (time, relationships, systems, buildings, stuff), not just money. Vision and drive always lead, money follows.





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We are grateful...