



Funding for LGBTI Activism

in Europe and Central Asia:

Priorities and Access to Resources

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GLOSSARY

In the context of this publication we use the terms below with the following meaning.

Advocacy means acting or speaking in support of an LGBTI social or political issue.

Budget is the cost to run an organisation for one year, in this case 2017.

Community organising is an activity or series of actions that people with a common identity or a common purpose engage in to achieve agreed objectives.

External funding includes money coming from governments, foundations and NGOs and excludes membership fees, community fundraisers, crowd funding, events, individual contributions and corporate sponsorship. **External funding** also excludes in-kind and non-cash donations.

Focus population is referred to when an organisation has specific programs or services for a population or they must compose more than a quarter (25%) of their constituents.

Intermediary is referred to as a NGO or organisation that receives money from a primary funder (government, private or foundation) and regrants that money to other organisations. In this report, intermediary sometimes refers to a non-profit only, not a public foundation. When this is the case, it is stated explicitly in the text.

LGBTI is an abbreviation for the words lesbian, gay, bisexual, transgender and intersex.

'Organisations' are referred to as both registered and non-registered organisations and groups. They can be small or large, volunteer driven or staffed. They include both ILGA-Europe members and non-members. They are LGBTI led or focused.

Shrinking civil society space is refers to restrictions on civil society to operate freely, that may include, but is not limited to, increased repression and attacks on the legitimacy and security of activism, as well as governments that erect new legal and administrative barriers to the operations of NGOs. "Shrinking space" is often used as shorthand for these restrictions.

Social services include activities for LGBTI people directly promoting the welfare of LGBTI individuals through provision of health care, support groups, education, food, housing and other basic needs.

Specific and Primary Population or Subpopulation is referred to when an organisation is comprised of or works with a part of the LGBTI community and includes transgender and gender nonconforming people, bisexual people, LGBTI women, gay and bisexual men or intersex people. Respondents could also write in other subpopulations, which included but were not limited to, LGBTI young people, families, refugees, Roma, sex workers and pansexual people.

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EXECUTIVE SUMMARY

LGBTI movements in Europe are growing rapidly, yet a significant number of LGBTI organisations¹ have no government or foundation funding

The number of LGBTI organisations in Europe is growing rapidly. Almost half of the organisations responding to this survey were founded since 2012 and nearly one third were founded since 2015. However, funding remains inaccessible for many LGBTI organisations. In 2017, one third of LGBTI organisations in Europe had no external funding, which includes government and foundation funding and excludes funding raised from their own communities. Organisations without external funding also do not receive subgrants from intermediaries, who in this case are other non-profit organisations.

Lack of external funding for LGBTI organisations is a problem across Europe's subregions; however, access to funding varies

There are a critical mass of LGBTI organisations throughout Europe and Central Asia that lack external funding. However, access to external funding is not even across subregions. More than two in five organisations in Northern Europe and almost one in three organisations in Western Europe reported having no external funding. This was true despite the fact that often LGBTI organisations in these regions were founded earlier, which is typically associated with larger budgets and more external funding. About a quarter of organisations in Southern Europe, Eastern Europe and Central and West Asia reported having no external funding. The most common sources of external funding for LGBTI organisations were foundations, country governments and subgrants from an LGBTI organisation. LGBTI organisations with budgets under €50,000 were twice as likely to receive funding from foundations than from their own country government.

Organisations that focus on a subset of LGBTI people are more likely to have smaller budgets and fewer paid staff

While the majority of LGBTI organisations in Europe work on LGBTI issues or people generally, almost two in five work specifically and primarily with a subset of the LGBTI community. For organisations responding to this survey, the most common subpopulations were transgender and gender nonconforming people and bisexual people. However, organisations focusing on intersex people, gay and bisexual men and LGBTI women were also present.

¹ An LGBTI organisation is one who works specifically and primarily on lesbian, gay, bisexual, transgender and/or intersex people or issues, or with any subgroup or combination of subgroups within this population. The term organisation includes those that are not registered or are informal (may be referred to as "groups") as well as formal organisations.

In 2017, organisations with a specific and primary focus were more than three times as likely to have a budget of less than €5,000 than those that focused on LGBTI people in general. These organisations were also more likely to have one or fewer paid staff. LGBTI organisations with a specific and primary subpopulation also report additional barriers to obtaining funding, such as the experience that donors do not fund organisations that focus on subpopulations.

LGBTI organisations' sustainability and resiliency are challenged by a lack of paid staff and long-term and flexible funding

Paid staff, general operating support, multi-year grants and savings are important for the sustainability of LGBTI organisations. Nearly half of LGBTI organisations in Europe reported having no paid staff in 2017. The regions where organisations were most likely to lack staff were Western Europe and Northern Europe, where close to three-fifths had no paid staff.

LGBTI organisations in Europe do not rely solely on external funding to support their work—more than seven in ten LGBTI organisations raised funds from their own communities in 2017. Of the LGBTI organisations that had any external funding, almost half had no general operating support and more one-third had no multi-year grants. Just under two in five said they have no savings. A dearth of flexible, dependable funding and an inability to build up a financial reserve impact LGBTI organisations across Europe and Central Asia.

LGBTI organisations undertake many activities; however, the activities that are most likely to be fully funded do not align with activities they identify as priorities

Funding surveys are a way for organisations to collectively communicate about the work they do and how that relates to what is funded. In this survey, the three top priorities identified by LGBTI organisations in Europe were LGBTI community organising, communication to persuade the public of favourable attitudes to LGBTI people and LGBTI legal or policy advocacy. Funded activities differed from those prioritised by LGBTI organisations. Activities most frequently reported as fully funded included providing HIV care or prevention, documenting human rights violations against LGBTI people and conducting strategic litigation to advance the rights of LGBTI people. LGBTI organisations in Europe reported that community organising and social service provision were hardest to fund.

LGBTI organisations perceive that funding opportunities do not match their priorities

The most common barriers to obtaining funding for LGBTI organisations in Europe were about the alignment of funding opportunities with their priority activities and subpopulations. Nearly seven in ten LGBTI organisations reported a lack of funding opportunities to support the types of activities that were most important to their organisation. Of those LGBTI organisations that had a specific and primary subpopulation other than LGBTI people or issues in general, more than half reported a lack of funding opportunities that fit their priority population.

Responding to threats, emergency assistance and building alliances are often unfunded

LGBTI organisations report activities that require flexible funding, rapid response and movement building are often unfunded. In this survey, the following activities were most likely to be unfunded: organising against conservative political efforts to take away the rights of LGBTI people, providing emergency assistance to LGBTI individuals and providing space or other non-monetary contributions for racial, ethnic, religious or linguistic minority groups to meet or organise. Amongst organisations with any external funding, those with general operating support were more likely to do these activities.

This report is intended for activists, donors, governments and others interested in shifting the funding landscape to better support LGBTI movements in Europe and Central Asia. The report relies on data from nearly 300 LGBTI organisations, with representation from every subregion. We hope you will find the findings and discussions presented in this report helpful for your work and welcome you to read the full report.

National LGBT* Rights Organization LGL, Lithuania



Foreword to LGBTI Funding in Europe and Central Asia: Activists Report on Access to Resources

People who experience discrimination, oppression and marginalisation are key to creating profound change. They understand the issues better than anyone and can devise the solutions. This conviction has always been core to ILGA-Europe's ethos – and it was the starting point for us when carrying out this funding needs assessment of the LGBTI movements in Europe and Central Asia. Not only did ILGA-Europe want to hear directly from activists about movements' priorities, but we were particularly curious to hear about how their work is resourced in a rapidly-changing environment.

Broadly speaking, it is undeniable that there has been tremendous progress in Europe over the past two decades: significant legal and political standards have been set, public attitudes are shifting quickly, trans and intersex issues are rapidly moving onto political agendas, more positive role models are coming out in all spheres of life. And across the board, LGBTI activists are driving these changes. They have been creating and seizing opportunities wherever possible, while simultaneously growing in strength, skills and numbers as movements. Yet, the risk of rollback has also never been greater. In our fast-paced world, the LGBTI movements are being tested on many fronts: resurgence of state-led persecutions targeting LGBTI communities, closing space for civil society which marginalised groups feel even more acutely, and rising populism which fuels scapegoating and social polarisation. Throw a well-organised and resourced opposition into the mix, combined with growing complacency and the weakening of international organisations that previously championed change for our communities – then you begin to get a sense of what life is like for an LGBTI activist in 2018.

Therefore, the urgency of mobilising more and better resources for the LGBTI movements in Europe and Central Asia is crystal clear to us. On one hand, activists and groups who withstand repression must be reinforced so they can keep a stronghold against further backsliding. At the moment, overall resources and capacity in the European and Central Asia regions don't match the challenges at hand, thereby increasing the potential that we could rapidly lose ground. On the other hand, we live in a time of incredible opportunities. The time to invest in transforming the legal and political wins of the past decade into long-lasting, profound change in the lived experience of LGBTI people across the region is now! This is also the moment to make sure that no one is left behind on the journey for equality by enabling the wave of initiatives to build ever more diverse and inclusive communities. This is work which requires long-term commitments – and more resources, not less.

This landmark report writes an important chapter in the story of building strong and sustainable LGBTI movements in Europe and Central Asia. Put simply, this report shows where funding is needed and how to fund activists in an ever-more strategic and sustainable ways. It also tells the extraordinarily humbling story of just how much activists manage to do with relatively limited human and financial resources. From creating effective emergency assistance and far-reaching public awareness-raising campaigns to landmark court cases and ground-breaking legal reforms, the research confirms that much of the work is carried by a handful of resourceful and resilient activists, rather than large well-resourced organisations and movements. This is why anyone of us involved in resource mobilisation must commit to making sure that activists get access to more and better funding. We sincerely hope that this report is the catalyst for even more ambitious strategising between activists and anyone who is in a position to move resources for LGBTI movements.





Foreword to LGBTI Funding in Europe and Central Asia: Activists Report on Access to Resources

Research that captures the needs and priorities of movements is a powerful tool in the march towards social justice. Data has the power to spark catalytic conversations between activists and donors; to challenge assumptions about movement priorities and practice, and illuminate the areas of greatest need and opportunity for impact. Importantly, data on a movement has the potential to galvanize funding that is responsive to its priorities, and therefore, more likely to be transformative and effective.

The Global Philanthropy Project is excited to collaborate with ILGA Europe in welcoming the launch of *The Funding for LGBTI Activism in Europe and Central Asia: Priorities and Access to Resources*. The report comes at a pivotal moment for the European and Central Asian LGBTI movements. LGBTI organizing is rapidly growing in both regions. Much progress has been made on rights related to sexual orientation, and in recent years, trans rights activists and intersex rights activists have forged important victories at the regional level and in a growing number of countries. At the same time, the movement is being challenged by the right-wing populism and anti-gender ideology growing across both regions. Despite increasing demands on LGBTI organizations in the region, the 2015-16 Global Resources Report: Philanthropic and Government Support for Lesbian, Gay, Bisexual, Transgender, and Intersex Communities demonstrates a \$9 million decrease in reported grantmaking in Eastern Europe, Russia, and Central Asia compared to 2013-14.

Donors to the LGBTI movements in Europe and Central Asia have a crucial role to play as a partner in supporting activists to capitalize on progress made and resist any potential LGBTI rights rollback and backlash against marginalized communities. This report provides an excellent resource to guide that partnership. GPP encourages donors to delve into the report. Seek out and investigate findings that challenge existing assumptions about the groups and portfolio of the work that we, as a sector, support. Reflect on how the findings confirm or call for a re-think on how we as grantmakers are engaging with these movements. Importantly, use the report to start a conversation with the groups and networks you support about how you can best work together to achieve the common goal of full realization of human rights for LGBTI people in Europe and Central Asia.

The Funding for LGBTI Activism in Europe and Central Asia: Priorities and Access to Resource is a landmark report. The exciting, informative, and sometimes surprising findings contained in the report demonstrate the potential for replication in other regions. It joins a growing number of research projects using movement data to enable dialogue between activists and donors. Dialogue that is creating the pathways for robust, transformative funding that is responsive to the needs and priorities of those at the frontlines of LGBTI rights.

A handwritten signature in black ink, reading 'Matthew T. Haack'. The signature is written in a cursive, flowing style.

Global Philanthropy Project (GPP) is a collaboration of funders and philanthropic advisors working to expand global philanthropic support to advance the human rights of lesbian, gay, bisexual, transgender, and intersex (LGBTI) people in the Global South and East. GPP's 18 member organizations include many of the leading global funders and philanthropic advisors for LGBTI rights.

www.globalphilanthropyproject.org

INTRODUCTION

ILGA-Europe has undertaken a needs assessment process in partnership with the research and evaluation firm Strength in Numbers to make a stronger case for funding the work of LGBTI organisations in Europe and Central Asia. The report is intended to shine a light on the activities undertaken by LGBTI organisations, particularly those that are underfunded compared to the importance that organisations give to them. It also looks into the state of LGBTI movements by understanding how funding allows organisations to be flexible and sustainable.

This report is directed at LGBTI organisations themselves, including ILGA-Europe members, with a view of building a deep and shared understanding of how funding can support the work of our movements. It also aims at donors and prospective donors to these organisations, including governments, to inform them in their grant making. The ultimate aim of the report is to become a tool for conversations between movements and funders to increase funding available and align the priorities of donors with the needs and opportunities experienced by LGBTI movements.

This report demonstrates that LGBTI movements overall are growing and diversifying. European LGBTI organisations have made great strides in the previous decades. However, favourable policy conditions in progressive European countries don't mean that the movement has access to resources to realize its full potential. Often new organisations or those that serve subpopulations, get less money. Further, there are countries in Europe and Central Asia that are experiencing significant and often growing opposition to LGBTI rights, or where human rights movements carry out their work in a context of shrinking space. Everywhere in Europe and Central Asia much work remains to be done. As data in this report shows: LGBTI movements remain underfunded and as a result don't see their full potential.

In addition to seeking to grow the resources available to support LGBTI movements, the data from this needs assessment seek to understand the priorities of LGBTI organisations, learn about their financial health and sources of support and reach subparts of the population that experience social exclusion and marginalisation.

Highlighted findings are presented in the Executive Summary, while detailed reporting from the survey on the organisations themselves, their budgets, funding sources and barriers to obtain funding, the populations they serve and the activities they undertake is included in the findings section. The report concludes with recommendations and questions for discussions about how to shift the funding landscape for LGBTI organisations in Europe and Central Asia.

METHODS AND UNDERSTANDING DATA

The survey was designed to collect information from organisations that work specifically and primarily with LGBTI people and issues or any subset of this population (for example, transgender people, intersex people or LGBTI youth). Programmes of larger organisations were not eligible to take part if the larger organisation was not specifically and primarily focused on LGBTI issues or people. Organisations must be located in Europe (see box “European Countries and Regions”).

The survey was conducted online and was available in English and Russian. Organisations were recruited to take the survey through ILGA-Europe’s members and partners, as well as a variety of other networks and funders. The survey was open for respondents from November 1, 2017 to December 15, 2017. Prior to designing the survey, eight experts outside of ILGA-Europe’s staff who are knowledgeable about the funding landscape for LGBTI organisations in Europe were consulted. The survey questions included the following topics: organisational information (e.g. location, age, registration), budget size and capacity, funding sources and barriers to funding, population focus areas, activities undertaken, funded and prioritised, and relationship to ILGA Europe (not reported in this document).

Data were analysed using a statistical analysis program called Stata. Differences between percentages reported are not necessarily statistically significant differences. More detailed information on methods or statistical significance is available by contacting the authors.



ILGA-Europe Annual Conference 2017, Poland

CAPTION:

European Countries and Regions

The list below shows which countries included in the survey the UN currently considers to be within each region, regardless of whether any organisation responded from that country. UN world regions are used to understand funding at sub-regional levels, as it allows aggregation in a standardized way. Aggregation avoids the inclusion of data from individual countries that might put activists in particular countries in danger. UN language is not used to refer to individual countries; the language activist in countries use to name their countries is used. Countries which were included in the “Shrinking Civil Society Space” region are starred (see page 8 for further information).

COUNTRIES AND REGIONS

EASTERN EUROPE

Belarus
Bulgaria
Czech Republic
Hungary*
Poland*
Moldova*
Romania
Russian Federation*
Slovakia
Ukraine*

NORTHERN EUROPE

Denmark
Estonia
Finland
Iceland
Ireland
Latvia
Lithuania
Norway
Sweden
United Kingdom of Great Britain
Northern Ireland

SOUTHERN EUROPE

Albania
Andorra
Bosnia and Herzegovina
Croatia*
Greece
Italy
Kosovo
Macedonia*
Malta
Montenegro
Portugal
San Marino
Serbia
Slovenia
Spain

WESTERN EUROPE

Austria
Belgium
France
Germany
Liechtenstein
Luxembourg
Monaco
Netherlands
Switzerland

WEST ASIA

Armenia*
Azerbaijan*
Cyprus
Georgia*
Turkey

CENTRAL ASIA

Kazakhstan*
Kyrgyzstan*
Tajikistan*
Turkmenistan
Uzbekistan*

FINDINGS

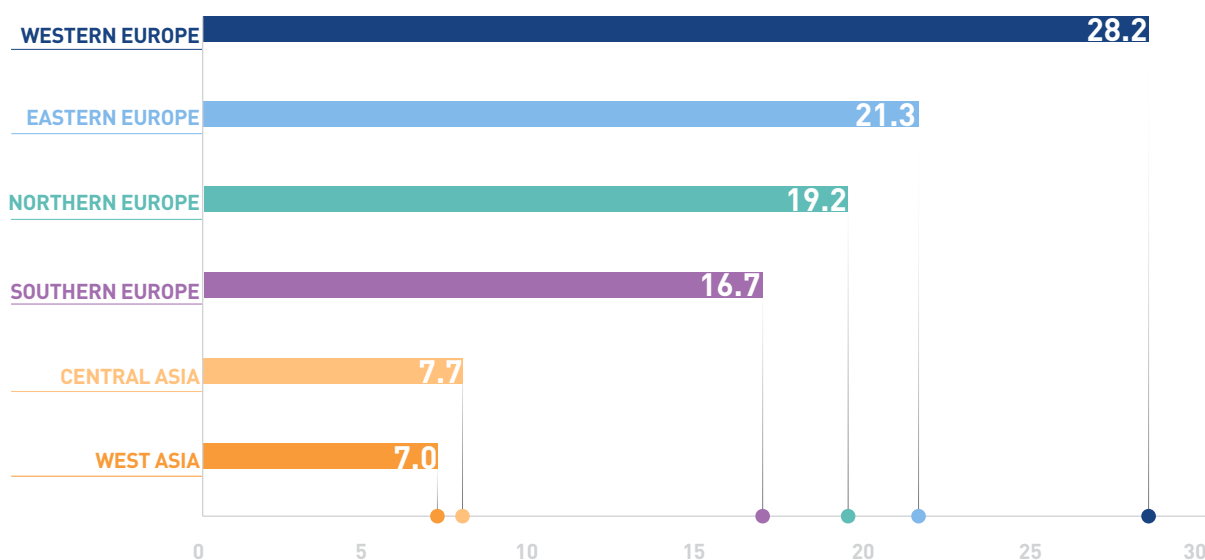
WHO TOOK THE SURVEY?

Nearly 300 LGBTI organisations participated, with representation from every European subregion

Two hundred and eighty-seven LGBTI organizations took the European LGBTI Funding and Organisational Survey¹. The most represented subregions were Western Europe (28.2%), Eastern Europe (21.3%), Northern Europe (19.2%) and Southern Europe (16.7%). Organisations from Central Asia (7.7%) and West Asia (7.0%) also participated. Almost one fifth (18.8%) of organisations took the survey in Russian.

Eighty-one Western European organisations took the survey, the majority being from the Netherlands (27), followed by Germany (20). There were sixty-one organisations that took the survey from Eastern Europe, with the majority being from Russia (25), Poland (9), and Bulgaria, Slovakia and Ukraine (5 each). Almost three in ten (28.5%) respondents came from countries designated as experiencing shrinking civil society space³.

SUBREGIONS OF EUROPE



¹ To be eligible to participate in the survey, organisations had to work specifically and primarily on lesbian, gay, bisexual transgender and/or intersex issues or any subpopulation or group within the LGBTI community. LGBTI programs of larger organisations (e.g.: those focused on human rights, HIV, feminist issues) were not included in this survey.

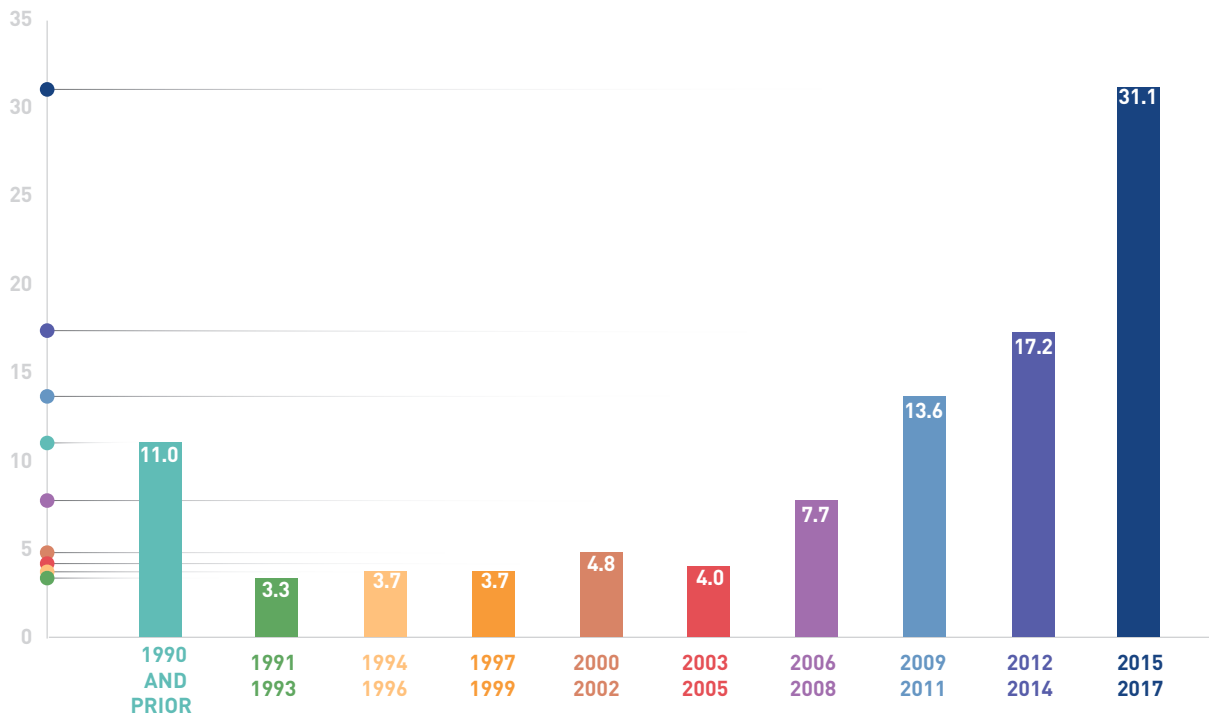
² Shrinking civil society space was defined as countries where it is known or suspected that LGBTI organisations face restrictions in legal recognition or the government does not allow organisations to receive funding from foreign entities or imposes onerous registration requirements to receive foreign money. Shrinking civil society space countries were present in the following regions: Central Asia, Eastern Europe, Southern Europe and West Asia.

Many recently founded organisations indicate growing LGBTI movements in Europe

Almost one third (31.1%) of organisations that took the survey were founded since 2015 and nearly half (48.3%) had been founded since 2012. Organisations in Central Asia (60.0%)

and Eastern Europe (58.6%) more frequently reported being founded since 2012 compared to organisations from other regions.

YEAR FOUNDED



About one third of LGBTI organisations were not registered with their governments

About two-thirds (66.5%) of survey respondents were registered with their government. The regions where the fewest organisations were registered were Central Asia (31.6%) and Eastern Europe (56.4%). Registration status impacted

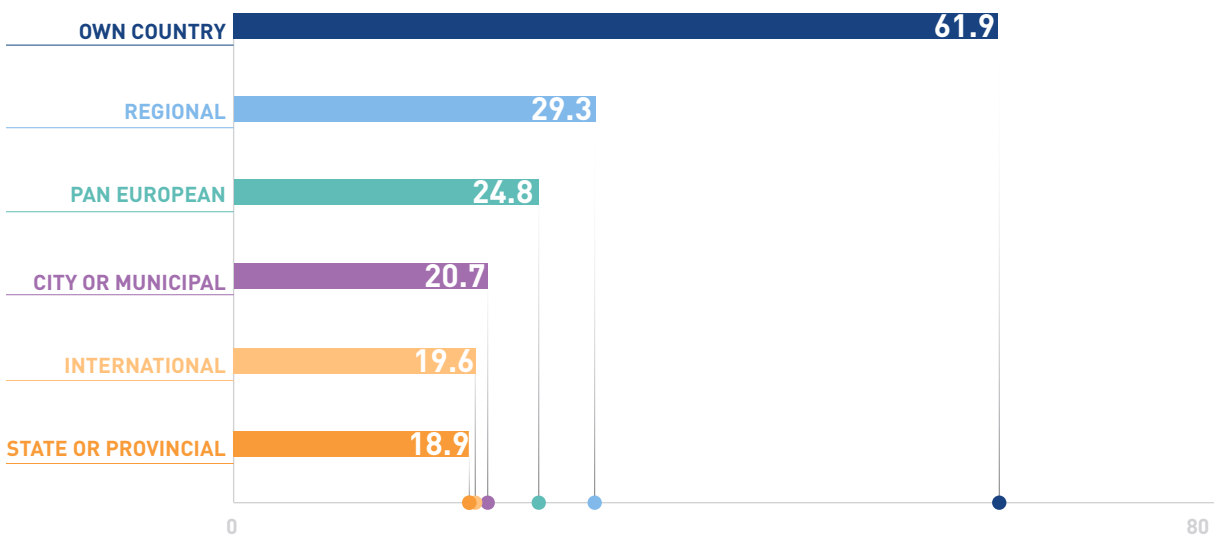
budget size-six in seven (84.2%) of those who were not registered had budgets under €20,000, compared to just under a third of those that were registered (31.7%).

Most LGBTI organisations responding to this survey worked at the national level and were located in the capital city; many came from high-income countries

The majority of LGBTI organisations responding to this survey worked at the national (61.9%) or regional level (29.3%) in their own country, with smaller numbers working at the Pan-European

level (24.8%), city or municipal level (20.7%), international (19.6%) or state/provincial (18.9%) level.

LEVEL OF WORK



Most LGBTI organisations were located in the capital city of their country (61.7%) with smaller numbers in another large city of the country (20.4%) or outside of the capitol and other large cities (17.8%).

Organisations outside the capital and other large cities (“other” on the graph below) are more likely to have less than one paid staff person (75.6% vs. 52.8%) and are more likely to provide

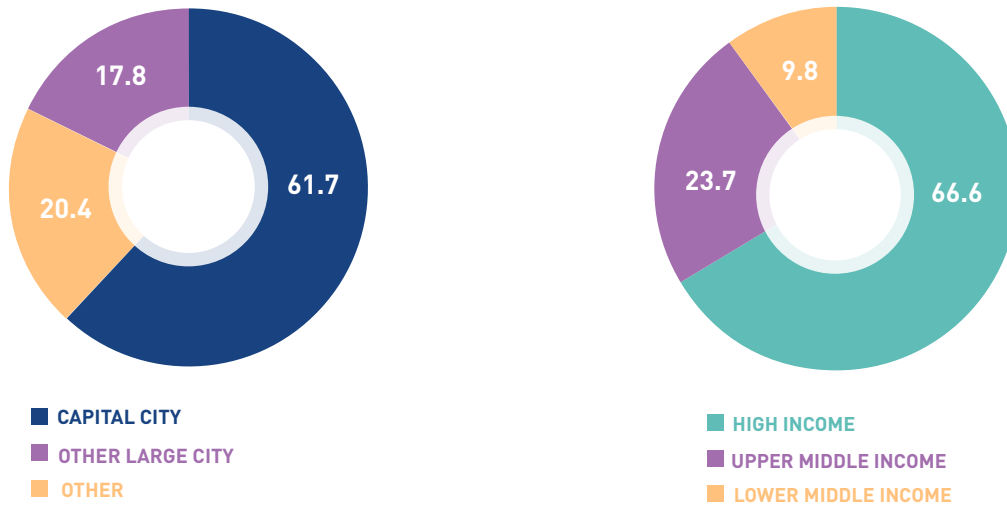
social services⁴ (74.4% vs 61.2%) and HIV care or prevention (37.2% vs. 25.1%) than those located in capitols and other large cities. Organisations outside of capitols and other large cities are more likely to have budgets under €5,000 in 2017 (46.8% vs. 30.8%).

Two thirds (66.6%) of organisations responding to this survey came from high income countries, with upper middle (23.7%) and lower middle income countries (9.8%) also represented.⁵

⁴ Social services include activities directly promoting the welfare of LGBTI individuals through provision of health care, support groups, education, food, housing and other basic needs.

⁵ Each year, the World Bank classifies countries as high, middle or low-income based on their gross national income (GNI) per capita. The GNI per capita is the dollar value of a country's final income in a year, divided by its population. It reflects the average income of a country's citizens. For 2017-2018, the categories were as follows: High: US\$12,236 or more; Upper Middle: between US\$3,956 and US\$12,235 and Lower Middle: between US\$1,006 and US\$3,955.

LOCATION OF ORGANISATION

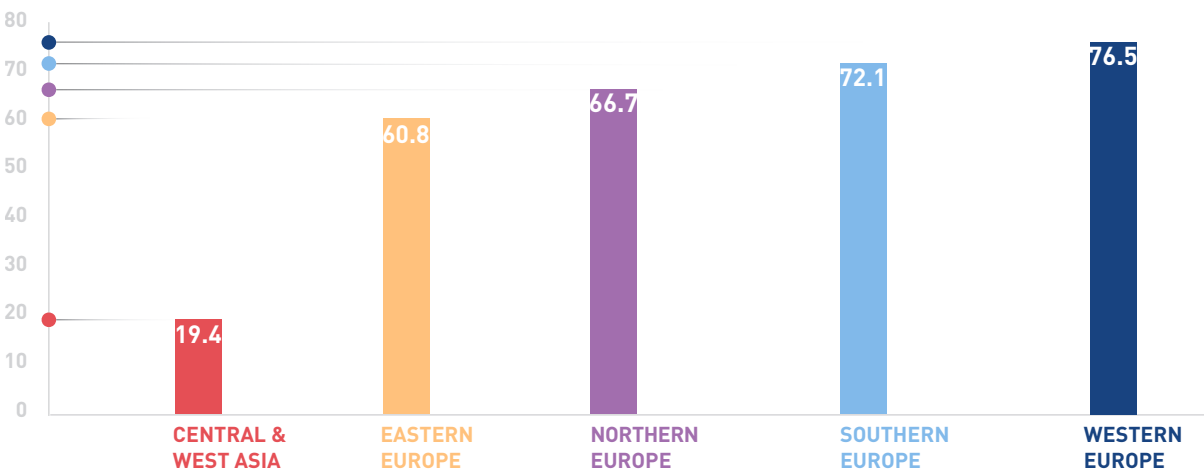


LGBTI organisations in Europe, particularly Western and Southern Europe, are likely to have few or no paid staff

Almost half (46.1%) of LGBTI organisations responding to this survey had no paid staff. Just over one in six (17.0 %) had one or less than one full-time staff person (FTE), while less than a quarter (23.6%) had four or more. Organisations located in high income countries were more

likely to have no paid staff (57.1%) than were middle income countries (23.8%). About three-quarters of LGBTI organisations in Western Europe (76.5%) and Southern Europe (72.1%) had one or fewer full-time staff people.

HAS ONE OR FEWER FTE

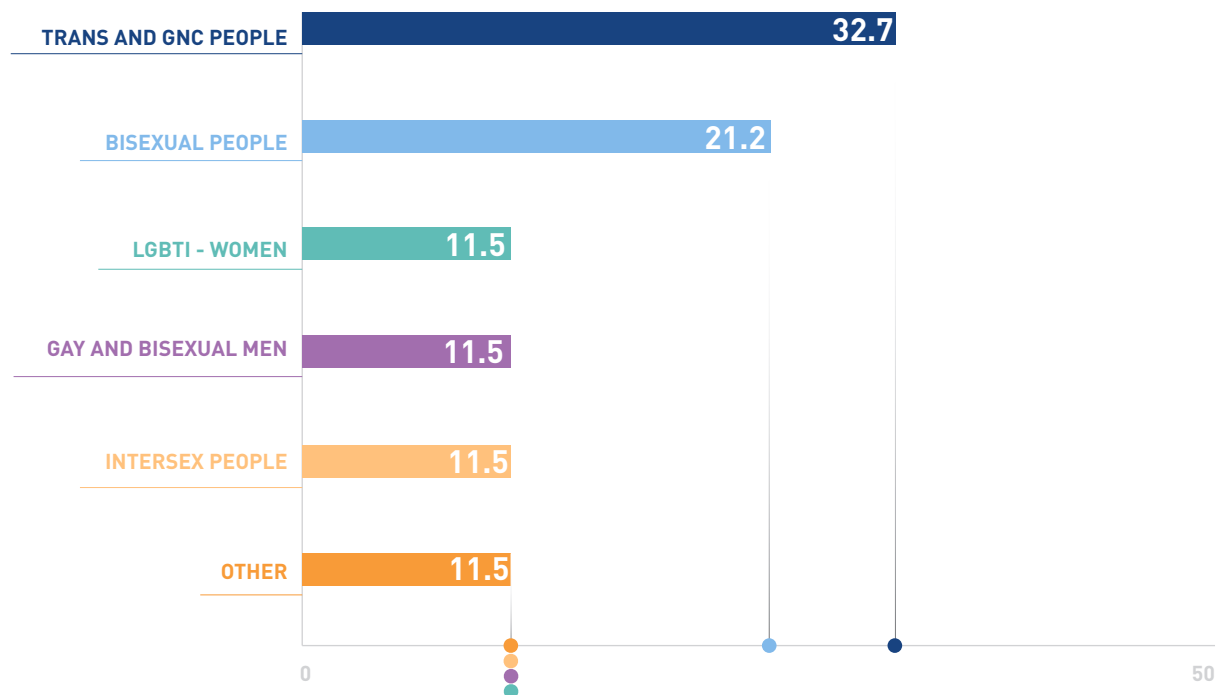


The majority of organisations focus on LGBTI people in general; those that focus on a subpart of the LGBTI population are more likely to provide social services

LGBTI organisations responding to this survey were asked if their organisations work with LGBTI people or on LGBTI issues in general (58.3%) or focused specifically and primarily on some subpart of the LGBTI population. Among those with a specific and primary subpopulation, the largest number worked with trans and gender nonconforming (TGNC) people (32.7%).

About one in five (21.2%) worked with bisexual people and just over one in ten (11.5%) worked with either intersex people, LGBTI women⁶ or gay and bisexual men. The just over one in ten (11.5%) “other” category contained unique write in responses, including but not limited to, LGBTI young people, families, refugees, Roma, sex workers and pansexual people.

SPECIFIC AND PRIMARY FOCUS POPULATIONS



LGBTI organisations that worked with a specific population were more likely to report being unregistered than those that worked with LGBTI populations generally (46.3% vs. 24.1%). Taking into account the number of activities reported,

organisations working with a specific and primary population were twice as likely to report providing social services as those that work with LGBTI people in general.

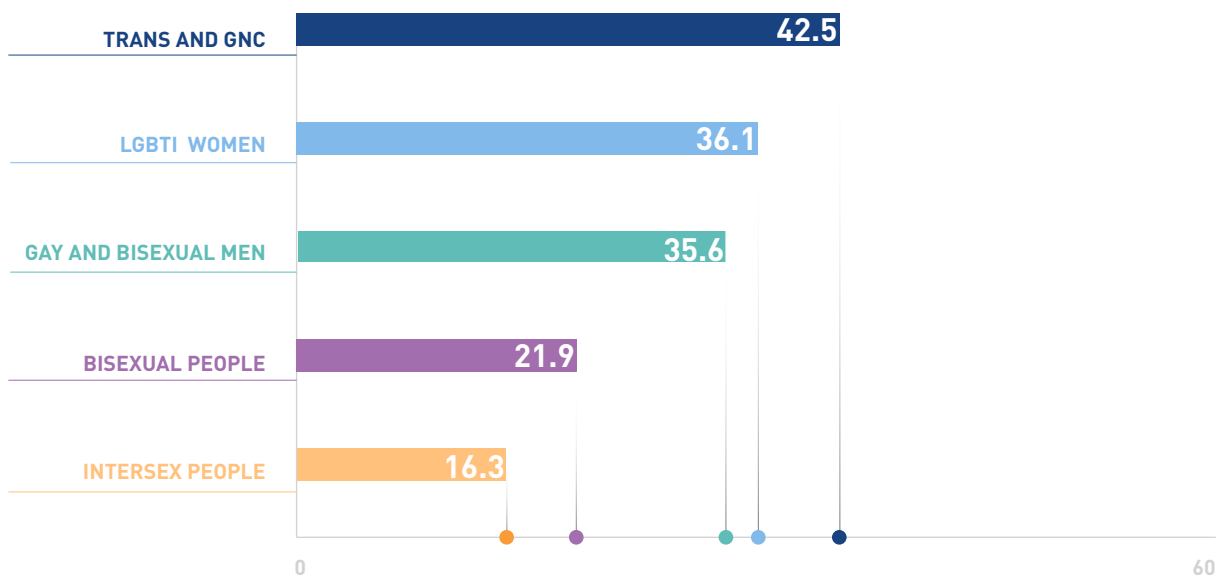
⁶ LGBTI women was defined as “Lesbian women, bisexual women and/or women within the LGBTI population.”

LGBTI organisations have a variety of focus populations, the most common of which was youth or students

LGBTI organisations in Europe work with a number of different focus populations.⁷ The most common focus population amongst respondents in this sample was LGBTI youth or students (53.2%). LGBTI focus areas included transgender

and gender non-conforming people (42.5%), LGBTI women (36.1%) and gay and bisexual men (35.6%). Fewer organisations identified bisexual people (21.9%) or intersex people (16.3%) as focus populations.

SECONDARY FOCUS POPULATIONS WITHIN LGBTI



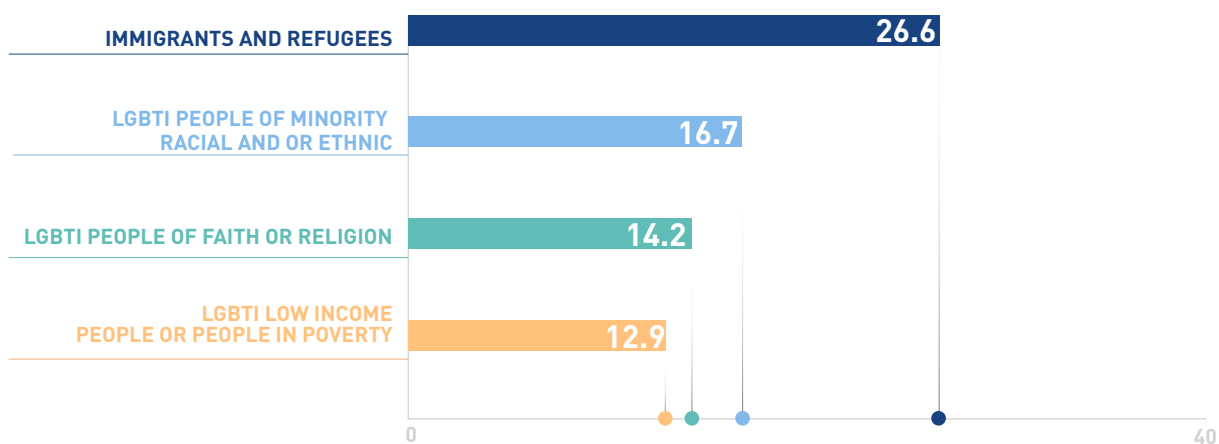
LGBTI organisations identified a number of other focus populations, including those identified as intersectional by ILGA-Europe, including migrants, immigrants and refugees

(26.6%), people of minority racial and/or ethnic background (16.7%), people of faith or religion (14.2%) and low income people or people in poverty (12.9%).⁸

⁷ To rise to the level of a "focus population," the organisation must have specific programs or services for population or they must compose more than a quarter (25%) of their constituents.

⁸ Note that this sample is limited to LGBTI organisations and may exclude racial justice, immigrant or migrant rights or religious organisations that work with LGBTI people or on LGBTI issues.

OTHER INTERSECTIONAL FOCUS POPULATIONS



Other LGBTI focus populations of note included people living with HIV/AIDS (24.9%), older adults (22.7%), sex workers (16.7%), people with disabilities (12.0%) and pansexual, queer and/or asexual people (2.1%). Just under a quarter

(24.5%) of LGBTI organisations identified non-LGBTI people as focus populations, including families (11.2%), health care providers (6.0%) and teachers, government workers or other public sector service providers (6.0%).

More than half of general LGBTI organisations focus on transgender and gender non-conforming people or LGBTI women.

About half of organisations that focused on LGBTI people or issues in general identified trans and gender nonconforming people (52.9%) or LGBTI women (50.0%) as focus populations. Just over one in six (16.9%) general LGBTI organisations identified intersex people as a focus population.

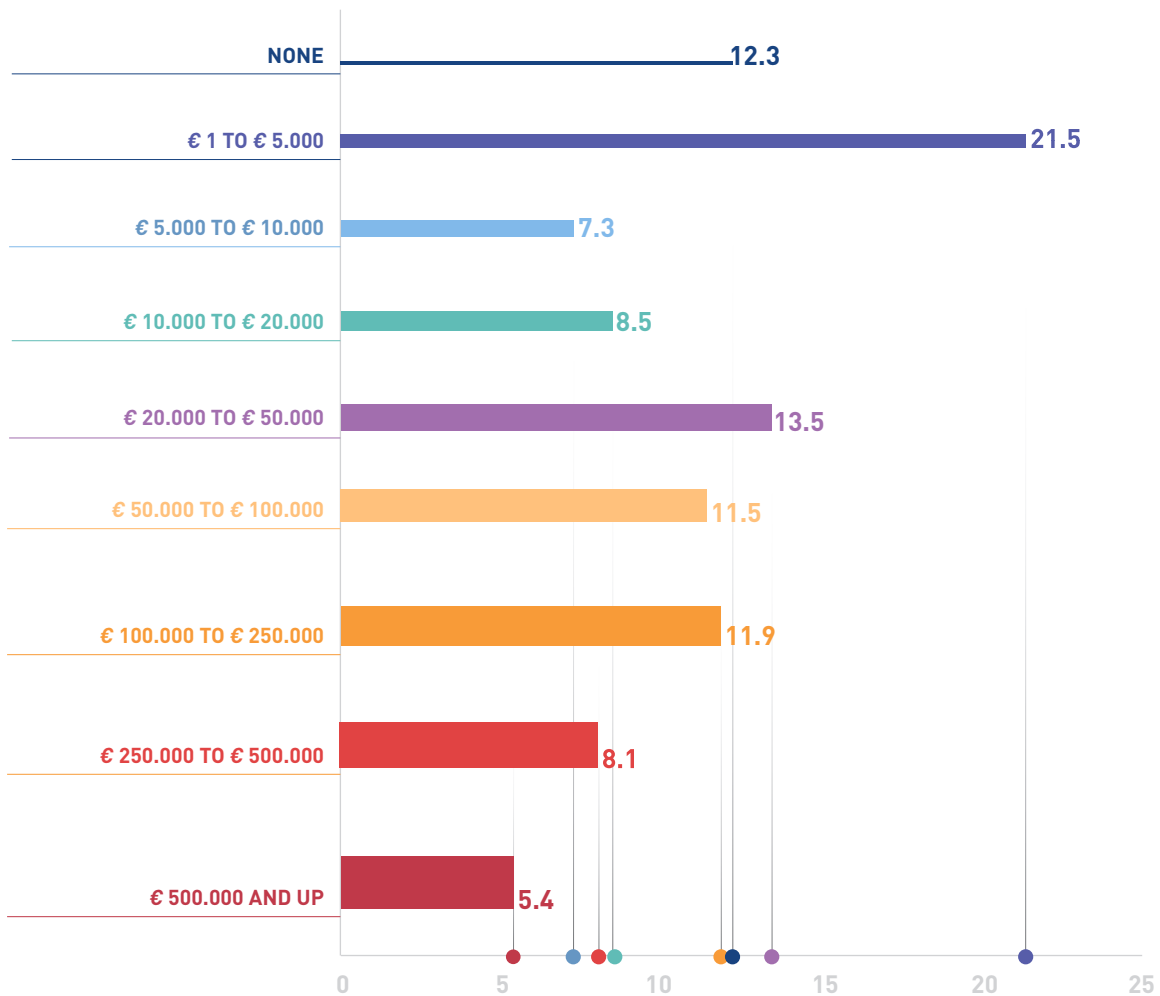
General LGBTI or organisations were also more likely to report working with migrants, immigrants or refugees than organisations with a specific and primary subpopulation (33.8% versus 16.5%).

BUDGETS AND FUNDING

One third of LGBTI organisations had budgets of less than €5,000

LGBTI organisations were asked about their budgets in 2017.⁹ About one third (33.8%) of LGBTI organisations responding to this survey, including those with no budgets, had budgets below €5,000. Northern European (44.0%), Southern European (37.0%) and Western European (34.3%) organisations were most likely to have budgets below €5,000. Central Asian organisations reported having zero budget (27.8%) more frequently than organisations from other subregions, while respondents from Northern Europe (14.0%) reported having budgets above €500,000 most frequently. The median budget category¹⁰ was €20,000 to < €50,000, with Central Asia and Eastern, Northern and Southern Europe having lower medians (€10,000 to < €20,000).

BUDGET SIZE



⁹ Budgets were defined as the cost to run your organisation for one year. Respondents selected a category into which their budget fell, thus, all budgetary information is reported in categories.

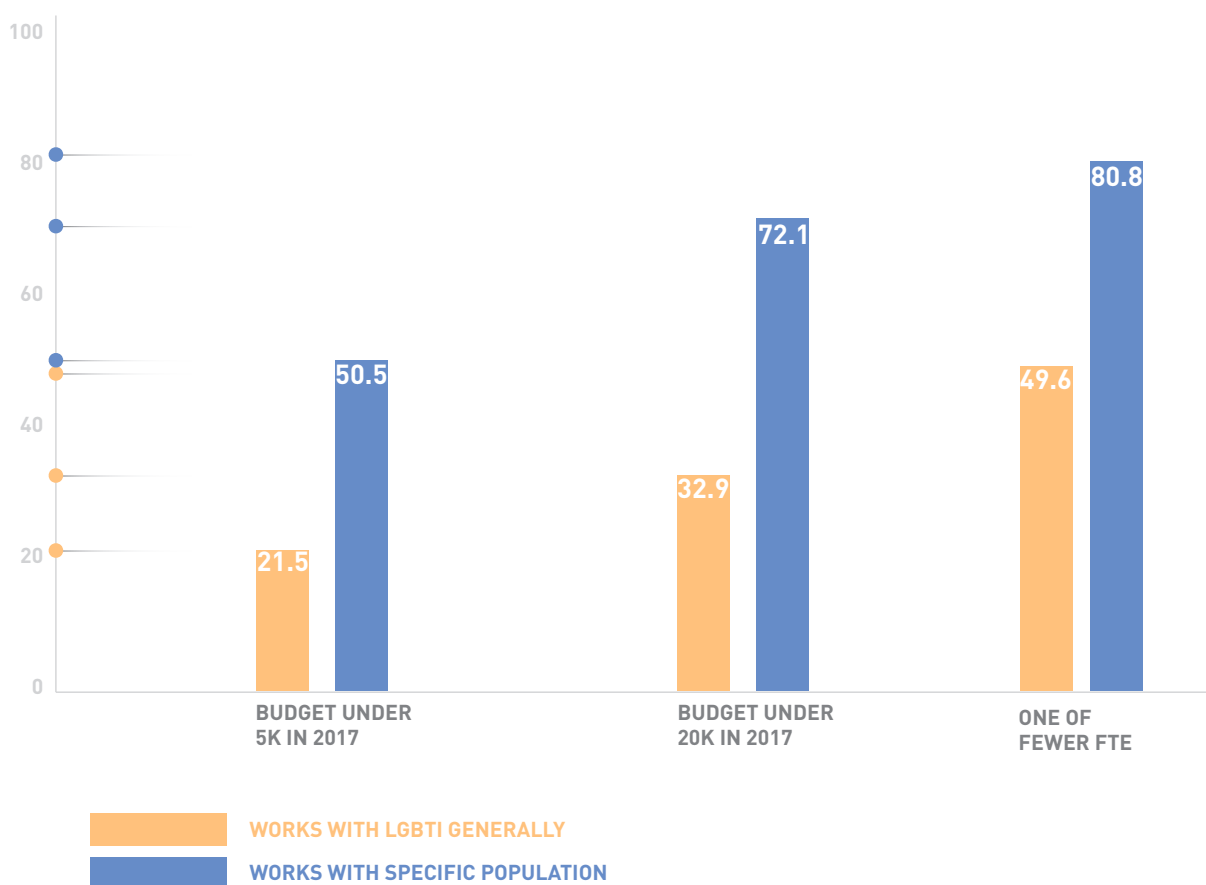
¹⁰ Median is understood as the midpoint of the distribution of survey responses, such that there is an equal probability of falling above or below it. When responses are not normally distributed, medians are more useful than means (average) for understanding responses in aggregate.

Organisations that focus on a specific and primary subpopulation are more likely to have smaller budgets and fewer paid staff

Half (50.5%) of organisations with an LGBTI specific and primary subpopulation (e.g.: transgender and gender nonconforming people, bisexual people, etc.) had budgets under €5,000, compared to only one in five (21.5%) of general LGBTI organisations. Controlling for the age of the organisation, those working with specific and primary populations were 3.20 times as likely to have a budget below €5,000 compared to those working with LGBTI people generally.¹¹

This disparity widened for LGBTI organisations with budgets under €20,000. Nearly three quarters (72.1%) of organisations with a specific and primary subpopulation had budgets under €20,000 compared with just under a third (32.9%) of general LGBTI populations. About four in five (80.8%) of organisations with an LGBTI specific and primary subpopulation had one or fewer paid staff people, compared to half (49.6%) of general LGBTI organisations

BUDGETS AND STAFF OF LGBTI GENERAL, VERSUS ORGANISATIONS WORKING WITH SPECIFIC POPULATION



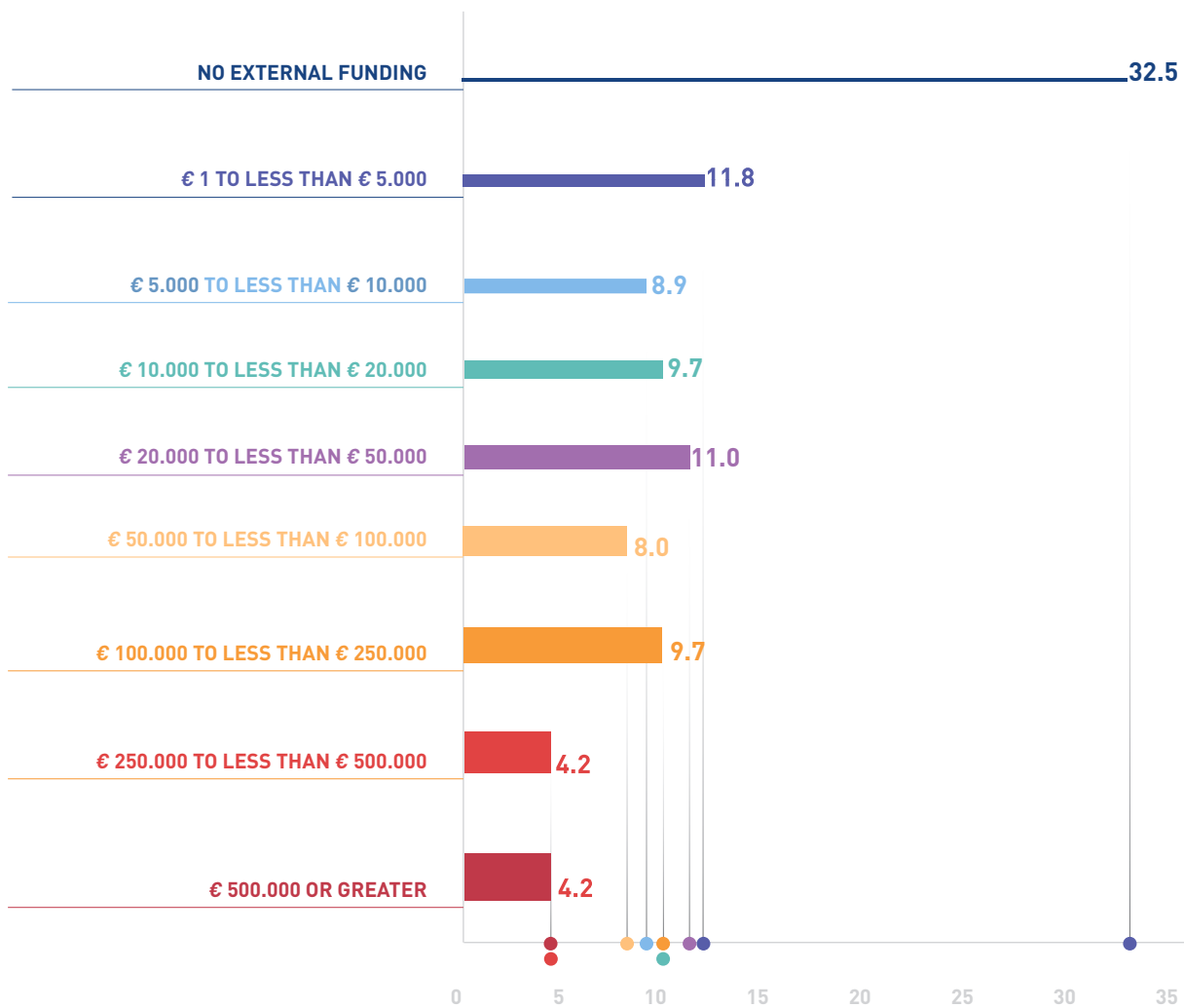
¹¹ Because organisations working with a specific and primary population within LGBTI are likely to have been founded more recently (i.e.: twice as likely to have been founded since 2012), it was important to control for the age of the organisation.

One third of LGBTI organisations had no external funding, Northern and Western Europe reported no external funding most frequently

LGBTI organisations were asked about their external funding¹² in 2017, as well as governmental and non-governmental sources of external funding they received. Nearly one

third (32.5%) of LGBTI organisations responding to this survey had no external funding. More than half (53.2%) had less than €10,000 of external funding.

EXTERNAL FUNDING

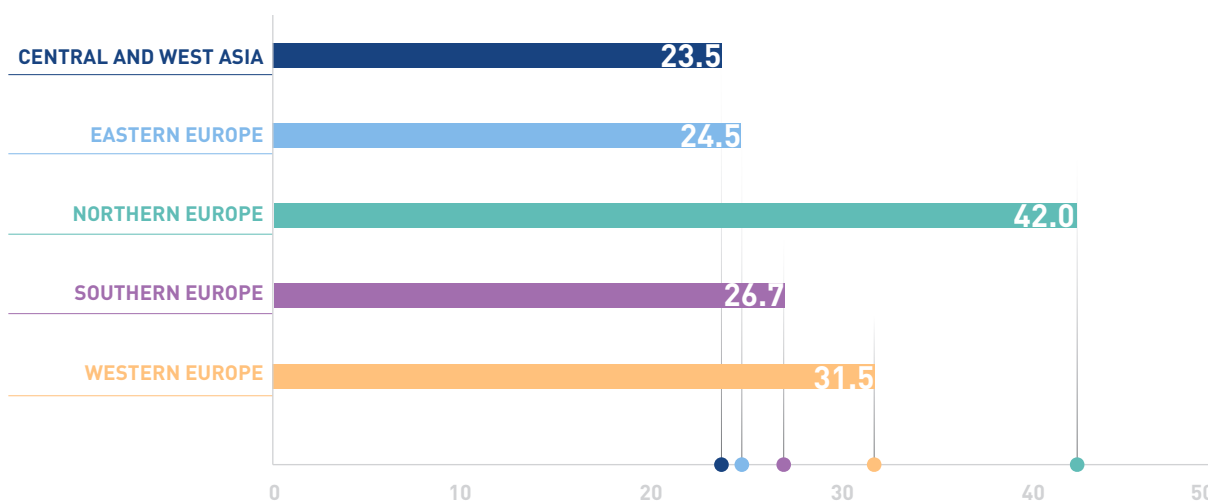


¹² External funding includes government and foundation funding and subsidies and excludes membership fees, community fundraisers, crowd funding, events, individual contributions and corporate sponsorship. External funding also excludes in-kind and non-cash donations.

LGBTI organisations in Northern Europe (42.0%) and Western Europe (31.5%) reported having no external funding most frequently. Of those organisations with external funding, Northern Europe had the highest median, (€100,000 to < €250,000), with Southern Europe having the lowest (€10,000 to < €20,000). Organisations with any external funding were more likely to say

they did all but one of the activities measured, particularly legal or policy advocacy (79.0% vs. 49.3%), social services (68.8% vs. 53.6%) and to work with media (84.7% vs. 73.9%). Organisations with no external funding were more likely to say they provide non-HIV health services (24.6% vs. 21.0%).

NO EXTERNAL FUNDING BY SUBREGION



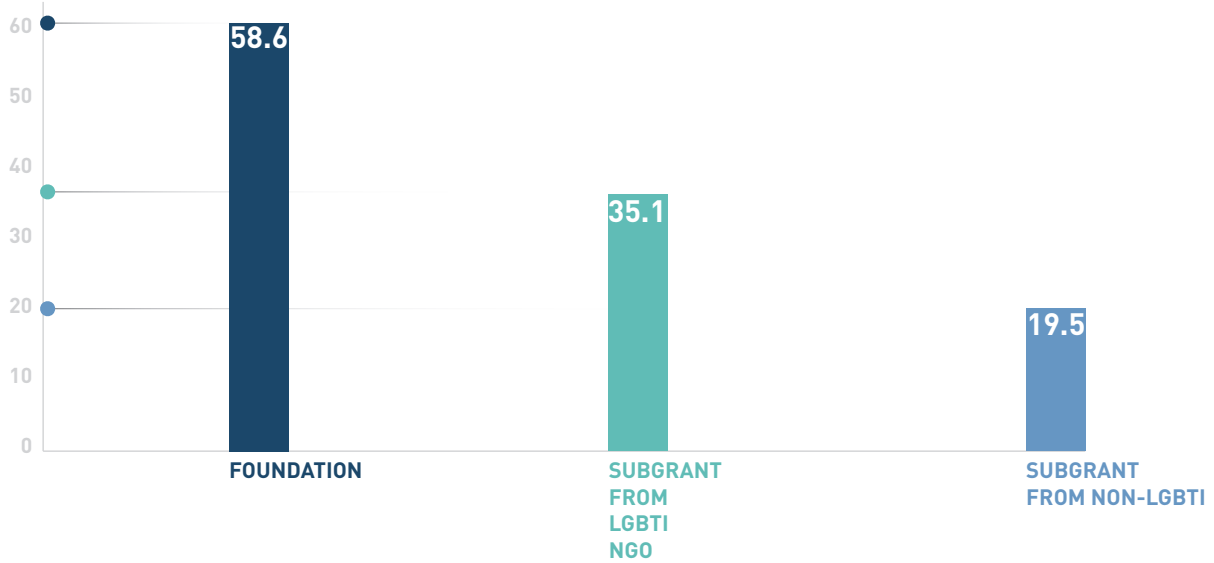
The most common sources of external funding for LGBTI organisations were foundations, country governments and subgrants from an LGBTI organisation

European LGBTI organisations with external funding were asked about the sources of that funding. Nearly six in ten (58.6%) organisations with external funding had some funding from a foundation, compared to just over two in five (41.4%) who had funding from their own country government¹³ and more than one in three (35.1%) that had a subgrant from an intermediary, in this case an LGBTI-specific non-profit organisation.

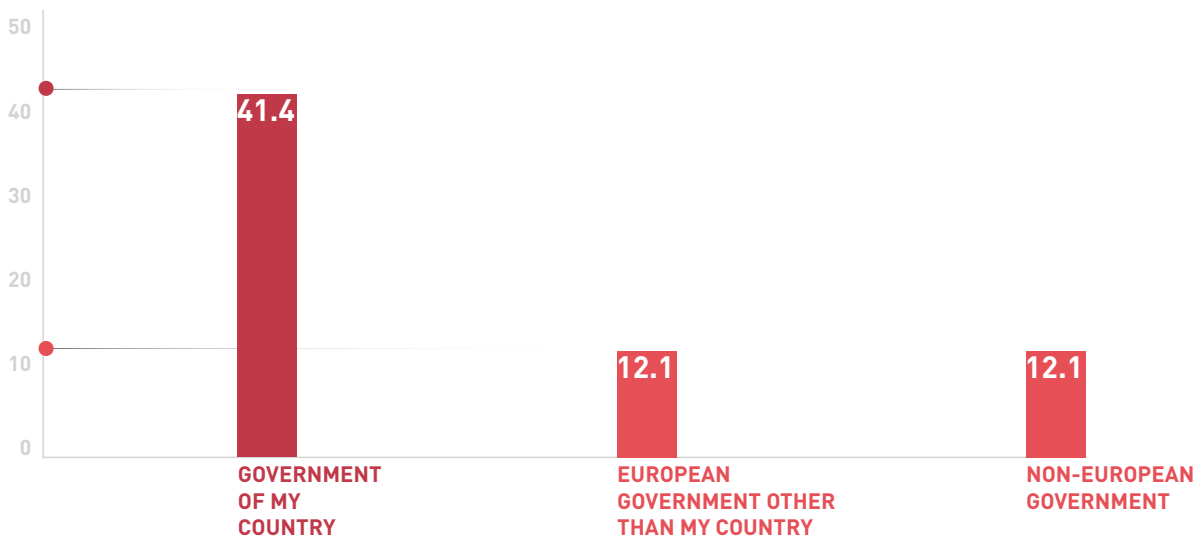
About one in five had either European Union funding (21.3%) or a subgrant from a non-LGBTI non-profit organisation (19.5%). Smaller numbers had funding from a European government other than their own country (12.1%), funding from a non-European government (12.1%), EEA grants (10.9%) or funding from the Global Equality Fund (4.6%).

¹³ Their own country government includes local/state/provincial and national levels.

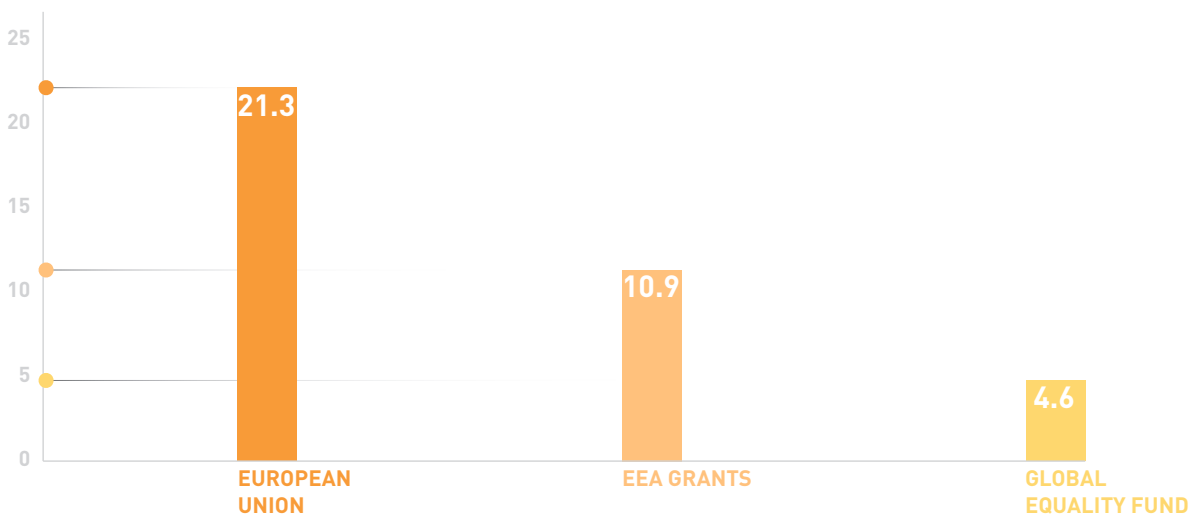
NONGOVERNMENTAL FUNDING SOURCES



GOVERNMENTAL FUNDING SOURCES



EU GOVERNMENTAL FUNDING SOURCES

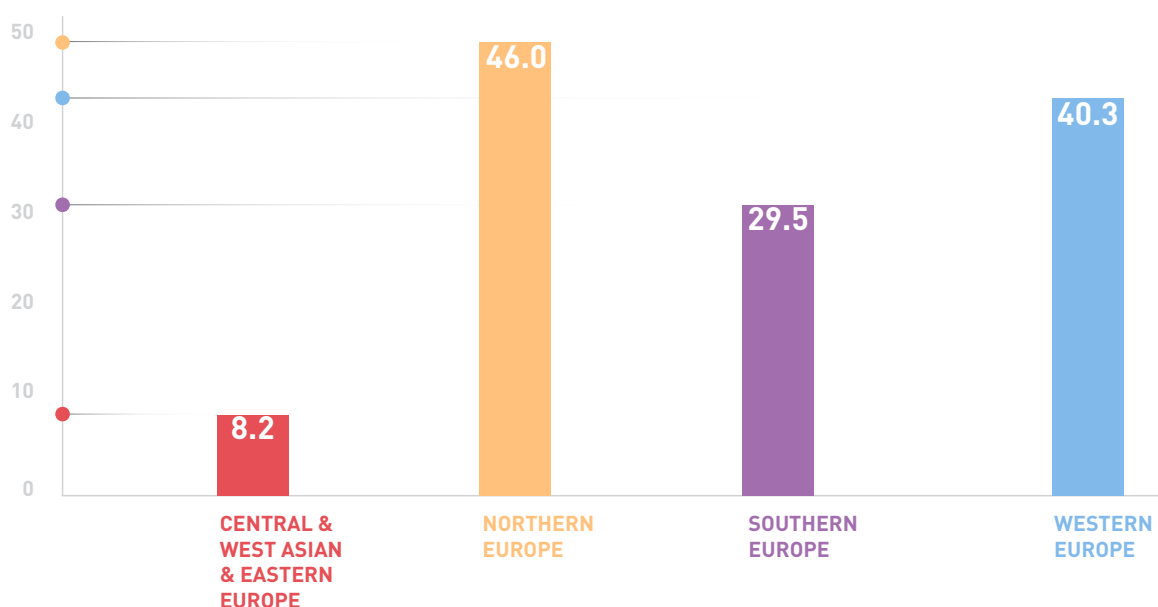


Access to government and European Union funding were not distributed equally across subregions

The subregions with the largest proportion of LGBTI organisations that receive funding from their own governments were Northern Europe (46.0%) and Western Europe (40.3%). For both regions, high proportions of the groups with external funding received funding from the government of their country.¹⁴ Central and West

Asian and Eastern European organisations were least likely to report receiving funding from their country governments (8.2%).¹⁵ However, Central and West Asian organisations most frequently reported funding by a government of another country in Europe (31.3%) or another country outside of Europe (25.0%).

FUNDING FROM GOVERNMENT OF OWN COUNTRY



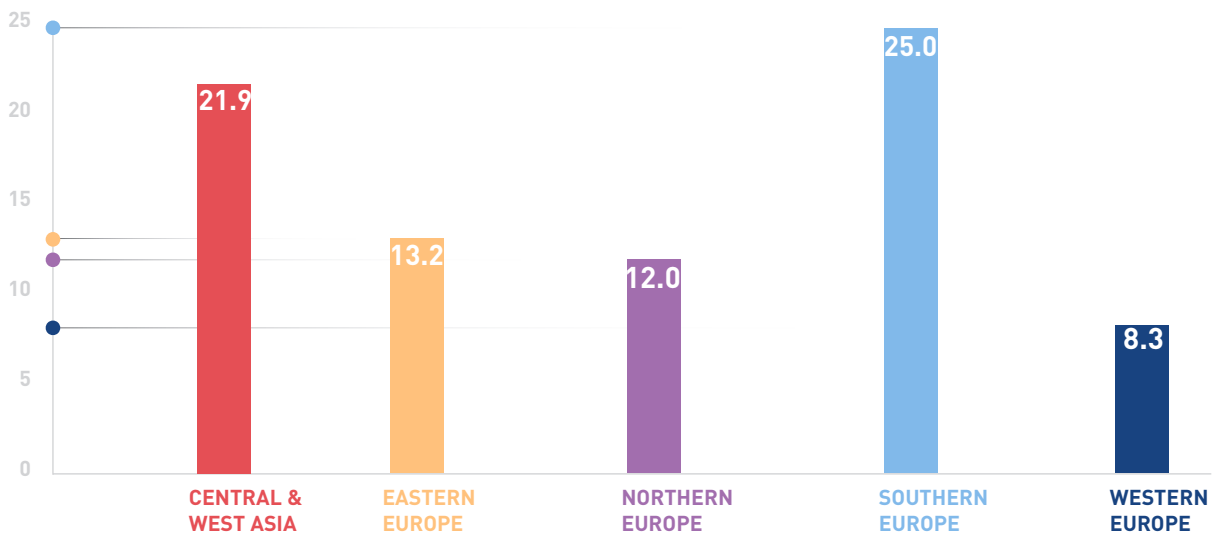
The subregions with the largest proportion of LGBTI organisations that receive funding from the European Union were Southern Europe (25.0%), followed by Central and West Asia (21.9%). LGBTI

organisations in Western Europe (8.3%) and Northern Europe (12.0%) reported funding from the European Union less frequently.

¹⁴ In Northern Europe almost eight (79.3%) in ten organisations with external funding had funding from their own government; in Western Europe nearly six in ten (59.2%) organisations with external funding had funding from their own government.

¹⁵ Eastern Europe and Central and West Asia were combined in these analyses due to small samples sizes.

FUNDING FROM EUROPEAN UNION BY SUBREGION



Belgrade Pride 2014, Serbia

Foundations and subgrants from LGBTI-specific non-profit organisations were most likely to fund LGBTI organisations with smaller budgets and those in Central and West Asia and Eastern and Southern Europe

The most common funding sources for organisations with budgets under €20,000 were foundations (47.5%) followed by subgrants from an LGBTI-specific NGO (37.7%). Only one in six (18.0%) organisations with budgets under €20,000 were funded by their own country governments. Among organisations with budgets under €50,000, foundation funding was more than twice as prevalent (50.6%) as funding from their own country government (24.2%).

Foundation funding and subgrants through

intermediaries, such as LGBTI-specific nonprofit organisations, were prevalent funding sources for shrinking space countries which had low levels of government funding. Foundation funding reached the highest proportion of organisations in Eastern Europe (54.7%) and Southern Europe (45.5%). Subgrants from an LGBTI nonprofit organisation reached the highest proportion of organisations in Central and West Asia (43.8%) and Eastern Europe (37.7%).¹⁶

The majority of LGBTI organisations in Europe raise funds from their own communities

LGBTI organisations were also asked about ways they raise funds from their own communities, including membership fees, community fundraisers, crowd funding, events, individual contributions and corporate sponsorship. About seven in ten (71.9%) LGBTI organisations

responding to this survey raised some funds from their own communities. The most common sources mechanisms to raise community funding included individual contributions (51.7%) and memberships (37.2%).

General operating support and multi-year grants are rare; LGBTI organisations report little savings

General operating support, multi-year grants and savings are three indicators of financial stability for organisations. The survey asked LGBTI organisations with external funding about the proportion that was general operating support and the proportion that was multi-year. Almost half of the organisations that had any external funding had no general operating support (44.5%). Of those that had general operating support, half had

25% general operating support or less.

Of the LGBTI organisations responding to this survey that had any external funding, more than one-third had no multi-year grants. Of those with multi-year grants, the average percent of multi-year funding was 59.2%. Just under two in five (37.3%) organisations responding said they have no savings at all, while just one in five (19.6%) said they have six months or more.

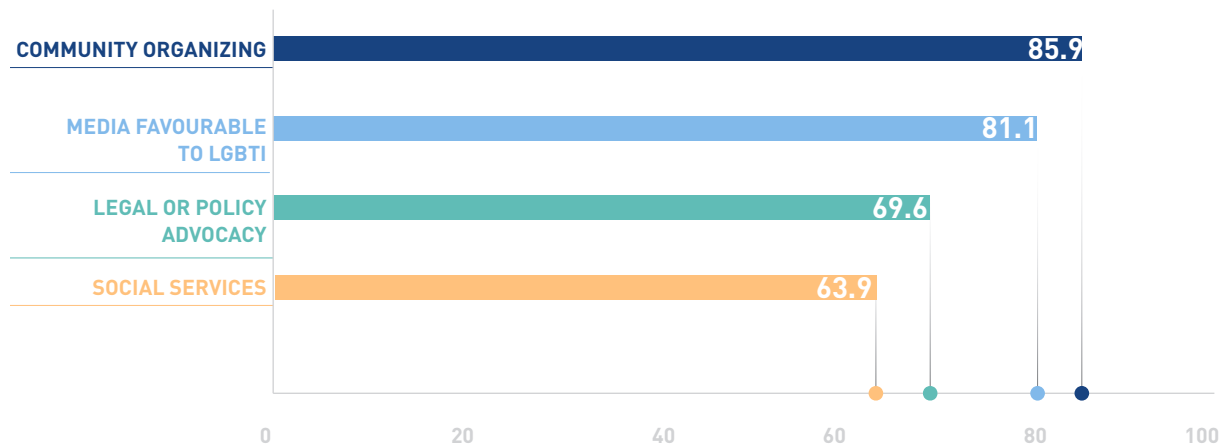
¹⁶ Additional data on funding by subregion for foundations and subgrants from LGBTI organisations available upon request.

ACTIVITIES

LGBTI organisations were asked about the activities they do, whether those activities were fully, partially or unfunded and which of their priority activities they found hardest to fund. Of the eighteen activities included in the survey, four were undertaken by more than half of LGBTI organisations. These activities included:

- LGBTI community organising, an activity or series of actions that people with a common identity or a common purpose engage in to achieve agreed objectives (85.9%);
- Working on communication in social media or traditional print or broadcast media stories that work to persuade the public of favourable attitudes to LGBTI people (81.1%);
- Doing LGBTI legal or policy advocacy, acting or speaking in support of an LGBTI social or political issue (69.6%);
- Providing social services to LGBTI people, activities directly promoting the welfare of LGBTI individuals through provision of health care, support groups, education, food, housing and other basic needs (63.9%).

ACTIVITIES UNDERTAKEN BY OVER HALF OF RESPONDENTS



LGBTI organizations also reported undertaking other activities, including more specific activities related to advocacy, community organising, health, education and employment and human rights:

ADVOCACY	COMMUNITY ORGANISING	HEALTH EDUCATION & EMPLOYMENT	HUMAN RIGHTS
Advocacy or campaigning to advance the rights of LGBTI families (46.7%)	Organising against conservative political efforts to take away the rights of LGBTI people (36.6%)	Working to decrease discrimination against LGBTI people in businesses and places of work (42.7%)	Documenting human rights violations against LGBTI people (41.0%)
Advocacy for laws and policies that specifically advance or protect the rights of trans people (40.5%)	Providing space or other non-monetary contributions for racial, ethnic religious or linguistic minority groups to meet or organise (24.2%)	Working in primary or secondary schools, colleges and/or universities with LGBTI students (35.7%)	Providing emergency assistance to LGBTI individuals (39.2%)
Advocacy for laws and policies that specifically advance or protect the rights of intersex people (23.3%)		Providing HIV care or prevention (27.3%)	Providing legal services to LGBTI individuals (38.8%)
		Providing health care or prevention work that is not specific to HIV (22.0%)	Support for victims of hate crimes (38.8%)
			Conducting strategic litigation to advance the rights of LGBTI people (31.3%)

LGBTI organisations in Europe and Central Asia also had the option to write in activities on the survey. The most common write-in activities were those related to the arts (e.g.: cultural events, film, theatre) (6) and research (e.g.: needs assessments, surveys) (5).¹⁷ Other write in responses included organising social activities, doing translation (primarily for groups in Eastern Europe and Central Asia) and engaging in advocacy or leadership training for LGBTI people in communities of faith.

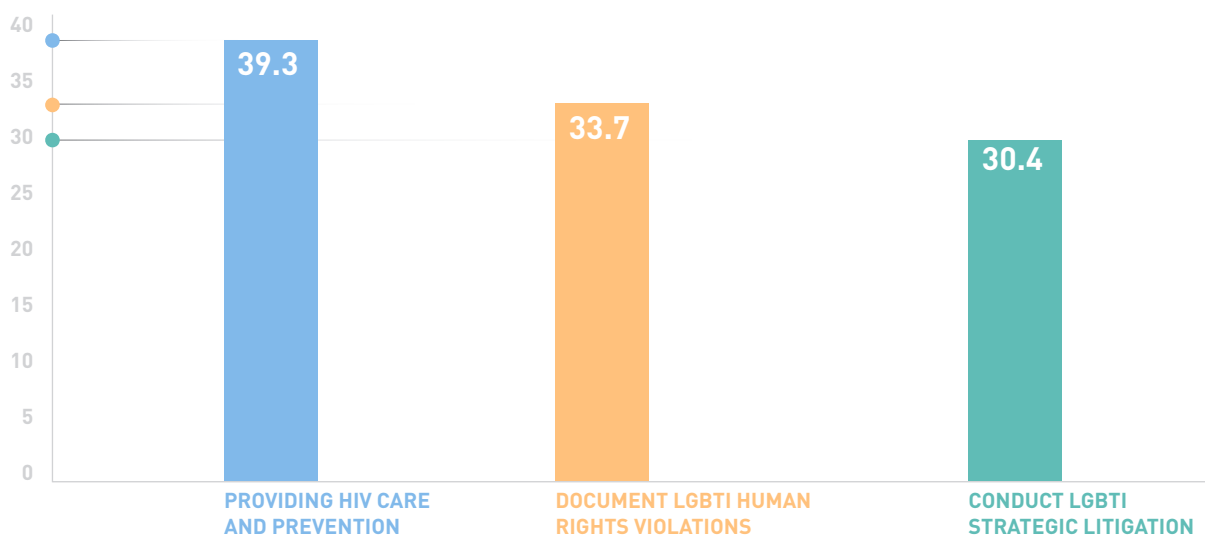
¹⁷ Numbers in parentheses indicate the write-in responses related to this category.

LGBTI organisations' funded activities differed from their priority activities

LGBTI organisations were asked to report on activities they undertook that were fully funded and unfunded.¹⁸ Activities most likely to be fully funded included providing HIV care or prevention

(39.3%), documenting human rights violations against LGBTI people (33.7%) and conducting strategic litigation to advance the rights of LGBTI people (30.4%).

TOP FULLY FUNDED ACTIVITIES



Fully funded activities differed from those that were most common and prioritised¹⁹ by LGBTI organisations:

Activities Prioritised by LGBTI Organisations

- Community organising
- Media favourable to LGBTI
- Social Services to LGBTI People

Most Frequently Fully Funded Activities

- Provide HIV care and prevention
- Document LGBTI human rights violations
- Conduct LGBTI strategic litigation

¹⁸ Percentages are of the LGBTI organisations that do this activity that report the activity is either fully funded or unfunded.

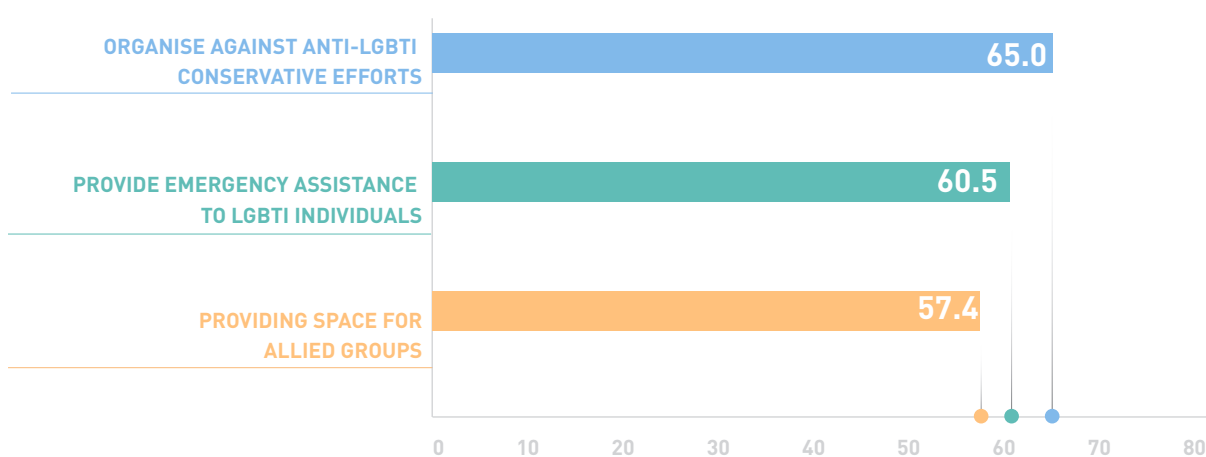
¹⁹ LGBTI organisations were asked to select up to three activities they do or would do if more funding were available. These priority activities aligned with the three most common activities presented in this report: community organising, media favourable to LGBTI and social services.

Organising against anti-LGBTI conservatives, providing emergency assistance to LGBTI people and building alliances with minority groups are often unfunded

Activities most likely to be unfunded included organising against conservative political efforts to take away the rights of LGBTI people (65.0%), providing emergency assistance to LGBTI individuals (60.5%) and providing space or other non-monetary contributions for racial, ethnic religious or linguistic minority groups to meet or

organise (57.4%). Among organisations with at least some external funding, those with general operating support were more likely to say they do organizing against anti-LGBTI conservatives (48.9% vs. 34.8%) and provide emergency assistance to LGBTI people (50.0% vs. 36.2%).

TOP UNFUNDED ACTIVITIES



Other activities that were likely to be unfunded included advocacy for intersex people (54.0%), advocacy for LGBTI families (51.9%) and work related to discrimination against LGBTI people in businesses or places of work (51.6%).

LGBTI organisations in Europe and Central Asia also had the option to write in unfunded priority activities on the survey. The most common write-

in unfunded priorities were those related to the staff and volunteer support (e.g.: resources to pay staff and compensate advisors and volunteers) (6) and organisational development (e.g.: fundraising, sustainability, registration, staff capacity and governance) (5). LGBTI organisations also wrote in a desire for resources to work to create employment opportunities for LGBTI people, particularly trans people (5).

BARRIERS TO EXTERNAL FUNDING

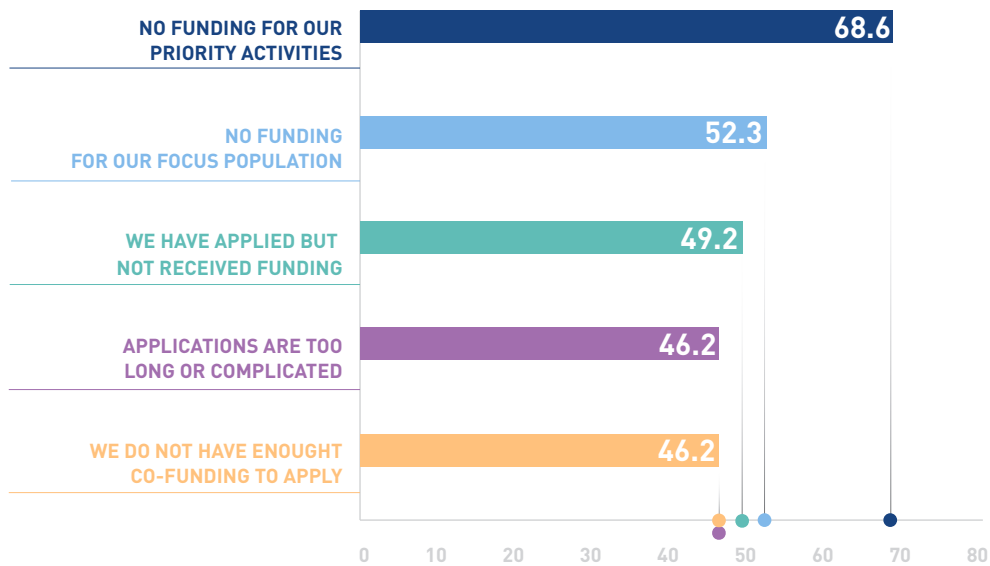
The most common barriers to applying for funding were related to a lack of funding opportunities that fit the priority work of LGBTI organisations

LGBTI organisations were asked about the most important barriers they have experienced to obtaining funding from a list of eleven. Barriers ranged from those that were controlled by funders (e.g.: applications for funding are too long or too complicated) to those that are about organisational capacity (e.g.: no one who works for my organisation knows how to write grants). The most common barrier to obtaining funding experienced by LGBTI organisations responding to this survey was a lack of funding opportunities to support the types of activities that are most important to our organisation (68.6%). Among LGBTI organisations that selected a specific and primary population other than LGBTI people or issues in general, more than half (52.9%) said that lack of opportunities that fit their priority population was a barrier to applying for funding. The most common primary population selected by those who agreed that lack of funding for the population they work with was a problem were TGNC people (34.6%), followed by bisexual people (21.8%) and intersex people (20.0 %).

Nearly half (49.2%) of LGBTI organisations reported having applied for funding opportunities that seem like a good fit, but not gotten grants. Of those that had no external funding, about one third (35.6%) said applying but not getting grants was a barrier to obtaining funding. LGBTI organisations also reported long and complicated applications or insufficient existing funding or co-funding to apply for certain grants were barriers to obtaining funding (46.2% each).

LGBTI organisations with and without external funding agreed that funding opportunities to support their priority activities were insufficient. Organisations without external funding experienced more severe barriers to applying for funding related to capacity than did those with external funding. Among organisations with no external funding, lack of funding for priority activities (60.3%), lack of administrative capacity to meet anticipated reporting requirements (56.2%) and not having sufficient existing funding or enough co-funding to apply for grants (50.7%) were the most common barriers.

TOP BARRIERS TO APPLYING FOR FUNDING



LGBTI organisations also faced barriers to implementing funding once they had received it. Implementation barriers experienced by more than half of respondents receiving external funding included, funders require us to spend money in such a way that we cannot build up savings or reserve (66.9%) and existing funding sources do not allow us to change our budgets to reflect changing circumstances or priorities (51.3%).

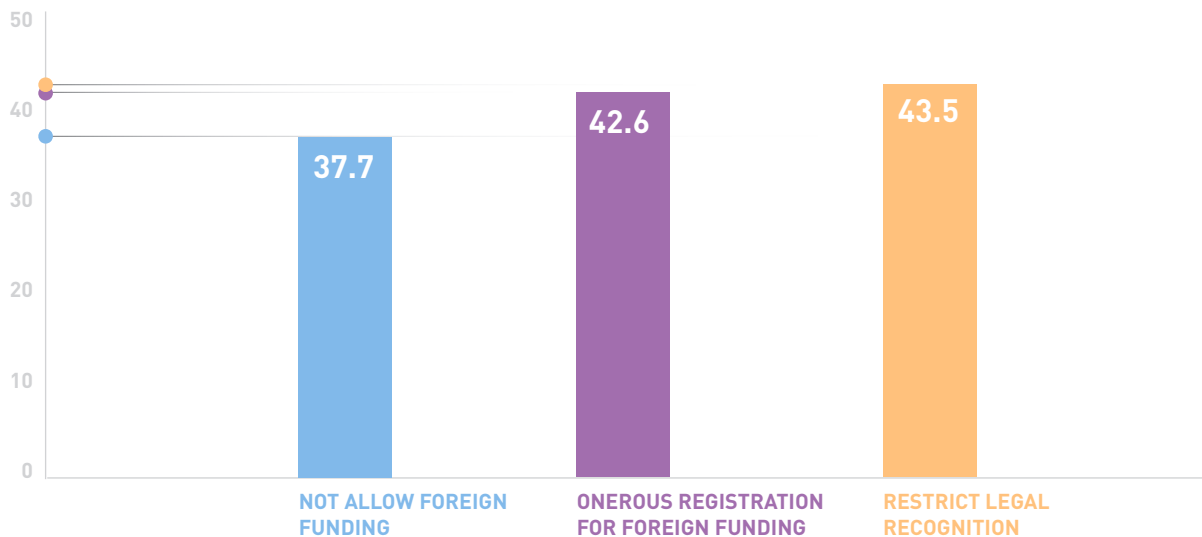


LGBTI organisations in Eastern Europe and Central Asia faced unique barriers to legal recognition and receiving foreign funding

Russian organisations were most prevalent in the sample of organisations that took the survey from countries identified as experiencing shrinking civil society space (25% or 30.5%). There were also large numbers of organisations from other Eastern European countries (23.2%) and Central Asian countries (26.8%). More than two in five organisations from countries designated as

having shrinking civil society space reported facing restrictions in legal registration from their government (43.5%) or onerous registration requirements to receive foreign money (42.6%). More than one third (37.7%) reported that the government of their country does not allow organisations to receive funding from foreign entities.²⁰

SHRINKING SPACE BARRIERS



Eastern European countries, including Russia, were most likely to report shrinking civil society space, followed by Central Asian countries.

For example, all Russian groups reported that restrictions on legal recognition were barriers to fund.

²⁰ Percentages are of LGBTI organisations from shrinking space countries who agreed to any degree that this was a problem for them.

LGBTI FUNDING LANDSCAPE DISCUSSION & CONCLUSIONS

Data describing the funding landscape for LGBTI organisations are an important tool for those who care about movement building, organizational sustainability and protecting and advancing the rights and well-being of LGBTI people. Data of this type center the experiences and perspectives of LGBTI organisations and activists. They capture many who are not visible in donor tracking efforts, such as the one third of LGBTI organisations in this sample that receive no external funding.

ILGA-Europe would like to use this data to contribute to discussions with LGBTI organisations and activists, donors, governments and others interested in shifting the funding landscape to better support LGBTI movements. It is intended to be in conversation with donor tracking efforts, such as Funders for LGBTQ Issues and the Global Philanthropy Project's 2013 - 2014 [Global Resources Report: Government and Philanthropic Support for Lesbian, Gay, Bisexual, Transgender and Intersex Communities](#). This section contains a set of questions and initial ideas for discussion based on the data. These questions and discussion points are not exhaustive. They are intended as a starting point for a series of conversations about access to resources for LGBTI organisations.

WHAT ARE THE BEST WAYS TO REACH LGBTI ORGANISATIONS WITH NO EXTERNAL FUNDING?

One third of LGBTI organisations in Europe reported having no external funding. Over half said they have applied for funding opportunities that seem like a good fit, but did not get grants. This data supports the experience of public foundations and intermediaries, who often report having many more applications than they're able to fund. While there is clearly an interest and appetite for securing external funding, many LGBTI organisations in Europe, particularly those who have been founded more recently and/or have a specific and primary population, are not able to access resources to support their work. The following questions address this challenge:

- How can public foundations and intermediaries be better supported so they can reach more LGBTI organisations, and in particular the growing diversity of the movements in Europe and Central Asia? Are there better ways intermediaries could use to ensure LGBTI organisations without external funding know about funding opportunities that could be relevant for them?
- What mechanisms exist for governments to fund small or new LGBTI organisations, given that they are currently half as likely as foundations to fund organisations with budgets under €50,000?
- Given the high levels of LGBTI organisations with no external funding in Northern and Western Europe, what can be done to reach organisations in these regions?

How can funding opportunities reach LGBTI organisations that are less likely to have experiences with external funding?

More than half of LGBTI organisations with a specific and primary subpopulation, such as those that work with transgender and gender nonconforming people or bisexual people, reported a lack of funding opportunities that fit their priority population. This experience is further reflected in their smaller budget sizes and fewer paid staff. The following questions address this challenge:

- What are the ways donors could better communicate with LGBTI organisations about their priorities and make sure they are aware of funding opportunities that may be relevant for them?
- Are existing funding opportunities for organisations with a specific and primary subpopulation sufficient? What are the opportunities to expand targeted funding mechanisms that already exist so they can reach more LGBTI organisations?

What are the opportunities to contribute to the sustainability of LGBTI organisations in Europe?

Data show that LGBTI organisations have few paid staff, little flexible funding and an inability to build up savings or reserves. Low levels of paid staff particularly impacted organisations with a specific and primary focus population, such as those focused on transgender and gender nonconforming, bisexual people or intersex people, as well as LGBTI organisations in Western and Southern Europe. The following questions address this challenge:

- Are funding opportunities sufficient to support LGBTI organisations to have paid staff? Although many groups start with volunteers and organize without paid staff, is this sustainable in the long term? How can donors, both government and foundation, provide opportunities for LGBTI organisations to have paid staff when they're needed?
- What are the flexible funding opportunities available to LGBTI groups in Europe? What longer-term funding opportunities are available? Are there ways to shift existing funding so it is more flexible and/or longer-term? If the amount of funding available for LGBTI movements were to increase, what are the ways we could ensure the proportion of funding opportunities that are flexible and longer-term also increase?
- What are ways to ensure that co-funding is available when funding opportunities for LGBTI groups exist, but are not accessible for LGBTI organisations because they don't have the required existing funds or co-funding available?
- How can newer organisations and those with a specific and primary focus population be supported to move towards sustainability (e.g.: external funding, paid staff, diverse funding sources, etc.)?

How can funding opportunities better align with those prioritised by LGBTI organisations?

LGBTI organisations in Europe report community organising and social service provision are both important and hardest to fund. Activities related to HIV care and prevention and specific human right and legal strategies, such as human rights documentation and strategic litigation were most likely to be fully funded. At the same time, nearly seven in ten LGBTI organisations responding to this survey reported a lack of funding opportunities to support the types of activities that were most important to their organisations.

- What are the opportunities to better align LGBTI organisations' needs and priorities with funding opportunities?
- Are there some activities that are important to LGBTI organisations, but are difficult for existing donors to fund? If so, what are they; and what are the constraints donors face to supporting those activities? Are there other funding streams or donors who may be interested in supporting those activities?
- How can additional resources be mobilized for topics such as intersex issues, where both LGBTI organisations in general and those with a specific and primary subpopulation report are difficult to fund?

How can rapid responses to political opportunities and threats, including those to LGBTI people's safety be better supported?

LGBTI organisations in Europe report that organising against conservatives, providing emergency assistance and building alliances are often unfunded. Of organisations with external funding, those with general operating support were more likely to undertake these activities. In addition, more than half of LGBTI organisations with external funding said that existing funding sources do not allow them to change their budgets to reflect changing circumstances or priorities.

- What are the funding opportunities that are more flexible and/or are intended for emergency assistance? Are they sufficient to meet the need, given shrinking civil society space and the rise of nationalist and populist movements in Europe that may threaten LGBTI people and organisations?
- Are there ways to make existing government or foundation funding sources more flexible, so they could be used to address political opportunities or threats?

LIMITATIONS

The data in this report come from a convenience sample and may underrepresent organisations that do not have access to channels of dissemination that were used or do not have a knowledge of or a relationship to ILGA-Europe. This sample also excludes organisations that do not characterize the specific and primary subpopulation they serve to be LGBTI (e.g.: those focused on human rights, HIV, refugees or migrants, etc.), with an LGBTI-specific program or a predominance of LGBTI constituents. It is not possible to quantify the difference between this sample and the larger population of LGBTI organisations operating in Europe. Further, data are self-reported by individuals within organisations and have not been checked with any objective measures (such as budget forms).

For any other inquiries about the methods or limitations of this survey, please contact the authors of this report at info@sincg.com.

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ABOUT ILGA-EUROPE

ILGA-Europe are an independent, international non-governmental umbrella organisation bringing together 500 organisations and groups from over 50 European and Central Asian countries. ILGA-Europe are a driving force for political, legal and social change in Europe and Central Asia. We advocate for human rights and equality for LGBTI people at European level and work to strengthen the LGBTI movements in Europe and Central Asia by providing capacity building opportunities, funding and by engaging with funders.

ABOUT STRENGTH IN NUMBERS CONSULTING GROUP

Strength in Numbers Consulting Group (SiNCCG) is a woman-owned, LGBTQ-led research and evaluation group started in 2010. SiNCCG provides services related to research, evaluation, capacity building and philanthropic strategy to nonprofit organizations, foundations and government agencies. We are committed to combining rigorous social scientific and participatory methods to improve services, advocacy and outcomes for marginalized people, locally, nationally and internationally.



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Funding for LGBTI Activism in Europe and Central Asia: Priorities and Access to Resources