

 A GRANTS OFFICE PUBLICATION

# FUNDED

GLOBAL

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## Grantseeking Around the Globe

Also: Learn about funding for a more green, sustainable (and digital) Europe, Canada's role in global development, how AI is being used (and funded) in Brazil, the best (and worst) grant award data management techniques, and more!



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# Dear Reader,

Here at Grants Office, we often emphasize the global nature of our company. We are a geographically and linguistically diverse company and finding a balance between global issues and local concerns and solutions is our specialty. We have a repertoire of tools and skills to guide our customers, wherever they are, in their grant-seeking journey while fine-tuning their specificities.

To show what it means to work as an international team, we decided to go global with this issue of Funded. What you'll find is the result of our consultants joining forces and contributing their distinctive, place-related knowledge while addressing common global challenges.

In the following pages, you'll read articles on how the European goal of a greener and more digital Europe is understood and pursued in France and Italy, the role of Canada in global development, insights into the AI landscape of Brazil, and a comparison of sustainability efforts in Spain and the UK. You will also discover what works and what does not when it comes to grant award data, as well as a look on grant seeking around the world.

This global issue of Funded provides an opportunity for you, the reader, to get a feel for what it means to engage with Grants Office and for us to show some of what we can do best: We hope you'll enjoy the result as much as we enjoyed working together towards it.

Kind regards,

*Adele Lebano and Charlotte von der Brelie*

Editors,

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# Awards Across the Globe

By Tom Bligh, Grants Development Consultant (Australia) & Charlotte von der Brelie, Grants Development Consultant (Germany)

It all began with a routine task - two colleagues at a Grants Consultancy (one based in Australia, the other in Germany) diving into a project that would compare the award data published by our respective governments. When we exchanged our research, it became apparent that we were comparing apples to oranges. We quickly realized there were stark discrepancies between each country in how (and if) they track grant award data.

As senior consultants, we frequently work with the data of our regions but are rarely afforded the opportunity to investigate how countries outside of our own operate in this space. The differences in how our respective governments present their grant award data - variations in fields like fund size, project categories, etc. - sparked a thought...

*“What are the best practices around the world?”*

As we discussed our insights, it became clear that our unique position as a global firm allows us to see the strengths and shortcomings of various award-tracking systems, and the scope of the conversation quickly grew.

*“Why don't we investigate grants databases globally by including our colleagues across the countries we operate in?”*

We surveyed our colleagues across North & Latin America, Europe, and Oceania and discovered what we feel are the best of the best grant award features, across the globe. Here is our list of the perfect award-tracking system components (and those we think need work) for government funding, and why we think so:

## WHAT WE LIKED, ACROSS THE GLOBE

### 1 – Robust Data at a Federal/National Level

In almost every region, consultants praised the availability of comprehensive, up-to-date data at the federal or national level. These systems often cover a wide range of grants, agencies, and programs, ensuring that users have access to a centralized database for award information. The level of customization options available for data filters (such as year, agency, and type of funding) also makes the analysis at this level a bit more intuitive and user-friendly.



### WHY DO WE LIKE IT?

Strong, centralised grant award databases are incredibly beneficial for grant seekers, researchers, and policymakers. They provide reliable, well-maintained information in one place, eliminating the need to consult multiple (sometimes less credible) sources. This helps users track funding trends, understand how awards are distributed across sectors, and analyse the data to track funding trends. These systems promote transparency in the grant-making process, keeping funders accountable and ensuring public trust which is crucial for the sustainability of grants as a whole.

### 2 – Customization Options for Data Filters

Another consistent feature praised across regions was the ability to customize how data is viewed and filtered. Users can refine their search by specific criteria such as year, type of funding, agency, or even the type of organization receiving the funds. These customization options allow for more detailed and specific searches, making it easier for users to drill down into the exact data they need, rather than sifting through mountains of raw data.

### WHY DO WE LIKE IT?

Customization is key to effective data analysis. Whether you are a grant seeker looking for specific funding trends or a researcher focused on a particular sector, filtering data by relevant criteria saves time and ensures you are working with precise, relevant information. It makes the process of searching through large databases more manageable and helps users find actionable insights faster.





### 3 – Regular Updates

Our consultants noted that across all regions, the federal/national databases are regularly updated (most often daily).

#### WHY DO WE LIKE IT?

Access to up-to-date data is crucial, especially in fields where funding opportunities and grant awards are subject to rapid change. Regular updates mean that grant seekers are always working with the most accurate information, helping them avoid obsolete data; it improves the well-being of the grantmaking ecosystem.

### 4 – Transparency

Transparency in the award process was frequently noted as a significant strength across all regions. For the most part, across the globe award data (at least at the national level) is easy to access and to understand. 100% of surveyed consultants classified transparency in award data as highly desirable; non-negotiable.

#### WHY DO WE LIKE IT?

Transparency is fundamental to ensuring trust in the grant-making process. When systems clearly show where funds are going, it allows for better public oversight, making it easier to hold governments accountable. Transparency also helps grant seekers and researchers identify funding trends and gaps, which can guide future proposals and strategic decisions.

### 5 – Project Summaries/Abstracts

In several countries, award tracking systems provide clear and detailed summaries of the projects receiving funding. These

summaries or abstracts help users understand what the funded initiatives aim to achieve (without needing to delve into overly technical documents) as opposed to a simple project title or recipient name.

#### WHY DO WE LIKE IT?

Having project summaries readily available provides a snapshot of what types of initiatives are being funded, helping users quickly assess whether their project or area of interest aligns with current funding priorities. In countries/regions where this data is not readily published by funders, this information can be found in promotional media/annual reports/press releases, but it is good to not have to jump through those hurdles. In short - it saves time.

### 6 – Data Accessibility via Request

In certain regions, consultants pointed out that users can submit requests or use equivalent systems to access additional or more detailed information that might not be immediately available in databases.

#### WHY DO WE LIKE IT?

Having the legal right to request additional information is an important feature, especially when databases do not provide all the necessary details upfront. These sorts of processes give users a pathway to access deeper data without creating overburdening administrative requirements for Grantmakers, which could interrupt crucial funds for important projects or disincentivize funders (bad).



## WHAT NEEDS IMPROVEMENT, ACROSS THE GLOBE

### 1 – Inconsistencies at the State/Territory/Regional Level

Almost 100% of surveyed consultants universally praised federal/national data systems, and simultaneously bemoaned inconsistencies at the state, regional (or equivalent) levels. It appears that many regions across the globe struggle with a lack of coordination between federal and state-level systems, leading to fragmented or incomplete data.

#### WHY IS IT FRUSTRATING?

A lack of consistency across different levels of government creates roadblocks for those trying to perform comprehensive analysis or track funding across both national and state/local programs. It means grant seekers and analysts may have to consult numerous sources, each with varying levels of quality and completeness, which adds time and complexity to the process.

#### HOW COULD THIS BE IMPROVED?

A more harmonized approach, where state and federal systems are aligned, would vastly improve the ability to assess awards across all levels of government. A careful line should be tread, however – as resistance to the administrative burden for lesser-resourced bodies should be abided.

### 2 – Data Integration and Centralization Gaps

In some regions, there are significant gaps in data integration. For example, federal data systems might not be linked with state or municipal-level systems, making it difficult to get a complete picture of funding across the country. In some cases, data systems are decentralised, with no single point of access for all grant information.

#### WHY IS IT FRUSTRATING?

Lack of integration means users have to jump between multiple platforms to gather all the relevant data. This fragmentation makes it harder to track how funding is distributed across different levels of government and can lead to incomplete or inaccurate analyses.

#### HOW COULD THIS BE IMPROVED?

A centralised system, where data from all levels is available in one place, would make it significantly easier for users to access comprehensive information. However, we do recognize that regional differences will require different practical solutions, and that applies to differing forms of government organization as well.



### 3 – Interface and Navigation Issues

Several regions reported that while the data is there, the user interface and navigation of the systems are not intuitive. Non-expert users may struggle to find the information they need, even when it is available.

#### WHY IS IT FRUSTRATING?

A poorly designed interface or navigation system adds unnecessary friction to the data discovery process. It can lead to users overlooking key data or spending too much time trying to figure out how to use the system.

#### HOW COULD THIS BE IMPROVED?

User-friendly interfaces, with clear instructions and an intuitive design would significantly improve the user experience and make data more accessible to everyone, not just experts. The ability to splice data and quickly create visualisations that can be readily accessed improves usability dramatically.

### 4 – Lack of Project Details

While some regions praised the inclusion of project summaries, others noted that certain databases lack detailed project descriptions or abstracts making it difficult to understand what the awarded projects are trying to achieve without additional research.

#### WHY IS IT FRUSTRATING?

Without detailed project information, users are left to make assumptions about how funds are being used. This lack of clarity can, at best, hinder robust analyses of grantmaking and, at worst, create distrust when the details of funded projects seem obscure.

#### HOW COULD THIS BE IMPROVED?

Providing a base-level of information requirement for all funded projects would help users better understand the focus areas of awarded grants and improve strategic planning. AND/OR a reasonable explanation about why detailed descriptions are not provided in instances where this is not practical.

### IN CONCLUSION

One thing that struck us through this process was the vast differences in data availability around the world – and there does seem to be a pattern. The more centralized a country, the more it can unite data on grants. In the more federalized countries the discrepancies in governance across the federal, state, and local agencies – often all Grantmakers – seem to lead to difficulties when it comes to the flow of information back to the often-national statistics agencies.

*We thought ‘Why does this matter?’*

One reason certainly is evaluation. The longest-running and most successful grants often have evaluation practices in place that can give policymakers something tangible to discuss when it comes to budget negotiations and coalition-making. Without these tools, it is difficult to determine if a grant has the desired effect on the intended group.

With an increased knowledge about how tax dollars are spent and the ability to research citizens, businesses and policymakers can better understand and follow where their taxes are being spent and how their governments operate. This not only contributes to transparency but also to trust in government. As we sit on other ends of the globe – one in Winter, one in Summer, one at night, one in the morning, we’re certain that there is no one-size-fits-all award tracking system. However, our research has shown a few important strengths and focus areas that can really move the needle.



# Global Landscape of Artificial Intelligence and Brazil's AI Strategy

By **Nátali Bahena Benck**, Grants Development Consultant (Brazil) & **Karina Valeretto**, Latam Manager & Global Research

As artificial intelligence (AI) continues to transform the technological and economic landscape, it is increasingly becoming a crucial pillar for global progress. From its theoretical beginnings in the 1950s to the groundbreaking developments of today, AI's evolution has been rapid and impactful. In this context, public policies play a vital role in shaping the AI ecosystem. Since 2019, following the release of [the Organisation for Economic Co-operation and Development \(OECD\) recommendations on AI](#), countries worldwide have been adopting these guidelines, which are based on five fundamental principles:

- **Investment in Research and Development:** Support AI research and open data sets and encourage private sector investment in the field.
- **Promotion of the Digital Ecosystem:** Develop adequate digital infrastructure, ensure access to these infrastructures, and promote knowledge sharing.
- **Creation of a Favorable Policy Environment:** Establish conditions that foster innovation and competition, supporting the transition from research to implementation.
- **Development of Human Capacities:** Prepare the workforce for the job market transformations driven by AI.
- **Encouragement of International Cooperation:** Promote global collaboration to ensure trustworthy and ethical AI.

According to the [OECD report](#), all member countries and partners in the Arab, African, and South American regions are working to incorporate these principles, either partially or fully (directly or indirectly). By May 2023, governments had reported over 930 policy initiatives across 71 jurisdictions, according to the OECD.AI national policy database.

These figures underscore the diverse approaches to AI governance worldwide. Countries like the United Kingdom and the United States have created specialized agencies, such as the Government Office for AI and the National Artificial Intelligence Initiative Office (NAIIO) to oversee AI policy. In contrast, nations like Brazil and Egypt have established inter-ministerial and multi-stakeholder committees to coordinate their AI strategies. Additionally, numerous countries have formed advisory panels of experts to offer insights and guidance on AI opportunities and challenges.

Alongside the diverse governance models, there is a broad spectrum of investment approaches and focus areas crucial for turning guidelines into concrete progress. The OECD advises governments to make sustained public investments and foster private-sector funding in research and development to drive responsible and reliable AI innovation. Leading the way in these efforts are countries such as the United States, the United Kingdom, and members of the European Union.

Here are some examples of significant AI investments by various countries:



**United States:** Public investments in AI research and development amount to R\$ 63 billion from 2021 to 2024, with private investment estimates for 2023 reaching R\$ 380 billion.



**Germany:** Allocated R\$ 29 billion over 7 years for 12 strategic areas of its AI strategy.



**France:** Investing R\$ 14 billion by 2030 in infrastructure, research, and industrial competitiveness in AI.



**Italy:** Committed R\$ 6 billion over 5 years to support startups and develop supercomputing infrastructure.



**United Kingdom:** Invested R\$ 18 billion over 10 years in research, skills development, and the creation of the AI Safety Institute.



## BRAZILIAN PLAN “IA PARA O BEM DE TODOS”

In alignment with the global trend of developing public policies and investments in AI, Brazil has also made strides in this area. Since 2020, the country has been a member of the Global Partnership on Artificial Intelligence (GPAI), a partnership that brings together OECD countries and other participants to promote the responsible and ethical development of AI.

In this context, Brazil launched this year the “IA para o Bem de Todos” plan, a comprehensive initiative allocating R\$ 23.03 billion for the period from 2024 to 2028. The implementation of this plan will be supported through a diverse mix of funding sources, including:



The resources of the plan will be allocated to strategic areas, including infrastructure, professional training, improvement of public services, and business innovation. The plan is structured into 54 strategic actions, divided into:

### 1. Immediate Impact Actions (R\$ 435 million): Focused on addressing specific and urgent issues, including:

- **Healthcare:** Development of AI systems for decision support in medication procurement and optimization of diagnostics in the SUS (Unified Health System).
- **Agriculture:** Quantification of forest stock in the Amazon.
- **Environment:** Environmental monitoring projects using AI.

- **Industry, Commerce, and Services:** Optimization of financial and logistical systems.
- **Education:** Support for teachers and school administrators to improve literacy and student performance.
- **Social Development:** AI applications to enhance social inclusion and social services.
- **Public Service Management:** Improvement in the management and efficiency of public services.

### 2. Structuring Actions (5 Pillars):

- **Infrastructure and Development of AI (R\$ 5.79 billion):** Building robust infrastructure to support the development and application of AI, including research centers, data networks, and technological platforms.
- **Dissemination, Training, and Capacity Building in AI (R\$ 1.15 billion):** Investments in educational programs and specialized training to empower professionals and spread knowledge about AI.
- **AI for Improvement of Public Services (R\$ 1.76 billion):** Modernization and optimization of essential public services such as healthcare, education, and security.
- **AI for Business Innovation (R\$ 13.79 billion):** Support for private initiatives using AI to promote innovation and competitiveness.
- **Support for the AI Regulatory and Governance Process (R\$ 103.25 million):** Resources to create and implement regulations ensuring the ethical and transparent development of AI in Brazil.

Artificial intelligence is establishing itself as a global strategic priority, crucial for the technological and economic advancement of countries. Although Brazil faces significant challenges compared to leading AI nations, it is taking decisive steps to strengthen its position on the international stage. The “IA para o Bem de Todos” plan exemplifies a deep commitment to technological innovation, focusing on critical areas such as infrastructure, training, and regulation.

This initiative reflects a cohesive approach aligned with international best practices. By implementing this comprehensive strategy, Brazil aims to drive sustainable economic and social development, prepare for a major digital transformation, and enhance its competitive position.



# Three Profiles of Global Grantseekers: What does your team need to successfully capture funding from another country?

By Ashley Schultz, Manager of Global Operations

**Many organizations express great enthusiasm for pursuing international grant opportunities.** These folks are often driven by the allure of large, green pastures of untapped funding on the other side of the proverbial fence. However, securing grants in a foreign country is more complex. Establishing a local presence, understanding unique regulatory environments, and aligning with specific funding priorities can be time-consuming and resource intensive.

As a global leader in grants intelligence, Grants Office has had the privilege of guiding countless organizations through this labyrinthine landscape. We have helped small businesses expand their market reach, nonprofits broaden their donor

bases, and scientists connect with other researchers around the world to collaborate on key scientific discoveries.

In this article, we delve into the fundamental principles that underpin grantmakers around the world - providing actionable insights to help you maximize your chances of securing new funding. We will also examine the process of grantseeking through the lens of three organization types, dissecting the potential benefits and challenges each may face. We hope this content arms your team with all the knowledge necessary to make an informed decision about pursuing funding opportunities outside of your current borders.



## CENTRAL TENETS OF GRANTMAKERS EVERYWHERE

Before you begin the process of grantseeking globally, it is important to remind yourself of the grant funders' perspective. We have identified three central tenets that appear in almost all the 80+ countries Grants Office has engaged with over the last decade.

First and foremost, while it may feel counterintuitive, grantmakers are more motivated by their organizational objectives than purely philanthropic endeavors. Every funder - whether they be a government agency, local foundation, or corporate giving arm - exists to fulfill a specific mission, serve a particular population, and advance a pre-determined geographic region. To that end, grantmakers are not ATMs waiting to dispense cash. Instead, they act more like bankers seeking a return on their investment. This return is not measured solely in financial terms but in the realization of their own organizational goals.

The [U.S. Department of Education](#), for example, has a mission to promote student achievement and foster educational excellence. Any organization looking to be successful in the Department's competitive funding calls must illustrate that their project directly impacts the American student - whether that be through expanding educational access, enhancing career preparedness, or testing innovative teaching methods.

Also, remember that funders operate within a broader ecosystem of accountability. Government grantmakers are subject to taxpayer oversight, while boards of directors or trustees govern foundations. This oversight ensures that funds are allocated responsibly and generate measurable impact.

If you are a successful grantseeker in your own country, you likely have already experienced these central tenets from your current funders. Plan on grantmakers in any other country to have the same qualities. Take time to understand their priorities, expectations, and how they measure success before you begin the application process.

### Central Tenets of all Grantmakers:

- All funders exist to benefit a specific mission, population group, or geographic region
- All funders work towards long-term, demonstrable impacts
- All funders report to a higher entity on how they distribute resources

Keep these general principles in mind as we now review the process of global grantseeking from the perspective of three different individuals --





### Profile #1: A Small Business Owner

**Reason for Global Grantseeking:** For small business owners looking to break into new markets, international expansion can be a lucrative opportunity. They see the promise of untapped customer

bases, cheaper operational costs, easier shipping routes, and more. They simply need extra funding for set-up costs to make it all happen.

#### WHAT THEY WILL FIND

Grantmakers who support these small companies expect their investment to stimulate economic growth inside their geographic region. They fund projects that create high-paying jobs, bolster their tax base, and align with their prioritized industries – such as advanced manufacturing, healthcare, or green technology.

#### WHAT THEY WILL NEED

At a high level, these small business owners need to prove that their business goals directly support such objectives.

They should have a clear connection between their budgetary requests and their potential impact on the local economy. Submitting a successful application will involve the creation of a well-defined business plan, a clear understanding of the target market, and a strong value proposition.

Practical considerations also come into play. Many governments impose residency or operational requirements on companies that receive their grants. Foreign businesses often need to establish a local presence – which involves securing a domestic address, applying for identification numbers, and paying into the local tax system – before they qualify for funding. This can be a time-consuming and resource-intensive process.



### Profile #2: A Fundraising Director for a Non-Profit Organization

**Reason for Global Grantseeking:** Nonprofit organizations see international funding as a way to broaden their donor base. They may have exhausted domestic resources – tapping into every local family trust and corporate giving arm available. They may also want to expand their activity footprint into new places

around the world. They need to make connections with new funders to make it all happen.

#### WHAT THEY WILL FIND

Foundation funders with a global reach can be categorized into two primary groups. First, there are the philanthropic giants, such as the [Bill & Melinda Gates Foundation](#) and the [Rockefeller Foundation](#), whose influence extends across continents. These high-profile organizations command intense competition for limited funds, demanding rigorous application processes and substantial project impact.

Conversely, smaller, more focused foundations offer more accessible paths for nonprofits seeking international support. These organizations often concentrate on specific geographic regions or thematic areas, such as education or healthcare. While they may have smaller budgets, their narrower focus can align more closely with the

nonprofit's mission, increasing their likelihood of securing funding.

#### WHAT THEY WILL NEED

Nonprofit leaders pursuing this secondary path need to identify these niche funders through comprehensive research. They should spend time in online databases of charitable givers to identify funders who align with their mission, target population group, and geographic region. These databases are typically country-specific. Those seeking funding in the United States, for example, may leverage the [Foundation Directory hosted by Candid](#) for a full list of charitable givers there.

On a smaller scale, nonprofit organizations should also prepare themselves for additional administrative burdens. Many charitable givers require their recipients to establish legal, nonprofit status in their country before they qualify for funding. The process is free in most places of the world, but it does take time and effort.





### Profile #3: An Established Researcher

Reason for Global Grantseeking: Researchers look to international collaboration to partner with the best institutions and experts from around the world. These alliances grant access to specialized knowledge, cutting-edge equipment, and diverse perspectives to advance their work. Moreover, such collaborations often position the scientist's host research institutions as global leaders in their respective fields.

### WHAT THEY WILL FIND

Scientists seeking international collaborations will discover a vibrant global community eager to contribute to their groundbreaking research. Alongside a wealth of like-minded peers, they will find substantial government support for cross-border projects. Organizations like the European Union actively fund collaborations between member and non-member states, while individual nations foster additional research partnerships through bilateral agreements.

However, realizing the potential of these collaborations requires navigating a complex landscape. Securing funding often involves intricate bureaucratic processes. Researchers need to engage with multiple stakeholders, including local and national government agencies, academic institutions, and scientific committees. Moreover, ensuring the smooth flow of information, personnel, and resources across borders can present logistical challenges.

### WHAT THEY WILL NEED

Researchers need to identify a clear vision for the partnership early in the process. This document should outline the shared research goals between countries and the complementary expertise each collaborator brings to the table. They should plan on this information being passed between individuals both inside and outside of the scientific community, so the document must be simple and accessible to any reader.

Further, a crucial aspect of securing funding for international research is a commitment to open science. Grantmakers expect research findings to be made publicly available after the project. This action enables a broader dissemination of knowledge - benefiting the taxpayers who sponsored the research and the scientific community who may build upon that data to answer future research questions. Researchers who are unwilling to share their findings will encounter difficulties in securing grants on the global stage.

## CONCLUSION

The allure of international grants is undeniable - promising whole new regions of funders to expand an organization's reach and its resources. But navigating the complexities of diverse funding landscapes should be considered a daunting endeavor. **If your team is considering this global pursuit, our best advice from the team here at Grants Office is to start small and be strategic.**

Start small by identifying a short list of countries you want to target. The basis for your selection may be simple things like proximity, shared language, and shared culture, or it could be well-researched things like customer demographics and the presence of bilateral research agreements.

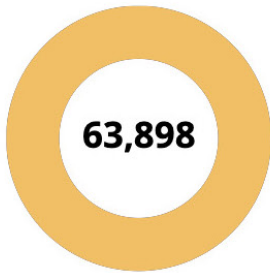
Once you have that list, work to identify key funders in those countries. Try to understand their key missions, target

population groups, and geographic region(s) of interest. Read their available grant calls and review previously funded applications. Next, look for the fine print where they discuss the eligibility requirements of all applicants. Note which legal and regulatory hurdles your team would need to clear to submit a proposal for consideration.

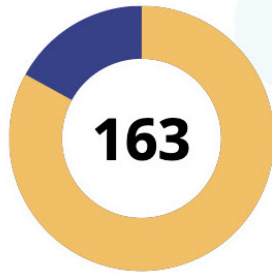
With that information in hand, sit down as a group and decide if the time and resources needed to apply for funding in another country are worth the possible payout in grant awards. Ask yourself - if you do not win any funding, will the work still have been worthwhile to the team? Don't make any hasty decisions until your entire team is fully committed to forging a path ahead.

**And if you need any help, don't hesitate to contact the Grants Office team. We have done this all before and are happy to help your organization on its global grantseeking journey. Best of luck!**

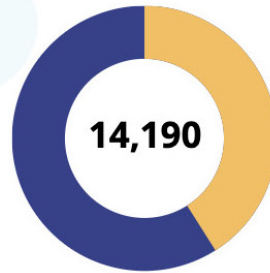
# Key Statistics on Horizon Europe to date



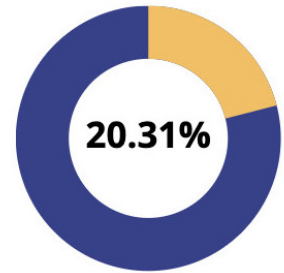
project proposal's evaluated



countries participated



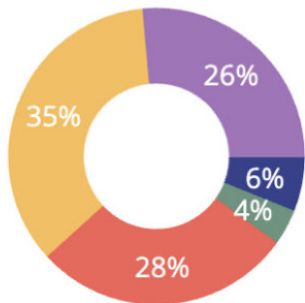
signed grants



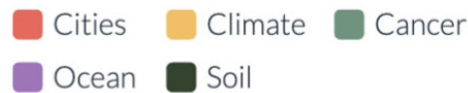
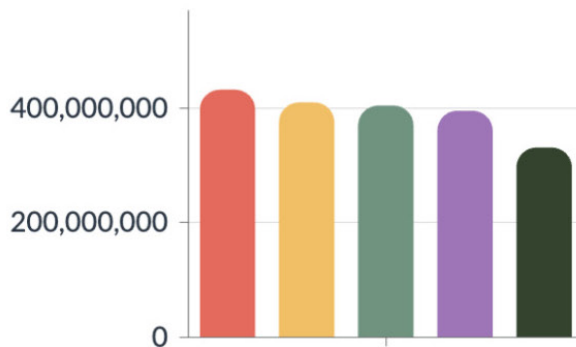
Success rate

## Net EU Contribution 36,25 B EUR

Contribution across type of entities



Contribution across missions



Top 5 Recipient Countries

1. Spain
2. Netherlands
3. Germany
4. Italy
5. Belgium

# Canada's Role in Global Development

By Stephanie Cesar, Grants Development Consultant (Canada)

Canada is a major player in international development and humanitarian assistance, providing significant financial support to initiatives that promote peace, stability, and prosperity worldwide. Through various government agencies, Canada offers a wide range of grants to organizations that align with its foreign policy and development objectives. Below is an overview of key Canadian government agencies involved in grant funding, the types of grants they offer, eligibility criteria, and the scale of funding available.

## GLOBAL AFFAIRS CANADA (GAC)

[Global Affairs Canada \(GAC\)](#) is the principal agency responsible for managing Canada's diplomatic and consular relations, international trade, and international development and humanitarian assistance efforts.

GAC provides various types of grants that aim to support international development, humanitarian assistance, and peace and security initiatives. These include:

- **Development Assistance Grants:** These grants support long-term development projects in areas such as health, education, gender equality, and economic development.
- **Humanitarian Assistance Grants:** These grants provide emergency aid in response to natural disasters, conflicts, and other crises.
- **Peace and Security Grants:** These grants aim to promote peace, security, and good governance in fragile and conflict-affected areas.

Organizations eligible to receive GAC's funding will vary depending on the program. In general, International and local non-governmental organizations (NGOs), Multilateral organizations, Academic and research institutions, Canadian organizations with international projects, and Private sector entities (in certain cases) will be eligible. Some programs will be open to all eligible organizations, while others will target organizations that can apply, and those organizations will receive an invitation.



The amount of funding available varies depending on the specific program and project. GAC often funds large-scale projects with budgets ranging from \$CAD 500,000 to over \$CAD 10 million. The funding is typically provided over multiple years, depending on the scope and duration of the project.

Although GAC typically supports large-scale projects, there are opportunities to fund smaller projects through [The Canada Fund for Local Initiatives \(CFLI\)](#). CFLI is a unique program that supports small-scale, community-based projects that have a high impact.

CFLI provides grants that support projects focused on:

- Empowering women and girls
- Promoting human rights, democracy, and good governance
- Supporting inclusive and green economic growth
- Enhancing peace and security
- Addressing climate change and environmental sustainability

CFLI's grants are open to local NGOs, Community groups, International NGOs collaborating with local partners, educational institutions, and Government institutions and agencies in eligible countries. CFLI funds approximately 650 projects annually, and award amounts typically range from \$CAD 10,000 to \$CAD 60,000 per project. This funding is intended to support short-term projects that can be completed within a year.





## GRAND CHALLENGES CANADA (GCC)

[Grand Challenges Canada \(GCC\)](#) is a not-for-profit organization that supports bold ideas with significant impact on global health. GCC has identified seven areas where they believe will have the greatest impact using innovation. These areas are maternal, newborn, and child health, early childhood development, mental health, safe abortion, sexual and reproductive health, sanitation, and gender equality. GCC provides grants primarily through its “Stars in Global Health” and “Transition to Scale” programs.

Eligible applicants include:

- Researchers and innovators from low- and middle-income countries
- Canadian organizations partnering with counterparts in eligible countries
- Entrepreneurs and social enterprises working on innovative solutions

GCC grants typically range from CAD 100,000 for early-stage projects to CAD 1 million or more for projects transitioning to scale.

## CONCLUSION

Canada’s commitment to global development is reflected in its extensive grant funding programs that support a wide range of initiatives around the world. Through agencies like Global Affairs Canada, the International Development Research Centre, and Grand Challenges Canada the Canadian government provides substantial financial resources to organizations and researchers dedicated to making a positive impact globally. These grants not only facilitate immediate humanitarian aid but also foster long-term development, innovation, and stability in some of the world’s most vulnerable regions.



# Australian Grant Bites

By Tom Bligh, Grants Development Consultant (Australia)

Did you know that 'DGR' status is required for some Australian grants, or that volunteer time can count as a co-contribution? Here are some quick, bite-sized insights into the world of Australian grant-seeking.

## DGR STATUS

Many grants in Australia require that the lead applicant is registered as a 'Deductible Gift Recipient' or 'DGR'. In short, A DGR is an entity or fund (usually a registered charity) that is endowed by the Australian Tax Office to receive tax deductible gifts.

DGR status is important in the Australian grants context for two reasons:

1. Many grants are specifically intended for organisations with charitable purposes. An organisation registered as a DGR is quickly able to identify themselves as having charitable purposes in a grant application.
2. It can make an organisation a more attractive prospect for grant-makers as any grant funds endowed to DGR organisations are tax deductible for them

To find out more, and to check if your organisation is eligible for DGR status, check out this handy [guide from the Australian Charities and Not-for-profits Commission \(ACNC\)](#).

## IN-KIND CONTRIBUTIONS

So many grant opportunities require a co-contribution and/or an 'In-Kind' contribution from applicants. So, what are they and how do you calculate them?

It is important to note, that when calculating in-kind contributions for a grant proposal, these are 'best guess' estimates. As a rough guide, you can calculate in-kind contributions on the following, widely accepted basis:

- Volunteer labour is generally calculated at \$20 per hour.
- If you are using highly skilled or specialist volunteers, this can be calculated using the average hourly part-time wage of a person in their profession. Generally, this amounts to about \$45 per hour
- The value of any in-kind donated goods should be calculated as the value if you were to purchase them

You may be asked to produce evidence of how you came up with your in-kind calculations. Even though they are generally 'best guess' estimates, keep a record of how you came up with your figures. For example:

My project will require three volunteers for three days and \$2,000 worth of donated food for catering

- Three days @ 7.6 hours per day = 22.8 hours
- 22.8 hours @ \$20 per hour = \$456
- \$2,000 worth of donated goods
- **Total In-kind contribution = \$2,456.**

## GRANT CLASSIFICATIONS

### Open, Competitive, Targeted, Restricted; What does it all mean?

When looking into guidelines for grants from the Government, have you ever seen the words 'Open Competitive' or 'Restricted Competitive' and found yourself scratching your head?

The following information from the [Australian Government Department of Finance website](#) provides some clarification on what these classifications mean:

- **Open Competitive** funding rounds which have open and closed nominated dates, with eligible applications being assessed against the nominated selection criteria (and against other applications)
- **Targeted or Restricted Competitive** funding rounds which are open to a small number of potential grantees based on the specialised requirements of the grant activity under consideration
- **A Non-Competitive, Open process** under which applications may be submitted at any time over the life of the grant opportunity and are assessed individually against the selection criteria, with funding decisions in relation to each application being determined without reference to the comparative merits of other applications; and
- **A Closed Non-Competitive process.** For example, where applicants are invited by the entity to submit applications for a particular grant and the applications or proposals are not assessed against other applicants' submissions but assessed individually against selection criteria.

# Sustainable efforts across Spain and the UK

By Vanessa Del Pozo Sanchez, Senior Grants Development Consultant (Europe)

Now that the globe is becoming hotter and hotter, sustainability has become a hot topic. When we look at the funding for sustainable initiatives across Europe, contrasting the approaches of the United Kingdom and Spain offers valuable insight into how different regions tackle the shared challenge of climate change. We need to consider that geographical, economic, and cultural contexts play a fundamental role in shaping sustainability strategies, budget allocations, and policy priorities.

For example, the UK's industrial heritage and temperate climate lead to a focus on energy efficiency, carbon capture, and offshore wind, reflecting its commitment to innovation and green finance. In contrast, Spain's Mediterranean climate and reliance on tourism and agriculture drive its emphasis on renewable energy, sustainable mobility, and integrating solar power into its energy mix.

The budgets allocated to these initiatives reflect their commitment to addressing climate change and promoting sustainability. Here is an overview of some key initiatives and their associated budgets:

## UNITED KINGDOM

The UK government has set ambitious goals to reach net-zero emissions by 2050. To achieve this, significant investments have been made across various sectors.

### 1. Net Zero Strategy (2021) (Budget: £26 billion)

The strategy outlines the UK's plan to decarbonize all sectors of the economy. It includes investments in renewable energy, electric vehicles, energy efficiency in homes, carbon capture and storage (CCS), and green finance.

### 2. Green Homes Grant (Budget: Initially £1.5 billion (2020), later scaled down)

Aimed at improving energy efficiency in homes by offering grants for insulation, low-carbon heating, and other energy-saving measures.



### 3. Ten Point Plan for a Green Industrial Revolution (2020) (Budget: £12 billion in public investment, aiming to unlock three times as much private investment)

Covers offshore wind, hydrogen production, nuclear energy, electric vehicles, public transportation, homes and buildings, carbon capture, nature conservation, and green finance.

### 4. Energy Transition Investments (Budget: £60 billion over 10 years)

Investments in offshore wind farms, hydrogen, and nuclear energy as part of the broader strategy to decarbonize the UK's energy system.

### 5. Climate Finance for Developing Countries (Budget: £11.6 billion by 2025)

This funding is part of the UK's international commitment to support climate action in developing countries, particularly focusing on adaptation, mitigation, and resilience.



## SPAIN

Spain has also set ambitious goals, targeting a 55% reduction in emissions by 2030 and achieving climate neutrality by 2050.

### 1. Recovery, Transformation, and Resilience Plan (2021-2027) (Budget including EU funds: €140 billion)

This plan allocates 37% of its total budget to green investments, which include renewable energy, energy efficiency in buildings, sustainable mobility, and the promotion of a circular economy.

### 2. Spain's National Integrated Energy and Climate Plan (PNIEC) 2021-2030 (Budget: €241 billion)

The plan is a comprehensive strategy to reduce greenhouse gas emissions, improve energy efficiency, and increase the share of renewables in the energy mix to 42% by 2030.

### 3. Just Transition Strategy (Initial phase budget: €150 million)

Aimed at supporting workers and communities affected by the transition away from fossil fuels, particularly in regions dependent on coal mining and fossil fuel power plants.

### 4. Next Generation EU Funds (Budget: €72 billion (2021-2026) Excluding RRF)

Spain is channeling a significant portion of these EU recovery funds into green initiatives, focusing on renewable energy, sustainable transportation, and energy-efficient buildings.

### 5. Sustainable Mobility Strategy (Budget: €13 billion)

Investments in public transportation, electric vehicles, and infrastructure to support sustainable urban mobility.

## COMPARATIVE INSIGHTS

### Scale of Investment

Spain's initiatives are heavily bolstered by EU funding, allowing for a substantial budgetary commitment towards sustainability. The UK, while not receiving similar EU funds post-Brexit, has also made significant investments, particularly through its Net Zero Strategy and industrial transformation plans.

### Focus Areas

Both countries emphasize renewable energy and energy efficiency, but the UK places a stronger focus on offshore wind and CCS technologies, while Spain emphasizes sustainable mobility and integrating renewables into its energy system.

### International Contributions

The UK has a notable commitment to international climate finance, which is part of its broader foreign policy objectives, while Spain's efforts are more domestically focused.

While the substantial funds allocated by both the United Kingdom and Spain underscore their commitment to sustainability, it is crucial to recognize that addressing climate change is not merely a financial exercise but a profound global necessity, and should be a sincere, collective effort to preserve our planet for future generations. The urgency of the climate crisis demands that these funds be used effectively and transparently, ensuring that the strategies implemented are both robust and equitable.



# A digital, greener future. Policy and tools to pursue the twin transitions in France and Italy.

By Adele Lebano, Grants Development Consultant (Italy) & Marie Noujaim, Grants Development Consultant (France)

Climate change is understood by many to be the most urgent problem we face worldwide. With the increase in global geopolitical disruptions, it has become clear that political agendas have a major role in addressing the question of how to secure a future where both people and the planet can thrive.

Natural resources and the environment are featured as crucial goals on the European agenda, with over EUR 400 billion of the multiannual framework allocated, yet this has not pushed technological and digital advancement to the background. The opposite is true. The ambitious goal captured by the label “twin transition” is to pursue digital innovation that is at the same time environmentally sustainable, in fact, that makes the transition to a greener future come true.

Strategies for combining sustainability and digital transitions have been prioritized across EU countries, but they also acquire a nuance that is specific to a certain place. In this contribution, we will explore the similarities and differences between France and Italy as they pursue a future that is both green and digital.

The transition towards a greener and digital future evidently needs to advance hand in hand. In examining the twin transitions, we will look at Italy and France, and how they are addressing the sustainability goal by means of digital innovation. We will compare national strategies and budget allocations, and examine the key role played by workforce development initiatives in transitioning from a high-emission economy to a green one. To help envision what can successfully be achieved, we will provide an overview of the projects that have been the main receivers of the funding as well as of funding programs that can support green and digital actions.



## THE TWIN TRANSITION IN ITALY: HOW TO ACHIEVE SUSTAINABILITY THROUGH DIGITAL TRANSFORMATION

EUR 35,64 billion, over 16% of the total budget, of the Recovery and Resilience Plan, has been dedicated to the green transition in Italy. Of the total budget, EUR 10 billion is dedicated to **land preservation**, almost EUR 9 billion to **renewable energy**, and EUR 2 billion to the **circular economy**.

The money for the green revolution and ecological transition of the Italian Recovery Plan has been assigned to 76,000 projects. These are mainly distributed via tax credit measures, the Ecobonus for the energy efficiency of buildings, of EUR14 billion; the Agrisolar Park Project; and projects addressing hydro-geological risks. In particular, the Agrisolar Park Project accounts for more than 10,505 interventions, while measures to manage floods and reduce hydro-geological risks results in 1708 projects.

About EUR 16 billion of the Recovery Plan supports the digital transformation, 7% of the total budget. EUR 6.39 billion is for private companies and individuals, EUR 3.42 billion is for digital citizenship, and EUR 3.40 billion is for digital administration.

More recently, because of the changes to the Italian Recovery Plan and the addition of the RepowerEU mission, with a budget of over EUR 13 billion, more initiatives are expected to combine goals of sustainability and digitization. This is also true for regional and national programmes supported by the European cohesion policy budget. Examples of this can be found in funding schemes that target public administrations and in those for the private sector.

A recent call co-managed by the Ministry of Culture and Southern Italian regions aims to make places of culture more innovative and sustainable by renovating spaces for art fruition or by equipping public buildings to allow for use by citizens, tourists, or temporary residents of Italian towns, especially small towns. Initiatives to accommodate digital nomads are seen to revitalize and preserve historical centres by making them more modern and appealing.



Other examples of relevant initiatives targeting the twin transition in Italy are here listed.

- [Tourism Thematic Fund](#), within the Mission 1 of RRP, Digitization, Innovation, Competitiveness and Culture, also supports the digital and green transition
- National call supporting project of [efficient energy use in museums, libraries, and public places of cultural fruition](#)
- [Transition 5.0 Call](#) that supports projects combining the digital and green transformation, more specifically initiatives where digitization is the means to the end of sustainability. The call also allows for reskilling and training actions, as part of a larger project
- Call from the Lazio Region to select [innovative solutions that contribute to decarbonization and innovation](#)

## TWIN TRANSITION BY THE PEOPLE, FOR THE PEOPLE.

According to a recent [OECD report](#), the impact of the green transition and zero/net economy on employment is likely to be two-fold. On the one hand, the report predicts that many jobs will be lost in the shrinking high-emission industry, on the other it anticipates that many jobs will be created due to expanding low-emission activities. Skills are going to be what makes the border between the two job markets permeable, allowing people to transition from the high-emission industry to green jobs.

The report focuses on how public authorities can promote upskilling and reskilling in higher education to contribute to green and digital transitions. It first offers a typology of the higher education-based upskilling and reskilling offer observed in OECD countries before describing four key action areas: setting system-wide strategies; supporting provision; attracting and supporting learners; and securing industry and employer engagement.

An Italian study recently conducted by the Association of Small Company Employers argues that the skills needed to enact the green and digital transitions are especially lacking in some Italian regions. In Trentino-Alto Adige, 65.8% of advanced digital skills are hard to find. A wide skill gap also characterizes

Friuli-Venezia Giulia (62.6%), Umbria (60,3%), Marche (57.1%), Veneto (56,3%) ed Emilia-Romagna (55.8%), followed by Tuscany (54%), Liguria (53.1%), Piemonte (53%), Lombardy (52.3%), and Abruzzo (52%).

There are initiatives managed by the Ministry of Education to support the development of curricula that focus on the acquisition of skills to be prepared to govern the twin revolution, for example, the Recovery and Resilience Plan fund for the [Scuola Futura programme](#). Funding opportunities also encourage collaboration between industry and education to develop and strengthen the skills needed by the green and digital transition. One of such programmes is the Region of Lombardy [Collaborate to Innovate 2024](#). With a total budget of EUR 114 million for 2024, it awards incentives up to EUR 5 million to pursue the following main strategic objectives:

- promote relations between companies, universities, and research centres for the sharing of strategic skills and excellence present in the area, to encourage technology transfer and the use of new technologies by the Lombard production system
- support strategic investments for the development of innovations, in particular, radical products or processes
- promote competitive growth through the strengthening of research and innovation for technological maturation and technology and knowledge transfer

Other key initiatives for the reskilling of the Italian workforce for the twin transitions rely on funds managed by interprofessional associations, such as Fondo Impresa. These Grantmakers consist of employers' associations and national trade unions and support reskilling initiatives through the dues of their members. Members can access funding consistently based on how much they contributed and use those funds to pay for the continuous education of their employees. They can also publish Calls that are open to all their member firms, independently from their contribution, to pay for education and training projects. The Call "[Education to Support Green Transition and Circular Economy](#)" funds reskilling plans within projects of green transition and circular economy. The total budget available for 2024 is EUR 20 million.

## THE TWIN TRANSITION IN FRANCE: THE NATIONAL RECOVERY AND RESILIENCE PLAN (PNRR)

According to the National Recovery and Resilience Plan (PNRR) in 2021, the green and digital transitions are central goals. 50% of the plan's investments are allocated to ecological concerns and the climate transition. First and foremost, the strategy adopted includes major investments in energy renovation of public buildings, businesses, and private homes. These investments are supported by measures aimed at restructuring the industry and providing professional support for households to improve the quality of renovation work. Moreover, the focus will be on energy-efficient renovation and major renovation of social housing, which has poor thermal performance.

The digital transition of the French economy and society has a budget of over €10 billion and is also at the heart of the PNRR ([source](#)).

Other examples of relevant national initiatives targeting the twin transition in France are:

- [Ecodesign studies for products and services](#)
- [Ecodesign investments to improve environmental performance](#)
- [Green Loan](#)

## THE “DIGITAL AND THE ENVIRONMENT” ROADMAP

The High Committee for Eco-responsible Digital (HCNE) was created in November 2022. It is co-chaired by the Minister for Ecological Transition and Territorial Cohesion, the Minister for Energy Transition, and the Minister Delegate for Digital Transition and Telecommunications. This committee is the ecological planning body for the digital transition. It ensures the best implementation of the government's “Digital and Environment” roadmap published in February 2021. The committee brings together all relevant stakeholders (companies, trade federations, NGOs, representatives of local authorities, and researchers).

The “Digital and the Environment” roadmap aims to make



the development of digital uses consistent with controlling their environmental footprint. The roadmap is structured around 3 axes:

- Knowing to act, in particular by providing precise, objective data on the impact of the entire life cycle of digital services on the environment
- Support a more sober digital economy, by controlling and even reducing the environmental footprint of digital technology, linked to the manufacture of equipment and terminals, as well as to their use
- Make digital technology a lever for innovation in the ecological transition

These guidelines are being put into practice through the [following initiatives](#):

- Implementing the provisions of the “anti-waste and circular economy” (AGEC) and “aiming to reduce the environmental footprint of digital” (REEN) laws
- The digital decarbonization roadmap
- The “Eco-responsible digital” acceleration strategy

## THE SKILLS AND THE TWIN TRANSITION IN FRANCE

According to the National Recovery and Resilience Plan publication (PNRR) in 2021, the PNRR is particularly committed to combating digital inequalities because the health crisis has demonstrated the need to offer all French people high-quality, simpler, and more efficient online services. Likewise, measures are being deployed to strengthen the resilience of territories to the risks associated with climate change and environmental degradation. These measures have an economic objective, as companies in these sectors actively [contribute to creating local jobs](#), and a quality of life.

On the regional level, in the scope of the past call for projects “Connected Normandy - new skills spaces - Deffinov ”, a government initiative in line with Normandy’s digital strategy, in particular, the Connected Normandy policy and the strategy for transforming training organizations and enhances the local Connected Normandy and Community service offerings.

The DEFFINOV-Third-Places call for projects supports the development of training activities in third places in the Normandy Region. By fostering closer ties between the world of third places and the training sector, this call for projects aims to promote:

- The diversification of training venues, to make training more accessible, while at the same time varying learning contexts, to disseminate learning-by-doing or on-the-job learning logic
- The emergence of innovative pedagogical solutions and approaches, integrating the contributions of digital and immersive technologies and cognitive sciences to make training more interactive and experiential, and a fortiori more attractive
- The logic of pooling teaching tools and resources, to facilitate access to the full range of existing teaching resources, including those that [remain very costly on the scale of a single player](#), be it a training organization, a CFA, or a third-party site

## TWINNING THE DIGITAL AND THE GREEN: THE RECOVERY PLANS AS A DRIVING FORCE

The ecological and the digital transitions have each their specific nature, objectives, and means yet twinning them, exploiting their potential to reinforce each other, is at the centre of the EU agenda for increasing European resilience and autonomy. On the one hand, digital technology plays a key role in climate neutrality, for example by monitoring pollution and enabling people to make choices that are better for the planet. On the other hand, renewable energy can enable the greening of technologies.

The urgency of handling the interplay between the two transitions is reflected in national recovery and resilience plans, as we have seen in the case of Italy and France. In Italy over 20% of the RRP budget is devoted to the ecological and digital transitions, for a total of around 52 billion. In France 50% of the RRP budget is entirely dedicated to the green transition and the digital goals are the recipient of EUR 10 billion. Both countries regard as crucial the role of people in the twin transitions, as reskilling and upskilling policies and funds targeting digital and ecological skills. In France, the emphasis is on contrasting the digital inequality that the Covid-19 pandemic has made apparent. By contrast, Italy’s agenda for digital skills seems to be driven by a more general concern for bridging the gap in skills that can enable the double transition and allow people to move smoothly towards green jobs.

Despite the fine tuning of the twin transitions with country specificities and local priorities, Italy and France are grappling with the same urgent concerns that challenge Europe and the world: how to make digitization safer for the planet; how to take advantage of its potential to help correcting energy production and consumption choices and behaviors for longer-term benefits.



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*A Grants Office Production (Italy)*

*\*Presented in Italian*

**About:** If you are interested in understanding how a local government can fund environmental monitoring solutions for its buildings, or what funding opportunities are available for schools or hospitals that would like to combine digital innovation and sustainability, or for a rural entity that wants to feed renewable energy from the grid, this webinar is a great place to start.

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*A Grants Office Production (Australia)*

**Date:** October 15, 2024, at 2pm AEST

**About:** Whether you're aiming to lower energy bills, or meet sustainability targets, this grant offers a significant opportunity to make lasting green improvements. Don't miss this chance to learn how your council can secure the funding needed to turn energy-saving ambitions into reality.

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