

News and Events of the LIN Center for Community Development

Networking for A Cause “Corporate Community Investment”

On Wednesday, 22 February 2012, LIN Center for Community Development co-hosted its third “Networking for a Cause” event in partnership with Hoa Sen University, featuring Mr. Pham Phu Ngoc Trai (GIBC) and introducing Mr. Nguyen Thanh Viet (CARE International) in a moderated discussion on **“Corporate Community Investment: Who Really Benefits?”**.



The two panelists shared their perspectives on corporate community investment. Mr. Ngoc Trai presented the business case for corporate community investment while Mr. Viet provided examples of NGO-corporate partnerships which have realized community improvement projects in Vietnam. The discussion and networking event encouraged participants to more deeply explore the true meaning behind Corporate Social Responsibility (CSR), which is often misunderstood.

Over 100 members of the community, including business professionals, community development practitioners and local university students joined the event. The audience had an opportunity to ask questions and determine whether or not corporate community investment provides sustainable value to the company and/or to the community. After the panel discussion, there were

opportunities for participants to talk with our panelists, and connect with like-minded individuals representing business and not-for-profit organizations. In addition, during the event, the recently translated book, “Sustainable Value – How the World's Leading Companies Are Doing Well by Doing Good,” by Chris Laszlo, was available for sale for those who wanted to learn more. LIN Center would like to thank Hoa Sen University for co-hosting this event; and Irish Aid and Fine Wines as funders to support us in this successful event.

Networking for A Cause is an initiative of the LIN Center for Community Development designed to promote networking and information sharing between and among the donor community and community development practitioners for the purpose of building a stronger community. N4C events facilitate a dialogue on community issues, introducing individuals and organizations involved in identifying solutions to the challenges in our communities and providing a forum for discussion of best practices in forming public-private partnerships to support community development.

LIN Center

Does your organization need financial management advisors?

The LIN Center is receiving offer from a financial management company. They would like their staff to volunteer to support the NPO community. If your organization needs an expert in this field, please don't hesitate to contact the LIN team so that we can kick-start the process to match skilled volunteers with your organization.

LIN Center is also waiting for your requests of skilled volunteers in the areas of legal advice, website development, graphic design and human resource governance...

Please contact LIN team (Ms. Truc) to get direct support or to have any questions at: volunteer@LINvn.org, or tel: [08-38246091](tel:08-38246091).

Upcoming Events

HCMC Discussion and Luncheon on Agent Orange and Disability Issues
Hosted by Ms. Susan Hammond, the War Legacies Project
7 March 2012

Date: Wednesday, 7 March 2012
Time: Noon to 2pm
Venue: Horizon Capital Advisers, Vincom Center, Suit 902-903 (9th Floor), 72 Le Thanh Ton Street, District 1, Ho Chi Minh City
RSVP: NPO@LINvn.org or [\(848\) 3824-6091](tel:(848)3824-6091) (Mr. Son)

The LIN Center for Community Development, in collaboration with the War Legacies Project, is pleased to host a discussion for organizations in HCMC that are addressing issues relating to People with Disabilities, particularly those with severe and multiple disabilities believed to be associated with exposure to Agent Orange/Dioxin. LIN will facilitate this lunch discussion where participants will be asked to share their experiences, identify challenges and unmet needs, highlight successful programs, and brainstorm how to develop effective and sustainable programs for people with disabilities.

In tackling issues such as Agent Orange and Disability, it is important for stakeholders to communicate and, very often, to collaborate if they hope to realize their objectives in a reasonable time period to meet pressing needs. As such, this gathering is intended to facilitate communication and information sharing and help participants to discuss and identify the potential for future partnerships.

Organizations will be asked to share their thoughts on the following question: **In an ideal world, if significant funding were to become available to support the long term impacts of Agent Orange/Dioxin as it relates to disabilities issues, how and where would you want that money to be used?**

Susan Hammond is the Executive Director of the War Legacies Project, a not for profit organization based in the US that addresses the ongoing health and environmental impacts of war. Ms. Hammond has been working on war legacies issues in Vietnam, including Agent Orange/Dioxin, for the past 15 years.

If you are interested to attend the event, please RSVP before the close of business on **Monday, 5 March**, by email to: NPO@LINvn.org, or by telephone: (848) 3824-6091 (Mr. Son). Space for this event is limited to 18 people. Seats will be allocated on a first-come, first-serve basis.

Workshop on Transparency

22 March 2012

Date: Thursday, 22 March 2012
Time: 08 a.m to 11.30 a.m
Venue: Better Work Vietnam Office, 149 Truong Dinh, W.9, D.3, HCMC
RSVP: NPO@LINvn.org or [\(848\) 3824-6091](tel:84838246091)

In Vietnam, transparency is a relatively new concept. Most Vietnamese NPOs do not pay taxes and have never had to report their annual income and expenses. Typically, NPOs are focused on providing services and not spending much time reporting back to their stakeholders (donors, beneficiaries, partners, etc...), whether we are talking about an organization's financial health, activities, or program impacts. The establishment of grassroots organizations requires a management board but not a governance board. And, with limited resources, many NPOs have not been able to put much time and/or resources to the important task of promoting internal and external sharing of information among stakeholders, including (but not limited to): NPO staff, board members, donors, beneficiaries and local authorities.

However, this situation may be changing. In 2009, the Government issued Decree 93, on the management and use of foreign non-governmental aid, requiring NPOs to obtain permission and regularly report on the use of all funds coming into Vietnam. Recently, a number of NPOs have submitted themselves to an external audit in order to attract donors and/or comply with donor requests. In order to stay relevant, and continue to receive the necessary support to maintain operations, NPOs must strive for greater transparency. It is for this reason that LIN will address the topic of Transparency in this March 22nd workshop. The objectives of this workshop are as follows:

- Help NPO staff to understand what is meant when people talk about "Transparency" as it relates to NPO operations.
- Learn about different practices and tools that can be applied to promote greater transparency within an NPO (e.g., good financial management, governing boards, regular reporting to stakeholders, auditing).
- Explore the links, if any, between transparency and sustainability.
- Exchange experiences and lessons learned among NPOs with regards to transparency.

With the support from JIFF, the LIN Center is planning and selecting legal expert to organize the 2 days training on "**Access to justice**" for NPO staff. This training course will be organized in March 2012.

The main topics of the workshop are:

- Standard procedures for filing a complaint at the Ward, District and Province levels.
- When to seek help from a lawyer & how to find one.

If NPO staff would like to participate in this training, please RSVP with LIN team at npo@LINvn.org or tel us at [\(84 8\) 38246091](tel:84838246091).

Funding Opportunities for NPOs

CALL FOR PROPOSALS

INGO (Southern Vietnam based) is calling for expressions of interest from interested partners who wish to make applications for small grants of funding.

CRITERIA:

- MUST be educationally based – specifically with schools, educational centers, Government learning environments, curriculum based (e.g. sport, library, music, and other curriculum areas, IT, educational resources/kits/packs, multifunctional/activity rooms, assured clean water/toilet systems and specifically for students aged 3 – 12 years.)
- MUST be based on providing opportunities for the less-advantaged
- All projects must demonstrate established long-term developmental goals and a strong guarantee of implementation in partnership with the INGO. The INGO may undertake to do the purchasing of any resources requested.
- Inclusive for children with disabilities.
- Grants can range from U.S. \$500 – U.S. \$5,000
- The final implementation of the project must include a detailed Financial Report of funds expended – two weeks after the completion of the project
- Applications close on: Wednesday 28th March 2012: only successful applicants will be notified
- Please download the call for proposal and application form here: <http://www.linvn.org/?mod=content&act=view&cid=9§ion=npo>

Note: The donor wishes to remain anonymous as they post this call for applications to the network. As such, the LIN Center for Community Development is collecting applications on the donor's behalf. Applicants that submit proposals that are of interest to the donor will be contacted directly. If you are not contacted, it means you were not selected. LIN will not be involved in the application review and selection process and, as such, cannot be held responsible for unfulfilled grant requests. Thank you for your understanding.



Call for Funding Proposals from HSBC



HSBC Bank (Vietnam) Ltd. (HSBC Vietnam) is calling for submissions from international and local non-governmental organisations (NGOs) interested in receiving project funding from the bank's flagship Future First programme. The programme provides education and life skills for street children, orphans and children in care, as well as vocational training for underprivileged young people in Vietnam.

In 2011, HSBC funded 99 projects with US\$3 million, benefitting more than 41,000 children globally, and more than VND2,15 billion (US\$103,370) in direct funding has been provided by the Global Education Trust to help support 20 projects and benefit 44,168 children in Vietnam.

This year, Future First will sponsor for projects of one-year duration only and the maximum funding amount that can be applied for each project will not exceed US\$50,000. Tenders for projects should be submitted **by 06 April 2012**. HSBC will announce and release funding to successful applicants by the end of July. The projects will then be implemented and monitored by the HSBC Vietnam Future First project team.

If you need further information, please feel free to contact the details below:

Nguyen Pham Hoang Thuy, Corporate Sustainability Manager - HSBC Bank (Vietnam) Ltd.-
Phone +84 8 38292288 x3565 - Mobile + 84 98898 5159 - Email thuyphnguyen@hsbc.com.vn

<h1>LIN Grant 2012</h1>	
<p>LIN grant round April 2012 is launching.</p> <p>Up to VND 30,000,000 /a project.</p> <p>Deadline of this round is Mar 15, 2012</p> <p>Please download grant application at: www.LINvn.org</p>	<h3>LIN grant round in 2012</h3> <ul style="list-style-type: none">• April 2012• September 2012• LIN Community Grant Dec 2012
<p><u>Milestones of April 2012:</u></p> <ul style="list-style-type: none">• Mar 15: deadline for application form• Mar 16 - April 1: Grant Allocation Committee judge the project proposal• Apr 2 - 15: grant agreement and budget transferring.	 <p>Center for Community Development</p>

NPO Resources

What nonprofits can learn from (yes) large corporations

<http://richardmale.com/>

It's all the rage these days to blame behemoth businesses for all that we're struggling with economically, socially, even culturally. In this age of Occupy-this and "buy local," along with scandalous reports of poor working conditions of American manufacturing interests overseas, it's tempting to disengage from the biggest players in the marketplace altogether.

But the fact is, global business and megacorporations aren't going anywhere anytime soon. Like it or not, we need them and rely on their products. In the meantime, we started thinking this week about what lessons corporations do offer to small and emerging nonprofits.

Here are a few:

1 - Your brand is essential. Sticking your logo on something isn't exactly 21st-century branding. A brand is a promise of what you stand for and the value you bring. Spend some time with your board and management staff defining your brand personality--an exercise that should drive the way you interact with clients, funders, and the public. What impression do you give to clients or website visitors? While you're at it, polish your image--literally and figuratively. Step up your dress code and organize your offices so that you look like *a well-managed, efficient organization worthy of funding and community confidence.*

2 - Reward your leaders. Your top talent deserves a decent salary. Not obscene millions, but a respectable compensation package. It's time for our sector to stop acting like impecunious martyrs and act like *the strategic leaders that we are--well educated, focused, and effective.*

3 - Measure with data. If you are resisting deep evaluation of your impact, with excuses about why you can't, get over it. Your credibility, not to mention future funding, is at stake. We're not suggesting that you define success purely with dollars, of course. *Your challenge is to define the zone between "the bottom line" and "true and lasting good," and make strategic decisions accordingly.*

4 - Keep an eye on your competition. Don't kid yourself that you haven't got different kinds of competitors--for dollars, for attention, for volunteers, for staff. It's not something that nonprofit career folk like to talk about or think about, but the fact is, *you should be aware of what's out there and where you fit within your industry.*

5 - Build and maintain strategic plans and succession plans. Chugging along without them is virtually guaranteed to keep you on the tactical, ready-fire-aim, hand to mouth level. *No self-respecting corporation would ever take such a risk.* Set monthly, quarterly, and annual goals. Consider your readiness for unexpected shifts and setbacks.

6 - Invest in technology. Second-hand equipment is worth every dime you save . . . NOT. Your work is essential, your database is critical, and your people invest great time and talent. *Why are you still pinching pennies on hardware, software and other tools?*

7 - Build teams consciously. Nonprofits tend to believe that people united by a common goal--your mission--is enough to foster high performance, interdependence, and trust. *It probably isn't.* Corporations focus more tangibly on building teams and nurturing leaders. Convene focused team meetings based on projects and timelines instead of just "all staff."

8 - Invest real dollars and people in social media. It's a tool and takes money and strategy, *not just a few random clicks here and there.* The more you use new media, the more you'll appreciate its value and understand the investment.

9 - Treat your stakeholders like stockholders. Nonprofits are not particularly skilled at telling their stories and marketing their value. We tend to assume that the world understands what we're doing and our impact. *Report to your donors. Make sure your funders get excellent measurement.* Take more initiative to pitch stories to the media.

10 - Join the dialogue on issues that you care about. We understand that there are limits to the resources that you can direct to lobbying and advocacy toward framing public policy, but to skip playing in that arena altogether means you cannot effect true change. *Nonprofits bring a unique point of view as well as real-life perspective and heart.*

NPO Networking



Better Work Vietnam: Garment Workers Fun Run for Safety – Sunday 22st April 2012

In honor of the International Labour Organisation's World Day for Safety and Health at Work, Better Work Vietnam will organize its third *Safety Fun Run* for workers from apparel factories on the morning of April 22nd 2012.

Last Year over 3,000 garment workers from Ho Chi Minh City and surrounding provinces participated in this event. This year we expect around 3,500 workers, 85% of whom are young women and almost all of whom are migrants from rural areas of Vietnam. Representatives from government, trade union, employers and international buyers will also attend the event.

This year, for the first time, we are inviting local non-profit organisations such as yours to participate in the mornings activities (from 6.30 – 10.30am). We will have tables/booths available from which you could share information, provide services to workers and publicise the work of your organisation. The kinds of services and information we hope to offer to workers on the day are likely to include, but are not be limited to: breastfeeding advice, HIV testing or information, life skills, literacy, basic finance skills, advice for migrant workers, addiction counselling, children's issues, general health information, and other.

If you are interested in participating in the event and would like more information, please send a short note with information about your organization and what you would propose to offer at the event to: **Ms. Nguyen Thi Hoa Binh**, Training & Communications Coordinator, Better Work Vietnam, Mobile: 0903222838, Email: binh@betterwork.org

We look forward to your participation in what promises to be a fun and worthwhile event.

Better Work Vietnam is part of the Better Work global program, a unique partnership between the International Labour Organization (ILO) and the International Finance Corporation (IFC). Better Work Vietnam seeks to improve working conditions and promote competitiveness in Vietnamese apparel industry. It does so through promoting integrated and preventative approaches in apparel factories through activities including assessments, advisory, training, communications and events such as this. To learn more about Better Work Vietnam, visit www.betterwork.org/vietnam.

The Opening of TUONG LAI Center for Health Education and Community Development (TUONG LAI CENTRE)

Time: 17h30 – 21h00 Friday, 09th March 2012

Venue: Forever Restaurant, 60-60B Nguyen Thong Str., Ward 9, District 3, HCMC

Tuong Lai Centre for Health Education and Community Development (aka Tuong Lai Centre) is a non-profit, non-governmental organization under Vietnam Union of Science and Technology Associations (VUSTA).

With a wish to create a dynamic environment to provide and develop social work services professionally, scientists with the same ambition have gathered and attracted their colleagues to establish a professional social organization for social workers

Established and operated from July 2011, Tuong Lai Centre is a place where senior executives, social workers, doctors, businessmen and volunteers who share a concern regarding social problems gather together. Tuong Lai Centre's activities are: Consulting-training service, program-project implementation and organizing events, specialised workshops-conferences.

- Consulting-training service: receive and carry out research, project assesment, organize trainings, coach social work, develop community, management skill, children's rights, living skills...upon request. We have an experienced team including those who have been working for Vietnam's and interational NPOs providing this service.
- Program-project: cooperate with domestic and international organizations, businesses to implement projects for vulnerable people in society, such as children/adolescents, women and the elderly.
- Organize workshops – conferences specialized in education, individual development and highlighted social problems which are currently attracting public opinion.

For information regarding services as: consulting-training, program-project implementation and organizing specialized workshop-conference, please contact us at:

Mr. Tran Minh Hai – Tuong Lai Centre

Address: 413 Hai Ba Trung Str., Ward 8, District 3, HCMC

Tel: (08) 38203961 – 0989393246

E-mail: haitran@tuonglaicentre.org

Website: www.tuonglaicentre.org

The Impact Ventures Accelerator Program

In line with LGT Venture Philanthropy's ongoing commitment to support [organizations](#) with outstanding social or environmental impact, we are pleased to launch the **Impact Ventures Accelerator Program**, or **iVAP**, for Southeast Asia.

The **Impact Ventures Accelerator Program** (www.lgtvp.com/ivap) is an 8-24 month program for entrepreneurs in Southeast Asia seeking to take their organizations to the next level of growth and impact. The IVAP provides hands-on business consulting and customized financial support to outstanding, early-stage social ventures with a high potential for scale and positive impact. This program is being run in proud partnership with ChangeFusion (Thailand), CSIP (Vietnam), GEPI (Indonesia) and xchange (Philippines).

iVAP 2012 is now open to organizations operating in Thailand, Vietnam, Indonesia and the Philippines. Application forms can be downloaded from www.lgtvp.com/ivap/apply. **Deadline for applications is March 5th, 2012.**

The attached document contains information that can be distributed to your contacts. **Thank you very much for your support in forwarding this message to people / organizations who might be interested in applying.** For more information, please email Joan Yao at ivap@lgtvp.com.

About LGT Venture Philanthropy

LGT Venture Philanthropy (www.lgtvp.com) is an impact investor supporting organizations with outstanding social and environmental impact. We support these organizations with financial capital, management know-how and relevant networks. Our team in five continents strives to increase the sustainable quality of life of less advantaged people by inspiring clients for active philanthropy, providing individualized philanthropic advice and investment implementation.

LGT Venture Philanthropy provides three kinds of capital to [supported organizations](#):

- Financial capital in the form of equity, debt or grants
- Intellectual capital through close mentoring and the iCats Program
- Social capital by giving organizations access to relevant networks

In addition to its core competence of investing, LGT Venture Philanthropy offers its global team and field experience to professionally support individuals and institutions in creating positive impact. Depending on their needs, we...

- Source and screen organizations that fit with the philanthropist's goals
- Perform due diligence on potential engagements
- Apply state-of-the-art management practices
- Recommend high-quality organizations to clients
- Mentor and monitor selected organizations and provide detailed reporting

Through various events and an innovative exhibition space called "[House of Philanthropy Solutions](#)" (HoPS), we aim to inspire people to become active philanthropists and facilitates an exchange of ideas between like-minded people.