

ROMME CENTRE

(Resource Mobilisation &
Management Centre)

1. What is ROMME Centre?

ROMME Centre is a private researching, consulting and training firm based in Dar es Salaam. It is not a profit-oriented organisation. It is intended to provide expert and technical services to Non Profit Organisations and other public and private institutions. ROMME Centre focuses on capacity building and skills transfer in the areas of mobilisation and management of resources.

The Centre with a Business Name Certificate No. 132004 issued in 2002 is non-sectarian and non-party-political, and takes no position in public affairs except those concerning the sustainability of Civil Society organisations.

2. Background and Establishment of the Centre

Financial sustainability is probably the biggest challenge that many CSOs face in Eastern and Southern Africa. There is every indication that this will remain the case unless NGOs and their stakeholders begin to define new resource mobilisation strategies and start exploring creative alternatives to traditional sources of funding.

With traditional sources of funding for NGOs becoming ever more scarce and unpredictable, the collapse of the Tanzanian NGO sector is inevitable¹, unless NGOs start to act now. What coping strategies are in place for NGOs in the context of declining donor support? What actions to be implemented if the work of NGOs is to continue into the future? These are some of the questions/issues that need to be addressed immediately.

¹ It is estimated that 75% of the NGOs in the country are externally funded and 68% of their total budgets come from external sources (Mutakyahwa, 2003).

Most NGOs and CSOs acknowledge that they cannot function effectively in the absence of resources. They cannot continue to live with the uncertainty of reduced external funding in the face of increasing demands for NGO services. Declining interest and shifting donor priorities have served to bring home the urgency with which NGO leaders and managers must take up the search for alternative sources of funds. New sources mean dealing with new institutions or developing new interfaces with organisations that had little or no contact with in the past.

This calls for a new mindset and a different set of skills not only for NGOs and CSOs but also for the other stakeholders – the donor community, the state, the corporate sector and the communities. There is a need for multi-stakeholder recognition and acceptance of domestic resource mobilisation as a significant approach to NGO financial sustainability. The problem of NGO sustainability is much talked about; yet NGOs have not put in place frameworks to implement ideas that would help them to achieve some level of independence and self-reliance.

3. The Need for Training and ROMME Centre

The knowledge and skills required for resource mobilisation, fund raising and microfinancing are not readily available but have to be acquired and this calls for training. Capacity building and capacity mobilisation are necessary for sustainable development. Currently, there is no any training institution in Tanzania that is equipped to cater for the training needs of Non-Profit Organisations (NPOs), say on domestic resource mobilisation. The training available for the NGO sector is provided by NGOs that are engaged in other activities. This means that training for the NGO sector is not their speciality. As a matter of fact, they are often called seminars and workshops rather than education and training that has to impart specific knowledge and skills required for carrying out NGO work.

The effectiveness of the above-mentioned programmes has limitations. They are not planned and conducted in a systematic manner. Some programmes aim at a specific field or sub sector. There is lack of links and continuity between programmes and their contents are not deep

enough to impart the needed skills. It is not uncommon to hear that “time was not enough” or “more topics should have been included”. To be able to minimise these weaknesses there is need to have a centre that specialises in resource mobilisation and in fundraising for the whole civil society sector. ROMME Centre was conceived to meet training needs in resource mobilisation and financial management. The Centre strives to contribute to technical and managerial skills transfer for the NGO sector.

4. The Vision and Mission

ROMME Centre envisages a financially sustainable Civil Society (CSO) sector in Eastern and Southern Africa for the improvement of the welfare of citizens.

ROMME Centre exists to contribute to sustainable socio-economic development in Africa by promoting and enhancing local CSO capacity for resource mobilisation initiatives by providing professional and technical expertise through research, training and consultancy. The Centre is committed to facilitating the development of a wide range of technical and managerial skills relating to fundraising, microfinancing and financial management. By strengthening the CSO sector, ROMME Centre is definitely contributing to the people's efforts towards good governance, democracy and poverty reduction.

5. Objectives

ROMME Centre is devoted to research and vocational training purposes of a public nature. The objectives for which the Centre is established are:

- i. To assist CBOs, NGOs and other non-profit organisations (NPOs) to improve their skills in raising and managing resources for their programmes and activities and to make their endeavours more effective;
- ii. To promote and facilitate initiatives towards microfinancing and credit services for the CSO sector.
- iii. To promote, establish and maintain high standards of ethics and practice among persons and organisations engaged in the raising of funds, microfinancing and financial control.

- iv. To educate and inform organisations, associations, other bodies and the public for the purpose of bringing about a better understanding of the fundraising profession and resource mobilization.
- v. To promote, sponsor and encourage research, consultancy, education and training in the field of fundraising, microfinancing and sustainability of civil society organizations.
- vi. To provide and maintain a forum for the exchange of information, opinions and ideas relating to resource mobilisation, microfinancing and financial sustainability of the Tanzanian Civil Society sector.
- vii. To encourage networks and co-operation among NGOs in all matters pertaining to the fundraising by promoting meetings, conferences and conventions of persons or bodies whose deliberations may be of benefit to the profession of fundraising and NGO management.
- viii. To join, affiliate, and otherwise co-operate with institutions, organisations, associations or societies whether incorporated or not having objectives wholly or in part similar to the objectives of ROMME Centre.
- ix. To do all such things that are incidental or conducive to the attaining of the above objectives or any of them.

6. Programmes

The Centre concentrates on three areas regarding resources:

- i. Resource Mobilisation and Fund Raising;
- ii. Microfinancing and Financial Management;
- iii. Monitoring, Performance evaluation and control, Impact assessment of projects.

The main programme activities include:

- i. Training and Facilitation
- ii. Research and Consultancy
- iii. Advocacy and Lobbying the governments, individuals and the corporate sector to contribute to the development of CSOs.
- iv. Support services: Resource Centre (various documents accessible to those in need).

7. Scope of Activities

ROMME offers a range of professional and technical services including:

- i. Fund raising, Micro-financing and Financial Management;
- ii. Human Resource Management & Organisational Development;
- iii. Civic and Legal Rights Education;
- iv. Civil Society and NGO Management;
- v. Performance Evaluation & Impact Assessment;
- vi. Conference and Workshop Facilitation.

8. Experience and Exposure

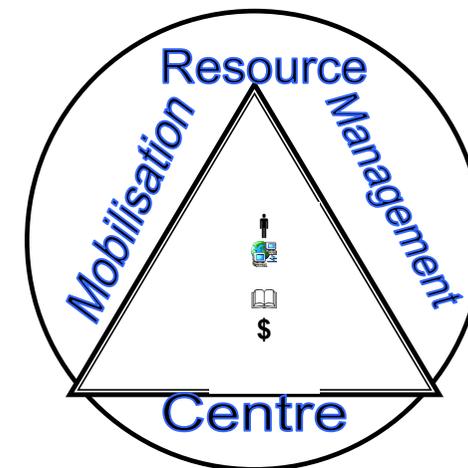
The ROMME Centre core team has over 20 years of extensive operational experience in Tanzania, Kenya, Uganda, Ethiopia, Malawi, Zambia, Zimbabwe, Botswana, Lesotho and Swaziland as well as Western Europe. The focus of the Centre's work will, however, be Sub-Saharan Africa. Operational experience ranges from research, capacity building, management, systems design to the preparation of project proposals and appraisals, implementation and supervision of multi-donor development programmes.

9. The Clients

ROMME Centre has been privileged to serve various organisations. These, among others, include:-CARE Tanzania, Caritas Tanzania, CIDA, DAIPESA/USAID, DANIDA, ECIAfrica Consulting, EDC, ESAURP, ESRF, FCS, ForDIA HakiElimu, INCOMET, Pact Tanzania, Terre des Homes Netherlands, Poverty Africa, REPOA, Resource Alliance, Allavida, RNE, NUFFIC, SATF, SWISSAID Tanzania, SAWA, CEF, SAWATA Karagwe, SDC, SIDA, Stromme Foundation, SWAA-T, Tanzania Culture Trust Fund, TAWLA, TAYOA, TEN/MET, The MNF, The Roman Catholic Church, TRACE, TRCS/IFRC, TWG and UMABU.

For further information, please contact:

Ruta G. Mutakyahwa
Director
P.O. Box 23144,
Dar es Salaam, Tanzania
Tel: +255 22 2774151
Mobile: +255 784 770775
E-mail: romme@uccmail.co.tz



ORGANISATION PROFILE

**Consulting, Researching and
 Training in Resource
 Mobilisation, Project Evaluation
 and Financial Management**

P.O. Box 23144
Dar es Salaam, Tanzania
Tel: +255 22 2774151
+255 784 770775

E-Mail: romme@uccmail.co.tz

*Location: Sam Nujoma/Lufungira Rd,
 Near: FULL GOSPEL BIBLE FELLOWSHIP*