

Fondations suisses Tour d'horizon

SwissFoundations

Katja Schönenberger
CEO

Maison Internationale des Associations
Genève, 16 avril 2024



FUTURE

PRESENT

PAST



1

**SwissFoundations & an
overview of grant-making
foundations in Switzerland**



2

**Practice, tips & tricks in
dealing with grant-making
foundations**

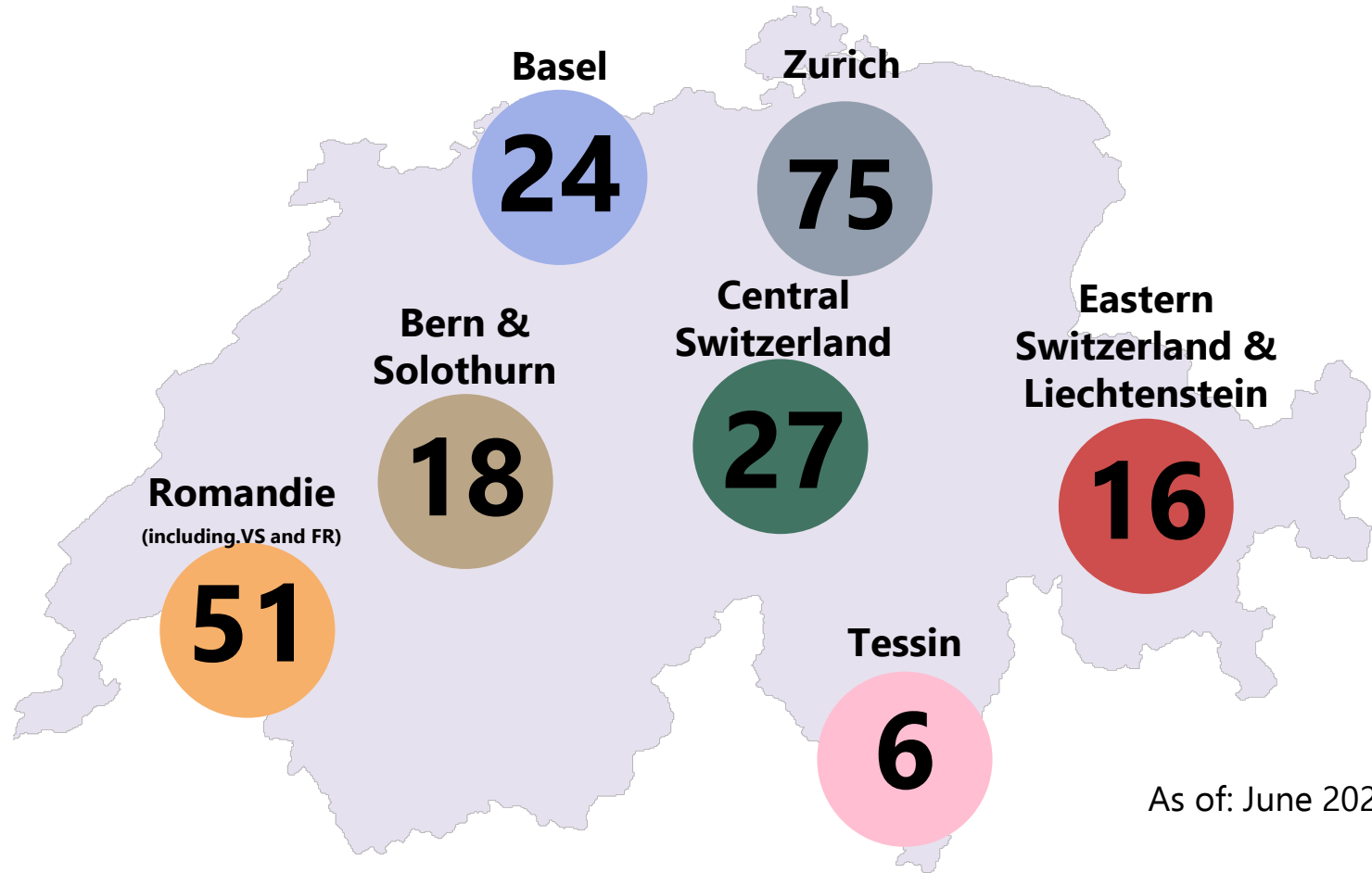
SwissFoundations

The voice of Swiss grant-making foundations

- SwissFoundations was founded in Basel in 2001 as the joint initiative of eleven Swiss grant-making foundations and is today an organisation of grant-making foundations for grant-making foundations.
- Membership is open to grant-making foundations that are based in Switzerland or Liechtenstein, have their own assets and use these or their generated profits for charitable purposes. There are no restrictions regarding areas of support.
- **As of March 2024, 224 grant-making foundations** are members of SwissFoundations.

Our members

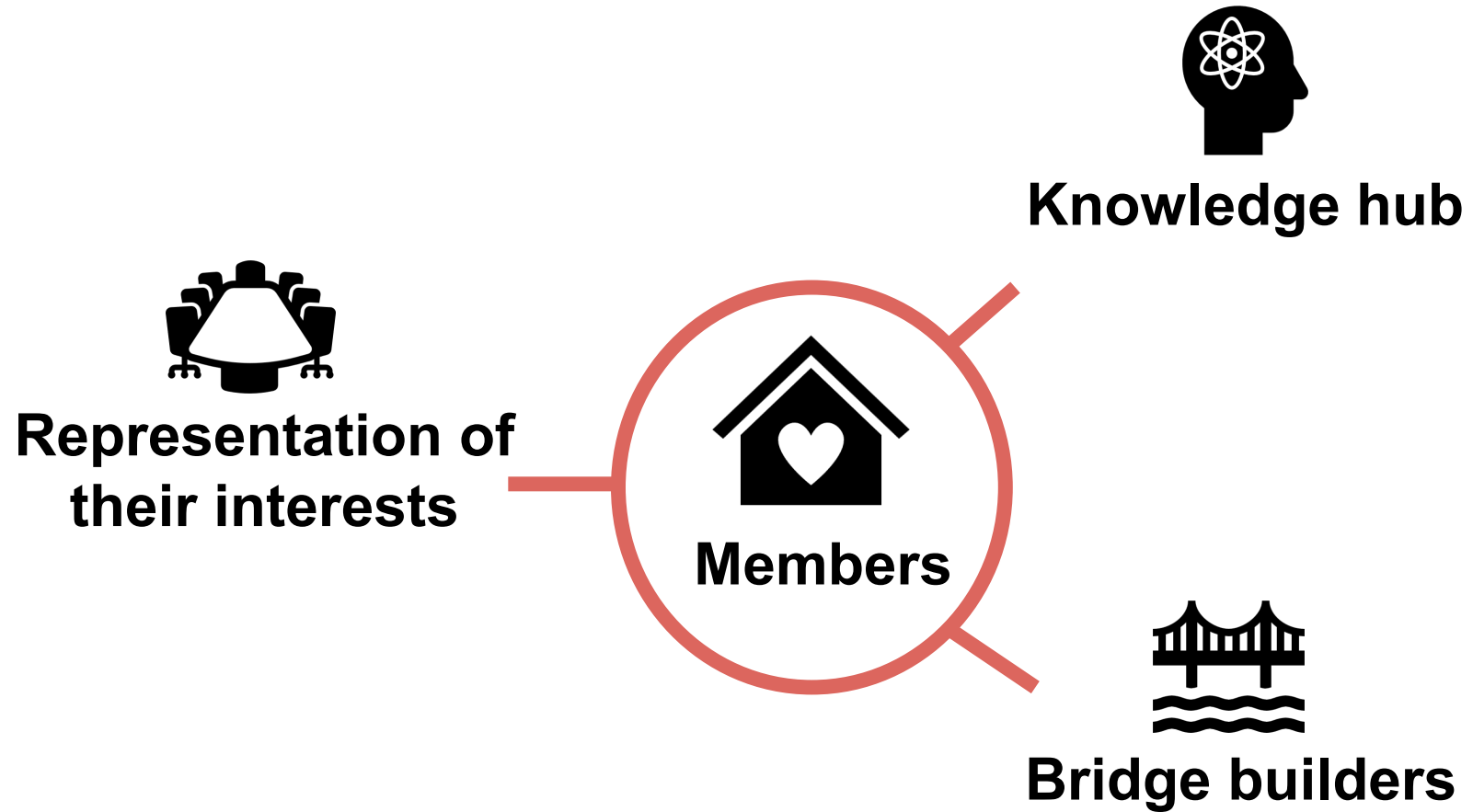
Represented in every region of Switzerland



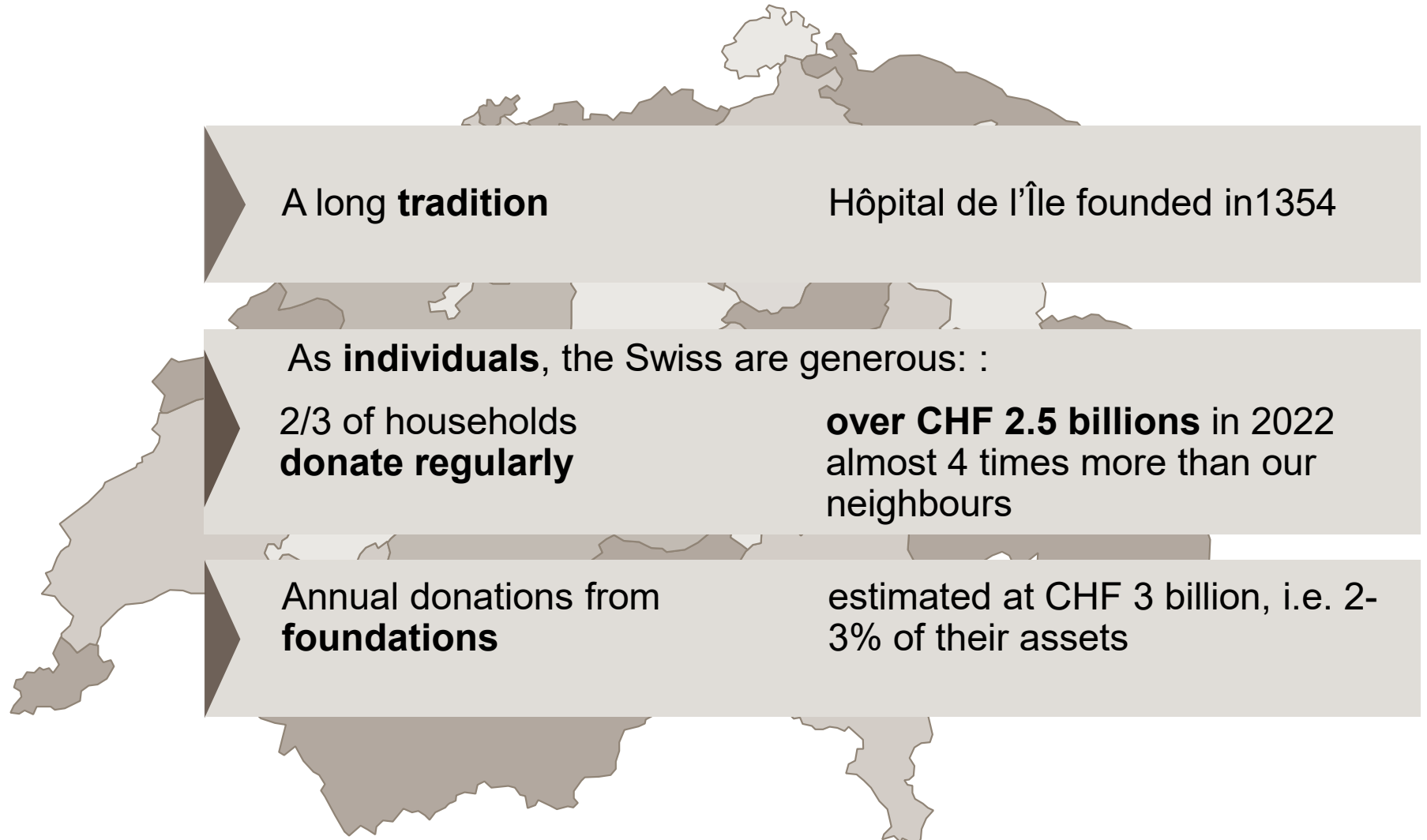
As of: June 2023

Our fields of action

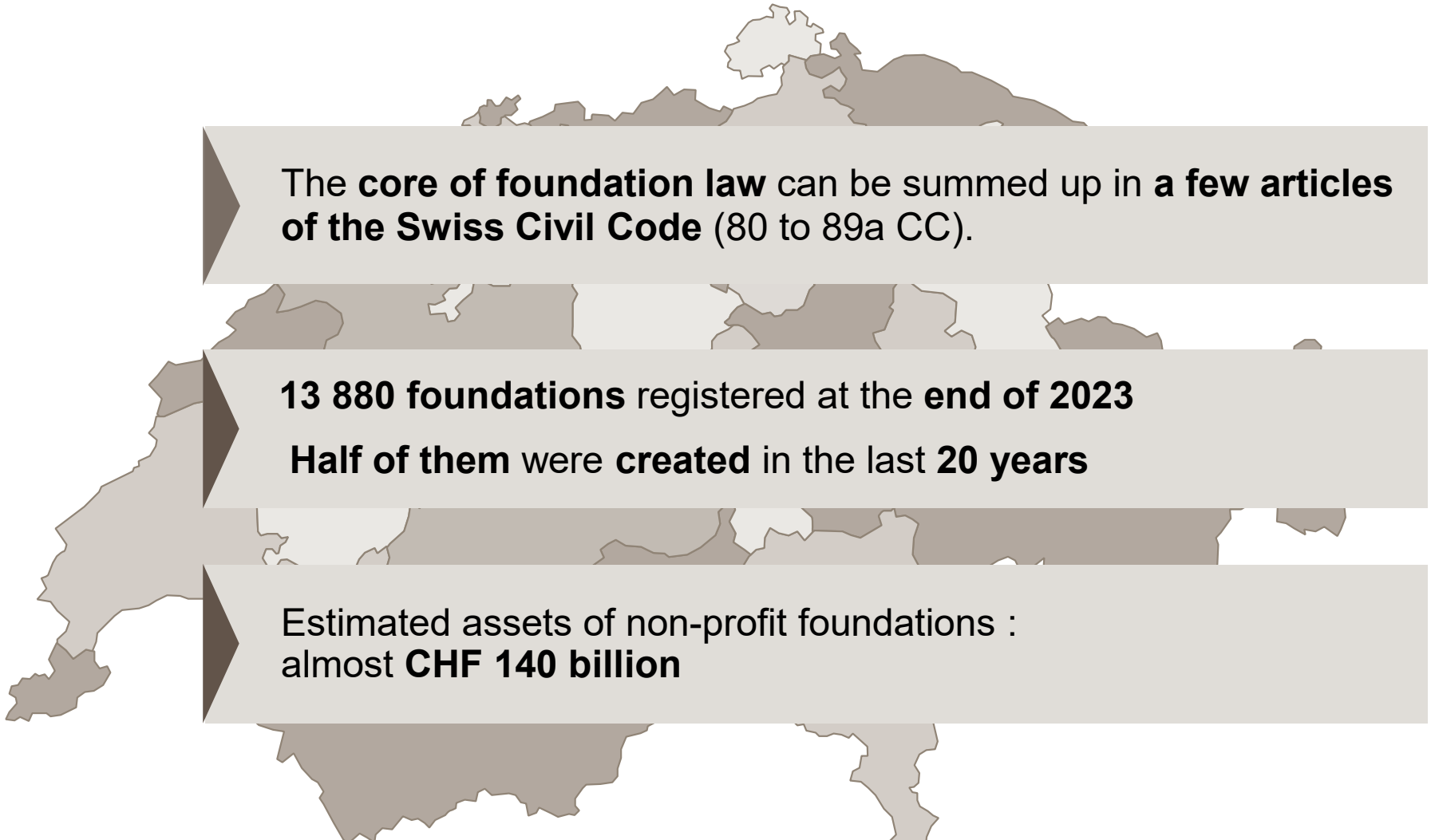
What we offer to our members



Switzerland, a generous nation...



... often seen as a paradise for foundations

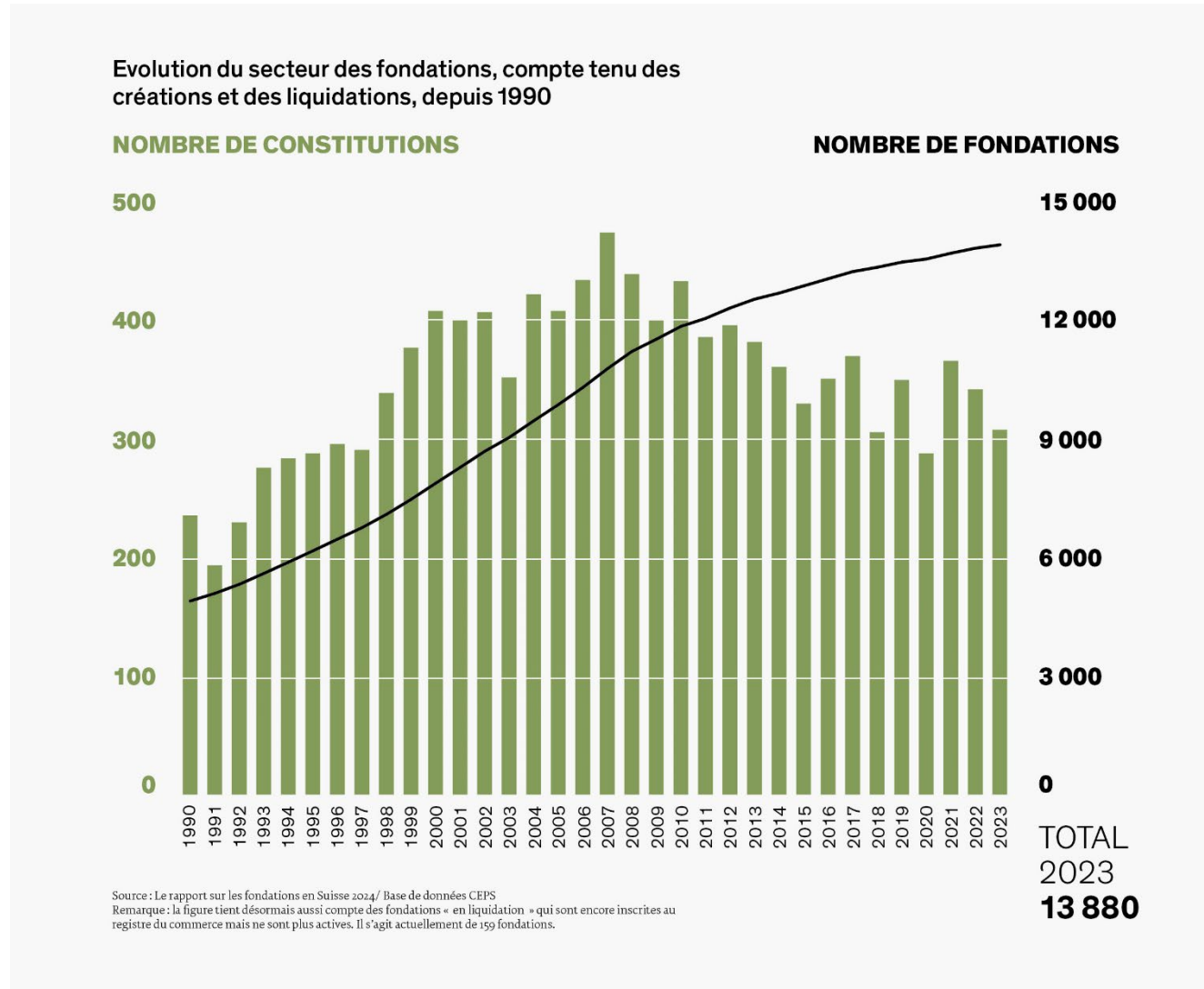


The **core of foundation law** can be summed up in **a few articles of the Swiss Civil Code** (80 to 89a CC).

13 880 foundations registered at the **end of 2023**
Half of them were **created** in the last **20 years**

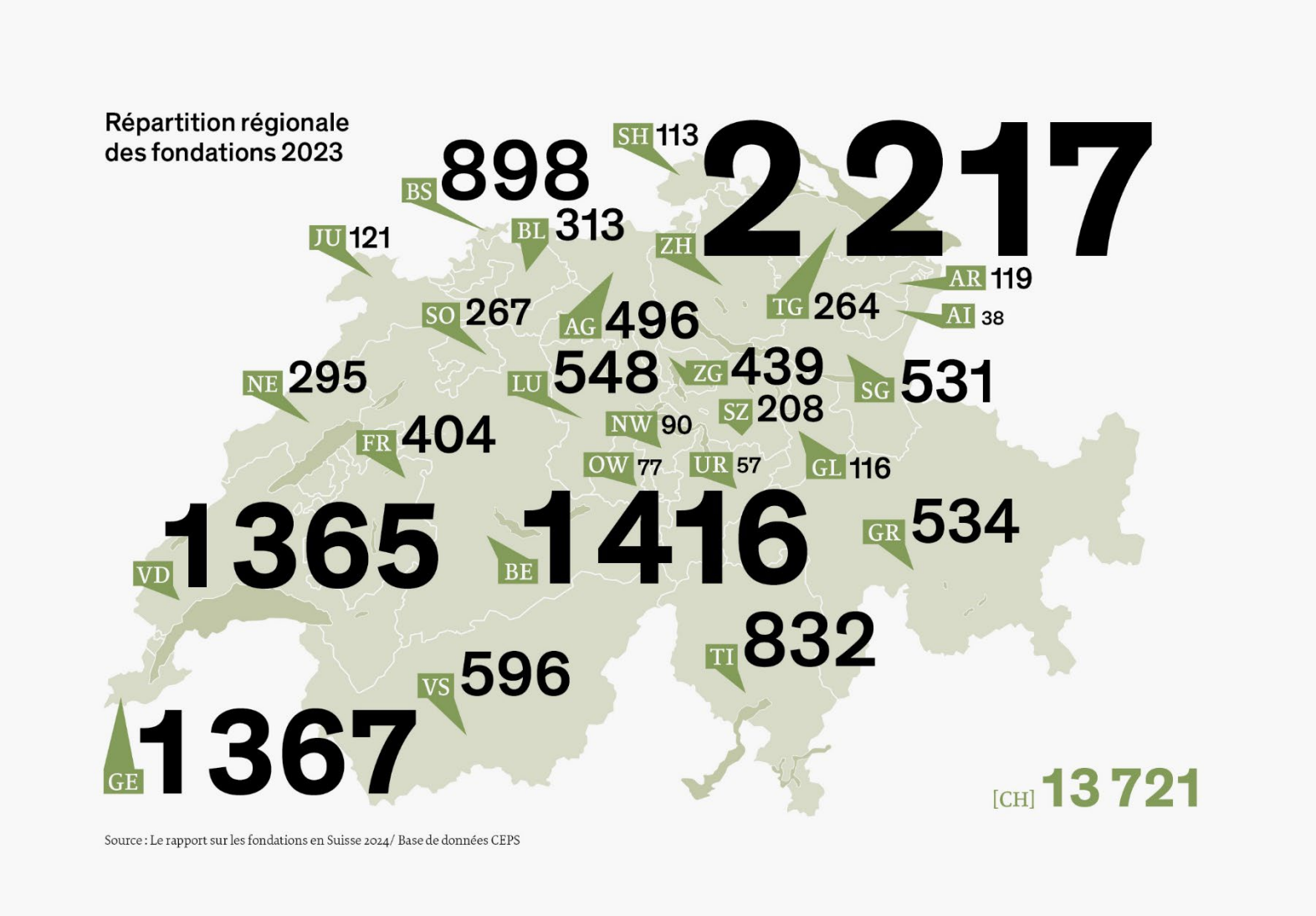
Estimated assets of non-profit foundations :
almost **CHF 140 billion**

The number of foundations has almost tripled since 1990



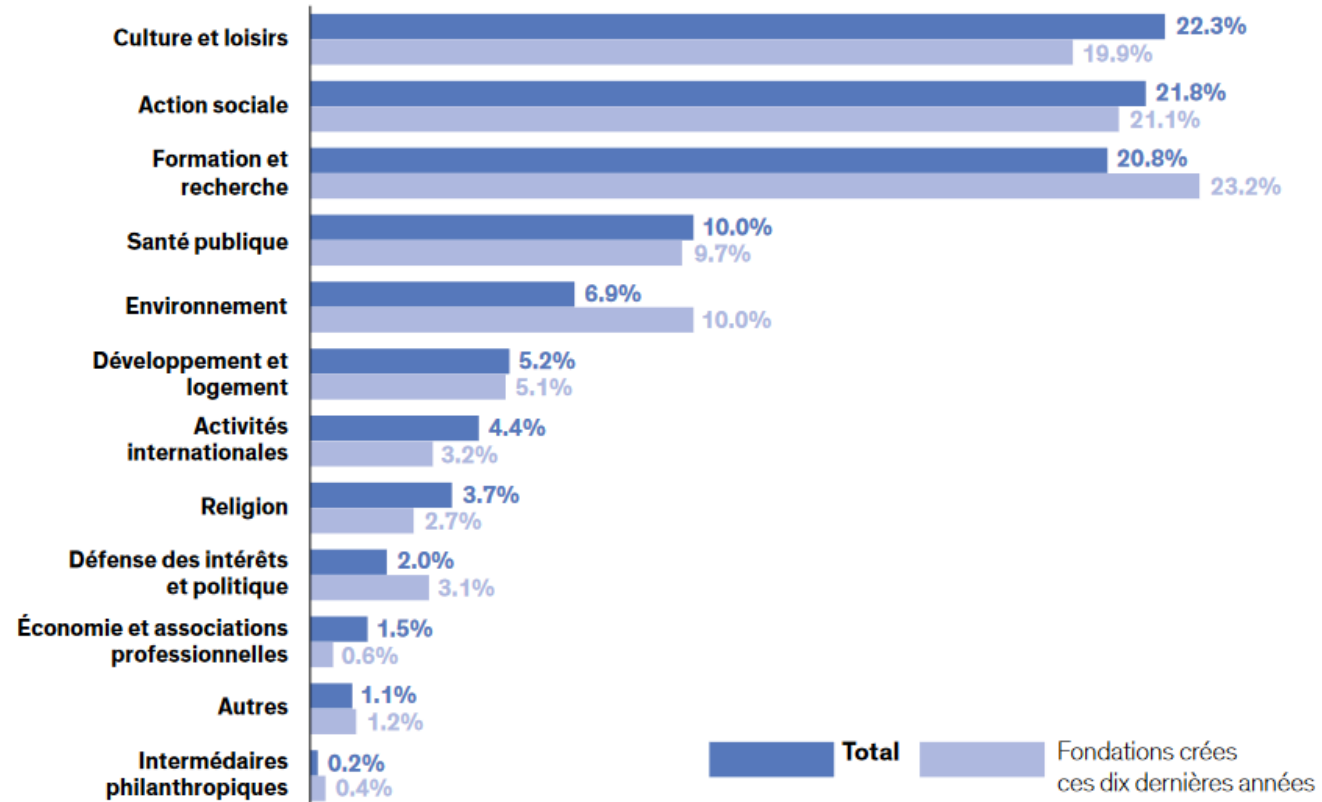
ZH, VD, BE & GE account for half of all foundations

SwissFoundations



The majority of foundations are active in the fields of social welfare, education and culture

Buts des fondations 2022

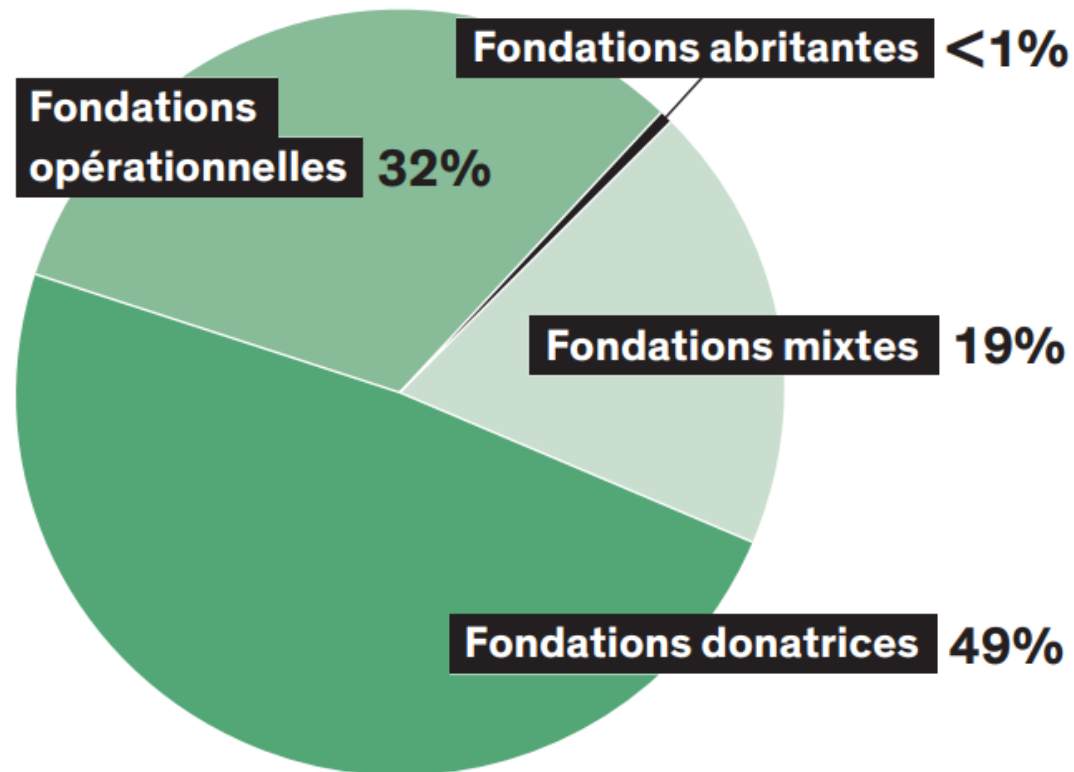


Source : Le rapport sur les fondations en Suisse 2023/ Base de données CEPS
Plusieurs réponses possibles.

An updated version of those numbers will be published in early June, in our Swiss Foundations Report 2024

Grant-making foundations account for half of all foundations

Répartition des fondations d'utilité publique en fonction de la forme



Source: Le rapport sur les fondations en Suisse 2019/ Base de données CEPS



2

**Practice, tips & tricks in
dealing with grant-making
foundations**

Tips & Tricks when dealing with grant-making foundations

What you should always consider

- Clearly defined **foundation purposes**
- A **high match** between your application and the foundation's purpose increases your chances
- **Projects** are more likely to be funded than organisations or operating costs
- Many foundations prefer **long-term** partnerships
- Check the possibility of **inviting foundation members to your project**
- Check whether the foundation **accepts applications at all**

Improving the probability of success

Two important steps

Step 1



Research



Step 2



**Dossier &
Application**



Looking for the best match

Invest as much time in the research as you do in the application

SwissFoundations



StiftungSchweiz



Notre offre

Prix

À propos de nous

Blog



Chercher

Login



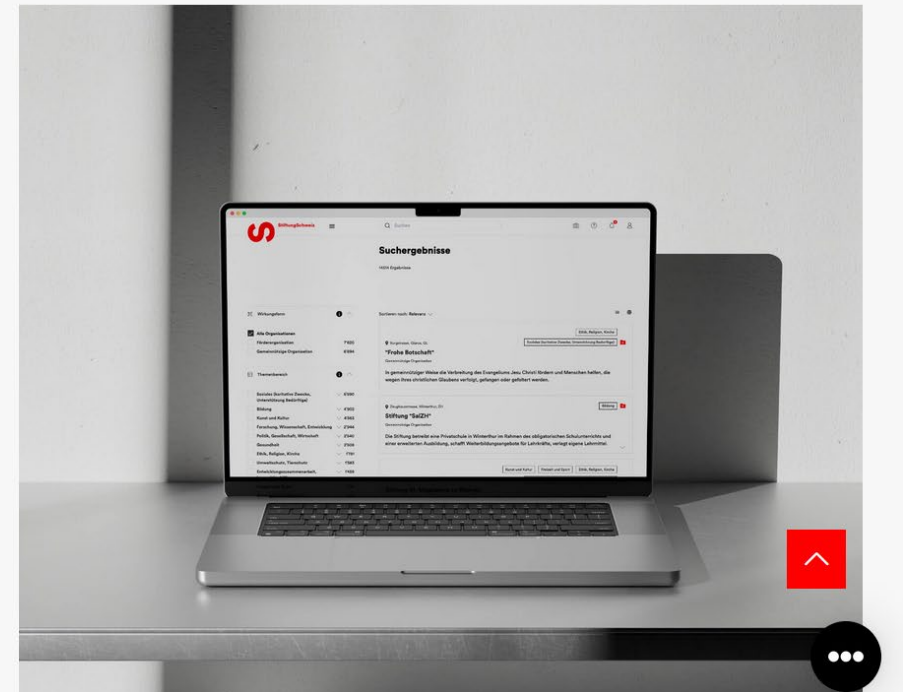
Français

RECHERCHE DE STIFTUNGSCHEWIZ

Recherche simple et complète

La recherche de la StiftungSchweiz le permet : qu'il s'agisse d'une recherche de fondation, d'une recherche d'associations exonérées d'impôts ou d'une simple navigation dans le plus grand répertoire de fondations des organisations suisses. Grâce à des filtres utiles, un algorithme intelligent et une utilisation intuitive, vous atteignez rapidement votre objectif de recherche.

Inscrivez-vous gratuitement dès maintenant





Looking for the best match

And now in more detail



- Find grant-making foundations that match your projects on **stiftungschweiz.ch**
- Then use the **websites of the grant-making foundations** to check if there are eligibility criteria, exclusion criteria, age limits for applicants?
- Study **similarities** between the funding foundation and your projects
- If online research does not bring enough results, **give them a call**
- **Observe submission deadlines**, sometimes funding is only awarded once a year
- Keep your **project schedule flexible**, applications are not answered overnight
- **Keep the project flexible** in case the funder wants to exert influence



Looking for the best match

What to avoid



- **Requests sent randomly** only cost postage and are a waste of time
- **Impersonal standard applications** are often rejected or not answered
- Projects that have already started are less likely to be funded



The dossier

Basics



- **Please note the information provided by funding foundations on what is expected for the dossier** - content, digital/analogue?
- Good **structure, guidance in the document**, table of contents, management summary
- **Comprehensibility**, have texts tested for comprehensibility by non-experts

The dossier

Elements of the dossier: The introductory letter



- **Short.** Max. 1 A4 page with the key arguments
- **Personalised and tailored.** Address the funding foundation, write personally.
- **Align it with the foundation's funding strategy**

The dossier

Elements of the dossier : Organisation & Project



- **Biography of the applicant, statutes of the organisation**
- Why are you or your organisation **eligible for funding**, qualifications, expert opinions, evaluations
- **Locate project** in the organisation's field of activity
- **Describe the project in detail and enthusiastically**, but get to the point
- **Describe** where and how the project and the funding organisation **do match**
- **Target audience, objectives, intended impact, innovative aspects**
- **Use AI...**



The dossier

Elements of the dossier: Financials



- **Be precise**
- Provide an accurate cost estimate as an **overview**
- **Last annual report, last annual balance sheet** to show financial needs
- **Income** - what exactly is it made up of
- **Expenses** - infrastructure? Personnel? Materials? Rent? Public relations? Advertising? Project evaluation?
- Other **requested support from funding organisations, existing commitments**



KEY TAKEAWAYS

- Invest in the **research**
- **Customise** your applications
- Invest in the **relationship with a funding foundation** that supports you
- Use **modern tools**

Quelques liens utiles

Trouver une fondation:

<https://www.swissfoundations.ch/fr/secteur/trouver-fondation/>

<https://www.swissfoundations.ch/fr/a-propos/nos-membres/>

<https://stiftungschweiz.ch/>

<https://www.fundraiso.ch/fr/>

Rapport sur les fondations en Suisse et rapport Benchmark:

[Faits & chiffres – SwissFoundations](#)

[Rapport Benchmark 2023 – SwissFoundations](#)

Grantee review report (bilingue allemand / français):

[Grantee_Review_Report_2019.pdf \(unibas.ch\)](#)

Etude Funding organisational development (en anglais):

[Funding-Organisational-Development.pdf \(swissfoundations.ch\)](#)

Cours proposés par le Centre en philanthropie de l'UNIGE:

[Academic courses 2023-2024 \(unige.ch\)](#)

Cours proposé par la HEG:

[CAS Recherche de fonds | HEG - Genève \(hesge.ch\)](#)

**MERCI POUR
VOTRE ATTENTION!**

SwissFoundations