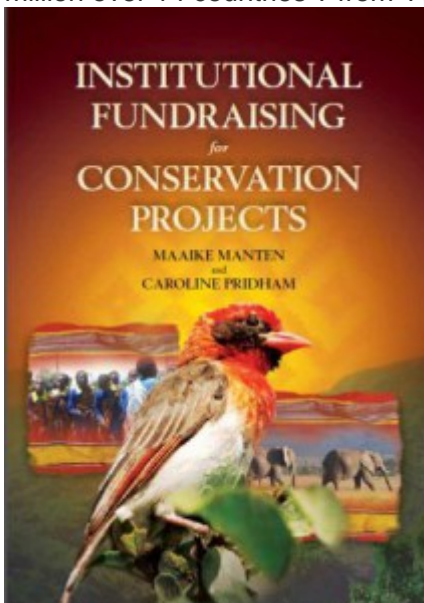


Title



Workshop participants get to grips with the geography of the hotspot © Deborah Rainey/ CI

An inception workshop recently brought together the members of the Eastern Afrotropical Hotspot Regional Implementation Team (RIT), and representatives of the Critical Ecosystem Partnership Fund (CEPF) Secretariat. During the meeting, the participants developed a strategic plan for CEPF's 5-year investment in the hotspot, aimed at strengthening civil society's role in conservation through small and large grants to organisations addressing key conservation gaps in the region. The gathering was jointly hosted by all three RIT organisations: BirdLife International (through the BirdLife Africa Partnership Secretariat, the Middle East Division, and the office in Cambridge, UK); IUCN (represented by the Eastern and Southern Africa Regional Office in Nairobi, and the Maputo office in Mozambique), and the Ethiopian Wildlife and Natural History Society (EWNHS, BirdLife in Ethiopia). CEPF, a conservation grant-making organisation, facilitated the proceedings, and shared their expertise in managing an investment of such great scale and scope: the Afrotropical investment totals USD 8.3 million over 14 countries ? from Yemen to Zimbabwe.



The fundraising book contributes to the BirdLife Local Empowerment Programme and the Capacity Development Programme

The RIT was trained in operational procedures for administering the grants programmes, through which support to civil society will be given. The participants, who had travelled from all corners of the hotspot, shared their diverse experience to develop plans for the strategic, programmatic and practical implementation of the investment, throughout its lifetime. The event culminated in a cocktail reception at BirdLife's new offices in Westlands, Nairobi, welcoming members of the wider conservation community. During this reception, in the presence of five senior CEPF staff, the second edition of the book ?Institutional Fundraising for Conservation

Projects? was launched. Written by BirdLife?s Maaïke Manten and Caroline Pridham, and funded by CEPF and the Conservation Leadership Programme, this book provides step-by-step guidance through the fundraising process: from project design through to proposal writing, donor relations and fundraising strategies and plans. CEPF is a joint initiative of l?Agence Française de Développement (AFD), Conservation International, the Global Environment Facility (GEF), the Government of Japan, the John D. and Catherine T. MacArthur Foundation and the World Bank. The Conservation Leadership Programme is a partnership of four conservation organisations and BP plc, working to promote the development of future biodiversity conservation leaders by providing a range of awards, training and mentoring support via an active international network of practitioners. Follow the work of the Eastern Afromontane RIT on [Facebook](#) and [Twitter](#).