

WE ARE ON THE ROAD

By Amrit Toppo, SJ
Province Development Office
Madhya Pradesh Province
(Flagship project of the South Asian Assistancy)



Yes, “we are on the road” said Fr. Jorge Serrano, SJ, the ATDR, after realizing the good progress the South Asian Assistancy Development Offices have made in every province. The flagship project in Madhya Pradesh Province has made a very good start with the approval and full cooperation of Fr. Provincial Boniface Panna. Thanks to the two visits of Fr. Jorge to our province which not only clarified the concept of Province Development Office but also kept the province men ablazed with the spirit of support,

cooperation and willingness to be active and creative partners with the Province Development Director. Indeed a very good climate is created in the province by his visits.

I would like to share with you some of the main success stories as well as the challenges we may face in the future.

The whole of province seems to have understood well the role and responsibility of this office well. Fr. Jorge has done a very good job as he could visit practically all the province men during his two visits (19 to 25 June and 14 October to 5 November 2011) and he could speak to them about the mind of the Society of Jesus with regard to this new office. He explained to the Jesuits very well about global scenario, especially the Western economic crisis and the present state of the Society concerning the decreasing number of vocations, the crisis we are the faced with and our mission to the new frontiers. Then he made us aware also of the need of money for our life and mission and stressed on the need of fund raising activity both from local as well as International sources.

He also invited the province men to understand well the function of the Province Development understand well and cooperate with him in this new venture. He emphasized and requested us to have a province apostolic plan and work together towards it. The province has taken his suggestion very seriously and a number of meetings of some selected members of the province were called to deliberations in view of preparing a master plan keeping in mind the priorities of the



province. We hope to finalize this province master plan very soon and start working on it. This province master plan will definitely help us to work together and achieve our plans for the greater glory of God and better service to the people in need.



We have a very good hope of getting much support from the lay partners, families and relatives of the Jesuits and alumni students. This became very clear during our three meetings with two groups of lay representatives and one meeting with our ex students. All these groups expressed their willingness to support the Jesuits not only with finance but also with their expertise and professionalism. We were taken aback with a happy and surprising initiative of a lay catholic group which have supported the parish with big sum of

money in the recent past and now they are determined to collect INR 60,00000 (Euro 100000) for the construction of new and big Church. A school is being extended solely with the contribution of the parents of the students. These are a few concrete examples and we have some more examples of this type where we have many people with good will, the parents and students coming forward to support our mission. We thankfully appreciate their initiatives and send them our prayerful good wishes. This, in fact is one of the most important and encouraging factors in our effort to seek financial support from local sources.



support of the provincial and province men.

We have managed to set up a separate office with the director (alone for the moment) with some basic facilities for the purpose of province development office. This is named as "SAHBHAGITA" in Hindi language which means participation and this name itself invites people to be our partners in our mission. This office was officially inaugurated and blessed jointly by Rt. Rev. Patras Minj SJ and Fr. Boniface Panna, the Provincial on 27 July 2011. Many Jesuits were present for this function. This office is already functioning and getting full



The province of Madhya Pradesh took great pleasure in hosting all the Province Development Directors from all over the Assistency for their annual meet in our Province Curia Bilaspur from 27 to 30 October 2011. There were 16 participants and all had a chance to share about their initiatives, success and struggles in term of carrying out their responsibility in the province. It was an enriching experience for all of us, especially listening to the PDDs and draw inspiration from each others' struggles and

success. There was a common feeling that all the province development offices are doing well though a few provinces feel that they have still a long way to go.

Recently of course at the advice of Fr. Jorge we have constituted an Advisory Body consisting 7 members including a lay person to advise the province Development director to function better. These bodies met once on 2 November with Fr. Jorge himself and in this meeting all the members were further enlightened about the role of this body.

Challenges to the Province development Director:

1. Serious effort has to be made to get all the members of the province to understand deeply the spirituality of fundraising and get all and very especially the young Jesuits involved in this activity more actively.
2. A reflection has to be made for ensuring the continuity of the province development office in each province and much more in those provinces that are financially very strong and may not feel any need of a separate office for fundraising and other related tasks.
3. We need to create a culture of sharing the successful experiences in resource mobilization and fundraising with other PDD in the Assistency and develop a sense of solidarity among them.
4. We strongly feel a need of promoting among us a sense of proper and timely reporting, accountability and transparency to the donors about resources from the province, local donors and International donors.
5. We feel the urgency of making this office fully functioning using all the modern techniques to prepare donors database, website, brochures and other promotional



literatures. This needs some professional help, finance and personnel. Just one man show cannot bring expected result.

6. We also need to tap the local and international sources and perhaps more in our Indian context we could think of approaching the corporate sectors who are many and financially well off for financial aid to our mission.

Finally I would like to repeat once again that we are on the good road and we are hopeful to succeed well in the future. There is a lot scope and we can really reap much fruit provided we work together with greater commitment, openness, and generosity. The Lord has begun this good work and he will bring it completion in due time. We feel assured that this Development office will contribute much to the life and mission of the Society of Jesus.

IT'S HAPPENING RIGHT NOW

By Fr Joseph Cassar S.J.
Jesuit Community
St Aloysius College
70, Triq il-Ferrovija l-Qadima
Birkirkara BKR 1610
Malta

“Think big but keep your feet firmly on the ground” said Fr Jorge Serrano (COL), from the General Curia, while he facilitated a two-day seminar in Malta as part of a world tour to set up a development office in Provinces which do not yet have this or similar structures. Twelve Jesuits and lay colleagues representing key apostolic works in Malta took part in Fr Serrano’s seminar held on 27-28 September. A development office is seen as an essential tool in raising vital funds and promoting strong donor-beneficiary relationships to sustain Jesuit apostolic works. After a brief overview of the main apostolic ventures in the Maltese Province, Fr Serrano guided participants into identifying one project that would be the object of a fundraising campaign. They then compiled lists of donor categories and fundraising actions in order to select the most suitable ones for the campaign.

Fr Serrano interspersed the workshop with *Drops of Living Water* – a series of inspiring texts from Sacred Scripture and from Ignatian sources recalling the nexus between the task at hand and the overarching mission. He reminded all that a development office was not just about raising the required funds but also about operating with perspective of the Kingdom. The concluding Eucharist was a shared moment of consolation as well as of gratitude to the Lord for the apostolic work of the Society and for those whose support enables us to fulfil our mission.

Malta, September 27-28 2011

IT IS HAPPENING RIGHT NOW!

By Alfred Micallef SJ



Jesuits are somewhat shy when it comes to ask for money. Yet, money is necessary to run our apostolate. The Maltese Province was chosen to be helped by the Curia in Rome in organizing its Development Office. To this end, Fr. Jorge Serrano, SJ, the Assistant for Development Resources, after having visited the Province some time before and got to know us and our needs, was with us once again to conduct a seminar on fund-raising which he called, “It is Happening right now”. The aim of this seminar was to help the Maltese Province set up its Development Office and get it going.

Fr. Provincial invited representatives from our main apostolates to participate in this seminar. In all there were twelve of us taking part, ten Jesuits, including the Provincial himself, and two of our lay collaborators. The specific aim of the seminar was twofold: to help the Provincial decide on the most urgent and necessary project which needed funding and for the participants to learn how to organize and manage fund-raising.

After having introduced ourselves, each one was invited to think of a project and present it to the rest of the participants as deserving to be aided financially by potential donors. In doing this we also identified the most urgent needs of the Province. Then we proceeded to choose the project which we thought should be given priority by the Development Office.



The next stage saw us working on the presentation of this project to potential donors. This needed a lot of groundwork. First, each of us was asked to identify two strengths and two weaknesses which we thought would make potential donors look at it favourably or adversely.

Then, half of us focussed on two strengths but also identified two threats which could make the project look less attractive while the other half focussed on two weaknesses but also identified two opportunities which the project could elicit. Coming together again we tried to find ways and means by which the weaknesses could be neutralized or even transformed into strengths.

Anyone who has been through the Spiritual Exercises would immediately notice that this method is very similar to the third moment of doing an election. In both instances, through his

method, the one who is doing the exercise is helped at being objective and at considering all the issues even those he would rather not be there. Having a better grasp of the situation would help us to overcome the hurdles and, possibly, even use them as rungs to reach our aim.

In the next session we drew up two lists: the first consisting of potential donors; the second of types of ways and means that could be used to raise money. In drawing these two lists we were not yet focussing on our particular project but remained on the general level. One again we split up into two groups, one group short-listing the five most likely donors for our particular project and the other short-listing the five ways which they thought would be more appropriate in the circumstances of this project.



On the second day of the seminar, the presenter was invited to give us a more detailed picture of the situation he was working in and for which he needed the funds. The aim of this was that the rest of us could help him draw a strategy. He also gave us a break down of the budget that he had drawn. The group reacted to this budget asking for clarifications and suggesting a few changes.

At this point we found ourselves in a quandary because we were told that there had already been a donor for this project and that the project was presented simply as an exercise for the seminar. Our discussion was a great learning experience but we were wondering whether we should tackle a different proposal. A discussion ensued and finally we decided to modify the original proposal but stick to it.

Once this decision had been taken we proceeded to organize the strategy of the campaign. Fr. Jorge re-organized the lists of donors that we had come up with the day before under three titles: private corporate donors, private individual donors, and governmental. The different campaigns were also subdivided under three titles: once only, recurrent, and occasional.

He presented these lists to us and explained to us the rationale for these divisions, namely that the setting up of the strategy depends on the amount of money needed, the type of donor that is being approached and the type of campaign that will be used. We began by making a general structure which consisted mainly in a list of things that should be done, of persons whose help was required, and resources to be used. The owner of this project had to concretize each of these items and continue to build the strategy.



The last part of the seminar was dedicated to a short discussion on the setting up of a Development Office in Malta. Most people seemed to favour the setting up of such an office. It was still not decided whether this office should be part-time or full time or whether it could be

combined with the Communication Office.

Fr. Jorge managed to make us work very hard and intensely – looking at the timetable with only a ten-minute break for coffee and beginning only fifteen minutes after lunch was quite scary! – But enjoying every minute of the seminar. We had time for discussion and for bringing up concrete difficulties and discover new ways of dealing with them. Although it was long, it was not slow and since we were not just listening but also doing and producing we did not even get tired. His jovial style and his illustrations with various resources – not least some souvenirs which he had bought at Valletta the day before – further contributed to make this seminar not only a great learning experience but also a very enjoyable one.

Mosta, Malta, September 28th 2011

STRIDES IN EASTERN AFRICA

By Paul Kalenzi, SJ, Director of Development (AOR)

It was on 6th May 2011 that was announced the Eastern Africa Province (AOR) as the flagship project province for Africa and Madagascar. Fr. Jorge Serrano followed up the announcement with an initial, brief visit to AOR in July 2011, and then a 4-week stay in November-December 2011.



During his second visit were developed three activities:

1. Evaluating the performance of the Development Office during 2011 and planning for 2012.
2. Giving a brief seminar to a team of volunteers on how to run a raffle campaign
3. Making a presentation during a workshop for Jesuit project directors

With regard to the first activity, the AOR Development Office had prepared a 5-year Strategic Plan and the evaluation was based on this plan. The Strategic Plan sets three goals:

1. To attract international funding for the Province's needs (for projects, and for the training and care of Jesuits)
2. To increase community awareness of the Jesuits and our works in the five countries of the Province

3. To attract local funding for the Province's needs (for projects, and for the training and care of Jesuits)

The AOR Development Office appraised the achievements of 2011, but just as important, noted shortcomings with a view to learning from them. The exercise was especially useful given that the AOR Development Office has only been in existence for one year and continues to labour under significant challenges. The exercise demonstrated that the Development Office has made small but important strides in the right direction. At the end of his visit, Fr. Jorge sent the Development Office a set of recommendations, and so, evidently, there is still much more to be done.

The primary local fundraising activity for the AOR Development Office in 2011 was a raffle held in three countries of the province during May-June 2011. The raffle raised a modest amount of money, but more importantly, it helped raise community awareness of the Jesuits and add to the number of friends of Jesuits in these three countries. Fr. Jorge led a team of volunteers in appraising the 2011 raffle and planning for a similar campaign in 2012.



The AOR Development Office had organized a workshop for Project Directors to coincide with the visit of the Assistant of the Treasurer. While the workshop was conducted by a local training organization, Fr. Jorge was invited to review sample project proposals and to make a presentation on report writing. The rest of the workshop covered the topics: Introduction to Project Cycle

Management; Proposal Writing and Report Writing.

After these exertions, Fr. Jorge joined a group of AOR Jesuits and collaborators on a pilgrimage to Malindi. Malindi is a town on the Indian Ocean coast that St. Francis Xavier visited on his journey to India.



The flagship project has proved to be a blessing as AOR commences its development initiatives. It is our hope that the successes and lessons of the AOR Development Office and other flagship offices can be applied elsewhere in the Africa and Madagascar Assistancy and in the universal Society.



Beloved Provincials

Pax Christi.

Receive a warm and affectionate greeting of the participants in 4th Claver Network Meeting celebrated in Lima, Peru. We have gathered eleven Provinces of the CPAL, accompanied by Assistant Treasurer for Development Resources of the General Curia in Rome, a representative of the Xavier Network, companions of Entreculturas.



We thank for of all heart the generous welcome of the Province and Provincial of Peru, especially to the collaborators of the Development and Procurement Office. We are thankful to the Father by this encounter with our brothers and sisters with those who we shared the received duty. The meeting has been a

fire that ignites other fires.

We want to share with you the reflections surroundings to our task.

- Today we want to remember that we, the Development Offices, work for our Provinces in very narrow entailment with the provincial administrations.
- We wished to put our knowledge, abilities and experiences to the service of the planning of our Provinces. This is our way to collaborate to the Common Apostolic Project of Latin America.
- We feel a call to became a reference people and organizations interested in collaborating with the sustainability of the Mission of the Society of Jesus.
- We want, like Development Offices, to receive from our Provincials a clear mission with strategic priorities about our service to works of the Provinces.

Part of the work done in these days was to detect and clarify the challenges in fundraising and consolidation of the Claver Network in the Conference.

- We recognize that our experience in resource management for the projects of our Provinces is good with satisfactory and sufficient results. Nevertheless, the processes of national fundraising continue to be the greater challenge for all Provinces.



- The networking requires a greater effort for us to building and strengthening relationships, common agendas and interprovincial collaboration.
- We request to the assembly of the CPAL to help us to integrate and support with concrete mechanisms the regional priorities (PAC - Common Apostolic Project).
- In our experience we realized that in those places where the Provincial has fundraising leadership, our work is more fluid and fruitful.
- Our collaborators and benefactors reminds constantly to us to improve the transparency and accountability in all our fundraising activities.

Lima, Our Lady of Fatima Parish, July 15th 2011.