

Resilient and Actively Engaged

Annual Plan Partos 2023

Approved by the General Assembly of Members



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Foreword - Resilient and Actively Involved

A crisis offers new opportunities. A winged phrase that can be questioned at the present juncture. The covid and climate crises have not yet led to positive tipping points. The crises are piling up, invariably hitting the most vulnerable groups and regions the hardest. Also in countries that are less visible in the media.

The war in Ukraine acts as an additional catalyst, triggering a whole range of chain reactions. We see suffering and resistance, a boost to the arms race, high energy prices, food shortages, you name it; also in Europe and the Netherlands. With domestic concerns so high in Europe, it is even more challenging for us as development organisations to continue to draw attention to and give to vulnerable groups and areas outside Europe. The necessity and urgency of development cooperation are more significant than ever.

It affects us, Partos and our members in many ways. In numerous countries where our members primarily focus their work, we see a vast deterioration in areas such as poverty, hunger, education, human rights, stability, and biodiversity for the first time in ages across the board. Organisations also feel shocks in operations, such as through significantly higher costs and changes in staffing levels.

However great the impact of the stacked crises, we see impressive resilience. Among our members, but also the groups severely affected. There is always resistance, new ways are found to get back on top (the crises really do offer opportunities), and you always see much nature recovering. Unfortunately, the harsh reality is that people die, and societies and ecosystems are irreparably disrupted. It is an essential fact for development organisations: investing in people's resilience and life-support systems.

The basis of all this is our active engagement. Engaging with those who are left out. Listening to and standing up for those who are gagged. And actively engaging with each other. Under the motto 'Working Together', we learn and innovate together to continuously adapt ourselves to new circumstances and make work more efficient, effective and inclusive. Together, we lobby for robust, well-financed, coherent development policies and active civil society involvement. And together, we look for ways to make the necessity and results of development cooperation more visible and visible.

Partos, with and through its members, will pay much attention to its collective constituency next year. That constituency amounts to some 4.8 million Dutch people. Each of them is experiencing the various crises to a greater or lesser extent. Yet they each support development organisations because they feel involved with people and areas that are less fortunate. Together with our members, we will determine how to maintain and activate this involvement next year. An even broader search question concerns reassessing Partos' future scenario: what will the priorities be, how will Partos operate in the future, and how do we maintain a decisive and financially healthy branch association?



Association-wide activities

1. Recalibration of strategic framework: new future scenario Partos

The current strategic framework (see also annexe 1), developed and deployed from 2014 on, and fleshed out step by step since then, underpins the 2023 annual plan. The external and internal contexts of Partos and its members have changed since then. Therefore, a recalibration of this framework is in order. The review, or update of this strategic framework, is included as an action in the 2023 annual plan. Partos' funding model will also receive due attention in this regard. Innovation, working through members' qualities, and focus will remain guiding principles for the time being. The new director of Partos will further prepare and lead the review. Members will be closely involved in this review, including through a member appreciation survey and co-creative sessions. Other stakeholders, including Partos' partners, the Ministry of Foreign Affairs, researchers and other institutions and individuals active in the field of development cooperation, will also be consulted.

2. Member management

Members are the *raison d' être* of Partos as a branch association. Partos connects, strengthens, represents and renews members based on mutual trust. The branch association is for the members; at the same time, the members constitute the branch association. Good member management is, therefore, a critical success factor for a thriving association.

The goals of member management are:

- 1. Consolidating the number and diversity of members.
- 2. Increase appreciation by members of Partos to an average of 7.5.
- 3. Increasing active member involvement and cooperation. First, this involves increasing the number of members and, within that, the number of staff members who actively contribute to or passively participate in Partos' activities. In addition, we want to increase the range of functions in which Partos reaches member employees: from employees and management to Supervisory Boards. For the latter group, we organised the first activity at the end of 2022 as a meeting on sustainability and integrity, together with the Stichting Intern Toezicht Goede Doelen and Goede Doelen Nederland. In 2023, we hope to continue this.

3. Quality - internal

In addition to numerous activities for members (see under Learning and Innovation), Partos also invests in its own quality. In mid-2023, another external audit for Partos 9001 will take place, with the aim of certification for another three years.



Quality, Learning and Innovation - Partos Innovation Hub

The Partos Innovation Hub strengthens the power of civil society (civic power). The impact that the Partos Innovation Hub aims to achieve is that Partos members and their partners, supported by civic power, experience greater efficiency and effectiveness, can navigate through the future, and are adaptive, resilient and inclusive within an ecosystem that fosters continuous learning and innovation.

Having laid fertile ground for the Innovation Hub in 2021 and launched several learning pathways in 2022, we will invest more deeply in the quality of our learning pathways and work processes in 2023.

Partos aims to achieve impact by working on seven themes within our Theory of Change. In 2023 will focus on the components below. Civic Power will be added as an overarching theme and will be more explicitly described in the seven themes:

- 1. Strategic Partnerships (SP): The Strategic Partnership Lab will also create a working group for learning facilitators from various SP in addition to monthly learning sessions. Also, in collaboration with the Partos PMEL Platform and Partos, we will continue to develop financial working group recommendations to improve the current SP framework and prepare for the new policy framework.
- 2. Data & digitalisation: In addition to organising learning sessions, the digital lab will develop a 'digital maturity tool' that will better support the digitalisation of Partos members. In addition, we will continue to support Partos members on impact (PMEL) through community management through the Partos PME platform. We stimulate inspiration in collaboration with GDN, and knowledge and capacity strengthening through various learning opportunities.
- **3.** New ways of collaboration: The Shift the Power Lab 2.0, consisting of 6 working groups with 150+ participants, will continue developing their respective products to help organisations create more equal partnerships.
- **4. Climate Justice:** A new learning journey in which Partos members will be mobilised together to work collectively on collective impact for climate justice, including developing a shared narrative and setting up a knowledge platform.
- **5. Inclusion:** Besides facilitating learning sessions on programmatic inclusiveness (leave no one behind), Partos will emphasise supporting organisations to become more inclusive through a learning trajectory with 6 concrete modules.
- **6. Quality & Integrity:** Besides continuing to promote Partos 9001, we will develop a benchmark for CSR, do a pilot of learning sessions for supervisors of Partos members, and co-create a learning process for directors of Partos members on leadership. In addition, we will continue our activities on integrity.

7. Inclusive & hope-based communication: In 2023, we want to continue working on practical and concrete tools for organisations to implement inclusive communication principles, including a handbook, 'Inclusive Communication' with glossaries and guidelines.

To better achieve our goals, we also want to invest more in member engagement in 2023 by, among other things, visiting members more often and taking on a more significant ambassadorial role as Partos staff. In addition, we want to sharpen our methods of facilitating learning & innovation. Having developed a guideline for facilitating learning processes in 2022, in 2023, we aim to actively test the steps and methodologies, learn, and thus improve our working processes.



Policy advocacy and advocacy

1. Political support

Goal: To get the 4 core themes of Partos well across the political debate. These themes are <u>Social Midfield/Civic Space</u>, <u>ODA (quantity and quality)</u>, <u>policy coherence for development</u> and <u>climate justice</u>. We do this at the calibrated moments in the budget cycle.

In 2023, the current cabinet will be halfway through its term: Partos organises a midterm review of development policy.

2. Mobilising and increasing support

Goal: increase support for development cooperation. Also, to secure long-term political support for development cooperation. The Partos commitment is currently being determined, possibly resulting in a joint campaign. In doing so, the following starting points have been identified:

- → Partos should focus on connecting and inspiring members in terms of outreach to the public/society.
- → Partos itself could try to gain a clearer voice in the public debate.

3. Importance of civil society

As in previous years, Partos advocates the freedom of action of civil society organisations, both from our constituency and in developing countries. Partos urges the Ministry of Foreign Affairs for flexibility in contracts with CSOs in unforeseen situations such as the corona crisis. In addition, Partos continues to urge the ministry to involve civil society actors in all facets of foreign policy to ensure that developments are truly sustainable and inclusive.

In 2023, preparations will be made to follow up on the Power of Voices partnerships. Goal: to focus with Partos members on the Partos input for the following policy framework and ensure that these are taken on board by the ministry.

4. Policy coherence

We continue to give extra attention to policy coherence for development, where the Sustainable Development Goals serve as a guiding framework. We do this through the Partos lobby and with the Building Change coalition. Partos positions itself in the Netherlands on the SDGs as a critical-constructive, connecting and driving player.

Monitoring the SDG test implementation is one means to achieve the goal (more policy coherence for development). Through a legislative monitor, we keep ministers and MPs informed of upcoming bills requiring the SDG test to be implemented.

5. Funding

Partos has played a supporting role in several aspects of member funding in recent years. For 2023, we foresee an expansion of these activities, primarily focused on funding from the Ministry of Foreign Affairs. This includes reducing the bureaucratic burden of budgeting, reporting and accountability, and increasing and clarifying reimbursements for overhead and risk sharing. Preparations for this were made by the end of 2022.



6. Lobby network & Political monitoring

In 2023, Partos will continue the bimonthly meetings started in 2020 for the lobby network in which knowledge and plans can be exchanged among themselves. In addition, as in 2019, lobby training for members of the Partos lobby network will be organised.

The weekly Partos Political Monitor containing the weekly political overview related to development cooperation and policy coherence, will remain available to all members in 2023. In addition, a monthly lobby network newsletter will be sent out.

7. Europe

In preparation for the European Parliament elections in 2024, work will start in 2023 to put development cooperation and climate justice on the agenda of the various political parties. To this end, cooperation will also be sought with other civil society actors, including the European umbrella organisation CONCORD.

In addition, Partos will focus on the Dutch role in the EU OS debate as well as the Netherlands' role in implementation. That is, investing in contact with DIE/EX and the permanent representation in Brussels. And with CONCORD to fine-tune the agenda.



Communication & imaging

1. Increase political and social commitment to development cooperation.

Partos wants to mobilise as much support as possible in Dutch society for the commitment to development cooperation and a sustainable, fair and inclusive world. In 2022, together with members, lobby and L&I, we started working on an action-oriented plan to keep development cooperation and organisations on the agenda of politicians, the public and the media and make them more visible. Meanwhile, we are building a knowledge file on support and engagement, and organising 'learn & innovate' meetings for the sector. In 2023, we will build on this through 2 lines of activity. On the one hand, we are working on an engaging overarching narrative on development cooperation for the public and politicians. In this way, we want to go public with an excellent collective story. On the other hand, we are committed to a 'learning and innovation' trajectory with knowledge building, lessons learned & best practices with members on strategies for engagement with constituencies. How can organisations best relate to supporters and act together? Together, we work towards a solid positioning of development cooperation.

2. Learning and innovating on Inclusive Communication

In 2022, we started the Community of Practice on inclusive communication. In it, we learn with members and partners about inclusive language & images, inclusive communication processes and content production. There is a lot of demand for this from our members and partner. 2022 was mainly about raising awareness around ethical and inclusive communication, deepening issues and learning on these topics. In 2023, we will develop this further into practical tools for organisations and continue learning and innovating with the Community of Practice. We work on concrete devices for organisations to implement Inclusive Communication in working practice, including the Handbook of Inclusive Communication with glossaries and guidelines.

3. Strengthening association & member communication

As an association, we strive for active participation and involvement of our members. Because together works! The joint commitment to shared goals and tasks means a responsibility for Partos (as a connecting organisation) to inform, mobilise and activate member staff. We do this by organising a reasonable exchange of information and opportunities for interaction in working groups. We also strengthen member engagement through our communication channels and social media. In 2022, we surveyed members to understand the needs around member communication better. In 2023, we will develop these needs into achievable goals. We will review and improve our social media channels, website, and mailings content strategy. In this way, we want to bring more coherence between these lines of communication. Content-wise, we want to accommodate impact stories from our members through member messages and use them in a targeted way in our association communications.



Annual plan Partos 2023- Association-wide activities

Subject	Ambition	Output	Planning (& budget)
Member management	 → Partos positions itself as an active learning and innovation partnership via new future scenarios. → A stable number of members. → By members and external stakeholders broadly valued industry association (7.5). → Active engagement of members across the whole range of organisations. 	 → Recalibrated future scenarios from Partos. → 100+ members. → Consolidation and on priorities improvement of member satisfaction. → Optimal implementation actions annual plan. 	 → Member survey in May '23. → New future scenario presented to ALV in November '23.
Organisation quality	 → Quality organisation. → Resilient, learning and performing well team. 	 → Partos retains Partos 9001 certification. → Regular team development	 → Internal audits May '23 and external Partos 9001 audit in June/July. → At least bi-monthly training sessions.
Financing members	Optimal financing conditions for members.	 → Knowledge sessions. → New agreements on charges, fees and risk sharing with the Ministry of Foreign Affairs (BuZa). 	→ Spring 2023 fully substantiated plea towards BuZa.



Quality, Learning and Innovation-Partos Innovation Hub

Subject	Ambition	Output	Planning
7 themes			
Strategic	→ Members of the 'Strategic Partnerships', use lessons	→ 12 monthly learning sessions organised	Q1/2/3/4
Partnerships	learned as part of joint learning activities to change or		
	adapt their policies or working methods.	→ Active working group of learning facilitators	
	→ The foreign ministry is adopting recommendations for a	→ Effective cooperation with BZ continued	
	more coherent, flexible, and inclusive policy framework.	→ X number of recommendations adopted by BZ	
Data & digitisation	Partos members, their partners and Partos itself are adopting innovative digital solutions, leading to a more inclusive, responsible, and 'smart' use of data and digital technology in their practices.	 → 1 digital maturity tool developed → Training & learning sessions provided on data & digitisation and PMEL → Impact challenge co-organised with GND/CBF 	Q1/2/3/4
New ways of collaboration	Partos members critically examine their relationships with southern partners from a power perspective and take effective measures to address power inequality.	→ 6 products under the Shift the Power Lab developed/implemented	Q1/2/3/4
Climate Justice	We aim to encourage knowledge sharing, learning and cocreation on specific key issues to support member programmes, lobbying & advocacy, and communication activities in pursuing climate justice.	 → Joint narrative developed → Learning trajectory shaped 	Q1/2/3/4



POLICY INFLUENCE & ADVOCACY

Subject	Ambition	Output	Planning
Partos lobbying towards Government and House of Representatives	 Partos' central lobbying themes are emphatically known to the development minister. Lower House spokespersons with the development cooperation portfolio are well informed about Partos' four central lobbying themes: the ODA budget, the importance of civil society, policy coherence for development and climate justice. The development minister is well informed about Partos, the sector and Partos' four central lobbying themes. The application of the SDG test is monitored and critically reviewed. Partos is on top of public and political current affairs, both passively (following policy, incl. reporting in monitor) and actively (influencing daily political reality). 	 Coordinated joint effort by Partos and members towards the House of Representatives, in consultation with the Partos lobby group. Partos, in cooperation with Building Change, organises 1 or more training sessions/meetings on the use of the SDG test; for member organisations and for MPs and staff. Responding to current events (e.g. the budget cycle, but also to unexpected circumstances such as the covid-19 pandemic). Partos is in regular contact with DSO and when necessary, the minister. 	 September: 'Prinsjesdag' response November: budget negotiations Further ongoing
Strengthen Partos lobby network	 Partos facilitates good cooperation with and between members of the Partos lobby network. Knowledge among Partos members on lobbying and policy advocacy increased. Partos members were informed about Partos lobbying activities and about each other's activities. 	 5 or 6 lobby network meetings (lobby cafes). Lobby training to increase knowledge in lobbying and policy advocacy. Monthly mailing to lobby network about Partos' lobbying activities. 	 monthly lobby network meeting lobby training monthly mailing

Subject	Ambition	Output	Planning
Policy coherence for development	 Partos members are actively involved in the field of policy coherence for development and the SDGs. Among others, Partos does this is by contributing to partnership Building Change. The SDG Test was introduced in 2019. This is updated in early 2023. Partos supporters and the Lower House know how this test can be used. The application of the SDG Test is critically monitored. 	 Building Change is coordinated together with Woord & Daad and Foundation Max van der Stoel. We continue to actively involve Partos supporters. Building Change contributes to the Voluntary National Review and SDG reporting, involving Partos member organisations. 'Adopt an SDG' campaign will be evaluated and possibly continued (in modified form). Building Change coordinates input for debates on coherence themes and works with Partos members for this purpose. The new policy coherence action plan will be presented by the end of 2023. Partos will inform members of the new action plan and publish a public response (in Building Change context) if necessary. We collaborate with Learning and Innovation in learning about the coherence themes. Short publications in collaboration with Partos members on selected coherence topics. 	 → Year-round → Meeting to be organised around accountability day (3rd Tuesday, May) → Ongoing: coherence is explicitly included as one of the four lobbying priorities in lobbying letters → May: coordination sectorwide response to cohort report
CONCORD and European development agenda	 Partos and members are well connected to the European development debate and translate it to the Dutch context. In doing so, Partos focuses on the role of the Netherlands in the European OS discourse. The Dutch input within CONCORD is well coordinated 	 Coordinate Dutch input within CONCORD. With the Partos Europe Group, input for the Parliamentary debates before the RBZ/OS Councils are 	 → Prepare AO RBZ/OS, 2-3 times a year. → Knowledge Café Funding: 2-4 times a year. → CONCORD-General Assembly in June.

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	>	Ministry and House of Representatives are			
		aware of CONCORD/Partos input to RBZ/OS			
		councils.			
	\rightarrow	Partos members work with different donors.			
		Partos facilitates exchanges between			
		members about their experiences in this area			
		through knowledge cafes. Partos can bring			
		any bottlenecks to the attention of the			
		relevant donors, whether or not together			
		with			
	>	European and International partners (such as			
		CONCORD and AGNA (Civicus)).			
Political Monitor	\rightarrow	Partos members are aware of the political	\rightarrow	Partos members receive a weekly Monitor, containing	Weekly
		situation regarding development cooperation		political news on development cooperation in the	
		and policy coherence for development and		Lower House.	
		have the necessary (background) information	\rightarrow	In 2022, members' experience with the monitor was	
		to carry out their own (Partos-wide) lobby.		surveyed. In 2023, we will adopt the recommendations	
	\rightarrow	Demonstrable satisfaction among recipients		from this survey and adjust the monitor where	
		Political Monitor.		necessary.	



Communication & imaging

Subject	Ambition	Output	Planning
Increasing political and civil society engagement for development cooperation	 Increasing support and positive charge Development Cooperation among relevant target groups. Longer-term vision and strategy developed for support building with members and partners. 	 An overarching narrative for the sector, fuelled by examples of the impact and results of members' work. Learning together about engagement strategy and constituency activities with members - 4 sessions plus development of knowledge file. Targeted joint actions towards network, press and politicians. 	Project during the year.
Learning together about inclusive and hopeful communication Equipping communication network and members with new expertise and best practices around constructive communication	 Our members' communication professionals know how to use innovative and inclusive forms of communication within their work. The glossary handbook provides insight and guidance to work on inclusive communication within organisations. It also helps within lobbying to bring out a common story. Communication professionals can, within the network, learn and discuss cross-organisational dilemmas and act together in further development of communication work practices. 	 4 broad sessions on inclusive communication. 2 sessions on hope-based communication. Handbook of inclusive communication developed by 1 college tour with Goede Doelen Nederland. Monthly newsletters for communication network with knowledge sharing & information. 	 Quarterly 1 broad session, plus handbook update. College tour 3rd quarter.



Subject	Ambition	Output	Planning
Strengthening association & member	 Through good, engaging member-centric communication, members are informed and actively involved in Partos' priorities. 	→ Content Strategy and Design revamped.	→ 2nd & 3rd quarter
communication	 Members are profiled in various ways in the Partos network and externally whenever possible. The impact 	→ Website updates & forums pilot conducted.	→ 3rd quarter
	stories of members and the importance of development cooperation are paramount in this. We organise 4 high-profile events	→ 4 event highlights/festival.	→ To be determined
	Member engagement has been enhanced by organising	→ Impact series developed and disseminated.	→ Continuous
	good information sharing and opportunities for interaction in working groups, online forums and through mailings and social media.	→ Information provision mailings/website/socials.	→ Continuous
	→ The content strategy and expressions become even more coherent. Our communication is fast, online and focused on our members. We further optimise the working processes around the website, mailings and social media channels, with more space for member messages and impact stories.		



Annex 1 - Strategic framework - goals and value strategies

Connecting for Innovation and Impact

In 2014, through a co-creative process with its members and external parties, Partos developed a future scenario: Connecting for Renewal and Impact. This included choosing three guiding value strategies, innovation, quality and focus. From this scenario, we developed and deployed, among other things, a robust and subsidised learning and innovation programme. Connecting for Renewal and Impact and the three value strategies also worked through in the other core tasks, Communication & Image (including emphasis on constructive and hope-based communication, highlighting innovation and results) and Advocacy & Policy Advocacy (including room for adaptive working and innovation).

Connecting for Renewal and Impact still stands as a motto. Connecting is what Partos does, in addition to strengthening, representing and renewing. Where renewing stands first and foremost for innovation of products, services, approaches, forms of cooperation and ways of seeing. It also includes identifying, understanding and anticipating important challenges for (Dutch) development cooperation.

Step by step, we have been developing the strategic framework in recent years. A final step was the development of the Partos Considerations Framework. This serves to support decisions on and implementation of activities. The current strategic framework is described below.

Overarching goal

Impactful development cooperation for an inclusive, peaceful, just and sustainable society for all.

Mission of Partos

Members connect, represent and empower for impactful development cooperation for an inclusive, peaceful, just and sustainable society for all, with a focus on the poorest and most vulnerable groups and territories worldwide. The Sustainable Development Goals (SDGs) provide the comprehensive and guiding framework for Partos.

Core values Partos

Our overarching purpose reflects the main core values of Partos: inclusive, peaceful, just and sustainable. Although not explicitly named as such, the mission includes an underlying core value: compassion for the poorest and most vulnerable groups and areas worldwide.

Core values Partos team

A few years ago, as a Partos team, we identified four core values: empathy, guts, organisational power and vibrant energy. The internal Code of Conduct on Integrity adds another core value: integrity.



Coherent value strategies

Besides the core values, there is also Partos' added value for members. We have developed three <u>value strategies</u> appropriate to Partos as a branch association, or strategies by which Partos is of value to its members and to (Dutch) development cooperation in general:

I Value through Innovation & Impact

- → Seek and promote new approaches that anticipate external developments, trends, opportunities, and threats.
- Promote innovations and their application and scale-up through inspiring and agendasetting meeting places and publications, innovation labs, challenges, and funding.

II Value through Quality

- → Profiling and leveraging member quality.
- → Partos' efforts and services are primarily aimed at supporting and creating favourable conditions for member organisations.
- → Listening and responding to members' needs and expectations.
- → Content and process are good and fast.

III Value through (strategic) Focus

- → Focus on what we are good at and what individual members are not or less good at.
- > Find relevant topics where we can make the biggest difference and impact.
- Punch above our weight: by mobilising and connecting members to achieve critical mass, acceleration and impact.
- → Working with where the energy is: 'coalitions of the willing' over consensus.

The value strategies mentioned above, Innovation & Impact, Quality and Focus, help us prioritise and flesh out activities and also help indicate what we do not do. To support this, we have developed the <u>Partos Considerations Framework</u> (as included in the 2022 Partos Annual Plan).

7 Partos medium-term goals

Finally, we have set 7 medium-term goals for Partos and its members over the past few years:

- 1. Resilience: Partos and members are effective, innovative, and forward-looking.
- 2. <u>Integrity</u>: Partos and members have a sound integrity policy with an extra focus on sexual misconduct and abuse of power.
- 3. <u>Political punch</u>: Partos works with its members strategically, focused and targeted towards the Lower House, government, and other stakeholders, resulting in coherent, well-funded and impactful development cooperation policies.
- 4. <u>Evidence</u>: Partos and members get convincing evidence and stories of the effectiveness and innovative strength of Dutch development cooperation across government, politics, media and the public.
- 5. Active support: Partos and members achieve active and broad support in Dutch society for development cooperation.



- 6. <u>Civic Space</u>: Partos and members mobilise support among government, politicians, businesses and knowledge and financial institutions to protect space for and input by civil society (civic space) worldwide.
- 7. <u>Connection</u>: Partos and members act as active links in impactful partnerships for inclusive, sustainable development.

The above 7 goals are mainly intended to promote impact by members. In principle, they are each also evaluable, partly quantitatively, and partly qualitatively. Besides the internal evaluation by the team and board, member appreciation surveys also serve for evaluation. The annual plan contains more focused and short-term goals.