



### Alexander Mette

**Host organization:** Educate Girls (India)

**ICats role:** Fundraising Strategist

**ICats duration:** April 2013 – Feb 2014 (full-time)

**Degree:** Bachelor's in International Relations, Beloit College

**Professional experience:** 4 years of professional experience in development, research, policy, and advocacy

## Summary

**Alexander brought his background in development, policy, and communications to help fuel Educate Girls' growth to new regions in India. Working with the Executive Director, Board, and Senior Management, Alexander put in place tools for raising funds and helped the organization tell its story to garner support for their work. They now have a strategy for the year ahead and a 3 year pipeline of \$2 mil.**

### The problem Educate Girls aims to tackle

- 3.7 million girls in India are not in school. In rural areas, 40% drop out by grade 5 and only 1 in 100 reaches class 12. 68% are married before the legal age.
- The Government has made progress in addressing access issues, but there is little demand for girls' education in rural communities and school quality is poor.



### Educate Girls' solution

- A cohort of youth volunteers called "Team Balika" that act as champions of girls' education in their communities
- By mobilizing community members around girls' education issues and training the community to make improvements to schools, Educate Girls has brought 58,000 girls back to school.

*"This Fellowship has given me the chance to work in a dynamic and extremely promising organization. My contribution has made a real difference in their work and a positive impact on the lives of girls in rural India."*

*Alexander*

### Educate Girls' challenges

Educate Girls has an ambitious growth plan and aims to grow from 3 to 15 districts by 2018 but there are limited resources for fundraising and few systems in place.



### Opportunity for an ICats Fellow

With a match funding, a proven model, and an increasingly strong outlook for domestic funding, there is huge potential for enabling new funding, partners, and results for girls.

### Alexander's achievements ...



- Develop Educate Girls' portfolio of funders by cultivating relationships with foundations and individuals and soliciting grants  
-> Diversified three year pipeline of funding totaling approx. \$2 million and several high value relationships
- Spearhead Educate Girls' development strategy including supporting fundraising at the board level, through and Executive Director's office, and with partners and consultants  
-> Effective tools and systems in place for fundraising, reporting, and donor and opportunity management

### Alex's next challenge

Alex aims to work at the intersection of policy and action in order to promote development through governance, accountability, and empowerment

### ...contributing to Educate Girls' impact



- Systems for managing fundraising department and a fundraising strategy for the coming year
- Successful expressions of interest and applications for several high-profile, competitive bids
- Relationships with domestic and international funders with large capacity to support Educate Girls
- Fundraising collaterals that have been successful in international forums and competitions
- Expansion to three new districts planned for 2014

"It has been such a pleasure to work with Alex. He is the BEST team member I have ever worked with and a complete joy to have around. Thank you LGTVP for bringing him to us. We will be extremely sad to see his fellowship end!"  
*Safeena Husain, Founder & Executive Director, Educate Girls, India*