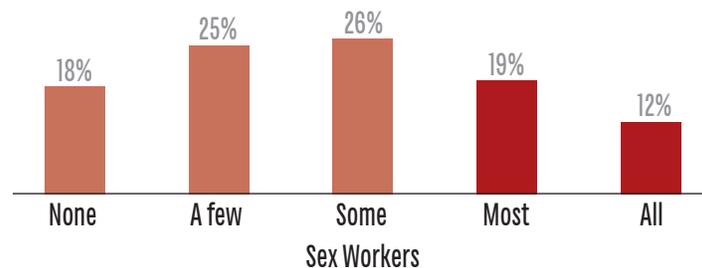


# TRANS\* ORGANIZATIONS, FUNDING AND SEX WORKERS CONSTITUENTS

A global survey of trans\* organizations and funding was conducted in 2013. Ninety-three organizations say most or all of their constituents are sex workers, which is 27 percent of those who took part in the trans\* funding survey. Trans\* organizations who say most or all of their constituents are sex workers were also more likely to say most or all of their constituents were transwomen (73%) compared to organizations with some, a few or no sex worker constituents (73% v. 41%  $p < .001$ ). These organizations were also more likely to say that most or all of their constituents were people living with HIV (54% v. 11%,  $p < .001$ ). This fact sheet details not only their funding situations but also their organizational characteristics, distribution by region, areas of work and areas of growth as well as opportunities for what donors can support.

Organizations that say that their constituents are most or all sex workers have similar budgets to those that do not. Many (43%) have budgets under US\$5,000.

## Trans\* Organizations and Sex Worker Constituents

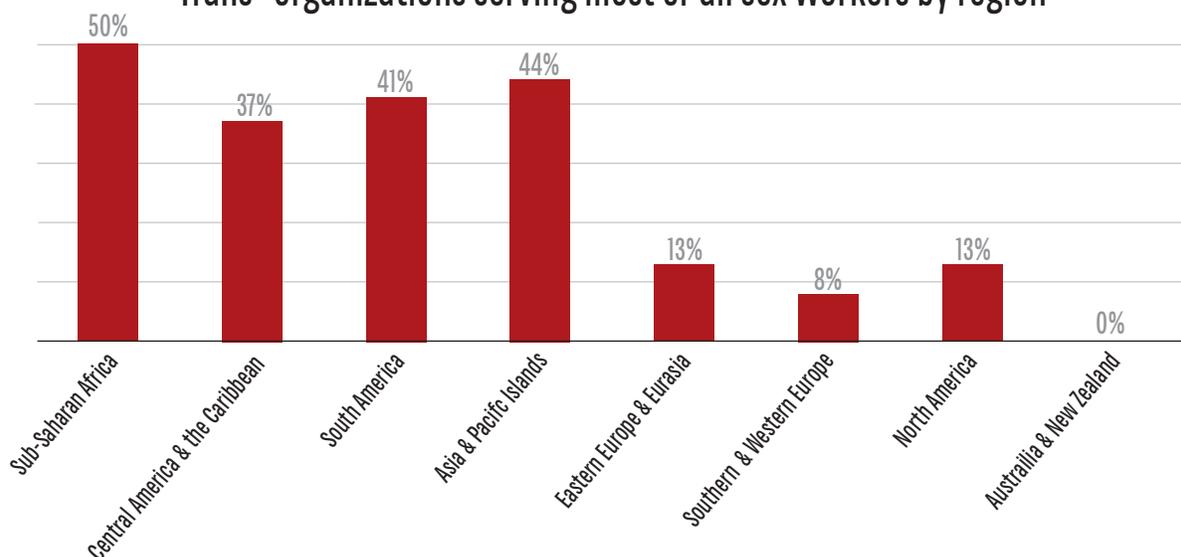


## Trans\* Organizations with Primarily Sex Worker Constituents

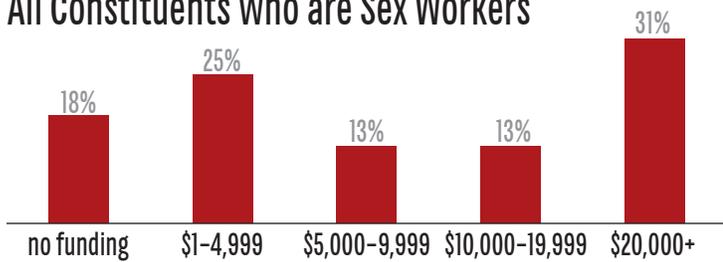
Just over half (54%) of trans\* organizations with most or all sex worker constituents are programs of another organization, significantly more than those with some, a few or no sex worker constituents (42%,  $p < .05$ ). Three in five (60%) have at least one paid staff member, significantly more than other trans\* organizations (47%,  $p < .05$ ).

These organizations are most likely to be located in the Global South, including Sub-Saharan Africa (50%), Asia and Pacific Islands (44%) and South America (41%). With the exception of Central America and the Caribbean, where nearly one quarter (23%) of staff were also sex workers, few organizations with most or all sex worker constituents reported that most or all staff were sex workers.

## Trans\* organizations serving most or all sex workers by region



## 2013 Budgets of Trans\* Organizations With Most or All Constituents who are Sex Workers



### Trans\* Funding

Similar to other trans\* organizations, half (50%) have at least some external funding. Of those who did not have external funding, a further three quarters had sought external funding and were more likely to do so than organizations who did not serve primarily sex workers (75% vs. 50%,  $p < .01$ ). Organizations that serve primarily sex workers were also much more likely to say they spend most or all their money on HIV (53% vs. 18%,  $p < .001$ ).

These organizations are most likely to have funding from foundation donors (28%), donations from individuals or businesses (24%) or community fundraisers and membership fees (23%). Rates of foundation funding are similar to other trans\* organizations. Trans\* organizations with most or all sex worker constituents experience common barriers to foundation funding. Forty one percent say they lack staff or volunteers who know how to fundraise or write grants, 39 percent say they do not know where to look for applicable funding and 34 percent say that funding applications are long and complicated.

### Trans\* Areas of Work

Trans\* organizations that said most or all of their constituents are sex workers said that they were most likely to work on working to improve attitudes (84%), HIV/AIDS prevention (84%) and policy and legal advocacy (76%). Among work that they would like to do but are not currently doing, trans\* organizations would like to be able to provide health care (42%), social services (34%) and do safety and antiviolence work (30%).

### Capacity Building for Trans\* Organizations

Organizations that said most or all of their constituents are sex workers said that the most helpful nonfinancial support they needed included skills training (81%), networking (78%) and mentoring opportunities (74%). Among skills they most needed were fundraising (67%), budgeting and financial management (42%) and program strategy and development (43%).

### Grantmaker Interests and Opportunities

- Trans\* organizations with most or all sex worker constituents are less likely to receive external funding, more likely to have budgets less than US\$5,000 and very likely to have tried unsuccessfully to obtain external funding. These organizations have fewer opportunities to get funds from global streams, such as PEPFAR, due to restrictions on support for the health and rights of sex workers and could benefit from additional support from other external sources, such as foundations.
- Trans\* organizations with most or all sex worker constituents would be good candidates for donors to support that need to fund more established organizations, including those that are registered and have paid staff, particularly since a lower percentage of organizations have external funding yet there is a demand for external funding.
- Donors interested in supporting patients' rights advocacy may be interested in funding trans\* organizations with sex worker constituents, as this was already a common area of their current work and could be an avenue to diversify donor support for these organizations.
- Donors could better align with the needs of trans\* organizations with primarily sex worker constituents by supporting the provision of healthcare and social services and safety and antiviolence work.
- Organizations with primarily sex worker constituents want skills training more than any other type of capacity building support from donors, particularly in the areas of fundraising, budgeting and financial management and program strategy and development.

**Methodology** This fact sheet is part of a larger project to track the funding of trans\* organizations globally. It is a collaboration of Arcus Foundation, Open Society Foundations, Global Philanthropy Project's Trans\* Working Group and Strength in Numbers Consulting Group, Inc. GATE (Global Action for Trans\* Equality) and AJWS (American Jewish World Service) collected 340 surveys from trans\* organizations asked to report their information, experience and opinions in November 2013. GATE and AJWS distributed the survey through an open call in English, Spanish and French. The data appear in several reports, some of which can be found on the GATE website ([www.transactivists.org](http://www.transactivists.org)). Due to differing categorization, data presented here may not match exactly match other analyses from the same data set. SurveyMonkey was used for data collection and SPSS and Stata were used for data analysis. The United Nations regional country categorizations were used to categorize countries into regions. Regions with fewer than 20 responses were not analyzed separately due to privacy concerns. Fact sheets are available on the following world regions: Central America, South America, East Africa, South Asia and Southeast Asia and the following topics: sex work, HIV/AIDS, transwomen and transmen. Organizations selected (1) current and potential areas of work (2) areas of capacity building and (3) barriers to funding from discrete lists created by staff from GATE and AJWS. External funding refers to funding acquired through means other than membership fees. For more information on methodology, please see The State of Trans\* and Intersex Organizing at [www.transactivists.org](http://www.transactivists.org) or contact Strength in Numbers at [info@StrengthInNumbersConsulting.com](mailto:info@StrengthInNumbersConsulting.com)