

APC Colombia Philanthropy Strategy

Origin of the Strategy

APC Colombia's Philanthropy Strategy emerges as a response to a structural shift in international development cooperation: the sustained decline of Official Development Assistance (ODA) and the reduction of resources from traditional donors to Colombia. Philanthropy, an ongoing source of resources with a huge market globally, seems like a good source to tap on as this shift moves forward.

Between 2021 and 2025, the global philanthropic market mobilized USD 828.6 billion from 152,550 donors directed toward 814,385 recipient organizations. Colombia attracted only 0.04% of these resources. This figure (calculations based on Candid.org data) reveals significant growth potential that has not yet been systematically leveraged.

Philanthropy directed toward the country is concentrated among a small number of large foundations, exhibits low individual donor retention, and makes limited use of international fiscal sponsorship as a mechanism for channeling resources.

Setting the Strategic Goal

The goal of this policy is to grow from 0.04% of the philanthropic market to 0.5% during the period 2025–2034, increasing current philanthropic resources by a factor of 12.5. Achieving this objective requires strategic partnership between government, more mature civil society organizations, and national philanthropies that prioritize the strengthening of the ecosystem.

To reach that goal, the strategy is organized around three main pillars: habilitating tools for resource mobilization, governance and institutional partnerships, and knowledge management for system sustainability.

It also incorporates a robust risk management approach aimed at ensuring transparency, regulatory compliance, and the protection of institutional reputation.

Building the Policy Foundations

The first challenge is governance: bringing together facilitating intermediaries, public institutions, and civil society organizations through mechanisms for dialogue, trust-building, and clear rules of engagement. The second challenge is strengthening the conceptual, operational, and relationship-management capacities that enable organizations to advance through their own networks, partnerships, and financing mechanisms. The Colombian legal framework enables APC Colombia to lead this Strategy.

The strategy was developed in phases and under public innovation principles. It was built through capacity-building workshops involving more than 400 civil society organizations, public consultation processes, and working groups with local philanthropic actors.



Colombian Assets for Philanthropy

Colombia has a well-established local philanthropy ecosystem that has historically contributed to development and the reduction of inequalities through its own resources originating from the private sector. These organizations represent a clear opportunity to leverage international resources and expand the geographic reach of the strategy. Besides key implementation partners, and matching possibilities, Colombia has a central geostrategic location, enormous biodiversity including the Amazon Basin, cultural wealth and diversity, and more than 5.2 million Colombians in a global diaspora.

One channel still largely underused is fiscal sponsorship: 54% of individual contributions were less than USD100.000, and approximately 19.5% of the donations received were intermediated through fiscal sponsors. This mechanism, which remains relatively unknown and underutilized in Colombia, enables access to tax incentives in donors' countries of origin.

Tourism offers another opening: Colombia welcomed approximately 6.7 million non-resident visitors in 2024, consolidating a sustained growth trend. Many of these visitors, after directly experiencing the country's territories, ecosystems, and communities, develop a genuine interest in contributing to the causes they have encountered firsthand. The strategy envisions the development of a platform that enables residents of other countries to identify fiscally sponsored organizations and make direct, secure contributions while benefiting from the tax incentives available in their countries of residence.

The diaspora represents a third: the Colombian diaspora, with relatively high levels of education and integration into the economic and tax systems of their countries of residence, has access to the same fiscal incentives available to other individual donors. Connecting the diaspora with collective philanthropy mechanisms makes it possible to transform individual contributions into resource flows that generate tangible impact in specific territories, while also strengthening

the connection between Colombians abroad and the development agendas of their country of origin.

Priority Agendas, by the Numbers

The strategy proposes five cross-cutting technical agendas: feminist cooperation, incorporating a gender perspective into the measurement and prioritization of organizations; the centrality of nature and climate change adaptation; an ethnic approach and the sovereignty of Indigenous and Afro-descendant communities; peacebuilding as a fundamental commitment to development; and lessons learned from responses to migration crises, an area in which Colombia has become a global reference.

Progress will be measured against a clear baseline: civil society organizations registered under the Special Tax Regime (December 2024) total 19,506; organizations with active fiscal sponsorship arrangements (December 2025) total approximately 500, equivalent to 2.56% of the registered universe.

For more info or the full document, please contact anagonzalez@apccolombia.gov.co.



The Colombian Presidential Agency for International Cooperation (APC-Colombia) manages, guides, and coordinates the country's non-reimbursable international cooperation, including public, private, technical, and financial assistance received and provided by Colombia.