

Cultural Expressions

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United Nations Educational, Scientific and Cultural Organization

> INTERGOVERNMENTAL COMMITTEE FOR THE PROTECTION AND PROMOTION OF THE DIVERSITY OF CULTURAL EXPRESSIONS

> > Fourteenth Session Online 1-6 February 2021

Item 11 of the provisional agenda: Draft of the new fundraising strategy for the International Fund for Cultural Diversity (2021-2023)

In accordance with Decisions <u>12.IGC 5b</u>, <u>12.IGC 6</u>, and <u>13.IGC 5b</u> and in view of implementing Recommendations 16, 17, 18, 19 and 20 of the International Fund for Cultural Diversity (IFCD)'s second external evaluation, this document presents the main findings of the evaluation of the Fund's 2013-2018 fundraising and communication strategy and a new fundraising and communication strategy (2021-2023).

The full evaluation report including a proposed new fundraising and communication strategy is available in document DCE/21/14.IGC/INF.11.

Decision required: paragraph 21

I. Background

- 1. Paragraph 22 of the Guidelines on the use of the resources of the International Fund for Cultural Diversity (hereinafter "the IFCD") states that an evaluation of the IFCD shall be carried out every five years. Following the first evaluation, conducted by the UNESCO Internal Oversight Service (IOS) in 2012, the Intergovernmental Committee for the Protection and the Promotion of the Diversity of Cultural Expressions (hereinafter "the Committee") adopted 30 out of 35 proposed recommendations at its sixth session. It also adopted the IFCD's first fundraising and communication strategy (hereinafter "the 2013-2018 fundraising and communication strategy") and requested the Secretariat to undertake fundraising activities (Decision 6.IGC 6). All the recommendations from the first evaluation have been implemented.
- 2. The second external evaluation of the IFCD was carried out in 2017 and its results were presented to the Committee at its eleventh session in December 2017. The Committee asked the Secretariat to prepare an analysis of the potential impact of the recommendations of the second external evaluation and present it at its following session (<u>Decision 11.IGC 7b</u>).
- 3. At its twelfth session in December 2018, the Committee took note of the report on the impact of the recommendations of the IFCD's second external evaluation and its recommended implementation actions (<u>DCE/18/12.IGC/6</u> and <u>DCE/18/12.IGC/INF.5</u>). It adopted 17 of the 21 recommendations and identified eight recommendations as strategic priorities (Annex to <u>Decision 12.IGC 6</u>). Of the eight priority recommendations, the following five specifically concern fundraising and communication:
 - **Recommendation 16**: "To review the current Committee's fundraising strategy to ensure that it dedicates more attention to the contributions of Parties and their engagement in a more tailored manner, recognizing that not all Parties have the same capacities and resources."
 - **Recommendation 17**: "To work towards meeting the target contribution of 1% (Art. 18.3 and 18.7) to strengthen the sustainability of the Fund and overturn the static trend of the last 5 years."
 - **Recommendations 18**: "To strengthen the IFCD's fundraising strategy by incorporating an analytical dimension that ensures an explicit connection between communication products and concrete fundraising targets (especially those related to Parties' contributions)."
 - **Recommendation 19:** "To modify the current success target of 50% of contributing countries so that instead of focusing on ensuring that at least half of the Parties to the Convention give to the Fund, regular amounts are sought in line with the suggested 1% (Art. 18.3 and 18.7)."
 - **Recommendation 20**: "To strengthen the use of communication materials on the IFCD. The first suggested step is to conduct an analysis of the implementation of the different phases of the Communication Strategy to understand what has worked and what requires improvement."
- 4. The Committee authorized the Secretariat to use unassigned IFCD funds for the implementation of the priority recommendations (<u>Decisions 12.IGC 5b and 12.IGC 6</u>), including the evaluation of the 2013-2018 fundraising and communication strategy and the development of a new strategy (Recommendation 20). An overview of the implementation status of all adopted recommendations is presented in document DCE/22/14.IGC/9.
- 5. In line with <u>Decision 12.IGC 6</u>, the Secretariat launched an open call for proposals in August 2019 and contracted the Consortium of IZI S.P.A (Italy) and International Fundraising Consultancy (United Kingdom) to undertake an evaluation of the 2013-2018 fundraising and communication strategy and to design a new strategy. This document presents the findings of the evaluation and a proposal for the IFCD's new fundraising and communication strategy.

6. At this session, the Committee is invited to take note of the results of the evaluation of the 2013-2018 fundraising and communication strategy and to examine a second IFCD fundraising and communication strategy for the period 2021-2023 in view of its possible adoption.

II. Findings of the evaluation of the 2013-2018 IFCD fundraising and communication strategy

- 7. The first part of document DCE/21/14.IGC/INF.11 presents the results of the evaluation of the 2013-2018 fundraising and communication strategy. It reports on the overall quality of the strategy and its outcomes. To recall, the 2013-2018 fundraising strategy aimed to:
 - a. Triple the IFCD's annual income over five years, from an annual average baseline of US\$800,000 to US\$2.8 million in 2018.
 - b. Secure IFCD contributions from at least 50% of Parties.
 - c. Secure at least 6 private sector partnerships that would provide 30% of the IFCD's resources.
- 8. While the fundraising component of the 2013-2018 strategy targeted three main audiences (Parties, the private sector and philanthropists), its communication component was directed to a larger audience, with the main message being "*what is the fund and what does it do?*" rather than "why" diversity of cultural expressions matters and "how" does the work of the IFCD support those objectives.
- 9. The 2013-2018 fundraising and communication strategy was composed of three distinct phases:
 - a. Phase 1: Strategy development and communication to strengthen the IFCD brand, including the design of specific communication tools and the development of a "case for funding" approach.
 - b. Phase 2: Establishment of partnerships with the private sector and high net worth individuals (HNWI), and the implementation of a communication campaign.
 - c. Phase 3: The development and implementation of global and media partnerships to stimulate private sector and philanthropist donations.
- 10. The main findings of the evaluation of the 2013-2018 fundraising and communication strategy can be summarized as follows:
 - a. The strategy did not meet its targets of tripling the IFCD's annual income and of securing six private sector partnerships (including with High Net Worth Individuals) that would provide 30% of the IFCD's resources by 2018. As can be seen in Figure 1 below, during the strategy's 5-year implementation period, the level of annual income remained at the baseline (US\$800,000). Almost all of the funds were still generated by Parties' voluntary contributions; contributions from the private sector totalled only US\$14,736. The evaluation identified as the main reason for this limited performance the lack of specialised staff within the Secretariat responsible for implementing the strategy. The evaluation notes that the limited results of the strategy cannot be ascribed to its design. Rather, they are due to a series of constraints during the implementation process, for the most part stemming from a lack of human and financial resources, which explains the absence of a structured monitoring process and the failure to conduct an external mid-review of the strategy, as originally planned.

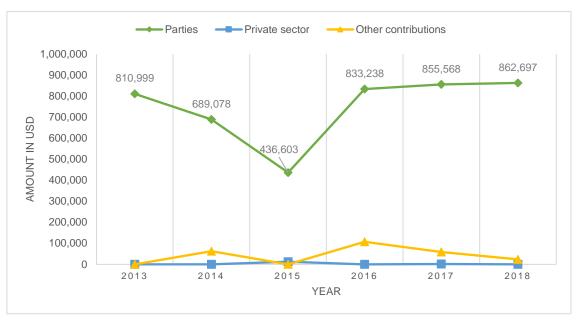


Figure 1: Contributions to the IFCD from 2013 to 2018¹

- b. The 2013-2018 fundraising and communication strategy was effective in increasing the number of Parties that contribute to the Fund. The number of Parties that had contributed at least once to the IFCD increased from 19 in 2012 to 72 in 2018, representing 49% of the overall number of Parties to the 2005 Convention as of 31 December 2018 (145). The evaluation also notes that 79% of Parties that contributed to the Fund gave an amount that was more than 1% of their overall contribution to UNESCO; globally, the average annual amount contributed by Parties was around 1.7% of their total annual contribution to UNESCO. In some cases, this average percentage has been significantly higher than 1%. The evaluation notes that the IFCD's top 10 donors between 2013 and 2018 provided 80% of the total amount of contributions. It further highlights that of the overall amount collected during the 2013-2018 period (US\$4,477,897), 65% came from Parties located in Western Europe and North America, 19% from Latin America and the Caribbean and 12% from the Asia and Pacific region. The evaluation also notes that countries from Eastern Europe contribute more regularly to the Fund. Although the contributions cannot be considered crucial for the functioning of the Fund, they may be an indicator of the increasing attention that these countries place on the IFCD.
- c. The communication assets foreseen in the 2013-2018 strategy were produced². Most planned communication activities were also carried out and the IFCD's audience reach was enhanced through new publications and communication channels. While the communication component of the strategy was deployed in a positive way, its impact on the fundraising objectives and on the establishment of new partnerships was low due to a lack of monitoring, the absence of an overall vision, and the lack of targeted communication.
- d. The majority of Parties interviewed by the evaluators expressed satisfaction with the level of information provided about the implementation of IFCD projects. The main donors, Parties from developed countries with a long tradition of supporting

^{1. &}lt;u>https://en.unesco.org/creativity/ifcd/support/parties</u>

^{2.} These include electronic newsletters (e-updates) containing information on activities conducted by projects financed from September 2012 to November 2016; a new version of the IFCD annual brochure, providing main results of projects from 2012 onwards; one corporate video and three multimedia stories, produced in English, French and Spanish and presenting a selection of funded projects across three areas of intervention (capacity building, market access, policy action and skills development); and a revamped IFCD website, with a special section dedicated to fundraising, titled "Support the Fund".

creativity and culture and a good understanding of the links between culture and development, identified the IFCD's mission as being in line with their own vision and priorities. In contrast, developing countries were often uncertain about the IFCD's mission and highlighted a lack of transparency in the project selection process³.

- e. Some interviews also revealed that the links between the 2005 Convention's mandate and the projects financed by the IFCD were not clearly understood. According to the evaluation, this is a result of the communication strategies of the 2005 Convention and the Fund being developed separately with different objectives. Coordination and alignment efforts between the two have been limited as the Secretariat focused mainly on communication around UNESCO's most recent Culture Convention and its specificity and complementarity with its predecessors.
- 11. **Table 1** below summarises the recommendations of the evaluation included in Document DCE/21/14.IGC/INF.11 and which inform the proposed new fundraising and communication strategy 2021-2023.

	Table 1: Main recommendations from the evaluationof the 2013-2018 fundraising and communication strategy			
	1. Resources The implementation of the fundraising strategy requires the recruitment of specialized professional staff. Only dedicated human resources can ensure the constant commitment and the correct utilization of appropriate tools. This provision must be considered an investment and cannot be delayed when planned. The evaluation recommends the recruitment of a Resources Mobilisation Officer ⁴ following the new strategy's plan.			
Effectiveness	2. Targeted communication			
	Targeted communication is key to achieving results with different stakeholders. Understanding and analysing the motivation of partners will allow for more diversified and tailored communications tools. Maintaining and nurturing relationships and contacts established during events must be ensured to raise awareness and interest in the Fund's activities and fundraising. For this reason, it is recommended that the process involve high- level IFCD staff in order to strengthen relationships with corporate partners.			
	3. Business plan			
	The evaluation recommends the adoption of a specific Business Plan for the IFCD. A format compatible with UNESCO's administrative rules must be found and developed, even if developed by a specialized consultancy. It is recommended to plan on a multi-annual basis and to make the necessary adjustments at the financial level.			
Efficiency	4. Monitoring			
	An efficient monitoring system was already envisaged in the previous strategy. It is important to establish clear implementation procedures and an effective decisional flow that allows for a quick verification and reorientation. The new strategy must provide a set of SMART indicators, while the Secretariat must ensure that the flow and update of information is continuous and efficient. Any deviation from the plan will then be quickly analysed and remedial measures will be adopted in due time.			
	5. Added value and tailored communication			
Impact	The Fund became operational in 2010. It is therefore no longer sufficient to communicate about its existence alone. Communications must now focus on its added value in the field of culture, leveraging the UNESCO brand and the credibility drawn from selected implemented projects. Communications tailored to the needs and priorities of specific			

^{3.} It should be noted that the evaluators were able to collect information from only six Parties to the Convention, equally distributed among developed and developing countries.

^{4.} This recommendation is aligned with the evaluation of the Fund's human resources, which the Committee requested in 2018 (<u>Decision 12.IGC 6</u>) and was conducted by an external expert in 2019-2020.

Table 1: Main recommendations from the evaluation of the 2013-2018 fundraising and communication strategy			
targets is desired. Further exploration of new communication channels will also audiences and maximize the impact of the strategy.			
	6. Increase synergies with the 2005 Convention Since the 2005 Convention was adopted, the notion of diverse cultural expressions and modes of communication have evolved. A revision of the IFCD's mandate with respect to an evolving context of the cultural and creative industries is mandatory. It will help support further synergies between the IFCD and the 2005 Convention. The promotion of more synergies at the institutional level, as well as better understanding of the respective roles of the IFCD and 2005 Convention in the workflow, can also promote the development of a shared vision of the Fund, which is lacking today.		
Sustainability	7. Better communication with Parties As Parties to the 2005 Convention will remain the IFCD's most important stakeholders, specific attention must be paid in order to improve the performance of the strategy. The approach must be further tailored at the individual level, identifying the specific strengths and weaknesses of each partner. The priorities of developed countries must be investigated and the links between the Fund and the Sustainable Development Goals must be promoted. Emerging countries are an important target for the IFCD's communication activities, and tailored messages should be developed to meet their expectations. Developing countries must be the core of the Fund's commitment and specific investigations about their interests in the cultural sector must be conducted to establish partnerships based on their drivers for action.		

III. New fundraising and communication strategy (2021-2023)

- 12. The new strategy's objective is to double annual contributions to the IFCD over three years, from the current average of around US\$900,000⁵ per annum to an average of US\$1,800,000 per annum. In addition, it seeks to find ways to make that income more predictable, which will allow for more advanced planning. The evaluation of the 2013-2018 fundraising and communication strategy noted that the IFCD is the only Fund within UNESCO to have a strategy specifically approved for its fundraising. This specificity can be seen as an opportunity to further mobilise the donor community and to diversify the donor base.
- 13. The starting point of the 2021-2023 fundraising strategy is the "**fundraising triangle.**" It focuses on three distinct outputs in order to consolidate the IFCD's existing donor base, increase its visibility and reach a broader range of donors:
 - a. **Output 1**: **Audience.** Pertinent audiences are identified, and appropriate activities are implemented to reach those audiences.
 - b. **Output 2**: **Products**. Communication assets and tools are produced for targeted audiences in order to build sustainable relationships.
 - c. **Output 3**: **Channels**. Communication channels are created through which these products can be delivered.
- 14. The 2021-2023 fundraising strategy identifies four potential categories of contributors to the IFCD: (1) UNESCO Member States, (2) corporate partners, (3) high-net worth individuals (HNWI), and (4) foundations. It proposes a targeted approach including activities for each type of potential donor, as well as tailored communication tools and assets in order to build sustainable relationships with existing contributors and to appeal to potential donors (Annex I).
- 15. Between 2021 and 2023, the fundraising strategy aims to raise the level of contributions to US\$1,800,000 per annum. As it anticipates that the IFCD's primary source of income will

^{5.} US\$900,000 is an indicative amount used by the contractors who drafted the new fundraising and communication strategy. The average amount of contributions received from 2016 to 2019 is US\$874,527.

remain voluntary contributions from Parties over the next three years, it focuses mainly on mobilizing them. The strategy also seeks to **diversify the IFCD's fundraising base** to encompass support from wealthy individuals and corporate partners. It is estimated that this income will be relatively low over the implementation period (around 11% of total contributions by 2023), but that on a longer timescale (8-10 years), the gap could close.

- 16. The complementary communication strategy aims to reinforce and support the new fundraising strategy through tailored communication assets and products. It proposes to move away from generic communications and to focus on fundraising-oriented communications, by putting greater emphasis on projects, impact stories, beneficiaries and the difference made by the donor's commitment. While the focus of messages should vary from audience to audience, the strategy stresses that the overarching theme and voice should remain constant and focus on "why the 2005 Convention matters and how the IFCD contributes to its objectives". This consistency is important to achieve a coherent vision of the IFCD's mission, while allowing for more customized messages with clear calls to action in order to raise funds.
- 17. The communication strategy proposes to build on existing communication assets and products (e-updates, videos and testimonials from beneficiaries, 1% appeal letter from UNESCO's Director-General) and to develop additional strategic assets in order to increase the Fund's appeal to existing and potential donors⁶.
 - a. <u>Appeal letter</u>: New versions of the 1% letter are proposed and should target two different audiences. One should be addressed to regular donors and personalized, while the other also personalized as far as possible should be addressed to potential/new contributors and emphasize the links between culture and development.
 - b. <u>Case for Support</u>: The Case for Support is a brochure that sets out the *case* for why someone should *support* the IFCD. It should provide an overview of the Fund's work. It can also be personalized/updated to include details on specific projects. Going beyond storytelling, the Case for Support focuses on the impact of the IFCD on the ground. It should engage the reader and meet the expectations of targeted Parties. It should set out why the 2005 Convention matters, what it is trying to achieve and how the IFCD is contributing to its objectives.

IV. Conclusions

- 18. Thanks to the activities and communication materials produced in the framework of the 2013-2018 fundraising and communication strategy, the IFCD has become a well-known Fund in the cultural sector, especially amongst civil society organizations in developing countries. Unfortunately, the lack of dedicated human and financial resources meant that the 2013-2018 fundraising and communication strategy failed to achieve its expected results, with contributions remaining at the baseline level (US\$800,000 per annum), with almost no contributions from the private sector or philanthropists. It is indeed indispensable to strengthen and consolidate the IFCD income base.
- 19. The 2021-2023 fundraising and communication strategy builds on the successes and shortcomings of the 2013-2018 fundraising and communication strategy and mainly targets Parties to the 2005 Convention. Its effective implementation will depend on the full engagement and commitment of Parties, the Secretariat and the 2005 Convention's stakeholders, including past IFCD beneficiaries. It will be supported by tailored communication tools and products that will appeal to the Fund's various audiences.
- 20. If the IFCD is to live up to its mandate of fostering the emergence of dynamic cultural sectors in developing countries and leading structural change, the fundraising for the IFCD must be embraced by all concerned stakeholders the Secretariat, IFCD project managers and beneficiaries, non-governmental organizations working in the cultural and creative industries and the private sector and most of all Parties. With the new fundraising and communication

^{6.} An overview of the 1% contribution to UNESCO's regular programme of Parties to the Convention as of 28 February 2020 is included in Annex II.

strategy for the next three years, the Secretariat can seize the 2021 International Year of Creative Economy for Sustainable Development to double its actions to raise the visibility of the IFCD with a view to increasing the level of voluntary contributions, within the limits of the Secretariat's human resources.

21. The Committee may wish to adopt the following decision:

DRAFT DECISION 14.IGC 11

The Committee,

- 1. <u>Having examined</u> Document DCE/21/14.IGC/11 and its Annex, as well as document DCE/21/14.IGC/INF.11;
- 2. <u>Recalling</u> Decisions 6.IGC 6, 12.IGC 5b and 12.IGC 6;
- 3. <u>Takes note</u> of the results of the external evaluation of the International Fund for Cultural Diversity fundraising and communication strategy (2013-2018);
- 4. <u>Adopts</u> the new fundraising and communication strategy (2021-2023) included in document DCE/21/14.IGC/INF.11 and <u>further takes note</u> of the recommendations of the external evaluation for its implementation, and in particular of the need to have at least one Resource Mobilization Officer for the International Fund for Cultural Diversity within the Secretariat for the duration of the strategy;
- 5. <u>Requests</u> the Director-General to issue, in 2021, a new call for contributions to all Parties to the 2005 Convention, tailored, within the limits of the Secretariat's human resources, to different audiences and taking in account the new strategy adopted;
- <u>Also requests</u> the Secretariat to report on the progress made in the implementation of the fundraising and communication strategy (2021-2023) in the narrative report of the International Fund for Cultural Diversity (2020-2021) to be submitted to it at its fifteenth session;
- 7. <u>Further requests</u> the Secretariat to take into account the resources needed to implement the strategy in the preparation of the provisional budget of the International Fund for Cultural Diversity for the period 2022-2023, to be submitted to it at its fifteenth session.

Annex I: Proposed	Communication Assets
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Target Audience	ΤοοΙ	Channel	Aims	Relevant Action	Key messages
Parties that have never contributed	Your 1% Counts for Creativity	Annual letter Face-to-face meetings if viable (given level of contribution) Website	Persuade new donors to give 1% of their total contribution to UNESCO's budget to the IFCD	 Year 1: Establish in-house resource mobilization capacity Create an IFCD Communications Flow Process Update online communication Update "Your 1%" initiative Year 2: Communication Flow process continues Administrative / Communications support established Group of influential champions recruited "Your 1%" initiative continues Update online communication Flow Process continues Update online communication Flow Process continues "Your 1%" initiative continues "Your 1%" initiative continues 	"Many donors choose to give 1% of their total contribution to UNESCO's Budget" "Your 1% will enable us to" "Act with us for real change"

DCE/21/14.IGC/11 - page 10 Annex I

Target Audience	ΤοοΙ	Channel	Aims	Relevant Action	Key messages
Parties that are regular contributors to the Fund	1% and beyond	Annual Letter Face-to-face meetings	Ask those already giving 1% to increase their contribution and ask UNESCO's largest donors that do not contribute to the IFCD to consider doing so.	 Year 1: Establish in-house resource mobilization capacity Create an IFCD Communications Flow Process Update online communication Update "Your 1%" initiative Year 2: Communication Flow process continues Administrative / Communications support established Group of influential champions recruited "Your 1%" initiative continues Update online communication Year 3: Communication Flow Process continues "Your 1%" initiative continues "Your 1%" initiative continues 	"Many of our most valued supporters choose to give more than the minimum recommended 1%" "Increasing your contribution will enable us to" "Together, we are key players for real change, investing in creativity"

Annex II 1% contribution to UNESCO's regular programme of Parties to the Convention as of 28 February 2020

Member States	Estimated amount of contribution in \$US
Afghanistan	236
Albania	262
Algeria	4,660
Andorra	157
Angola	262
Antigua and Barbuda	79
Argentina	30,921
Armenia	236
Australia	74,672
Austria	22,883
Azerbaijan	1,649
Bahamas	602
Bangladesh	262
Barbados	236
Belarus	1,649
Belgium	27,753
Belize	26
Benin	105
Bolivia, Plurinational State of	550
Bosnia and Herzegovina	419
Brazil	99,624
Bulgaria	1,545
Burkina Faso	105
Burundi	26
Cambodia	209
Cameroon	445
Canada	92,371
Central African Republic	26
Chad	131
Chile	13,746
China	405,643
Colombia	9,740
Comoros	26

Member States	Estimated amount of contribution in \$US
Congo	209
Costa Rica	2,095
Côte d'Ivoire	445
Croatia	2,592
Cuba	2,697
Cyprus	1,204
Czechia	10,499
Democratic Republic of the Congo	262
Denmark	18,720
Djibouti	26
Dominica	26
Dominican Republic	1,780
Ecuador	2,697
Egypt	6,284
El Salvador	419
Equatorial Guinea	550
Estonia	1,309
Eswatini	79
Ethiopia	262
Finland	14,217
France	149,580
Gabon	497
Gambia	26
Georgia	262
Germany	205,793
Ghana	497
Greece	12,358
Grenada	26
Guatemala	1,204
Guinea	105
Guyana	79
Haiti	105
Honduras	314

Member States	Estimated amount of contribution in \$US
Hungary	6,965
Iceland	943
India	28,172
Indonesia	18,354
Iraq	4,372
Ireland	12,541
Italy	111,746
Jamaica	262
Jordan	707
Kenya	812
Kuwait	8,509
Lao People's Democratic Republic	157
Latvia	1,597
Lesotho	26
Lithuania	2,409
Luxembourg	2,252
Madagascar	131
Malawi	79
Mali	131
Malta	576
Mauritania	79
Mauritius	367
Mexico	43,646
Monaco	367
Mongolia	157
Montenegro	131
Morocco	1,859
Mozambique	131
Namibia	314
Netherlands	45,819
New Zealand	9,845
Nicaragua	157
Niger	79
Nigeria	8,457
Niue	26
North Macedonia	236

Member States	Estimated amount of contribution in \$US
Norway	25,475
Oman	3,875
Palestine	262
Panama	1,519
Paraguay	550
Peru	5,132
Poland	27,099
Portugal	11,834
Qatar	9,530
Republic of Korea	76,610
Republic of Moldova	105
Romania	6,703
Rwanda	105
Saint Kitts and Nevis	26
Saint Lucia	26
Saint Vincent and the Grenadines	26
Samoa	26
Senegal	236
Serbia	943
Seychelles	79
Slovakia	5,158
Slovenia	2,566
South Africa	9,190
South Sudan	209
Spain	72,525
Sudan	262
Sweden	30,607
Switzerland	38,881
Syrian Arab Republic	367
Tajikistan	131
Timor-Leste	79
Togo	79
Trinidad and Tobago	1,361
Tunisia	838
Turkey	46,317

Member States	Estimated amount of contribution in \$US
Uganda	262
Ukraine	1,937
United Arab Emirates	20,815
United Kingdom of Great Britain and Northern Ireland	154,319
United Republic of Tanzania	262
Uruguay	2,932
Uzbekistan	1,073
Venezuela, Bolivarian Republic of	24,611
Viet Nam	2,592
Zimbabwe	157
TOTAL	2,128,576