

**IFDS Fundraising Committee, Yury Gnap (RUS)**

During the reporting and previous periods the Fundraising Committee has been searching both the main sponsors and sponsors of the particular IFDS' projects, namely, the Project of promotion of disabled sailing in developing countries. The Committee held preliminary talks with the potential sponsors' departments of social policy and actuated the invitations to collaborate to:

- **LUKOIL**, the 2<sup>nd</sup> largest privately owned oil & gas company in the world by oil production;
- **RUSAL**, a leading, global aluminium producer and one of the world's major producer of alumina. Consequently to preliminary talks an invitation to collaborate was made to **Aughinish Alumina** - RUSAL's largest alumina refinery located in the Republic of Ireland, one of the most technologically advanced and energy efficient facilities globally;
- **NLMK Group**, a leading international manufacturer of high-quality steel products. NLMK's finished products are manufactured close to the main consumers in Russia, North America and the EU;
- **ROSNEFT**, the world's largest publicly traded petroleum company. An invitation to collaborate was made to **RN Cardium Oil Inc.** - company's subsidiary in Canada which participates in the oil Cardium development project in Alberta province, Canada and headquartered in Calgary, Alberta;
- **ONEXIM Group** – one of Russia's major private investment funds with a diversified investment portfolio in mining, financial services, real estate, media and technology. The Group is presented now in Canada through Intergeo Mining Ltd – JV of Intergeo MMC Ltd (the company belongs to the Onexin Group) and Canadian Mercator Minerals.
- **ROSNEFT**, the world's largest publicly traded petroleum company. The invitations to collaborate were made to the parent company and
- **RN Cardium Oil Inc.** - company's subsidiary in Canada which participates in the oil Cardium development project in Alberta province, Canada and is headquartered in Calgary, Alberta;

More, ONEXIM Group was the main sponsor of the Russian National Biathlon Team.

- **BOMBARDIER INC.**, the world's only manufacturer of planes and trains, global leader in rail technologies, Montreal, Canada;

All talks and invitations to collaboration were purposeful and based on thorough analysis of the companies' social policy.

All companies position themselves as the socially responsible companies. Charity, promotion of training/educational, cultural and social programs are the declared targets of the all companies' social policy.

That is why the Committee regarded the companies as the potential sponsors of the IFDS' educational project of promotion of disabled sailing in the developing countries.

Most of the companies (Rusal/Aughinish Alumina, ONEXIM Groups/Mercator Minerals, Rosneft/RN Cardium Oil Inc., BOMBARDIER Inc.) implement production activity in the countries of holding of the IFDS Worlds/2013&2014.

That is why the Committee sincerely believed that the companies might be interested in collaboration with the IFDS and in a positive national press regarding their activity in the countries of their presence.

Unfortunately the IFDS' invitation to collaboration provoked no encouraging return motion. The most likely reason is that the companies implement an efficient social policy only which gives a commercial profit and provide stable favourable image in the countries of their presence.

This supposition is confirmed by the NLMK Group Vice- president's for Social Issues statement that "...Group's strategy is based on socially responsible **business principles** and partner relations with state and the community to promote active participation in improving the quality of life and **ensuring stable social and economic development in the regions where we operate.** "

So, the Committee is reluctant to review the search method now and search the potential sponsors from among of the manufacturers of the equipment for adults with different disabilities. See for example: <http://www.disability-resource.com/wheelchairs/wheelchair-manufacturers.php> or numerous information on the manufacturers of prosthetics, for example: <http://www.ossur/corporate/products>.

The Committee sincerely believes that mutually advantageous collaboration with these manufacturers is quite possible.

In return to moderate financial support IFDS might advertise the manufacturers' products and technologies on the IFDS' official site, promote the exhibitions of the products and technologies during the IFDS Worlds and provide benevolent press regarding the manufacturers' activity.

Yury Gnap  
Chairman, IFDS Fundraising Committee