



Financial Resource Mobilization by National NGOs in the Sahel Countries

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INTRODUCTION

Efiscens has been actively participating in discussions on "localization", "decolonization", as well as "locally led development", and "#shiftheconomy" for several years. We have closely followed the developments of commitments made by the Grand Bargain (GB)¹, then GB 2.0, which gave way to GB 3.0. We have contributed to various studies that provide an overview of National Non-Governmental Organizations (NGOs) in Africa² and summarize what they hope to see evolve in the international aid sector. We are also involved in movements to facilitate the emergence and consolidation of philanthropy in West Africa³.

We wonder whether the landscape is undergoing profound changes. Are solutions truly available to National NGOs in West Africa to consolidate their economic models? Have they established structures that enable them to think and organize together, given that they face similar challenges? Do they have the necessary information to actively participate in this new paradigm emerging from these discussions? Can they rely on a solid foundation/environment to seize this moment? Can the stakeholders of this competitive sector find a way to meet the needs of the populations by improving the way they work together so that each organization, whether National or International NGO, can develop and maintain a reliable and sustainable economic model?

These questions prompt us to undertake this report, aiming to be as useful as possible for NGOs in the Sahel region. We hope this work can provide National NGO actors with the necessary information, conditions to fulfill, and concrete examples to follow when mobilizing financial resources.

We also hope that organizations reading what we intend to be more of a practical guide will grasp the extent of their new responsibilities, so they can have the keys to open doors conventionally closed to them out of usual practices and/or mistrust/skepticism. Regarding donors, our hope is for them to establish different relationships based on trust with these new actors, with a fair assessment of the risks involved, which may not be the same as with International NGOs (INGOs). In fact, has there been an assessment and comparison of the risks involved in entrusting funds to an INGO compared to a National NGO? What changes must National NGOs make to truly build this trust?

This issue can be compared to the following question: Is it better to contribute to structuring a local education system or to act as a replacement for it? This question has already been answered, and the progress made so far shows appropriate results.

Now, the same goes for the shift the international aid sector needs towards a new balance between INGOs and National NGOs, without favoring one over the other. This change would lead to a diversified and renewed sector where actors would simply collaborate with each other in pursuit of fairness/equity and for the maximum efficiency of actions in favor of increasing vulnerable populations. This report aims to be very practical, consisting of transversal theoretical sections complemented by a practical component (practical sheets, tools).

We will thus address the observations made on the international aid sector and the challenges faced by National NGOs in the first chapter, and then, we will delve into the technical aspects of financial resource

¹ In 2016, the report "Too important to fail - addressing the humanitarian financing gap" was published. This report was organized into three chapters and included the concept of "Grand Bargain."

² Epic Africa "paysage des ONG africaines 2019"

³ <https://afecti.org/renforcement-de-lecosysteme-de-soutien-a-la-philanthropie-en-afrique-de-louest/>

mobilizing by presenting the various funding mechanisms available. Finally, we will present specific examples and didactic tools.

To achieve this goal, we conducted our own research, including insights from projects we participated in. Additionally, we approached partners involved in similar themes and engaged with actors of the sector (INGOs, NNGOs, donors, members of the diaspora, research institutes).

A special mention goes to all those who willingly responded to our questions, offered solutions, and shared their contacts - you will find them throughout your reading and at the end of this report.

EFISCENS

Dakar, Senegal

- www.efiscens.com
- irene@efiscens.com
- Tel/WhatsApp : + 221 78 185 48 12

Efiscens serves international NGOs, national NGOs, and foundations based in or operating within Francophone African countries.

We have developed and tested process models such as the theory of change, strategic planning, 360° organizational diagnosis, participative action plans, and 360° partnership diagnosis.

We develop training materials (HR Management, Financial Management, Partnerships, and Capacity Building) in response to the capacity-building plans we draw up in collaboration.

We carry out project monitoring/evaluation missions (action evaluations, change evaluations) - Caritas, Irrigasc, SPD, 5 JED NGO projects, Fondation de France, Nebeday...

We have collaborated with Padem and its partners, Alima and its partners, l'IUCN/PPI and its partners, Fondation Chanel, Fondation de France/CFSI, Near East Foundation/AFIDBA, Save the Children, Play International, Jeunesse et Développement, Espelia/AFD/LuxDev/BOM, Caritas/Programme APPROCHE, Agence micro-projets, Planète Enfants et Développement, Kimso, Africa Experts, Overseer Advising Group.

We took part in the following reports:

- «Piloter le Changement»
- «Quelle stratégie localisation Save the Children Afrique de l'Ouest»
- «Renforcement de l'écosystème de soutien à la philanthropie en Afrique de l'Ouest»
- «Etat des OSC Africaines»



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