African Water Facility
Facilité africaine de l'eau
Mobilising Resources for Water in Africa
Mobiliser des ressources pour l'eau en Afrique

European Investment Bank
The EU bank

Ministry of Infrastructure and the Environment

Schweizerische Eidgenossenschaft
Confédération suisse
Confederazione Svizzera
Confederaziun svizra

Bundesamt für Umwelt BAFU
Office fédéral de l'environnement OFEV
Ufficio federale dell'ambiente UFAM
Uffizi federal d'ambient UFAM

UNECE

WORLD BANK GROUP
Water

INTERNATIONAL NETWORK OF BASIN ORGANIZATIONS

HOW TO PREPARE BANKABLE PROJECTS FOR FINANCING CLIMATE CHANGE ADAPTATION IN TRANSBOUNDARY BASINS

Dakar, Senegal, 21-23 June 2017

Preparing Project Profiles & Identifying Sources

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Identifying Sources for Transboundary Finance

1. PROJECT PREPARATION
   a. SECURE RESOURCES/PARTNER FOR PREPARATION
   b. IDENTIFY NEEDS
   c. IDENTIFY POLICIES
   d. PRIORITIZE NEEDS
   e. PROJECT IDENTIFICATION
   f. CONSULTATION
   g. IDENTIFY POTENTIAL FUNDING SOURCES

PREPARING THE GROUNDWORK

1. **TRANSBOUNDARY ISSUES**
   a. POLICY FRAMEWORKS
      - RBO Directives
      - International and National Water, Climate, Environment Agreements
      - SDGs
      - National policies and politics
      - Financial Dependence/Autonomy
      - Eligibility for direct financing
      - Institutional Capacity & Resources

PREPARING THE GROUNDWORK

2. NATIONAL CONSIDERATIONS
   a. National needs
   b. National laws
   c. Political priorities
   d. Political stability
   e. Sovereignty
   f. Local stakeholder consultation
   g. Capacity & Resource constraints
   h. Finance Ministries – National resources & contacts
   i. Finance & Implementing institutions/capacity
   j. Private Sector portal

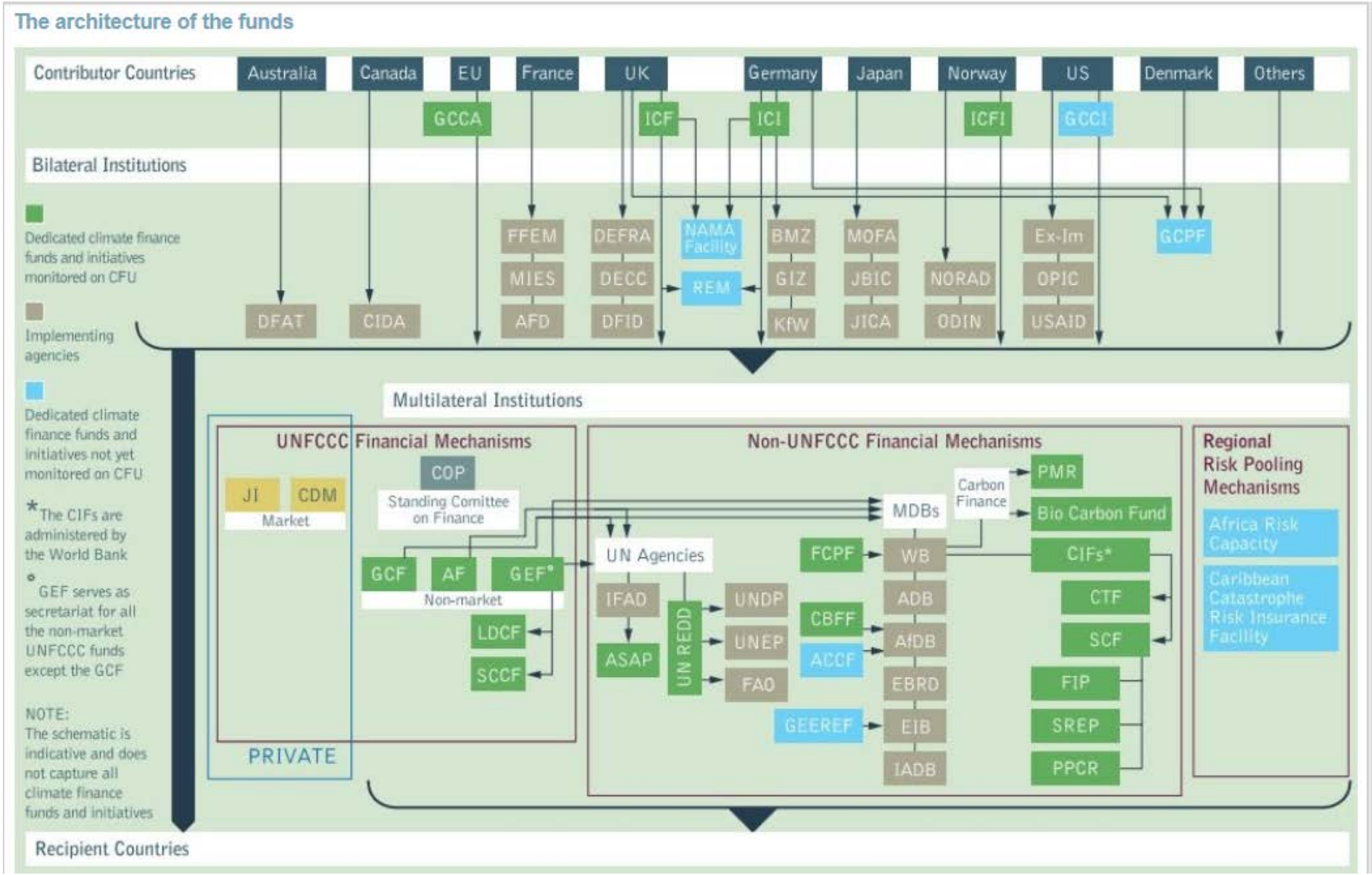
PREPARING THE GROUNDWORK

3. FINANCING & DEVELOPMENT PARTNERS INSTITUTIONAL ISSUES
   a. INSTITUTIONAL MANDATE
   b. REGIONAL & NATIONAL PRIORITIES
   c. FINANCING / SUPPORT PROCEDURES
      - SCOPE
      - LIMITATIONS
      - ELIGIBILITY
   d. VARIETY OF FUNDS (eg. AfDB) & RELATIONSHIPS

Securing Sources for Transboundary Finance

1. RESOURCE MOBILIZATION
   a. IDENTIFY PARTNERS
   b. UNDERSTAND PROCEDURES/PRIORITIES
   c. ESTABLISH/IDENTIFY RELATIONSHIPS
   d. PREPARE DOCUMENTATION
   e. ORGANIZE/HOST DONOR ROUNDTABLE
   f. LOBBY
   g. * MINISTRIES OF FINANCE
   h. FOLLOW UP

Global Climate Finance Architecture



Key steps of resource mobilization strategy

- Set-up a **national fundraising working group** leveraging national expertise to formulate and execute the strategy, including:

→ Climate finance experts and finance ministry representatives, including the appropriate focal points (GCF, GEF, etc)

→ Representatives from ministries in charge of water and environment (including the national focal structure)

→ Representatives from sectoral activities, implementing the projects (sectoral ministries and private sector);

Key steps of resource mobilization strategy

- Prioritize and package actions:
  - Set/confirm the national priorities so as to address climate vulnerabilities;
  - Map opportunities based on their goals and requirements;
  - Screen the project lists;
  - Categorize/Package the national projects accordingly to match climate vulnerabilities, financial needs, and type of projects with funding opportunities and their requirements.

Key steps of resource mobilization strategy

- Develop engagement strategies specific to the targeted funding source:
  - → Meet with their representatives and investigate their willingness to support, capitalizing on the project profiles prepared;
  - → Flag the key elements they require in the project profiles (e.g. action type, risk profile, direct and indirect benefits, economic and financial returns). ;
  - → Adapt the scale of the project to the target;
  - → Consider clustering small projects into components of a larger projects, as small projects may benefit to each other and leverage funding;
  - → Consider blending funding sources to be the most specific to each project component;

- Involve national expertise to prepare the required analysis and documentation and ensure follow-up mechanism

Developing a Project Profile

- Summary
- Development Challenge/Project Context
- Vulnerability to Climate Change
- Project Objective
- Project Description
- Expected Results Including Climate Change Benefits
- Institutional Framework and/or Enabling Environment
- Budget
- Project Preparation Status
- Contact Information

Some Dos and Don’ts of funding proposals

DO

- Fully understand the funding agency’s mission & criteria
- Investigate/Contact previous successful awardees
- Get clarity on the guidelines and procedures
- Plan carefully – time and resources
- Consult your stakeholders and national experts who can contribute information
- Give yourself time to revise

DON’T

- Hesitate to ask questions & seek help
- Guess. Check facts and get the information
- Neglect to use all resources
- Wait until the last minute. Your proposal will suffer.
- Give up.