

**Grants Support Committee (GSC) Meeting Notes**  
**Dublin, 16<sup>th</sup> – 17<sup>th</sup> May 2019**

**Present:** Barnfonden – Martina Hibell; ChildFund Australia – Sarah Hunt; ChildFund Deutschland – Werner Kuepper; ChildFund International – Naomi Rutenberg; ChildFund Korea – Hyunseok Kim; ChildFund New Zealand – Shona Jennings; Educo – Sarah Razafindramanana; and Un Enfant Par La Main – Vanessa Quintero. **Apologies:** Christian Children’s Fund Canada; ChildFund Ireland; and ChildFund Japan (Nana Hosoi sat in on the meeting on Friday)

Date	Agenda Items	Meeting Notes
<p><b>Thursday</b> <b>16<sup>th</sup> May</b></p>	<p><b>Donor Update:</b> each GSC member to present a short overview of their top 1-3 donors re</p> <ul style="list-style-type: none"> <li>• Key sectors and geographies</li> <li>• What the donor will/will not pay for, including administrative overheads and indirect costs</li> <li>• Eligibility requirements</li> </ul>	<p>Presentations and summaries with detailed donor information have been uploaded onto the GSC site of the Member’s section on the Alliance website, however key themes to emerge included:</p> <ul style="list-style-type: none"> <li>• Increasing trend of donors prioritising funding local partners directly at the exclusion of ChildFund Country Offices e.g. BMZ funding ChildFund Deutschland to work directly with local partners in Zambia rather than through the ChildFund Zambia office.</li> <li>• In almost all cases (the USAID NICRA being an exception), indirect cost recovery (ICR) and allowable overhead allocations are lower than the real costs incurred by ChildFund members. See links below for research into this in both the UK and the US  <a href="https://www.bond.org.uk/sites/default/files/resource-documents/cost-recovery-0216.pdf">https://www.bond.org.uk/sites/default/files/resource-documents/cost-recovery-0216.pdf</a> /  <a href="https://ssir.org/up_for_debate/article/pay_what_it_takes_philanthropy">https://ssir.org/up_for_debate/article/pay_what_it_takes_philanthropy</a>.</li> <li>• There is a growing appetite within the Alliance to explore new forms of investment such as Social Impact Investment and Social Impact Bonds, with both ChildFund NZ and ChildFund International having already undertaken some initial research in this area.</li> </ul> <p><b>Action points</b></p> <ul style="list-style-type: none"> <li>• ChildFund Japan, ChildFund Ireland and ChildFund Canada to present an overview of their main institutional donors to the GSC group at the next webinar.</li> <li>• Martina to confirm whether SIDA funding could be utilised as co-financing in EU projects submitted by other Alliance members e.g. cases where Barnfonden is not the lead applicant (MH: response from SIDA is no, with the exception being in cases where a Swedish organisation is co-applicant and has a clear role and added value to the project (not only providing cost-sharing/match funding).</li> <li>• ChildFund NZ and ChildFund International to share research on Social Impact Investment and present finding to the GSC at a future meeting.</li> </ul>

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	<p><b>Proposal and Program Quality (Catherine &amp; Werner)</b></p> <ul style="list-style-type: none"> <li>• Success stories</li> <li>• Processes / strategies in place to raise the quality of the proposals submitted to our most important / long-standing donors</li> <li>• Localisation / working directly with local partners</li> </ul>	<ul style="list-style-type: none"> <li>• Key challenges linked to proposal and program quality identified include timing; constraints and conflict between HQ and Country Offices; and a focus on acquisition at the expense of quality delivery and project management.</li> <li>• Analysis done by the EUO on the evaluation criteria for EU funding applications indicate that the biggest weakness in terms of quality is in the area of i) donor relevance and ii) effectiveness / project design.</li> <li>• Members expressed support for the GSC to actively share good learning around <u>grant management</u> in addition to its current focus on learning and sharing regarding <u>grant acquisition</u>.</li> <li>• The growing trend of donors working directly through local partners poses significant challenges to the current ChildFund Alliance business model and compromises our ability to i) respond to funding opportunities and ii) secure donor funding. This affects both fundraising and program members i.e. it is becoming harder to a) include Country Office costs as donors are increasingly preferring to fund local partners directly; and b) with the localisation agenda, the added value of fundraising members is harder to demonstrate. The need for further work/research into mitigation and response measures (including how counterparts are responding to the challenges) was identified and the GSC feels it could make a valuable contribution in this area via the proposed Alliance-wide strategic planning working groups. It was also agreed that these concerns need to be formally raised to the CEOs group via the Alliance Secretariat, particularly given the implications for the next strategic plan.</li> </ul> <p><b>Action Points</b></p> <ul style="list-style-type: none"> <li>• Co-chairs to draft communication to the Alliance Secretariat regarding concerns related to donor trends towards working directly with local partners and share with GSC for review and feedback.</li> <li>• GSCO to formally raise concerns to the CEOs group via the Alliance Secretariat.</li> <li>• Future GSC webinars to include case studies / sharing learning and best practice on grant management.</li> <li>• GSC to review the ToR to ensure it remains fit-for-purpose given discussion around the need for increased strategic engagement and purpose at Alliance level.</li> </ul>
<p><b>Friday 17<sup>th</sup> May</b></p>	<p><b>Cross Alliance Collaboration – Best Practice (Catherine &amp; Sarah H)</b></p> <ul style="list-style-type: none"> <li>• Teaming Agreement (informed by briefing paper to be circulated by Craig)</li> </ul>	<p>Given the first agenda item having identified significant differences amongst main institutional donors with regards approaches to ICR, co-financing and overhead allowances, the need for elements of the Teaming Agreement (TA) to remain flexible was agreed. At the same time, given some recent frustrations at the time taken to negotiate TAs during what is usually a busy proposal development period, the need to develop some criteria to inform negotiations was identified.</p>

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	<ul style="list-style-type: none"> <li>Developing standards and consistent approaches across the Alliance</li> <li>Collaboration in countries where 1+ Alliance member is present</li> </ul>	<p><b>Action Points</b></p> <ul style="list-style-type: none"> <li>GSC to review the current TA and propose criteria to inform decision-making around the elements of the TA that often cause sticking-points i.e. split of ICR, co-financing and overhead / administration cost allocations.</li> <li>All GSC members will commit to using the TA in cases of cross-Alliance collaboration, with the possible exception being for emergency response activities where it has proved both less relevant and less utilised.</li> <li>GSC in conjunction with the CPIE working group to determine whether the TA is useful and relevant for collaboration on emergency response proposal development or whether an alternative approach is warranted.</li> </ul>
	<p><b>ECHO (Sarah R)</b></p> <ul style="list-style-type: none"> <li>Application process</li> <li>Pre-positioning</li> <li>Opportunities for Alliance collaboration</li> </ul>	<p>Sarah's presentation on ECHO has been uploaded onto the GSC site of the Member's section on the Alliance website and key takeaways include:</p> <ul style="list-style-type: none"> <li>Currently ECHO's focus in terms of capacity and compliance remains with the Framework Partnership Agreement holder (i.e. Educo), with limited focus on local partners. This however is under review and a 'hot topic' being discussed in the context of the localisation agenda.</li> <li>The ECHO TA in-country (or at regional level) is the primary contact for Country Offices in terms of pre-positioning and engagement. Contact should be made prior to an emergency so as ChildFund is on the 'radar'.</li> <li>Detailed Humanitarian Implementation Plans (HIPs) are developed on an annual basis per country and provide detailed information on the operational priorities identified.</li> </ul> <p><b>Action Points</b></p> <ul style="list-style-type: none"> <li>Sarah R to share a list of HIP countries.</li> <li>Members to advise Sarah R if they wish to access HIPs for their country programs or country priorities (only FPA holders can access these).</li> <li>Sarah R to re-present ECHO overview at a future GSC meeting for those members unavailable for this session.</li> </ul>
	<p><b>EU (Catherine)</b></p> <ul style="list-style-type: none"> <li>Update on the current funding cycle ending in 2020</li> <li>Strategic priorities for the next funding cycle, starting in 2021</li> <li>Transition to a new unified funding instrument in 2021 (EIDHR, CSO LA, and the 12</li> </ul>	<p>Catherine's presentation on DEVCO has been uploaded onto the GSC site of the Member's section on the Alliance website and key takeaways include:</p> <ul style="list-style-type: none"> <li>Existing funding instruments will be merged into a single Neighbourhood, Development and International Cooperation Instrument (NDICI) by 2021. This will involve a single set of eligibility rules, however there's still some contention regarding the <i>Neighbourhood</i> component which is yet to be resolved.</li> <li>The EU is transitioning its current online systems (PADOR and Prospect) into a single online operation system (OPSYS) which will take place in 2020.</li> </ul>

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	<p>other instruments will be merged into a new unified funding instrument, the NDICI)</p> <ul style="list-style-type: none"> <li>Transition from PADOR and Prospect to a new online operation system (OPSYS) scheduled for next year</li> </ul>	<ul style="list-style-type: none"> <li>Main funding priorities for the EU include climate, migration, Africa, gender and youth.</li> </ul> <p><b>Action Points</b></p> <ul style="list-style-type: none"> <li>EUO/GSC to plan for training on both the NDICI (what it means for ChildFund and how to prepare for it) and OPSYS (consideration is being given to a member being involved in DEVCO's pilot e.g. Educo). This could be linked to the planned EU Master Trainers initiative that the EUO had hoped to roll out in conjunction with this F2F meeting but unfortunately members had limited availability. Tentative dates for early next calendar year (Jan – Mar 2020) have been identified with training likely to take place in Brussels.</li> <li>Catherine to re-present DEVCO overview at a future GSC meeting for those members unavailable for this session.</li> </ul>