

INSTITUTIONAL RESOURCE MOBILISATION: GERMANY



SUMMARY

Germany is the second largest ODA donor globally, with over €21.8 billion in 2017. This represents a high potential in institutional partnerships for the Action Against Hunger network in terms of growth, diversification of funding and advocacy. Action Against Hunger Germany was established to capitalise on this potential, and started operations at the end of 2014.

CHALLENGE

The German institutional donor landscape is organized between two main donors: the German Federal Foreign Office (AA) and the Federal Ministry for Economic Cooperation and Development (BMZ). **However, both can only sign grant contracts with German NGOs.**

The majority of the BMZ's fund is commissioned to two state-owned private entities to distribute: Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) – focused on **technical cooperation** – and Kreditanstalt für Wiederaufbau (KfW), focused on **financial cooperation**.

In such a funding environment, Action Against Hunger faces three key challenges:

1. our position as a new actor in the German humanitarian aid and development cooperation landscape;
2. the complex processes of accreditation with our main institutional donors;
3. the competitive nature of the aid environment.

LEARNING

It is key to make use of the resources of the network and to strategically use all relationships and funding avenues to their full potential. In particular, using the technical and advocacy capacity of the organisation can be extremely effective in positioning Action Against Hunger as a knowledgeable, experienced player in new landscapes.

SOLUTION

The support Action Against Hunger has received from technical and advocacy experts within the network has been fundamental in working to establish action against hunger as a visible and credible partner in the German aid scenery. For example, regular emails or Skype exchanges, and updates on emergencies, needs and challenges, have enabled Action Against Hunger to take an active part in discussions with the German Federal Foreign Office on the current humanitarian situation in Yemen and Syria.

The visibility and support of the Action Against Hunger network's technical and advocacy experts also helped in the accreditation process with the AA and the BMZ. Both ministries expect their partners in Germany to be strong and independent organizations that are active members of the German development and humanitarian community, and to be able to contribute to the relevant discussions in Germany. The experts from the Action Against Hunger network enabled Action Against Hunger to fulfil this role in Germany by sharing their experience and knowledge.

Access to GIZ funding has been a huge driver of growth and has built a reputation with its back donors (the AA and BMZ). Through Action Against Hunger's established line of communication with GIZ, Action Against Hunger Germany has been able to work on better contract conditions, better compliance understanding and overall strategic development and global project coordination.