**Exercise 2.3: Pitch your WEF Nexus project!**

The objective of this exercise is to pitch your own WEF Nexus project in order to attract funding. Thus, the participants get an insight into funding opportunities for the implementation of WEF Nexus projects. It also deepens their understanding regarding selection criteria of international donors and modalities for accessing funding sources. Ultimately, the exercise contributes to increasing the participant’s knowledge about requirements of financing for Nexus projects and to increasing chances of receiving it.

**Step-by-step guide**

**Step 1: Choose your funding source and develop your Nexus project**

Build working groups consisting of 3-5 persons (preferably of the same national background). If possible, each group should include representatives of all three sectors.

Background:

You are representing a WEF Nexus project implementing entity and currently searching for funding opportunities. Therefore, you are attending the international conference on “Leveraging WEF Nexus funding”. After the first day you have already gained a useful overview over possible funding sources. For the next day, you are planning to reach out to one of the funding representatives in order to pitch your Nexus project towards her/him. Can you convince her/him of your project and obtain the aspired funding source?

Task: Discuss the following points within your group and fill in the slots in table 2:

* Discuss the three different funding sources listed in table 1 and choose which one you will address
  + Please keep in mind the different criteria indicated for each funding source depending on the character of the project that you are developing
* Please pitch your project to the funding source you have chosen by answering the following questions and fill in the slots in table 2:
  + What kind of implementing entity are you representing (e.g. governmental agency, NGO, private sector, etc.)?
  + Which funding source have you chosen?
  + What is your project title?
  + In which region does your project take place?
  + At what level should your project take place (e.g. transboundary, national, regional, local)?
  + Which WEF sectors are involved?
  + Which activities does your project encompass? Please check table 3 for a set of possible activities.

Timeframe: 45 minutes for discussion and compiling the results within the group.

*Please find the tables 1 to 3 in the annex on the pages 3 and 4.*

**Step 2: Pitch your Nexus project**

Task: Pitch your developed Nexus project towards the representative of the selected funding source (for the purpose of this exercise, the other participants of the group will act as “the representative”).

Timeframe: each group will have max. 5-7 minutes for presenting their project pitch.

**Step 3: Discussion**

Task: After each presentation, the other participants of the group will have a short round of discussion. The following questions could be elaborated:

* Did the pitched project fulfill the conditions of the chosen funding source?
* What do you think of the activities selected? Do you think this is a feasible project in practice?
* Please share your main lessons learned from this exercise.

Timeframe: 5-7 minutes discussion after each group presentation.

**Annex**

Table 1: Find your funding source

|  |  |  |  |
| --- | --- | --- | --- |
| **Parameters** | **Funding sources** | | |
| **Multilateral climate fund** | **Developing bank** | **Regional/ national funds** |
| Eligibility | For countries (national government agencies) | For governmental and non-governmental institutions, NGOs and the private sector | For governmental and non-governmental institutions, NGOs and companies |
| Project conditions | Supports investments in climate change mitigation and adaptation strategies, conservation, and sustainable resource management | Supports investments in (green/grey) infrastructure, the reduction of GHG emissions, and renewable energies | Supports investments in institutionalizing the WEF Nexus, cross-sectoral communication, and WEF Nexus related gender equality |
| Funding conditions | Depending on project criteria (e.g. loans, grants, etc.) | Grants, concessional loans, and guarantees | Grants, loans, and equity |

Table 2: Pitch your project

|  |  |
| --- | --- |
| **Parameters** | **Description** |
| Implementing entity |  |
| Funding source |  |
| Project title |  |
| Regional focus |  |
| Scale |  |
| Sectors involved |  |
| Activities |  |

Table 3: Select your activities

|  |  |  |
| --- | --- | --- |
| **Activity** | | **Description** |
| Environmental | Climate change mitigation and adaptation | The project contributes to climate change mitigation and adaptation using green or grey energy (e.g. Nature-based Solutions, water treatment plants, dams, etc.). |
| Sustainable resource management | The project leads to a sustainable management/ use of resources (e.g. diverse cropping patterns, implementation of agrivoltaics, drip irrigation, restoration of water canals, etc.). |
| Soil conservation and/or restoration | The project leads to soil conservation and/or restoration (e.g. constructed wetlands, slope stabilization with plants, etc.). |
| Enhanced nutrition, crop and plant diversity, or land productivity | The project allows for enhancing nutrition, crop and plant diversity, or land productivity (e.g. promotion of traditional crops, mixed cropping patterns, etc.). |
| Reduction of GHG emissions | The project contributes to a reduction of GHG emissions (e.g. due to the use of alternative energy sources like solar or wind power, conservation/ restoration of wetlands, etc.). |
| Use of renewable energies | The project leads to an increased share of renewable energy in the overall energy mix (e.g. use of solar and wind energy, bioenergy, hydropower, etc.). |
| Water conservation | The project improves water conservation (e.g. through reduced use of water, restoration of lacking water canals, use of sustainable irrigation systems, groundwater recharge, etc.). |
| Institutional | Intersectoral communication | The project enhances the intersectoral communication (e.g. due to intensified inter-ministerial and expert dialogues, etc.). |
| Merging departments | The project intends to merge departments of the water, energy and/or food sector and thus facilitates cross-sectoral cooperation. |
| Other | Advanced gender equality | The project leads to the advancement of gender equality, especially regarding participation and access to opportunities and benefits (e.g. establishment of women led water user organisation, etc.). |
| Wellbeing of indigenous and local communities | The project improves the wellbeing of indigenous peoples and local communities (e.g. connecting remote areas to the grid, strengthening political participation, etc.). |