

gfan global meeting

13-20 october 2021

meeting report

16 November 2021

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introduction and overview

The Global Fund Advocates Network (GFAN) global strategy meetings took place virtually this year, in response to the need to adapt to new realities brought by the continuing COVID-19 pandemic. In six virtual sessions over 8 days, from October 13-20, 2021, 107 advocates from around the world came together to share updates about their work, reflect on the current moment and strategize for the year ahead.

The meeting came at a critical time: the Global Fund to Fight AIDS, Tuberculosis and Malaria (Global Fund) had just released its [2021 Results Report](#). For the first time in twenty years, it reported significant setbacks in the response to the three diseases, largely due to disruptions in programs caused by the COVID-19 pandemic. At the same time advocates at the country level and technical partners to the Global Fund have raised the alarm about the need for increased and sustained investments in the three diseases to get them back on track. It is in this context, that the Global Fund is about to launch its Seventh Replenishment campaign, with its pledging conference in the last quarter of 2022. The challenge will be immense: GFAN is calling for a replenishment of at least \$28 billion to meet the need.



The meeting started with a dedication to Jacqueline Wittebrood and Global Fund advocates and friends we have lost.

The primary goal of the GFAN Global Meeting was to support members to prepare for the 7th Replenishment, by creating opportunities to:

- create cohesive and coordinated advocacy strategies;
- share information about opportunities, key events and potential challenges; and
- review and provide input on GFAN's 7th Replenishment ask and campaign.

The **opening session** included reflections from the GFAN Secretariat, regional partners, and Global Fund staff about their work over the past year and what to expect for the year ahead, especially as it relates to replenishment.

A series of **regional meetings**—for Asia and the Pacific, Africa, and Europe and North America—provided the opportunity for participants to share updates about their own work, reflect on the state of their region, specific advocacy needs, and key challenges that lie ahead, as well as discuss regional advocacy strategies and campaigns for the 7th replenishment.

A set of **concurrent workshops** gave participants the opportunity to discuss strategies for:

- GFAN's 7th Replenishment Campaign, including advocacy materials, messaging, and other

forms of support;

- Domestic resource mobilization (DRM); both how to approach pledges from implementing countries and DRM asks;
- Community and civil society strategies for advocacy at preparatory and pledging meetings; and
- Other key opportunities for advocacy in 2022, including AIDS 2022, and the G7 and G20 meetings.

At the **closing session**, participants shared key outcomes from the regional meetings and workshops and engaged in dialogue with Global Fund Executive Director, Peter Sands about the work ahead, before closing out the meeting with a Mint Tea social.

A theme throughout the meetings was the **challenge posed by COVID-19** and how much the landscape had changed since GFAN's last meeting in March 2020, days before the world went into lockdown. In every corner of the world the consequences of the pandemic have been profound: it has challenged health systems and exposed deep weaknesses; battered economies and strained resources; undermined respect for human rights-based approaches to health; and devastated lives. Yet, it also spurred creativity and action: communities adapted their HIV, TB and malaria programs to also take on COVID-19 and try to minimize disruptions in prevention and treatment; the Global Fund and other global health actors created ACT-A to improve coordination and get resources to low and middle-income countries quickly; the Global Fund repurposed funding and

raised billions more to meet immediate needs in eligible countries; and important lessons were learned about how the responses to HIV, TB and malaria could help countries prepare for and head off pandemics in the future. COVID-19 will pose a challenge for the 7th replenishment campaign as well, and much discussion touched on how advocates could leverage the experience of the past year as well as 20 years of the Global Fund, to push for funding from donors that is equal to the need.

While the GFAN global meeting was different this year, it provided an opportunity for even more members to connect, engage in dialogue and develop joint strategies than would have been possible if it had taken place in person. It also offered greater opportunities for cross-regional learning: since the regional dialogues did not take place concurrently, participants from other regions were able to listen and learn from their peers and identify additional possibilities for joint action. And while the human connection was missed, the strong and robust participation in the meeting from GFAN members set the stage for powerful collective advocacy ahead.

GFAN's reflections on the year past and a new strategy for the years ahead

GFAN has undergone significant change since the last global meeting in March 2020:

- It has a new institutional host in the [Joep Lange Institute](#), which stepped up after International Civil Society Support (ICSS) closed;
- It has a [new strategy](#), which was released in March 2021; and
- It has a [new international steering committee](#), which aims to achieve strong and balanced representation among new and long-time members, across geographies, issues and gender identities.

GFAN's New Strategy

Strategy 1: Track and translate the field

To **track the field**, GFAN will hold about 20 meetings each year to make stay in contact with members, identify and respond to emerging issues and themes. Regular biweekly meetings will be held with members to keep work on track for replenishment and additional meetings will be held to support peer learning and education on key issues. To **translate the field**, GFAN will produce resources to support member advocacy including the Ask document for the 7th Replenishment, and briefs to address issues that are key for resource mobilization advocacy.

Strategy 2: Amplify advocate messages and campaigns

GFAN is developing a new website that will enable it to better amplify messages and campaigns from members. They will continue to have a strong social media presence that lifts up the work of members. In addition, they hope to host events on the sidelines of key regional and global meetings, such as at AIDS 2022 in Montreal that includes significant virtual participation to give space for conversations by and among members and to spotlight members' advocacy efforts.

Strategy 3: Sustained global and country-level advocacy for resource mobilization

GFAN will continue to be a technical partner for the New Venture Fund for Global Fund Advocacy grant, which provides essential resources for advocates who are doing Global Fund replenishment advocacy. GFAN will also continue to engage with ACT-A and has established a working group to explore how it can pick up additional pieces of work to fill some gaps supporting civil society advocacy that were left by the closure of ICSS.

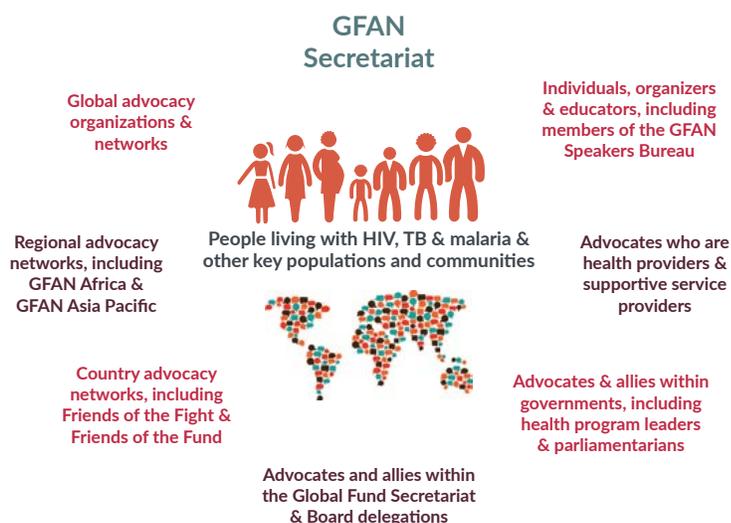
Strategy 4: Support inclusive and diverse participation in global advocacy

GFAN will continue to consult with advocates about whom should be sitting around decision-making tables at various levels and participating in global advocacy spaces, including within GFAN and advocating with decision-makers to ensure diverse civil society representation in key spaces. The GFAN Speakers Bureau is a key element under this strategy.

Strategy 5: Support a connected and aligned network

GFAN will continue to provide opportunities for members to learn from each other, understand different perspectives as well as constraints; and align around key advocacy strategies on issues like the Global Fund's 7th replenishment. GFAN is actively looking for opportunities to bring advocates together to strategize, including a possible 2022 Q1/Q2 meeting focused on replenishment advocacy.

Partners in gfan



GFAN's Work in 2021 and beyond

GFAN's main priorities for the coming months are supporting the Global Fund's 7th replenishment, through the publication of an ask document and accompanying suite of tools; redesigning its website; and hosting a series of calls on pandemic preparedness to share different perspectives within the network and align on strategies, to the extent possible.

GFAN's 7th Replenishment Advocacy

As a first step to support members' advocacy for the 7th Replenishment, GFAN developed an ask document that outlines an ambitious funding need of \$XX-XX billion for the period 2023-2025. The methodology followed that used in previous years and is based on an analysis of overall funding needs in Global Fund-eligible countries, as defined by technical partners and the Global Fund's historical share of funding for each of the three diseases. In addition, the document includes for the first time a specific ask for funding to strengthen community-led responses, in response to advocates' calls for ensuring there is dedicated funds in this area. The ask document makes the case that communities have always driven innovation and responses, including to COVID-19, and investing in communities is a building block towards regaining ground. The document recog-

nizes that many implementing countries in 2023 are likely still to be facing challenges related to COVID-19 and that fiscal space for DRM and co-financing will be constrained or more constrained than in the past. While it calls on donors to increase traditional official development assistance (ODA) for the three diseases, it also recognizes that strategies that go beyond ODA, like financial transaction taxes, expanding debt2health or using tools like special drawing rights donations, will be necessary to close the funding gap. In addition to this funding ask, GFAN will develop a series short complementary pieces looking at issues that are critical to GFAN members, including a brief that explores why we need to go beyond ODA.

Members noted that the ask was ambitious, but that it wasn't a bold choice—it was what was necessary to meet the very real and increasing need for the three diseases. They also noted that the methodology may be understating the need, because of future changes or ability to ensure greater DRM due to the financial impacts of COVID-19 and increasing debt burden in Global Fund-eligible countries. Others noted that the increase was significant—much more than what was asked for during the 6th replenishment—which poses a formidable challenge in securing the funds and some raised questions about potential risks if the gap between GFAN's ask and the Global Fund's investment case is too large. Finally, it was noted that the TB ask will likely be revised as StopTB is currently reviewing resource needs for the period 2023-2025. It currently looks as though the need will be about \$XX billion/year.

GFAN's Communications Activities

GFAN uses three main channels of communication—Twitter, Facebook and Instagram—to amplify messages of advocates, connect them to other advocates in the field, and reach decision-makers with key asks. Through these channels, they identify trends and relay important conversations happening in global health space especially about the Global Fund. GFAN's website, which is undergoing a redesign, holds space for longer pieces, including blog posts where they engage partners in specific conversations, and publish advocacy calls from thought leaders. Finally, GFAN uses the email listserv to share its monthly GFAN round up, which highlights some of the best things staff and members have done or read over the last month. Public engagement with these platforms is growing: GFAN now has more than 3,000 followers on Twitter.

The Speakers Bureau

In 2021, GFAN refreshed the membership of its [Speakers Bureau](#), to include 11 activists from Africa, Asia and the Pacific and Eastern Europe, who can talk about the direct impact of the Global Fund on their lives. Speakers have participated in 12 virtual events in 2021, including speaking to members of partner networks and organizations, participating in conferences, and recording statements and messages, with 3 additional events to come.



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The New International Steering Committee

As part of the strategic planning process, GFAN reviewed its governance model and explored how it could be changed to better reflect the scale of the work and the breadth of the partnership. The review proposed several new directions, including increasing oversight over hosting arrangements and expanding numbers to reflect the network's growth. Between June and August 2021, GFAN held a self-nominating process for a new international steering committee, with the goal of securing strong and broad representation, while balancing new and long-time members, gender representation, and representation of various issue areas and constituencies. The new steering committee also reserved spaces for GFAN regional partners.

The full membership of the new GFAN International Steering Committee is: Solange Baptiste (International Treatment Preparedness Coalition); Joanne Carter (Results); Palesa Chetane/Mathatho Aumane (Partners in Health); Chris Collins (Friends of the Global Fight against AIDS, Tuberculosis and Malaria); Kanna Dharmarajah (Frontline AIDS); RD Marte (APCASO); Rachel Ong (GFAN Asia Pacific); Mike Podmore (STOPAIDS); Cecilia Senoo (GFAN Africa); Nerima Were (Kenya Ethical and Legal Issues Network on HIV and AIDS (KELIN)); and Peter Weissner (Action against AIDS Germany). Katy Kydd Wright, GFAN Director, serves on the steering committee in an ex officio capacity.



The New Host: Joep Lange Institute

After the closure of ICSS, the GFAN Steering Committee worked with the GFAN Secretariat to support an orderly transition and ensure support to staff. The New Venture Fund hosted the secretariat on a temporary basis, while the steering committee reviewed key steps and developments, reviewed the governance structure, provided input to request for proposals, and helped to select the new host. [The Joep Lange Institute \(JLI\)](#) is based in the Netherlands and provides a legal home for the network as well as financial and administrative services. As part of the new hosting arrangement, JLI and GFAN staff will collaborate on policy and advocacy areas that are mutually beneficial. JLI will work closely with the International Steering Committee on matters related to human resources and strategy.

The Global Fund's reflections on the year past, and year ahead

Global Fund staff presented some key reflections on the past year as well as thoughts about opportunities, challenges, and areas for collaboration in the year ahead.

2021 represented the **20th anniversary of the Global Fund**, and the launch of new branding and a campaign. The campaign was used as a tool to reconnect with constituencies, celebrate the history of the Fund and share the story of the determination that created the Global Fund 20 years ago. A 20th anniversary event was held with the government of Italy in context of the UN General Assembly in September.

The **Global Fund's 2021 Results Report** was a wake-up call for the Global Fund partnership. It

captured clearly how COVID-19 impacted the responses to the three diseases, as well as the steps taken by the Global Fund and communities to mitigate it. For the first time, the world lost ground in the fight against the three diseases. COVID-19 disrupted essential programs, particularly in the areas of prevention and testing. TB programs faced the biggest setbacks. While there were still increases in numbers of people on HIV treatment, there were significant declines in testing and decreased reach of prevention programs, particularly for key affected populations. The key message of the report is that HIV, TB and malaria programs can adapt and be part of the response against COVID-19, and that the world can get back on track.

The Global Fund consulted widely with civil society, communities, and other stakeholders on the development of its **new 2023-2028 Strategy**. The strategy puts greater emphasis on communities, human rights and gender equality and introduces some strategic shifts in the way the Global Fund works as a partnership. The strategic framework was approved by the board, and the strategic narrative, endorsed by the Strategy Committee, will go to the board for [approval in November](#). The new strategy should be ready by Q2 2022. This strategy will form the basis for the Global Fund's investment case for the 7th replenishment and will be translated into specific key performance indicators (KPIs) and roadmaps for future Global Fund grants. GFAN has been invited to contribute as an external expert to the KPIs related to resource mobilization and health financing.

The Global Fund has played a key role in fighting **COVID-19** and has now awarded more than \$4 Billion to help low- and middle-income countries respond to the pandemic through its COVID-19 Response Mechanism (C19RM). About 19% of resources for the ACT-A response have been channeled through the Global Fund for the procurement of diagnostics and other commodities, as well as health systems strengthening. A quick strategic review has been completed of the ACT-A approach, which found that the rapid response was valuable and helped to ensure global coordination, but that more was needed to support implementation on the ground and ensure that health systems are able to mount comprehensive

prevention and treatment strategies. The Global Fund feels an obligation to continue to support countries to implement COVID-19 strategies and has been pushing for the integration of community-based responses as a key component of the work. The Global Fund anticipates the funding need for ACT-A will continue to be about \$20-25 billion in 2022, and that it will continue to play a role at least through the end of the next year.

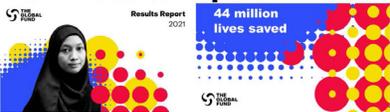
The Global Fund has formed a **new health financing department**, which is focusing on supporting countries to strengthen their co-financing commitment, strategies, and mechanisms, providing technical support around health financing reforms, and increasing efficiencies and grant effectiveness. Domestic resource mobilization continues to be important and the Global Fund will work

closely with advocates and political leaders to ensure sustainable health financing. Co-financing commitments are continuing to stay roughly on track, however the trends are expected to change as the economic impact of COVID-19 becomes more visible.

The context in which the **Global Fund's 7th replenishment** is occurring is extremely challenging on a number of fronts:

- The International Monetary Fund has just downgraded its economic outlooks for High-Income Countries, which were previously thought to be recovering from the economic

Preparing the ground for 7th Replenishment

<p>• Brand refresh & 20th anniversary</p> 	<p>• 2021 Results Report</p> 
<p>• Events & engagement platforms</p> 	<p>• COVID-19 response</p> 

impact of COVID-19 rapidly. Emerging and low- and lower-middle income countries continue to face slow recoveries, which prolongs economic challenges. Yet despite this, there is money in the system: many private companies have continued to maintain and expand profits in the face of the pandemic.

priorities. There is also growing fatigue when it comes to global health, especially compared to other equally important, but competing issues like climate change, water and education. Getting the issue onto public and political agendas will be challenging.

In dialogue with the Global Fund, advocates emphasized the importance of ensuring that funding for C19RM responses actually reach communities, noting that funds primarily have gone to governments and that they often face challenges accessing those funds even when they have been promised to them. They also stressed that a key part of the Global Fund’s investment case needed to focus on health and community-systems strengthening and ensuring that those most affected by the pandemics are supported to lead responses. The Global Fund noted that they had been pushing for a better approach around communities in the COVID-19 response, and working closely with WHO to that end, but it has been extremely difficult to get partners to take this on and the lack of guidance from WHO programming for communities has been a barrier.

Advocates also raised concern about DRM, noting that investment case projections can sometimes require advocates in implementing countries to do significant advocacy to get their governments to step up, without resources or funding to do so. The Global Fund noted the health financing team was developing a robust advocacy strategy and would bring civil society on board to help shape and implement it. They noted that there is a secretariat commitment to mobilizing resources and supporting this work.

- The political environment is also challenging, not least because of increasing tensions between high-income and low-income countries over the COVAX vaccine rollout, due to a deeply inequitable response. The rights of low-income countries to the same services, at the same time, and of the same quality, as high-income countries are not being met.

- Although there is increased awareness of the importance of public health and pandemic preparedness and response among the general public, HIV, TB and malaria are not central

- Finally, while the Global Fund has been able to make a high impact argument previously, the setbacks in progress mean that it now needs to talk about what it means that indicators are moving backwards and the importance of investing in resilient health systems for the long haul.

The Global Fund noted that the conversions of 6th replenishment pledges are on track, and while there is always a question about whether we can raise more money, it is important to note that the Global Fund was able to quickly raise an additional \$4B for the COVID-19 response.

The Global Fund is focusing on strengthening its partnership approach and working together with advocates to build the blocks of the replenishment process. This includes:

- Building out strategies for multi-faceted donor engagement with civil society groups in different markets in early 2022;
- Fostering implementing country leaders as champions;
- Engaging the private sector early and more strategically to help leverage resources;
- Ensuring a strong replenishment host confirmed by the end of 2021, that is willing to use its political capital and advocate for its peers to step up;
- Developing a robust investment case and strategies that complement the GFAN ask. The GFAN ask will likely be higher, but the Global Fund will work with civil society to ensure that there is confidence on all sides in the investment case;
- Mobilizing country-level advocates and global-level solidarity in partnership with civil society; and
- Creating joint advocacy and events to increase visibility.

Global Fund staff noted that establishing the role of the Global Fund and its value within the global health architecture is an immediate priority. They have to engage in the COVID-19 response in order to protect gains in the areas of HIV, TB and malaria. In many contexts, it is the same people who are vulnerable to the three diseases and who have least access to health systems and services, who are also the most vulnerable to COVID-19. The 7th replenishment campaign will ensure that there is a strong narrative and evidence base around the Global Fund's work and impact.

The Global Fund also shared updates on its Joint Learning Agenda, a program developed in 2020 in

partnership with GAVI, World Health Organization (WHO), and WACI Health to train and support country-level advocates in Africa. The three pillars of the joint learning agenda are:

1. Training, including trainings of trainers to ensuring civil society advocates, as well as health ministers and parliamentarians, can articulate the economic arguments when it comes to health;
2. Sharing, including by enabling civil society to collaborate, south-to-south exchange and cross-border collaboration; and
3. Influencing, ensuring that when CS have been trained and work together to develop an advocacy workplan there is technical assistance to engage in right times of budget cycle, and resources for advocacy to do budget advocacy.



Peter Sands, Global Fund Executive Director, addressing GFAN members at the virtual town hall.

“Any strategy towards making the world safer from future infectious disease threats, the whole pandemic preparedness agenda, has to start with beating the diseases, the infectious diseases that we have in front of us.”

Reflections from Peter Sands , Global Fund Executive Director

The Global Fund Executive Director (Peter Sands) kicked off the final day of the GFAN meetings on 20 October 2021 with a virtual town hall. He started his remarks by thanking civil society representatives for their ongoing support and advocacy for the Global Fund and noted that GFAN's work (Secretariat and Regional Partners) is a key contributor to the success of the Global Fund.

Sands recognized the significantly changed context since the last GFAN Global Meeting and the challenges that lay ahead for the Global Fund's next replenishment,

“Every replenishment is the hardest one we've ever done. This one I certainly think is the most complicated one we've ever done.”

He noted the increase in the resourcing need, the disruptive impacts of COVID-19 on the three diseases, as well as the ongoing need for COVID-19 funding into 2022 and quite possibly beyond. He further recognized that donor and implementing country budgets for health and development are under acute pressure: “we're going to be asking for more money when donors are saying they have less money, when implementer governments are saying they have less money, and where there are some quite big, competing close closely related demands at the same time.”

Sands outlined several clear messages for the work ahead:

- The results report shows the disruptive impact of COVID-19 and the need to ensure that HIV, TB and malaria remain on the political agenda. It needs to be an imperative to get progress on the three diseases back on track.
- Addressing the three diseases provides a foundation for pandemic preparedness. Through its work on HIV, TB, and malaria, building health and community systems, and the C19RM, the Global Fund has shown that it can help to support COVID-19 and pandemic preparedness, in a way that is responsive to the needs of countries and communities, and which addresses health inequities.

Regional-level Reflections and Strategies

Advocates participated in regional-level discussions focusing on Asia and the Pacific, Africa, and Europe and North America to share information about their work, reflect on lessons learned, facilitate collaboration, and begin strategizing for the 7th replenishment campaign.

Asia and the Pacific

GFAN Asia-Pacific (GFAN AP) convened this session and reported that they have been actively engaging in the Global Health Working Group for the C20/G20 process. In addition, they have been working with partners in the region to prepare investment cases for five countries—India, Indonesia, Nepal, Sri Lanka and Vietnam—which center the importance of investing in affected communities in HIV responses in the context of COVID-19. They are also in the process of developing a regional campaign for the Seventh Replenishment building on the lessons learned from the “Love More, Give More” and “Heroes Give More” campaigns conducted during the Sixth Replenishment, where they engaged with the embassies of donor countries. Partners also shared examples of their work, including strategies they are using to push their governments to increase domestic resources, strengthen collaboration with communities and civil society, and drive strong commitments at the G20 and G7 levels, particularly in Japan, India, South Korea and Indonesia.

Advocates identified Indonesia and India as key targets for resource mobilization advocacy because they will hold the G20 Presidency in 2022 and 2023 respectively, and Japan will hold the G7 Presidency in 2023. India has also hosted the last Global Fund replenishment preparatory meeting and could be called on to double its pledge. Implementing countries in the region were also iden-

tified to be potential contributors to the Global Fund. In addition, the need to more actively advocate towards the private sector and high net worth individuals was expressed.

Advocates reflected on the difficult context posed by COVID-19 on countries in the region but felt there was still scope to push for greater commitments to DRM and called on the Global Fund to support these efforts by using a clearly explained methodology for their DRM estimates. They identified international advocacy on debt relief as a key strategy to increase fiscal space for health. They also emphasized the importance of supporting communities to engage in national budget processes, including by providing civil society groups with training and resources, as a key strategy for increasing DRM.

For the investment case, some participants emphasized that the Global Fund should make a large ask that reflected need, others stressed the importance of being realistic and able to back the numbers with evidence. The investment case should ensure robust funding for sustainable and resilient systems for health, including community systems and community-led monitoring, as well as for key populations. It should also stress that domestic investments in COVID-19 should not take away from the investments in the three diseases.

Africa

The African regional meeting (convened by GFAN Africa) opened with an analysis of the dire economic situation in the region, where countries have experienced deep recessions because of COVID-19, that is likely to have a long-lasting impact on their economies and prospects for growth. Countries have responded by increasing rapidly social spending, including on health, primarily financed through borrowing, significantly increasing debt burdens. Countries in the region will face difficult choices in the years ahead and will need to reallocate funding towards health and away from other priorities if they are to protect the sector from significant cuts.

In this context, advocates noted that advocacy around DRM was complex and sensitive and could be in tension with countries becoming advocacy champions for the Global Fund with donor countries. Advocates from the region similarly called on the Global Fund for a methodologically clear DRM forecast that learns lessons from the 6th Replenishment. They further pushed the Global Fund Secretariat to work with them early on plans around DRM to help support civil society advocacy. Finally, they called for more transparency on where co-financing resources were being spent.

Advocates shared concerns and thoughts about strategy for the 7th replenishment, again with embassy advocacy and engagement as an element. They emphasized the need for clear-eyed analysis about where the funding could potentially come from, including from new sources. They also raised concerns about the lack of an early champion (like Macron for the 6th replenishment). Finally, they emphasized the need for strong commitment to working in partnership with civil society and communities for the replenishment and beyond, to ensure that resources were reaching them.

Europe and North America

Advocates that participated in the Europe and North America regional meeting convened by the GFAN Secretariat shared updates from their countries about prospects and trends and many noted that they were facing particularly difficult contexts for advocacy. For example, the UK had slashed development assistance across the board, including for HIV, although existing Global Fund commitments were still being met. France is facing an election in Q2 2022, which will determine its level of commitment to the Global Fund. Some advocates however, saw opportunities including in Spain, Canada, Italy, Germany and the US, which was also a potential host for the pledging conference.

Advocates from the region emphasized that the Global Fund's investment case was a critical tool for their advocacy and would inform the development of country-specific asks. They noted that creating moments for donors to get visibility for their commitments would be important in the lead up to the conference, such as at the G7 or at AIDS 2022, and could be an important mobilization tool. Identifying champions from donor countries would also be key, particularly leveraging those countries that had hosted replenishment conferences in the past. Noting the tricky political situations, need for additional resources for COVID-19 and other major replenishments taking place in 2022, advocates emphasized that they needed the Global Fund to keep them informed of positioning and discussions among multilaterals, particularly as it relates to pandemic preparedness and response. Finally, some advocates emphasized that action on DRM, including diplomatic outreach and campaigning, would be important as they make the case for additional or even flat-lined resources.

Strategies for the 7th Replenishment

To begin to develop coordinated advocacy strategies for the 7th Replenishment, advocates participated in four workshops exploring the role of civil society at preparatory and pledging conferences; key dates and events; advocacy themes and messages; and advocacy for domestic resource mobilization. This section provides key takeaways from the discussions.

Preparatory and pledging conferences

Preparatory and pledging conferences are powerful tools for advocacy and action and community and civil society engagement is crucial. The integration of a local working group together with GFAN created a powerful platform for advocacy at the last preparatory meeting in India in February 2019. This combination resulted in strong civil society presence and an ability to influence messaging at the conference. In between conferences, GFAN was able to produce advocacy materials and ensure coordinated advocacy at the country, regional and global levels to put pressure on donors to step up. The “Love more, Give more” campaign, led by the GFAN regional partners, which included visits to donors in implementing countries, and messages of appreciation was highly impactful. Tools such as the GFAN ask report, live donor tracker, and web page with resources, were also helpful. At the replenishment conference in Lyon, pre-meetings with partners, side events, and GFAN statements helped to ensure coordinated advocacy and messaging and shape the narrative about outcomes.

For the 7th replenishment campaign, GFAN should continue to advocate for strong civil society engagement in preparatory and pledging meetings. Advocates suggested strengthening diplomatic outreach in implementing countries by ensuring greater coordination between advocates in implementing countries and those in the donor countries that are being targeted, to ensure coherent messaging, especially between civil society in implementing and donor countries. Advocates

also suggested working with the Global Fund and allies to strengthen the strategy for engaging private sector donors.

Advocates suggested several specific tools, including:

- A gap analysis between the GFAN replenishment ask and the Global Fund’s investment case: what is lost or at risk if we don’t raise enough money;
- Disease-specific briefs that look at the need for additional funding, particularly for TB where the need has increased significantly;
- An analysis of COVID-19 spending to counteract the argument that there is only so much money available;
- A brief that demonstrates how the response to HIV, TB and malaria provide essential infrastructure to respond to current and future pandemics; and
- Tools for engaging with the Private Sector that encourage them to step up with more money and stronger engagement.

Key dates and events

Advocates recognized the importance of using key moments, like convenings, disease days, and high-level meetings as opportunities for advocacy and to push governments to step up with strong commitments. They noted that these events provided important opportunities for connecting governments and other donors with civil society and

grassroots networks across countries; but also to ensure coordinated messages and action between civil society and community-led organizations. For example, they could be used as opportunities to ensure coordination between advocates in implementing countries and donors to maximize the impact of embassy outreach and activities.

Advocates also recommended that members of the GFAN Speakers Bureau be promoted as potential influencers and speakers at these events and urged that GFAN play a role in sharing events and engagement opportunities with the broader network.

Key events in 2022 include:

- Global Forum on TB Vaccines, February 2022
- EU-Africa Summit, February 2022
- World TB Day, 24 March 2022
- World Malaria Day, 25 April 2022
- G7 meetings in Germany, June 2022 and preparatory meetings
- Commonwealth Heads of Government Meeting, June 2022
- AIDS 2022 in Montreal, 29 July – 2 August 2022
- G20 meetings in Indonesia (Date TBD)

on human rights and gender equality, meeting the needs of key affected populations, and value for money. They also noted that GFAN could play a key role in gathering data and developing messaging around emerging themes, to broaden the appeal of the Fund, like its role in strengthening health and community systems and building resilience; how its programs create the foundation to fight current and future pandemics; its contribution to OneHealth agendas and Universal Health Coverage. They also urged materials that helped make the case for continued investments in HIV, TB and malaria in the face of COVID-19, while also responding to that pandemic through the C19RM would be very helpful.

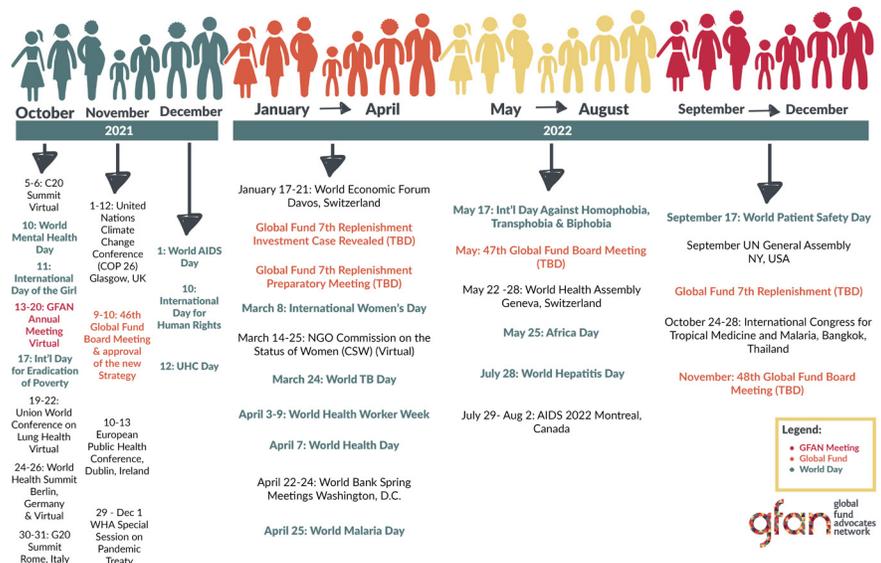
Advocates noted the need to be particularly creative in advocacy actions, particularly in light of COVID-19, where online meeting fatigue has become a barrier to engagement. They urged GFAN to keep events short and dynamic and explore individual meetings over more classic advocacy events like panels or briefings. They noted that strategies like speed dating, tailored virtual tours of programs, one on one calls between advocates and advocacy targets, have proven effective in other contexts and should be explored.

Advocacy and Communications Themes for the 7th Replenishment

Advocates in this workshop emphasized the importance of leveraging the expertise and reach of its members to produce compelling advocacy materials and messages that could be adapted to meet needs in different contexts.

Specifically, they recommended creating a catalogue of advocacy briefs that touched on the Global Fund's impact, including lives saved, the response to COVID-19 disruptions, and its impact

2021-22 Key Dates & Events



Domestic Resource Mobilization

Throughout the meeting advocates had touched on DRM in a number of ways, noting both the imperative of pushing governments to invest more and more efficiently in health, while at the same time recognizing that the economic context in light of COVID-19 has made the case all the more challenging. In this session advocates explored a number of issues with the Global Fund Secretariat with regard to DRM, in order ensure highly strategic messaging and advocacy.

The Global Fund noted that they use a tool called the DP Index, developed by UNAIDS, to forecast domestic investments for replenishment cycles. The tool looks at existing commitments alongside economic projections to provide robust average projections at the portfolio level, recognizing that there are big differences between countries. The impact of COVID-19 has similarly varied significantly between countries, with some like India and South Africa being particularly hard hit. The current environment poses many risks for co-financing, including increasing debt burdens and competing priorities when it comes to the allocation of resources, which can take away space for

domestic resources for the three diseases, particularly for key population programs which is often the first to get dropped. With the health financing team, the Global Fund has strengthened capacity to work on DRM and co-financing and will be able to tailor its work to the country context. They will also work to improve efficiencies, including reducing procurement costs and supporting the integration of services.

In the next replenishment cycle, advocates emphasized the need to ensure DRM for key population programming, including procurement of commodities and funding for communities directly. They noted that the investment case needed to recognize and balance the greater health needs in countries due to COVID-19, with the need for ongoing investment in the three diseases. They noted that countries cannot meet the DRM targets just through co-financing, but that they also needed to invest more broadly in health and community systems. They requested tools to support their DRM and budget advocacy efforts over the longer term.



Some of the GFAN family that participated in the GFAN Global Meeting.

Key Takeaways

The GFAN Global Meetings provided a timely opportunity for advocates to reflect on past strategies and prepare for future advocacy for the Global Fund's 7th replenishment in a significantly changed context.

Throughout the meetings, participants emphasized several key themes:

- The Global Fund remains a critical part of the Global Health ecosystem. Its work drives progress in fighting the three diseases, and creates resilient health and community systems that are the foundation for fighting current and future pandemics. Its role within the ecosystem has significant implications for the 7th replenishment and implementation period.
- Implementing countries are in crisis, facing economic recession and increased debt burdens, ongoing strains on the health system due to COVID-19 and the need to make up lost ground on the three diseases. Ongoing support from the Global Fund will be necessary to get them back on track. Co-financing and DRM strategies need to reflect this new reality.
- Advocates in donor countries are also facing difficult contexts for resource mobilization advocacy. They will need to make a strong case for continued focus on the Global Fund and the three diseases, even as resources for other global health issues, development priorities and climate change continue to grow. Demonstrating the value add of the Global Fund and its impacts, including on COVID-19 and DRM, will be critical.

GFAN has a record of success it can build on from the 6th replenishment as it launches into its 7th replenishment campaign. The tools and resources provided by GFAN, such as the ask document, as well as issue briefs, will be critical in helping members shape country-level funding asks and push their governments step up. Given the fact that the Global Fund's investment case figures are likely to be lower than the GFAN ask, some critical tools to explain the gaps will be needed. Advocates also requested a suite of advocacy tools and more sophisticated analysis on key and emerging themes, including on DRM and co-financing, the need to go beyond ODA, and options for addressing debt burden and relief. Advocates looked to GFAN to continue to provide space for strategizing and coordination, including on the sidelines of key events and online, and looked forward to additional convenings on 7th replenishment advocacy in early 2022.

