

**SPEECH DELIVERED AT THE GHANA PHILANTHROPY ANNUAL
CONFERENCE**
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**Theme: Government–CSO Collaboration to Strengthen Ghana’s
Philanthropy Ecosystem**

**Distinguished guests,
Colleagues,
Partners
Friends from the media — good morning.**

Let me begin with a simple story of belief.

A few years ago, under Ghana’s Power Compact, MiDA supported the turnaround of a struggling electricity substation serving thousands of households in a densely populated part of Accra. Before the intervention, voltage fluctuations were constant. Small businesses lost income daily. Students could not study at night. Families purchased generators they could barely afford.

A small catalytic investment — early funds, deployed quickly, before full certainty — upgraded the systems, trained local technicians, and stabilised the network. Almost overnight, something changed. Shops stayed open longer. Welders and seamstresses no longer paused work because the lights had gone off. Parents told us their children’s grades improved simply because “light no dey go off like before.”

What changed? Infrastructure, yes. But beyond that — belief. Someone believed early enough to invest, to take a risk, to start a transformation that others later came in to scale.

This is the power of catalytic capital. Belief before proof. And that is where our conversation begins today.

Let me now shift from this single community to Ghana’s broader national context.

2. CONTEXT & CHALLENGE

Ghana stands at an important crossroads.

Our development needs remain significant — from energy resilience, climate adaptation and food systems modernisation to youth employment, education equity, and digital inclusion.

Yet we are operating in a period of tightening budgets, shifting donor priorities, and cautious investors.

For many years, Ghana has had passionate civil society organisations, generous philanthropists, and committed development partners. What we have not had, is a coordinated national focal point for philanthropic mobilisation, and a structured way to connect national priorities with the catalytic, early-stage capital needed to unlock investment and scale. Without this architecture, much of our goodwill has remained fragmented, and too many promising ideas have struggled to grow into national programmes.

Traditional aid flows are changing. Market capital seeks certainty. And across our civil society and philanthropic landscape, we still see fragmentation: brilliant organisations, doing meaningful work — but often in parallel, not in partnership.

Ghana has no shortage of commitment or good ideas. What we need are the systems that bring those efforts together.

3. WHY COLLABORATION MATTERS

Our theme today is both urgent and practical: government-CSO collaboration.

Each actor brings something essential:

- **Government** brings scale, legitimacy, and alignment to national priorities.
- **CSOs** bring proximity, lived experience, and innovation.
- **Philanthropy** brings agility — that early catalytic capital that unlocks everything else.

When these actors operate separately, we get scattered generosity. When they operate together, we get systems that endure.

Let me add something important here. MiDA is not a competitor to civil society, and we are not a replacement for the work you do. In fact, Ghana

needs you now more than ever. CSOs bring proximity, trusted relationships, and the lived experience of our communities. You hear what government often cannot hear. You see what systems sometimes miss. MiDA operates in a different lane. We structure national programmes, align capital with national priorities, and ensure accountability for transformational investments. Different mandates, yes, but one shared purpose: a stronger, more inclusive Ghana. And when these lanes run together, communities gain, systems strengthen, and impact endures.”

Let me also be clear about something many of you may be wondering: MiDA does not provide sponsorships or small grants. That is not our mandate. But there are meaningful ways we can work together; from co-designing pipelines, to sharing due diligence and data, to testing ideas that can later scale nationally. Collaboration does not mean doing the same thing; it means doing different things that fit together. MiDA cannot do what you do. And you should not be asked to do what we do. But together, we can build an ecosystem capable of delivering results at the scale Ghana deserves.

Ecosystems are strengthened by structure, not scattered generosity.

4. THREE PRINCIPLES FOR A STRONGER PHILANTHROPY ECOSYSTEM

Principle 1: Alignment

Alignment is not bureaucracy. It brings clarity and helps us move from many isolated projects to a coherent national picture of what is working. And as MiDA develops its Knowledge & Performance Hub as directed by His Excellency The President, we will provide optional guidance on shared outcomes and indicators; not to replace your reporting systems, but to ease your burden and make it easier for partners to understand and support your work. When alignment occurs, we stop chasing small wins and start building national outcomes. We will act with urgency, transparency and collaboration and always in a way that strengthens, not strains, the work you do.

Principle 2: Catalytic Capital

Many of you in this room already work with catalytic funding; backing early ideas, testing innovation, and supporting communities to shape solutions that work for them. That is vital, and it strengthens our national fabric.

But catalytic capital works at different levels. CSOs often drive catalytic innovation at the community level, where trust is highest and insight is deepest. Government requires catalytic capital at the systems level, to test national models, de-risk reforms, and prepare programmes for larger investment. These two layers are complementary and not in competition.

When catalytic work at the community level meets catalytic work at the national level, we create a full pipeline: ideas are tested locally, strengthened through evidence, and then scaled into national programmes that reach millions.

This is why Government has asked MiDA to coordinate catalytic capital for transformational national programmes. Our mandate is to structure large-scale initiatives, strengthen governance, and attract blended and commercial financing for programmes that deliver results at national scale.

Catalytic capital is the beginning of every transformation. It allows all of us: Government and civil society, to seed what is possible, reduce risk, and prepare the ground for blended and commercial investment.

And this is why our call to partnership is Seed, Scale, Sustain. Catalytic capital seeds the ideas, coordination allows us to scale them, and accountability allows us to sustain them for the long term.

Principle 3: Accountability & Systems

Here, I want to speak about sustainability. If catalytic capital helps us seed ideas, and alignment helps us scale them, then accountability is what allows us to sustain impact over the long term.

Everyone in this room understands accountability. Many CSOs are already doing some of the strongest impact measurement work in the country, because donors demand it, and communities deserve it. Government faces the same expectations at a much larger scale. To attract blended and commercial capital, we must demonstrate clarity of governance, clear results, rigorous safeguards, and evidence-based reporting.

This is why at MiDA, we are getting our own house in order. We are strengthening our governance systems, refining our pipeline processes, and building the Knowledge & Performance Hub: a platform designed to help us track learning, improve programme discipline, and give partners

the confidence that Ghana can deliver what it promises. We cannot ask others to be accountable if we are not modelling it ourselves.

Accountability is about confidence, not control. Donors and investors want to know that their capital is protected, that outcomes are being measured, and that learning informs improvement. And this is where government and civil society share far more than we sometimes acknowledge. We are both trying to demonstrate what works, why it works, and how it can be sustained.

There is room for deeper partnership here - not in imposing systems on each other, but in sharing what we each know. Many CSOs have decades of experience in community accountability. Government, through MiDA and other institutions, is strengthening its capacity for system-level accountability. Together, we can build the kind of transparent, evidence-driven ecosystem that gives funders the confidence to invest at scale.

And ultimately, accountability is how we honour the people we serve. Because at every level; community, district and national, Ghanaians deserve programmes that deliver consistently, transparently, and at a scale that changes lives.

5. PROOF OF CONCEPT – WHERE CATALYTIC CAPITAL HAS WORKED

Let me offer two real examples from Ghana's recent journey.

Energy Sector Reform – The Power Compact

Early-stage catalytic funding under MiDA enabled regulatory reforms, private-sector partnerships, loss-reduction investments, and modernisation of key systems. Those early interventions created the foundation for further capital inflows and broader sector strengthening.

It began with catalytic capital. It scaled into national transformation.

Agribusiness & Climate-Smart Pilots

MiDA is driving the Government's Economic Enclave Project — a bold effort to turn large tracts of underused land into productive, commercially viable agricultural zones.

These enclaves provide the essentials that make modern farming work: cleared land, irrigation, access roads, power, warehousing, and secure

operating conditions for private investors, youth agripreneurs, and anchor farmers.

The goal is simple: produce more of what Ghana imports — rice, maize, soya, vegetables, and poultry — while building full value chains that create jobs, reduce post-harvest losses, and strengthen food security.

When philanthropy comes first, investment follows!

6. WHERE MiDA FITS

Let me clarify MiDA's role in this ecosystem.

MiDA is the Government's implementation agency for transformational PPPs and catalytic programmes, and the focal institution for philanthropic and grant-funded national initiatives.

We are evolving:

- From a compact implementer
- To be a national catalyst for mobilising public, private, and philanthropic capital.

Let me also be clear about our boundaries:

We do **not** provide sponsorships or small grants.

Our mandate is to work with MDAs to structure programmes that can deliver national-scale impact — programmes that are bankable, aligned, and accountable.

And we bring a unique credibility:

- MCC-grade governance
- A statutory mandate under Act 702
- Presidential designation
- A proven US\$1bn delivery record
- Rigor grounded in ESG and economic-rate-of-return discipline

This is our unfair advantage — and Ghana's.

7. CALL TO PARTNERSHIP

Let me leave you with a simple, yet powerful framework: **Seed. Scale. Sustain.**

- **Seed** catalytic ideas that have the potential to transform communities.
- **Scale** what works, amplifying solutions that deliver real impact.
- **Sustain** long-term programmes by embedding them in strong, resilient national systems.

Partner with **MiDA**—together, we can turn national priorities into programmes that are not just aspirational, but **investable, deliverable, and accountable**.

Let me take a moment to clarify MiDA's role in this ecosystem, because understanding the part we play, helps us all work more effectively together.

MiDA is the Government's implementation agency for transformational PPPs and catalytic national programmes, and the focal institution for philanthropic and grant-funded initiatives that support government's long-term priorities. That mandate comes with clear responsibilities: to structure large-scale programmes, strengthen governance, and mobilise the catalytic and blended capital required for national transformation.

Our work is therefore at the systems level - the space where national priorities must be aligned, risks reduced, and investment prepared. It is not the space of community grants, sponsorship requests, or project-based funding. Those roles sit with other institutions that are better placed to deliver them, and they remain essential to Ghana's progress. Our contribution is different: we create the structures, governance, and investment readiness that allow transformational programmes to operate at scale.

And we bring a unique credibility to that role: MCC-grade governance systems, a statutory mandate under Act 702, Presidential designation as the focal institution, and a proven US\$1 billion delivery record grounded in ESG and economic-rate-of-return discipline. These systems are an advantage for both MiDA and Ghana.

When each of us play our role, the ecosystem works. CSOs continue to drive community-level impact and innovation. Philanthropists bring the agility and risk-tolerance we need at the early stages. MiDA ensures that national-scale programmes are bankable, accountable, and aligned to Ghana's long-term development agenda. These are complementary and not competing strengths.

8. Closing

As we look ahead, one thing is clear: Ghana's future will be shaped by how well we use catalytic capital, how well we align our efforts, and how well we build the systems that sustain impact over time. Government, civil

society and philanthropy each have distinct strengths and when those strengths run in the same direction, transformation becomes possible.

At MiDA, we are strengthening our own systems, refining our pipelines and deepening our partnerships so that when the nation calls for ambitious programmes, we are ready to deliver them with credibility and discipline. We look forward to pulling in the same direction, so that together, we can help Ghana move from potential to progress, and from progress to lasting impact.

Let us invest our strengths; our insights, our partnerships, our discipline and commit to the long-term work that delivers real change. Ghana deserves nothing less.

Thank you.