

CALL FOR APPLICATIONS

Consultancy to identify and document Impact Investment in Nonprofit Organizations Models in Latin America

Background

ICNL is an international not-for-profit organization that promotes an enabling legal environment for civil society, freedom of association, assembly, expression, and public participation around the world. ICNL has provided technical, research, and capacity-building assistance to support the reform of laws affecting nonprofit organizations (NPOs) in over 100 countries. We work with a wide network of partners and experts to produce innovative research and analysis on legal topics affecting civil society.

In Latin America, ICNL works with local partners, networks, and policymakers to improve the regulatory frameworks that affect civil society organizations. Our work in the region focuses on strengthening the enabling environment for civic participation, supporting legal and regulatory reforms, and promoting policies that facilitate the sustainability and resilience of NPOs. This includes research, technical assistance, capacity-building initiatives, and regional collaboration with civil society networks.

Across the region, NPOs are facing increasing financial pressure. Traditional funding sources, particularly international donor support, are becoming more limited, uncertain, or restricted. At the same time, economic constraints and shifting political priorities are affecting the availability of public funding and domestic philanthropy. These trends are creating significant challenges for NPO sustainability and operational continuity.

In response, many nonprofit organizations are exploring new strategies for financial sustainability and income diversification. Among these approaches, impact investment models and other forms of mission-aligned financing are gaining attention. Some NPOs in the region are experimenting with revenue-generating activities, blended finance, social enterprises, and partnerships with private investors seeking both financial returns and measurable social impact.

However, information about how these models function in practice, particularly within the legal and regulatory contexts of Latin American countries, remains limited.

Identifying and documenting promising models could help organizations better understand the opportunities and legal obstacles associated with impact investment approaches, as well as the regulatory conditions that enable or hinder their development.

To address this gap, ICNL seeks a consultant to support the LAC team in identifying, documenting, and sharing examples of promising impact investment approaches involving nonprofit organizations in the region.

Scope of Work

The consultant will work closely with ICNL's LAC team to identify and analyze models through which nonprofit organizations in the region are accessing or engaging with impact investment and other mission-aligned financing mechanisms. Specific tasks will include:

1. Map and analyze existing impact investment models applicable to nonprofits in LAC.
2. Identify regulatory and legal frameworks that enable nonprofit participation in investment ecosystems. Examples of models to be considered (but not limited to):
 - Social impact bonds or outcomes-based financing
 - Hybrid nonprofit-enterprise structures
 - Community investment funds
 - Crowdfunding and participatory finance mechanisms
 - Conservation and climate finance models (e.g., debt-for-nature swaps)
3. Examine legal and institutional barriers affecting nonprofit adoption of key models identified.
4. Identify opportunities for legal reform and innovation, if appropriate, tailored to LAC contexts.
5. Prepare a synthesis report summarizing key findings, trends, and recommendations.
6. Produce concise case study briefs suitable for sharing with civil society organizations, donors, and policymakers.
7. Present preliminary findings to ICNL staff and partners through a virtual meeting or workshop.

Application Instructions

APPLICATION MATERIALS

Applicants must submit the following fully completed items with the Application Cover Sheet via email, with the subject “**ICNL LAC Consultancy Application**” to pshea@icnl.org. The deadline for submission of applications is **June 10, 2026, at 12pm EST**:

- Curriculum Vitae (CV) stating relevant work history and education, particularly other consultancies that you previously undertaken (no more than 3 pages);
- An application (no more than 3 pages) that addresses:
 - Applicant’s qualifications and expertise for this consultancy (which should demonstrate how applicant meets the selection criteria listed below);
 - If more than one person is involved in this consultancy, a description of who will undertake distinct aspects of the consultancy. ICNL reserves the right to approve or reject the use of any personnel; and
 - Line-item budget (not more than 1 page and not to exceed US \$4,500).
 - Applicant’s justified daily rate (in US Dollars). For additional personnel, please list each person who will be involved in the consultancy and their proposed daily rate.
- A recent sample of legal analysis or other technical legal assistance like the work envisaged under this Call.
- A recent sample of writing or research like the work envisaged under this Call.

QUALIFICATIONS

1. Applicants are expected to be lawyers with deep knowledge and demonstrated experience working with the nonprofit sector in Latin America.
2. Demonstrated experience in research and analysis related to nonprofit sustainability, social finance, impact investment, or civil society development. Familiarity with the nonprofit sector and philanthropic ecosystem in Latin America is an advantage.
3. Experience conducting qualitative research, including stakeholder interviews and case study development.
4. Strong analytical and writing skills, with the ability to produce clear and accessible reports.

5. Experience working with international organizations, research institutions, or civil society networks is an asset.
6. Professional fluency in Spanish and English; Portuguese is an advantage.

Selection Criteria

Applications will be evaluated based on the following factors:

- Compliance with eligibility requirements and application procedures; and
- How well does the applicant meet the above-listed qualifications.

Please note that ICNL is under no obligation to issue a consultancy and that only shortlisted candidates will be contacted.

PRIVACY POLICY NOTICE: The International Center for Not-for-Profit Law (ICNL) takes your privacy very seriously. Our privacy policy explains how we use any data we collect and presents clear guidelines on how our information can be used appropriately. It can be accessed here: <https://www.icnl.org/privacy-policy>.

Application Cover Sheet

Please complete the cover sheet and submit it, along with your application and supporting documents, to pshea@icnl.org. Please ensure that the subject of your email is “**ICNL LAC Consultancy Application.**”

Full Name:

Position:

Organization (if relevant):

Mailing Address Line 1:

Mailing Address Line 2:

Mailing Address Line 3:

Country:

Email Address:

Telephone Number:

Click on the boxes below to indicate that you have properly completed the application.

- I have attached an application that is no more than three pages.
- I have attached the proposed consultant/s CV of no more than three pages.
- I have attached a sample legal analysis.
- I have attached a research sample.
- I have provided a daily rate, with justification.