

CALL FOR APPLICATIONS

Project Information

The International Center for Not-for-Profit Law (ICNL) Africa program is soliciting applications for a consultant to conduct research on **digital fundraising models and best practices relevant to civil society actors operating in Africa**.

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 Africa, ICNL works with national civil society partners, networks, policymakers and multilateral institutions 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 NPOs are exploring new strategies for financial sustainability and income diversification. Among these approaches, models such as bitcoin, crowdfunding, and other forms of digital fundraising are gaining attention. In 2025, during a [regional consultation](#) with NPOs in Africa, participants expressed interest in exploring various innovative longer-term financial and non-financial models that they could implement to diversify their funding, increase operational efficiency and value-for-money, and strengthen their sustainability. These included using social media and digital fundraising platforms to raise capital.

However, information about the laws and regulations governing these models across African countries remains limited. To address this, organizations need to better understand the opportunities and legal obstacles associated with digital fundraising, as well as the regulatory conditions that enable or hinder their development.

ICNL seeks a consultant to support the Africa program in researching laws, regulations, and policies governing digital fundraising models relevant to NPOs in the region.

Scope of Work

The consultant will work closely with ICNL's Africa team to identify models through which NPOs in the region are accessing or engaging with digital fundraising and analyze the laws, regulations, and policies that govern those models.

Specific tasks will include:

1. Identifying regulatory and legal frameworks that enable nonprofits to undertake digital fundraising as a financing mechanism.
2. Examining legal and institutional barriers affecting nonprofit adoption of digital fundraising models.
3. Highlighting any best practices and case studies involving the use of digital fundraising models by civil society in Africa.
4. Identifying opportunities for legal reform and innovation, if appropriate, tailored to African contexts.
5. Preparing a synthesis report summarizing key findings, trends, best practices and recommendations.
6. Producing concise case studies suitable for sharing with civil society organizations, donors, and policymakers.
7. Presenting 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 Africa Digital Fundraising Consultancy Application**" to africa@icnl.org. The deadline for submission of applications is **July 1, 2026, at 12pm EST**:

- Curriculum Vitae of the consultant/s stating relevant work history and education, particularly other consultancies 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;
 - 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; and
 - Line-item budget, no more than \$4,500 USD, using provided [template](#) in Annex A (if unable to access, please email africa@icnl.org for a copy).
- A recent sample of legal analysis, and a recent sample of a research product similar to 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 Africa.
2. Familiarity with the nonprofit sector and philanthropic ecosystem in Africa is an advantage.
3. Knowledge of relevant digital fundraising platforms and how CSOs have utilized them on the continent.
4. Experience conducting qualitative research, including stakeholder interviews and case study development.
5. Strong analytical and writing skills, with the ability to produce clear and accessible reports.
6. Experience working with international organizations, research institutions, or civil society networks is an asset.

Selection Criteria

Applications will be evaluated based on the following factors:

- Compliance with eligibility requirements and application procedures; and
- How well the applicant meets 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 africa@icnl.org. Please ensure that the subject of your email is **“ICNL Africa Digital Fundraising 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 budget of no more than \$4,500 in the template provided.