

Consultancy: Smart Fundraising for Inclusive Land Governance

Introduction

About Both ENDS

Both ENDS is a human rights and environmental justice organisation working towards a world in which human rights are respected, gender justice is realised, and the environment is fostered and protected, thus assuring a life in dignity and prosperity for all. Our mission is to strengthen civil society globally to gain critical influence over decisions and activities that affect people's rights and the environment. We are a Dutch NGO with an international network of civil society organisations working from the grassroots up to the global level. Our network of partner organisations around the world is, and always has been, the starting point of our actions.

About Inclusive Land Governance

Land governance is a cross-cutting issue that has always been central to much of the work we and our partners do. For that reason, Both ENDS has committed to improve the way we work with our CSO partners and networks on land governance issues and to mobilise more resources for both inclusive land governance ('ILG') initiatives and empowering a wide and diverse network of civil society organisations from Asia, Africa and Latin America united in their ambition for inclusive land governance. These organisations identify, promote, implement and upscale ILG practices such as participatory mapping, collective tenure governance, community land and natural resource management, and women's leadership in land-use planning, work with local communities on land rights agendas, and advocate towards their local and national governments for land justice reforms. Both ENDS' expertise lies in building international networks of like-minded organisations, linking local realities to international policy arenas, and connecting civil society organisations with funders. More funding needs to be channelled to local organisations working with communities on land rights issues to, for example, promote participatory land use planning, to secure the right to free, prior and informed consent (FPIC) of Indigenous Peoples and meaningful participation (especially for women) in community decision-making, and to implement the UN Voluntary Guidelines on the Responsible Governance of Tenure of Land, Fisheries and Forests in the Context of National Food Security (the 'VGGTs').

More information about Both ENDS' ILG work can be found here: <https://www.bothends.org/en/Our-work/Alternatives/Inclusive-Land-Governance>

The assignment

Both ENDS looking for an experienced consultant to contribute to our ILG ambition by identifying strategies that will contribute to the financial stability of CSOs to support the implementation and expansion of local ILG practices and the strengthening of Both ENDS' global ILG partner network (e.g. network coordination, meetings, exchanges and peer-to-peer learning, capacity building, etc.). To this end, we would like an external consultant to identify opportunities and / or donors for Both ENDS' ILG goals, and to provide advice and a roadmap for Both ENDS and Both ENDS' global CSOs network

regarding those funding opportunities / donors (with a possible follow-on assignment to help us implement the roadmap).

Rationale of this assignment

Together with Both ENDS' partner network, Both ENDS has extensive experience, capacities, knowledge and skills on ILG practices. However, mobilising additional resources for the network of CSOs working on ILG practice to exchange experiences; learn on upscaling ILG practices; communicate about ILG practices and advocate for inclusive land governance remains a challenge. Both ENDS aims to strengthen capacities to engage with donors on support for ILG practices by local CSOs and communities. Both ENDS would like to broaden and intensify its relationships in the donor community through a deeper understanding of donor priorities, interests, agendas and funding cycles. This will help Both ENDS and the Both ENDS' global CSO network to identify the most promising fundraising leads and develop clear, well-informed strategies to pursue them.

Scope

The assignment is directed at identifying funding opportunities and strategies for: (i) supporting Both ENDS and local CSO partners to increase, expand and upscale ILG practices; and (ii) strengthening Both ENDS' global CSO network (e.g. by further exchanging knowledge and skills and/or engaging in joint strategising and actions).

Both ENDS is looking for funding opportunities of at least €100,000 per year for a minimum of three years that will become accessible within the coming five years (including, for example, via public calls, closed application processes, and/or invitation). Both ENDS is interested in learning about innovative funding strategies and both conventional and unconventional types of donors that would be interested in funding ILG work (within the scope above) and how we can best engage with them. Inclusive land governance can be considered from many different angles (e.g. women's rights, climate change mitigation, food security, water access, cultural integrity, citizen participation and many more). Both ENDS is particularly interested in exploring a range of potential angles in which to frame our ILG work to better engage with donors and increase support for local ILG practices.

Main objective

The main objective of this assignment is to identify promising fundraising opportunities and develop at least three funding strategies ('roadmaps') leading to exchanges and propositions vis-à-vis potential donors and strategic partners, that will mobilise new funding to support the ILG activities of Both ENDS' partners and strengthen Both ENDS global ILG CSO network.

Outcomes& Outputs

The foreseen outcomes include:

Both ENDS has increased understanding of:

1. Priority fundraising opportunities and donors for Both ENDS' global ILG CSO network;
2. Donors with high potential to support ILG practices; and
3. Strategies on how to engage with at least three of them (through a detailed roadmap).

The foreseen outputs include:

1. A report of the consultant's conclusions and recommendations that includes a list of donors and funding opportunities and prioritisation that fall within the scope of the assignment;
2. Written advice and recommendations to improve engagement with at least three donors with high potential for supporting ILG practices based on the consultant's engagements with donors and an analysis of their funding mechanisms, requirements, priorities, interests and future plans;
3. Three or more detailed roadmaps that describe actions to be taken for pursuing at least three priority funding opportunities/ donors, identified in consultation with Both ENDS. The roadmaps include concrete steps on:
 - a) Identifying entry points and opportunities to engage with specific donors and build relationships;
 - b) Framing ILG practices within the language of potential donors and developing possible proposals/ letters of interest / communications material;
 - c) Specifying potential strategic partners to approach and collaborate with in order to strengthen the proposition as a potential grantee from the perspective of target donors.
4. Two consultations (physical or online) with Both ENDS' staff during the term of the assignment to convey and discuss preliminary findings and recommendations, to seek further input and instructions, and to develop and refine the roadmaps discussed above.

Approach

To ensure ownership, this process will need to be a collective effort by the consultant, Both ENDS and its partners. To that end, Both ENDS foresees an interactive process with regular exchanges on intermediate findings and next steps at regular intervals.

The consultant will be responsible for conducting research on and analysing the donors and funding opportunities that fall within the scope of the assignment. S/he will be asked to coordinate the assignment with Both ENDS, to pro-actively raise questions and seek clarification with Both ENDS, and to ensure that results and recommendations are communicated clearly to Both ENDS.

The consultant will be required to go beyond publicly available information and engage directly with donors and past and/or existing grantees. For this reason, applicants with experience in fundraising, in working in or with donor agencies, and with existing relationships with relevant donor agencies, are encouraged to apply for this assignment.

Both ENDS may also consider applications from a consortium of consultants where it is clear that the proposed division of work would contribute to the quality of the outcomes.

Both ENDS request that interested candidates propose a more detailed approach to completing this assignment in their Expression of Interest.

Budget and timeline

The maximum budget available for this assignment is €20,000.

We aim for an immediate start of this assignment after contracting, and expect the consultant to finalise the assignment within a period of six months from commencement. We ask interested candidates to propose a feasible timeline and budget for this six-month assignment in their Expression of Interest.

Profile of the consultant

We welcome proposals that include one or more consultants (please specify in the Expression of Interest the proposed division of labour).

The ideal consultant(s) for this assignment has/have the following profile:

- Strategic and creative thinker in search for funding and collaboration possibilities;
- Good knowledge of and/or experience in donor networks;
- Working experience in and knowledge of the donor landscape;
- Demonstrated track record in fundraising and acquisition, preferably related to the governance of natural resources, forests, water, or land;
- Preferably experience working with or for civil society organisations on inclusive land governance issues;
- Strong written and verbal communication skills;
- Preferably experience in facilitating meaningful and strategic conversations;
- Ability to formulate analysis and results into practical and actionable recommendations;
- Ability to deliver high quality, attractive and concise outputs in a timely manner.

Requirements for the Expression of Interest

The Expression of Interest for this assignment should contain:

- A short motivation letter;
- A proposed Work Plan including: approach, description of planned activities, outputs and outcomes, and a timeline;
- A detailed budget indicating the activities, number of days and rates per day; and
- A CV (of all applicants) including references (preferably relevant to fundraising/donorexperience).

Deadline

11.59pm on 31 October 2020.

If you wish to apply, please email your complete Expression of Interest to Michael Rice (M.Rice@bothends.org) and Stefan Schüller (S.Schuller@bothends.org) under the subject '*Expression of Interest: Inclusive Land Governance*'.

Should you have any questions or need more information in preparing your Expression of Interest, please do not hesitate to contact Michael Rice and Stefan Schüller.