Expressions of Interest

Strategic Funding and Partnerships Review

Overview

The Crawford Fund for Food Security is seeking expressions of interest from experienced consultants to undertake a strategic review of future funding and partnership opportunities and develop a strategic funding and partnerships framework.

This is a focused consultancy involving document review, stakeholder interviews, strategic analysis and framework development and is not a fundraising campaign.

The review will identify the organisation's funding value propositions, assess priority funding pathways, and recommend practical approaches to diversify revenue over the next five years. The successful consultant will provide the Board with a strategic framework to guide future investment and partnership development.

About the Crawford Fund for Food Security

The Crawford Fund for Food Security is Australia's leading organisation dedicated to building awareness of, and support for, international agricultural research for development and food security. Through advocacy and education, leadership development, capacity building, partnerships and national events, the organisation connects research, government, industry and the broader community to strengthen Australia's contribution to global food security.

The Board has recently considered opportunities to diversify the organisation's funding base. Future success will depend on a clearer understanding of the Fund's value propositions, the funding models most appropriate to different activities, and the capabilities required to build long-term strategic partnerships.

Objectives

The review should assist the Crawford Fund for Food Security to:

- clarify its distinct value propositions for external investment
- identify realistic opportunities for funding diversification
- recommend priority funding pathways and prospective partners
- assess organisational capability requirements
- provide a practical roadmap for implementation

Scope of Work

The consultant should address six core questions:

1. What are the Crawford Fund for Food Security's distinct value propositions — and how are they different for different audiences?
2. Which funding pathways offer the greatest potential (sponsorship, philanthropy, government, international agencies, climate finance, strategic partnerships, other)?
3. Which funding pathways best suit which activities (Annual Conference, advocacy, thought leadership, capacity development, scholarships, regional engagement)?
4. Who are the highest-priority prospective partners?
5. What organisational capability is required?
6. What implementation strategy should CFFS adopt to pursue these opportunities?

The review should distinguish between funding for individual activities and events and longer-term, mission-based investment supporting the organisation's broader work. The review will not include fundraising, database construction or grant writing.

Detailed Areas of Inquiry

1. Value Proposition
Identify and articulate the Crawford Fund for Food Security's distinct value propositions, recognising that different activities create different opportunities for investment, including:

- advocacy and public engagement
- leadership development
- capacity building
- conferences and events
- partnerships and international engagement
- special projects

2. Funding Models
Assess the funding models most appropriate for each value proposition, including:

- corporate sponsorship
- philanthropic foundations
- family offices and major donors
- Australian Government programs
- international development agencies
- climate and resilience funding

- fee-for-service activities
- strategic partnerships

3. Market Assessment
Identify prospective partners that strongly align with the Crawford Fund for Food Security's purpose and activities, and assess likely interest, strategic fit, investment priorities, indicative scale of opportunity and potential engagement pathways.

The review should produce a prioritised prospect list of approximately 20–40 organisations rather than an exhaustive market scan.

4. Partnership Strategy
Recommend engagement approaches for different categories of partners, recognising that corporate sponsors, philanthropic organisations, governments and international agencies each require distinct strategies.

5. Organisational Capability
Assess the staffing, governance, systems and external support required to implement the recommended approach, including the appropriate role for the Board.

6. Implementation Roadmap
Provide a staged implementation plan identifying quick wins, medium-term and longer-term opportunities, and indicative resource requirements.

Deliverables

The successful consultant will provide four deliverables:

Deliverable 1 — Preliminary Strategic Review Report and meeting with CFFS oversight committee

> Identification of value propositions, possible funding models, market assessment, preliminary partnership strategy and organisational capability assessment.

Deliverable 2 — Development of a Prioritised Prospect List

> Identifying 20–40 priority organisations with commentary on why they fit, suggested engagement strategy, likely entry point and relative priority.

Deliverable 3 — Final Strategic Funding and Partnerships Framework

> A final report setting out the recommended funding and partnership strategy, priority opportunities, organisational capability requirements and staged implementation roadmap.

Deliverable 4 — Board Presentation and Discussion

Presentation and discussion of the findings and recommendations with the Board

Consultant Experience

Expressions of interest should demonstrate experience in:

- NFP fundraising and sponsorship strategy development, with demonstrated experience in implementation
- strategic partnership and investment strategy
- philanthropy and corporate partnerships
- Australian and international not-for-profit organisations
- government funding programs
- stakeholder engagement and strategy development

Experience in agriculture, food systems, international development or research organisations would be highly regarded.

We are seeking a senior adviser capable of undertaking 20–25 days of focused strategic work over the consultancy period. We expect the consultant to undertake the substantive work directly. The assignment is therefore unlikely to suit a large firm proposing to deploy a junior team.

Indicative Timetable

Milestone	Date
EOI closes	24 September 2026
Consultant appointed	by agreement
Review commences	Mid-October (negotiable)
Deliverable 1 – Preliminary Strategic Review Report and meeting with CFFS oversight committee	Expected late October 2026
Progress discussion with CFFS oversight committee	Expected mid-November 2026
Deliverables 2 and 3: Prioritised Prospect List and Final Strategic Funding and Partnerships Framework	20 January 2027
Deliverable 4: Presentation and discussion with CFFS Board	Tentatively 9 February 2027

Evaluation Criteria

Expressions of interest will be evaluated against:

- demonstrated understanding of the assignment
- demonstrated networks and understanding of relevant funding and partnership markets
- relevant experience and quality of the proposed lead consultant
- proposed methodology
- ability to deliver practical, implementable recommendations
- value for money

How to Apply

Expressions of interest should include:

- a brief statement of understanding of the assignment
- relevant experience and the CV of the (lead) consultant
- proposed methodology and approach
- indicative fee and estimated days
- two referees from comparable engagements

Submissions close: 5:00 pm AEST, 24 September 2026 Note: CFFS reserves the right not to appoint, or to appoint by invitation during this process.

Submit to: Shaun Coffey, CEO, Crawford Fund for Food Security, Email**:** shaun.coffey@crawfordfund.org

Enquiries prior to submission are encouraged and should also be directed to Shaun Coffey at the above email address.