

Request for Proposals: Exploratory Scenario Planning for Water Resilience in Latin America and the Caribbean

Summary

The [Consortium for Scenario Planning](#), a program of the Lincoln Institute of Land Policy, in partnership with the Lincoln Institute's [Land and Water](#) impact area, invites applications from community-based partners in Latin America or the Caribbean interested in cohosting an exploratory scenario planning (XSP) workshop for water resilience in 2026. Selected partners will work with the Lincoln Institute to design and deliver a locally grounded XSP workshop that engages stakeholders in exploring a pressing water-related challenge through an immersive, participatory process. The workshop will focus on understanding the impacts of local issues within a specific place or region, exploring multiple plausible futures, and identifying strategies to respond to uncertainty and build long-term water resilience.

About the Lincoln Institute of Land Policy

As a nonprofit global thought leader, the Lincoln Institute of Land Policy (LILP) is a leading voice in shaping how land is used, taxed, and managed. The institute offers innovative land-based solutions to social, economic, and environmental challenges that bridge the gap between theory and practice.

Housed within the institute, the Consortium for Scenario Planning (CSP) serves as a community of practice for planners and cross-sector professionals. The consortium's mission is to improve the practice of scenario planning and broaden its use across disciplines in communities of all sizes through research, peer-to-peer learning, training, and technical assistance. As part of this work, the consortium aims to expand the practice, accessibility, and impact of exploratory scenario planning in communities while also generating insights and lessons learned to inform best practices.

The Lincoln Institute's Land and Water impact area (Land and Water) seeks transformative, systemic change by advancing the sustainable management of natural resources through integrated policies and best practices. Its programs partner with communities worldwide to align land use and water planning, breaking down silos so decisions are made holistically. By building cross-sector capacity and fostering stewardship of land and water, the programs leverage policy to shape built and natural environments that strengthen resilience—helping communities and ecosystems withstand climate impacts and adapt to changing conditions.

The Lincoln Institute's [Program on Latin America and the Caribbean \(LAC\)](#), active since 1993, strengthens the capacities of governments, institutions, and professionals in the region to address the challenges of urban development and land management. Through training, applied research, technical assistance, and knowledge dissemination, it promotes innovative land policies that integrate urban planning, taxation, land value capture, tenure regularization, the reduction of informality, and climate change solutions. Its work—supported by regional expert networks and partnerships with governments, development banks, academia, and multilateral organizations—combines theory and practice to generate effective, inclusive, and sustainable solutions that improve quality of life in Latin American cities.

Background

[Exploratory scenario planning](#), or XSP, helps planners prepare for probable, desired, and uncertain futures while pursuing an overarching vision, rather than relying on a single, presumed future. It explores the root drivers, or causes, of possible futures, allowing planners to consider multiple potential paths, and is highly useful in planning for uncertainty as communities face increased challenges from compounded crises. While XSP is increasingly popular, it's rarely applied outside of large cities and regional planning agencies; most documented examples have been applied to transportation trends and issues. The process is, by design, adaptable to fit the capacity and needs of the community where it is being applied. The consortium seeks to introduce XSP to communities of different sizes and capacities and to understand how this method can contribute to many fields of planning. To learn more, [watch the Sonaran Institute's video](#) on exploratory scenario planning. In Latin America and the Caribbean, water and land challenges are deeply shaped by inequality, institutional fragmentation, and weak territorial governance frameworks. Watersheds face increasing pressures from urban expansion, extractive activities, and the climate crisis, particularly affecting rural, Indigenous, and vulnerable urban populations. Added to this is unequal access to services, technologies, financing, and information. In this context, it is urgent to strengthen integrated management models with a watershed-based approach, territorial rootedness, citizen participation, and innovative policy and financing instruments.

Goals and Objectives

This project will result in an exploratory scenario planning workshop in 2026, in collaboration with community partners in a selected place or region within Latin America or the Caribbean. The workshop will bring together stakeholders from diverse sectors and backgrounds to explore and plan according to the economic, social, and climate uncertainties shaping their community's future. Designed as an immersive and participatory process, the XSP workshop will help participants envision a range of possible futures, discuss trade-offs, and identify adaptive and robust planning and policy strategies to build long-term resilience. Following the workshop, the community and its partners may continue their planning and implementation efforts with ongoing guidance and support from LILP.

Eligible applicants include municipalities, other levels of government, nonprofit organizations, community development groups, and universities with strong community ties. Proposals should

clearly indicate a water-related challenge to be addressed during the XSP workshop. Examples might include but are not limited to:

- Watershed planning and management
- Drinking water accessibility and security
- Land and water use challenges
- Climate-related risks and uncertainties, such as drought or flooding
- Impacts of shifting water availability

Additionally, this project is intended to contribute to the consortium's growing library of scenario planning resources and to help identify best practices for applying XSP to build resiliency in communities. Furthermore, after completion of the workshop, LILP may choose to write about the process, outcomes, and lessons learned. It will also support the Lincoln Institute's Land and Water efforts to deepen understanding of the policies and processes that can address water challenges in diverse global contexts, with a focus on Latin America and the Caribbean.

What We Provide

The Lincoln Institute will collaborate with the selected partner and its community to develop and run a community-based workshop in 2026 for stakeholders to envision and plan according to the uncertain economic, social, and climate trends affecting water resiliency. Workshops will focus on the future of a water-related issue of the community's choice and help partners identify planning and policy changes. After the workshop, the participating community and entities may implement the resulting strategies from the scenario planning efforts, with the support of LILP.

The Lincoln Institute will cover expenses such as:

- Materials and supplies
- Venue and catering
- Staff travel (LILP and partner, if needed)
- Partner staff time, as needed
- Expert facilitation and technical guidance

Additionally, individuals from the partner organization(s) are encouraged to attend the 2026 Consortium for Scenario Planning Conference in Salt Lake City, Utah, from February 4 to 6 to learn more about the XSP practice and other cases. LILP will cover travel costs for one team member to attend. The conference will be conducted in English.

Representatives from the partner organization(s) are also encouraged to attend and present about the workshop and outcomes at the 2027 Consortium for Scenario Planning Conference (exact date and location to be determined). LILP will cover travel costs for up to two team members to attend the 2027 conference.

Evaluation Criteria

The Lincoln Institute will evaluate proposals based on six criteria:

- Relevance of the project to the RFP's theme of exploratory scenario planning as applied to the community's water issue.
- Adherence to and understanding of XSP methods in proposed workshop design, demonstrated by direct references to the resources listed below.
- Team skills, expertise, and relevant analytical and/or practice-based experience.
- Potential impact and usefulness of the project for practitioners of scenario planning.
- Well-defined explanation of the workshop's potential to benefit the community.
- Feasibility of workshop completion within six-month timeframe (January–June 2026).

During the selection process, finalists may be contacted for a virtual interview.

RFP Schedule

- Application deadline: November 13, 2025
- Notification of decisions: December 11, 2025
- 2026 Consortium for Scenario Planning Conference: February 4–6, 2026
- Workshop: No later than June 2026
- 2027 Consortium for Scenario Planning Conference: Winter 2027 (TBD)

Application Guidelines

This RFP is open to any group of individuals representing one or several of the following entities, agencies, or organizations or governments:

- Universities
- Municipalities or representatives of other levels of government
- Nonprofit organizations
- Community organizations or development groups
- Water utilities/irrigation districts

Any group or individual expressing interest in the program must indicate the community their university, government, organization, or entity serves, and should:

- Be in Latin America or the Caribbean
- Face defined water challenges
- Be able to form and/or work with a group of other governments, organizations, entities or communities' residents during the program's workshop.

Proposals should include:

- 1) **Cover page:** The cover page must include the title of the project and the contact information of applicant(s), including affiliation, address, phone number, and email.
- 2) **Project abstract:** Summary of the project (500-word maximum)

- 3) **Project description:** The project description should clearly convey (2,000-word maximum):
- Water challenges (e.g., scarcity, security, climate impacts) facing your organization and community
 - Why an exploratory scenario planning process would benefit the community
 - Describe why you or your organization are interested in partnering with other local groups and residents to tackle water planning and policy.
 - Describe why you or your organization are interested in considering various future scenarios to understand how challenges in your community will evolve.
 - Describe why you or your organization are interested in facilitating a community dialogue on these water challenges.
 - Identify organizations that have committed to cooperate on a scenario planning project and list any other potential partners (such as organizations, governments, agencies) and stakeholders who might be interested in participating alongside your organization.
- 4) **Work plan:** Briefly define the specific tasks or activities required to prepare for and complete the workshop, with a projected schedule for completing each phase.
- 5) **Budget:** Provide a detailed budget for workshop preparation and implementation. Examples of expenses include workshop materials, venue rental and catering, travel, staff time, expert facilitation, etc.
- 6) **Biographies:** Please include a brief biography and resume/CV for the primary applicant and any other team members (three-page maximum).

All sections of proposals must be submitted in one of the following languages: English, Spanish, or Portuguese. The project summary must be submitted in English in all cases. At least one team member should be conversant in English for meetings.

The proposal should be submitted as a Microsoft Word document and formatted for printing on 8.5- by 11-inch (letter-size) paper. The application may be single or double spaced, but each section must not exceed the maximum word count described above.

Submit the entire application as a single document using [this form](#) by November 13 at 11:59 p.m. Eastern Time.

Ownership and Third-Party Copyrights

The Lincoln Institute of Land Policy will own all work products, in all forms, including print or electronic, eBooks, the Web, and social media, together with all rights, titles, and interests therein, including copyrights. The Lincoln Institute's ownership and copyright conditions do not preclude the publication of commissioned works in other journals or media. Works commissioned by the Lincoln Institute may be published by a third party (journal, publishing house), but only after securing the permission of the Lincoln Institute.

Confidentiality

The information presented in the selection process and responses should be treated as confidential by the institute and the representatives involved in responding. This information is not to be distributed to any parties except those in the institute or those involved in responding to the RFP within the organization invited to respond. Similarly, the institute will not share the contents of any one responder with any of the other responders and will treat the RFP response documents as confidential.

Questions About this RFP

For questions regarding this request for proposals, please send an email to Madeline Hiller, program coordinator, at mhiller@lincolninst.edu.

Resources

Consortium for Scenario Planning. (2025, June 12). Scenario Planning for Water-Resilient Agricultural Futures in the Mountain West (Webinar). Lincoln Institute of Land Policy. <https://www.lincolninst.edu/events/2025/scenario-planning-water-resilient-agricultural-futures-mountain-west/>.

Consortium for Scenario Planning. (2024, November 18). Exploratory Scenario Planning for Post-Disaster Planning in Chile (Webinar). Lincoln Institute of Land Policy. <https://www.lincolninst.edu/events/2024/exploratory-scenario-planning-post-disaster-planning-chile/>.

Goodspeed, R. (2020). *Scenario Planning for Cities and Regions: Managing and Envisioning Uncertain Futures*. Lincoln Institute of Land Policy. <https://www.lincolninst.edu/publications/books/scenario-planning-cities-regions/>.

Lincoln Institute of Land Policy. (2023, July). *Sowing Seeds: How Scenario Planning Can Help Agricultural Communities Plan for a Resilient Future* (Video). Lincoln Institute of Land Policy. <https://www.lincolninst.edu/video/sowing-seeds-how-scenario-planning-can-help-agricultural-communities-plan-for-a-resilient-future/>.

Pérez, G. (2025, July). "Strategic Foresight to Minimize the Impact of Disasters and Increase Resilience in Chile: Exploratory Scenario Planning (XSP) Toolkit." Working paper. Lincoln Institute of Land Policy. <https://www.lincolninst.edu/publications/working-papers/strategic-foresight-to-minimize-impact-disasters-and-increase-resilience-chile/>.

Stapleton, J. (2020, August). *Exploratory Scenario Planning: How to Navigate an Uncertain Future*. Policy Brief. Lincoln Institute of Land Policy. <https://www.lincolninst.edu/publications/policy-briefs/exploratory-scenario-planning/>.

Stapleton, J. (2020, August). *How to Use Exploratory Scenario Planning (XSP): Navigating an Uncertain Future*. Policy Focus Report. Lincoln Institute of Land Policy.

<https://www.lincolnst.edu/publications/policy-focus-reports/how-use-exploratory-scenario-planning-xsp/>.

World Bank. (2022). "Water Matters: Resilient, Inclusive and Green Growth Through Water Security in Latin America." Water paper No. 2022-X. World Bank.
<http://hdl.handle.net/10986/37214>.