



LINCOLN INSTITUTE
OF LAND POLICY

Request for Proposals

Research on Land-Based Financing Approaches for Climate Action

Summary

The Lincoln Institute of Land Policy invites proposals for original research that examines opportunities for, and challenges with, implementing land-based financing (LBF) instruments, including land value capture, to promote and fund climate adaptation, mitigation, or resiliency measures.¹ The geographic focus of this RFP is global. Proposals will be reviewed competitively according to the weighted evaluation criteria indicated below. Outputs are expected to result in working papers appropriate for publication.

Context

Communities worldwide are confronting a gap in available financing to mobilize and accelerate climate action. The Lincoln Institute seeks to build on its rich knowledge base on the use of LBF specifically to promote transformational climate action. LBF refers to a range of instruments that enable local governments to generate own-source revenue for or recover costs of infrastructure investments by sharing part of the increases in land values that result from public investment and administrative or regulatory actions. Examples of LBF instruments include the property tax and land value capture tools such as infrastructure levies, developer obligations, charges for development rights, land readjustment, and strategic land management. These approaches have been used successfully around the globe to help pay for road improvements, transit, bridges, affordable housing, and other urban infrastructure projects.

While some evidence shows that LBF has successfully been used to implement climate mitigation and adaptation measures, these examples have not been well documented or systematically evaluated to date, despite increasing interest in the use of LBF to fund climate action. Furthermore, the conditions that enable the successful use of LBF in the unique context of climate change are also not well understood. It is possible that novel and innovative approaches to traditional LBF instruments are needed to address and respond to climate change.

This call for research proposals seeks to help fill this gap by better understanding the opportunities for and challenges with the implementation of LBF tools for climate action. The Lincoln Institute seeks research proposals that examine and evaluate the potential, ongoing, or completed applications of land-based financing approaches and principles to advance climate goals, including the necessary enabling conditions, with a focus on equity, urban form, and nature-based solutions. The research should help inform practitioners, policy makers, and decision makers.

¹ See related Lincoln Institute publications on land-based finance for climate action at [this web page](#).

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Research Themes

The following issues and themes are of interest to the Lincoln Institute, but the list is not exhaustive, and applicants may submit a proposal that considers other topics or issues. However, the proposal must contain explicit connections to and between LBF, climate mitigation, adaptation, or resiliency. Proposals for case studies that examine one or more of these themes are welcomed.

- The necessary enabling conditions for the use of LBF for climate action, including but not limited to, market conditions, public perception of risk, and the pricing of climate risk in land markets
- The legal, regulatory, and institutional considerations for using LBF for climate action, including informal or nontraditional forms
- The types of climate action, including infrastructure investments and regulatory action, that have the greatest potential for the application of LBF
- Temporal considerations for LBF for climate action (e.g., charges for long-term benefits of climate action or the timeframe for realizing land value increments)
- Innovative uses of LBF for climate action
- The potential nonrevenue-related benefits of LBF for climate action, such as equity
- Unintended outcomes (positive or negative) of the approaches, with an emphasis on equity

Proposal Content and Project Description

The proposal should clearly indicate the purpose and objectives of the research, highlighting the main question(s) to be addressed. Proposals without an identifiable and coherent research question will not be considered. Proposals should highlight and document the contribution the project is likely to make to the literature and/or policy debates related to the topic. Additionally, proposals should specify the relevance of the research to the issues listed below:

- The effectiveness of different approaches to generate revenues or promote climate-resilient development
- The role and function of different levels of governments, institutions, and other relevant actors
- The technical aspects of implementing the approach(es)
- Relevance of the approach(es) for policy makers or the applicability of the approaches in other geographies
- Suggestions for how the approaches, or their application, could be improved and/or innovated

Submissions

Proposals must be submitted online via the web-based application form and must follow the guidelines that appear in the appendix to this RFP. Proposals submitted by email or mail will not be accepted. Incomplete proposals, proposals received after the due date, or proposals that do not respect the format defined in guidelines will not be accepted.

Proposals must be submitted in English. The final work produced pursuant to the RFP (if selected for an award) must be in English.

Evaluation Criteria

The Lincoln Institute will evaluate proposals based on the following criteria:

The project's relevance to the RFP's theme of land-based finance tools for climate action	35%
Rigor of proposed methodology	25%
Potential impact and usefulness of the research for practitioners	25%
Capacity and expertise of the team and relevant analytical and/or practice-based experience	15%
Total Score	100%

Deliverable Types

Selected projects will build on the Lincoln Institute's existing body of work and produce valuable research, case studies, and tools for academics and practitioners interested in land-based financing, climate action, and planning. Proposals may include more than one deliverable. At least one of the deliverables is expected to be a Lincoln Institute Working Paper, but proposals may include additional deliverable types for consideration upon selection (e.g., other media types, maps, or tools). Working papers must adhere to the Lincoln Institute's format and style. The selected proposals will receive the format and style guide during the contracting process. However, upon request, we can send the format and style guide to proposal authors during the application period.

Award Amount

Awards for selected proposals will depend on the scope of the work, deliverable types, and the justification of the proposed budget. Similar project funding has ranged from \$8,000 to \$35,000, but these should not be considered limits for applicants who want to submit proposals below or above this range.

RFP Schedule

- RFP release: February 9, 2023
- Application deadline: March 23, 2023
- Notification of accepted proposals: April 13, 2023
- Progress report due: September 2023
- First draft due: December 2023
- Final draft due: April 2024

Publication and dissemination of works produced

The papers produced from the selected proposals will be considered for inclusion on the Lincoln Institute's website. Exceptional papers will be considered for inclusion in the Lincoln Institute Working Paper series.² Please note that the Lincoln Institute retains the sole right to determine if a paper will be published on our website.

The applicants selected through the RFP process may be invited to present their papers in Lincoln Institute webinars, conferences, and other Lincoln Institute events.

² A full list of Lincoln Institute Working Papers can be found online [here](#).

Work-for-hire

The funds awarded under this RFP are contracted as work-for-hire and recipients are not permitted to subcontract them to third parties.

Ownership and third-party copyrights

The Lincoln Institute of Land Policy will own all work products that result from the research commissioned via this RFP. Individuals and/or institutions who accept a research commission shall transfer and assign to the Lincoln Institute all rights, title, and interests in and to such work products, including without limitation, all rights pertaining to copyright and trademark. Creators of commissioned works will be granted a license to use and reproduce the commissioned research for their own educational and research purposes. Commissioned works can be published in third-party journals or media outlets with advance permission from the Lincoln Institute.

Questions about this RFP

For questions regarding this request for proposals, please contact Patrick Welch at pwelch@lincolninst.edu.

About the Lincoln Institute of Land Policy

The Lincoln Institute of Land Policy seeks to improve quality of life through the effective use, taxation, and stewardship of land. A nonprofit private operating foundation whose origins date to 1946, the Lincoln Institute researches and recommends creative approaches to land as a solution to economic, social, and environmental challenges. Through education, training, publications, and events, we integrate theory and practice to inform public policy decisions worldwide.

APPENDIX A: FORMATTING GUIDELINES FOR RFP PROPOSALS

1. **Language:** Proposals must be submitted in English. The final work produced pursuant to the RFP (if selected for an award) must be in English.
2. **Proposal Abstract:** The proposal abstract is fundamental in the assessment of proposals. We encourage all applicants to submit proposals with well-written, clear, and compelling abstracts that do not exceed 1,500 characters in length. The proposal abstract must convey the core issue(s) and proposed contribution of the research project for which funding is sought. It should clearly convey the project description, purpose, relevance, and data sources of the proposed research. Proposals with poorly written or vague abstracts may not pass the first stage of review.
3. **Contact Information and Curriculum Vitae:** Please include a proposed title for the research project and contact information for the lead author and other contributors in the project (include name, title, organization, email, coauthors, or research collaborators information). All correspondence from the Lincoln Institute will be made with the lead author. Please include curriculum vitae/resume(s), as well as records of publications (three pages maximum per person).
4. **Detailed Budget:** Please outline the costs for research assistance, data collection, fieldwork, travel, etc., and attach the budget to the proposal form. Projects that have other sources of financing or will need cofinancing should state the expected amount, the sources of cofinancing, and any conditions attached to such financing. **Please be advised that no overhead or indirect costs may be charged against funds awarded through this RFP.**
5. **Calendar of Activities:** Attach to the proposal form an estimate of a work plan with a projected schedule of activities to be completed. Please ensure the calendar lines up with the Important Dates described earlier in this document.
6. **Project Description:** The project description should not exceed 15,000 characters in length. It should identify the following:
 - **Objective and specific research question(s):** Clearly state the purpose and objectives of the research, highlighting the main question(s) to be addressed. Proposals without an identifiable and coherent research question will not be considered. Specify the relevance of the proposal to the priority issues listed in this RFP. Highlight and document the contribution your proposal is likely to make to the literature and/or policy debates related to the topic.
 - **Theoretical or conceptual framework and main hypotheses to be tested:** Give the conceptual framework that informs the research. List and discuss a maximum of three key works that help situate the proposal clearly and easily within the relevant academic and policy literature. Describe the subject of comparison and how it relates to the theoretical or conceptual framework and hypothesis.

- **Methodology, sources of empirical data, and data collection strategy:** Present clearly the analytical methods to be used and their relationship to the conceptual framework adopted for the research. Specify sources of empirical data, assurance of access to the data, data collection strategy when warranted, and proposed uses of data to generate and support desired results, if any.
- **Expected outcomes:** Identify and explain the expected outcome(s) of the research and its relevance for policy and knowledge production. What results are expected, why would they be relevant, and how would they be disseminated and used?
- **Description of roles and partnerships:** If research involves collaboration with academic institutions, government organizations, the private sector, etc., please specify the role of each participant on the project team, including the responsibilities and tasks assigned to the lead author and to each collaborator.

APPENDIX B: FREQUENTLY ASKED QUESTIONS

Proposal Format

- **How detailed should the project description be?** Whatever best conveys the topic(s) and objective of your proposal in clear language.
- **Should the project description include a budget?** No. The online application contains a separate section to upload the budget.
- **How flexible is the character count for each section?** You must adhere to the specified character count, or your proposal will not be accepted.
- **What is the format for a Lincoln Institute publication?** The authors of selected proposals will be sent formatting guidelines and a template for Lincoln Institute working papers.
- **Are references included in the character count within the project description section?** Yes.

Budget

- **Can the budget be changed during the research?** No, except in the case of reallocation of funds in consultation with the Lincoln Institute.
- **Does the Lincoln Institute cover institutional overhead?** No.
- **What does the award amount cover?** The award covers all direct research expenditures including personnel, research assistance, data, interviews, books, research-related travel and software, or other items deemed indispensable for the development of the project.
- **Does the Lincoln Institute finance acquisition of equipment?** No.
- **Is there a maximum budget amount?** No. Total funding from the Lincoln Institute will be determined based on the scope of the project and the justification of the proposed budget.

Evaluation Criteria

- **Do I need to be a U.S. citizen to apply?** No.
- **Do you fund only academics? What about practitioners and researchers who do not hold a master's degree or a PhD?** The RFP targets, but is not restricted to, academics and researchers holding an advanced degree. While an advanced degree is not required, holding such a degree may result in a higher score during the review process, as the researchers' qualifications are taken into consideration.
- **Can the paper be coauthored?** Yes. Contact details for all authors must be mentioned in the proposal and a lead author must be designated as the person responsible for the project.
- **How many proposals do you expect to receive?** The average number of responses to other Lincoln Institute RFPs ranges from 35 to 200.

- **Can I get feedback on the substance of my proposal?** No. This is a competitive process, so all participants must have access to the same information. Thus, we will not respond to individual consultations during the evaluation period or prior to the proposal due date.
- **Can I make changes to a section of my proposal after I send it in?** Only if you do so before the final date for submission of proposals and only if you submit a complete revised version that will replace the original one. You must notify the Lincoln Institute if you wish to submit a new proposal so that we can ensure the original one is discarded.
- **Can I present more than one research proposal?** Yes.

If you have further questions regarding these guidelines, please send an email to pwelch@lincolninst.edu.