



Request for Proposals (RFP)

Case Studies on Land Value Capture Implementation in the U.S. and Canada

The Lincoln Institute of Land Policy invites proposals for case studies on land value capture (LVC) application in the United States and Canada, and its relevance to social, economic, environmental, and fiscal issues. The case study proposals will be reviewed competitively based on the weighted evaluation criteria indicated below. These criteria favor case studies that use reliable quantitative and qualitative data, employing original fieldwork and/or secondary data. Outputs are expected to result in case studies appropriate for publication.

Overview

The Lincoln Institute is interested in expanding its understanding of land value capture practices (also known as [land value return](#)) in the United States and Canada, as a policy approach to advance social equity, economic development, climate action, and fiscal health goals at the local and regional levels. We seek case studies that will expand upon the myriad of issues that jurisdictions face when implementing land value capture policies. We hope that the case studies commissioned from this RFP will help inform current and future practitioners and policy makers, with the ultimate goal of improving practices in the fields of urban planning and public finance.

Scope and Priority Issues

The request for case study proposals is built upon the Lincoln Institute's mission to improve quality of life through the effective use, taxation, and stewardship of land. The case studies we plan to commission should discuss land value capture policies as a means to achieve at least one of our high-level goals: (1) low-carbon, climate-resilient communities and regions; (2) efficient and equitable tax systems; (3) reduced poverty and spatial inequality; (4) fiscally healthy communities and regions; (5) sustainably managed land and water resources; and (6) functional land markets and reduced informality. Applicants should consider the following points:

- Proposals should demonstrate the relevance of the proposed case study to policymaking, specifically how the insights and lessons of the case may be applied by decision makers, public officials, and the private and academic sectors.
- The geographic scope of this RFP is the U.S. and Canada. Studied jurisdictions may be municipalities, counties, or regions of any size. We expect that the selected projects will represent a variety of small, medium, and large jurisdictions, to showcase the implementation of LVC in different contexts.
- Proposals should examine land value capture policies that have already been implemented or are being implemented, and the final case study should include a discussion of the outcomes and lessons of such practices thus far.

- Proposals should clearly explain the stage or implementation phase that the case represents and whether sufficient evidence or data is available to document the case at that point in time.
- Proposals should identify which of the following policy objectives the LVC policy advances or intends to advance: fiscal, social, economic, and/or environmental.
- Land value capture approaches and policies of interest to the Lincoln Institute include, but are not limited to, the following:
 - Special assessments or infrastructure levies
 - Charges for development rights
 - Density bonus programs, inclusionary housing, or inclusionary zoning policies
 - Transfer of development rights
 - Developer obligations, impact fees, or linkage fees
 - Land readjustment

Themes, Topics, and Issues

The list below outlines the themes, topics, and issues we want each selected case study to ultimately address. However, we understand it may not be feasible (or appropriate) for case study authors to address every item listed. Applicants should explain their confidence in being able to address most of the items in this list and identify items that may not be feasible or appropriate to explore in their case studies.

- Legal basis for land value capture policies, and challenges or disputes
- Assessment of land value increments and determination of contributions or levies
- Technical and operational implications for land value capture policies or tools
- Impacts to the economic feasibility of projects (i.e., could the land value capture policy prevent development?)
- Key stakeholders involved and identification of any stakeholders who were not involved but should have been
- Participatory process and conflict resolution among key stakeholders
- Timing and transition periods in implementing land value capture policies
- Suitability of land value capture approaches in the context of real estate market conditions
- Equity or fairness issues, including gentrification or displacement concerns
- Transparency issues
- Public engagement processes
- Public perception, messaging, and communication issues
- Transferability potential of the policy to other jurisdictions/geographies

Submissions

Proposals must be submitted online via the web-based [application form](#) and must follow the formatting 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 the submission link will not be accepted.

Proposal evaluation

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

Relevance of the case to advancing knowledge on LVC implementation	35%
Reliability of the proposed sources of data and data collection methods	30%
Qualifications of the researcher or members of the research team	15%
Clearly defined case parameters (e.g., time period and scope of the impact)	10%
Justification in relevant academic and policy literature	10%
Total Score	100%

Minimum qualifications

There are no minimum qualifications. However, applicants will be evaluated based on their qualifications. Therefore, applicants benefit when they, or at least one member of their research team, have an advanced degree in urban planning, economics, public policy, law, or other related disciplines.

Deliverables – Case study papers

Deliverables are expected to result in case study papers appropriate for publication. Case studies must adhere to the Lincoln Institute’s template, format, and style. The selected proposals will receive the template, format, and style guides for case studies during the contracting process. We expect the final case study papers to be no more than 15 pages in length, not including appendices and references.

Level of funding

The Lincoln Institute will commission the project based on the scope of work and the justification of the proposed budget. Recent funding for case studies has ranged from \$5,000 to \$20,000, but this should not be considered a bar to applicants who want to submit proposals above this range.

Publication and dissemination of works produced

If exceptional, the works produced from the proposals selected will be considered for inclusion on the Lincoln Institute’s website and/or learning platforms. Please note that the Lincoln Institute retains the sole right to determine if a case study will be published on our website.

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

Work-for-hire

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

Ownership and third-party copyrights

The Lincoln Institute of Land Policy will own all work products that result from the case studies commissioned via this RFP. Individuals and/or institutions who accept a 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 may be published in third-party journals or media outlets with advance permission from the Lincoln Institute.

Important dates

RFP announced: February 9, 2023

Deadline for submission of proposals: March 23, 2023

Awards announced by the Lincoln Institute: April 13, 2023

Contracts with selected proposals finalized: May 18, 2023

First draft of case study papers due: August 31, 2023

Feedback on drafts provided to case study authors: September 28, 2023

Final case study papers due: December 7, 2023

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.

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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 also in English.
2. **Case Study Title:** Include proposed title for the case study.
3. **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 case study for which funding is sought. It should clearly convey the subject of analysis, purpose, relevance, and data sources of the proposed case study. Proposals with poorly written or vague abstracts may not pass the first stage of review.
4. **Contact Information and Curriculum Vitae/Resume:** Include 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) that include records of publications (three pages maximum per person).
5. **Detailed Budget:** 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.**
6. **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 RFP.
7. **Lincoln Goals this Project Advances:** Select all the Lincoln goals that this project could advance:
 - a. Low-carbon, climate-resilient communities and regions
 - b. Efficient and equitable tax systems
 - c. Reduced poverty and spatial inequality
 - d. Fiscally healthy communities and regions
 - e. Sustainably managed land and water resources
 - f. Functional land markets and reduced informality
8. **Project Description:** The project description should not exceed 15,000 characters in length. It should identify the following:
 - o **Objectives, scope, and issues:** Clearly state the objectives, scope, nature, and current stage of the case study, highlighting the issues to be addressed. Discuss your confidence in addressing the list of themes, topics, and issues identified in this RFP.

- **Justification in relevant academic and policy context:** Explain why this case is worth studying and what it may offer to the existing literature on land value capture application in the United States and Canada. List and discuss a maximum of three key works that help situate the proposal clearly and easily within the relevant academic and policy literature.
- **Methodology, sources of empirical data, and data collection strategy:** Present clearly the data sources and/or data collection methods to be used for the research and writing of the case study. Specify sources of data, assurance of access to the data, data collection strategy when warranted, and proposed uses of data to generate and support desired results.
- **Expected outcomes:** Identify and explain the expected outcome(s) of the case study 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 Case Study?** This format will be sent to authors of selected proposals.
- **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 to 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 case study 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

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