



Request for Proposals (RFP)

Research on Land Policy and Urban Development in Latin America and the Caribbean

Overview

The Lincoln Institute of Land Policy invites proposals for original research on land policies and urban development in Latin America and the Caribbean. Our objective is to understand how land policies are overcoming—or can overcome—systemic challenges to equitable and sustainable development in the region, including housing affordability and informality, spatial segregation, fiscal autonomy, and climate change. Based on the need to think holistically about the role of land to produce structural changes to address these challenges, we are seeking to shed light on current policy debates across the region on key research areas of interest to the Lincoln Institute. These areas include the implementation of land-based financing instruments for infrastructure and fiscal stability, approaches to informal settlements' upgrading and regularization, policies to reduce housing deficits, transit-oriented development, and enabling conditions for nature-based solutions for climate action.

Research areas and priority themes

This RFP is built upon key research areas and priorities for Latin America and the Caribbean. The Lincoln Institute prioritizes research projects that spark direct dialogue about the implications of the subject in current public policies. Applicants should consider the following points:

- Proposals should demonstrate clearly how the research objectives address one or more of the priority themes presented in this RFP.
- Proposals should demonstrate the relevance of the project and its implications for public policies, specifically on how its results and observations may be applied by decision-makers, public officials, and the private and academic sectors.

An applicant may submit a proposal that addresses a theme different from the ones listed in this document. In such cases, the proposal must explain how that theme may help the Lincoln Institute address other concerns it prioritizes.

Research areas	Priority themes
<p><u>Land and Opportunity:</u></p> <p>Urban land markets and policies, informality, spatial inequality, and housing policies</p>	<ul style="list-style-type: none"> • Strategies to increase the supply of land for affordable housing provision, such as land management instruments, inclusionary housing policies, public-private partnerships, and transit-oriented development, among others. • Experiences with informal settlement upgrading and/or land regularization, including densification and social integration strategies. • Land management strategies for vacant land and/or underutilized public and private properties. • Social and ecological function of land: challenges and trends in policy design and implementation.
<p><u>Fiscal Systems:</u></p> <p>Land-based financing and municipal fiscal health</p>	<ul style="list-style-type: none"> • Effects of land-based taxes/charges on land values and home prices. • Processes and procedures for the design, implementation, and operation of land-based financing instruments. • Land value capture potential and social impacts of transportation infrastructure investments (i.e., transit-oriented development).
<p><u>Climate, Land, and Water:</u></p> <p>Environment, climate resilience, and land policies</p>	<ul style="list-style-type: none"> • Effects of climate risk mitigation and adaptation measures on land values. • Legal and technical frameworks to enable land-based climate financing instruments for the provision of blue-green infrastructure and other nature-based solutions. • Governance models to equitably manage and finance climate adaptation and mitigation across jurisdictional boundaries. • The role of land policy in climate action plans and its relationship with urban plans.

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 will not be accepted. Proposals that are incomplete, received after the due date, or that do not respect the format defined in these guidelines will not be considered.

Language: Proposals must be submitted in Spanish, Portuguese, or English. If an applicant anticipates that the final work produced pursuant to the RFP (if selected for an award) will be in a language other than Spanish, Portuguese, or English, the applicant must indicate that on the proposal form when they submit their RFP. This will not impact how the proposal is scored; it will only be used to allow the Lincoln Institute to plan for appropriate translation services relating to the final works selected pursuant to the RFP.

Proposals will be reviewed by a committee composed of staff and collaborators of the Lincoln Institute of Land Policy. Preference will be given to policy-oriented empirical studies that address key research themes listed in these guidelines and that employ the Lincoln Institute’s resources and public databases.

This RFP is a competitive process. Submitting a proposal in response to this RFP does not obligate the Lincoln Institute of Land Policy to fund the proposal.

Proposal evaluation

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

Relevance of the research to the advancement of knowledge on the selected topic	35%
Quality of the proposed methodology and sources of data	40%
Qualifications of the members of the research team	20%
Use of the Lincoln Institute’s databases and research ¹	5%
Total Score	100%

Minimum qualifications

Applicants must have an advanced degree in planning, economics, public policy, law, or related disciplines at the time of submission. Submissions will be accepted from research teams; however, teams must identify a principal investigator who complies with the minimum qualifications.

Deliverables and other expectations

Research deliverables are expected to result in working papers appropriate for publication by the Lincoln Institute of Land Policy. The works produced must adhere to the Lincoln Institute’s format and style. The selected proposals will receive the format and style guides during the contracting process.

The works produced from the proposals selected via this process 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 working paper will be published on its website.

The applicants selected through the RFP process may be invited to present the completed works at Lincoln Institute webinars, symposiums, conferences, and/or other events.

Level of funding

The Lincoln Institute will commission research projects based on their scope of work and justification of the proposed budget. Awards are expected to range from \$10,000 to \$30,000 USD per project. However, more ambitious projects may be considered, based on the quality of the proposal and funding availability.

¹ See [Data and Toolkits](#), [Publications](#), and [Working Papers](#).

Work-for-hire

The funds awarded under this RFP are contracted as work-for-hire and are not permitted to be subcontracted by recipients 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.

Important dates

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| • RFP announced | November 15, 2023 |
| • Deadline for submitting proposals | January 15, 2024 |
| • Awards announced by the Lincoln Institute | Mid-February 2024 |
| • Contracts with selected proposals finalized | March 1, 2024 |
| • Progress report | May 12, 2024 |
| • First draft of papers/Initial findings due | August 1, 2024 |
| • Feedback on drafts provided to researchers | Mid-September 2024 |
| • Final papers due | March 31, 2025 |

Confidentiality

The information and contents of a respondent's submission presented for the evaluation and selection processes of this RFP will be treated as confidential by the respondent, the Lincoln Institute, and any external experts invited to be on the selection committee.

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.

Lincoln Institute of Land Policy

113 Brattle Street, Cambridge, MA 02138-3400, www.lincolninst.edu

Contact: Luis Quintanilla Tamez (ltamez@lincolninst.edu)

APPENDIX A: FORMATTING GUIDELINES FOR RFP PROPOSALS

1. **Language:** Proposals must be submitted in Spanish, Portuguese, or English. However, the papers produced pursuant to the RFP awards may be prepared in English, Spanish, Portuguese, or any other language. If a researcher anticipates that the final work produced pursuant to the RFP (if selected for an award) will be produced in a language other than English, the researcher must indicate that on the proposal form when they submit the RFP proposal. This will not impact how the proposal is scored; it will only be used to allow the Lincoln Institute to plan for appropriate translation services relating to the final works selected pursuant to the RFP.
2. **Proposal Abstract:** The proposal abstract is fundamental to assessing 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 topic and proposed contribution of the research for which funding is sought. It should clearly convey the analysis, purpose, relevance, and methods of the proposed research topic. Proposals with poorly written or vague abstracts might not pass the first stage of review.
3. **Contact Information and Curriculum Vitae/Resume:** Please include contact information for the lead researcher and all other research participants (include name, job title, organization, email). All correspondence from the Lincoln Institute will be addressed to the lead researcher. Please include your curriculum vitae/resume(s), as well as your record of publications (three pages maximum).
4. **Detailed Budget:** Please outline the costs for research assistance, data, fieldwork, travel, and so forth, and attach the budget to the proposal form. Projects that have other sources of financing or will need cofinancing should state the actual or anticipated 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.
6. **Project Description:** The project description should not exceed 15,000 characters in length. It should identify the following:
 - **Research objective and specific research questions:** Clearly state the purpose and objectives of the research, highlighting the main question(s) to be addressed and, when applicable, the hypothesis(es) to be tested. Proposals without an identifiable and coherent research question will not be considered. Specify the relevance of the research topic to priority themes/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:** Identify 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 how the subject of analysis and research questions/hypotheses relates to the proposed theoretical or conceptual framework.

- **Methodology, sources of empirical data, and data collection strategy:** Clearly present 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 results:** 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 the research involves collaboration with academic institutions, government organizations, the private sector, and others, please specify each participant's role on the research team, including the responsibilities and tasks assigned to the lead researcher and all research collaborators.

APPENDIX B: FREQUENTLY ASKED QUESTIONS

Proposal Format

- **Should the project description include a budget?** No. The online application has a separate section for uploading 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.
- **Are references included in the count of characters within the project description section?** Yes.

Budget

- **Can the budget be changed during the research?** No, unless funds are reallocated 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, books, research-related travel, and software or other items deemed indispensable to developing 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 US citizen to apply?** No.
- **Do you fund only academics? What about practitioners and researchers who do not hold a PhD?** The RFP targets, but is not restricted to, academics and researchers holding a PhD.
- **Can the paper be coauthored?** Yes. Contact details for all authors must be mentioned in the proposal and a lead researcher must be designated as the person responsible for the project.
- **How many proposals do you expect to receive?** The average number of responses to Lincoln Institute RFPs ranges from 50 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 requests for consultations about a proposal before or after its submission.
- **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.

For further questions regarding these guidelines, please send an email to:

Luis Quintanilla Tamez (ltamez@lincolninst.edu)