



Request for Proposals (RFP)

Research on Methods to Estimate Land Value Increments from Public Actions

The Lincoln Institute of Land Policy invites research proposals that illustrate methods, techniques, or approaches to estimating land value increments that result from public actions, including infrastructure investments and land use changes. Proposals will be reviewed competitively based on the weighted evaluation criteria indicated in these guidelines. These criteria favor surveys or studies that are based on reliable quantitative and qualitative data, employing original fieldwork and/or secondary data. Outputs are expected to result in research products appropriate for publication.

Overview and research theme

In the context of land-based financing, the Lincoln Institute seeks research proposals on approaches the public sector uses to quantify the value it adds to private land through its actions—a critical step toward recovering at least part of that added value to reinvest in projects or services that benefit communities. Over the years, the Lincoln Institute has laid groundwork on land valuation techniques. Yet, estimating the land value increments government actions trigger is still an area of land-based financing (i.e., land value capture) that merits greater understanding. For instance, adequately implementing public financing tools like special assessments or betterment contributions requires technical studies to assess the value increases that investments in infrastructure produce in adjacent or nearby private land; measuring those value increases allows contributions to be properly allocated among property owners who benefit from such public investments. Similarly, when an urban district is rezoned to allow for more productive land uses or denser development, localities may estimate charges or fees for the right to build according to the newly established land use or density allowance.

We are interested in the methods, techniques, and practical approaches across geographies, and in a diversity of institutional settings worldwide, to value land appreciation due to public actions—including investments in roads, railways, bridges, water supply, sewers, electrical grids, transit systems, blue-green infrastructure, telecommunications, and so forth, as well as to value added by changes in land use regulations or upzoning.

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. Incomplete proposals, proposals received after the due date, or proposals that do not respect the format defined in these guidelines will not be considered.

Language: Proposals must be submitted in English. However, the papers produced pursuant to the RFP awards by awardees may be prepared in English, Spanish, Portuguese, or any other language. If an applicant 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 applicant must indicate that on the proposal form at the time of the RFP proposal submission. 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.

This RFP is a competitive process. Submitting a proposal in response to this RFP does not create an obligation on the part of 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 for the advancement of knowledge on the selected topic	35%
Applicability and/or transferability of expected research outcomes	20%
Quality of the proposed methodology and sources of data	20%
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 are expected, but not required, to have an advanced degree in urban planning, economics, public policy, law, or other related disciplines at the time of submission. Submissions will be accepted from research teams, but a lead investigator must be identified.

Deliverables and other expectations

Research deliverables for this RFP are expected to result in literature reviews, case studies, or working papers, appropriate for publication by the Lincoln Institute of Land Policy:

- Literature reviews² should summarize what is known and unknown about the valuation(s) method(s) analyzed, identify places that have adopted or are considering adopting such method(s), and could also draw upon interviews with experts and practitioners.
- Case studies should describe the economic, social, political, and institutional context of the place(s) that have implemented a particular valuation method and the type(s) of public action or investments for which the approach is suitable (for example, a public transit investment; or a rezoning of an industrial district to allow for other commercial and residential uses). Case studies should also describe the challenges and opportunities arising in the design and application of the method. A

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

² See [Kiel \(2021\), *Climate Change and Adaptation and Property Value*](#), as an example of a literature review product.

detailed step-by-step explanation of the estimation method/technique and an example of its application in a real-life project or situation (including actual calculations of the land value increment) are expected to be covered in the case study format.

- Working papers should have a clearly defined research question, a theoretical framework and hypothesis to be tested, a strong methodology, and a strategy for data collection.

The works produced (literature reviews, working papers, or case studies) 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 the works produced through a research commission 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 the research project based on the scope of work and the justification of the proposed budget. It is anticipated that awards will range between \$5,000 to \$30,000 USD. However, more ambitious projects may be considered, based on the quality of the proposal and funding availability.

Work-for-hire

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

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 part of the selection committee.

Important dates

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| • RFP announced | November 15, 2023 |
| • Deadline for submission of proposals | January 22, 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 |

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

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APPENDIX A: FORMATTING GUIDELINES FOR RFP PROPOSALS

1. **Language:** Proposals submitted must be in 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 they are selected for an award) will be produced in a language other than English, the researcher must indicate that on the proposal form when the RFP proposal is submitted. 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 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 topic and proposed contribution of the research for which funding is sought. It should clearly convey the subject of analysis, purpose, relevance, and methods of the proposed research topic. Proposals with poorly written or vague abstracts may 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, etc., 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. For example, for a literature review proposal, a research question (or research questions) might look like this: *What are the statistical techniques to value land value increases stemming from investments in green infrastructure and coastal protection structures? What is the economic theory behind them, and what are their data requirements?* Proposals without an identifiable and coherent research question will not be considered. Also, specify the relevance of the research topic and how it will help clarify how land value increments produced by public action can be estimated. Highlight and document the contribution your proposal is likely to make to the literature and/or policy debates related to the topic. For case studies, clearly state the objectives, scope, and context of the case, highlighting the valuation method(s) of study and issues to be addressed.

- **Justification in relevant academic and policy context:** Explain why the proposed literature review, working paper, or case study is worth documenting and what it may add to existing discussions about estimating land value increments triggered by public action. List and discuss a maximum of three key works that help situate the proposal clearly and easily within the relevant academic and policy literature.
For working papers, identify the theoretical or conceptual framework that informs the research and describe how the subject of analysis and research questions/hypotheses relate to the proposed conceptual framework.
- **Methodology, sources of empirical data, and data collection strategy:** Specify sources of data, assurance of access to the data, data collection methods/strategy when warranted, and proposed uses of data to generate and support desired results.
For working papers, clearly present the analytical methods to be used and their relationship to the conceptual framework adopted for the research.
- **Expected results:** Identify and explain the expected outcome(s) of the literature review, working paper, or case study and its relevance to 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 the role of each participant 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 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.
- **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, books, research-related travel, and software or other items deemed indispensable to the project's development.
- **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 PhD?** The RFP targets, but is not restricted to, academics and researchers holding an advanced degree. While an advanced degree is not required, such a degree may be evidence of the qualifications that are taken into consideration.
- **Can the research 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:

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