

REQUEST FOR PROPOSALS TO DEVELOP RECOMMENDED STATE POLICIES ON ENVIRONMENTAL RESTORATION AND CONSERVATION OF WORKING LANDS USING PRIVATE CAPITAL INVESTMENTS

I. BACKGROUND:

In April 2019, the Chesapeake Conservation Partnership (CCP), together with two other non-profit organizations,* sponsored a **Roundtable on Private Capital Investment in Environmental Restoration and Working Lands Conservation in the Chesapeake Bay Watershed**. The Roundtable brought together a cross-section of private investment companies, private restoration companies, non-profit land trusts, and managers from all levels of government engaged in environmental restoration or land conservation around the watershed. The participants reviewed the status and types of private capital investments being made in the watershed, and four breakout groups developed a series of recommendations addressing ways to increase private capital investment and many other related policy recommendations.

Following this meeting, three working groups were formed and meetings followed to assess the breakout groups' recommendations and identify a subset of initial priority recommendations to develop into possible new state legislation to be proposed in some sequence over the next several years.

II. REQUESTED SERVICES:

The Chesapeake Conservancy, a 501(c)3 corporation, on behalf of the Chesapeake Conservation Partnership, seeks to retain the services of a qualified environmental/conservation nonprofit organization to perform certain research, analysis and proposal development addressing the priorities identified by the working groups. The company is required to have demonstrable knowledge/expertise in the development of private capital markets for environmental restoration and land conservation , and considerable knowledge in how federal, state, and local policies can further such markets and investments including procurement policies. The nonprofit must also have knowledge and familiarity with the Chesapeake Bay Program and the suite of approved best management practices. The work products will be used by certain workgroup members and CCP staff to develop draft model state legislation.

III. SCOPE OF WORK:

1.) Consultation with Working Group Members:

Facilitate up to four (4) periodic consultations with working group members on draft work products electronically and at least two (2) in-person meetings or done electronically if necessary.

2.) State Environmental Restoration Policies Using Private Capital Investment:

Research as necessary and draft proposals addressing policies to advance private capital investments in environmental restoration including but not limited to:

- the conditions which enable increased levels of private capital investment;

*More information about the Chesapeake Conservation Partnership can be found on www.chesapeakeconservationpartnership.org. The other two nonprofit organizations that cosponsored the Roundtable and follow-on activities are: the Alliance for the Chesapeake Bay, at www.allianceforthebay.org and the Land Trust Alliance, Chesapeake Bay Land and Water Initiative at www.landtrustalliance.org/chesapeake.

- a policy requiring “life cycle costing” for all government funded restoration projects including the long term maintenance and repair costs sufficient to cover the “useful life” of the project;
- authorizing “pay for success” or “full service” delivery as competitive procurement methods;
- updates or alternatives to state and local regulatory policies which unnecessarily act as impediments to facilitating restoration projects;
- improving the performance of current state programs designed to attract private capital investment; and
- addressing the standards necessary to enable co-benefits such as carbon sequestration and climate resiliency to certain water quality restoration projects.

Contractor will also prepare a report describing the benefits of private capital investment in environmental restoration, showcasing examples of the various types of projects which have been successfully completed around the Bay watershed, estimates of the level and types of private capital investment in working lands conservation, and summarizing all existing state and local programs in certain states.

3). The Conservation of Working Lands Using Private Capital Investment:

Research as necessary and draft proposals addressing policies to advance private capital investments to accelerate the scale of conservation of working lands (forests and farmlands) including, but not limited to:

- the conditions which enable increased levels of private capital investment in the conservation of working lands, especially the projected growth in voluntary carbon offset markets;
- necessary authority or other mechanisms to assist local governments in aggregating forest and farmland parcels at levels necessary to attract private capital investments;
- develop the framework and protocols necessary to allow states and local governments to add “natural capital” to their respective balance sheets; and
- recommended policies to encourage states to fully utilize Clean Water Act authorities under their respective State Revolving Funds for land conservation for source water protection.

4) Summary Report of Proposals:

The proposals drafted under tasks #2 and #3 above shall be summarized in a report submitted to the Conservancy

IV. PROPOSAL SUBMISSIONS:

Each proposal submitted in response to this RFP shall address or include the following:

- 1) The names of each staff person assigned to perform certain tasks under the scope of work and each person’s qualifications and experience to undertake the assigned tasks. Please include the resumes for each staff person.

- 2) The expertise and experience of the company relevant to the scope of work, including experience in facilitating large group discussions.
- 3) The name of the staff person serving as contract manager.
- 4) The services in the scope of work that would require in kind staff assistance from CCP staff and other possible in kind contributors.
- 5) The names and contact information of two (2) other clients for whom the nonprofit has performed comparable services.

V. FIXED PRICE CONTRACT:

This contract will be a fixed price contract with an estimated budget not to exceed \$40,000.00.

VI. TERM OF CONTRACT:

The term of this contract will be from the date of execution through December 15, 2020 unless extended by mutual agreement of the parties in writing.

VII. CANCELLATION AT THE DISCRETION OF THE CONSERVANCY:

This RFP may be canceled in whole or in part and any proposal may be rejected in whole or in part at the sole discretion of the Conservancy. In addition, the Conservancy has the right to negotiate separately with any Offeror in any manner which serves the best interests of the Conservancy.

VIII. PROPOSAL SUBMISSION:

Proposals shall be emailed to Patty Allen, Director of Administration at pallen@chesapeakeconservancy.org and **will be accepted until 5:00 PM on Friday, April 24th**. Any supplemental information may be mailed to:

Chesapeake Conservancy, Inc. 716 Giddings Avenue, Suite 42 Annapolis, MD 21401

The Conservancy will contact bidders to conduct interviews after all submissions are received. Any questions prior to submission of the proposal should be emailed to Patty Allen, Director of Administration at pallen@chesapeakeconservancy.org.

IX. EXPENSES:

The Conservancy and the Contract Officer are not responsible for any direct or indirect expenses which an offeror may incur in preparing and submitting a proposal, participating in the evaluation process, executing a contract, or in any other consequence of this solicitation process for any reason.