



**EPIC'S WORK ON  
PROCUREMENT POLICY**

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**2023  
YEAR IN REVIEW**

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**PREPARED BY  
GRACE EDINGER**

# OUR 2023 PRIORITIES

We work to ensure that government contracts do more to serve environmental and public health outcomes. We do this by proliferating legislative actions and government agency adoption of outcomes-based procurement (aka Pay for Success / PFS) that leads to better, faster, high quality environmental and public health benefits.

1

Proliferating outcomes-based payments through legislation & program adoption in state and federal agencies

2

Implementing the direct purchase of verified conservation and public health outcomes

3

Developing strategy for emerging credit and market programs, such as new biodiversity credits

## OUR TEAM



Grace Edinger



Phoebe Higgins



Harry Huntley



Kavita Macleod



Tim Male



Ryan Sarsfield

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# SUCCESS RECAP

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Procurement issues, in terms of environmental progress, is increasingly becoming a topic of discussion. 2023 included great progress across state and federal government. We're proud to say that we were involved in many of these wins.

## The top five highlights of our year are:

1

**Many new states are interested in legislation.** We are working with state legislators, agencies, NGOs, and private corporations to bring outcomes-based procurement to states across the country.

2

**Maryland's putting recent legislation in action.** Following the passage of the Conservation Finance Act in 2022, PFS contracts are in the process of getting signed. This process has sparked great conversations and questions from the state. We are helping them move forward.

3

**We're crossing state borders.** For the first time in history, state dollars are eligible to be spent in another state to benefit the environment. EPIC consulted on the design of PFS contracts to facilitate MD money expenditure in parts of Pennsylvania and New York.

4

**The Biodiversity Market is coming, and we're on it.** We are working with groups like the Biodiversity Credit Alliance, and other coalitions to help develop an ethically viable market that buyers will be interested in.

5

**Our work is influential and prolific.** In 2023 we wrote four white papers, over ten blog posts, hosted/participated in six presentations, and drafted countless briefs, memos, and public comments. We have received feedback that these materials are helpful, and are being used in decision-making processes.

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# WHERE WE'RE HEADED

2024, our 3rd year with government procurement as a policy priority for EPIC's Restoration Economy Center, will be focused on implementation and expansion.

## Implementation of Alternative Procurement Methods

Help state and federal programs adopt alternative procurement methods for environmental outcomes

Design contract and solicitation templates for various project types

Stay well-versed on the emerging biodiversity credit market, and provide input on proposed financial structures

## Cross-Team Expansion

Reform use of specifications in technology contracts to minimize technical requirements for outcomes-based structures

Design programs to optimize private capital investments

Apply learnings from ecological outcomes to public health outcomes-- specifically for lead service line replacement projects



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# 2023 WRITTEN WORKS

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We have written extensively on the benefits of Pay for Success, efficiencies of state and federal environmental programs, and other environmental issues that can be helped by tweaks to contract structure. Below is a comprehensive list of our 2023 publications.

**More information on this body of work, and the rest of our Restoration Economy Center can be found at [policyinnovation.org](https://policyinnovation.org).**

## White Papers

- [Purchasing Environmental Progress](#)
- [Pay for Success: Analyzing and Evaluating an Emerging Way of Government Contracting](#)
- [Chesapeake Currency: A current snapshot of private investment flowing into watershed conservation and restoration](#)
- [Procurement doesn't need to be a choke point: Examples and recommendations for non-legislative pathways to state Pay for Success contract authorization](#)

## Public Comments, Memos, and Recorded Presentations

- [Riparian Forest Buffer Outcomes Fund Webinar](#)
- [Lessons from Across the Pond: Showcasing England's Net Gain Biodiversity Policy](#)
- [Susquehanna River Basin Commission's New Pay for Success Program](#)
- [New Database Has Key Ingredients for Streamlining Restoration Permitting & Buying Environmental Outcomes](#)

## Blog Posts

- [Alice's Adventure in State Statute: An Analysis of North Carolina's Environmental Procurement Authorization](#)
  - [What environmental procurement can learn from the economics of Dungeons & Dragons](#)
  - [Using AI to assist in government procurement](#)
  - [Terrasos and the evolution of habitat banks in Colombia](#)
  - [What you need to know about the Protect the West Act of 2023](#)
  - [Using technology to better account for ecological uplift](#)
  - [The Golden Rules of Pay for Success Procurement](#)
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