

**State of Maine  
Master Score Sheet**

RFP# 202109150					
Maine Farms for the Future – Phase 1					
Bidder Name:		Berry Fruit Farm	Brodie Blueberries	Circle B Farms	Cornish Cider Company
Proposed Cost:		\$6,000	\$6,000	\$6,000	\$6,000
Scoring Sections	Points Available				
Section I: Preliminary Information	N/A				
Management Capacity	20	20	20	18	15
Physical Resource Base	20	18	17	18	9
Farm Financial Health & Ability to Transform	25	20	18	23	10
Idea(s) for Change	25	20	23	23	15
Other Conditions	10	8	10	10	8
<b>TOTAL</b>	<b><u>100</u></b>	<b><u>86</u></b>	<b><u>88</u></b>	<b><u>92</u></b>	<b><u>57</u></b>

**State of Maine  
Master Score Sheet**

RFP# 202109150					
Maine Farms for the Future – Phase 1					
Bidder Name:		DogPatch LLC	Fisher Farm	Hall Brook Farm	Little Ridge Farm
Proposed Cost:		\$6,000	\$6,000	\$6,000	\$6,000
Scoring Sections	Points Available				
Section I: Preliminary Information	N/A				
Management Capacity	20	19	18	18	20
Physical Resource Base	20	18	18	17	17
Farm Financial Health & Ability to Transform	25	20	22	12	22
Idea(s) for Change	25	23	17	22	23
Other Conditions	10	8	10	8	9
<b>TOTAL</b>	<b><u>100</u></b>	<b><u>88</u></b>	<b><u>85</u></b>	<b><u>77</u></b>	<b><u>91</u></b>

**State of Maine**  
**Master Score Sheet**

RFP# 202109150					
Maine Farms for the Future – Phase 1					
Bidder Name:		Morrison Hill Orchard	New Beat Farm	Oakfarm Inc	Olde Haven Farm
Proposed Cost:		\$6,000	\$6,000	\$6,000	\$6,000
Scoring Sections	Points Available				
Section I: Preliminary Information		N/A			
Management Capacity	20	18	19	16	17
Physical Resource Base	20	17	18	17	16
Farm Financial Health & Ability to Transform	25	21	22	15	22
Idea(s) for Change	25	23	24	16	23
Other Conditions	10	8	8	8	9
<b>TOTAL</b>	<b><u>100</u></b>	<b><u>87</u></b>	<b><u>91</u></b>	<b><u>72</u></b>	<b><u>87</u></b>

**State of Maine  
Master Score Sheet**

RFP# 202109150					
Maine Farms for the Future – Phase 1					
Bidder Name:		Orchard Ridge Farm	Patch Farm	Pemaquid Falls Farm	Roux's Farm
Proposed Cost:		\$6,000	\$6,000	\$6,000	\$6,000
Scoring Sections	Points Available				
<b>Section I: Preliminary Information</b>	<b>N/A</b>	Not Eligible			
<b>Management Capacity</b>	<b>20</b>	<b>N/A</b>	19	17	12
<b>Physical Resource Base</b>	<b>20</b>	<b>N/A</b>	18	15	10
<b>Farm Financial Health &amp; Ability to Transform</b>	<b>25</b>	<b>N/A</b>	23	22	10
<b>Idea(s) for Change</b>	<b>25</b>	<b>N/A</b>	24	24	10
<b>Other Conditions</b>	<b>10</b>	<b>N/A</b>	8	9	10
<b>TOTAL</b>	<b><u>100</u></b>	<b>N/A</b>	<b><u>92</u></b>	<b><u>87</u></b>	<b><u>52</u></b>

**State of Maine**  
**Master Score Sheet**

RFP# 202109150					
Maine Farms for the Future – Phase 1					
Bidder Name:		Slow Rise Farm	Sweetland Farm	Tender Soles	
Proposed Cost:		\$6,000	\$6,000	\$6,000	
Scoring Sections	Points Available				
Section I: Preliminary Information	N/A		Not Eligible		
Management Capacity	20	16	N/A	17	
Physical Resource Base	20	14	N/A	17	
Farm Financial Health & Ability to Transform	25	0	N/A	23	
Idea(s) for Change	25	15	N/A	24	
Other Conditions	10	7	N/A	8	
<b>TOTAL</b>	<b><u>100</u></b>	<b><u>52</u></b>	<b>N/A</b>	<b><u>89</u></b>	



**STATE OF MAINE**  
**DEPARTMENT OF Agriculture,**  
**Conservation and Forestry**

**Amanda E. Beal**  
**Commissioner**

**Janet T. Mills**  
**Governor**

February 9, 2022

Mr. Joel Gilbert  
Berry Fruit Farm  
375 Goding Road  
Livermore, Maine 04253

**SUBJECT:** Notice of Conditional Contract Awards under RFA #202109150,  
Maine Farms for the Future Phase 1

Dear Mr. Gilbert:

This letter is in regard to the subject Request for Applications (RFA), issued by the State of Maine Department of Agriculture, Conservation and Forestry for Maine Farms for the Future Phase 1. The Department has evaluated the proposals received using the evaluation criteria identified in the RFA, and the Department is hereby announcing its conditional contract awards to the following bidders:

- Brodis Blueberries
- Circle B Farms
- DogPatch LLC
- Little Ridge Farm
- Little Ridge Farm
- Morrison Hill Orchard
- New Beat Farm
- Olde Haven Farm
- Patch Farm
- Pemaquid Falls Farm
- Tender Soles

The bidders listed above received the evaluation team's highest rankings. The Department will be contacting the aforementioned bidders soon to negotiate a contract. As provided in the RFA, the Notice of Conditional Contract Award is subject to execution of a written contract and, as a result, this Notice does NOT constitute the formation of a contract between the Department and the apparent successful vendor. The vendor shall not acquire any legal or equitable rights relative to the contract services until a contract containing terms and conditions acceptable to the Department is executed. The Department further reserves the right to cancel this Notice of Conditional Contract Award at any time prior to the execution of a written contract.

As stated in the RFA, following announcement of this award decision, all submissions in response to the RFA are considered public records available for public inspection pursuant to the State of Maine Freedom of Access Act (FOAA). 1 M.R.S. §§ 401 et seq.; 5 M.R.S. § 1825-B (6).

This award decision is conditioned upon final approval by the State Procurement Review Committee and the successful negotiation of a contract. A Statement of Appeal Rights has been provided with this letter; see below.

Thank you for your interest in doing business with the State of Maine.

Sincerely,

A handwritten signature in black ink, appearing to read "Nancy McBrady". The signature is fluid and cursive, with a long horizontal stroke at the end.

Nancy McBrady, Director  
Bureau of Agriculture, Food and Rural Resources

## **STATEMENT OF APPEAL RIGHTS**

Any person aggrieved by an award decision may request an appeal hearing. The request must be made to the Director of the Bureau of General Services, in writing, within 15 days of notification of the contract award as provided in 5 M.R.S. § 1825-E (2) and the Rules of the Department of Administrative and Financial Services, Bureau of General Services, Division of Purchases, Chapter 120, § (2) (2).



**From:** [Perkins, Tonya K](#)  
**To:** [Joel Gilbert](#)  
**Subject:** RFA# 202109150 Conditional Award Notifications  
**Date:** Wednesday, February 09, 2022 4:02:00 PM  
**Attachments:** [Berry Fruit Farm.pdf](#)

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Good afternoon,

Attached is the result of the review process for the Farms for the Future Phase I RFA# 202109150.

Thank you for your interest in doing business with the State of Maine.

Thank you,

Tonya K. Perkins  
Office Specialist II  
Bureau of Agriculture, Food & Rural Resources  
Agricultural Resource Development  
28 State House Station  
90 Blossom Lane  
Augusta, ME 04333-0028  
Phone: 207-287-3491  
Fax: 207-287-7548  
[www.maine.gov/dacf](http://www.maine.gov/dacf)  
[www.getrealmaine.com](http://www.getrealmaine.com)



**STATE OF MAINE**  
**DEPARTMENT OF Agriculture,**  
**Conservation and Forestry**

**Amanda E. Beal**  
**Commissioner**

**Janet T. Mills**  
**Governor**

February 9, 2022

Ms. Gwendolyn Brodis  
Brodis Blueberries  
367 Buzzell Hill Road  
Hope, Maine 04847

**SUBJECT:** Notice of Conditional Contract Awards under RFA #202109150,  
Maine Farms for the Future Phase 1

Dear Ms. Brodis:

This letter is in regard to the subject Request for Applications (RFA), issued by the State of Maine Department of Agriculture, Conservation and Forestry for Maine Farms for the Future Phase 1. The Department has evaluated the proposals received using the evaluation criteria identified in the RFA, and the Department is hereby announcing its conditional contract awards to the following bidders:

- Brodis Blueberries
- Circle B Farms
- DogPatch LLC
- Little Ridge Farm
- Little Ridge Farm
- Morrison Hill Orchard
- New Beat Farm
- Olde Haven Farm
- Patch Farm
- Pemaquid Falls Farm
- Tender Soles

The bidders listed above received the evaluation team's highest rankings. The Department will be contacting the aforementioned bidders soon to negotiate a contract. As provided in the RFA, the Notice of Conditional Contract Award is subject to execution of a written contract and, as a result, this Notice does NOT constitute the formation of a contract between the Department and the apparent successful vendor. The vendor shall not acquire any legal or equitable rights relative to the contract services until a contract containing terms and conditions acceptable to the Department is executed. The Department further reserves the right to cancel this Notice of Conditional Contract Award at any time prior to the execution of a written contract.

As stated in the RFA, following announcement of this award decision, all submissions in response to the RFA are considered public records available for public inspection pursuant to the State of Maine Freedom of Access Act (FOAA). 1 M.R.S. §§ 401 et seq.; 5 M.R.S. § 1825-B (6).

This award decision is conditioned upon final approval by the State Procurement Review Committee and the successful negotiation of a contract. A Statement of Appeal Rights has been provided with this letter; see below.

Thank you for your interest in doing business with the State of Maine.

Sincerely,

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Nancy McBrady, Director  
Bureau of Agriculture, Food and Rural Resources

## **STATEMENT OF APPEAL RIGHTS**

Any person aggrieved by an award decision may request an appeal hearing. The request must be made to the Director of the Bureau of General Services, in writing, within 15 days of notification of the contract award as provided in 5 M.R.S. § 1825-E (2) and the Rules of the Department of Administrative and Financial Services, Bureau of General Services, Division of Purchases, Chapter 120, § (2) (2).

**From:** [Perkins, Tonya K](#)  
**To:** ["ronhoward1256@gmail.com"](mailto:ronhoward1256@gmail.com)  
**Subject:** RFA# 202109150 Review Response  
**Date:** Wednesday, February 09, 2022 4:05:00 PM  
**Attachments:** [Brodie Blueberries.pdf](#)

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Good afternoon,

Attached is the result of the review process for the Farms for the Future Phase I RFA# 202109150.

Thank you for your interest in doing business with the State of Maine.

Thank you,

*Tonya K. Perkins*  
Office Specialist II  
Bureau of Agriculture, Food & Rural Resources  
Agricultural Resource Development  
28 State House Station  
90 Blossom Lane  
Augusta, ME 04333-0028  
Phone: 207-287-3491  
Fax: 207-287-7548  
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[www.getrealmaine.com](http://www.getrealmaine.com)



**STATE OF MAINE  
DEPARTMENT OF Agriculture,  
Conservation and Forestry**

**Amanda E. Beal  
Commissioner**

**Janet T. Mills  
Governor**

February 9, 2022

Mr. Thomas Ayer  
Circle B Farms LLC  
290 East Presque Isle Road  
Caribou, Maine 04736

**SUBJECT:** Notice of Conditional Contract Awards under RFA #202109150,  
Maine Farms for the Future Phase 1

Dear Mr. Ayer:

This letter is in regard to the subject Request for Applications (RFA), issued by the State of Maine Department of Agriculture, Conservation and Forestry for Maine Farms for the Future Phase 1. The Department has evaluated the proposals received using the evaluation criteria identified in the RFA, and the Department is hereby announcing its conditional contract awards to the following bidders:

- Brodis Blueberries
- Circle B Farms
- DogPatch LLC
- Little Ridge Farm
- Little Ridge Farm
- Morrison Hill Orchard
- New Beat Farm
- Olde Haven Farm
- Patch Farm
- Pemaquid Falls Farm
- Tender Soles

The bidders listed above received the evaluation team's highest rankings. The Department will be contacting the aforementioned bidders soon to negotiate a contract. As provided in the RFA, the Notice of Conditional Contract Award is subject to execution of a written contract and, as a result, this Notice does NOT constitute the formation of a contract between the Department and the apparent successful vendor. The vendor shall not acquire any legal or equitable rights relative to the contract services until a contract containing terms and conditions acceptable to the Department is executed. The Department further reserves the right to cancel this Notice of Conditional Contract Award at any time prior to the execution of a written contract.

As stated in the RFA, following announcement of this award decision, all submissions in response to the RFA are considered public records available for public inspection pursuant to the State of Maine Freedom of Access Act (FOAA). 1 M.R.S. §§ 401 et seq.; 5 M.R.S. § 1825-B (6).

This award decision is conditioned upon final approval by the State Procurement Review Committee and the successful negotiation of a contract. A Statement of Appeal Rights has been provided with this letter; see below.

Thank you for your interest in doing business with the State of Maine.

Sincerely,

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Nancy McBrady, Director  
Bureau of Agriculture, Food and Rural Resources

## **STATEMENT OF APPEAL RIGHTS**

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**From:** [Perkins, Tonya K](#)  
**To:** ["tayer@circlebfarmsinc.com"](mailto:tayer@circlebfarmsinc.com)  
**Subject:** RFA# 202109150 Review Response  
**Date:** Wednesday, February 09, 2022 4:08:00 PM  
**Attachments:** [Circle B Farms.pdf](#)

---

Good afternoon,

Attached is the result of the review process for the Farms for the Future Phase I RFA# 202109150.

Thank you for your interest in doing business with the State of Maine.

Thank you,

*Tonya K. Perkins*  
Office Specialist II  
Bureau of Agriculture, Food & Rural Resources  
Agricultural Resource Development  
28 State House Station  
90 Blossom Lane  
Augusta, ME 04333-0028  
Phone: 207-287-3491  
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**Conservation and Forestry**

**Amanda E. Beal**  
**Commissioner**

**Janet T. Mills**  
**Governor**

February 9, 2022

Ms. Jacqueline Carr  
Cornish Cider Company  
135 High Road  
Cornish, Maine 04020

**SUBJECT:** Notice of Conditional Contract Awards under RFA #202109150,  
Maine Farms for the Future Phase 1

Dear Ms. Carr:

This letter is in regard to the subject Request for Applications (RFA), issued by the State of Maine Department of Agriculture, Conservation and Forestry for Maine Farms for the Future Phase 1. The Department has evaluated the proposals received using the evaluation criteria identified in the RFA, and the Department is hereby announcing its conditional contract awards to the following bidders:

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- Little Ridge Farm
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- Patch Farm
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- Tender Soles

The bidders listed above received the evaluation team's highest rankings. The Department will be contacting the aforementioned bidders soon to negotiate a contract. As provided in the RFA, the Notice of Conditional Contract Award is subject to execution of a written contract and, as a result, this Notice does NOT constitute the formation of a contract between the Department and the apparent successful vendor. The vendor shall not acquire any legal or equitable rights relative to the contract services until a contract containing terms and conditions acceptable to the Department is executed. The Department further reserves the right to cancel this Notice of Conditional Contract Award at any time prior to the execution of a written contract.

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Thank you for your interest in doing business with the State of Maine.

Sincerely,

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Nancy McBrady, Director  
Bureau of Agriculture, Food and Rural Resources

## **STATEMENT OF APPEAL RIGHTS**

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**From:** [Perkins, Tonya K](#)  
**To:** "[jacqueline@cornishcidercompany.com](mailto:jacqueline@cornishcidercompany.com)"  
**Subject:** RFA# 202109150 Review Response  
**Date:** Wednesday, February 09, 2022 4:10:00 PM  
**Attachments:** [Cornish Cider Company.pdf](#)

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Good afternoon,

Attached is the result of the review process for the Farms for the Future Phase I RFA# 202109150.

Thank you for your interest in doing business with the State of Maine.

Thank you,

*Tonya K. Perkins*  
Office Specialist II  
Bureau of Agriculture, Food & Rural Resources  
Agricultural Resource Development  
28 State House Station  
90 Blossom Lane  
Augusta, ME 04333-0028  
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**STATE OF MAINE**  
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**Conservation and Forestry**

**Amanda E. Beal**  
**Commissioner**

**Janet T. Mills**  
**Governor**

February 9, 2022

Ms.. Susan Frank  
Dogpatch Farm, LLC  
419 Old County Road  
Washington, Maine 04574

**SUBJECT:** Notice of Conditional Contract Awards under RFA #202109150,  
Maine Farms for the Future Phase 1

Dear Ms.. Frank:

This letter is in regard to the subject Request for Applications (RFA), issued by the State of Maine Department of Agriculture, Conservation and Forestry for Maine Farms for the Future Phase 1. The Department has evaluated the proposals received using the evaluation criteria identified in the RFA, and the Department is hereby announcing its conditional contract awards to the following bidders:

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Nancy McBrady, Director  
Bureau of Agriculture, Food and Rural Resources

## **STATEMENT OF APPEAL RIGHTS**

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**From:** [Perkins, Tonya K](#)  
**To:** ["dogpatchfarm@hotmail.com"](mailto:dogpatchfarm@hotmail.com)  
**Subject:** RFA# 202109150 Review Response  
**Date:** Wednesday, February 09, 2022 4:13:00 PM  
**Attachments:** [Dogpatch Farm LLC.pdf](#)

---

Good afternoon,

Attached is the result of the review process for the Farms for the Future Phase I RFA# 202109150.

Thank you for your interest in doing business with the State of Maine.

Thank you,

*Tonya K. Perkins*  
Office Specialist II  
Bureau of Agriculture, Food & Rural Resources  
Agricultural Resource Development  
28 State House Station  
90 Blossom Lane  
Augusta, ME 04333-0028  
Phone: 207-287-3491  
Fax: 207-287-7548  
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[www.getrealmaine.com](http://www.getrealmaine.com)



**STATE OF MAINE**  
**DEPARTMENT OF Agriculture,**  
**Conservation and Forestry**

**Amanda E. Beal**  
**Commissioner**

**Janet T. Mills**  
**Governor**

February 9, 2022

Ms. Elizabeth Haines  
Fisher Farm  
177 Coles corner Road  
Winterport, Maine 04496

**SUBJECT:** Notice of Conditional Contract Awards under RFA #202109150,  
Maine Farms for the Future Phase 1

Dear Ms. Haines:

This letter is in regard to the subject Request for Applications (RFA), issued by the State of Maine Department of Agriculture, Conservation and Forestry for Maine Farms for the Future Phase 1. The Department has evaluated the proposals received using the evaluation criteria identified in the RFA, and the Department is hereby announcing its conditional contract awards to the following bidders:

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Thank you for your interest in doing business with the State of Maine.

Sincerely,

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Nancy McBrady, Director  
Bureau of Agriculture, Food and Rural Resources

## **STATEMENT OF APPEAL RIGHTS**

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**From:** [Perkins, Tonya K](#)  
**To:** ["beth@fisherfarmsca.com"](mailto:beth@fisherfarmsca.com)  
**Subject:** RFA# 202109150 Review Response  
**Date:** Wednesday, February 09, 2022 4:14:00 PM  
**Attachments:** [Fisher Farm.pdf](#)

---

Good afternoon,

Attached is the result of the review process for the Farms for the Future Phase I RFA# 202109150.

Thank you for your interest in doing business with the State of Maine.

Thank you,

*Tonya K. Perkins*  
Office Specialist II  
Bureau of Agriculture, Food & Rural Resources  
Agricultural Resource Development  
28 State House Station  
90 Blossom Lane  
Augusta, ME 04333-0028  
Phone: 207-287-3491  
Fax: 207-287-7548  
[www.maine.gov/dacf](http://www.maine.gov/dacf)  
[www.getrealmaine.com](http://www.getrealmaine.com)



**STATE OF MAINE**  
**DEPARTMENT OF Agriculture,**  
**Conservation and Forestry**

**Amanda E. Beal**  
**Commissioner**

**Janet T. Mills**  
**Governor**

February 9, 2022

Ms. Megan O'Brien  
Hall Brook Farm  
34 Berry Road  
Thorndike, Maine 04986

**SUBJECT:** Notice of Conditional Contract Awards under RFA #202109150,  
Maine Farms for the Future Phase 1

Dear Ms. O'Brien:

This letter is in regard to the subject Request for Applications (RFA), issued by the State of Maine Department of Agriculture, Conservation and Forestry for Maine Farms for the Future Phase 1. The Department has evaluated the proposals received using the evaluation criteria identified in the RFA, and the Department is hereby announcing its conditional contract awards to the following bidders:

- Brodis Blueberries
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Sincerely,

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Nancy McBrady, Director  
Bureau of Agriculture, Food and Rural Resources

## **STATEMENT OF APPEAL RIGHTS**

Any person aggrieved by an award decision may request an appeal hearing. The request must be made to the Director of the Bureau of General Services, in writing, within 15 days of notification of the contract award as provided in 5 M.R.S. § 1825-E (2) and the Rules of the Department of Administrative and Financial Services, Bureau of General Services, Division of Purchases, Chapter 120, § (2) (2).



**From:** [Perkins, Tonya K](#)  
**To:** [hallbrookfarmmaine@gmail.com](mailto:hallbrookfarmmaine@gmail.com)  
**Subject:** RFA# 202109150 Review Response  
**Date:** Wednesday, February 09, 2022 4:15:00 PM  
**Attachments:** [Hall Brook Farm.pdf](#)

---

Good afternoon,

Attached is the result of the review process for the Farms for the Future Phase I RFA# 202109150.

Thank you for your interest in doing business with the State of Maine.

Thank you,

*Tonya K. Perkins*  
Office Specialist II  
Bureau of Agriculture, Food & Rural Resources  
Agricultural Resource Development  
28 State House Station  
90 Blossom Lane  
Augusta, ME 04333-0028  
Phone: 207-287-3491  
Fax: 207-287-7548  
[www.maine.gov/dacf](http://www.maine.gov/dacf)  
[www.getrealmaine.com](http://www.getrealmaine.com)



**STATE OF MAINE**  
**DEPARTMENT OF Agriculture,**  
**Conservation and Forestry**

**Amanda E. Beal**  
**Commissioner**

**Janet T. Mills**  
**Governor**

February 9, 2022

Ms. Keena Tracy  
Little Ridge Farm LLC  
101 Gould Road  
Lisbon Falls, Maine 04252

**SUBJECT:** Notice of Conditional Contract Awards under RFA #202109150,  
Maine Farms for the Future Phase 1

Dear Ms. Tracy:

This letter is in regard to the subject Request for Applications (RFA), issued by the State of Maine Department of Agriculture, Conservation and Forestry for Maine Farms for the Future Phase 1. The Department has evaluated the proposals received using the evaluation criteria identified in the RFA, and the Department is hereby announcing its conditional contract awards to the following bidders:

- Brodis Blueberries
- Circle B Farms
- DogPatch LLC
- Little Ridge Farm
- Little Ridge Farm
- Morrison Hill Orchard
- New Beat Farm
- Olde Haven Farm
- Patch Farm
- Pemaquid Falls Farm
- Tender Soles

The bidders listed above received the evaluation team's highest rankings. The Department will be contacting the aforementioned bidders soon to negotiate a contract. As provided in the RFA, the Notice of Conditional Contract Award is subject to execution of a written contract and, as a result, this Notice does NOT constitute the formation of a contract between the Department and the apparent successful vendor. The vendor shall not acquire any legal or equitable rights relative to the contract services until a contract containing terms and conditions acceptable to the Department is executed. The Department further reserves the right to cancel this Notice of Conditional Contract Award at any time prior to the execution of a written contract.

As stated in the RFA, following announcement of this award decision, all submissions in response to the RFA are considered public records available for public inspection pursuant to the State of Maine Freedom of Access Act (FOAA). 1 M.R.S. §§ 401 et seq.; 5 M.R.S. § 1825-B (6).

This award decision is conditioned upon final approval by the State Procurement Review Committee and the successful negotiation of a contract. A Statement of Appeal Rights has been provided with this letter; see below.

Thank you for your interest in doing business with the State of Maine.

Sincerely,

A handwritten signature in black ink, appearing to read "Nancy McBrady". The signature is fluid and cursive, with a long horizontal stroke at the end.

Nancy McBrady, Director  
Bureau of Agriculture, Food and Rural Resources

## **STATEMENT OF APPEAL RIGHTS**

Any person aggrieved by an award decision may request an appeal hearing. The request must be made to the Director of the Bureau of General Services, in writing, within 15 days of notification of the contract award as provided in 5 M.R.S. § 1825-E (2) and the Rules of the Department of Administrative and Financial Services, Bureau of General Services, Division of Purchases, Chapter 120, § (2) (2).

**From:** [Perkins, Tonya K](#)  
**To:** [farmer@littleridgefarm.com](mailto:farmer@littleridgefarm.com)  
**Subject:** RFA# 202109150  
**Date:** Wednesday, February 09, 2022 4:17:00 PM  
**Attachments:** [Little Ridge Farm.pdf](#)

---

Good afternoon,

Attached is the result of the review process for the Farms for the Future Phase I RFA# 202109150.

Thank you for your interest in doing business with the State of Maine.

Thank you,

*Tonya K. Perkins*  
Office Specialist II  
Bureau of Agriculture, Food & Rural Resources  
Agricultural Resource Development  
28 State House Station  
90 Blossom Lane  
Augusta, ME 04333-0028  
Phone: 207-287-3491  
Fax: 207-287-7548  
[www.maine.gov/dacf](http://www.maine.gov/dacf)  
[www.getrealmaine.com](http://www.getrealmaine.com)



**STATE OF MAINE**  
**DEPARTMENT OF Agriculture,**  
**Conservation and Forestry**

**Amanda E. Beal**  
**Commissioner**

**Janet T. Mills**  
**Governor**

February 9, 2022

Mr. Chris Hollingsworth  
Morrison Hill Apple Orchard and Ayuh Cidah  
272 Morrison Hill Road  
Farmington, Maine 04938

**SUBJECT:** Notice of Conditional Contract Awards under RFA #202109150,  
Maine Farms for the Future Phase 1

Dear Mr. Hollingsworth:

This letter is in regard to the subject Request for Applications (RFA), issued by the State of Maine Department of Agriculture, Conservation and Forestry for Maine Farms for the Future Phase 1. The Department has evaluated the proposals received using the evaluation criteria identified in the RFA, and the Department is hereby announcing its conditional contract awards to the following bidders:

- Brodis Blueberries
- Circle B Farms
- DogPatch LLC
- Little Ridge Farm
- Little Ridge Farm
- Morrison Hill Orchard
- New Beat Farm
- Olde Haven Farm
- Patch Farm
- Pemaquid Falls Farm
- Tender Soles

The bidders listed above received the evaluation team's highest rankings. The Department will be contacting the aforementioned bidders soon to negotiate a contract. As provided in the RFA, the Notice of Conditional Contract Award is subject to execution of a written contract and, as a result, this Notice does NOT constitute the formation of a contract between the Department and the apparent successful vendor. The vendor shall not acquire any legal or equitable rights relative to the contract services until a contract containing terms and conditions acceptable to the Department is executed. The Department further reserves the right to cancel this Notice of Conditional Contract Award at any time prior to the execution of a written contract.

As stated in the RFA, following announcement of this award decision, all submissions in response to the RFA are considered public records available for public inspection pursuant to the State of Maine Freedom of Access Act (FOAA). 1 M.R.S. §§ 401 et seq.; 5 M.R.S. § 1825-B (6).

This award decision is conditioned upon final approval by the State Procurement Review Committee and the successful negotiation of a contract. A Statement of Appeal Rights has been provided with this letter; see below.

Thank you for your interest in doing business with the State of Maine.

Sincerely,

A handwritten signature in black ink, appearing to read "Nancy McBrady". The signature is fluid and cursive, with a long horizontal stroke at the end.

Nancy McBrady, Director  
Bureau of Agriculture, Food and Rural Resources

## **STATEMENT OF APPEAL RIGHTS**

Any person aggrieved by an award decision may request an appeal hearing. The request must be made to the Director of the Bureau of General Services, in writing, within 15 days of notification of the contract award as provided in 5 M.R.S. § 1825-E (2) and the Rules of the Department of Administrative and Financial Services, Bureau of General Services, Division of Purchases, Chapter 120, § (2) (2).



**From:** [Perkins, Tonya K](#)  
**To:** ["hollings67@icloud.com"](mailto:hollings67@icloud.com)  
**Subject:** RFA# 202109150 Review Response  
**Date:** Wednesday, February 09, 2022 4:18:00 PM  
**Attachments:** [Morrison Hill.pdf](#)

---

Good afternoon,

Attached is the result of the review process for the Farms for the Future Phase I RFA# 202109150.

Thank you for your interest in doing business with the State of Maine.

Thank you,

*Tonya K. Perkins*  
Office Specialist II  
Bureau of Agriculture, Food & Rural Resources  
Agricultural Resource Development  
28 State House Station  
90 Blossom Lane  
Augusta, ME 04333-0028  
Phone: 207-287-3491  
Fax: 207-287-7548  
[www.maine.gov/dacf](http://www.maine.gov/dacf)  
[www.getrealmaine.com](http://www.getrealmaine.com)



**STATE OF MAINE**  
**DEPARTMENT OF Agriculture,**  
**Conservation and Forestry**

**Amanda E. Beal**  
**Commissioner**

**Janet T. Mills**  
**Governor**

February 9, 2022

Ms. Arienne Lee  
New Beat Farm LLC  
55 Morse Road  
Knox, Maine 04986

**SUBJECT:** Notice of Conditional Contract Awards under RFA #202109150,  
Maine Farms for the Future Phase 1

Dear Ms. Lee:

This letter is in regard to the subject Request for Applications (RFA), issued by the State of Maine Department of Agriculture, Conservation and Forestry for Maine Farms for the Future Phase 1. The Department has evaluated the proposals received using the evaluation criteria identified in the RFA, and the Department is hereby announcing its conditional contract awards to the following bidders:

- Brodis Blueberries
- Circle B Farms
- DogPatch LLC
- Little Ridge Farm
- Little Ridge Farm
- Morrison Hill Orchard
- New Beat Farm
- Olde Haven Farm
- Patch Farm
- Pemaquid Falls Farm
- Tender Soles

The bidders listed above received the evaluation team's highest rankings. The Department will be contacting the aforementioned bidders soon to negotiate a contract. As provided in the RFA, the Notice of Conditional Contract Award is subject to execution of a written contract and, as a result, this Notice does NOT constitute the formation of a contract between the Department and the apparent successful vendor. The vendor shall not acquire any legal or equitable rights relative to the contract services until a contract containing terms and conditions acceptable to the Department is executed. The Department further reserves the right to cancel this Notice of Conditional Contract Award at any time prior to the execution of a written contract.

As stated in the RFA, following announcement of this award decision, all submissions in response to the RFA are considered public records available for public inspection pursuant to the State of Maine Freedom of Access Act (FOAA). 1 M.R.S. §§ 401 et seq.; 5 M.R.S. § 1825-B (6).

This award decision is conditioned upon final approval by the State Procurement Review Committee and the successful negotiation of a contract. A Statement of Appeal Rights has been provided with this letter; see below.

Thank you for your interest in doing business with the State of Maine.

Sincerely,

A handwritten signature in black ink, appearing to read "Nancy McBrady". The signature is fluid and cursive, with a long horizontal stroke at the end.

Nancy McBrady, Director  
Bureau of Agriculture, Food and Rural Resources

## **STATEMENT OF APPEAL RIGHTS**

Any person aggrieved by an award decision may request an appeal hearing. The request must be made to the Director of the Bureau of General Services, in writing, within 15 days of notification of the contract award as provided in 5 M.R.S. § 1825-E (2) and the Rules of the Department of Administrative and Financial Services, Bureau of General Services, Division of Purchases, Chapter 120, § (2) (2).

**From:** [Perkins, Tonya K](#)  
**To:** ["newbeatfarm@gmail.com"](mailto:newbeatfarm@gmail.com)  
**Subject:** RFA# 202109150 Review Response  
**Date:** Wednesday, February 09, 2022 4:20:00 PM  
**Attachments:** [New Beat Farm.pdf](#)

---

Good afternoon,

Attached is the result of the review process for the Farms for the Future Phase I RFA# 202109150.

Thank you for your interest in doing business with the State of Maine.

Thank you,

*Tonya K. Perkins*  
Office Specialist II  
Bureau of Agriculture, Food & Rural Resources  
Agricultural Resource Development  
28 State House Station  
90 Blossom Lane  
Augusta, ME 04333-0028  
Phone: 207-287-3491  
Fax: 207-287-7548  
[www.maine.gov/dacf](http://www.maine.gov/dacf)  
[www.getrealmaine.com](http://www.getrealmaine.com)



**STATE OF MAINE**  
**DEPARTMENT OF Agriculture,**  
**Conservation and Forestry**

**Janet T. Mills**  
**Governor**

**Amanda E. Beal**  
**Commissioner**

February 9, 2022

Mr. Robert Johnston  
Oakfarm, Inc  
114 Oaklands Farm Road  
Gardiner, Maine 04345

**SUBJECT:** Notice of Conditional Contract Awards under RFA #202109150,  
Maine Farms for the Future Phase 1

Dear Mr. Johnston:

This letter is in regard to the subject Request for Applications (RFA), issued by the State of Maine Department of Agriculture, Conservation and Forestry for Maine Farms for the Future Phase 1. The Department has evaluated the proposals received using the evaluation criteria identified in the RFA, and the Department is hereby announcing its conditional contract awards to the following bidders:

- Brodis Blueberries
- Circle B Farms
- DogPatch LLC
- Little Ridge Farm
- Little Ridge Farm
- Morrison Hill Orchard
- New Beat Farm
- Olde Haven Farm
- Patch Farm
- Pemaquid Falls Farm
- Tender Soles

The bidders listed above received the evaluation team's highest rankings. The Department will be contacting the aforementioned bidders soon to negotiate a contract. As provided in the RFA, the Notice of Conditional Contract Award is subject to execution of a written contract and, as a result, this Notice does NOT constitute the formation of a contract between the Department and the apparent successful vendor. The vendor shall not acquire any legal or equitable rights relative to the contract services until a contract containing terms and conditions acceptable to the Department is executed. The Department further reserves the right to cancel this Notice of Conditional Contract Award at any time prior to the execution of a written contract.

As stated in the RFA, following announcement of this award decision, all submissions in response to the RFA are considered public records available for public inspection pursuant to the State of Maine Freedom of Access Act (FOAA). 1 M.R.S. §§ 401 et seq.; 5 M.R.S. § 1825-B (6).

This award decision is conditioned upon final approval by the State Procurement Review Committee and the successful negotiation of a contract. A Statement of Appeal Rights has been provided with this letter; see below.

Thank you for your interest in doing business with the State of Maine.

Sincerely,

A handwritten signature in black ink, appearing to read "Nancy McBrady". The signature is fluid and cursive, with a long horizontal stroke at the end.

Nancy McBrady, Director  
Bureau of Agriculture, Food and Rural Resources

## **STATEMENT OF APPEAL RIGHTS**

Any person aggrieved by an award decision may request an appeal hearing. The request must be made to the Director of the Bureau of General Services, in writing, within 15 days of notification of the contract award as provided in 5 M.R.S. § 1825-E (2) and the Rules of the Department of Administrative and Financial Services, Bureau of General Services, Division of Purchases, Chapter 120, § (2) (2).



**From:** [Perkins, Tonya K](#)  
**To:** ["oakfarm1@mac.com"](mailto:~oakfarm1@mac.com)  
**Subject:** RFA# 202109150 Review Response  
**Date:** Wednesday, February 09, 2022 4:22:00 PM  
**Attachments:** [OakFarm.pdf](#)

---

Good afternoon,

Attached is the result of the review process for the Farms for the Future Phase I RFA# 202109150.

Thank you for your interest in doing business with the State of Maine.

Thank you,

*Tonya K. Perkins*  
Office Specialist II  
Bureau of Agriculture, Food & Rural Resources  
Agricultural Resource Development  
28 State House Station  
90 Blossom Lane  
Augusta, ME 04333-0028  
Phone: 207-287-3491  
Fax: 207-287-7548  
[www.maine.gov/dacf](http://www.maine.gov/dacf)  
[www.getrealmaine.com](http://www.getrealmaine.com)



**STATE OF MAINE**  
**DEPARTMENT OF Agriculture,**  
**Conservation and Forestry**

**Amanda E. Beal**  
**Commissioner**

**Janet T. Mills**  
**Governor**

February 9, 2022

Ms. Pameal Young  
Olde Haven Farm, LLC  
159 Togus Road  
Chelsea, Maine 04330

**SUBJECT:** Notice of Conditional Contract Awards under RFA #202109150,  
Maine Farms for the Future Phase 1

Dear Ms. Young:

This letter is in regard to the subject Request for Applications (RFA), issued by the State of Maine Department of Agriculture, Conservation and Forestry for Maine Farms for the Future Phase 1. The Department has evaluated the proposals received using the evaluation criteria identified in the RFA, and the Department is hereby announcing its conditional contract awards to the following bidders:

- Brodis Blueberries
- Circle B Farms
- DogPatch LLC
- Little Ridge Farm
- Little Ridge Farm
- Morrison Hill Orchard
- New Beat Farm
- Olde Haven Farm
- Patch Farm
- Pemaquid Falls Farm
- Tender Soles

The bidders listed above received the evaluation team's highest rankings. The Department will be contacting the aforementioned bidders soon to negotiate a contract. As provided in the RFA, the Notice of Conditional Contract Award is subject to execution of a written contract and, as a result, this Notice does NOT constitute the formation of a contract between the Department and the apparent successful vendor. The vendor shall not acquire any legal or equitable rights relative to the contract services until a contract containing terms and conditions acceptable to the Department is executed. The Department further reserves the right to cancel this Notice of Conditional Contract Award at any time prior to the execution of a written contract.

As stated in the RFA, following announcement of this award decision, all submissions in response to the RFA are considered public records available for public inspection pursuant to the State of Maine Freedom of Access Act (FOAA). 1 M.R.S. §§ 401 et seq.; 5 M.R.S. § 1825-B (6).

This award decision is conditioned upon final approval by the State Procurement Review Committee and the successful negotiation of a contract. A Statement of Appeal Rights has been provided with this letter; see below.

Thank you for your interest in doing business with the State of Maine.

Sincerely,

A handwritten signature in black ink, appearing to read "Nancy McBrady". The signature is fluid and cursive, with a long horizontal stroke at the end.

Nancy McBrady, Director  
Bureau of Agriculture, Food and Rural Resources

## **STATEMENT OF APPEAL RIGHTS**

Any person aggrieved by an award decision may request an appeal hearing. The request must be made to the Director of the Bureau of General Services, in writing, within 15 days of notification of the contract award as provided in 5 M.R.S. § 1825-E (2) and the Rules of the Department of Administrative and Financial Services, Bureau of General Services, Division of Purchases, Chapter 120, § (2) (2).

**From:** [Perkins, Tonya K](#)  
**To:** [Olde Haven Farm](#)  
**Subject:** RFA# 202109150 Review Response  
**Date:** Wednesday, February 09, 2022 4:27:00 PM  
**Attachments:** [Olde Haven Farm.pdf](#)

---

Good afternoon,

Attached is the result of the review process for the Farms for the Future Phase I RFA# 202109150.

Thank you for your interest in doing business with the State of Maine.

Thank you,

*Tonya K. Perkins*  
Office Specialist II  
Bureau of Agriculture, Food & Rural Resources  
Agricultural Resource Development  
28 State House Station  
90 Blossom Lane  
Augusta, ME 04333-0028  
Phone: 207-287-3491  
Fax: 207-287-7548  
[www.maine.gov/dacf](http://www.maine.gov/dacf)  
[www.getrealmaine.com](http://www.getrealmaine.com)



**STATE OF MAINE**  
**DEPARTMENT OF Agriculture,**  
**Conservation and Forestry**

**Amanda E. Beal**  
**Commissioner**

**Janet T. Mills**  
**Governor**

February 9, 2022

Ms. Kristen Walker  
Orchard Ridge Farm  
236 Segabo Lake Road  
Gorham, Maine 04038

**SUBJECT:** Notice of Conditional Contract Awards under RFA #202109150,  
Maine Farms for the Future Phase 1

Dear Ms. Walker:

This letter is in regard to the subject Request for Applications (RFA), issued by the State of Maine Department of Agriculture, Conservation and Forestry for Maine Farms for the Future Phase 1. The Department has evaluated the proposals received using the evaluation criteria identified in the RFA, and the Department is hereby announcing its conditional contract awards to the following bidders:

- Brodis Blueberries
- Circle B Farms
- DogPatch LLC
- Little Ridge Farm
- Little Ridge Farm
- Morrison Hill Orchard
- New Beat Farm
- Olde Haven Farm
- Patch Farm
- Pemaquid Falls Farm
- Tender Soles

The bidders listed above received the evaluation team's highest rankings. The Department will be contacting the aforementioned bidders soon to negotiate a contract. As provided in the RFA, the Notice of Conditional Contract Award is subject to execution of a written contract and, as a result, this Notice does NOT constitute the formation of a contract between the Department and the apparent successful vendor. The vendor shall not acquire any legal or equitable rights relative to the contract services until a contract containing terms and conditions acceptable to the Department is executed. The Department further reserves the right to cancel this Notice of Conditional Contract Award at any time prior to the execution of a written contract.

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This award decision is conditioned upon final approval by the State Procurement Review Committee and the successful negotiation of a contract. A Statement of Appeal Rights has been provided with this letter; see below.

Thank you for your interest in doing business with the State of Maine.

Sincerely,

A handwritten signature in black ink, appearing to read "Nancy McBrady". The signature is fluid and cursive, with a long horizontal stroke at the end.

Nancy McBrady, Director  
Bureau of Agriculture, Food and Rural Resources

## **STATEMENT OF APPEAL RIGHTS**

Any person aggrieved by an award decision may request an appeal hearing. The request must be made to the Director of the Bureau of General Services, in writing, within 15 days of notification of the contract award as provided in 5 M.R.S. § 1825-E (2) and the Rules of the Department of Administrative and Financial Services, Bureau of General Services, Division of Purchases, Chapter 120, § (2) (2).



**From:** [Perkins, Tonya K](#)  
**To:** ["orchardridgefarmer@gmail.com"](mailto:orchardridgefarmer@gmail.com)  
**Subject:** RFA# 202109150 Review Response  
**Date:** Wednesday, February 09, 2022 4:29:00 PM  
**Attachments:** [Orchard Ridge Farm.pdf](#)

---

Good afternoon,

Attached is the result of the review process for the Farms for the Future Phase I RFA# 202109150.

Thank you for your interest in doing business with the State of Maine.

Thank you,

*Tonya K. Perkins*  
Office Specialist II  
Bureau of Agriculture, Food & Rural Resources  
Agricultural Resource Development  
28 State House Station  
90 Blossom Lane  
Augusta, ME 04333-0028  
Phone: 207-287-3491  
Fax: 207-287-7548  
[www.maine.gov/dacf](http://www.maine.gov/dacf)  
[www.getrealmaine.com](http://www.getrealmaine.com)



**STATE OF MAINE**  
**DEPARTMENT OF Agriculture,**  
**Conservation and Forestry**

**Amanda E. Beal**  
**Commissioner**

**Janet T. Mills**  
**Governor**

February 9, 2022

Mr. Brandon McKenney  
Patch Farm  
570 East Main Street  
Denmark, Maine 04022

**SUBJECT:** Notice of Conditional Contract Awards under RFA #202109150,  
Maine Farms for the Future Phase 1

Dear Mr. McKenney:

This letter is in regard to the subject Request for Applications (RFA), issued by the State of Maine Department of Agriculture, Conservation and Forestry for Maine Farms for the Future Phase 1. The Department has evaluated the proposals received using the evaluation criteria identified in the RFA, and the Department is hereby announcing its conditional contract awards to the following bidders:

- Brodis Blueberries
- Circle B Farms
- DogPatch LLC
- Little Ridge Farm
- Little Ridge Farm
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- New Beat Farm
- Olde Haven Farm
- Patch Farm
- Pemaquid Falls Farm
- Tender Soles

The bidders listed above received the evaluation team's highest rankings. The Department will be contacting the aforementioned bidders soon to negotiate a contract. As provided in the RFA, the Notice of Conditional Contract Award is subject to execution of a written contract and, as a result, this Notice does NOT constitute the formation of a contract between the Department and the apparent successful vendor. The vendor shall not acquire any legal or equitable rights relative to the contract services until a contract containing terms and conditions acceptable to the Department is executed. The Department further reserves the right to cancel this Notice of Conditional Contract Award at any time prior to the execution of a written contract.

As stated in the RFA, following announcement of this award decision, all submissions in response to the RFA are considered public records available for public inspection pursuant to the State of Maine Freedom of Access Act (FOAA). 1 M.R.S. §§ 401 et seq.; 5 M.R.S. § 1825-B (6).

This award decision is conditioned upon final approval by the State Procurement Review Committee and the successful negotiation of a contract. A Statement of Appeal Rights has been provided with this letter; see below.

Thank you for your interest in doing business with the State of Maine.

Sincerely,

A handwritten signature in black ink, appearing to read "Nancy McBrady". The signature is fluid and cursive, with a long horizontal stroke at the end.

Nancy McBrady, Director  
Bureau of Agriculture, Food and Rural Resources

## **STATEMENT OF APPEAL RIGHTS**

Any person aggrieved by an award decision may request an appeal hearing. The request must be made to the Director of the Bureau of General Services, in writing, within 15 days of notification of the contract award as provided in 5 M.R.S. § 1825-E (2) and the Rules of the Department of Administrative and Financial Services, Bureau of General Services, Division of Purchases, Chapter 120, § (2) (2).

**From:** [Perkins, Tonya K](#)  
**To:** ["patchfarm.me@gmail.com"](mailto:patchfarm.me@gmail.com)  
**Subject:** RFA# 202109150 Review Response  
**Date:** Wednesday, February 09, 2022 4:30:00 PM  
**Attachments:** [Patch Farm.pdf](#)

---

Good afternoon,

Attached is the result of the review process for the Farms for the Future Phase I RFA# 202109150.

Thank you for your interest in doing business with the State of Maine.

Thank you,

*Tonya K. Perkins*  
Office Specialist II  
Bureau of Agriculture, Food & Rural Resources  
Agricultural Resource Development  
28 State House Station  
90 Blossom Lane  
Augusta, ME 04333-0028  
Phone: 207-287-3491  
Fax: 207-287-7548  
[www.maine.gov/dacf](http://www.maine.gov/dacf)  
[www.getrealmaine.com](http://www.getrealmaine.com)



**STATE OF MAINE**  
**DEPARTMENT OF Agriculture,**  
**Conservation and Forestry**

**Amanda E. Beal**  
**Commissioner**

**Janet T. Mills**  
**Governor**

February 9, 2022

Mr. Alex Beaudet  
Pemaquid Falls Farm  
2117 Bristol Road  
Pemaquid, Maine 04558

**SUBJECT:** Notice of Conditional Contract Awards under RFA #202109150,  
Maine Farms for the Future Phase 1

Dear Mr. Beaudet:

This letter is in regard to the subject Request for Applications (RFA), issued by the State of Maine Department of Agriculture, Conservation and Forestry for Maine Farms for the Future Phase 1. The Department has evaluated the proposals received using the evaluation criteria identified in the RFA, and the Department is hereby announcing its conditional contract awards to the following bidders:

- Brodis Blueberries
- Circle B Farms
- DogPatch LLC
- Little Ridge Farm
- Little Ridge Farm
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- Olde Haven Farm
- Patch Farm
- Pemaquid Falls Farm
- Tender Soles

The bidders listed above received the evaluation team's highest rankings. The Department will be contacting the aforementioned bidders soon to negotiate a contract. As provided in the RFA, the Notice of Conditional Contract Award is subject to execution of a written contract and, as a result, this Notice does NOT constitute the formation of a contract between the Department and the apparent successful vendor. The vendor shall not acquire any legal or equitable rights relative to the contract services until a contract containing terms and conditions acceptable to the Department is executed. The Department further reserves the right to cancel this Notice of Conditional Contract Award at any time prior to the execution of a written contract.

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This award decision is conditioned upon final approval by the State Procurement Review Committee and the successful negotiation of a contract. A Statement of Appeal Rights has been provided with this letter; see below.

Thank you for your interest in doing business with the State of Maine.

Sincerely,

A handwritten signature in black ink, appearing to read "Nancy McBrady". The signature is fluid and cursive, with a long horizontal stroke at the end.

Nancy McBrady, Director  
Bureau of Agriculture, Food and Rural Resources

## **STATEMENT OF APPEAL RIGHTS**

Any person aggrieved by an award decision may request an appeal hearing. The request must be made to the Director of the Bureau of General Services, in writing, within 15 days of notification of the contract award as provided in 5 M.R.S. § 1825-E (2) and the Rules of the Department of Administrative and Financial Services, Bureau of General Services, Division of Purchases, Chapter 120, § (2) (2).



**From:** [Perkins, Tonya K](mailto:Perkins_Tonya_K)  
**To:** [pemaquidfallsfarm@gmail.com](mailto:pemaquidfallsfarm@gmail.com)  
**Subject:** RFA# 202109150 Review Response  
**Date:** Wednesday, February 09, 2022 4:32:00 PM  
**Attachments:** [Pemaquid Falls Farm.pdf](#)

---

Good afternoon,

Attached is the result of the review process for the Farms for the Future Phase I RFA# 202109150.

Thank you for your interest in doing business with the State of Maine.

Thank you,

*Tonya K. Perkins*  
Office Specialist II  
Bureau of Agriculture, Food & Rural Resources  
Agricultural Resource Development  
28 State House Station  
90 Blossom Lane  
Augusta, ME 04333-0028  
Phone: 207-287-3491  
Fax: 207-287-7548  
[www.maine.gov/dacf](http://www.maine.gov/dacf)  
[www.getrealmaine.com](http://www.getrealmaine.com)



**STATE OF MAINE**  
**DEPARTMENT OF Agriculture,**  
**Conservation and Forestry**

**Amanda E. Beal**  
**Commissioner**

**Janet T. Mills**  
**Governor**

February 9, 2022

Mr. Michael Roux, Sr.  
Roux's Farm LLC  
162 Walnut Hill Road  
Shapleigh, Maine 04076

**SUBJECT:** Notice of Conditional Contract Awards under RFA #202109150,  
Maine Farms for the Future Phase 1

Dear Mr. Roux, Sr.:

This letter is in regard to the subject Request for Applications (RFA), issued by the State of Maine Department of Agriculture, Conservation and Forestry for Maine Farms for the Future Phase 1. The Department has evaluated the proposals received using the evaluation criteria identified in the RFA, and the Department is hereby announcing its conditional contract awards to the following bidders:

- Brodis Blueberries
- Circle B Farms
- DogPatch LLC
- Little Ridge Farm
- Little Ridge Farm
- Morrison Hill Orchard
- New Beat Farm
- Olde Haven Farm
- Patch Farm
- Pemaquid Falls Farm
- Tender Soles

The bidders listed above received the evaluation team's highest rankings. The Department will be contacting the aforementioned bidders soon to negotiate a contract. As provided in the RFA, the Notice of Conditional Contract Award is subject to execution of a written contract and, as a result, this Notice does NOT constitute the formation of a contract between the Department and the apparent successful vendor. The vendor shall not acquire any legal or equitable rights relative to the contract services until a contract containing terms and conditions acceptable to the Department is executed. The Department further reserves the right to cancel this Notice of Conditional Contract Award at any time prior to the execution of a written contract.

As stated in the RFA, following announcement of this award decision, all submissions in response to the RFA are considered public records available for public inspection pursuant to the State of Maine Freedom of Access Act (FOAA). 1 M.R.S. §§ 401 et seq.; 5 M.R.S. § 1825-B (6).

This award decision is conditioned upon final approval by the State Procurement Review Committee and the successful negotiation of a contract. A Statement of Appeal Rights has been provided with this letter; see below.

Thank you for your interest in doing business with the State of Maine.

Sincerely,

A handwritten signature in black ink, appearing to read "Nancy McBrady". The signature is fluid and cursive, with a long horizontal stroke at the end.

Nancy McBrady, Director  
Bureau of Agriculture, Food and Rural Resources

## **STATEMENT OF APPEAL RIGHTS**

Any person aggrieved by an award decision may request an appeal hearing. The request must be made to the Director of the Bureau of General Services, in writing, within 15 days of notification of the contract award as provided in 5 M.R.S. § 1825-E (2) and the Rules of the Department of Administrative and Financial Services, Bureau of General Services, Division of Purchases, Chapter 120, § (2) (2).

**From:** [Perkins, Tonya K](#)  
**To:** [Roux's Farm](#)  
**Subject:** RFA# 202109150 Review Response  
**Date:** Wednesday, February 09, 2022 4:36:00 PM  
**Attachments:** [Roux Farm.pdf](#)

---

Good afternoon,

Attached is the result of the review process for the Farms for the Future Phase I RFA# 202109150.

Thank you for your interest in doing business with the State of Maine.

Thank you,

*Tonya K. Perkins*  
Office Specialist II  
Bureau of Agriculture, Food & Rural Resources  
Agricultural Resource Development  
28 State House Station  
90 Blossom Lane  
Augusta, ME 04333-0028  
Phone: 207-287-3491  
Fax: 207-287-7548  
[www.maine.gov/dacf](http://www.maine.gov/dacf)  
[www.getrealmaine.com](http://www.getrealmaine.com)



**STATE OF MAINE**  
**DEPARTMENT OF Agriculture,**  
**Conservation and Forestry**

**Amanda E. Beal**  
**Commissioner**

**Janet T. Mills**  
**Governor**

February 9, 2022

Mr. Nathan Dore  
Slow Rise Farm  
306 Palmer Road  
Pittston, Maine 04345

**SUBJECT:** Notice of Conditional Contract Awards under RFA #202109150,  
Maine Farms for the Future Phase 1

Dear Mr. Dore:

This letter is in regard to the subject Request for Applications (RFA), issued by the State of Maine Department of Agriculture, Conservation and Forestry for Maine Farms for the Future Phase 1. The Department has evaluated the proposals received using the evaluation criteria identified in the RFA, and the Department is hereby announcing its conditional contract awards to the following bidders:

- Brodis Blueberries
- Circle B Farms
- DogPatch LLC
- Little Ridge Farm
- Little Ridge Farm
- Morrison Hill Orchard
- New Beat Farm
- Olde Haven Farm
- Patch Farm
- Pemaquid Falls Farm
- Tender Soles

The bidders listed above received the evaluation team's highest rankings. The Department will be contacting the aforementioned bidders soon to negotiate a contract. As provided in the RFA, the Notice of Conditional Contract Award is subject to execution of a written contract and, as a result, this Notice does NOT constitute the formation of a contract between the Department and the apparent successful vendor. The vendor shall not acquire any legal or equitable rights relative to the contract services until a contract containing terms and conditions acceptable to the Department is executed. The Department further reserves the right to cancel this Notice of Conditional Contract Award at any time prior to the execution of a written contract.

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This award decision is conditioned upon final approval by the State Procurement Review Committee and the successful negotiation of a contract. A Statement of Appeal Rights has been provided with this letter; see below.

Thank you for your interest in doing business with the State of Maine.

Sincerely,

A handwritten signature in black ink, appearing to read "Nancy McBrady". The signature is fluid and cursive, with a long horizontal stroke at the end.

Nancy McBrady, Director  
Bureau of Agriculture, Food and Rural Resources

## **STATEMENT OF APPEAL RIGHTS**

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**From:** [Perkins, Tonya K](#)  
**To:** ["Slowrisefarm@gmail.com"](mailto:Slowrisefarm@gmail.com)  
**Subject:** RFA#202109150 Review Response  
**Date:** Wednesday, February 09, 2022 4:37:00 PM  
**Attachments:** [Slow Rise Farm.pdf](#)

---

Good afternoon,

Attached is the result of the review process for the Farms for the Future Phase I RFA# 202109150.

Thank you for your interest in doing business with the State of Maine.

Thank you,

*Tonya K. Perkins*  
Office Specialist II  
Bureau of Agriculture, Food & Rural Resources  
Agricultural Resource Development  
28 State House Station  
90 Blossom Lane  
Augusta, ME 04333-0028  
Phone: 207-287-3491  
Fax: 207-287-7548  
[www.maine.gov/dacf](http://www.maine.gov/dacf)  
[www.getrealmaine.com](http://www.getrealmaine.com)



**STATE OF MAINE**  
**DEPARTMENT OF Agriculture,**  
**Conservation and Forestry**

**Amanda E. Beal**  
**Commissioner**

**Janet T. Mills**  
**Governor**

February 9, 2022

Mr. Matthew Dow, Sr.  
SweetLand Farm  
29 Bessey Ridge Road  
Albion, Maine 04910

**SUBJECT:** Notice of Conditional Contract Awards under RFA #202109150,  
Maine Farms for the Future Phase 1

Dear Mr. Dow, Sr.:

This letter is in regard to the subject Request for Applications (RFA), issued by the State of Maine Department of Agriculture, Conservation and Forestry for Maine Farms for the Future Phase 1. The Department has evaluated the proposals received using the evaluation criteria identified in the RFA, and the Department is hereby announcing its conditional contract awards to the following bidders:

- Brodis Blueberries
- Circle B Farms
- DogPatch LLC
- Little Ridge Farm
- Little Ridge Farm
- Morrison Hill Orchard
- New Beat Farm
- Olde Haven Farm
- Patch Farm
- Pemaquid Falls Farm
- Tender Soles

The bidders listed above received the evaluation team's highest rankings. The Department will be contacting the aforementioned bidders soon to negotiate a contract. As provided in the RFA, the Notice of Conditional Contract Award is subject to execution of a written contract and, as a result, this Notice does NOT constitute the formation of a contract between the Department and the apparent successful vendor. The vendor shall not acquire any legal or equitable rights relative to the contract services until a contract containing terms and conditions acceptable to the Department is executed. The Department further reserves the right to cancel this Notice of Conditional Contract Award at any time prior to the execution of a written contract.

As stated in the RFA, following announcement of this award decision, all submissions in response to the RFA are considered public records available for public inspection pursuant to the State of Maine Freedom of Access Act (FOAA). 1 M.R.S. §§ 401 et seq.; 5 M.R.S. § 1825-B (6).

This award decision is conditioned upon final approval by the State Procurement Review Committee and the successful negotiation of a contract. A Statement of Appeal Rights has been provided with this letter; see below.

Thank you for your interest in doing business with the State of Maine.

Sincerely,

A handwritten signature in black ink, appearing to read "Nancy McBrady". The signature is fluid and cursive, with a long horizontal stroke at the end.

Nancy McBrady, Director  
Bureau of Agriculture, Food and Rural Resources

## **STATEMENT OF APPEAL RIGHTS**

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**From:** [Perkins, Tonya K](#)  
**To:** ["oursweetlandfarm@gmail.com"](mailto:oursweetlandfarm@gmail.com)  
**Subject:** RFA# 202109150 Review Response  
**Date:** Wednesday, February 09, 2022 4:38:00 PM  
**Attachments:** [SweetLand Farm.pdf](#)

---

Good afternoon,

Attached is the result of the review process for the Farms for the Future Phase I RFA# 202109150.

Thank you for your interest in doing business with the State of Maine.

Thank you,

*Tonya K. Perkins*  
Office Specialist II  
Bureau of Agriculture, Food & Rural Resources  
Agricultural Resource Development  
28 State House Station  
90 Blossom Lane  
Augusta, ME 04333-0028  
Phone: 207-287-3491  
Fax: 207-287-7548  
[www.maine.gov/dacf](http://www.maine.gov/dacf)  
[www.getrealmaine.com](http://www.getrealmaine.com)



**STATE OF MAINE**  
**DEPARTMENT OF Agriculture,**  
**Conservation and Forestry**

**Amanda E. Beal**  
**Commissioner**

**Janet T. Mills**  
**Governor**

February 9, 2022

Mr. Richard Lee  
Tender Soles Farm LLC  
453 Main Street  
Richmond, Maine 04357

**SUBJECT:** Notice of Conditional Contract Awards under RFA #202109150,  
Maine Farms for the Future Phase 1

Dear Mr. Lee:

This letter is in regard to the subject Request for Applications (RFA), issued by the State of Maine Department of Agriculture, Conservation and Forestry for Maine Farms for the Future Phase 1. The Department has evaluated the proposals received using the evaluation criteria identified in the RFA, and the Department is hereby announcing its conditional contract awards to the following bidders:

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- Circle B Farms
- DogPatch LLC
- Little Ridge Farm
- Little Ridge Farm
- Morrison Hill Orchard
- New Beat Farm
- Olde Haven Farm
- Patch Farm
- Pemaquid Falls Farm
- Tender Soles

The bidders listed above received the evaluation team's highest rankings. The Department will be contacting the aforementioned bidders soon to negotiate a contract. As provided in the RFA, the Notice of Conditional Contract Award is subject to execution of a written contract and, as a result, this Notice does NOT constitute the formation of a contract between the Department and the apparent successful vendor. The vendor shall not acquire any legal or equitable rights relative to the contract services until a contract containing terms and conditions acceptable to the Department is executed. The Department further reserves the right to cancel this Notice of Conditional Contract Award at any time prior to the execution of a written contract.

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This award decision is conditioned upon final approval by the State Procurement Review Committee and the successful negotiation of a contract. A Statement of Appeal Rights has been provided with this letter; see below.

Thank you for your interest in doing business with the State of Maine.

Sincerely,

A handwritten signature in black ink, appearing to read "Nancy McBrady". The signature is fluid and cursive, with a long horizontal stroke at the end.

Nancy McBrady, Director  
Bureau of Agriculture, Food and Rural Resources

## **STATEMENT OF APPEAL RIGHTS**

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**From:** [Perkins, Tonya K](#)  
**To:** ["tendersolesfarm@gmail.com"](mailto:tendersolesfarm@gmail.com)  
**Subject:** RFA# 202109150 Review Response  
**Date:** Wednesday, February 09, 2022 4:39:00 PM  
**Attachments:** [Tender Soles Farm.pdf](#)

---

Good afternoon,

Attached is the result of the review process for the Farms for the Future Phase I RFA# 202109150.

Thank you for your interest in doing business with the State of Maine.

Thank you,

*Tonya K. Perkins*  
Office Specialist II  
Bureau of Agriculture, Food & Rural Resources  
Agricultural Resource Development  
28 State House Station  
90 Blossom Lane  
Augusta, ME 04333-0028  
Phone: 207-287-3491  
Fax: 207-287-7548  
[www.maine.gov/dacf](http://www.maine.gov/dacf)  
[www.getrealmaine.com](http://www.getrealmaine.com)

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202109150  
**RFP TITLE:** Maine Farms for the Future – Phase 1  
**BIDDER:** Berry Fruit Farm  
**DATE:** 01/20/22

**SUMMARY PAGE**

**Department Name:** Agriculture, Conservation & Forestry  
**Name of RFP Coordinator:** Alexander Redfield  
**Names of Evaluators:** Denice Baron, Anne Trenholm, Brian Flewelling, Mark Hedrich

<u>Pass/Fail Criteria</u>	<u>Pass</u>	<u>Fail</u>
Section I. Preliminary Information (Eligibility) N/A	P	
<u>Scoring Sections</u>	<u>Points Available</u>	<u>Points Awarded</u>
Management Capacity	<b>20</b>	<b>20</b>
Physical Resource Base	<b>20</b>	<b>18</b>
Farm Financial Health & Ability to Transform	<b>25</b>	<b>20</b>
Idea(s) for Change	<b>25</b>	<b>20</b>
Other Conditions	<b>10</b>	<b>8</b>
<u>Total Points</u>	<u>100</u>	<u>86</u>

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202109150  
**RFP TITLE:** Maine Farms for the Future – Phase 1  
**BIDDER:** Berry Fruit Farm  
**DATE:** 01/20/22

**OVERVIEW OF SECTION I  
Preliminary Information**

Section I. Preliminary Information/Eligibility

**Evaluation Team Comments:**

The applicant met all eligibility requirements and provided all required information.

**MANAGEMENT CAPACITY**

	<u>Points Available</u>	<u>Points Awarded</u>
Management Capacity	<b>20</b>	<b>20</b>

**Evaluation Team Comments:**

A very strong section. Longstanding farm with clear vision and ability to make changes as conditions shift.

Been around for 20+ yrs and engaged significant external trainings to build knowledge and capacity. Primary income for the household/owner indicates significant investment of time and energy. Relatively large staff indicates capacity for management.

**PHYSICAL RESOURCE BASE**

	<u>Points Available</u>	<u>Points Awarded</u>
Physical Resource Base	<b>20</b>	<b>18</b>

**Evaluation Team Comments:**

Existing infrastructure may need work but lots of tools and experience in managing structures. Acreage is available for expansion if need be. Existing diverse retail space and equipment are assets.

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202109150  
**RFP TITLE:** Maine Farms for the Future – Phase 1  
**BIDDER:** Berry Fruit Farm  
**DATE:** 01/20/22

**Farm Financial Health & Ability to Transform**

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	<u>Points Available</u>	<u>Points Awarded</u>
Farm Financial Health & Ability to Transform	<b>25</b>	<b>20</b>

**Evaluation Team Comments:**

Lots of demand for their product is a good sign. Connections to Pomological Society and other local networks is a "soft" resource that will likely contribute to viability.

Not a lot of room for a lot of mistakes debt wise. High Debt to Income may limit opportunities for transformation - but the fact that applicants are aware of the situation and actively trying to address it is a strength.

Detailed information was helpful to the review panel.

**Idea(s) for Change**

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	<u>Points Available</u>	<u>Points Awarded</u>
Idea(s) for Change	<b>25</b>	<b>20</b>

**Evaluation Team Comments:**

Applicant was very confident and had a good sense of direction.

Looking to find efficiencies and seeking capacity to improve operations and management. Lots of external resources and support networks (SCORE/MSPS) have already been tapped, that's an excellent starting place.

The applicant provided sufficient information about goals (reduce debt load, identify efficiencies, review operations and focus on profitable products) but didn't provide details on what the ideas for change could be. What are the projects you've identified that might help see these changes take shape?

Is a 3 year window for reducing debt load to 0 feasible?

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202109150  
**RFP TITLE:** Maine Farms for the Future – Phase 1  
**BIDDER:** Berry Fruit Farm  
**DATE:** 01/20/22

**Other Conditions**

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	<u>Points Available</u>	<u>Points Awarded</u>
Other Conditions	<b>10</b>	<b>8</b>

**Evaluation Team Comments:**

Clear community benefit - some significant employment for that part of the state and a good avenue for folks to access produce/fruit.

Already engaged with NRCS & EPA so environmental best practices are likely to continue.

Low-moderate development pressure in Livermore likely.

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202109150  
**RFP TITLE:** Maine Farms for the Future – Phase 1  
**BIDDER:** Brodis Blueberries  
**DATE:** 01/20/22

**SUMMARY PAGE**

**Department Name:** Agriculture, Conservation & Forestry  
**Name of RFP Coordinator:** Alexander Redfield  
**Names of Evaluators:** Denice Baron, Anne Trenholm, Brian Flewelling, Mark Hedrich

<u>Pass/Fail Criteria</u>	<u>Pass</u>	<u>Fail</u>
Section I. Preliminary Information (Eligibility) N/A	P	
<u>Scoring Sections</u>	<u>Points Available</u>	<u>Points Awarded</u>
Management Capacity	<b>20</b>	<b>20</b>
Physical Resource Base	<b>20</b>	<b>17</b>
Farm Financial Health & Ability to Transform	<b>25</b>	<b>18</b>
Idea(s) for Change	<b>25</b>	<b>23</b>
Other Conditions	<b>10</b>	<b>10</b>
<u>Total Points</u>	<u>100</u>	<u>88</u>

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202109150  
**RFP TITLE:** Maine Farms for the Future – Phase 1  
**BIDDER:** Brodis Blueberries  
**DATE:** 01/20/22

**OVERVIEW OF SECTION I  
Preliminary Information**

Section I. Preliminary Information

**Evaluation Team Comments:**

The applicant met all eligibility requirements and provided all required information.

**MANAGEMENT CAPACITY**

	<u>Points Available</u>	<u>Points Awarded</u>
Management Capacity	<b>20</b>	<b>20</b>

**Evaluation Team Comments:**

7 generation family farm under current management for 10+ years. Have been at this a long time and, though markets have evolved, and the sector has shifted, a continuous operation indicates strong capacity to manage and steer the enterprise.

A clear understanding of markets and how to access them is evident. Significant amount of experience in adaptation. The applicant seems ready for Phase 1 support.

**PHYSICAL RESOURCE BASE**

	<u>Points Available</u>	<u>Points Awarded</u>
Physical Resource Base	<b>20</b>	<b>17</b>

**Evaluation Team Comments:**

Amount of prime/statewide importance soils isn't as relevant for blueberry production. Successful blueberry operation on non-prime soils is appropriate. Good amount of acreage will allow for transition if needed. Existing infrastructure is relevant, though may need work.

Blueberry industry has been challenging and ability to pull from other resources is an asset. Proximity to other producers is a benefit in this case.

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202109150  
**RFP TITLE:** Maine Farms for the Future – Phase 1  
**BIDDER:** Brodis Blueberries  
**DATE:** 01/20/22

**Farm Financial Health & Ability to Transform**

	<u>Points Available</u>	<u>Points Awarded</u>
Farm Financial Health & Ability to Transform	<b>25</b>	<b>18</b>

**Evaluation Team Comments:**

Industry has shifted and they've proven to be able to withstand many sector wide changes. Access to a network of other growers is an asset, local processing capacity. Strong awareness of numbers and variety of tools being employed for financial monitoring.

Hesitation re: debt is understandable, and perspective reflects deliberation.

The proposal lacked key information: didn't complete the field on if/how much the farm supported the household. Didn't provide detailed financials in the application package.

**Idea(s) for Change**

	<u>Points Available</u>	<u>Points Awarded</u>
Idea(s) for Change	<b>25</b>	<b>23</b>

**Evaluation Team Comments:**

Lots of ideas that could create significant benefit: equipment, planning, cooperative investments, etc.

A good thing that sharing this investment may have impact beyond the individual farm. Likely a lynchpin in local blueberry community. Lots of ideas for Value Added - a Phase 1 planning grant is a good fit. Looking to distinguish themselves.

Value-added and wholesale directions have significant opportunity and FFF support should help flesh out which direction makes the most sense.



**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202109150  
**RFP TITLE:** Maine Farms for the Future – Phase 1  
**BIDDER:** Brodis Blueberries  
**DATE:** 01/20/22

**Other Conditions**

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	<u>Points Available</u>	<u>Points Awarded</u>
Other Conditions	<b>10</b>	<b>10</b>

**Evaluation Team Comments:**

Clear community economic benefits - they're discussing and very specific in thinking through how to expand community impact.

Location is very desirable and clear development pressure. Appreciate how they are recognizing the desirability of the area as a positive as well.

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202109150  
**RFP TITLE:** Maine Farms for the Future – Phase 1  
**BIDDER:** Circle B Farms  
**DATE:** 01/20/22

**SUMMARY PAGE**

**Department Name:** Agriculture, Conservation & Forestry  
**Name of RFP Coordinator:** Alexander Redfield  
**Names of Evaluators:** Denice Baron, Anne Trenholm, Brian Flewelling, Mark Hedrich

<u>Pass/Fail Criteria</u>	<u>Pass</u>	<u>Fail</u>
Section I. Preliminary Information (Eligibility) N/A	P	
<u>Scoring Sections</u>	<u>Points Available</u>	<u>Points Awarded</u>
Management Capacity	<b>20</b>	<b>18</b>
Physical Resource Base	<b>20</b>	<b>18</b>
Farm Financial Health & Ability to Transform	<b>25</b>	<b>23</b>
Idea(s) for Change	<b>25</b>	<b>23</b>
Other Conditions	<b>10</b>	<b>10</b>
<u>Total Points</u>	<u>100</u>	<u>92</u>

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202109150  
**RFP TITLE:** Maine Farms for the Future – Phase 1  
**BIDDER:** Circle B Farms  
**DATE:** 01/20/22

**OVERVIEW OF SECTION I  
Preliminary Information**

Section I. Preliminary Information

**Evaluation Team Comments:**

The applicant met all eligibility requirements and provided all required information.

**MANAGEMENT CAPACITY**

	<u>Points Available</u>	<u>Points Awarded</u>
Management Capacity	<b>20</b>	<b>18</b>

**Evaluation Team Comments:**

Number of years in commercial operation under this ownership is low, but farm has existed for generations and the applicant has demonstrated capacity on another farm of similar scope and scale. Application cites his family experience as a major broccoli producer, transitioned to the new operation and diversified, but now growing back into broccoli with new market opportunities.

Lifetime of experience in production agriculture at scale. Plenty of experience and trainings associated with production, food safety, etc.

**PHYSICAL RESOURCE BASE**

	<u>Points Available</u>	<u>Points Awarded</u>
Physical Resource Base	<b>20</b>	<b>18</b>

**Evaluation Team Comments:**

A lot of infrastructure on the farm is relevant to current production and well suited for future opportunities. Additional acreage likely available in potato rotation. Infrastructure is fair to good condition – are buildings missing? Seems like a pack house/shop would be required for operation at this scale. Assume development of that infrastructure is part of the question FFF support would help analyze.

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202109150  
**RFP TITLE:** Maine Farms for the Future – Phase 1  
**BIDDER:** Circle B Farms  
**DATE:** 01/20/22

**Farm Financial Health & Ability to Transform**

	<u>Points Available</u>	<u>Points Awarded</u>
Farm Financial Health & Ability to Transform	<b>25</b>	<b>23</b>

**Evaluation Team Comments:**

Clear marketing ideas and direction. Looking for support in getting from here to there. Going to need significant infrastructure improvement to succeed in the stated direction. Balance sheet inclusion would have been helpful. P&L and Debt to Income shows really strong foundation.

**Idea(s) for Change**

	<u>Points Available</u>	<u>Points Awarded</u>
Idea(s) for Change	<b>25</b>	<b>23</b>

**Evaluation Team Comments:**

Between fresh, processed and new contract opportunities - the ideas have the potential to make a groundbreaking difference for the operation. Clearly identified supporting regional infrastructure as well. Articulated new markets that will be accessible with a new investment. The financial guidance specified is relevant.

**Other Conditions**

	<u>Points Available</u>	<u>Points Awarded</u>
Other Conditions	<b>10</b>	<b>10</b>

**Evaluation Team Comments:**

Moderate pressure - Aroostook County is changing.  
 Expanded viability helps resist conversion.  
 Using local inputs and large community economic benefits.

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202109150  
**RFP TITLE:** Maine Farms for the Future – Phase 1  
**BIDDER:** Cornish Cider Company  
**DATE:** 01/20/22

**SUMMARY PAGE**

**Department Name:** Agriculture, Conservation & Forestry  
**Name of RFP Coordinator:** Alexander Redfield  
**Names of Evaluators:** Denice Baron, Anne Trenholm, Brian Flewelling, Mark Hedrich

<u>Pass/Fail Criteria</u>	<u>Pass</u>	<u>Fail</u>
Section I. Preliminary Information (Eligibility) N/A	P	
<u>Scoring Sections</u>	<u>Points Available</u>	<u>Points Awarded</u>
Management Capacity	<b>20</b>	<b>15</b>
Physical Resource Base	<b>20</b>	<b>9</b>
Farm Financial Health & Ability to Transform	<b>25</b>	<b>10</b>
Idea(s) for Change	<b>25</b>	<b>15</b>
Other Conditions	<b>10</b>	<b>8</b>
<u>Total Points</u>	<u>100</u>	<u>57</u>

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202109150  
**RFP TITLE:** Maine Farms for the Future – Phase 1  
**BIDDER:** Cornish Cider Company  
**DATE:** 01/20/22

**OVERVIEW OF SECTION I  
Preliminary Information**

Section I. Preliminary Information

**Evaluation Team Comments:**

The applicant met all eligibility requirements and provided all required information.

**MANAGEMENT CAPACITY**

	<u>Points Available</u>	<u>Points Awarded</u>
Management Capacity	<b>20</b>	<b>15</b>

**Evaluation Team Comments:**

Two decision makers contributing resources and perspectives is an asset. Knowledge of production and farm management is unclear, and the applicant would do well to provide more context on the farm experience side in addition to cidery production experience.

Support in establishing business financials seems like a key first step before expansion/shifts in business direction.

**PHYSICAL RESOURCE BASE**

	<u>Points Available</u>	<u>Points Awarded</u>
Physical Resource Base	<b>20</b>	<b>9</b>

**Evaluation Team Comments:** Felt light

Not particularly well capitalized yet - though the business and orchard has been in operation, review panel doesn't see a lot of extra capacity to pivot to new operations. Is acreage and capacity sufficient to achieve the stated vision?

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202109150  
**RFP TITLE:** Maine Farms for the Future – Phase 1  
**BIDDER:** Cornish Cider Company  
**DATE:** 01/20/22

**Farm Financial Health & Ability to Transform**

	<u>Points Available</u>	<u>Points Awarded</u>
Farm Financial Health & Ability to Transform	<b>25</b>	<b>10</b>

**Evaluation Team Comments:**

Losing wholesale markets to COVID is a challenge and pivot to curbside makes sense. A stronger financial foundation could support future expansion. Debt to income is challenging, no depreciation in Schedule F. Need to stabilize the operation first before pivoting to expansion or diversification. Reviewers recommend connecting with other service providers to organize financials and stabilize prior to enacting major directional changes (SCORE/SBDC are a great fit and DACF staff are happy to help make connections.)

**Idea(s) for Change**

	<u>Points Available</u>	<u>Points Awarded</u>
Idea(s) for Change	<b>25</b>	<b>15</b>

**Evaluation Team Comments:**

Show adequate awareness of what's needed, but the applicants need a stronger foundation and some financial guidance to establish some basics. Ideas for change do make sense and will contribute to a more viable operation. It's a great first step for applicant to articulate what's needed and the review panel agrees the direction is likely a key step towards success – but other external support is better suited in establishing these baselines.

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202109150  
**RFP TITLE:** Maine Farms for the Future – Phase 1  
**BIDDER:** Cornish Cider Company  
**DATE:** 01/20/22

**Other Conditions**

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	<u>Points Available</u>	<u>Points Awarded</u>
Other Conditions	<b>10</b>	<b>8</b>

**Evaluation Team Comments:**

Good soils for the area, high development pressure is present.



**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202109150  
**RFP TITLE:** Maine Farms for the Future – Phase 1  
**BIDDER:** DogPatch LLC  
**DATE:** 01/20/22

**SUMMARY PAGE**

**Department Name:** Agriculture, Conservation & Forestry  
**Name of RFP Coordinator:** Alexander Redfield  
**Names of Evaluators:** Denice Baron, Anne Trenholm, Brian Flewelling, Mark Hedrich

<u>Pass/Fail Criteria</u>	<u>Pass</u>	<u>Fail</u>
Section I. Preliminary Information (Eligibility) N/A	P	
<u>Scoring Sections</u>	<u>Points Available</u>	<u>Points Awarded</u>
Management Capacity	<b>20</b>	<b>19</b>
Physical Resource Base	<b>20</b>	<b>18</b>
Farm Financial Health & Ability to Transform	<b>25</b>	<b>20</b>
Idea(s) for Change	<b>25</b>	<b>23</b>
Other Conditions	<b>10</b>	<b>8</b>
<u>Total Points</u>	<u>100</u>	<u>88</u>

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202109150  
**RFP TITLE:** Maine Farms for the Future – Phase 1  
**BIDDER:** DogPatch LLC  
**DATE:** 01/20/22

**OVERVIEW OF SECTION I  
Preliminary Information**

Section I. Preliminary Information

**Evaluation Team Comments:**

The applicant met all eligibility requirements and provided all required information.

**MANAGEMENT CAPACITY**

	<u>Points Available</u>	<u>Points Awarded</u>
Management Capacity	<b>20</b>	<b>19</b>

**Evaluation Team Comments:**

Strong pork production experience with a track record of growth and success. Applicant has been able to develop a diverse set of markets and customers – this is a good indicator of overall ability to manage the farm and enterprise well. History of adding/changing/redesigning enterprises is a strength.

**PHYSICAL RESOURCE BASE**

	<u>Points Available</u>	<u>Points Awarded</u>
Physical Resource Base	<b>20</b>	<b>18</b>

**Evaluation Team Comments:**

Surprisingly little equipment for the scale – FFF support may be relevant in identifying needs and resources. Applicant has animal housing and manure storage applicable to operation. Prime farmland not necessary for pastured pork and woodland grazing is viable.

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202109150  
**RFP TITLE:** Maine Farms for the Future – Phase 1  
**BIDDER:** DogPatch LLC  
**DATE:** 01/20/22

**Farm Financial Health & Ability to Transform**

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	<u>Points Available</u>	<u>Points Awarded</u>
Farm Financial Health & Ability to Transform	<b>25</b>	<b>20</b>

**Evaluation Team Comments:**

Great detail and evidence of relevant information required for strong decision making. Support with business vision, record keeping systems, etc. seems like it will have significant impact on viability of the operation. Stable farm revenue from 2019-2020 is a good sign. The review panel lacked information on debt load - debt to income ratio not provided and answer on comfort w/ debt level is absent. More information from applicant may be required before an award is processed.

**Idea(s) for Change**

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	<u>Points Available</u>	<u>Points Awarded</u>
Idea(s) for Change	<b>25</b>	<b>23</b>

**Evaluation Team Comments:**

Lots of ideas about ways to improve - reduction of processing costs and developing new on-farm or retail/online markets make a lot of sense and seem to build viability. Value added and relevant equipment is a strong component too. Expansion on the strong foundation of farm profitability is a smart way forward.

The clarity provided by the Applicant demonstrated significant thought and effort has already been made in identifying ways to support the farm moving forward. A strong section.

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202109150  
**RFP TITLE:** Maine Farms for the Future – Phase 1  
**BIDDER:** DogPatch LLC  
**DATE:** 01/20/22

**Other Conditions**

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	<u>Points Available</u>	<u>Points Awarded</u>
Other Conditions	<b>10</b>	<b>8</b>

**Evaluation Team Comments:**

Development pressure isn't extensive in that part of Knox County. Environmental and community benefits could be more clearly stated - renewable energy is always a benefit but broader impact isn't clear.

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202109150  
**RFP TITLE:** Maine Farms for the Future – Phase 1  
**BIDDER:** Fisher Farm  
**DATE:** 01/20/22

**SUMMARY PAGE**

**Department Name:** Agriculture, Conservation & Forestry  
**Name of RFP Coordinator:** Alexander Redfield  
**Names of Evaluators:** Denice Baron, Anne Trenholm, Brian Flewelling, Mark Hedrich

<u>Pass/Fail Criteria</u>	<u>Pass</u>	<u>Fail</u>
Section I. Preliminary Information (Eligibility) N/A	P	
<u>Scoring Sections</u>	<u>Points Available</u>	<u>Points Awarded</u>
Management Capacity	<b>20</b>	<b>18</b>
Physical Resource Base	<b>20</b>	<b>18</b>
Farm Financial Health & Ability to Transform	<b>25</b>	<b>22</b>
Idea(s) for Change	<b>25</b>	<b>17</b>
Other Conditions	<b>10</b>	<b>10</b>
<u>Total Points</u>	<u>100</u>	<u>85</u>

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202109150  
**RFP TITLE:** Maine Farms for the Future – Phase 1  
**BIDDER:** Fisher Farm  
**DATE:** 01/20/22

**OVERVIEW OF SECTION I  
Preliminary Information**

Section I. Preliminary Information

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**Evaluation Team Comments:**

The applicant met all eligibility requirements and provided all required information.

**MANAGEMENT CAPACITY**

	<u>Points Available</u>	<u>Points Awarded</u>
Management Capacity	<b>20</b>	<b>18</b>

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**Evaluation Team Comments:**

Strong and relevant educational background, longstanding and continuous operation. Diversification of markets is a testament to management capacity. Employee management history is evident.

Comment on significant change in family and land dynamics means review panel may need additional information in the negotiation process. Is the applicant applying to create a viable exist/transition strategy? Or to increase profitability for continued operation? Additional details about goals and how ideas for change contribute to those goals would make this application more competitive.

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202109150  
**RFP TITLE:** Maine Farms for the Future – Phase 1  
**BIDDER:** Fisher Farm  
**DATE:** 01/20/22

**PHYSICAL RESOURCE BASE**

	<u>Points Available</u>	<u>Points Awarded</u>
Physical Resource Base	<b>20</b>	<b>18</b>

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**Evaluation Team Comments:**

Diverse product base, several avenues for sales (including a 170 member CSA), equipment seems in good shape. Committee feels applicant is strong in this area. Farmland, infrastructure, and equipment is matched to products.

**Farm Financial Health & Ability to Transform**

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	<u>Points Available</u>	<u>Points Awarded</u>
Farm Financial Health & Ability to Transform	<b>25</b>	<b>22</b>

**Evaluation Team Comments:**

No debt on the farm, but personal debt is cited. Applicant seems to have good equity when considering land and farm debt to income.

Projected gross income is \$140K and that figure is strong for size and scope of the operation. Applicant has submitted sufficient information to demonstrate sound financial management practices and tools.

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202109150  
**RFP TITLE:** Maine Farms for the Future – Phase 1  
**BIDDER:** Fisher Farm  
**DATE:** 01/20/22

**Idea(s) for Change**

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	<u>Points Available</u>	<u>Points Awarded</u>
Idea(s) for Change	<b>25</b>	<b>17</b>

**Evaluation Team Comments:**

Plan is to become a more financially viable farm. There doesn't seem to be enough detail. Making it a turnkey business for the next generation is the idea for change, but that is actually the plan for most businesses, isn't it? Without additional details, the review panel can't discern what it is that the applicants is actually proposing for an idea for change. The land consolidation project is unclear. Increasing efficiency makes sense, but what is the plan? The committee would need to make some assumptions about what this would look like. Not a strong presentation but encourage the applicant to provide more detail for future considerations. "More to guess than to know" for this section. Applicant is engaged in a lot already, but is "more of the same because it is working" an idea for change? More details on projects or activities that would help the overall goal of stabilizing and improving viability would support this application.

**Other Conditions**

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	<u>Points Available</u>	<u>Points Awarded</u>
Other Conditions	<b>10</b>	<b>10</b>

**Evaluation Team Comments:**

Winterport is under moderate to significant development pressure. Quality soils Farmland of Statewide Importance are present and worthy of protection.



**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202109150  
**RFP TITLE:** Maine Farms for the Future – Phase 1  
**BIDDER:** Hall Brook Farm  
**DATE:** 01/20/22

**SUMMARY PAGE**

**Department Name:** Agriculture, Conservation & Forestry  
**Name of RFP Coordinator:** Alexander Redfield  
**Names of Evaluators:** Denice Baron, Anne Trenholm, Brian Flewelling, Mark Hedrich

<u>Pass/Fail Criteria</u>	<u>Pass</u>	<u>Fail</u>
Section I. Preliminary Information (Eligibility) N/A	P	
<u>Scoring Sections</u>	<u>Points Available</u>	<u>Points Awarded</u>
Management Capacity	<b>20</b>	<b>18</b>
Physical Resource Base	<b>20</b>	<b>17</b>
Farm Financial Health & Ability to Transform	<b>25</b>	<b>12</b>
Idea(s) for Change	<b>25</b>	<b>22</b>
Other Conditions	<b>10</b>	<b>8</b>
<u>Total Points</u>	<u>100</u>	<u>77</u>

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202109150  
**RFP TITLE:** Maine Farms for the Future – Phase 1  
**BIDDER:** Hall Brook Farm  
**DATE:** 01/20/22

**OVERVIEW OF SECTION I  
Preliminary Information**

Section I. Preliminary Information

**Evaluation Team Comments:**

The applicant met all eligibility requirements and provided all required information.

**MANAGEMENT CAPACITY**

	<u>Points Available</u>	<u>Points Awarded</u>
Management Capacity	<b>20</b>	<b>18</b>

**Evaluation Team Comments:**

With 8 years of continuous operation, applicants demonstrate significant farm management experience. Size of staff and experience with MOFGA and other service providers are assets in this category.

**PHYSICAL RESOURCE BASE**

	<u>Points Available</u>	<u>Points Awarded</u>
Physical Resource Base	<b>20</b>	<b>17</b>

**Evaluation Team Comments:**

Applicants have sufficient resources to support expansion or changes to business model. Currently building a new packing house, have 5 tunnels, and have substantial soils of Farmland of Statewide Importance. Are they undercapitalized for an operation that size in terms of field equipment? Wash/pack area seems adequate. 100 owned and 40 in production, and lease 15 acres.

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202109150  
**RFP TITLE:** Maine Farms for the Future – Phase 1  
**BIDDER:** Hall Brook Farm  
**DATE:** 01/20/22

**Farm Financial Health & Ability to Transform**

	<u>Points Available</u>	<u>Points Awarded</u>
Farm Financial Health & Ability to Transform	<b>25</b>	<b>12</b>

**Evaluation Team Comments:**

Review panel needed more information in the the application. There was no income statement or balance sheet included, making it difficult to assess viability. Applicant refers to mortgage with FSA, but provide no financial data, making it challenging to evaluation financial health. They don't sufficiently describe their current financial condition, so the committee can't evaluate properly. Inadequate supporting documents.

**Idea(s) for Change**

	<u>Points Available</u>	<u>Points Awarded</u>
Idea(s) for Change	<b>25</b>	<b>22</b>

**Evaluation Team Comments:**

They understand their needs and a good understanding of what they need to do. They want to identify their branding and expand focus on high quality organic produce to unique market channels - that is very clear. They've worked through prior business plans and now want to focus on the most remunerative.

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202109150  
**RFP TITLE:** Maine Farms for the Future – Phase 1  
**BIDDER:** Hall Brook Farm  
**DATE:** 01/20/22

**Other Conditions**

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	<u>Points Available</u>	<u>Points Awarded</u>
Other Conditions	<b>10</b>	<b>8</b>

**Evaluation Team Comments:**

Threat of conversion is low in Thorndike – though recognizing the value of continued protection of agricultural properties is an asset to the application.

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202109150  
**RFP TITLE:** Maine Farms for the Future – Phase 1  
**BIDDER:** Little Ridge Farm  
**DATE:** 01/20/22

**SUMMARY PAGE**

**Department Name:** Agriculture, Conservation & Forestry  
**Name of RFP Coordinator:** Alexander Redfield  
**Names of Evaluators:** Denice Baron, Anne Trenholm, Brian Flewelling, Mark Hedrich

<u>Pass/Fail Criteria</u>	<u>Pass</u>	<u>Fail</u>
Section I. Preliminary Information (Eligibility) N/A	P	
<u>Scoring Sections</u>	<u>Points Available</u>	<u>Points Awarded</u>
Management Capacity	<b>20</b>	<b>20</b>
Physical Resource Base	<b>20</b>	<b>17</b>
Farm Financial Health & Ability to Transform	<b>25</b>	<b>22</b>
Idea(s) for Change	<b>25</b>	<b>23</b>
Other Conditions	<b>10</b>	<b>9</b>
<u>Total Points</u>	<u><b>100</b></u>	<u><b>91</b></u>

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202109150  
**RFP TITLE:** Maine Farms for the Future – Phase 1  
**BIDDER:** Little Ridge Farm  
**DATE:** 01/20/22

**OVERVIEW OF SECTION I  
Preliminary Information**

Section I. Preliminary Information

**Evaluation Team Comments:**

The applicant met all eligibility requirements and provided all required information.

**MANAGEMENT CAPACITY**

	<u>Points Available</u>	<u>Points Awarded</u>
Management Capacity	<b>20</b>	<b>20</b>

**Evaluation Team Comments:**

10-14 years, diverse products and diverse customers and venues. Applicant clearly has experience and decision making authority. Additional information on community support and customer base makes for a compelling section.

**PHYSICAL RESOURCE BASE**

	<u>Points Available</u>	<u>Points Awarded</u>
Physical Resource Base	<b>20</b>	<b>17</b>

**Evaluation Team Comments:**

The property and infrastructure seems well-suited to intended use (mixed CSA and diversified products). 30 acres seems a little small if they have expansion in mind though intended uses proposed in Ideas for Change section are able to be accommodated. Physical conditions are fair/good. Have high tunnels in good condition, and barn in good condition.

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202109150  
**RFP TITLE:** Maine Farms for the Future – Phase 1  
**BIDDER:** Little Ridge Farm  
**DATE:** 01/20/22

**Farm Financial Health & Ability to Transform**

	<u>Points Available</u>	<u>Points Awarded</u>
Farm Financial Health & Ability to Transform	<b>25</b>	<b>22</b>

**Evaluation Team Comments:**

Provided significant amount of data that demonstrates low debt load, utilization of accountant/bookkeeping services, and strong ability to support new directions as stated.

**Idea(s) for Change**

	<u>Points Available</u>	<u>Points Awarded</u>
Idea(s) for Change	<b>25</b>	<b>23</b>

**Evaluation Team Comments:**

Well-articulated and thoughtful, with careful bullets clearly outlining the plan. A compelling section that indicates readiness for FFF support.

**Other Conditions**

	<u>Points Available</u>	<u>Points Awarded</u>
Other Conditions	<b>10</b>	<b>9</b>

**Evaluation Team Comments:**

Demonstrates community connections. In terms of development pressure, it's described as moderate, but committee considers that the area is under fairly strong conversion pressure between Freeport and Auburn.

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202109150  
**RFP TITLE:** Maine Farms for the Future – Phase 1  
**BIDDER:** Morrison Hill Orchard  
**DATE:** 01/20/22

**SUMMARY PAGE**

**Department Name:** Agriculture, Conservation & Forestry  
**Name of RFP Coordinator:** Alexander Redfield  
**Names of Evaluators:** Denice Baron, Anne Trenholm, Brian Flewelling, Mark Hedrich

<u>Pass/Fail Criteria</u>	<u>Pass</u>	<u>Fail</u>
Section I. Preliminary Information (Eligibility) N/A	P	
<u>Scoring Sections</u>	<u>Points Available</u>	<u>Points Awarded</u>
Management Capacity	<b>20</b>	<b>18</b>
Physical Resource Base	<b>20</b>	<b>17</b>
Farm Financial Health & Ability to Transform	<b>25</b>	<b>21</b>
Idea(s) for Change	<b>25</b>	<b>23</b>
Other Conditions	<b>10</b>	<b>8</b>
<u>Total Points</u>	<u>100</u>	<u>87</u>



**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202109150  
**RFP TITLE:** Maine Farms for the Future – Phase 1  
**BIDDER:** Morrison Hill Orchard  
**DATE:** 01/20/22

**OVERVIEW OF SECTION I  
Preliminary Information**

Section I. Preliminary Information

**Evaluation Team Comments:**

The applicant met all eligibility requirements and provided all required information.

**MANAGEMENT CAPACITY**

	<u>Points Available</u>	<u>Points Awarded</u>
Management Capacity	<b>20</b>	<b>18</b>

**Evaluation Team Comments:**

Clearly, they have sufficient experience. Many years (33-34) experience for the family, farm in production since 1940 (10+ in commercial operation). How many years of experience for the applicants themselves? More detail on individual experience would have made for a more compelling section.

Applicants have been scaling up and transitioning to PYO. Have expanded tree capacity and created alternative products/market channels, demonstrating capacity to support business transitions.

**PHYSICAL RESOURCE BASE**

	<u>Points Available</u>	<u>Points Awarded</u>
Physical Resource Base	<b>20</b>	<b>17</b>

**Evaluation Team Comments:**

Applicants demonstrate adequate infrastructure - tractors, implements, agritourism components. They identify the infrastructure gap: no building, cooler, cider equipment. The gaps are limiting. They are heading in the right direction.

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202109150  
**RFP TITLE:** Maine Farms for the Future – Phase 1  
**BIDDER:** Morrison Hill Orchard  
**DATE:** 01/20/22

**Farm Financial Health & Ability to Transform**

	<u>Points Available</u>	<u>Points Awarded</u>
Farm Financial Health & Ability to Transform	<b>25</b>	<b>21</b>

**Evaluation Team Comments:**

Debt free. Not a lot of revenue but trends are encouraging. The supporting documentation is all included. Committee speculates that 2021 numbers would have been even stronger. They are making positive financial changes that indicate readiness for FFF support in shaping future direction.

**Idea(s) for Change**

	<u>Points Available</u>	<u>Points Awarded</u>
Idea(s) for Change	<b>25</b>	<b>23</b>

**Evaluation Team Comments:**

Discussion about the potential for the site as an agritourism event center, unique in the area and early results indicate suitability. Applicants desire to add more trees too supports future opportunities. For this type of farm of that size and in that area, agritourism and value added production are natural areas for expansion.

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202109150  
**RFP TITLE:** Maine Farms for the Future – Phase 1  
**BIDDER:** Morrison Hill Orchard  
**DATE:** 01/20/22

**Other Conditions**

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	<u>Points Available</u>	<u>Points Awarded</u>
Other Conditions	<b>10</b>	<b>8</b>

**Evaluation Team Comments:**

Creating a community space by welcoming the public, expanding the orchard, increasing number of visitors. There are only 2 orchards left in that area, and they are the largest one. Not clear how much development pressure there is.

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202109150  
**RFP TITLE:** Maine Farms for the Future – Phase 1  
**BIDDER:** New Beat Farm  
**DATE:** 01/20/22

**SUMMARY PAGE**

**Department Name:** Agriculture, Conservation & Forestry  
**Name of RFP Coordinator:** Alexander Redfield  
**Names of Evaluators:** Denice Baron, Anne Trenholm, Brian Flewelling, Mark Hedrich

<u>Pass/Fail Criteria</u>	<u>Pass</u>	<u>Fail</u>
Section I. Preliminary Information (Eligibility) N/A	P	
<u>Scoring Sections</u>	<u>Points Available</u>	<u>Points Awarded</u>
Management Capacity	<b>20</b>	<b>19</b>
Physical Resource Base	<b>20</b>	<b>18</b>
Farm Financial Health & Ability to Transform	<b>25</b>	<b>22</b>
Idea(s) for Change	<b>25</b>	<b>24</b>
Other Conditions	<b>10</b>	<b>8</b>
<u>Total Points</u>	<u>100</u>	<u>91</u>

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202109150  
**RFP TITLE:** Maine Farms for the Future – Phase 1  
**BIDDER:** New Beat Farm  
**DATE:** 01/20/22

**OVERVIEW OF SECTION I  
Preliminary Information**

Section I. Preliminary Information

**Evaluation Team Comments:**

The applicant met all eligibility requirements and provided all required information.

**MANAGEMENT CAPACITY**

	<u>Points Available</u>	<u>Points Awarded</u>
Management Capacity	<b>20</b>	<b>19</b>

**Evaluation Team Comments:**

Clearly presented extensive experience. They are selling at many locations, have diverse enterprises, one applicant involved in MOFGA leadership. Formal education in agriculture is an asset.

Demonstrated staff management experience contributes to a high score.

**PHYSICAL RESOURCE BASE**

	<u>Points Available</u>	<u>Points Awarded</u>
Physical Resource Base	<b>20</b>	<b>18</b>

**Evaluation Team Comments:**

Existing resources are more than sufficient for expansion/diversification. 42 acres including suitable soils, a commercial kitchen, walk-in cooler, etc. - they have a well-established base of equipment and infrastructure.

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202109150  
**RFP TITLE:** Maine Farms for the Future – Phase 1  
**BIDDER:** New Beat Farm  
**DATE:** 01/20/22

**Farm Financial Health & Ability to Transform**

	<u>Points Available</u>	<u>Points Awarded</u>
Farm Financial Health & Ability to Transform	<b>25</b>	<b>22</b>

**Evaluation Team Comments:**

No P&L (not required, but would have been helpful), but they did provide a balance sheet. Review panel concludes sufficiently manageable debt load to support new activities. They have recently paid down some debt. Cash flow seems strong.

**Idea(s) for Change**

	<u>Points Available</u>	<u>Points Awarded</u>
Idea(s) for Change	<b>25</b>	<b>24</b>

**Evaluation Team Comments:**

Sufficient level of detail provided for applicants' plan to switch to more no-till production and provides ideas on other ways to diversify, increase efficiency, and future infrastructure development. They seem to have stable, diversified markets. Committee discusses their 10 point plan, which offers specific metrics. They are forecasting significant changes, but they seem realistic. Very thorough. Their off-farm income is also related to their business, which strengthens their position.

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202109150  
**RFP TITLE:** Maine Farms for the Future – Phase 1  
**BIDDER:** New Beat Farm  
**DATE:** 01/20/22

**Other Conditions**

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	<u>Points Available</u>	<u>Points Awarded</u>
Other Conditions	<b>10</b>	<b>8</b>

**Evaluation Team Comments:**

The development pressure isn't from housing, but farmland is in high demand in their area. They clearly know their market, and it is coordinated within their vision. They also have a forestry management plan, which the committee found to be a strong point in favor of this candidate.

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202109150  
**RFP TITLE:** Maine Farms for the Future – Phase 1  
**BIDDER:** Oakfarm Inc  
**DATE:** 01/21/22

**SUMMARY PAGE**

**Department Name:** Agriculture, Conservation & Forestry  
**Name of RFP Coordinator:** Alexander Redfield  
**Names of Evaluators:** Denice Baron, Anne Trenholm, Brian Flewelling, Mark Hedrich

<u>Pass/Fail Criteria</u>	<u>Pass</u>	<u>Fail</u>
Section I. Preliminary Information (Eligibility) N/A	P	
<u>Scoring Sections</u>	<u>Points Available</u>	<u>Points Awarded</u>
Management Capacity	<b>20</b>	<b>16</b>
Physical Resource Base	<b>20</b>	<b>17</b>
Farm Financial Health & Ability to Transform	<b>25</b>	<b>15</b>
Idea(s) for Change	<b>25</b>	<b>16</b>
Other Conditions	<b>10</b>	<b>8</b>
<u>Total Points</u>	<u>100</u>	<u>72</u>



**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202109150  
**RFP TITLE:** Maine Farms for the Future – Phase 1  
**BIDDER:** Oakfarm Inc  
**DATE:** 01/21/22

**OVERVIEW OF SECTION I  
Preliminary Information**

Section I. Preliminary Information

**Evaluation Team Comments:**

The applicant met all eligibility requirements and provided all required information.

**MANAGEMENT CAPACITY**

	<u>Points Available</u>	<u>Points Awarded</u>
Management Capacity	<b>20</b>	<b>16</b>

**Evaluation Team Comments:**

They have about 30 years' experience, with a transition from dairy to beef/lamb. The farm has been in the family for a long time, but does the person who is taking over the farm have much experience? Discussion about who on the farm would be conducting this work - is it the owners, or is this project to support the hired position? It makes it more difficult for the committee to assess. Should the committee be assessing the capacity of the farmer or the employee who will be enacting the project? The person they plan to employ does have the right training. Discussion about considering the farm as a whole enterprise, an enterprise that is taking a new direction. Oak Farm Inc is the applicant, so consensus is to judge management capacity on that basis, but little information is provided around management structure and which management resources will be brought to bear in stewardship of the operation.

Applicants are encouraged to clarify management structure and systems in future FFF applications.

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202109150  
**RFP TITLE:** Maine Farms for the Future – Phase 1  
**BIDDER:** Oakfarm Inc  
**DATE:** 01/21/22

**PHYSICAL RESOURCE BASE**

	<u>Points Available</u>	<u>Points Awarded</u>
Physical Resource Base	<b>20</b>	<b>17</b>

**Evaluation Team Comments:**

It's a sizable farm, at 120 acres. They have a "good nucleus of assets." They have the assets necessary to support farm diversification.

**Farm Financial Health & Ability to Transform**

	<u>Points Available</u>	<u>Points Awarded</u>
Farm Financial Health & Ability to Transform	<b>25</b>	<b>15</b>

**Evaluation Team Comments:**

It's an S-corp. Included a Schedule L, but no balance sheet. Not much equity shown there. Small profit indicated in 2019 and a loss in 2020. Documents provided made it difficult for committee to assess with the structure of the business and information available. Other data would help applicants convey the information required by the review panel. Committee just doesn't have enough information to go on the way the proposal was presented.

**Idea(s) for Change**

	<u>Points Available</u>	<u>Points Awarded</u>
Idea(s) for Change	<b>25</b>	<b>16</b>

**Evaluation Team Comments:**

They are looking to decrease labor costs and increase efficiencies. This is a strong and relevant goal, which is undoubtedly an important destination for the operation – but evidence of which projects/ideas could be implemented to accomplish that goal is lacking. Also, are these fundamental changes, or are they just the natural evolution of such a business.

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202109150  
**RFP TITLE:** Maine Farms for the Future – Phase 1  
**BIDDER:** Oakfarm Inc  
**DATE:** 01/21/22

**Other Conditions**

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	<u>Points Available</u>	<u>Points Awarded</u>
Other Conditions	<b>10</b>	<b>8</b>

**Evaluation Team Comments:**

It's a large farm in downtown Gardiner, which is evidence of potential pressure.

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202109150  
**RFP TITLE:** Maine Farms for the Future – Phase 1  
**BIDDER:** Olde Haven Farm  
**DATE:** 01/21/22

**SUMMARY PAGE**

**Department Name:** Agriculture, Conservation & Forestry  
**Name of RFP Coordinator:** Alexander Redfield  
**Names of Evaluators:** Denice Baron, Anne Trenholm, Brian Flewelling, Mark Hedrich

<u>Pass/Fail Criteria</u>	<u>Pass</u>	<u>Fail</u>
Section I. Preliminary Information (Eligibility) N/A	P	
<u>Scoring Sections</u>	<u>Points Available</u>	<u>Points Awarded</u>
Management Capacity	<b>20</b>	<b>17</b>
Physical Resource Base	<b>20</b>	<b>16</b>
Farm Financial Health & Ability to Transform	<b>25</b>	<b>22</b>
Idea(s) for Change	<b>25</b>	<b>23</b>
Other Conditions	<b>10</b>	<b>9</b>
<u>Total Points</u>	<u><b>100</b></u>	<u><b>87</b></u>

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202109150  
**RFP TITLE:** Maine Farms for the Future – Phase 1  
**BIDDER:** Olde Haven Farm  
**DATE:** 01/21/22

**OVERVIEW OF SECTION I  
Preliminary Information**

Section I. Preliminary Information

**Evaluation Team Comments:**

The applicant met all eligibility requirements and provided all required information.

**MANAGEMENT CAPACITY**

	<u>Points Available</u>	<u>Points Awarded</u>
Management Capacity	<b>20</b>	<b>17</b>

**Evaluation Team Comments:**

Application cites 5.5 yrs experience. Some concern cited about this relatively minimal experience. (Committee was somewhat surprised by the evident success for such a young farm, but that's a testament to management capacity and was scored favorably). Diverse product line indicates familiarity with different enterprises. Applicants have a strong statement of purpose, and meet "readiness to apply" criteria.

**PHYSICAL RESOURCE BASE**

	<u>Points Available</u>	<u>Points Awarded</u>
Physical Resource Base	<b>20</b>	<b>16</b>

**Evaluation Team Comments:**

60 acres, good equipment list, buildings seem to be in good shape. Applicant seems to be maximizing their potential with existing resource base. Making good use of the land and the products seem suited to the land.

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202109150  
**RFP TITLE:** Maine Farms for the Future – Phase 1  
**BIDDER:** Olde Haven Farm  
**DATE:** 01/21/22

**Farm Financial Health & Ability to Transform**

	<u>Points Available</u>	<u>Points Awarded</u>
Farm Financial Health & Ability to Transform	<b>25</b>	<b>22</b>

**Evaluation Team Comments:**

Balance sheet and debt to income info included and demonstrate solid financial footing. Applicant demonstrates solid sales and positive trends. Liability is somewhat high, but assets are solid. Increasing sales. Balance sheet is strong enough that they could work with traditional lenders. “They are doing it right.”

**Idea(s) for Change**

	<u>Points Available</u>	<u>Points Awarded</u>
Idea(s) for Change	<b>25</b>	<b>23</b>

**Evaluation Team Comments:**

Applicant proposes adding on-farm retail/abattoir – this seems to make sense with what applicant has been doing and existing trajectory. They delineate a 7 point plan in the proposal: plan is focused, ideas are competent and clear, and demonstrates significant potential.

**Other Conditions**

	<u>Points Available</u>	<u>Points Awarded</u>
Other Conditions	<b>10</b>	<b>9</b>

**Evaluation Team Comments:**

Review panel references significant development in greater Augusta area.

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202109150  
**RFP TITLE:** Maine Farms for the Future – Phase 1  
**BIDDER:** Orchard Ridge Farm  
**DATE:** 01/21/22

**SUMMARY PAGE**

**Department Name:** Agriculture, Conservation & Forestry  
**Name of RFP Coordinator:** Alexander Redfield  
**Names of Evaluators:** Denice Baron, Anne Trenholm, Brian Flewelling, Mark Hedrich

<u>Pass/Fail Criteria</u>	<u>Pass</u>	<u>Fail</u>
Section I. Preliminary Information (Eligibility) N/A		P
<u>Scoring Sections</u>	<u>Points Available</u>	<u>Points Awarded</u>
Management Capacity	<b>20</b>	<b>N/A</b>
Physical Resource Base	<b>20</b>	<b>N/A</b>
Farm Financial Health & Ability to Transform	<b>25</b>	<b>N/A</b>
Idea(s) for Change	<b>25</b>	<b>N/A</b>
Other Conditions	<b>10</b>	<b>N/A</b>
<u>Total Points</u>	<u>100</u>	<u>N/A</u>

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202109150  
**RFP TITLE:** Maine Farms for the Future – Phase 1  
**BIDDER:** Orchard Ridge Farm  
**DATE:** 01/21/22

**OVERVIEW OF SECTION I  
Preliminary Information**

Section I. Preliminary Information

**Evaluation Team Comments:**

Discussion about eligibility. They just bought the property. Discussion about the requirement that they have at least 2 years' experience operating a farm elsewhere in Maine. Has this applicant been operating a farm? Only one of the three new owners has this farm experience. Needs more clarity. There is not enough information in the proposal to verify eligibility.

**MANAGEMENT CAPACITY**

	<u>Points Available</u>	<u>Points Awarded</u>
Management Capacity	<b>20</b>	<b>N/A</b>

**Evaluation Team Comments:**

**PHYSICAL RESOURCE BASE**

	<u>Points Available</u>	<u>Points Awarded</u>
Physical Resource Base	<b>20</b>	<b>N/A</b>

**Evaluation Team Comments:**



**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202109150  
**RFP TITLE:** Maine Farms for the Future – Phase 1  
**BIDDER:** Orchard Ridge Farm  
**DATE:** 01/21/22

**Farm Financial Health & Ability to Transform**

	<u>Points Available</u>	<u>Points Awarded</u>
Farm Financial Health & Ability to Transform	<b>25</b>	<b>N/A</b>

**Evaluation Team Comments:**

**Idea(s) for Change**

	<u>Points Available</u>	<u>Points Awarded</u>
Idea(s) for Change	<b>25</b>	<b>N/A</b>

**Evaluation Team Comments:**

**Other Conditions**

	<u>Points Available</u>	<u>Points Awarded</u>
Other Conditions	<b>10</b>	<b>N/A</b>

**Evaluation Team Comments:**

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202109150  
**RFP TITLE:** Maine Farms for the Future – Phase 1  
**BIDDER:** Patch Farm  
**DATE:** 01/21/22

**SUMMARY PAGE**

**Department Name:** Agriculture, Conservation & Forestry  
**Name of RFP Coordinator:** Alexander Redfield  
**Names of Evaluators:** Denice Baron, Anne Trenholm, Brian Flewelling, Mark Hedrich

<u>Pass/Fail Criteria</u>	<u>Pass</u>	<u>Fail</u>
Section I. Preliminary Information (Eligibility) N/A	P	
<u>Scoring Sections</u>	<u>Points Available</u>	<u>Points Awarded</u>
Management Capacity	<b>20</b>	<b>19</b>
Physical Resource Base	<b>20</b>	<b>18</b>
Farm Financial Health & Ability to Transform	<b>25</b>	<b>23</b>
Idea(s) for Change	<b>25</b>	<b>24</b>
Other Conditions	<b>10</b>	<b>8</b>
<u>Total Points</u>	<u>100</u>	<u>92</u>

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202109150  
**RFP TITLE:** Maine Farms for the Future – Phase 1  
**BIDDER:** Patch Farm  
**DATE:** 01/21/22

**OVERVIEW OF SECTION I  
Preliminary Information**

Section I. Preliminary Information

**Evaluation Team Comments:**

The applicant met all eligibility requirements and provided all required information.

**MANAGEMENT CAPACITY**

	<u>Points Available</u>	<u>Points Awarded</u>
Management Capacity	<b>20</b>	<b>19</b>

**Evaluation Team Comments:**

Applicants are two owners with significant experience and demonstrated track record in managing their business. Financials and narrative indicate a growing business and sufficient utilization of external resources and service providers.

**PHYSICAL RESOURCE BASE**

	<u>Points Available</u>	<u>Points Awarded</u>
Physical Resource Base	<b>20</b>	<b>18</b>

**Evaluation Team Comments:**

Physical assets are of suitable scope and condition to support existing operation and intended transitions as stated.

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202109150  
**RFP TITLE:** Maine Farms for the Future – Phase 1  
**BIDDER:** Patch Farm  
**DATE:** 01/21/22

**Farm Financial Health & Ability to Transform**

	<u>Points Available</u>	<u>Points Awarded</u>
Farm Financial Health & Ability to Transform	<b>25</b>	<b>23</b>

**Evaluation Team Comments:**

Applicants have increased sales dramatically in recent years. They did their homework and put together a good proposal. Not a lot of outside debt. Strong plan for how to grow within their means. They seem financially responsible. Applicants indicate drawing sufficient owner draws that demonstrate sound financial footing.

**Idea(s) for Change**

	<u>Points Available</u>	<u>Points Awarded</u>
Idea(s) for Change	<b>25</b>	<b>24</b>

**Evaluation Team Comments:**

Applicants' plans are realistic, detailed, and relevant to the . It's a diverse farm and they want to increase their capacity, including adding a commercial kitchen. They seem aware of community needs, market shifts, and relevant trends.

**Other Conditions**

	<u>Points Available</u>	<u>Points Awarded</u>
Other Conditions	<b>10</b>	<b>8</b>

**Evaluation Team Comments:**

Development pressure is low in the area and threat to conversion is minimal, but applicants clearly articulate how they currently serve as a hub for their community and how the proposed ideas for change build viability and serve community needs.

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202109150  
**RFP TITLE:** Maine Farms for the Future – Phase 1  
**BIDDER:** Pemaquid Falls Farm  
**DATE:** 01/21/22

**SUMMARY PAGE**

**Department Name:** Agriculture, Conservation & Forestry  
**Name of RFP Coordinator:** Alexander Redfield  
**Names of Evaluators:** Denice Baron, Anne Trenholm, Brian Flewelling, Mark Hedrich

<u>Pass/Fail Criteria</u>	<u>Pass</u>	<u>Fail</u>
Section I. Preliminary Information (Eligibility) N/A	P	
<u>Scoring Sections</u>	<u>Points Available</u>	<u>Points Awarded</u>
Management Capacity	<b>20</b>	<b>17</b>
Physical Resource Base	<b>20</b>	<b>15</b>
Farm Financial Health & Ability to Transform	<b>25</b>	<b>22</b>
Idea(s) for Change	<b>25</b>	<b>24</b>
Other Conditions	<b>10</b>	<b>9</b>
<u>Total Points</u>	<u>100</u>	<u>87</u>

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202109150  
**RFP TITLE:** Maine Farms for the Future – Phase 1  
**BIDDER:** Pemaquid Falls Farm  
**DATE:** 01/21/22

**OVERVIEW OF SECTION I  
Preliminary Information**

Section I. Preliminary Information

**Evaluation Team Comments:**

The applicant met all eligibility requirements and provided all required information.

**MANAGEMENT CAPACITY**

	<u>Points Available</u>	<u>Points Awarded</u>
Management Capacity	<b>20</b>	<b>17</b>

**Evaluation Team Comments:**

4 years' experience, but has a good group of mentors, and has engineering experience. The applicant is the decision maker for the business. Relatively new to agriculture and farming in Maine.

**PHYSICAL RESOURCE BASE**

	<u>Points Available</u>	<u>Points Awarded</u>
Physical Resource Base	<b>20</b>	<b>15</b>

**Evaluation Team Comments:**

Acreage is minimal and may not support expansion, however a market garden as proposed can be successful on such acreage, and the other physical resources seem suited to the changes they are proposing.

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202109150  
**RFP TITLE:** Maine Farms for the Future – Phase 1  
**BIDDER:** Pemaquid Falls Farm  
**DATE:** 01/21/22

**Farm Financial Health & Ability to Transform**

	<u>Points Available</u>	<u>Points Awarded</u>
Farm Financial Health & Ability to Transform	<b>25</b>	<b>22</b>

**Evaluation Team Comments:**

Solid balance sheet, no debt, most of income comes from farm (seasonally). Financial health seems solid for a young farm with strong footing to support future development.

**Idea(s) for Change**

	<u>Points Available</u>	<u>Points Awarded</u>
Idea(s) for Change	<b>25</b>	<b>24</b>

**Evaluation Team Comments:**

This section of the proposal is excellent. Committee appreciated estimated costs, budget, level of detail and contents.

**Other Conditions**

	<u>Points Available</u>	<u>Points Awarded</u>
Other Conditions	<b>10</b>	<b>9</b>

**Evaluation Team Comments:**

Pressure is high in coastal areas. Farmland in this area is hard to acquire and conversion potential is significant. Applicant articulates direct engagement with the community.

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202109150  
**RFP TITLE:** Maine Farms for the Future – Phase 1  
**BIDDER:** Roux's Farm  
**DATE:** 01/21/22

**SUMMARY PAGE**

**Department Name:** Agriculture, Conservation & Forestry  
**Name of RFP Coordinator:** Alexander Redfield  
**Names of Evaluators:** Denice Baron, Anne Trenholm, Brian Flewelling, Mark Hedrich

<u>Pass/Fail Criteria</u>	<u>Pass</u>	<u>Fail</u>
Section I. Preliminary Information (Eligibility) N/A	P	
<u>Scoring Sections</u>	<u>Points Available</u>	<u>Points Awarded</u>
Management Capacity	<b>20</b>	<b>12</b>
Physical Resource Base	<b>20</b>	<b>10</b>
Farm Financial Health & Ability to Transform	<b>25</b>	<b>10</b>
Idea(s) for Change	<b>25</b>	<b>10</b>
Other Conditions	<b>10</b>	<b>10</b>
<u>Total Points</u>	<u>100</u>	<u>52</u>



**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202109150  
**RFP TITLE:** Maine Farms for the Future – Phase 1  
**BIDDER:** Roux's Farm  
**DATE:** 01/21/22

**OVERVIEW OF SECTION I  
Preliminary Information**

Section I. Preliminary Information

**Evaluation Team Comments:**

The applicant met all eligibility requirements and provided all required information.

**MANAGEMENT CAPACITY**

	<u>Points Available</u>	<u>Points Awarded</u>
Management Capacity	<b>20</b>	<b>12</b>

**Evaluation Team Comments:**

Parents have been growing as a hobby for years. Questions about whether the hobby farm is bonafide experience for a production farm. Applicants may be very well versed in commercial production and marketing options for dairy operations on this scale – but the applicant did not include sufficient information for the review panel to assess.

Committee couldn't get a good understanding of what they plan to do or whether the farm is a "solid, going concern" currently. The statement of purpose did not make it possible for the committee to understand how ready the farm was to apply..

Applicants are encouraged to provide more information on 1) commercial dairy production experience and 2) familiarity with value added production or other market directions in future FFF cycles.

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202109150  
**RFP TITLE:** Maine Farms for the Future – Phase 1  
**BIDDER:** Roux's Farm  
**DATE:** 01/21/22

**PHYSICAL RESOURCE BASE**

	<u>Points Available</u>	<u>Points Awarded</u>
Physical Resource Base	<b>20</b>	<b>10</b>

**Evaluation Team Comments:**

Applicant has some existing equipment and infrastructure, but it seems insufficient for what they are planning in terms of shifting the farm operation. They do have a barn and parlor. The committee needed more information to understand what the resource base is. (DACF could help them assess resources like their soil and staff will follow-up.)

**Farm Financial Health & Ability to Transform**

	<u>Points Available</u>	<u>Points Awarded</u>
Farm Financial Health & Ability to Transform	<b>25</b>	<b>10</b>

**Evaluation Team Comments:**

Expenses are high, and they have had significant losses. They may eventually be ready for FFF, but need more support to get to that point. The FFF program is designed for existing farms that are in need of guidance and support to identify new directions – the viability of the farm needs to be more clearly demonstrated to be relevant for FFF support.

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202109150  
**RFP TITLE:** Maine Farms for the Future – Phase 1  
**BIDDER:** Roux's Farm  
**DATE:** 01/21/22

**Idea(s) for Change**

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	<u>Points Available</u>	<u>Points Awarded</u>
Idea(s) for Change	<b>25</b>	<b>10</b>

**Evaluation Team Comments:**

Applicants will need more technical assistance to determine what changes may be possible, to understand value added production in York County, to understand the competition, etc. There are other sources that would help them prepare to strategize for change on this farm. DACF staff will follow-up.

**Other Conditions**

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	<u>Points Available</u>	<u>Points Awarded</u>
Other Conditions	<b>10</b>	<b>10</b>

**Evaluation Team Comments:**

There is significant development pressure present.

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202109150  
**RFP TITLE:** Maine Farms for the Future – Phase 1  
**BIDDER:** Slow Rise Farm  
**DATE:** 01/21/22

**SUMMARY PAGE**

**Department Name:** Agriculture, Conservation & Forestry  
**Name of RFP Coordinator:** Alexander Redfield  
**Names of Evaluators:** Denice Baron, Anne Trenholm, Brian Flewelling, Mark Hedrich

<u>Pass/Fail Criteria</u>	<u>Pass</u>	<u>Fail</u>
Section I. Preliminary Information (Eligibility) N/A	P	
<u>Scoring Sections</u>	<u>Points Available</u>	<u>Points Awarded</u>
Management Capacity	<b>20</b>	<b>16</b>
Physical Resource Base	<b>20</b>	<b>14</b>
Farm Financial Health & Ability to Transform	<b>25</b>	<b>0</b>
Idea(s) for Change	<b>25</b>	<b>15</b>
Other Conditions	<b>10</b>	<b>7</b>
<u>Total Points</u>	<u>100</u>	<u>52</u>

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202109150  
**RFP TITLE:** Maine Farms for the Future – Phase 1  
**BIDDER:** Slow Rise Farm  
**DATE:** 01/21/22

**OVERVIEW OF SECTION I  
Preliminary Information**

Section I. Preliminary Information

**Evaluation Team Comments:**

The applicant met all eligibility requirements and provided all required information.

**MANAGEMENT CAPACITY**

	<u>Points Available</u>	<u>Points Awarded</u>
Management Capacity	<b>20</b>	<b>16</b>

**Evaluation Team Comments:**

Strong statement of purpose and clearly ready to apply. Purchased in 2009 and operators had prior experience. Training with MOFGA is an asset to the application (but not a lot of detail provided).

**PHYSICAL RESOURCE BASE**

	<u>Points Available</u>	<u>Points Awarded</u>
Physical Resource Base	<b>20</b>	<b>14</b>

**Evaluation Team Comments:**

Applicant has access and ownership to suitable soils for the operation. Committee discusses whether they have the equipment necessary for their plans. Wild blueberries don't need as much equipment, so perhaps the smaller amount of assets on hand is suitable, especially considering existing relationships with custom field operators. They do have a fresh pack barn.

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202109150  
**RFP TITLE:** Maine Farms for the Future – Phase 1  
**BIDDER:** Slow Rise Farm  
**DATE:** 01/21/22

**Farm Financial Health & Ability to Transform**

	<u>Points Available</u>	<u>Points Awarded</u>
Farm Financial Health & Ability to Transform	<b>25</b>	<b>0</b>

**Evaluation Team Comments:**

Did not provide financial information. They are both working off the farm majority of the time. Insufficient material provided to assess financial health. Applicants are encouraged to submit additional details on financial situation and capacity to adopt change in future FFF applications.

**Idea(s) for Change**

	<u>Points Available</u>	<u>Points Awarded</u>
Idea(s) for Change	<b>25</b>	<b>15</b>

**Evaluation Team Comments:**

Solid idea for change (developing fruit leather project). They know they need guidance to support their business planning.

**Other Conditions**

	<u>Points Available</u>	<u>Points Awarded</u>
Other Conditions	<b>10</b>	<b>7</b>

**Evaluation Team Comments:**

There is development pressure. The gravel pit threat was compelling. Their hunger relief work is positive, but other environmental/community impact was not identifiable.

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202109150  
**RFP TITLE:** Maine Farms for the Future – Phase 1  
**BIDDER:** Sweetland Farm  
**DATE:** 01/21/22

**SUMMARY PAGE**

**Department Name:** Agriculture, Conservation & Forestry  
**Name of RFP Coordinator:** Alexander Redfield  
**Names of Evaluators:** Denice Baron, Anne Trenholm, Brian Flewelling, Mark Hedrich

<u>Pass/Fail Criteria</u>	<u>Pass</u>	<u>Fail</u>
Section I. Preliminary Information (Eligibility) N/A		P
<u>Scoring Sections</u>	<u>Points Available</u>	<u>Points Awarded</u>
Management Capacity	20	N/A
Physical Resource Base	20	N/A
Farm Financial Health & Ability to Transform	25	N/A
Idea(s) for Change	25	N/A
Other Conditions	10	N/A
<u>Total Points</u>	<u>100</u>	<u>N/A</u>

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202109150  
**RFP TITLE:** Maine Farms for the Future – Phase 1  
**BIDDER:** Sweetland Farm  
**DATE:** 01/21/22

**OVERVIEW OF SECTION I  
Preliminary Information**

Section I. Preliminary Information

**Evaluation Team Comments:**

Ineligible, because the application was too incomplete to be evaluated. With technical assistance they could develop plans, but they need more baseline coaching/TA before successfully applying. The application is missing significant pieces throughout (such as financials). We can't fund an incomplete application, so it is ineligible for consideration.

**MANAGEMENT CAPACITY**

	<u>Points Available</u>	<u>Points Awarded</u>
Management Capacity	<b>20</b>	

**Evaluation Team Comments:**

**PHYSICAL RESOURCE BASE**

	<u>Points Available</u>	<u>Points Awarded</u>
Physical Resource Base	<b>20</b>	

**Evaluation Team Comments:**



**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202109150  
**RFP TITLE:** Maine Farms for the Future – Phase 1  
**BIDDER:** Sweetland Farm  
**DATE:** 01/21/22

**Farm Financial Health & Ability to Transform**

	<u>Points Available</u>	<u>Points Awarded</u>
Farm Financial Health & Ability to Transform	<b>25</b>	

**Evaluation Team Comments:**

**Idea(s) for Change**

	<u>Points Available</u>	<u>Points Awarded</u>
Idea(s) for Change	<b>25</b>	

**Evaluation Team Comments:**

**Other Conditions**

	<u>Points Available</u>	<u>Points Awarded</u>
Other Conditions	<b>10</b>	

**Evaluation Team Comments:**

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202109150  
**RFP TITLE:** Maine Farms for the Future – Phase 1  
**BIDDER:** Tender Soles  
**DATE:** 01/21/22

**SUMMARY PAGE**

**Department Name:** Agriculture, Conservation & Forestry  
**Name of RFP Coordinator:** Alexander Redfield  
**Names of Evaluators:** Denice Baron, Anne Trenholm, Brian Flewelling, Mark Hedrich

<u>Pass/Fail Criteria</u>	<u>Pass</u>	<u>Fail</u>
Section I. Preliminary Information (Eligibility) N/A	P	
<u>Scoring Sections</u>	<u>Points Available</u>	<u>Points Awarded</u>
Management Capacity	<b>20</b>	<b>17</b>
Physical Resource Base	<b>20</b>	<b>17</b>
Farm Financial Health & Ability to Transform	<b>25</b>	<b>23</b>
Idea(s) for Change	<b>25</b>	<b>24</b>
Other Conditions	<b>10</b>	<b>8</b>
<u>Total Points</u>	<u>100</u>	<u>89</u>

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202109150  
**RFP TITLE:** Maine Farms for the Future – Phase 1  
**BIDDER:** Tender Soles  
**DATE:** 01/21/22

**OVERVIEW OF SECTION I  
Preliminary Information**

Section I. Preliminary Information

**Evaluation Team Comments:**

The applicant met all eligibility requirements and provided all required information.

**MANAGEMENT CAPACITY**

	<u>Points Available</u>	<u>Points Awarded</u>
Management Capacity	<b>20</b>	<b>17</b>

**Evaluation Team Comments:**

Applicants clearly demonstrated significant farm and business management experience. Readiness to apply is apparent. Applicants hold decision making capacity over the property.

**PHYSICAL RESOURCE BASE**

	<u>Points Available</u>	<u>Points Awarded</u>
Physical Resource Base	<b>20</b>	<b>17</b>

**Evaluation Team Comments:**

45 acres with 15 in production and 20 leased is suitable for existing operation and future diversification. Equipment in good condition. Decent base of equipment and buildings would allow for implementation of Ideas for Change. Seem to have the assets to do what they intend to do.

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202109150  
**RFP TITLE:** Maine Farms for the Future – Phase 1  
**BIDDER:** Tender Soles  
**DATE:** 01/21/22

**Farm Financial Health & Ability to Transform**

	<u>Points Available</u>	<u>Points Awarded</u>
Farm Financial Health & Ability to Transform	<b>25</b>	<b>23</b>

**Evaluation Team Comments:**

Applicants included required information and details provided indicate sound financial management, strong fiscal foundation, and familiarity with financial tools and management practices. Balance sheet included.

**Idea(s) for Change**

	<u>Points Available</u>	<u>Points Awarded</u>
Idea(s) for Change	<b>25</b>	<b>24</b>

**Evaluation Team Comments:**

Applicants conveyed a strong sense of goals and mission. The proposed plans for expanding customer base were detailed, relevant, and are likely to lead to increased farm viability. A very compelling section.

**Other Conditions**

	<u>Points Available</u>	<u>Points Awarded</u>
Other Conditions	<b>10</b>	<b>8</b>

**Evaluation Team Comments:**

Moderate development pressure and threat to conversion in their area, especially considering proximity to 295 corridor.

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

RFP #:202109150  
RFP TITLE: Maine Farms for the Future Phase 1  
BIDDER NAME: Berry Fruit Farm  
DATE: 1/18/22  
EVALUATOR NAME: ANNE TRENHOLM  
EVALUATOR DEPARTMENT: MDACF

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5. Other Conditions: The degree of development pressure on the farm operation, the percentage of the operated farmland that is owned by the applicant, and the potential environmental and community economic development benefits derived from the proposed change.

Produce  
Retail expansion  
Seeking efficiencies, time management support and expertise; labor/workforce assessment  
9 FT, 11 PT  
Primary income  
60 ac; 40 prod.

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

RFP #:202109150  
RFP TITLE: Maine Farms for the Future Phase 1  
BIDDER NAME: Brodis Blueberries  
DATE: 1/18/22  
EVALUATOR NAME: ANNE TRENHOLM  
EVALUATOR DEPARTMENT: MDACF

\*\*\*\*\*

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5. Other Conditions: The degree of development pressure on the farm operation, the percentage of the operated farmland that is owned by the applicant, and the potential environmental and community economic development benefits derived from the proposed change.

Sole prop  
170 acres  
Expansion and market development; agritourism  
Contract to co-op model expansion  
1 FT 25 PT  
200/200 ag prod/ 600 silvo

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

RFP #:202109150  
RFP TITLE: Maine Farms for the Future Phase 1  
BIDDER NAME: Circle B Farms  
DATE: 1/18/22  
EVALUATOR NAME: ANNE TRENHOLM  
EVALUATOR DEPARTMENT: MDACF

\*\*\*\*\*

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5. Other Conditions: The degree of development pressure on the farm operation, the percentage of the operated farmland that is owned by the applicant, and the potential environmental and community economic development benefits derived from the proposed change.

UPIck, wholesale, retail  
Significant expansion  
4 FT 20 PT  
Primary income  
60 /35 prod/25 silvo

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

RFP #:202109150  
RFP TITLE: Maine Farms for the Future Phase 1  
BIDDER NAME: Cornish Cider Company  
DATE: 1/18/22  
EVALUATOR NAME: ANNE TRENHOLM  
EVALUATOR DEPARTMENT: MDACF

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5. Other Conditions: The degree of development pressure on the farm operation, the percentage of the operated farmland that is owned by the applicant, and the potential environmental and community economic development benefits derived from the proposed change.

Agglomeration, agritourism  
Business planning, pest management, increase income (dedicated)  
20/ 7 prod/11 other  
6 pt of vision  
0 FT 2 PT



**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

RFP #:202109150  
RFP TITLE: Maine Farms for the Future Phase 1  
BIDDER NAME: DogPatch LLC  
DATE: 1/18/22  
EVALUATOR NAME: ANNE TRENHOLM  
EVALUATOR DEPARTMENT: MDACF

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LLC, Hogs  
Formal biz plan  
Co-pack  
Seeking retail and product diversification; cutting production cost estimates (Q/I)  
Butcher/abattoir  
74/25 prod (wooded pasture- Q)  
Primary income

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

RFP #:202109150  
RFP TITLE: Maine Farms for the Future Phase 1  
BIDDER NAME: Fisher Farm  
DATE: 1/18/22  
EVALUATOR NAME: ANNE TRENHOLM  
EVALUATOR DEPARTMENT: MDACF

\*\*\*\*\*

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Dynamics and ownership shift  
Turnkey business  
2 FT, 4 PT  
Produce  
Primary income  
27 own/20 ag prod/7 silvo  
15+ years

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

RFP #:202109150  
RFP TITLE: Maine Farms for the Future Phase 1  
BIDDER NAME: Hall Brook Farm  
DATE: 1/18/22  
EVALUATOR NAME: ANNE TRENHOLM  
EVALUATOR DEPARTMENT: MDACF

\*\*\*\*\*

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Vegetables  
Primary income  
100 own/40 ag prod/60 silv  
Training and courses  
Expanded market  
Seeks branding help

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

RFP #:202109150  
RFP TITLE: Maine Farms for the Future Phase 1  
BIDDER NAME: Little Ridge Farm  
DATE: 1/18/22  
EVALUATOR NAME: ANNE TRENHOLM  
EVALUATOR DEPARTMENT: MDACF

\*\*\*\*\*

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CSA Diversified, produce and livestock; meat. Agritourism increase  
Commercial events  
Efficiencies, storage, community activities for revenue and exit strategy  
31 acres/7 production  
Income

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

RFP #:202109150  
RFP TITLE: Maine Farms for the Future Phase 1  
BIDDER NAME: Morrison Hill Orchard  
DATE: 1/18/22  
EVALUATOR NAME: ANNE TRENHOLM  
EVALUATOR DEPARTMENT: MDACF

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Orchard and cider – PYO  
Two-generation (applicants? Q?)  
3 pt vision steps  
Agritourism, events  
65 acres/ 5 production/ 30 silvo  
Off farm income/work

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

RFP #:202109150  
RFP TITLE: Maine Farms for the Future Phase 1  
BIDDER NAME: New Beat Farm  
DATE: 1/18/22  
EVALUATOR NAME: ANNE TRENHOLM  
EVALUATOR DEPARTMENT: MDACF

\*\*\*\*\*

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Produce  
3FT, 2PT  
Primary income, with supplemental from related endeavors  
Wholesale agglomeration, seeking efficiencies  
Forestry management plan  
10 pt vision steps

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

RFP #:202109150  
RFP TITLE: Maine Farms for the Future Phase 1  
BIDDER NAME: Oakfarm Inc  
DATE: 1/18/22  
EVALUATOR NAME: ANNE TRENHOLM  
EVALUATOR DEPARTMENT: MDACF

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S corp  
Livestock, meat  
Expanding market channels, diversification, expert advisement  
1 FT, shareholders 0 income  
VAP and market assessment  
123 owned/production  
FSAM/PCQI (employee)

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

RFP #:202109150  
RFP TITLE: Maine Farms for the Future Phase 1  
BIDDER NAME: Olde Haven Farm  
DATE: 1/18/22  
EVALUATOR NAME: ANNE TRENHOLM  
EVALUATOR DEPARTMENT: MDACF

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89 owned/60 production 25 silvo  
Mixed livestock, market vegetable  
Infrastructure improvement and development; grazing capacity and development; collaborative assessments  
Butchery/abattoir  
7 pt vision  
3 FT/ 1 PT



**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

RFP #:202109150  
RFP TITLE: Maine Farms for the Future Phase 1  
BIDDER NAME: Orchard Ridge Farm  
DATE: 1/18/22  
EVALUATOR NAME: ANNE TRENHOLM  
EVALUATOR DEPARTMENT: MDACF

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New ownership  
Seeking biz planning, education  
38 owned/14 production  
Off farm employment  
Increasing development pressure  
Expand/diversify crop, introduce trail system for agritourism

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

RFP #:202109150  
RFP TITLE: Maine Farms for the Future Phase 1  
BIDDER NAME: Patch Farm  
DATE: 1/18/22  
EVALUATOR NAME: ANNE TRENHOLM  
EVALUATOR DEPARTMENT: MDACF

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GP (Farm)  
Diversified produce, livestock  
1 FT  
Increasing retail capacity, RTE foods  
Commercial kitchen  
67 current/25 production/5 silvo  
Q Family loans  
Seeking traditional lending; farmland protection opportunities

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

RFP #:202109150  
RFP TITLE: Maine Farms for the Future Phase 1  
BIDDER NAME: Pemaquid Falls Farm  
DATE: 1/18/22  
EVALUATOR NAME: ANNE TRENHOLM  
EVALUATOR DEPARTMENT: MDACF

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Sole Prop.  
1 FT, 1 PT  
4 key skills to develop  
Engineering education (i)  
PYO expansion, agritourism  
P- budget of purchases  
1 acre (market garden – Q)/i  
Enterprise budgeting

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

RFP #:202109150  
RFP TITLE: Maine Farms for the Future Phase 1  
BIDDER NAME: Roux Farm  
DATE: 1/18/22  
EVALUATOR NAME: ANNE TRENHOLM  
EVALUATOR DEPARTMENT: MDACF

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LLC  
Diversified livestock- dairy  
Seeks management and business plan  
1 FT, 2 PT  
Q - # cows?  
N- soils map  
50 owned/30 production/20 silvo

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

RFP #:202109150  
RFP TITLE: Maine Farms for the Future Phase 1  
BIDDER NAME: Slow Rise Farm  
DATE: 1/18/22  
EVALUATOR NAME: ANNE TRENHOLM  
EVALUATOR DEPARTMENT: MDACF

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VAP Market test of wild blueberry product  
i- soil (nature of the plant)  
Wholesale purchases (buy-in)  
2 FT 5 PT  
Commercial kitchen  
Seeks planning, financials experts

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

RFP #:202109150  
RFP TITLE: Maine Farms for the Future Phase 1  
BIDDER NAME: SweetLand Farm  
DATE: 1/18/22  
EVALUATOR NAME: ANNE TRENHOLM  
EVALUATOR DEPARTMENT: MDACF

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Dairy

Seeks financial "eye"

Assessing idea for change (Q?), pastured broilers? Increase own feed for herd?

Land – P

Community & contract (i/q – full picture; would not likely have this data)

Q – existing market? (for the idea for change)

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

RFP #:202109150  
RFP TITLE: Maine Farms for the Future Phase 1  
BIDDER NAME: Tender Soles  
DATE: 1/18/22  
EVALUATOR NAME: ANNE TRENHOLM  
EVALUATOR DEPARTMENT: MDACF

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Produce  
P – Training  
VAP, year-round, commercial kitchen  
1 FT, 2 PT  
Income



STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES

RFP #:202109150

RFP TITLE: Maine Farms for the Future Phase 1

BIDDER NAME: Berry Fruit Farm

DATE: 1-20-2022

EVALUATOR NAME: Brian Flewelling

EVALUATOR DEPARTMENT:

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- been in business for 11 years
- experience over 20 years
- own 60 acres ... farming 40 acres ... good landbase ... have equipment & buildings in place
- good training in past ... efficient w/ Quickbooks
- company is leveraged ... heavy debt load right now
- Did a good job explaining where they are and where they want to go!
- some residential development in the area
- consulting with NRCS and EPA



STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES

RFP #:202109150

RFP TITLE: Maine Farms for the Future Phase 1

BIDDER NAME: Brodie Blueberries

DATE: 1-20-2022

EVALUATOR NAME: Brennan Flewelling

EVALUATOR DEPARTMENT:

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- in business for 10+ years ... 7 generation farm
- 200 acres of land in production for blueberries
- involving other farmers in their operation ... provides benefits to them too
- company is debt free ... did not provide any financial information
- looking at manning shift and some equipment upgrades for harvesting
- in the coastal area ... high development pressure

STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES

RFP #:202109150

RFP TITLE: Maine Farms for the Future Phase 1

BIDDER NAME: Circle B Farms

DATE: 1-20-2022

EVALUATOR NAME: Brian Flewelling

EVALUATOR DEPARTMENT:

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- operating in business since 1985 ... Tom came into ownership in 2018 ... purchased farm in February 2021
- own 60 acres ... 35 tillable ... rent an additional 80 acres
- good shape w/ own farm assets ... buildings & equipment in fair to good shape
- working with Harvesting Good ... Good Shepherd Food Bank for expansion
- did an excellent job with ideas for change! New market opportunities and diversification

STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES

4

RFP #:202109150

RFP TITLE: Maine Farms for the Future Phase 1

BIDDER NAME: Cornish Cider Company

DATE: 1-20-2022

EVALUATOR NAME: Brian Flewelling

EVALUATOR DEPARTMENT:

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- 3 years of prior management work @ Randall's Orchard in Standish
- Been in business for 5 years... only have 2 decision makers... can move quickly
- own 20 acres... 7 acres in production
- facilities in good shape
- no debt, however, not very profitable ... utilize 2 credit cards to support the business
- some development pressure... located 1/2 hour outside of Portland

STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES

RFP #:202109150

RFP TITLE: Maine Farms for the Future Phase 1

BIDDER NAME: DogPatch LLC

DATE: 1-20-2022

EVALUATOR NAME: Brian Flewelling

EVALUATOR DEPARTMENT:

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- in business for over 9 years
- good landbase 74 acres - 25 in production. Assets in good shape.
- management has done a good job at adapting and diversifying when needed
- this is a sole proprietor business ... owner is resourceful
- did not discuss balance sheet status ... questions here
- good ideas for change ... defined them well
- not a lot of development pressure

STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES

RFP #:202109150  
RFP TITLE: Maine Farms for the Future Phase 1  
BIDDER NAME: Fisher Farm  
DATE: 1-20-2022  
EVALUATOR NAME: Britan Flewelling  
EVALUATOR DEPARTMENT:

\*\*\*\*\*  
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2. Physical Resource Base: The suitability and productivity of the farmland for its intended agricultural use, the physical condition of buildings and equipment, and other assets needed to maintain and increase productivity of the farm business.
3. Farm Financial Health & Ability to Transform: The ability of the applicant to describe the current financial condition of the Farm Business, including the current debt load relative to earnings, the assets and liabilities, and whether the debt load and access to new assets can be managed with the proposed ideas for change.
4. Idea(s) for Change: The ability of the applicant to identify and propose ideas that will make fundamental changes on the farm that will improve viability, profitability, and capacity to pay back debt through the present or future cash-flow of the business, while also attempting to make farming the primary source of the applicant's income.
5. Other Conditions: The degree of development pressure on the farm operation, the percentage of the operated farmland that is owned by the applicant, and the potential environmental and community economic development benefits derived from the proposed change.

- farming for 20 years ... UMO grad in Agriculture
- 27 acres w/20 available acres ... organic vegetable farmer
- assets in good shape
- apprenticed at several farms and leased a local farm for 3 years before purchasing Fisher Farm
- farm has no debt ... personally holds the debt on the land
- moderate development since located in winterport
- description for ideas to change are lacking ... need more definition talked about energy efficiency

STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES

RFP #:202109150

RFP TITLE: Maine Farms for the Future Phase 1

BIDDER NAME: Hall Brook Farm

DATE: 1-20-2022

EVALUATOR NAME: Brian Flewelling

EVALUATOR DEPARTMENT:

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5. Other Conditions: The degree of development pressure on the farm operation, the percentage of the operated farmland that is owned by the applicant, and the potential environmental and community economic development benefits derived from the proposed change.

- \* in business for 8 years as a vegetable farm
- \* 100 acre farm ... 40 tillable ... lease 15 acres
- \* good background and past training
- \* financing through the Farm Service Agency
- \* good assets on the farm ... maybe could use some additional capital assets
- \* no financial information provided with application
- \* development pressure is low on this farm ... located in Thorndike



STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES

RFP #:202109150

RFP TITLE: Maine Farms for the Future Phase 1

BIDDER NAME: Little Ridge Farm

DATE: 1-20-2022

EVALUATOR NAME: *Brian Flewelling*

EVALUATOR DEPARTMENT:

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5. Other Conditions: The degree of development pressure on the farm operation, the percentage of the operated farmland that is owned by the applicant, and the potential environmental and community economic development benefits derived from the proposed change.

- farming for 14 years ... 14 years here. Organic vegetables, beef, pork, and turkey
- Degree in Botany
- own 31 acres w/7 acres tillable
- physical assets in fair to good shape
- good diverse ideas for change ... good description
- development is moderate per the client ... located in Lisbon Falls

STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES

RFP #:202109150

RFP TITLE: Maine Farms for the Future Phase 1

BIDDER NAME: Morrison Hill Orchard

DATE: 1-20-2022

EVALUATOR NAME: Brian Flowelling

EVALUATOR DEPARTMENT:

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- in business for +10 years in Farmington... 2nd generation apple orchard, The family has overseen the orchard since 1988
- 65 acres total... 15-10 acres in production
- Buildings and equipment are in good shape... need a cooler & storage
- Did a good job talking about the changes they want to make... 3 areas. Expand the orchard, expand the cidery, expand agrotourism



STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES

RFP #:202109150  
RFP TITLE: Maine Farms for the Future Phase 1  
BIDDER NAME: New Beat Farm  
DATE: 1-21-2022  
EVALUATOR NAME: BRIAN Flewelling  
EVALUATOR DEPARTMENT:

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- in business for 14 years growing organic vegetables & cut flowers
- Adrienne studied organic agriculture in college ... she is a member of MOFGA
- Ken started organic farming 15 yrs ago as an apprentice
- they own 94 acres ... 42 acres in production ... 52 acres of working forestland
- equipment & buildings are in fair to good condition
- Client provided a balance sheet ... no profit & Loss statement
- Have some good ideas for change (1) no-till permanent beds, multi-cropping throughout the season (2) strategic investments in farm equipment
- development pressure is low

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**



RFP #:202109150

RFP TITLE: Maine Farms for the Future Phase 1

BIDDER NAME: Oakfarm Inc

DATE: 1-21-2022

EVALUATOR NAME: Brian Fewelling

EVALUATOR DEPARTMENT:

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5. Other Conditions: The degree of development pressure on the farm operation, the percentage of the operated farmland that is owned by the applicant, and the potential environmental and community economic development benefits derived from the proposed change.

- owners have been farming since 1990... transitioned from a dairy operation to a beef and lamb operation. Located in Gardiner.
- own 123 acres of land.
- equipment and buildings in fair to good shape
- launching a website to support selling directly to retail customers
- development pressure is low to moderate
- operation showed a small profit in 2019 and a small loss in 2020 seem to be struggling along financially

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

12

RFP #:202109150

RFP TITLE: Maine Farms for the Future Phase 1

BIDDER NAME: Olde Haven Farm

DATE: 1-21-2022

EVALUATOR NAME: Brian Flewelling

EVALUATOR DEPARTMENT:

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5. Other Conditions: The degree of development pressure on the farm operation, the percentage of the operated farmland that is owned by the applicant, and the potential environmental and community economic development benefits derived from the proposed change.

- farming for over 5 years ... raise pigs & sheep and a market garden (chelsea)
- own 89 acres w/60 acres in production
- equipment and buildings in fair to good shape
- have good ideas how to change the business and move forward in the future
- low development pressure
- strong balance sheet provided
- have been profitable

STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES

Not eligible

13

RFP #:202109150

RFP TITLE: Maine Farms for the Future Phase 1

BIDDER NAME: Orchard Ridge Farm

DATE: 1-21-2021

EVALUATOR NAME: Bernie Flewelling

EVALUATOR DEPARTMENT:

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- in business since August 2021. Kristen has been working on a farm since 2018
- grow apples, pears, and blueberries on 38 acres of land ... with 14 acres in agri. production
- equipment and buildings in good shape
- Kristen and Erica live on the farm, however, both work off the farm to maintain income
- They have a lot of ideas for the future ... need to focus to just a few ideas
- development pressure is higher due to proximity to Portland and being in Gorham

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

14

RFP #:202109150  
RFP TITLE: Maine Farms for the Future Phase 1  
BIDDER NAME: Patch Farm  
DATE: 1-21-2022  
EVALUATOR NAME: Brian Hewelling  
EVALUATOR DEPARTMENT:

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5. Other Conditions: The degree of development pressure on the farm operation, the percentage of the operated farmland that is owned by the applicant, and the potential environmental and community economic development benefits derived from the proposed change.

- started farm in 2014... Denmark, ME ... organic vegetables, eggs, poultry and pasture forest raised pork
- participated as MOFGA apprentices and journey persons
- own 67 acres of land... 25 in agri production
- equipment and buildings in good to excellent condition
- Basically live 100% off their farm income
- grow farm store, provide a CSA, expand their on-farm retail
- development pressure is low

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

15

RFP #:202109150  
RFP TITLE: Maine Farms for the Future Phase 1  
BIDDER NAME: Pemaquid Falls Farm  
DATE: 1-21-2022  
EVALUATOR NAME: Brian Flewelling  
EVALUATOR DEPARTMENT:

\*\*\*\*\*  
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- Started in 2017 ... located in Bristol, ME
- Alex is a MOFGA journey person and mentored by Daniel Mays of Faith Farm in Scarborough, ME
- operates on a 6.5 acre farm ... back in production
- equipment and building in good to new shape
- has established an online store
- farm is primary source of income spring thru fall ... takes on outside work during the winter
- did an excellent job with detailing what he wants to do in the next 3 years to change his business
- solid balance sheet ... no debt!

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

16

RFP #:202109150

RFP TITLE: Maine Farms for the Future Phase 1

BIDDER NAME: Roux Farm

DATE: 1-21-2022

EVALUATOR NAME: BRIAN Flewelling

EVALUATOR DEPARTMENT:

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  5. Other Conditions: The degree of development pressure on the farm operation, the percentage of the operated farmland that is owned by the applicant, and the potential environmental and community economic development benefits derived from the proposed change.
- Parents had a hobby farm for 25 years... 3 years ago son got into business selling raw milk and some beef and pork too.
  - owns about 50 acres of land w/30 acres in production. Currently lease an additional 100 acres.
  - Son has put a lot of "sweat" equity into this venture. Limited equipment. Built a barn and parlor
  - losses in 2019 & 2020
  - need better definition of where they want to make changes

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

17

RFP #:202109150  
RFP TITLE: Maine Farms for the Future Phase 1  
BIDDER NAME: Slow Rise Farm  
DATE: 1-21-2022  
EVALUATOR NAME: Brian Flewelling  
EVALUATOR DEPARTMENT:

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- farming for 10<sup>+</sup> years
- own 44 acres w/ 8 acres of blueberries and lease an additional 11 acres
- equipment is limited and fair shape while buildings are fair to good
- no financial information provided
- both owners are working off the farm ... Katherine - part time and Nathan - full time.
- development pressure is moderate



STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES

18

RFP #:202109150

RFP TITLE: Maine Farms for the Future Phase 1

BIDDER NAME: SweetLand Farm

DATE: 1-21-2022

EVALUATOR NAME: Brian Flewelling

EVALUATOR DEPARTMENT:

incomplete application

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- farm since 2017
- application did not provide enough information to process this application

STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES

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RFP #:202109150

RFP TITLE: Maine Farms for the Future Phase 1

BIDDER NAME: Tender Soles

DATE: 1-21-2022

EVALUATOR NAME: BRIAN Flewelling

EVALUATOR DEPARTMENT:

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- co-owners ... been farming 9 years as business partners
- 45 acres owned w/15 in production and lease an additional 20 acres
- this is a MOFGA certified operation
- equipment is fair to good ... buildings are fair to excellent.  
They have a good base of assets around them
- They currently only receive about 25% of their yearly income from the farm presently... work off the farm for the rest
- Did a great job explaining what they want to do to change their operation.  
Have a strong ability to transform. want to make the farm a year round operation, build a commercial kitchen, and a fermentation room
- moderate development pressure in their area.

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

RFP #:202109150

RFP TITLE: Maine Farms for the Future Phase 1

BIDDER NAME: Berry Fruit Farm

DATE: 12/28/2021

EVALUATOR NAME: Denice Baron

EVALUATOR DEPARTMENT: Dept. of Agriculture, Conservation and Forestry

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**Individual Evaluator Comments:**

1. Management Capacity: The management capacity of the applicant based upon the number of years farming and other related experience and training; the applicant's decision-making authority over the land and resources; and the applicant's statements of purpose and readiness to apply to the Program.
  - a. Farm or business description - Strawberries, raspberries, cherries, peaches, apples, pumpkins, and mixed vegetables. Fields open seasonally and retail store offers baked goods, lunches, produce and canned goods all year around. Supply institutional, farm stands and value-added markets
  - b. Livermore Falls
  - c. Commercial Operation – 11 Years
  - d. Business Type – Fruit Farm
  - e. Why will Phase 1 Business Planning Grant help – Ability to gather historical, current, and futuristic understanding of our company. Opportunity to explore, form and execute a strategic plan for the next phase of growth, understand value of long term investments.
  - f. Skills that need assistance – checked everything except Mechanization research
  - g. Other assistance of value – Time Management+
  - h. Describe your experience/knowledge of farming – Owner is 4<sup>th</sup> generation fruit farmer with 20 years' experience. Attended countless extension meetings, ag shows and other ag groups and organizations. Served as president of the Maine State Pomological Society for 2 years. Fluent in QuickBooks accounting and expertise in financial record keeping and automation. Sits on the eboard for the local Chamber of Commerce.
  - i. FT employees – 9
  - j. PT employees - 11
  - k. Ranking in order – Apples, Berries, Stone Fruit, Vegetables
  - l. Current Customer Base – Family, Friends, Neighbors, Community statewide, CSAs, On Farm Farmstand or store, off farm farmstand or small grocery/natural food stores, large contract based customers or processors
  
2. Physical Resource Base: The suitability and productivity of the farmland for its intended agricultural use, the physical condition of buildings and equipment, and other assets needed to maintain and increase productivity of the farm business.
  - a. Total Acres – 60
  - b. Agricultural Acres – 40
  - c. Silvicultural Acres – 0
  - d. Year first farmed 2010
  - e. Protected with permanent agricultural conservation easement – No
  - f. Lease additional farmland – No
  - g. Percentage of total farmland acreage

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:**202109150

**RFP TITLE:** Maine Farms for the Future Phase 1

**BIDDER NAME:** Berry Fruit Farm

**DATE:** 12/28/2021

**EVALUATOR NAME:** Denice Baron

**EVALUATOR DEPARTMENT:** Dept. of Agriculture, Conservation and Forestry

- i. 75% prime farmland
    - ii. 20% farmland of statewide importance
    - iii. 5 % non farmland soils
  - h. Large equipment listed and condition – Good
  - i. Buildings and condition – Good, Fair, Poor
  
- 3. Farm Financial Health & Ability to Transform: The ability of the applicant to describe the current financial condition of the Farm Business, including the current debt load relative to earnings, the assets and liabilities, and whether the debt load and access to new assets can be managed with the proposed ideas for change.
  - a. 2019 debt/Income Ratio – 69%
  - b. 2020 debt/Income Ratio – 86%
  - c. 2021 Projected Gross Income - \$700k
  - d. Supporting household – 100%
  - e. Financial Reports – Monthly
  - f. Revenue/Expenses Tracking – Quickbooks or other with point of sale, quickbooks or other software, excel, google sheets or other spreadsheet system, a family member, hired accountant.
  
- 4. Idea(s) for Change: The ability of the applicant to identify and propose ideas that will make fundamental changes on the farm that will improve viability, profitability, and capacity to pay back debt through the present or future cash-flow of the business, while also attempting to make farming the primary source of the applicant's income.
  - a. Experience with planning and implementing changes –
    - i. 2010 year of change, pruning orchard, plant more trees and diversify from families abandoned apple orchard.
    - ii. Selected to be student of the Emerging Leaders Program with the SBA. Worked on a 3yrs strategic plan. Crated a plan, hired a manager and purchased farmland. Organized plans and worked with FSA to acquire Farmland. Hired a manager for store and an assistant farm manager. Berry Fruit Farm is growing
  - b. Perspective on Farm Debt and Debt Management – Comfortable with debt when managed well.
  - c. Would you like to maintain or change debt situation – Reduce old debt within 3 years by 100%. Stay in check with its debt to income ration to be able to invest in the future. This will allow for new ideas for the future. Has land loans from FSA that are ultra-low interest rates with a plan to pay off in 15-20 years.
  - d. Long-term vision for farm business – grow produce sales to institutional, retail, farm to farm and value added markets. Very customer oriented and customer relations.
  - e. To achieve this vision and make more viable in next 3-years – needs organizational/tracking system for track time, farm tasks and harvest better. Move managerial tasks and delegate so owner can focus on CEO tasks in order to improve leadership.
  - f. Changes will impact long term, maintainable farm profitability and network by – better understand where resources, time and money is going and help secure outside capital, maximize profits and have efficient production flow.
  - g. Impact quality of life by – Provide peace of mind through budgeting, financial stability and company communication.

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:**202109150

**RFP TITLE:** Maine Farms for the Future Phase 1

**BIDDER NAME:** Berry Fruit Farm

**DATE:** 12/28/2021

**EVALUATOR NAME:** Denice Baron

**EVALUATOR DEPARTMENT:** Dept. of Agriculture, Conservation and Forestry

5. Other Conditions: The degree of development pressure on the farm operation, the percentage of the operated farmland that is owned by the applicant, and the potential environmental and community economic development benefits derived from the proposed change.
  - a. Development pressure – high due to building efforts around the farm and many new homes. Would like to keep land active in agriculture and preserve open space and keep the local healthy food movement alive in the area.
  - b. Employment Opportunities and/or support regional agricultural infrastructure by – Empower current workforce and open new opportunities for onboarding, provide good working wages refined plan to identify crops of the product line that are sustainable, work with other farms
  - c. Local Community – As infrastructure increases, local tax paid will be increasing in the future as a new building will be constructed. Involved in the Maine Farmland Trust which offers an incentive to SNAP customers to access Maine-Grown produce.
  - d. Protect and improve the farm's natural resources – will be consulting with NRCS and EPA of any sensitive areas during the entire farming, manufacturing, and shipping process. Looking for the most energy efficient procedures working with in-stat companies whenever possible.

Provided

- RFP Cover page and department – provided and signed
- Phase 1 Business Planning Grant I – provided and signed
- Farm Store License – exp 8/3/22
- Balance Sheets / Profit and Loss Statements

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

RFP #:202109150

RFP TITLE: Maine Farms for the Future Phase 1

BIDDER NAME: Brodis Blueberries

DATE: 12/29/21

EVALUATOR NAME: Denice Baron

EVALUATOR DEPARTMENT: Dept. of Agriculture, Conservation and Forestry

\*\*\*\*\*

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**Individual Evaluator Comments:**

1. Management Capacity: The management capacity of the applicant based upon the number of years farming and other related experience and training; the applicant's decision-making authority over the land and resources; and the applicant's statements of purpose and readiness to apply to the Program.
  - a. Describe your farm and business
    - i. 7 generation family farm producing Maine's iconic wild blueberries. Majority of harvest was sold to wholesale processors, the amount paid for berries for many of the recent years was below the cost of production and worked diligently to diversify the sales, markets and products to not be the last generation.
    - ii. Manage 170 acres of wild blueberries
    - iii. Recently expanded wholesale markets to include wineries, vinegar makers, distillery, bakeries and restaurants. Direct sales retail business, offer fresh to eat wild blueberries in season, developed a freezing operation to enable sales year round and create jams
    - iv. Connecting with customers, we have entered the agritourism arena at our processing barn by offering an outdoor gathering spot viewing actual blueberry fields, learning the rich history and care needed, sample charcuterie boards, distillery products.
  - b. Location - Hope
  - c. Commercial Operation – 10+years
  - d. Business Type – Sole Proprietor
  - e. Why will this grant Phase I help you – Poor economic conditions for wild blueberry growers in past years have made it impossible to reinvest in equipment to maintain operations. Lack of financial resources has also limited the ability to diversify and develop new markets.
  - f. Specific skills and/or services needing assistance with – checked all
  - g. Skills or assistance valuable to you – 1<sup>st</sup> goal is to secure the economic future of Brodis Blueberries, too many other blueberry business have gone out of business. Would like the expand the model with one of the new wholesale accounts with the agreement to allow Brodis to consolidate their order using current wild blueberries from one other local farm. Assistance creating those markets, developing the infrastructure and process to pull it together.
  - h. Experience in and knowledge of farming – 7-generation family farm and owner grew up working the farm with parents. Couple purchased farm from parents in 1967. Family help in managing the operations. After husbands passing, son-in-law worked to manage the farm and begin recent expansions into new markets and value added products. He also serves on a number of committees representing Maine's wild blueberry commission.

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:**202109150

**RFP TITLE:** Maine Farms for the Future Phase 1

**BIDDER NAME:** Brodis Blueberries

**DATE:** 12/29/21

**EVALUATOR NAME:** Denice Baron

**EVALUATOR DEPARTMENT:** Dept. of Agriculture, Conservation and Forestry

In the past season there were 17 family member engaged in some aspects of the harvest and sales.

- i. Number of full-time employees – 1
  - j. Number of part-time employees – 25+
  - k. Ranking in order – Berries, Agritourism, Hay
  - l. Current Customer Base – Family, Friends, Neighbors, Community, Statewide, OnFarm farmstand or store, wholesale distributor, large contract-based customers or processors.
2. Physical Resource Base: The suitability and productivity of the farmland for its intended agricultural use, the physical condition of buildings and equipment, and other assets needed to maintain and increase productivity of the farm business.
- a. Total Acres – 200
  - b. Agricultural Acres – 200
  - c. Silvicultural Acres – 600
  - d. Year first farmed - 1967
  - e. Protected with permanent agricultural conservation easement – No
  - f. Lease additional farmland – No
  - g. Percentage of total farmland acreage
    - i. 9.7% Prime Farmland
    - ii. 12.5% Farmland of Statewide Importance
    - iii. 77.8% Non-Farmland soils
  - h. Large equipment listed and condition – couple fairs mostly good
  - i. Buildings and condition – two listed, one good and one poor
3. Farm Financial Health & Ability to Transform: The ability of the applicant to describe the current financial condition of the Farm Business, including the current debt load relative to earnings, the assets and liabilities, and whether the debt load and access to new assets can be managed with the proposed ideas for change.
- a. 2019 debt/Income Ratio – No debt
  - b. 2020 debt/Income Ratio – No debt
  - c. 2021 Projected Gross Income - \$175k
  - d. What degree of farming supports household – no answer
  - e. Supporting household – Monthly
  - f. Financial Reports – checked all except hired bookkeeper
  - g. Experience with planning and implementing changes – Six years ago selling 100% of harvest to one large processor. Since then expanded to include 4 new wholesales markets, direct consumer retail of fresh product and value added products. Moved operations of fresh and value added operation from personal residence to a new 30x90 processing building constructed ourselves.
  - h. Perspective on farm debt – Uncomfortable with debt, but no entirely opposed
  - i. Maintain or change debt situation – Understand that debt is needed in order to invest more into the operations.
4. Idea(s) for Change: The ability of the applicant to identify and propose ideas that will make fundamental changes on the farm that will improve viability, profitability, and capacity to pay back debt through the present or future cash-flow of the business, while also attempting to make farming the primary source of the applicant's income.
- a. Long-term vision for farm business – Retain family farm beyond the current 7 generations, diversify sales to remove the dependence and revenue instability of selling

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INDIVIDUAL EVALUATION NOTES**

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- to a wholesale processor and upgrade or add the equipment and facilities to achieve these objectives.
- b. To achieve this vision and make more viable in next 3-years – Significant opportunities to grow direct sales and to secure equipment that reduce our costs and allow us to be less dependent upon contractors. Would like to minimize the use of hired harvesters who bring their own tractors/equipment. A full market analysis and accompanying business plan are needed for both existing and new opportunities. We have talks in place to supply a pharmaceutical manufacturer and need to invest in equipment to grow that new distribution channel which we hope can be a major new opportunity for all Maine wild blueberry growers. Looking to purchase a second or larger processing line system.
  - c. Changes will impact long term, maintainable farm profitability and network by – developed a new wholesale account where pricing is agreed to in advance. Work over the next three years will help analyze changes made to date and assist with the next phase of growth to control destiny. New harvesting assets could easily reduce the most expensive input by half and a market study of still more value added opportunities available (dehydrating and flash freezing).
  - d. Impact quality of life by – 4-generation family currently engaged in the farm and each of their goal not to be the “last”. Serious commitment with all family members. Committed to building a business model around the farm to make it a sustainable entity for more generations.
5. Other Conditions: The degree of development pressure on the farm operation, the percentage of the operated farmland that is owned by the applicant, and the potential environmental and community economic development benefits derived from the proposed change.
- a. Development pressure – Extraordinarily high due to real estate growth and when conditions are right from our 360 location can see Camden Hills state park, Monhegan island to mount Washington. Future development of Agri-tourism model and real connections with those that visit.
  - b. Employment Opportunities and/or support regional agricultural infrastructure by – expansion of seasonal positions by employing up to 15 positions as we expand harvesting as well as some number of year around positions. Commitment to one other local grower to be hub for one of our alternative wholesale accounts.
  - c. Local Community – Expand opportunities for local farmers to join in our expanded markets diversify the local farm agri-tourism model.
  - d. Protect and improve the farm’s natural resources – Blue berry production is much better for any natural resources, water, soil, air, wildlife habitat, etc than any subdivision or solar farm.

Provided

- Phase 1 Business Planning Grant I – provided not signed
- License – none
- Balance Sheets / Profit and Loss Statements - none
- RFP Coversheet and Debarment appear to not be signed



**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

RFP #:202109150

RFP TITLE: Maine Farms for the Future Phase 1

BIDDER NAME: Circle B Farms

DATE: 12/29/21

EVALUATOR NAME: Denice Baron

EVALUATOR DEPARTMENT: Dept. of Agriculture, Conservation and Forestry

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\*\*\*\*\*

**Individual Evaluator Comments:**

1. Management Capacity: The management capacity of the applicant based upon the number of years farming and other related experience and training; the applicant's decision-making authority over the land and resources; and the applicant's statements of purpose and readiness to apply to the Program.
  - a. Describe your farm and business – Committed to delivering fresh, frozen, and processed foods. Newly established food chain with Harvesting Good, Yarmouth ME selling fresh frozen broccoli into the New England market. 4<sup>th</sup> generation Aroostook county farmer. Manage all aspects of the Farm from planting, running crews, processing, delivering order and financial management. Owner left family farm in 2017 to work at Circle B Farms and become a partner in 2018, then purchased the farm in February 2021 with financing from the Farm Services Administration. Farm grows 20 acres of highbush blueberries and apple orchards, 2 acres of asparagus, and 23 varieties of vegetables. Maintain 100 acres of vegetable production and lease an average of 80 acres of farmland from neighboring farmers. Farm owns a 3,900 square foot packaging and processing facility, 8,624 cubic foot cooler and 6,048 cubic foot freezer. NRCS completing a Resource Management plan in 2016, land is well drained and cared for, 1980s U Pick blueberries, apples and a farm stand, 2015 began shipping to Hannaford, natural food stores and UMaine food services. In 2017 increased size and output of commercial kitchen with new equipment and staff and received Harmonized GAP plus certification. Income stream, direct retail with U Pick and farm store operations, wholesale distribution to retail food chains, medical and education institutions. Provide fresh produce to Hannaford's 128 retail stores in ME, NH, MA, NY as well as UMaine, Colby, five Sodexo University clients and medical centers in Northern Maine and Augusta, wholesale to 13 Aroostook County retail groceries and sell into 3 Aroostook County 5-12 school feeding programs. In Summer of 2022 the Yarmouth based for profit will purchase approximately 10M lbs of fresh broccoli crowns over the next 3 years with other maine facilities in Cherryfield and Orland to help process.
  - b. Location - Caribou
  - c. Commercial Operation years – 3
  - d. Business Type – LLC
  - e. Why will this Phase 1 grant help you – Strategy and tools to manage a significant farm expansion into the production of fresh broccoli. Including cash flow management, short and long term financing, labor and development of mid-management responsibilities.
  - f. Skills needing assistance with – Diversification strategies, financial management/decision making, general planning skills, labor contract development, marketing and promotion, production management efficiencies, perspective of experts

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:**202109150

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**EVALUATOR NAME:** Denice Baron

**EVALUATOR DEPARTMENT:** Dept. of Agriculture, Conservation and Forestry

- g. Skills or assistance valuable to operation – financial and technical support, At a minimum I will need help developing a cash flow analysis, plans for short and long term financing of land, inputs, equipment, and other forms of capital expansion, labor management of seasonal and year round employees, evaluation on the need for middle management of farm activities, and an evaluation of the profitability of existing production schedules and markets.
    - h. Describe experience in and knowledge of farming – Farming since 15 years old on family farm that grew, harvested and shipped 2,300 acres of broccoli a year. Training in farming and regulations. Manage all aspects of the process
    - i. Number of FT employees – 4
    - j. Number of PT employees - 20
    - k. Ranking in order – Vegetables, Berries, Apples
    - l. Current Customer Base – Family, friends, neighbors, community, statewide, CSAs, On farm farmstand or store, off farm farmstand or small grocery/natural foods store, larger wholesale stores, wholesale distributor, large contract based customers or processors
2. Physical Resource Base: The suitability and productivity of the farmland for its intended agricultural use, the physical condition of buildings and equipment, and other assets needed to maintain and increase productivity of the farm business.
  - a. Total Acres – 60
  - b. Agricultural Acres – 35
  - c. Silvicultural Acres – 25
  - d. Year first farmed - 2018
  - e. Protected with permanent agricultural conservation easement – No
  - f. Lease additional farmland – Yes, 80 acres
  - g. Percentage of total farmland acreage –
    - i. 78% Prime Farmland
    - ii. 22% Farmland of statewide importance
  - h. Large equipment listed and condition – Listed many all in fair to good condition
  - i. Buildings and condition – not certain if any were listed seem to be all equipment
3. Farm Financial Health & Ability to Transform: The ability of the applicant to describe the current financial condition of the Farm Business, including the current debt load relative to earnings, the assets and liabilities, and whether the debt load and access to new assets can be managed with the proposed ideas for change.
  - a. 2019 debt/Income Ratio – 5%
  - b. 2020 debt/Income Ratio – 3%
  - c. 2021 Projected Gross Income - \$588k
  - d. Supporting household – 100% Monthly
  - e. Financial Reports – Monthly
  - f. Revenue/Expenses Tracking – Quickbooks or other online software
  - g. Describe experience with planning and implementing changes – Joined Circle B in 2017, partnered in 2018, purchased in Feb 2021. Build on the farms strong blueberry and apple operation by introducing the planting of over 20 varieties of vegetables, expanding and equipping a GAP certified facility to pack, cut, package and distribute raw vegetables, launching a Hannaford distribution effort in NY state and arrange FSA financing to purchase the farm and equipment. Closely working with Harvesting Good for long term broccoli operation.

**STATE OF MAINE  
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**EVALUATOR NAME:** Denice Baron

**EVALUATOR DEPARTMENT:** Dept. of Agriculture, Conservation and Forestry

- h. What is your perspective on farm debt and debt management – Comfortable with debt with managed well
        - i. Would you like to maintain or change debt situation – Prefer less to more debt, realize additional debt will be required to make the infrastructure and equipment improvements required to support next 3 years.
- 4. Idea(s) for Change: The ability of the applicant to identify and propose ideas that will make fundamental changes on the farm that will improve viability, profitability, and capacity to pay back debt through the present or future cash-flow of the business, while also attempting to make farming the primary source of the applicant's income.
  - a. Long-term vision for farm business – Maintain the farm for future generations, achieve a viable and sustainable business, big idea for change is to expand the broccoli production to meet the processing needs of Harvesting Good's initiative in a relatively short period of time. This new market will service the demand of fresh frozen broccoli. Grant will provide with business planning and advice on resource allocation, cash flow, labor management and debt.
  - b. To achieve this vision and make more viable in next 3-years – Hire professionals to develop an economic and farm management roadmap for the demand of up to 6M lbs of fresh broccoli in 3 years. Evaluation of leasing vs purchasing land, cost of irrigation on land we do not own, additional equipment and infrastructure, financial options, cash flow analysis.
  - c. Changes will impact long term, maintainable farm profitability and network by – increase cost of inputs for seed, fertilizer, field prep, crop insurance and land lease payments, labor costs for planning, weeding, harvesting and hydrocooling, debt service costs for equip and capacity expansion. On the Revenue side, increase returns on new investment. Increase farm's net worth.
  - d. Impact quality of life by – An economic and management plan will create peace of mind, reduce risk, develop a path to sustainable success and provide more time management.
- 5. Other Conditions: The degree of development pressure on the farm operation, the percentage of the operated farmland that is owned by the applicant, and the potential environmental and community economic development benefits derived from the proposed change.
  - a. Development pressure – Increase in population in rural life offered by Aroostook county due to Covid19, demand for land is increasing to support snowmobile cabins, and new or remote housing. Many farmers feel it is safer to lease rather than produce reducing the number of farms in the region. Our economic model of a midsize farm shows a path to sustainability and farm viability.
  - b. Employment Opportunities and/or support regional agricultural infrastructure by – increase demand of temporary labor and length of time and the number of FT positions. The Harvesting Good agreement will increase the temporary workers by 60 and increase with an additional 4 weeks and FT positions will increase by 4. Local trucking company to hire 4 drivers. Circle B will support regional infrastructure by increasing the purchase of farm inputs, tractors, farming implements, fertilizer, crop protection materials, seed, and field trucks.
  - c. Local Community – Creating an economic model. Will mentor other small and mid-sized farmers interested in making a similar transition.
  - d. Protect and improve the farm's natural resources – Wise mgmt. of local water resources. Working with a consultant from HG on water quality and water mgmt. issues esp. in regards to maintaining sanitary.

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**BIDDER NAME:** Circle B Farms

**DATE:** 12/29/21

**EVALUATOR NAME:** Denice Baron

**EVALUATOR DEPARTMENT:** Dept. of Agriculture, Conservation and Forestry

Provided

- Phase 1 Business Planning Grant I – provided and signed
- License – none provided
- 2019 and 2020 Income and Expenses
- RFP Coversheet and Debarment – provided and signed

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

RFP #:202109150

RFP TITLE: Maine Farms for the Future Phase 1

BIDDER NAME: Cornish Cider Company

DATE: 12/29/21

EVALUATOR NAME: Denice Baron

EVALUATOR DEPARTMENT: Dept. of Agriculture, Conservation and Forestry

\*\*\*\*\*

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**Individual Evaluator Comments:**

1. Management Capacity: The management capacity of the applicant based upon the number of years farming and other related experience and training; the applicant's decision-making authority over the land and resources; and the applicant's statements of purpose and readiness to apply to the Program.
  - a. Describe your farm and business – Small cellar cider located on 20 acres of young orchard, field and forest. Cider is made from wild yeasts and wild seedling apple varieties found in and around Cornish from local orchards. Young orchard is made up of apple and pear varieties.
  - b. Location - Cornish
  - c. Commercial Operation years – 5
  - d. Business Type – LLC
  - e. Why will this Phase 1 grant help you – To better formulate a business plan giving attention to the financial parts. Once base tasks are tended we can move forward with larger, logistical parts of the business pertaining to orchard and cider production.
  - f. Skills needing assistance with – Bookkeeping, financial management, new/improved production methods, production recordkeeping, production management/efficiencies, perspective of experts
  - g. Skills or assistance valuable to operation – Guidance on pest management tactics (deer), Guidance on how to pay ourselves and be able to focus solely on the business rather than having second jobs.
  - h. Describe experience in and knowledge of farming – Knowledge started when attending MOFGA events, networking in USA and abroad, constant research, attending local events, over 3 years of orchard management work at Randall's Orchard in Standish, ME, hands-on trial and error once property was acquired in 2015 and started the business in 2017
  - i. Number of FT employees – 0
  - j. Number of PT employees - 2
  - k. Ranking in order – Hard Cider, Apples, Agritourism
  - l. Current Customer Base – Family, Friends, neighbors, community, statewide, farmstands, larger wholesale stores
  
2. Physical Resource Base: The suitability and productivity of the farmland for its intended agricultural use, the physical condition of buildings and equipment, and other assets needed to maintain and increase productivity of the farm business.
  - a. Total Acres – 20
  - b. Agricultural Acres – 7
  - c. Silvicultural Acres – 11 (remaining 2 acres are house and yard)
  - d. Year first farmed - 215

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:**202109150

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**BIDDER NAME:** Cornish Cider Company

**DATE:** 12/29/21

**EVALUATOR NAME:** Denice Baron

**EVALUATOR DEPARTMENT:** Dept. of Agriculture, Conservation and Forestry

- e. Protected with permanent agricultural conservation easement – No
  - f. Lease additional farmland – No
  - g. Percentage of total farmland acreage
    - i. 7% Prime Farmland
    - ii. 80% Farmland of statewide importance
    - iii. 50% farmland of locally important
    - iv. 15% non-farmland soils
  - h. Large equipment listed and condition – mostly good, one fair
  - i. Buildings and condition – Cellar Cidery good
3. Farm Financial Health & Ability to Transform: The ability of the applicant to describe the current financial condition of the Farm Business, including the current debt load relative to earnings, the assets and liabilities, and whether the debt load and access to new assets can be managed with the proposed ideas for change.
- a. 2019 debt/Income Ratio – 100%
  - b. 2020 debt/Income Ratio – 100%
  - c. 2021 Projected Gross Income - \$16k
  - d. Supporting household – 0 we are currently using personal money to finance the business when needed
  - e. Financial Reports – At tax time
  - f. Revenue/Expenses Tracking – Quickbook or other software, excel, google sheets, or other spreadsheets, loose notes and receipts, a hired accountant
  - g. Describe experience with planning and implementing changes – Our biggest and most urgent experience with changes in our business came from the major pivot we had to take when COVID-19 hit Maine. We immediately lost nearly all of our wholesale accounts as restaurants and specialty shops had to shut down for the first part of the pandemic and the remaining wholesale accounts were reserved in their ordering during this time. To make up for the loss in wholesale orders we made fast work of creating an online shop so people could place cider orders online and stop at our facility for curbside cider pickup. This involved learning how to create an online shop, figuring out the best way to offer curbside pickup, maintaining positive customer service, selecting packaging, updating advertising, maintaining a higher level of social media activity to let people know that we were open for business, and being available fulfill orders, among other tasks. Other examples include continual identification of equipment that needs upgrades, solutions for such, pause on building out due to Covid199 and focus on welcoming the public to our location
  - h. What is your perspective on farm debt and debt management – Uncomfortable with debt, but not entirely opposed
  - i. Would you like to maintain or change debt situation – Would like to change. Currently have two business credit cards with balances that we'd like to eliminate, prefer not to have debt so we can begin to pay ourselves and feel freer to more forward with making larger purchases to help the business.
4. Idea(s) for Change: The ability of the applicant to identify and propose ideas that will make fundamental changes on the farm that will improve viability, profitability, and capacity to pay back debt through the present or future cash-flow of the business, while also attempting to make farming the primary source of the applicant's income.

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:**202109150

**RFP TITLE:** Maine Farms for the Future Phase 1

**BIDDER NAME:** Cornish Cider Company

**DATE:** 12/29/21

**EVALUATOR NAME:** Denice Baron

**EVALUATOR DEPARTMENT:** Dept. of Agriculture, Conservation and Forestry

- a. Long-term vision for farm business – Ensure apple orchard is strong and viable that were hand selected apple pear varieties identified and uniquely prepared. Want to make as much cider as possible from own fruit. Create a full on production facility with proper cider equipment. Ideas of a beautiful wooden barn for production, storage and retail, an apple cold storage area and a place for guests to stop in and enjoy a taste of cider
  - b. To achieve this vision and make more viable in next 3-years – Ste up deer fence, sort out financials, purchase a tractor, purchase production equipment, build out a bigger production facility, create a tasting area
  - c. Changes will impact long term, maintainable farm profitability and network by – changes will impact the long-term maintainable farm profitability and net worth of the business
  - d. Impact quality of life by – Will allow one owner to commit to a cidery full time and complete tasks in a timely manner for better use of time management. Assistance with financials with proper accounting/bookkeeping help.
5. Other Conditions: The degree of development pressure on the farm operation, the percentage of the operated farmland that is owned by the applicant, and the potential environmental and community economic development benefits derived from the proposed change.
- a. Development pressure – High as property is located a quarter of a mile from center of Cornish where historic district, park and many small business are located. In the last 7 years owned the property there's been much housing development that leads us to believe our preservation of 20 acres is extremely important. Property has been in Jared's family for 100+years and the goal is to keep it in the family and keep it agriculturally focused. (it used to be strawberry field).
  - b. Employment Opportunities and/or support regional agricultural infrastructure by – Increasing and improving production and orchard management will allow to hire and step away from the day to day tasks. Financial benefit to local area and help support the regional agricultural infrastructure by complementing many farm stands, pick your own apple orchards and other small business-like antique shops and art galleries in Cornish.
  - c. Local Community – Employment opportunities and enhancing the draw of tourism in Cornish area. Donate to community causes whenever we can and support local business and nonprofit (library). Cornish Cider Company was featured in the MaineLife episode and we have been included in a couple of articles.
  - d. Protect and improve the farm's natural resources – by creating a vibrant apple orchard that encourages wildlife in the form of pollinators, birds, small animals and wildflowers. Bees come from a local beehive across the forest. Orchard connects with and improves the air and soil quality. Do not use or plan to use harmful pesticides or caustic cleaning agents in production. Aim for an organic approach.

Provided

- Phase 1 Business Planning Grant I – provided and signed
- Licenses Provided – both current
- 2019 & 2020 Balance Sheets / Profit and Loss Statements
- RFP Coversheet and Debarment provided and signed

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

RFP #:202109150

RFP TITLE: Maine Farms for the Future Phase 1

BIDDER NAME: DogPatch LLC

DATE: 12/29/2021

EVALUATOR NAME: Denice Baron

EVALUATOR DEPARTMENT: Dept. of Agriculture, Conservation and Forestry

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**Individual Evaluator Comments:**

1. Management Capacity: The management capacity of the applicant based upon the number of years farming and other related experience and training; the applicant's decision-making authority over the land and resources; and the applicant's statements of purpose and readiness to apply to the Program.
  - a. Describe your farm and business – Farrow to finish pig farm born and raised on the farm. They are processed in Maine and packaged in many different ways for me to cell. In 2021 we added a line of locally crafted charcuterie. Also grow vegetables and fruits and pasture raised chickens and turkeys, sell eggs and baked goods and low sugar jam.
  - b. Location - Washington
  - c. Commercial Operation years – 9
  - d. Business Type – LLC
  - e. Why will this Phase 1 grant help you – Formal business plan to identify ways to improve management practices in order to increase profitability and net worth of farm for current operation and long-term goals
  - f. Skills needing assistance with – Bookkeeping, diversification strategies, explore business partnerships or models, financial management and decision making, general planning skills, labor, market research, market and promotion, production methods, production recordkeeping management and efficiencies, new product development, perspective of experts
  - g. Skills or assistance valuable to operation – Not sure
  - h. Describe experience in and knowledge of farming – Self taught farmer who built an extensive wholesale pork customer base among high end restaurants throughout the northeast with my woodland raised pigs starting in 2012. The farm has grown from a few wooden A frames throughout the field to include a 48 x 84 barn with automatic waterers, a 48 x 56 manure storage area and close to 20 fenced wooded acres and a 30 x 72 high tunnel to extend the vegetable growing season. Pandemic caused restaurant closures and cut backs. New outlets are Maine Farmer's markets and a couple small wholesale accounts. New line of Charcuterie products are viable under a local co packing agreement.
  - i. Number of FT employees – 0
  - j. Number of PT employees - 0
  - k. Ranking in order – Pigs, Poultry, Vegetables, Eggs
  - l. Current Customer Base – Family, friends, neighbors, community statewide
  
2. Physical Resource Base: The suitability and productivity of the farmland for its intended agricultural use, the physical condition of buildings and equipment, and other assets needed to maintain and increase productivity of the farm business.



**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:**202109150

**RFP TITLE:** Maine Farms for the Future Phase 1

**BIDDER NAME:** DogPatch LLC

**DATE:** 12/29/2021

**EVALUATOR NAME:** Denice Baron

**EVALUATOR DEPARTMENT:** Dept. of Agriculture, Conservation and Forestry

- a. Total Acres – 74
  - b. Agricultural Acres – 25
  - c. Silvicultural Acres – 0
  - d. Year first farmed - 2012
  - e. Protected with permanent agricultural conservation easement – No
  - f. Lease additional farmland – No
  - g. Percentage of total farmland acreage
    - i. 100% non-Farmland soils
  - h. Large equipment listed and condition – fair
  - i. Buildings and condition – good
3. Farm Financial Health & Ability to Transform: The ability of the applicant to describe the current financial condition of the Farm Business, including the current debt load relative to earnings, the assets and liabilities, and whether the debt load and access to new assets can be managed with the proposed ideas for change.
- a. 2019 debt/Income Ratio – \$139k/\$121k
  - b. 2020 debt/Income Ratio – \$195k/\$226k
  - c. 2021 Projected Gross Income - \$30k
  - d. Supporting household – Sole income
  - e. Financial Reports – Every few months
  - f. Revenue/Expenses Tracking – Excel, google sheets or other spreadsheets
  - g. Describe experience with planning and implementing changes – Started with 8 pigs in 2012, now have 25 breeding animals and process 100 pigs annually. Usually have 150 pigs total. Proper breeding pairings and schedules needed to maintain and make plan in place after the 114 day gestation period but before 12+14 month growth period. Land and resources are monitored for overall health. Ability to shift gears quickly when needed.
  - h. What is your perspective on farm debt and debt management – Uncomfortable with debt but not entirely opposed
  - i. Would you like to maintain or change debt situation – nothing provided
4. Idea(s) for Change: The ability of the applicant to identify and propose ideas that will make fundamental changes on the farm that will improve viability, profitability, and capacity to pay back debt through the present or future cash-flow of the business, while also attempting to make farming the primary source of the applicant's income.
- a. Long-term vision for farm business – cut carbon footprint and bring production home to allow better quality and quantity control and enable whole animal utilization. Include in person shopping, online ordering, curbside pickup, home delivery and a packing/shipping facility. On farm cold storage. This would lower production costs and create local jobs.
  - b. To achieve this vision and make more viable in next 3-years – Will require a ReaP Grant for a solar array installed on the south facing roof of the pig barn. Make repairs to existing ranch building that houses our licensed home kitchen and upgrade to a commercial kitchen. Add a walk-in freezer and cooler, convert storage room into a meat cutting room and outfit with commercial equipment. Add a fermentation room and curing room. Farmer market to be built for year-round customer accessibility.
  - c. Changes will impact long term, maintainable farm profitability and network by – by allowing to achieve the lowest per pig/unit. Solar array should achieve a 30-year savings of almost \$110k. commercial kitchen/butcher shop/farm market will help achieve

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:**202109150

**RFP TITLE:** Maine Farms for the Future Phase 1

**BIDDER NAME:** DogPatch LLC

**DATE:** 12/29/2021

**EVALUATOR NAME:** Denice Baron

**EVALUATOR DEPARTMENT:** Dept. of Agriculture, Conservation and Forestry

- efficiency. Greatly reduce processing costs. Changing to in house curing is estimated to cut production cost by 75%.
- d. Impact quality of life by – Creating new employment opportunities in a sustainable environment and encourage creativity in the kitchen to utilize every bit of harvest. Pay living wages for newly created positions and strive to reach a zero-waste outcome. Pay down debt and make other investments in the future.
5. Other Conditions: The degree of development pressure on the farm operation, the percentage of the operated farmland that is owned by the applicant, and the potential environmental and community economic development benefits derived from the proposed change.
- a. Development pressure – low as my ideas for change will increase profits per pig, reducing the need to increase the herd size/pasture land.
  - b. Employment Opportunities and/or support regional agricultural infrastructure by – will create skilled and unskilled positions. Purchase products from area farms. Improve farm viability and enable area farmers to expand sales.
  - c. Local Community – Make local healthy food more accessible to customers, set an example for other farmers for sustainability. Except EBT/SNAP and plan to carry products from other farms. This will help the community to thrive.
  - d. Protect and improve the farm's natural resources – convert to solar and increase profits to hire help to plant more forage crops for rotational grazing and reducing need to truck hog feed and eliminate the need to expand the grazing areas.

Provided

- Phase 1 Business Planning Grant I – provided and signed
- License – none provided
- 2019 and 2020 Balance Sheets / Profit and Loss Statements
- RFP Coversheet and Debarment – provided and signed

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

RFP #:202109150

RFP TITLE: Maine Farms for the Future Phase 1

BIDDER NAME: Fisher Farm

DATE: 12/29/21

EVALUATOR NAME: Denice Baron

EVALUATOR DEPARTMENT: Dept. of Agriculture, Conservation and Forestry

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**Individual Evaluator Comments:**

1. Management Capacity: The management capacity of the applicant based upon the number of years farming and other related experience and training; the applicant's decision-making authority over the land and resources; and the applicant's statements of purpose and readiness to apply to the Program.
  - a. Describe your farm and business – Certified Organic Vegetables for local community. Offer weekly farm shares in season and attend Hampden Farmers Market every Friday. Host a popular vegetable seedling sale each spring for local home gardeners.
  - b. Location - Winterport
  - c. Commercial Operation years – 20
  - d. Business Type – LLC
  - e. Why will this Phase 1 grant help you – Successful farming business for 20 years. Currently in a moment of change as we experience shift in farm family dynamics and land ownership. Grant will help make best decisions possible to move forward with some big changes in infrastructure with a focus on efficiency and longevity.
  - f. Skills needing assistance with – Diversification, Energy Use assessment, Financial Management/decision making, Production recordkeeping, production management/efficiencies, perspective of experts
  - g. Skills or assistance valuable to operation – none provided
  - h. Describe experience in and knowledge of farming – BS in Sustainable Agriculture from UMaine in 1999, Apprenticed as several farms and leased a local farm for 3-years, then landed at Fisher Farm in Winterport in 2002. Been focused on vegetable production and sustainable farming for 25+years.
  - i. Number of FT employees – 2
  - j. Number of PT employees - 4
  - k. Ranking in order – Vegetables, Berries, Cut Flowers, Eggs
  - l. Current Customer Base – Community, Farmer's Markets, CSAs, On-Farm farmstand or store
  
2. Physical Resource Base: The suitability and productivity of the farmland for its intended agricultural use, the physical condition of buildings and equipment, and other assets needed to maintain and increase productivity of the farm business.
  - a. Total Acres – 27
  - b. Agricultural Acres – 20
  - c. Silvicultural Acres – 7
  - d. Year first farmed - 2002
  - e. Protected with permanent agricultural conservation easement – No
  - f. Lease additional farmland – No
  - g. Percentage of total farmland acreage – 100% farmland of statewide importance

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:**202109150

**RFP TITLE:** Maine Farms for the Future Phase 1

**BIDDER NAME:** Fisher Farm

**DATE:** 12/29/21

**EVALUATOR NAME:** Denice Baron

**EVALUATOR DEPARTMENT:** Dept. of Agriculture, Conservation and Forestry

- h. Large equipment listed and condition – Mostly good, one fair
        - i. Buildings and condition – All excellent or good
- 3. Farm Financial Health & Ability to Transform: The ability of the applicant to describe the current financial condition of the Farm Business, including the current debt load relative to earnings, the assets and liabilities, and whether the debt load and access to new assets can be managed with the proposed ideas for change.
  - a. 2019 debt/Income Ratio – 0, no debt
  - b. 2020 debt/Income Ratio – 0, no debt
  - c. 2021 Projected Gross Income - \$140k
  - d. Supporting household – 100%
  - e. Financial Reports – Monthly
  - f. Revenue/Expenses Tracking – Quickbook or other software, Excel, googlesheets or other spreadsheet system
  - g. Describe experience with planning and implementing changes – Farms for the Future back in 2006 and successfully implemented change and continue to meet long term goals
  - h. What is your perspective on farm debt and debt management – Comfortable with debt when managed well
  - i. Would you like to maintain or change debt situation – currently no debt, credit cards are paid off each month. Owner personally owns the debt for the land. Open to exploring loan options to help with infrastructure improvements.
- 4. Idea(s) for Change: The ability of the applicant to identify and propose ideas that will make fundamental changes on the farm that will improve viability, profitability, and capacity to pay back debt through the present or future cash-flow of the business, while also attempting to make farming the primary source of the applicant's income.
  - a. Long-term vision for farm business – financially viable farm business that respects environment and fairly compensates all employees
  - b. To achieve this vision and make more viable in next 3-years – shift center of farm activities to upper farm. This includes upgrading utilities, building a new pack shed, moving a greenhouse and build a new road.
  - c. Changes will impact long term, maintainable farm profitability and network by – Will put all aspects of farm under one ownership and increase the net worth of the farm. Contribute to farm profitability by making daily tasks more efficient.
  - d. Impact quality of life by – Feeling much more secure knowing all critical farm components are on my property. Will significantly reduce time and effort in daily tasks
- 5. Other Conditions: The degree of development pressure on the farm operation, the percentage of the operated farmland that is owned by the applicant, and the potential environmental and community economic development benefits derived from the proposed change.
  - a. Development pressure – Moderate – changes will make this farm a turnkey farm business for the next generation.
  - b. Employment Opportunities and/or support regional agricultural infrastructure by – Critical in continuing to maintain a viable business. Will keep current employees employed and open possibility of future positions
  - c. Local Community – 170 local households in our CSA membership and feed many others through a local farmers market. With fewer and fewer farms these changes are critical in maintaining a local food system.

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:**202109150

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**EVALUATOR NAME:** Denice Baron

**EVALUATOR DEPARTMENT:** Dept. of Agriculture, Conservation and Forestry

- d. Protect and improve the farm's natural resources – We are a certified organic and treated the farm's natural resources with utmost care. The better the farm does financially, the better we can take care of the farm. Increasing energy efficiency is a big component of the idea of change.

Provided

- Phase 1 Business Planning Grant I – provided and signed
- Certs provided
- 2019 and 2022 Balance Sheets provided
- RFP Coversheet and Debarment – provided and signed

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

RFP #:202109150

RFP TITLE: Maine Farms for the Future Phase 1

BIDDER NAME: Hall Brook Farm

DATE: 12/29/2021

EVALUATOR NAME: Denice Baron

EVALUATOR DEPARTMENT: Dept. of Agriculture, Conservation and Forestry

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**Individual Evaluator Comments:**

1. Management Capacity: The management capacity of the applicant based upon the number of years farming and other related experience and training; the applicant's decision-making authority over the land and resources; and the applicant's statements of purpose and readiness to apply to the Program.
  - a. Describe your farm and business – Diversified vegetable farm producing gorganic produce for wholesale to supermarkets and independent grocers
  - b. Location - Thorndike
  - c. Commercial Operation years – 8
  - d. Business Type – Vegetable Farm
  - e. Why will this Phase 1 grant help you – nothing provided
  - f. Skills needing assistance with – bookkeeping, financial management/decision making, labor hiring and management, marketing and promotion, production methods, new product development value added, perspective of experts
  - g. Skills or assistance valuable to operation – Would like assistance with branding and marketing to create a recognized brand in Maine and New England
  - h. Describe experience in and knowledge of farming – One owner has been farming full time since 2006. Apprentice through the MOFGA program and being hired as a farm manager from 2009-2013. From 2014-2016 both owners were the MOFGA farmer in residence. In 2017, purchased the property to operate Hall Brook Farm. Other owner began farming in 2012 as a farm hand in MA and has worked full time on farms since helping run Hall Brook farm in 2014.
  - i. Number of FT employees – 5 seasonal 2 year round with reduced hours in winter
  - j. Number of PT employees – up to 6
  - k. Ranking in order – Vegetables
  - l. Current Customer Base – Statewide, Off farm farmstand or small grocery/natural foods store, larger wholesale stores
  
2. Physical Resource Base: The suitability and productivity of the farmland for its intended agricultural use, the physical condition of buildings and equipment, and other assets needed to maintain and increase productivity of the farm business.
  - a. Total Acres – 100
  - b. Agricultural Acres – 40
  - c. Silvicultural Acres – 60
  - d. Year first farmed - 2017
  - e. Protected with permanent agricultural conservation easement – No
  - f. Lease additional farmland – Yes, lease 15
  - g. Percentage of total farmland acreage – 100% Farmland of statewide importance
  - h. Large equipment listed and condition – Mostly good, one fair

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:**202109150

**RFP TITLE:** Maine Farms for the Future Phase 1

**BIDDER NAME:** Hall Brook Farm

**DATE:** 12/29/2021

**EVALUATOR NAME:** Denice Baron

**EVALUATOR DEPARTMENT:** Dept. of Agriculture, Conservation and Forestry

- i. Buildings and condition – Mostly good, two fair
3. Farm Financial Health & Ability to Transform: The ability of the applicant to describe the current financial condition of the Farm Business, including the current debt load relative to earnings, the assets and liabilities, and whether the debt load and access to new assets can be managed with the proposed ideas for change.
  - a. 2019 debt/Income Ratio – nothing provided
  - b. 2020 debt/Income Ratio – nothing provided
  - c. 2021 Projected Gross Income - \$400k
  - d. Supporting household – Entirely
  - e. Financial Reports – Every few months
  - f. Revenue/Expenses Tracking – Quickbooks or other online software with point of sale, excel, google sheets or another spreadsheet system, hired accountant
  - g. Describe experience with planning and implementing changes – Always engaged in business planning workshops or employed business planners of some fashion. MOFGA program that included taking part in a farm beginnings a business planning class. Secured mortgage through FSA and provided a business plan to show creating a viable farm business. 2020 applied for second mortgage providing business plan and finances. Recently completed MFT's farming for wholesale workshop where we created and implemented a plan to create the farm business that provides us with the income we determine.
  - h. What is your perspective on farm debt and debt management – Comfortable when managed well
  - i. Would you like to maintain or change debt situation – In next 2-3 years, would like to close out some small loans. Would then only like to have debt service for larger equipment and infrastructure loans. In next 5-10 years would like to refinance mortgage for home and farm with traditional lender to open options for home equipment lines of credit.
4. Idea(s) for Change: The ability of the applicant to identify and propose ideas that will make fundamental changes on the farm that will improve viability, profitability, and capacity to pay back debt through the present or future cash-flow of the business, while also attempting to make farming the primary source of the applicant's income.
  - a. Long-term vision for farm business – Provide good year around income for ourselves and a core group of employees, by producing high quality organic produce.
  - b. To achieve this vision and make more viable in next 3-years – Make farm more viable by expanding sales, secure reliable seasonal workforce, hire mid-level managers for day to day operations and increase production of storage crops for better cash flow through winter months.
  - c. Changes will impact long term, maintainable farm profitability and network by – Consistently producing profitable quality crops. A reliable management team and season work force will free the farm owners to focus on growing and marketing. Consistent cash flow through winter will allow for well paying FT jobs creating better employee retention.
  - d. Impact quality of life by – Creating good income for the farm family. Consistent quality management to share responsibilities, allowing more free time and normal work schedule.
5. Other Conditions: The degree of development pressure on the farm operation, the percentage of the operated farmland that is owned by the applicant, and the potential environmental and community economic development benefits derived from the proposed change.

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:**202109150

**RFP TITLE:** Maine Farms for the Future Phase 1

**BIDDER NAME:** Hall Brook Farm

**DATE:** 12/29/2021

**EVALUATOR NAME:** Denice Baron

**EVALUATOR DEPARTMENT:** Dept. of Agriculture, Conservation and Forestry

- a. Development pressure – Moderate to Low
- b. Employment Opportunities and/or support regional agricultural infrastructure by – provide more employment opportunities, create well paying jobs from people in our community
- c. Local Community – enhance the farm's importance in the local community, allow people to walk, hunt and enjoy. Put money back into local community through hiring local trades people and suppliers. Create more employment opportunities.
- d. Protect and improve the farm's natural resources – creating profitability to invest in the time and tools to properly care for our land. Have always worked closely with NRCS.

Provided

- Phase 1 Business Planning Grant I – provided and signed
- License – none provided
- Balance Sheets / Profit and Loss Statements – none provided
- RFP Coversheet and Debarment – provided and signed



**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

RFP #:202109150

RFP TITLE: Maine Farms for the Future Phase 1

BIDDER NAME: Little Ridge Farm

DATE: 12/29/2021

EVALUATOR NAME: Denice Baron

EVALUATOR DEPARTMENT: Dept. of Agriculture, Conservation and Forestry

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**Individual Evaluator Comments:**

1. Management Capacity: The management capacity of the applicant based upon the number of years farming and other related experience and training; the applicant's decision-making authority over the land and resources; and the applicant's statements of purpose and readiness to apply to the Program.
  - a. Describe your farm and business – Little Ridge Farm since 2007 Diversified farm offers MOFGA certified organic vegetables, pastured beef, pork and turkey. Produce quality wholesale and retail products to local restaurants, health food stores, food processors and GSFB, Year around community supported agriculture shareholders with diverse selection of fresh produce in market-style pickup barn. Shareholders have access to PYO garden for herbs and flowers, berries, jam honey maple syrup, dairy and other products from neighboring farms. Farm self tours with maps, animals visits of dog, cats and ducks. Online store FarmDrop Lisbon of our products and other local producers which has expanded market to local and regional
  - b. Location – Lisbon Falls
  - c. Commercial Operation years – 14
  - d. Business Type – LLC
  - e. Why will this Phase 1 grant help you – Improve business viability, profitability and capacity. Critical market research on potential for farm expansion to ensure capital investment of building and multifunction barn makes sense. Phase 1 will help evaluate collaborative business partnerships with outside vendors if the farm had expanded storage, kitchen and community space. Look at potential benefits of having an apartment rental. Leverage current economic market research being undertaken by the Town of Lisbon Community and Economic Development dept to evaluate marketability of farm expansion based on local buyers needs.
  - f. Skills needing assistance with – Diversification, explore business partnerships or models, farm transfer planning, market research for new market channels, marketing and promotion
  - g. Skills or assistance valuable to operation – Improve efficiency of storage crop storage space for less moving of product
  - h. Describe experience in and knowledge of farming – farming for 20+years started in PA in 1999 after 3 years moved to Maine with intentions of starting own farm. Worked 4 years FT at Willow Pond Farm. Purchased current land in 2003 began raising livestock in 2005 and improving what was previously a hay pasture. In 2007, created a 3-year business, plan, 2009 first summer CSA beginning with 60 full shares. Now serve 150 families year around and have strong connections with wholesale buyers. Farming has brought foreign travel working on farms in exchange for room and board on projects such as building new irrigation systems, animal husbandry, planting orchards, harvesting fruit and creating lavender plantations. Active member of MOFGA, mentoring young farmers

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:**202109150

**RFP TITLE:** Maine Farms for the Future Phase 1

**BIDDER NAME:** Little Ridge Farm

**DATE:** 12/29/2021

**EVALUATOR NAME:** Denice Baron

**EVALUATOR DEPARTMENT:** Dept. of Agriculture, Conservation and Forestry

Served on Farm Service Agency board of directors since 2019. Have presented and taught courses on farming topics as well as conferences, shows, workshops, trainings.

- i. Number of FT employees – 1
  - j. Number of PT employees - 4
  - k. Ranking in order – Vegetables, Berries, Pigs, Beef, Poultry
  - l. Current Customer Base – Family, Friends, neighbors, community, CSAs, large contract based customers or processors
2. Physical Resource Base: The suitability and productivity of the farmland for its intended agricultural use, the physical condition of buildings and equipment, and other assets needed to maintain and increase productivity of the farm business.
- a. Total Acres – 31
  - b. Agricultural Acres – 7
  - c. Silvicultural Acres – 0
  - d. Year first farmed - 2007
  - e. Protected with permanent agricultural conservation easement – No
  - f. Lease additional farmland – No
  - g. Percentage of total farmland acreage -
    - i. 15% Farmland of statewide importance
    - ii. 14.5% farmland of locally importance
    - iii. 1.5% non farmland soils
  - h. Large equipment listed and condition – Good/Fair
  - i. Buildings and condition – Good
3. Farm Financial Health & Ability to Transform: The ability of the applicant to describe the current financial condition of the Farm Business, including the current debt load relative to earnings, the assets and liabilities, and whether the debt load and access to new assets can be managed with the proposed ideas for change.
- a. 2019 debt/Income Ratio – .009%
  - b. 2020 debt/Income Ratio – .009%
  - c. 2021 Projected Gross Income - \$250k
  - d. Supporting household – 58%
  - e. Financial Reports – Every few Months
  - f. Revenue/Expenses Tracking – Quickbooks or other software, spreadsheets, hired accountant
  - g. Describe experience with planning and implementing changes – Believer in setting specific goals on a timeline to create a vision and maintain flexibility to accommodate change in market trends. Example is online ordering. Research online sales streams FarmDrop was implemented and has been successful through COVID. Feel well suited to now make the next steps in diversifying the farm and expanding market share
  - h. What is your perspective on farm debt and debt management – Comfortable when managed well
  - i. Would you like to maintain or change debt situation – Would like to maintain debt situation/keep manageable. Expanding the physical assets of the current operation by developing a new multifunctional building will increase farm productivity, create efficiencies and diversify the portfolio of farm offerings for added value and offset increased debt.

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:**202109150

**RFP TITLE:** Maine Farms for the Future Phase 1

**BIDDER NAME:** Little Ridge Farm

**DATE:** 12/29/2021

**EVALUATOR NAME:** Denice Baron

**EVALUATOR DEPARTMENT:** Dept. of Agriculture, Conservation and Forestry

4. Idea(s) for Change: The ability of the applicant to identify and propose ideas that will make fundamental changes on the farm that will improve viability, profitability, and capacity to pay back debt through the present or future cash-flow of the business, while also attempting to make farming the primary source of the applicant's income.
  - a. Long-term vision for farm business – Profitability by leveraging success to date without creating significant additional labor demands. Creation of new multifunctional building for community space (cooking, canning, wreath making classes, farm table events, rent out for events, health and wellness classes, etc.) for collaboration with vendors/service providers, increase crop storage efficiencies and create additional assets that attract future farmers during farm transition. Maintain CSA at full strength, increase online sales, maintain current wholesale customers and make partnerships with at least 2 more, partnerships and collaboration with CSA customers, local processors, meal box CSAs, caterers or other partners. Increase crop storage efficiencies and space. Agrotourism, apartment could be used for farm visitors, starting to think about light agrotourism. Passing on the farm: Envision another farmer coming her with a profit making idea and a transition for myself and them to transition over several years.
  - b. To achieve this vision and make more viable in next 3-years – Research the income potential of this investment. Connect with design build team of passive solar design and get quote to build. Create marketing channels to sell our new community space, increase sales and find new wholesale partners.
  - c. Changes will impact long term, maintainable farm profitability and network by – create multifunctional space by reducing labor hours inefficiently moving product, improve employee health and productivity through positive ergonomics, increase customer satisfaction and retention, create more income flow with sales, classes, space rental, farm to table events, build longer term partnerships with processors and teachers, create space for money making endeavors. Plan to run farm for another decade or more and envision the farm running well beyond my ownership.
  - d. Impact quality of life by – decreasing excess physical labor, creating more financial stability, create less physical retirement work and build stronger community relations.
5. Other Conditions: The degree of development pressure on the farm operation, the percentage of the operated farmland that is owned by the applicant, and the potential environmental and community economic development benefits derived from the proposed change.
  - a. Development pressure – moderate because the zoning rules prevent large housing developments. Zoning changes have been on the town meeting the last few months.
  - b. Employment Opportunities and/or support regional agricultural infrastructure by – Increasing our fall/winter crop, winter CSA shares, online sales, community space, classes and working kitchen. Apartment rental will make attracting employees more easy. New barn space will support regional agr infrastructure.
  - c. Local Community – creating space for personal or business events and health centered classes. Farm serves as a food source for many community members, CSA, FarmDrop and sales to GSFb.
  - d. Protect and improve the farm's natural resources – Assuring we build in a thoughtful way, including solar, and continued farm organically with our watershed, soil and wildlife in mind.

Provided

- Phase 1 Business Planning Grant I – provided and electronically signed
- Provided certificates

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:**202109150

**RFP TITLE:** Maine Farms for the Future Phase 1

**BIDDER NAME:** Little Ridge Farm

**DATE:** 12/29/2021

**EVALUATOR NAME:** Denice Baron

**EVALUATOR DEPARTMENT:** Dept. of Agriculture, Conservation and Forestry

- 2019 and 2020 Balance Sheets / Profit and Loss Statements
- RFP Coversheet and Debarment – provided and electronically signed

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

RFP #:202109150

RFP TITLE: Maine Farms for the Future Phase 1

BIDDER NAME: Morrison Hill Orchard

DATE: 12/29/2021

EVALUATOR NAME: Denice Baron

EVALUATOR DEPARTMENT: Dept. of Agriculture, Conservation and Forestry

\*\*\*\*\*

**Instructions:** *The purpose of this form is to record proposal review notes written by **individual** evaluators for this Request for Proposals (RFP) process. It is **required** that each individual evaluator make notes for each proposal that he or she reviews. No numerical scoring should take place on these notes, as that is performed only during team consensus evaluation meetings. A separate form is available for team consensus evaluation notes and scoring. Once complete, please submit a copy of this document to your Department's RFP Coordinator or Lead Evaluator for this RFP.*

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**Individual Evaluator Comments:**

1. Management Capacity: The management capacity of the applicant based upon the number of years farming and other related experience and training; the applicant's decision-making authority over the land and resources; and the applicant's statements of purpose and readiness to apply to the Program.
  - a. Describe your farm and business – 2<sup>nd</sup> generation family apple orchard. Grown from a small we pick apple orchard to a larger over 400 trees as well as 75 new trees planted this year to almost 500 trees. In the last 2 years we have expanded to produce fresh sweet cider and hard cider. 2021 opened a cidery offering sweet cider, hard cider, wood fired pizza, nachos with great success. The cidery and pizza is the fastest growing part of Morrison Hill Orchard.
  - b. Location - Farmington
  - c. Commercial Operation years – 10+ years
  - d. Business Type – Apple Orchard Cidery
  - e. Why will this Phase 1 grant help you – family run for 40+years. Currently us only 20% of available orchard land for trees. We see possible growth around our fresh and hard cider business and the farm itself as a venue for weddings and events. The development of a business plan could greatly increase our ability to turn our dreams into reality much quicker.
  - f. Skills needing assistance with – Bookkeeping, energy use assessment, financial management/decision making, general planning skills, marketing and promotion, new product development value-added, perspective of experts.
  - g. Skills or assistance valuable to operation – nothing provided
  - h. Describe experience in and knowledge of farming – Extensive knowledge in apple orchards as well as fresh and hard cider. Licensed by state's pesticide management. Members of Maine Pomological Society. Grew up on Morrison Hill Orchard and gained extensive knowledge and expertise from father. In 2001 changed from we pick to PYO orchard. This decision grew orchard from 200 trees to 400 trees to meet the PYO demands
  - i. Number of FT employees – 2
  - j. Number of PT employees - 5
  - k. Ranking in order – Apples, Hard Cider, Fresh Cider, Berries, Agritourism
  - l. Current Customer Base – Family, friends, neighbors, community, farmer's markets, farmstands
  
2. Physical Resource Base: The suitability and productivity of the farmland for its intended agricultural use, the physical condition of buildings and equipment, and other assets needed to maintain and increase productivity of the farm business.
  - a. Total Acres – 65

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:**202109150

**RFP TITLE:** Maine Farms for the Future Phase 1

**BIDDER NAME:** Morrison Hill Orchard

**DATE:** 12/29/2021

**EVALUATOR NAME:** Denice Baron

**EVALUATOR DEPARTMENT:** Dept. of Agriculture, Conservation and Forestry

- b. Agricultural Acres – 5
  - c. Silvicultural Acres – 30 in timberland
  - d. Year first farmed – Farm has been in apple production since 1940, our family has overseen since 1988
  - e. Protected with permanent agricultural conservation easement – No
  - f. Lease additional farmland – No
  - g. Percentage of total farmland acreage
    - i. 45% Prime Farmland
    - ii. 30% Farmland of locally important
    - iii. 25% non farmland soils
  - h. Large equipment listed and condition – Good
  - i. Buildings and condition – good
3. Farm Financial Health & Ability to Transform: The ability of the applicant to describe the current financial condition of the Farm Business, including the current debt load relative to earnings, the assets and liabilities, and whether the debt load and access to new assets can be managed with the proposed ideas for change.
- a. 2019 debt/Income Ratio – 0 no debt
  - b. 2020 debt/Income Ratio – 0 no debt
  - c. 2021 Projected Gross Income - \$32k (\$16k from apples and \$16k from cider)
  - d. Supporting household – Farm is currently supporting itself with no debt. The farm currently adds approx. 12% to our annual income (this rose to 24% this year with the additional of the cidery). We currently work outside jobs besides the farm in hopes to expand to become a full time operation. With addition of cidery and pizza operation this year we doubled our annual income from the farm.
  - e. Financial Reports – Monthly
  - f. Revenue/Expenses Tracking – Quickbooks or other online software with point of sale, spreadsheets, farm ledger, pencil, paper and notebooks, loose notes and receipts, a family member,
  - g. Describe experience with planning and implementing changes – over the last couple of years, planned and implemented substantial changes. Abundant apple production 2017-2019, without cold storage we had to find a way to reduce apple loss. Noticed a rapid growth of micro-breweries and felt we could create fresh sweet cider and hard cider. This unique opportunity to showcase our farm proved the demand was there. Began producing and selling sweet cider immediately and later hard cider. Covid provided a slow down. We remodeled our horse barn to a cidery complete with indoor and outdoor seating and a wood fired pizza oven. We also used extra time to plan 75 new apple trees with 45 of those being cider specific. Through the sale of the sweet cider we purchased upgrades from our hand crank and cider press machine enabling the increase of cider production this year. With cidery open from July-Oct of this year we grossed \$21k. After business costs, the income from cidery was \$14k. It almost doubled orchard income from previous years.
  - h. What is your perspective on farm debt and debt management – Comfortable with debt when managed well
  - i. Would you like to maintain or change debt situation – Currently have no debt, however feel in order to expand debt will be necessary. Would like to develop a plan for growth that allows the debt to be managed with income from the business over time.

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:**202109150

**RFP TITLE:** Maine Farms for the Future Phase 1

**BIDDER NAME:** Morrison Hill Orchard

**DATE:** 12/29/2021

**EVALUATOR NAME:** Denice Baron

**EVALUATOR DEPARTMENT:** Dept. of Agriculture, Conservation and Forestry

4. Idea(s) for Change: The ability of the applicant to identify and propose ideas that will make fundamental changes on the farm that will improve viability, profitability, and capacity to pay back debt through the present or future cash-flow of the business, while also attempting to make farming the primary source of the applicant's income.
  - a. Long-term vision for farm business – Expand Orchard, currently using 5 acres of 10 usable acres of orchard growth. Expand cidery business. Expand offering a venue with the farm as a center piece for Agrotourism and local event center.
  - b. To achieve this vision and make more viable in next 3-years – Build a cold storage building for apples. This would allow an increase of production from 400 trees up to 800 trees. Upgrade cider equipment, current output is 40 gallons per hour, would like to increase this to 100-120 gallons per hour. Other equipment for canning, etc would be needed to outsource. Build a venue barn that could house cidery as well as offer wedding and event space to fit 150 people.
  - c. Changes will impact long term, maintainable farm profitability and network by – Allowing us to increase apple production by 50%. Currently cannot store apples long term and have a minimal apple season. Cold storage would allow for winter storage and increase apple distribution as well as cider production. We are currently only 1 of 2 apple orchards in Franklin County. Increasing orchard trees, some would be cider specific to increase cider production. Currently we sell fresh hard cider on site, by increasing production we would be able to meet our goal of producing a minimum of 3000 gallons of hard cider and 1000 gallons of fresh cider (we currently product 700 gallons hard and 300 fresh cider yearly). This would allow us to expand distribution to outside vendor and increase profitability (Examples: Norumbega Cider and Ricker Hill Cider, etc.). By building a venue we would be able to increase the overall value of the farm as well as build the farm into a destination. The vendue would allow us to increase the fresh cider, hard cider, wood fired pizza and nacho offerings. On a large scale we envision us as another Bigelow Brewer (skowhegan). This would allow us to keep the cidery and food venue open year round, increasing net work dramatically. We would also be able to offer the farm as a wedding venue and host events. Our farm is very picturesque, bordering Titcomb Mtn Ski area and overlooking the western ME mts and would lend itself very well to this type of venue.
  - d. Impact quality of life by – Would allow the continued work of our parents/family. Morrison Hill Orchard is a 2<sup>nd</sup> generation farm we wish to continue to increase growth that is a viable, full time operation that can continue to support the next generation and offer needed service to our surrounding community.
5. Other Conditions: The degree of development pressure on the farm operation, the percentage of the operated farmland that is owned by the applicant, and the potential environmental and community economic development benefits derived from the proposed change.
  - a. Development pressure – Moderate pressure to sub divide property for housing development due to low availability of housing in Farmington. Proximity to town is excellent.
  - b. Employment Opportunities and/or support regional agricultural infrastructure by – We estimate the number of farm employees to grow, we envision hiring 3-4 parttime employees for apple production and 2-3 PT employees for cider production (this could also be 2-3 full time employees instead). Envision hiring 1 full time and 2-3 part time employees for the event center to help cover the cider/food sales and assisting in overseeing events.
  - c. Local Community – Farmington has only 2 small apple orchards left, ours being the largest. Farmington was once vibrant with over 10 orchards in the area. Wedding venue

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:**202109150

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**BIDDER NAME:** Morrison Hill Orchard

**DATE:** 12/29/2021

**EVALUATOR NAME:** Denice Baron

**EVALUATOR DEPARTMENT:** Dept. of Agriculture, Conservation and Forestry

will offer benefits by offering increased business for local restaurants, hote/motels and local photographers, etc. We feel the growth will also increase our ability to provide fresh apples to our local food banks. We currently provide apples to food banks but only on a limited bases due to limited season.

- d. Protect and improve the farm's natural resources – We have a deep sense of natural preservation and diversity of the ecosystems. We see our natural resources as directly related to growth and profitability. Example – we have a natural stream that begins on the upper ridge of the property that feeds into Titcomb ski slop that allows them to run their snow making operation w/o drilling for water. Over the years we have maintained the stream to assure the continuous water source. In the past our family has donated land to Titcomb to enhance their cross country ski trails. Other examples – cider press that we use is a bladder press which allows us to use water pressure instead of electricity or gas powered motors to press apples. We use a wood fired pizza oven using wood from the property in stead of electrical or propane. We would hope to increase this in the future with the possibility of solar power.

Provided

- Phase 1 Business Planning Grant I – provided and signed
- Licenses provided
- 2019 and 2020 Profit and Loss Statements
- RFP Coversheet and Debarment – provided and signed
- Provided multiple pictures of farm



**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

RFP #:202109150

RFP TITLE: Maine Farms for the Future Phase 1

BIDDER NAME: New Beat Farm LLC

DATE: 1/6/2022

EVALUATOR NAME: Denice Baron

EVALUATOR DEPARTMENT: Dept. of Agriculture, Conservation and Forestry

\*\*\*\*\*

**Instructions:** *The purpose of this form is to record proposal review notes written by **individual** evaluators for this Request for Proposals (RFP) process. It is **required** that each individual evaluator make notes for each proposal that he or she reviews. No numerical scoring should take place on these notes, as that is performed only during team consensus evaluation meetings. A separate form is available for team consensus evaluation notes and scoring. Once complete, please submit a copy of this document to your Department's RFP Coordinator or Lead Evaluator for this RFP.*

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**Individual Evaluator Comments:**

1. Management Capacity: The management capacity of the applicant based upon the number of years farming and other related experience and training; the applicant's decision-making authority over the land and resources; and the applicant's statements of purpose and readiness to apply to the Program.
  - a. Describe your farm and business – MOFGA certified organic farm growing mixed vegetables and cut flowers. Pay attention to agro-ecosystem of the farm as a whole from microorganisms in soil, water resources, human and animal power that produce crops and native pollinators for fruits to bear. 94 acre farm with 7 tillable acres, 35 acres of pasture and 52 acres of working forest land. Food is sold to Belfast Farmers Market, Daybreak Growers Alliance, a Maine produce distribution co, local restaurants, grocery co-ops and specialty caterers.
  - b. Location – Waldo County
  - c. Commercial Operation years – 14 years
  - d. Business Type – LLC
  - e. Why will this Phase 1 grant help you – Critical transition point in the business. Business plan written 10yrs ago doesn't really reflect where farm is currently or a direction forward that will lead to financial and personal success, nor does it bring infrastructural assets or future needs. Need professional guidance to help prove out new ideas into a new business plan on new production techniques and infrastructure investments for long term viability.
  - f. Skills needing assistance with – Bookkeeping, diversification strategies, energy use assessment, financial management/decision making, general planning skills, marketing, new/improved product methods, production mgmt./efficiencies, new product development, perspective of experts
  - g. Skills or assistance valuable to operation – Analysis of current farm infrastructure capabilities and assistance in decision making/planning for improving infrastructure in relation to food safety, value added production, year round storage and processing of products, future farm stand, energy use and water resources.
  - h. Describe experience in and knowledge of farming – Adrienne has 20 years of organic agriculture farming, first studying in college then working her way as apprentice to farmer. Active member of organic farming community in ME, service on the Board of MOFGA for 6-yrs, partnered with other farmers to building a cut flower business, Belladonna Floral and a growers alliance and produce distribution co, Daybreak Growers Alliance. On farm, primary role has been crop planning and mgmt., crew mgr., accounting and record keeping, communications and marketing. Ken grew up on dairy farms in ME, 15 yrs organic vegetable farming experience, started as apprentice. Passionate about building a farm business that is self-sustaining, utilizing our farms resources, relationships with the soil and the hands and horse power used to produce crops. Primary role is

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:**202109150

**RFP TITLE:** Maine Farms for the Future Phase 1

**BIDDER NAME:** New Beat Farm LLC

**DATE:** 1/6/2022

**EVALUATOR NAME:** Denice Baron

**EVALUATOR DEPARTMENT:** Dept. of Agriculture, Conservation and Forestry

- management of tillage, cultivation and covercrops, post-harvest handling, marketing of products, equipment maintenance, livestock mgmt., haymaking and forestry.
- i. Number of FT employees – 3 April-Nov, plus 2 owners full time year around
  - j. Number of PT employees – 2 June-Sept
  - k. Ranking in order – Vegetables, cut flowers, hay
  - l. Current Customer Base – community, statewide, farmer's markets, CSAs, Off-farm farmstand or small grocery/natural food stores
2. Physical Resource Base: The suitability and productivity of the farmland for its intended agricultural use, the physical condition of buildings and equipment, and other assets needed to maintain and increase productivity of the farm business.
- a. Total Acres – 94
  - b. Agricultural Acres – 42
  - c. Silvicultural Acres – 52
  - d. Year first farmed - 2011
  - e. Protected with permanent agricultural conservation easement –
  - f. Lease additional farmland – No
  - g. Percentage of total farmland acreage –
    - i. 34.9% Prime Farmland
    - ii. 12.3% Farmland of statewide importance
    - iii. 46.8% Non-farmland soils
  - h. Large equipment listed and condition – provided large list with fair-excellent conditions
  - i. Buildings and condition – provided large list poor-excellent conditions
3. Farm Financial Health & Ability to Transform: The ability of the applicant to describe the current financial condition of the Farm Business, including the current debt load relative to earnings, the assets and liabilities, and whether the debt load and access to new assets can be managed with the proposed ideas for change.
- a. 2019 debt/Income Ratio – 37.37%
  - b. 2020 debt/Income Ratio – 39.43%
  - c. 2021 Projected Gross Income - \$112k
  - d. Supporting household – Majority yes – some side work of about \$12k annually
  - e. Financial Reports – Monthly
  - f. Revenue/Expenses Tracking – Quickbook or other software,
  - g. Describe experience with planning and implementing changes – Market changes, in 2018 after running a CSA for 9years the time and investment was not financial viable nor personally sustainable, however CSA made up of 60% of the sales. Additionally, a partnered wholesaler had closed it's doors. Took the opportunity to build a farmer-led multi-farm CSA and launched Daybreak Growers Alliance which ran 100% under New Beat's mgmt. the first pilot year. This change worked much better than the traditional CSA model and opened new markets for over 20 other local producers. In 2019 brought on two partners from the local farming community. Now Daybreak Growers Alliance sells over \$1M in local food from 50+ Maine farms and is the bedrock of New Beat's marketing outlet, representing 60% of our annual sales. More financial returns for farm product, maintain stable marketplace for goods, and get paid for mgmt. time put into DGA. Environmental Changes, Last year a transition started to move crop production to permanent no-till raised beds. The beds allow earlier field access, improve water infiltration, nearly elimination of erosion, soil moisture regulation. Allows us to increase income per acre. This transition will be completed by the end of 2022.

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:**202109150

**RFP TITLE:** Maine Farms for the Future Phase 1

**BIDDER NAME:** New Beat Farm LLC

**DATE:** 1/6/2022

**EVALUATOR NAME:** Denice Baron

**EVALUATOR DEPARTMENT:** Dept. of Agriculture, Conservation and Forestry

- h. What is your perspective on farm debt and debt management – Somewhat comfortable with debt
  - i. Would you like to maintain or change debt situation – Working to improve our debt to income ration and adjusting to the debt we have. Working to pay of old debt, including credit card. Looking for more stable debt in the form of operating/equipment loans. See need to make investments on infrastructure.
    - i. Credit card – 5yr 0% interest loan, to be paid off 2/2025
    - ii. Farm Mortgage – 40 yr low interest, plan to pay off in next 20-yrs to reduce interest
    - iii. Payoff infrastructure improvement debt – 11/2022 we pay off a 5-year loan
4. Idea(s) for Change: The ability of the applicant to identify and propose ideas that will make fundamental changes on the farm that will improve viability, profitability, and capacity to pay back debt through the present or future cash-flow of the business, while also attempting to make farming the primary source of the applicant's income.
- a. Long-term vision for farm business – Having a thriving vegetable and flower farm operation reaching customers within 100 miles. Specialize in 5-8 crops beyond the diversity of the farm stand.
    - i. Increase production per acre by 100% in next 3-hrs by transitioning to no till permanent bets and move away from the horse drawn farming techniques
    - ii. Investments in farm equipment
    - iii. Increase production under protected culture in greenhouses
    - iv. Open up new market channel on our property
    - v. Build relationships with local co-op and DGA
    - vi. Become GAP certified
    - vii. Start paying farm owners a weekly salary and 100% increase in what the owners draw within 3-years
    - viii. Build a structured, set work week for farm owners to allow time off.
    - ix. Improve handling & storage facilities – walk in cooler space, winterized dry storage and wash & pack space
    - x. Build some farm housing for workers
  - b. To achieve this vision and make more viable in next 3-years – Increase net income, utilize production techniques, make capital investments, increase income to farm owners, increase retention of farm workers, increase customer base, develop resilient systems, more stable workforce, long term viability of employment, financial security.
  - c. Changes will impact long term, maintainable farm profitability and network by –
  - d. Impact quality of life by –
5. Other Conditions: The degree of development pressure on the farm operation, the percentage of the operated farmland that is owned by the applicant, and the potential environmental and community economic development benefits derived from the proposed change.
- a. Development pressure – low
  - b. Employment Opportunities and/or support regional agricultural infrastructure by – will help provide more employment opportunity, support regional agricultural community by building a farm stand, help provide year around food security.
  - c. Local Community – provide hyper-local, Maine grown products for the community, plan to accept EBT, WIC and be a drop site for other local hunger relief efforts.
  - d. Protect and improve the farm's natural resources – the no-till technique will help us reduct erosion, better manage fertility needs, minimize run off issues, improve water infiltration and management of service and underground water sources, allow us to build

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:**202109150

**RFP TITLE:** Maine Farms for the Future Phase 1

**BIDDER NAME:** New Beat Farm LLC

**DATE:** 1/6/2022

**EVALUATOR NAME:** Denice Baron

**EVALUATOR DEPARTMENT:** Dept. of Agriculture, Conservation and Forestry

pollinator habitat in and around our growing fields. Better maintenance of woodlot per the forestry management plan.

Provided

- Phase 1 Business Planning Grant I – provided and signed
- License – provided
- 2019 and 2020 Balance Sheets / Profit and Loss Statements
- RFP Coversheet and Debarment – provided and signed

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

RFP #:202109150

RFP TITLE: Maine Farms for the Future Phase 1

BIDDER NAME: Oakfarm Inc.

DATE: 1/7/2022

EVALUATOR NAME: Denice Baron

EVALUATOR DEPARTMENT: Dept. of Agriculture, Conservation and Forestry

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**Instructions:** *The purpose of this form is to record proposal review notes written by **individual** evaluators for this Request for Proposals (RFP) process. It is **required** that each individual evaluator make notes for each proposal that he or she reviews. No numerical scoring should take place on these notes, as that is performed only during team consensus evaluation meetings. A separate form is available for team consensus evaluation notes and scoring. Once complete, please submit a copy of this document to your Department's RFP Coordinator or Lead Evaluator for this RFP.*

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**Individual Evaluator Comments:**

1. Management Capacity: The management capacity of the applicant based upon the number of years farming and other related experience and training; the applicant's decision-making authority over the land and resources; and the applicant's statements of purpose and readiness to apply to the Program.
  - a. Describe your farm and business – Pasture-raised beef and lamb on certified-organic grassland that has been in the Gardiner family for 250+years. Care for animals burth to delivery of meat. Animals eat organic food and are given a good life.
  - b. Location – Gardner, ME
  - c. Commercial Operation years – 10+years
  - d. Business Type – S-Corp
  - e. Why will this Phase 1 grant help you – Looking to improve efficiencies in current livestock and forage operations in order to maximize profit margins. Transition from selling meat wholesale to retail, with addition of lamb and value-added products, would benefit from assistance of new market channels
  - f. Skills needing assistance with – Diversification strategies, marketing, new/improved production methods, production management, perspective of experts
  - g. Skills or assistance valuable to operation – none
  - h. Describe experience in and knowledge of farming – Two principal owers started farming in 1990, by planning and executing the transition from a 90-cow dairy operation owned by Phyllis' parents and operated by employees, to producing hay and forages by ourselves. Acquired 1<sup>st</sup> five cow calf pais in 2000 and have grown that herd to 35+ grass fed cattle. Attended numerous farming seminars (named 3). Began field certified as organic in 1993. In 2020, added Kristian who brought a flock of sheep and comes with culinary arts background and had actively farmed for 20-ysr. He has designed and built 3 new on-farm, value-added dairy processing facilities and has successful marketing experience, certified FSMA PCQI, experienced in food safety plans. He has been making farmstead cheese professionally for 19yrs and has won awards. He has also managed dairy and beef operations.
  - i. Number of FT employees – 1
  - j. Number of PT employees - 1
  - k. Ranking in order – Beef, Hay, Sheep
  - l. Current Customer Base – Family, friends, neighbors, community off-farm farmstand or small grocery/natural foods store
  
2. Physical Resource Base: The suitability and productivity of the farmland for its intended agricultural use, the physical condition of buildings and equipment, and other assets needed to maintain and increase productivity of the farm business.
  - a. Total Acres – 123

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:**202109150

**RFP TITLE:** Maine Farms for the Future Phase 1

**BIDDER NAME:** Oakfarm Inc.

**DATE:** 1/7/2022

**EVALUATOR NAME:** Denice Baron

**EVALUATOR DEPARTMENT:** Dept. of Agriculture, Conservation and Forestry

- b. Agricultural Acres – 123
  - c. Silvicultural Acres – 0
  - d. Year first farmed - 1990
  - e. Protected with permanent agricultural conservation easement – No
  - f. Lease additional farmland – No
  - g. Percentage of total farmland acreage
    - i. 31% Farmland of statewide importance
  - h. Large equipment listed and condition – Listed many all in good condition
  - i. Buildings and condition – listed many, fair to good condition
3. Farm Financial Health & Ability to Transform: The ability of the applicant to describe the current financial condition of the Farm Business, including the current debt load relative to earnings, the assets and liabilities, and whether the debt load and access to new assets can be managed with the proposed ideas for change.
- a. 2019 debt/Income Ratio – 1:4
  - b. 2020 debt/Income Ratio – 1:4
  - c. 2021 Projected Gross Income - \$43k
  - d. Supporting household – The shareholders do not rely on the farm for household income, Kristian (full time employee/mgr) does for most of his household income.
  - e. Financial Reports – Monthly
  - f. Revenue/Expenses Tracking – Quickbooks or other software, excel, google sheets, or other spreadsheet system, a family member
  - g. Describe experience with planning and implementing changes – Began in 1990 by harvesting and selling forages to other farmers. Decided to raise cattle to pasture excel hay ground and started a cow-calf beef operation in 2000 when leasing land was no longer desired by other farmers. Experienced in marketing plan for raising, slaughter and selling locally. Strong customer relationships. As herd grew larger, began wholesaling. Learned later that this was not financially sustainable. Retained local markets but launched a web site for selling boxed beef and lamb directly to retail customers, rather than local butcher shops. Beginning to diversify products (adding lamb, dog treats and beef broth). Mindful of capacity of land, labor and finances and goal of maintaining our family farm as a productive part of local economy. Kristian has much experience in the planning and implementation of changes.
  - h. What is your perspective on farm debt and debt management – Comfortable with debt when managed well.
  - i. Would you like to maintain or change debt situation – Will to incur debt to make improvements that will generate revenue and/or improve operational efficiencies to keep labor costs low.
4. Idea(s) for Change: The ability of the applicant to identify and propose ideas that will make fundamental changes on the farm that will improve viability, profitability, and capacity to pay back debt through the present or future cash-flow of the business, while also attempting to make farming the primary source of the applicant's income.
- a. Long-term vision for farm business – Enable farmers to have reliable on-farm income, preservation of farmland and farming knowledge for future generations to continue.
  - b. To achieve this vision and make more viable in next 3-years – Streamline current production facilities and processes, expand markets, upgrade livestock management facilities (fencing, watering systems, manure handling, and hay storage),

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:**202109150

**RFP TITLE:** Maine Farms for the Future Phase 1

**BIDDER NAME:** Oakfarm Inc.

**DATE:** 1/7/2022

**EVALUATOR NAME:** Denice Baron

**EVALUATOR DEPARTMENT:** Dept. of Agriculture, Conservation and Forestry

- c. Changes will impact long term, maintainable farm profitability and network by – developing efficient ways to manage livestock and forages, which will decrease labor costs and higher profit margins, free up labor, increase net worth of business.
  - d. Impact quality of life by – allow farmers to do one job well, farming w/o a supplemental job for household income.
- 5. Other Conditions: The degree of development pressure on the farm operation, the percentage of the operated farmland that is owned by the applicant, and the potential environmental and community economic development benefits derived from the proposed change.
  - a. Development pressure – Our farm is one of the last large open tracts of land in Gardiner, and the supply of housing stock is low. Development pressures are low to moderate now and will likely change given the demand for new housing and increase population.
  - b. Employment Opportunities and/or support regional agricultural infrastructure by – Expansion would likely involve hiring of 1 or more additional employees over next 1-3 years. Critical to the future success of the slaughterhouse in Gardiner, which is going through financial restructuring and hopes to become federally inspected. Regularly trade with 2 farm machinery/repair businesses and use services of one of a few independent large animal vets.
  - c. Local Community – Traditionally allow access for public recreation on farm property (walking, x-country skiing, snowmobiling, and hunting), the financial success of the farm is also critical to maintaining an important public resource and a beneficial relationship with our community. Close working relationship with A1 Diner and Gardiner Food Coop and Café.
  - d. Protect and improve the farm's natural resources – History of environmental stewardship of this farm. Our increased use of multi-species grain improves soils health and water resources, preserves health grasslands. Local municipal water utilities draws water from two wells located on farm property which effects 3,500 customers of the water district. Farming organically preserves safe wildlife, deer, turkeys, eagles, hawks and many others.

**Provided**

- . Phase 1 Business Planning Grant I – provided and signed
- . Licenses - provided
- . Financials provided
- . RFP Coversheet and Debarment – provided and signed

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

RFP #:202109150

RFP TITLE: Maine Farms for the Future Phase 1

BIDDER NAME: Old Haven Farm

DATE: 1/7/2022

EVALUATOR NAME: Denice Baron

EVALUATOR DEPARTMENT: Dept. of Agriculture, Conservation and Forestry

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**Individual Evaluator Comments:**

1. Management Capacity: The management capacity of the applicant based upon the number of years farming and other related experience and training; the applicant's decision-making authority over the land and resources; and the applicant's statements of purpose and readiness to apply to the Program.
  - a. Describe your farm and business – Special in artisan port and lamb sausages from our own pigs and sheep, make and sell preserves and manage a small market garden
  - b. Location – Chelsea, ME
  - c. Commercial Operation years – 5.5
  - d. Business Type – Agricultural
  - e. Why will this Phase 1 grant help you – no answer
  - f. Skills needing assistance with – Financial mgmt./decision making, general planning, new and improved production methods and recordkeeping, production mgmt.,
  - g. Skills or assistance valuable to operation – Assisting with planning on how to grow lamb productions, have less loss and more adequate lambing facilities and better nutrients/pasture.
  - h. Describe experience in and knowledge of farming – Operating farm for 5.5 years, Raise pigs (350 currently) and sheep (50 currently), rotationally graze through pasture and woods when seasons allow. Have a 3-4 acre varied market garden.
  - i. Number of FT employees – 2-5 depending on season, currently at 3
  - j. Number of PT employees – 2-5 depending on season, currently have 1 parttime, one of our fulltime employees will soon transition to parttime
  - k. Ranking in order – Pigs, sheep, Value added preserves, vegetables, beef
  - l. Current Customer Base – Statewide, farmers markets, on farm farmstand or store, wholesale distributor
  
2. Physical Resource Base: The suitability and productivity of the farmland for its intended agricultural use, the physical condition of buildings and equipment, and other assets needed to maintain and increase productivity of the farm business.
  - a. Total Acres – 89
  - b. Agricultural Acres – 60
  - c. Silvicultural Acres – 25
  - d. Year first farmed - 2016
  - e. Protected with permanent agricultural conservation easement – No
  - f. Lease additional farmland – No
  - g. Percentage of total farmland acreage
    - i. 100% non-farmland soils
  - h. Large equipment listed and condition – provided list, Fair to excellent
  - i. Buildings and condition – provided list, fair to good



**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:**202109150

**RFP TITLE:** Maine Farms for the Future Phase 1

**BIDDER NAME:** Old Haven Farm

**DATE:** 1/7/2022

**EVALUATOR NAME:** Denice Baron

**EVALUATOR DEPARTMENT:** Dept. of Agriculture, Conservation and Forestry

3. Farm Financial Health & Ability to Transform: The ability of the applicant to describe the current financial condition of the Farm Business, including the current debt load relative to earnings, the assets and liabilities, and whether the debt load and access to new assets can be managed with the proposed ideas for change.
  - a. 2019 debt/Income Ratio – Total debt \$236k, income \$191k+\$83k
  - b. 2020 debt/Income Ratio – total debt \$236k, income \$439k+\$155k
  - c. 2021 Projected Gross Income - \$204k sales revenue only
  - d. Supporting household – 90%
  - e. Financial Reports – Ever few months
  - f. Revenue/Expenses Tracking – Quickbooks or other, spreadsheets, farm ledger, loose paper
  - g. Describe experience with planning and implementing changes – Developed an original business plans and updated later, continually evaluate plans and implement change.
  - h. What is your perspective on farm debt and debt management – Comfortable with debt if managed well
  - i. Would you like to maintain or change debt situation – Want farm to be profitable and sustainable for future. Will take a few years with getting infrastructure and consistency in place, then focus on lower debt.
  
4. Idea(s) for Change: The ability of the applicant to identify and propose ideas that will make fundamental changes on the farm that will improve viability, profitability, and capacity to pay back debt through the present or future cash-flow of the business, while also attempting to make farming the primary source of the applicant's income.
  - a. Long-term vision for farm business – Would like customers to come to us. Setting up a farm store and butcher shop. Will have some products available for wholesale statewide and available to order online.
  - b. To achieve this vision and make more viable in next 3-years – improve production process for value added items, create onsite shop, better online store, increase pork and lamb production, increase stock in preserves and wholesale distributions, explore/begin process of setting up USDA inspection of meat in our commercial kitchen/butcher shop.
  - c. Changes will impact long term, maintainable farm profitability and network by – Help meet the demand of customers, make farm more profitable. We still consider ourselves at the beginning stages for the farm, still getting infrastructure in place and streamline processes. In recent years seen considerable growth in value added artisan sausages and preserves.
  - d. Impact quality of life by – will bring more direction of each person's job. Less time to make the farm function. Streamline processes and decrease loss and inefficiencies.
  
5. Other Conditions: The degree of development pressure on the farm operation, the percentage of the operated farmland that is owned by the applicant, and the potential environmental and community economic development benefits derived from the proposed change.
  - a. Development pressure – Fairly low, close to Augusta and I95 and watch property/land values increase exponentially over the last 4 years. Only functioning commercial farm in Chelsea.
  - b. Employment Opportunities and/or support regional agricultural infrastructure by – By hiring more staff to fulfill duties we currently handle ourselves. Potential to add a few more jobs

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:**202109150

**RFP TITLE:** Maine Farms for the Future Phase 1

**BIDDER NAME:** Old Haven Farm

**DATE:** 1/7/2022

**EVALUATOR NAME:** Denice Baron

**EVALUATOR DEPARTMENT:** Dept. of Agriculture, Conservation and Forestry

- c. Local Community – Only commercial farm in Chelsea, hope to become more known then what our town knows us, farm is close to the local school, town office and local food bank all of which we partner with.
- d. Protect and improve the farm's natural resources – Increase lamb production, including improving pasture and rotational grazing areas. Currently have extremely high stocking density on our land. Need to maximize health of existing fields and develop additional silvopasture through integration of hog grazing. Also exploring solar grazing. Would like to lease/purchase a parcel of land adjacent to the farm to increase potential pasture and remove the bottle neck of some natural barriers (streams and valleys). As we improve the land, all the animals will benefit. Continue to work with USDA and NRCS and follow recommendations for conservation and improvements.

Provided

- Phase 1 Business Planning Grant I – provided and signed
- License/certs
- 2019 and 2020 Balance Sheets provided
- RFP Coversheet and Debarment – provided and signed

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:**202109150

**RFP TITLE:** Maine Farms for the Future Phase 1

**BIDDER NAME:** Orchard Ridge Farm

**DATE:** 1/10/2022

**EVALUATOR NAME:** Denice Baron

**EVALUATOR DEPARTMENT:** Dept. of Agriculture, Conservation and Forestry

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**Individual Evaluator Comments:**

1. Management Capacity: The management capacity of the applicant based upon the number of years farming and other related experience and training; the applicant's decision-making authority over the land and resources; and the applicant's statements of purpose and readiness to apply to the Program.
  - a. Describe your farm and business – Agritourism destination specializing in u-pick apples, pears, and blueberries, year around farm store, trail system and dining. Family owned and operated year around.
  - b. Location - Gorham
  - c. Commercial Operation years – 10+ years
  - d. Business Type – LLC
  - e. Why will this Phase 1 grant help you – Bookkeeping, diversification strategies, energy use assessment, financial mgmnt/decision making, general planning skills, marketing and promotion, production recordkeeping and production mgmt., new product development
  - f. Skills needing assistance with – none
  - g. Skills or assistance valuable to operation – Education
  - h. Describe experience in and knowledge of farming – Kristen started farming in 2018 working as MOFGA apprentice, added all aspects of farm's operation, seeding, transplanting, cultivating, and harvesting. Then went to manage Caswell Farms for two seasons, vegetable production, wedding barn, and it's catering. During that time converted the 1.5 acres of conventional vegetable, flowers and herb products to organic low till system using crop rotation, cover crops and intercropping. Established a small CSA, farm standing and implemented and directed volunteers through WWOOF, hosted community events pizza night, flower design and foraging classes. Kristen was responsible for all aspects of Caswell Farm. In Aug 2021 she and her family bought Orchard Ridge Farm, cares for 14 acres of apples, pers, and blueberries and plans to implement a pasture-based system for their chickens. Future plans for fruit expansion for raspberries, peaches and cherries. Multi use recreational trails, expanding livestock, creating inviting spaces such as dining areas, camp sites and growing farm store offerings.
  - i. Number of FT employees – 1
  - j. Number of PT employees - 2
  - k. Ranking in order – Farm Store, Apples, Berries, Agritourism, Eggs, Poultry
  - l. Current Customer Base – Family, friends, neighbors, community, on-farm farmstand or store
  
2. Physical Resource Base: The suitability and productivity of the farmland for its intended agricultural use, the physical condition of buildings and equipment, and other assets needed to maintain and increase productivity of the farm business.

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:**202109150

**RFP TITLE:** Maine Farms for the Future Phase 1

**BIDDER NAME:** Orchard Ridge Farm

**DATE:** 1/10/2022

**EVALUATOR NAME:** Denice Baron

**EVALUATOR DEPARTMENT:** Dept. of Agriculture, Conservation and Forestry

- a. Total Acres – 38
  - b. Agricultural Acres – 14
  - c. Silvicultural Acres – 0
  - d. Year first farmed - 2021
  - e. Protected with permanent agricultural conservation easement – No
  - f. Lease additional farmland – No
  - g. Percentage of total farmland acreage
    - i. 33% Farmland of statewide importance
    - ii. 23% Farmland of locally importance
    - iii. 43% non-farmland soils
  - h. Large equipment listed and condition – Provided list all in good condition
  - i. Buildings and condition – Provided list all in fair to good condition
3. Farm Financial Health & Ability to Transform: The ability of the applicant to describe the current financial condition of the Farm Business, including the current debt load relative to earnings, the assets and liabilities, and whether the debt load and access to new assets can be managed with the proposed ideas for change.
- a. 2019 debt/Income Ratio – Unknown debt
  - b. 2020 debt/Income Ratio – unknown debt
  - c. 2021 Projected Gross Income - \$40k
  - d. Supporting household – Both Kristen, Erica and their families live and work on the farm using farm house as a worker housing. Work off farm to maintain income.
  - e. Financial Reports – Weekly
  - f. Revenue/Expenses Tracking – Quickbook or other software, loose notes/receipts, hired accountant
  - g. Describe experience with planning and implementing changes – Kristen and Erica had successful executive mgmt. roles planning and implementing SOPs and projects in other business, 20+years experience and overseen up to 50 employees at a time combined. Eric had a role in food and beverage manager and then as a director and also help open two hotels. Taken on the Orchard Ridge by managing multiple aspects, brought new vendors to farm store, obtained a liquor license, converted greenhouse to dining, consulted with NEMBA to create a trail system. Please to expand fruit season by planning raspberries, cherries and peaches, offer youth and adult educational programming, create more space for diners, rehab the current barn for events build a new livestock barn.
  - h. What is your perspective on farm debt and debt management – Somewhat comfortable with debt
  - i. Would you like to maintain or change debt situation – Has not taken out loans in 1<sup>st</sup> year other than mortgage, consulting with Town of Gorham and CEI on their revolving loan programs.
4. Idea(s) for Change: The ability of the applicant to identify and propose ideas that will make fundamental changes on the farm that will improve viability, profitability, and capacity to pay back debt through the present or future cash-flow of the business, while also attempting to make farming the primary source of the applicant's income.
- a. Long-term vision for farm business – Invoice community to pick your own fruit, farm store, trail system, education programs, events and pasture-based livestock systems.
  - b. To achieve this vision and make more viable in next 3-years – Plan fruit tries and bushes, build a barn suitable for livestock in the winter, portable chicken and goat shelters,

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:**202109150

**RFP TITLE:** Maine Farms for the Future Phase 1

**BIDDER NAME:** Orchard Ridge Farm

**DATE:** 1/10/2022

**EVALUATOR NAME:** Denice Baron

**EVALUATOR DEPARTMENT:** Dept. of Agriculture, Conservation and Forestry

- glamping and tenting, expand trail systems, commercial kitchen additions, convert barn into event space
- c. Changes will impact long term, maintainable farm profitability and network by – Provide additional revenue streams, construct an additional barn, reformat the commercial kitchen, convert existing barn into event space for guests and increase opportunities for outdoor workshops and education. Develop trail system, tenting, glamping.
  - d. Impact quality of life by – increase viability of farm in order for owners to be employed solely there.
5. Other Conditions: The degree of development pressure on the farm operation, the percentage of the operated farmland that is owned by the applicant, and the potential environmental and community economic development benefits derived from the proposed change.
- a. Development pressure – high because of proximity to portland and desirability of Gorham schools. Pandemic has increased local housing
  - b. Employment Opportunities and/or support regional agricultural infrastructure by – addition of employees for day to day operations. Support regional agricultural infrastructure
  - c. Local Community – Invitation to community to learn and interact, create relationships,
  - d. Protect and improve the farm's natural resources – Orchard director of env education and education holds a MA in Biological Sciences. Approx 13 or 38 acres not developed and remain as prairie, shrubland, forest, streams and wetlands. Will develop low impact trails and placards to guide guests, plans to develop environmental workshops and education programs.

Provided

- Phase 1 Business Planning Grant I – provided and signed
- Licenses/certs
- 2020 and 2021 Balance Sheets / 2021 Profit and Loss Statements/2019 tax form
- RFP Coversheet and Debarment – provided and signed
- Provide farm map of soils

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

RFP #:202109150

RFP TITLE: Maine Farms for the Future Phase 1

BIDDER NAME: Patch Farm

DATE: 1/11/22

EVALUATOR NAME: Denice Baron

EVALUATOR DEPARTMENT: Dept. of Agriculture, Conservation and Forestry

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**Individual Evaluator Comments:**

1. Management Capacity: The management capacity of the applicant based upon the number of years farming and other related experience and training; the applicant's decision-making authority over the land and resources; and the applicant's statements of purpose and readiness to apply to the Program.
  - a. Describe your farm and business – Small diversified farm raising MOFGA certified organic vegetables, medicinal and edible herbs, eggs and poultry, forest and pastured raised pork.
  - b. Location – Denmark, ME
  - c. Commercial Operation years – 8
  - d. Business Type – Farm (General Partnership)
  - e. Why will this Phase 1 grant help you – Farm stand store steady growth each year, increased exponentially in last 3 seasons. Sales increased 287% between 2019-2020. Would like to construct a multipurpose bldg. to house a larger farm stand to supply more product year round. Would allow us to become a location for other local farms and businesses to sell products. Space would also include a commercial kitchen, future potential of ready made items like takeaway meals/sandwiches. Local orgs such as FAME to help with feasibility and market research, consult with other farms who implemented similar farm store operations, local contractors and builders for quotes, local grant writer to help with Phase 2.
  - f. Skills needing assistance with – Energy Use assessment, financial mgmt., general planning, labor hiring and management, market research, new product development, other research by conducting background research with other farms in Maine that have similar farm store/commercial kitchen space that serve as community hub, perspective of experts.
  - g. Skills or assistance valuable to operation – nothing provided here
  - h. Describe experience in and knowledge of farming – farming for nearly a decade with 1<sup>st</sup> 3 being on other farms in Washington and Maine. Participated in MOFGA apprentices and journey persons while starting our own farm. Owned and operated Patch Farm since 2014 and business has steadily grown. 388% growth between 2015 and 2020.
  - i. Number of FT employees – no answer
  - j. Number of PT employees - 1
  - k. Ranking in order – Vegetables, Eggs, Pigs, Poultry, Herbs, Berries
  - l. Current Customer Base – Community, Farmer's Markets, CSAs, On Farm Farmstand or store
  
2. Physical Resource Base: The suitability and productivity of the farmland for its intended agricultural use, the physical condition of buildings and equipment, and other assets needed to maintain and increase productivity of the farm business.

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:**202109150

**RFP TITLE:** Maine Farms for the Future Phase 1

**BIDDER NAME:** Patch Farm

**DATE:** 1/11/22

**EVALUATOR NAME:** Denice Baron

**EVALUATOR DEPARTMENT:** Dept. of Agriculture, Conservation and Forestry

- a. Total Acres – 67
  - b. Agricultural Acres – 25
  - c. Silvicultural Acres – 5
  - d. Year first farmed - 2015
  - e. Protected with permanent agricultural conservation easement – No
  - f. Lease additional farmland – NO
  - g. Percentage of total farmland acreage
    - i. 23% Prime farmland
    - ii. 17% farmland of statewide importance
    - iii. 60% non farmland soils
  - h. Large equipment listed and condition – provided list all good to excellent
  - i. Buildings and condition – provided list all decent/good to great condition
3. Farm Financial Health & Ability to Transform: The ability of the applicant to describe the current financial condition of the Farm Business, including the current debt load relative to earnings, the assets and liabilities, and whether the debt load and access to new assets can be managed with the proposed ideas for change.
- a. 2019 debt/Income Ratio – 18%
  - b. 2020 debt/Income Ratio – 14%
  - c. 2021 Projected Gross Income - \$135k
  - d. Supporting household – 100%
  - e. Financial Reports – Monthly
  - f. Revenue/Expenses Tracking – Quickbook or other software, spreadsheets
  - g. Describe experience with planning and implementing changes – Understand that a business plan is a living document that should evolve over time, constantly assess and reassess our farm for profitability, sustainability and quality of life and happiness. MFT farming for wholesale, MOFGA programs, Farm Coaching, etc.
  - h. What is your perspective on farm debt and debt management – somewhat comfortable with dept
  - i. Would you like to maintain or change debt situation – Open to more debt in order to grow on farm sales opportunities.
4. Idea(s) for Change: The ability of the applicant to identify and propose ideas that will make fundamental changes on the farm that will improve viability, profitability, and capacity to pay back debt through the present or future cash-flow of the business, while also attempting to make farming the primary source of the applicant's income.
- a. Long-term vision for farm business - Original vision included a large farm store year round serving simple local and fresh ready made meals (breakfast sandwiches, quick lunch offerings, coffee, etc.). We also delved into wholesale and further afield farmers markets.
  - b. To achieve this vision and make more viable in next 3-years – expanding on farm retail capabilities. We need a physical expansion of the farm store, in 2022 we would use Phase I to access local business experts (SBDC, FAME, etc) and local contractors (builders, grant writers, etc.) for Phase 2. During Phase 2 in 2023 utilize a program to aid financially in expansion of business.
  - c. Changes will impact long term, maintainable farm profitability and network by – Limited in local community. Long term would be to have a greater capacity to sell direct from farm 7

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:**202109150

**RFP TITLE:** Maine Farms for the Future Phase 1

**BIDDER NAME:** Patch Farm

**DATE:** 1/11/22

**EVALUATOR NAME:** Denice Baron

**EVALUATOR DEPARTMENT:** Dept. of Agriculture, Conservation and Forestry

- days per week, year around, streamlining the way we get products to customers, increase sales more consistently and sustainably.
- d. Impact quality of life by – Lessen the time to sell product off farm and enable us to remain on the farm more, resulting in greater efficiency and less stress day to day, spending more time with children. Larger store would lessen the need to restock so often.
5. Other Conditions: The degree of development pressure on the farm operation, the percentage of the operated farmland that is owned by the applicant, and the potential environmental and community economic development benefits derived from the proposed change.
- a. Development pressure – not been a concern
  - b. Employment Opportunities and/or support regional agricultural infrastructure by – hiring of handful of permanent employees with a larger store for managing and working in the commercial kitchen. An additional 3-4 part time positions.
  - c. Local Community – making local food readily available year round. Increase amount of local product and other farm products available. Denmark lacks a local “hub” and we envision our store eventually serving the local community as a place to gather, we foresee our farm as also having more outdoor space to enjoy food and activities.
  - d. Protect and improve the farm’s natural resources – Allow us to continue no-till and regenerative organic farming practices, positive effect on soil and water quality. Enable us to expand medicinal and edible herbs improving wildlife habitat and benefiting insects.

Provided

- Phase 1 Business Planning Grant I – provided and signed
- License/certs
- 2019 and 2020 Balance Sheets
- RFP Coversheet and Debarment – provided and signed



**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

RFP #:202109150

RFP TITLE: Maine Farms for the Future Phase 1

BIDDER NAME: Pemaquid Falls Farm

DATE: 1/18/2022

EVALUATOR NAME: Denice Baron

EVALUATOR DEPARTMENT: Dept. of Agriculture, Conservation and Forestry

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**Individual Evaluator Comments:**

1. Management Capacity: The management capacity of the applicant based upon the number of years farming and other related experience and training; the applicant's decision-making authority over the land and resources; and the applicant's statements of purpose and readiness to apply to the Program.
  - a. Describe your farm and business – No till, diversified vegetable farm on 6.5 acres, located at mouth of Pemaquid River. Grow vegetables, herbs, fruit and flowers using organic methods and inputs, raise organic fed laying hens on pasture. Aim to build soil health and increase biodiversity, not tilling the soil, cover cropping, human scale equipment, plant pollinator friendly hedges. Offer our product, flowers and eggs through CSA program and seasonal on site farm store.
  - b. Location - Bristol
  - c. Commercial Operation years – 4
  - d. Business Type – Sole Proprietor
  - e. Why will this Phase 1 grant help you – Farm has reached a critical point in its growth. Seeking professional business guidance and planning to identify and evaluate ideas for sustainability and profitably and help with research and costs and analyze benefits.
  - f. Skills needing assistance with – Diversification strategies, energy use assessment, explore business partnerships or models, financial management/decision making, labor hiring and mgmt., marketing, production recordkeeping, production mgmt./efficiencies, new product development, perspective of experts.
  - g. Skills or assistance valuable to operation – Day to day mgmt. efficiency, tax prep, business comm. skills, kitchen and product licensing
  - h. Describe experience in and knowledge of farming – Grew up in RI surrounded by farms, maintained large gardens during my youth. Moved to ME in 2013, volunteering at various small farms. Spent time researching techniques and mgmt. of small farms. In 2017 officially started Pemaquid Falls Farm. MOFGA journey person and receive ongoing mentorship.
  - i. Number of FT employees – 1
  - j. Number of PT employees - 1
  - k. Ranking in order – Vegetables, Eggs, Cut Flowers, Herbs, Berries
  - l. Current Customer Base – Family, friends, neighbors, Community CSAs, On Farm farmstand or store
  
2. Physical Resource Base: The suitability and productivity of the farmland for its intended agricultural use, the physical condition of buildings and equipment, and other assets needed to maintain and increase productivity of the farm business.
  - a. Total Acres – 6.5
  - b. Agricultural Acres – 1

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:**202109150

**RFP TITLE:** Maine Farms for the Future Phase 1

**BIDDER NAME:** Pemaquid Falls Farm

**DATE:** 1/18/2022

**EVALUATOR NAME:** Denice Baron

**EVALUATOR DEPARTMENT:** Dept. of Agriculture, Conservation and Forestry

- c. Silvicultural Acres – 0
  - d. Year first farmed - 2017
  - e. Protected with permanent agricultural conservation easement – No
  - f. Lease additional farmland – No
  - g. Percentage of total farmland acreage
    - i. 59% Prime Farmland
    - ii. 31% Farmland of statewide importance
    - iii. 10% non farmland soils
  - h. Large equipment listed and condition – Provided large list good to new
  - i. Buildings and condition – provided list good to very good
3. Farm Financial Health & Ability to Transform: The ability of the applicant to describe the current financial condition of the Farm Business, including the current debt load relative to earnings, the assets and liabilities, and whether the debt load and access to new assets can be managed with the proposed ideas for change.
- a. 2019 debt/Income Ratio – 17%
  - b. 2020 debt/Income Ratio – 14%
  - c. 2021 Projected Gross Income - \$77k
  - d. Supporting household – Primary source of income spring through fall. Other work in winter to supplement. Farm has been able to pay its own expenses
  - e. Financial Reports – Every few months
  - f. Revenue/Expenses Tracking – quickbooks or other online software, spreadsheets, pencil, paper and notebooks
  - g. Describe experience with planning and implementing changes – Education was in engineering, given me a unique set of skills in terms of planning and implementing changes. General approach is to analyze data from previous year. Do trial runs of new ideas, COVID hit and created an online store which was overwhelming successful. Rely on enterprise budgets which I learned through MOFGAs farm beginnings program to help make data driven decisions. Heavily involved in community, close connections with customers. Opportunities for future growth in land lease offers, volunteers, etc.
  - h. What is your perspective on farm debt and debt management – Comfortable with debt when managed well
  - i. Would you like to maintain or change debt situation – would like to change debt situation, been able to grow business w/o debt, taking on a responsible amount of debt over the next 3-5 yrs or beyond to make investments like clean energy, capital improvements, building out infrastructure like a four season farm store, additional cold storage and commercial kitchen
4. Idea(s) for Change: The ability of the applicant to identify and propose ideas that will make fundamental changes on the farm that will improve viability, profitability, and capacity to pay back debt through the present or future cash-flow of the business, while also attempting to make farming the primary source of the applicant's income.
- a. Long-term vision for farm business – create a food centered gathering place for the community with year round income. Expanding our production capacity on current land as well as onto the adjacent property offered to us for lease. Pick your own plots of herbs, flowers and berries and expanded store for produce, eggs and other local farm products. Walking paths and places to sit and eat, greater access to farm, year round access to products. Create a commercial kitchen, value added products like salads,

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:**202109150

**RFP TITLE:** Maine Farms for the Future Phase 1

**BIDDER NAME:** Pemaquid Falls Farm

**DATE:** 1/18/2022

**EVALUATOR NAME:** Denice Baron

**EVALUATOR DEPARTMENT:** Dept. of Agriculture, Conservation and Forestry

- sauces, pestos, and salsas, baked breads using local grains. Generating year round income
- b. To achieve this vision and make more viable in next 3-years – Acquire additional capital for investment, increase our production efficiency, recordkeeping to plan for growth, get professional assistance, maintain profitability. Walk in cooler, high tunnel #2, barn renovations, processing kitchen, all weather gathering space (provided vision details and estimated costs)
  - c. Changes will impact long term, maintainable farm profitability and network by – increasing the efficiency of our current operations, will allow us to grow more food year round, increasing production and revenue. Four season farm store, commercial kitchen, improve profitability and increase gross sales, bringing the community together, creating more resiliency, increasing our net worth. Evaluate these processed ideas, research costs, analyze the benefits of each investment.
  - d. Impact quality of life by – Proper infrastructure with ergonomic design to ease the physical burden. Increase production and revenue having year round employment and build towards greater long term sustainability will help ease financial stressors and be an emotional boost. Commercial processing kitchen will let us exercise our creativity with food. Joy from being with our customers, year round space for community to gather.
5. Other Conditions: The degree of development pressure on the farm operation, the percentage of the operated farmland that is owned by the applicant, and the potential environmental and community economic development benefits derived from the proposed change.
- a. Development pressure – moderate to high, residential development pressure on surrounding land, land prices have increased and agricultural land is becoming more difficult to find. Ideas will ensure the long term viability of our business, preservation of prime agricultural land.
  - b. Employment Opportunities and/or support regional agricultural infrastructure by – provided more employment opportunities, hire more farms or a manager, kitchen hire value added processing staff, events would need service staff. Focus on year round employment instead of seasonal employment. Purchase local farm products year round at our farm store adding, grains, fruit, meats and dairy products
  - c. Local Community – Enhance the farms importance to the local community, year round access, local organically grown product and other value added products.
  - d. Protect and improve the farm's natural resources – protect and improve the farms natural resources, expand the amount of land under no till production improves soil quality, sequesters carbon and reduces runoff. Farm is bordered by the Pemaquid River. Beneficial hedgerows and insectaries. Reduce global carbon footprint by minimizing the need to purchase goods from far away.

Provided

- Phase 1 Business Planning Grant I – provided and signed
- 2019 and 2020 Balance Sheets
- RFP Coversheet and Debarment – provided and signed

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

RFP #:202109150

RFP TITLE: Maine Farms for the Future Phase 1

BIDDER NAME: Roux's Farm LLC

DATE: 1/18/2022

EVALUATOR NAME: Denice Baron

EVALUATOR DEPARTMENT: Dept. of Agriculture, Conservation and Forestry

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**Instructions:** *The purpose of this form is to record proposal review notes written by **individual** evaluators for this Request for Proposals (RFP) process. It is **required** that each individual evaluator make notes for each proposal that he or she reviews. No numerical scoring should take place on these notes, as that is performed only during team consensus evaluation meetings. A separate form is available for team consensus evaluation notes and scoring. Once complete, please submit a copy of this document to your Department's RFP Coordinator or Lead Evaluator for this RFP.*

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**Individual Evaluator Comments:**

1. Management Capacity: The management capacity of the applicant based upon the number of years farming and other related experience and training; the applicant's decision-making authority over the land and resources; and the applicant's statements of purpose and readiness to apply to the Program.
  - a. Describe your farm and business – Raw milk, sell fresh USDA beef and pork
  - b. Location - Shapleigh
  - c. Commercial Operation years – 3
  - d. Business Type – Dairy Farm
  - e. Why will this Phase 1 grant help you – Need to learn the best way to diversify and expand.
  - f. Skills needing assistance with – Diversification strategies, general planning skills, marketing and promotion, new and improved production methods, new product development
  - g. Skills or assistance valuable to operation – Management/Business Plan
  - h. Describe experience in and knowledge of farming – Hobby farm for 25+yrs. Son has shown his own beef, dairy and steers since the age 5. After graduating HS in 2014, worked two jobs to build dairy parlor and barn. In 2018 Roux's Farm became licensed to sell milk. After the market crashed we started selling raw milk and now in 7 stores in York County. We sell beef and pork off the farm. We are looking for help to expand and keep farm alive.
  - i. Number of FT employees – 1
  - j. Number of PT employees - 2
  - k. Ranking in order – Dairy Cows Milk, Beef, Pigs, Vegetables, Hay
  - l. Current Customer Base – Family, friends, neighbors, community farmstands, store or small grocery store
  
2. Physical Resource Base: The suitability and productivity of the farmland for its intended agricultural use, the physical condition of buildings and equipment, and other assets needed to maintain and increase productivity of the farm business.
  - a. Total Acres – 50
  - b. Agricultural Acres – 30
  - c. Silvicultural Acres – 20
  - d. Year first farmed - 2017
  - e. Protected with permanent agricultural conservation easement – No
  - f. Lease additional farmland – Yes, 100 acres
  - g. Percentage of total farmland acreage
    - i. Did not know how to gauge
  - h. Large equipment listed and condition – Listed equipment fair to excellent

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:**202109150

**RFP TITLE:** Maine Farms for the Future Phase 1

**BIDDER NAME:** Roux's Farm LLC

**DATE:** 1/18/2022

**EVALUATOR NAME:** Denice Baron

**EVALUATOR DEPARTMENT:** Dept. of Agriculture, Conservation and Forestry

- i. Buildings and condition – Listed and all are excellent
  
3. Farm Financial Health & Ability to Transform: The ability of the applicant to describe the current financial condition of the Farm Business, including the current debt load relative to earnings, the assets and liabilities, and whether the debt load and access to new assets can be managed with the proposed ideas for change.
  - a. 2019 debt/Income Ratio – Attached taxes, no balance sheet
  - b. 2020 debt/Income Ratio – Attached taxes, no balance sheet
  - c. 2021 Projected Gross Income - \$70k
  - d. Supporting household – No answer
  - e. Financial Reports – At tax time
  - f. Revenue/Expenses Tracking – spreadsheet system, loose notes and receipts
  - g. Describe experience with planning and implementing changes – Very versatile with change, had to shift 100% when we were told we couldn't get a milk market after building a parlor and barn from the ground up and verbal guarantee throughout the extend of it. Raw milk avenue, we solicited, did sampling, advertised and encouraged people to try it.
  - h. What is your perspective on farm debt and debt management – Uncomfortable with debt, but not entirely opposed
  - i. Would you like to maintain or change debt situation – Be bale to separate personal and business expenses and have farm pay for itself.
  
4. Idea(s) for Change: The ability of the applicant to identify and propose ideas that will make fundamental changes on the farm that will improve viability, profitability, and capacity to pay back debt through the present or future cash-flow of the business, while also attempting to make farming the primary source of the applicant's income.
  - a. Long-term vision for farm business – offer mor products to community, expand farm to function on its own, cover own expenses by pasteurizing milk and other dairy products.
  - b. To achieve this vision and make more viable in next 3-years – We need to expand what the business offers, we need to make and create more products with our milk, cheese, ice cream and butter.
  - c. Changes will impact long term, maintainable farm profitability and network by – Larger stores are willing to take on pasteurized products, not raw, building this pasteurizing room is our only change to increase farm profitability.
  - d. Impact quality of life by – Making our dreams come true, want to farm more then anything else, meeting that goal will increase our quality of life.
  
5. Other Conditions: The degree of development pressure on the farm operation, the percentage of the operated farmland that is owned by the applicant, and the potential environmental and community economic development benefits derived from the proposed change.
  - a. Development pressure – high, without the opportunity for change our small farm will have a very hard time surviving.
  - b. Employment Opportunities and/or support regional agricultural infrastructure by – given the opportunity to expand with a pasteurizing, making cheese, butter, other products, require us to hire from the community, up to 3 people.
  - c. Local Community – this expansion will enhance what we can offer to the community with fresh food, COVID is also pushing prices and availability up, enhancement would also benefit availability to the community.
  - d. Protect and improve the farm's natural resources – Benefits the water and soil, water by the yearly required testing, property provides a safe water for habitat is essential, benefit

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:**202109150

**RFP TITLE:** Maine Farms for the Future Phase 1

**BIDDER NAME:** Roux's Farm LLC

**DATE:** 1/18/2022

**EVALUATOR NAME:** Denice Baron

**EVALUATOR DEPARTMENT:** Dept. of Agriculture, Conservation and Forestry

the soil by adding natural compost back into it, compost feeds worms and grows a better grass for the wildlife.

Provided

- Phase 1 Business Planning Grant I – provided and signed
- License/Certs
- 2019 and 2020 tax docs
- RFP Coversheet and Debarment – provided and signed

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

RFP #:202109150

RFP TITLE: Maine Farms for the Future Phase 1

BIDDER NAME: Slow Rise Farm

DATE: 1/19/2022

EVALUATOR NAME: Denice Baron

EVALUATOR DEPARTMENT: Dept. of Agriculture, Conservation and Forestry

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**Individual Evaluator Comments:**

1. Management Capacity: The management capacity of the applicant based upon the number of years farming and other related experience and training; the applicant's decision-making authority over the land and resources; and the applicant's statements of purpose and readiness to apply to the Program.
  - a. Describe your farm and business – Raises and sells organically certified ME wild blueberries, farmland in Pittston and Dresden, fresh and frozen shelf stable dehydrated Maine grown fruit leather
  - b. Location – Pittston and Dresden
  - c. Commercial Operation years – 10+
  - d. Business Type – Proprietorship
  - e. Why will this Phase 1 grant help you – Nothing added here
  - f. Skills needing assistance with – Diversification strategies, explore business partnerships or models, financial management, general planning, production recordkeeping, new product development, perspective of experts
  - g. Skills or assistance valuable to operation – Info on business structure and assigning assets to various portions of the business
  - h. Describe experience in and knowledge of farming – purchased in 2009, lased property to a neighbors organic operation for several years and learned from them, actively participate in MOFGA workshops and seminars and communicate regularly with other growers, began leasing a neighbors berry field in 2020.
  - i. Number of FT employees – 2
  - j. Number of PT employees – 5 during fresh pack season
  - k. Ranking in order – Berries
  - l. Current Customer Base – Family, friends, neighbors, community farmstands store or small grocery, wholesale distributor.
  
2. Physical Resource Base: The suitability and productivity of the farmland for its intended agricultural use, the physical condition of buildings and equipment, and other assets needed to maintain and increase productivity of the farm business.
  - a. Total Acres – 44
  - b. Agricultural Acres – 8
  - c. Silvicultural Acres – 0
  - d. Year first farmed - 2009
  - e. Protected with permanent agricultural conservation easement – No
  - f. Lease additional farmland – Yes, 11 acres
  - g. Percentage of total farmland acreage
    - i. 14.2% Prime farmland
    - ii. .2% farmland of statewide importance

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:**202109150

**RFP TITLE:** Maine Farms for the Future Phase 1

**BIDDER NAME:** Slow Rise Farm

**DATE:** 1/19/2022

**EVALUATOR NAME:** Denice Baron

**EVALUATOR DEPARTMENT:** Dept. of Agriculture, Conservation and Forestry

- iii. 85.7% non farmland soils
  - h. Large equipment listed and condition – tractor and mower both poor
  - i. Buildings and condition –Equipment barn/fresh pack barn good
3. Farm Financial Health & Ability to Transform: The ability of the applicant to describe the current financial condition of the Farm Business, including the current debt load relative to earnings, the assets and liabilities, and whether the debt load and access to new assets can be managed with the proposed ideas for change.
- a. 2019 debt/Income Ratio – 32
  - b. 2020 debt/Income Ratio – 11
  - c. 2021 Projected Gross Income – 9,400
  - d. Supporting household – not currently our sole source of support, Katherine partime off farm, Nathan full time off farm, off farm income necessary to provide our business with the capital
  - e. Financial Reports – At tax time
  - f. Revenue/Expenses Tracking – spreadsheets, pencil, paper and notebooks, loose notes and receipts
  - g. Describe experience with planning and implementing changes – We have completed initial market testing on the value added products that show an incredible potential to increase the farm income from the crops we raise and now must decide how to structure our business moving forward. Change our business accounting process and likely our entire business structure. Connect us with experts who can guide us appropriately.
  - h. What is your perspective on farm debt and debt management – Somewhat comfortable
  - i. Would you like to maintain or change debt situation – Intentionally management debt to ensure that it is sustainable.
4. Idea(s) for Change: The ability of the applicant to identify and propose ideas that will make fundamental changes on the farm that will improve viability, profitability, and capacity to pay back debt through the present or future cash-flow of the business, while also attempting to make farming the primary source of the applicant's income.
- a. Long-term vision for farm business – increase the per acre yield of our blueberry fields, increase the owned acreage in production through responsible organic mgmt. practices, developing and marketing a shelf stable value added product to increase income from our own crops, support to the growers and provide for community.
  - b. To achieve this vision and make more viable in next 3-years – complete construction of a commercial kitchen on our property, establish mature accounting practices, develop a comprehensive and achievable business plan
  - c. Changes will impact long term, maintainable farm profitability and network by – increasing a per per lb value of crops, farm resilience, providing a year round income
  - d. Impact quality of life by – self sufficient, resilient business to support our family and pass on.
5. Other Conditions: The degree of development pressure on the farm operation, the percentage of the operated farmland that is owned by the applicant, and the potential environmental and community economic development benefits derived from the proposed change.
- a. Development pressure – Moderate although several dozen acres of berry fields were developed into housing lots in our neighborhood, residential dev is not aggressive, berry farming to gravel mining in our community is the primary dev pressure



**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:**202109150

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**BIDDER NAME:** Slow Rise Farm

**DATE:** 1/19/2022

**EVALUATOR NAME:** Denice Baron

**EVALUATOR DEPARTMENT:** Dept. of Agriculture, Conservation and Forestry

- b. Employment Opportunities and/or support regional agricultural infrastructure by – increase in production, hiring of production staff, value added product supports fruit growers throughout Maine, online sales has been an exponential impact to other local farms
- c. Local Community – long term vision, provide health food for the community, provide our own agricultural products, as well as other resources to community hunger relief programs, expand it to work with local schools and other community supported orgs.
- d. Protect and improve the farm's natural resources – continue to manager fields using certified organic methods and support other organic farms by buying their fruit.

Provided

- Phase 1 Business Planning Grant I – provided
- Certs provided
- RFP Coversheet and Debarment – provided

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:**202109150

**RFP TITLE:** Maine Farms for the Future Phase 1

**BIDDER NAME:** SweetLand Farm

**DATE:** 1/18/2022

**EVALUATOR NAME:** Denice Baron

**EVALUATOR DEPARTMENT:** Dept. of Agriculture, Conservation and Forestry

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**Individual Evaluator Comments:**

1. Management Capacity: The management capacity of the applicant based upon the number of years farming and other related experience and training; the applicant's decision-making authority over the land and resources; and the applicant's statements of purpose and readiness to apply to the Program.
  - a. Describe your farm and business -
  - b. Location - Albion
  - c. Commercial Operation years – 4
  - d. Business Type –
  - e. Why will this Phase 1 grant help you –
  - f. Skills needing assistance with –
  - g. Skills or assistance valuable to operation –
  - h. Describe experience in and knowledge of farming –
  - i. Number of FT employees –
  - j. Number of PT employees -
  - k. Ranking in order – Dairy cows milk, beef, maple syrup
  - l. Current Customer Base – Family, friends, neighbors, community, large contract based customers or processors
  
2. Physical Resource Base: The suitability and productivity of the farmland for its intended agricultural use, the physical condition of buildings and equipment, and other assets needed to maintain and increase productivity of the farm business.
  - a. Total Acres – 12
  - b. Agricultural Acres – 12
  - c. Silvicultural Acres – 16
  - d. Year first farmed - 2017
  - e. Protected with permanent agricultural conservation easement – No
  - f. Lease additional farmland – Yes, 84 acres
  - g. Percentage of total farmland acreage
    - i. 100% prime farmland
    - ii. 75% farmland of statewide importance
    - iii. 25% farmland of locally important
  - h. Large equipment listed and condition – Provided large list poor to excellent condition
  - i. Buildings and condition – provided list of poor, good and unfinished
  
3. Farm Financial Health & Ability to Transform: The ability of the applicant to describe the current financial condition of the Farm Business, including the current debt load relative to earnings, the assets and liabilities, and whether the debt load and access to new assets can be managed with the proposed ideas for change.

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:**202109150

**RFP TITLE:** Maine Farms for the Future Phase 1

**BIDDER NAME:** SweetLand Farm

**DATE:** 1/18/2022

**EVALUATOR NAME:** Denice Baron

**EVALUATOR DEPARTMENT:** Dept. of Agriculture, Conservation and Forestry

- a. 2019 debt/Income Ratio –
  - b. 2020 debt/Income Ratio –
  - c. 2021 Projected Gross Income -
  - d. Supporting household –
  - e. Financial Reports – At tax time
  - f. Revenue/Expenses Tracking – quickbooks or other software, loose notes and receipts
  - g. Describe experience with planning and implementing changes –
  - h. What is your perspective on farm debt and debt management –
  - i. Would you like to maintain or change debt situation –
4. Idea(s) for Change: The ability of the applicant to identify and propose ideas that will make fundamental changes on the farm that will improve viability, profitability, and capacity to pay back debt through the present or future cash-flow of the business, while also attempting to make farming the primary source of the applicant's income.
- a. Long-term vision for farm business – We are a 1<sup>st</sup> generation struggling dairy farm. Had a homestead with a few dairy cows since 2010 but didn't buy our farm and begin shipping milk to organic valley until 2017. 3 or 4 children 14-20 yrs old would like to work on farm. Currently we are not in the position to hire them, have ideas for additional income, a poultry processing facility, we have raised broilers for years and done our own processing, would like to with time and education do our finances monthly.
  - b. To achieve this vision and make more viable in next 3-years –
  - c. Changes will impact long term, maintainable farm profitability and network by –
  - d. Impact quality of life by –
5. Other Conditions: The degree of development pressure on the farm operation, the percentage of the operated farmland that is owned by the applicant, and the potential environmental and community economic development benefits derived from the proposed change.
- a. Development pressure – Struggling dairy farm with the current milk prices I don't see the adding more cows is the answer. More cows means more income but more needed feed. Discussed raising and processing broilers commercial, something we are already quite versed in on the homestead level. Having this facility would allow some of our children to stay on the farm as least seasonally. Benefit us on a personal level, would be a source for local food, for those interested in raising their own broilers we could provide the processing service. To my knowledge there are none in the Waterville/Winslow area. We bought a warn out farm that is in dire need of fertilization, we do not produce enough manure with our 70 head of cattle to dress all the fields, raising broilers on pasture would much needed nitrogen to the soil, building soil health, benefit of selling the feathered manure spreaders. Need to know how to financials are on a regular basis.
  - b. Employment Opportunities and/or support regional agricultural infrastructure by –
  - c. Local Community –
  - d. Protect and improve the farm's natural resources –

Provided

- Phase 1 Business Planning Grant I – provided
- RFP Coversheet and Debarment – provided

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

RFP #:202109150

RFP TITLE: Maine Farms for the Future Phase 1

BIDDER NAME: Tender Soles Farm LLC

DATE: 1/19/2022

EVALUATOR NAME: Denice Baron

EVALUATOR DEPARTMENT: Dept. of Agriculture, Conservation and Forestry

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**Individual Evaluator Comments:**

1. Management Capacity: The management capacity of the applicant based upon the number of years farming and other related experience and training; the applicant's decision-making authority over the land and resources; and the applicant's statements of purpose and readiness to apply to the Program.
  - a. Describe your farm and business – MOFGA certified organic horse powered farm, summer and winter box CSA share, pickups in Richmond. Deliveries in Topsham and Bath, farmstand open Apr-Dec, stocked with organic produce, kimchi, seedlings and flower bouquets, local eggs, fruit, mushrooms, soap, organic dairy, dried flower and balsam wreaths, attend yarmouth and Bowdoin farmers markets, accept SNAP, WIC and offer senior farm shares, online store for pickup or any of our delivery market locations
  - b. Location - Richmond
  - c. Commercial Operation years – 9
  - d. Business Type – Vegetable and flower farm
  - e. Why will this Phase 1 grant help you – help us with long term business plan for phase of growth and reinvestment into infrastructure, developed a good base of customers with farm stand, growing our gross sales at least 13% every year we've been in business. Help from Jed Beach of farm smart maine, able to develop key financial decision making tools, yearly planning for labor, projects and most important income. Pay ourselves regularly for last 2yrs, current strategy is developing the process for infrastructure needed to create and sell more value added products. Phase 1 will expand our farm stand adding lactofermented foods beyond the kimchi, dried flower bouquets, gallic garlands and wreaths.
  - f. Skills needing assistance with – diversification, energy use, financial mgmt., labor hiring and mgmt., marketing research for new markets, new/improved production methods, production mgmt., new product development, perspective of experts
  - g. Skills or assistance valuable to operation – Consultation on designing a commercial kitchen for lactofermented veg products
  - h. Describe experience in and knowledge of farming – both have been farming for 9 years as business partners. Both have done 2 MOFGA apprenticeships which have given us a solid foundation in diversified, horse powered vegetable and flower farming as well as in basic livestock care and knowledge. Also gone through the MOFGA journey person program and Maine farm resilience program, attended the farmer to farm conference every year for the last 10years.
  - i. Number of FT employees – 1
  - j. Number of PT employees - 2
  - k. Ranking in order – Vegetables, cut flowers, fermented vegetables, herbs, potatoes, apples, hay

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:**202109150

**RFP TITLE:** Maine Farms for the Future Phase 1

**BIDDER NAME:** Tender Soles Farm LLC

**DATE:** 1/19/2022

**EVALUATOR NAME:** Denice Baron

**EVALUATOR DEPARTMENT:** Dept. of Agriculture, Conservation and Forestry

- I. Current Customer Base – Family, friends, neighbors, community statewide, farmer's markets, CSAs, farmstands, stores or small grocery
  
2. Physical Resource Base: The suitability and productivity of the farmland for its intended agricultural use, the physical condition of buildings and equipment, and other assets needed to maintain and increase productivity of the farm business.
  - a. Total Acres – 45
  - b. Agricultural Acres – 15
  - c. Silvicultural Acres – 30
  - d. Year first farmed - 2015
  - e. Protected with permanent agricultural conservation easement – No
  - f. Lease additional farmland – Yes, 20 acers
  - g. Percentage of total farmland acreage
    - i. 90% farm of locally importance
    - ii. 10% non farmland soils
  - h. Large equipment listed and condition – listed many poor to excellent
  - i. Buildings and condition – listed many fair to excellent
  
3. Farm Financial Health & Ability to Transform: The ability of the applicant to describe the current financial condition of the Farm Business, including the current debt load relative to earnings, the assets and liabilities, and whether the debt load and access to new assets can be managed with the proposed ideas for change.
  - a. 2019 debt/Income Ratio – nothing listed
  - b. 2020 debt/Income Ratio –  $\$2000/\$29,000 = 7\%$
  - c. 2021 Projected Gross Income -  $\$1,329/\$65 = 22\%$
  - d. Supporting household – currently paying ourselves about 25% of our yearly income
  - e. Financial Reports – Monthly
  - f. Revenue/Expenses Tracking – quickbooks or other online software, other software, spreadsheets, hired accountant
  - g. Describe experience with planning and implementing changes – Pretty comfortable planning and implementing changes in our business, developed a crop profitability plan to project farm profitability 5 years out, improving our quickbooks record keeping systems has help us confidently plan and implement several infrastructure improvements this year (a walk in cooler, new wash/pack shed, apprentice cabin) taking on an apprentice and 2 part time workers, doing a second farmers mkt, developing a loctofermented kimchi line, paying ourselves at least a part o four needed income from the farm, growing the overall bottom line of farm. Feel more comfortable making bid decisions and moving forward. Yearly farm assessment done in winter
  - h. What is your perspective on farm debt and debt management – somewhat comfortable
  - i. Would you like to maintain or change debt situation – would like to maintain our dept situation, only a few personal loans, will to take on some additional debt to improve efficiencies for processing kimchi and improve farm stand.
  
4. Idea(s) for Change: The ability of the applicant to identify and propose ideas that will make fundamental changes on the farm that will improve viability, profitability, and capacity to pay back debt through the present or future cash-flow of the business, while also attempting to make farming the primary source of the applicant's income.

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:**202109150

**RFP TITLE:** Maine Farms for the Future Phase 1

**BIDDER NAME:** Tender Soles Farm LLC

**DATE:** 1/19/2022

**EVALUATOR NAME:** Denice Baron

**EVALUATOR DEPARTMENT:** Dept. of Agriculture, Conservation and Forestry

- a. Long-term vision for farm business – better service local food needs and accessibility while increasing our farm and personal income. Seen a large increase in the demand for local food, more inquiries into whether our farm stand will remain open during winter, main mission is to keep sales within a 50-mile radius year round, uninsulated farm stand structure in need of renovation to increase food access, cleanliness, protect products from weather and temperature, and overall efficiency and flow of products in and out of the stand. Open year round instead of Apr-Dec. Having someone to staff the farm stand at least a few days per week, food access to customers who use WIC checks and EBT. Part of the long term vision is to continue to increase efficiency in our farm processes by improving several processes with infrastructure improvements, 3 main areas, enhancing a new wash/pack station, creating a flower drying and storage area, and creating a commercial processing kitchen for making and storing lactofermented veg. products (we currently rent commercial kitchen space). Our wash/pack station has vastly improved the most expensive and labor intensive part of veg. farming. Increase in demand for both fresh and dried flower bouquets. Selling lactofermented veg products, fulfills our goals of providing local produce year round and creating a diverse revenue stream. Started selling first batch of commercial kimchi mid Oct 2021 and its already nearly sold out. Unique products have received a huge positive. Commercial kitchen rental is the biggest expense in our kimchi.
  - b. To achieve this vision and make more viable in next 3-years – improve our farm stand, replacing the sheathing, reroofing, insulation, new display fridge and freezer, larger check out area and display area, pest proofing, parking, heat source, window and door upgrades, restoring the sagging floor, farming and sheathing, installing interior wall sheathing and ceiling. Staff the farm stand at least 3 days a week. Build a commercial kitchen and fermentation room. Continue to make design and layout improvements to wash/pack station.
  - c. Changes will impact long term, maintainable farm profitability and network by – keep farm stand open year around, further expanding our customer base. Provide better customer service allow for more valuable products to be sold and diversify the ways people can pay. Will also make local, organic, fresh product more easily available to people with limited income. Participate in WIC, EBT, maine senior farm shares, maine harvest bucks. Commercial kitchen on farm will also expand to make and sell value added goods with on farm produce, reduce farm waste, currently rent a commercial kitchen in Brunswick adding 15-20% cost of production. We project to be able to recover the costs of investing in an on farm commercial kitchen in 2-3 years.
  - d. Impact quality of life by – increase our on farm income over the long term, not having to work off farm for income, currently off farm income for about 75% of our personal income causing stress between labor needs, currently putting off farm infrastructure improvements because of time limitations.
5. Other Conditions: The degree of development pressure on the farm operation, the percentage of the operated farmland that is owned by the applicant, and the potential environmental and community economic development benefits derived from the proposed change.
- a. Development pressure – moderate, significant amount of residential and commercial development happening in Richmond
  - b. Employment Opportunities and/or support regional agricultural infrastructure by – creating a full time position on the farm to maintain the farm stand, opportunity for at least part time employment through the winter, commercial kitchen will also create opportunities for other local food processors to potentially rent the kitchen space to create their own products.

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:**202109150

**RFP TITLE:** Maine Farms for the Future Phase 1

**BIDDER NAME:** Tender Soles Farm LLC

**DATE:** 1/19/2022

**EVALUATOR NAME:** Denice Baron

**EVALUATOR DEPARTMENT:** Dept. of Agriculture, Conservation and Forestry

- c. Local Community – creating year round presence for local food and keeping someone employed year round, increasing sales at the farm stand will increase the production we buy from local community increasing everyone's income. Skill and craftsmanship that goes into horse powered farming will be important moving forward.
- d. Protect and improve the farm's natural resources – reducing peoples need to look further for their fresh produce and farm products. Streamlining washing and packing, use less water and soil resources reducing waster, minimize ecosystem damage, recycle water and reduce soil loss.

Provided

- Phase 1 Business Planning Grant I – provided
- RFP Coversheet and Debarment – provided

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

RFP #:202109150  
RFP TITLE: Maine Farms for the Future Phase 1  
BIDDER NAME: Berry Fruit Farm  
DATE: 1/14/2022  
EVALUATOR NAME: Mark Hedrich  
EVALUATOR DEPARTMENT: DACF – Animal Health

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**Individual Evaluator Comments:**

1. Management Capacity: The management capacity of the applicant based upon the number of years farming and other related experience and training; the applicant's decision-making authority over the land and resources; and the applicant's statements of purpose and readiness to apply to the Program.  
4<sup>th</sup> generation farm, 20 years of experience. Need new vision to move forward. Heavy on PYO – nice website. 9 FTE, 11 PT.
2. Physical Resource Base: The suitability and productivity of the farmland for its intended agricultural use, the physical condition of buildings and equipment, and other assets needed to maintain and increase productivity of the farm business.  
Has retail shop, most equipment ok – buildings in need of some work. Has more demand than product – berries, baked goods, lunches, canned goods. 60A, 40A in production.
3. Farm Financial Health & Ability to Transform: The ability of the applicant to describe the current financial condition of the Farm Business, including the current debt load relative to earnings, the assets and liabilities, and whether the debt load and access to new assets can be managed with the proposed ideas for change.  
69% D:I. \$700k gross, owes FSA 40k, assets 532k. Fluent in QB, most equipment good.
4. Idea(s) for Change: The ability of the applicant to identify and propose ideas that will make fundamental changes on the farm that will improve viability, profitability, and capacity to pay back debt through the present or future cash-flow of the business, while also attempting to make farming the primary source of the applicant's income.  
Needs to better track labor, expenses, etc. Need more time for management by getting owners out of the field. Need to ID most profitable crops and pursue those.
5. Other Conditions: The degree of development pressure on the farm operation, the percentage of the operated farmland that is owned by the applicant, and the potential environmental and community economic development benefits derived from the proposed change.  
75% prime, 20% SW import. Plan should keep land in ag.



**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

RFP #:202109150

RFP TITLE: Maine Farms for the Future Phase 1

BIDDER NAME: Brodis Blueberries

DATE: 1/14/2022

EVALUATOR NAME: Mark Hedrich

EVALUATOR DEPARTMENT: DACF – Animal Health

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**Individual Evaluator Comments:**

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7<sup>th</sup> generation family farm. 10 years with current operators. 1 FTE, 20+ PT. Need to diversify sales from wholesale to more retail + value added.

2. Physical Resource Base: The suitability and productivity of the farmland for its intended agricultural use, the physical condition of buildings and equipment, and other assets needed to maintain and increase productivity of the farm business.

170 acres of blueberries. Most equipment good – but undercapitalized.

3. Farm Financial Health & Ability to Transform: The ability of the applicant to describe the current financial condition of the Farm Business, including the current debt load relative to earnings, the assets and liabilities, and whether the debt load and access to new assets can be managed with the proposed ideas for change.

No debt. Equipment in good shape and new fresh pack. Gross income has promise.

4. Idea(s) for Change: The ability of the applicant to identify and propose ideas that will make fundamental changes on the farm that will improve viability, profitability, and capacity to pay back debt through the present or future cash-flow of the business, while also attempting to make farming the primary source of the applicant's income.

Diversifying wholesale market. Working with other farms to consolidate sales, have to get more equipment in house to decrease expenses and reliance on contractors.

5. Other Conditions: The degree of development pressure on the farm operation, the percentage of the operated farmland that is owned by the applicant, and the potential environmental and community economic development benefits derived from the proposed change.

High development pressure in the area. Shallow to bedrock but want to preserve the farm for suitable products.

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

RFP #:202109150  
RFP TITLE: Maine Farms for the Future Phase 1  
BIDDER NAME: Circle B Farms  
DATE: 1/14/2022  
EVALUATOR NAME: Mark Hedrich  
EVALUATOR DEPARTMENT: DACF – Animal Health

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**Individual Evaluator Comments:**

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4<sup>th</sup> generation. Doing this on this land for 2 years. 2300 AC of broccoli on home farm. Mostly frozen. Working with Harvesting Good in Yarmouth. Plenty of training in HACCP, GAP, FSMA, OSHA. 4 FTE, 20 PT.

2. Physical Resource Base: The suitability and productivity of the farmland for its intended agricultural use, the physical condition of buildings and equipment, and other assets needed to maintain and increase productivity of the farm business.

60A owned, 80 leased. Most equipment adaptable and good condition. Working with consultant on water access + quality, business devt. strategies.

3. Farm Financial Health & Ability to Transform: The ability of the applicant to describe the current financial condition of the Farm Business, including the current debt load relative to earnings, the assets and liabilities, and whether the debt load and access to new assets can be managed with the proposed ideas for change.

Has diversified markets. Debt ratio? Extensive P&L sheet but no balance sheet. Needs more infrastructure + equipment improvements. Has large, diversified mark opportunities.

4. Idea(s) for Change: The ability of the applicant to identify and propose ideas that will make fundamental changes on the farm that will improve viability, profitability, and capacity to pay back debt through the present or future cash-flow of the business, while also attempting to make farming the primary source of the applicant's income.

Wants outside expertise + guidance. Diversification strategies, financial mgmt support. Purchased 2021, huge opportunity for sales growth – especially broccoli. Planning to see major broccoli growth in 3 years. Will increase labor pool to ~ 60 PT.

5. Other Conditions: The degree of development pressure on the farm operation, the percentage of the operated farmland that is owned by the applicant, and the potential environmental and community economic development benefits derived from the proposed change.

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:**202109150

**RFP TITLE:** Maine Farms for the Future Phase 1

**BIDDER NAME:** Circle B Farms

**DATE:** 1/14/2022

**EVALUATOR NAME:** Mark Hedrich

**EVALUATOR DEPARTMENT:** DACF – Animal Health

Moderate development pressure, COVID has brought new pressure to Aroostook. Continued farming will minimize conversation threats.

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

RFP #:202109150  
RFP TITLE: Maine Farms for the Future Phase 1  
BIDDER NAME: Cornish Cider Company  
DATE: 1/14/2022  
EVALUATOR NAME: Mark Hedrich  
EVALUATOR DEPARTMENT: DACF – Animal Health

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**Individual Evaluator Comments:**

1. Management Capacity: The management capacity of the applicant based upon the number of years farming and other related experience and training; the applicant's decision-making authority over the land and resources; and the applicant's statements of purpose and readiness to apply to the Program.

20 A. Young orchard. 7a in production 5 years. 3 years experience in Standish orchard. Has guidance from MOFGA and other courses. 0 FTE, 2 FT owners.

2. Physical Resource Base: The suitability and productivity of the farmland for its intended agricultural use, the physical condition of buildings and equipment, and other assets needed to maintain and increase productivity of the farm business.

Equipment mostly ok, but needs more. Land in family > 100 years. Need more own apples, but developing varieties in house.

3. Farm Financial Health & Ability to Transform: The ability of the applicant to describe the current financial condition of the Farm Business, including the current debt load relative to earnings, the assets and liabilities, and whether the debt load and access to new assets can be managed with the proposed ideas for change.

Project grosses 16k. Lost wholesale markets with Covid. D:!? Net loss in 2019, 2020. Needs accountant or bookkeeping support. Moved to online/curbside with some success.

4. Idea(s) for Change: The ability of the applicant to identify and propose ideas that will make fundamental changes on the farm that will improve viability, profitability, and capacity to pay back debt through the present or future cash-flow of the business, while also attempting to make farming the primary source of the applicant's income.

On highly visible road, needs financial guidance and more equipment to expand. Needs cold storage, barn, retail area, maybe too limited of a vision for full time enterprise at this stage.

5. Other Conditions: The degree of development pressure on the farm operation, the percentage of the operated farmland that is owned by the applicant, and the potential environmental and community economic development benefits derived from the proposed change.

Good soils, 80% SW Import. Significant devt. pressure in Cornish area.

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

RFP #:202109150  
RFP TITLE: Maine Farms for the Future Phase 1  
BIDDER NAME: DogPatch LLC  
DATE: 1/14/22  
EVALUATOR NAME: Mark Hedrich  
EVALUATOR DEPARTMENT: DACF – Animal Health

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**Individual Evaluator Comments:**

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9 years of experience. Self taught farmer. Has NMP. Pigs, primarily, vegetables, fruits, chickens, turkeys, eggs. Farmers Markets, has high-end restaurants across W.E. Had to change marketing tactics in COVID with restaurants closing.

2. Physical Resource Base: The suitability and productivity of the farmland for its intended agricultural use, the physical condition of buildings and equipment, and other assets needed to maintain and increase productivity of the farm business.

25 acres in production, poor soils n woods. New manure storage, barn, GH, etc – good conditions. 74 acres owned.

3. Farm Financial Health & Ability to Transform: The ability of the applicant to describe the current financial condition of the Farm Business, including the current debt load relative to earnings, the assets and liabilities, and whether the debt load and access to new assets can be managed with the proposed ideas for change.

195/226k – 122k gross 2020. 130k gross predicted 2021.  
Needs commercial kitchen + associated stuff (net -17k)

4. Idea(s) for Change: The ability of the applicant to identify and propose ideas that will make fundamental changes on the farm that will improve viability, profitability, and capacity to pay back debt through the present or future cash-flow of the business, while also attempting to make farming the primary source of the applicant's income.

Needs on-farm cold storage + more efficient farmstand near road. Needs solar to cut costs. Has high processing costs + wants to increase efficiency in house. Wants changes to online ordering + curbside pickup system. Bring in more items to sell.

5. Other Conditions: The degree of development pressure on the farm operation, the percentage of the operated farmland that is owned by the applicant, and the potential environmental and community economic development benefits derived from the proposed change.

Some turnbridge soils, mostly Tulrbridge/Lyman complex. Some sand.

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

RFP #:202109150

RFP TITLE: Maine Farms for the Future Phase 1

BIDDER NAME: Fisher Farm

DATE: 1/14/2022

EVALUATOR NAME: Mark Hedrich

EVALUATOR DEPARTMENT: DACF – Animal Health

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**Individual Evaluator Comments:**

1. Management Capacity: The management capacity of the applicant based upon the number of years farming and other related experience and training; the applicant's decision-making authority over the land and resources; and the applicant's statements of purpose and readiness to apply to the Program.

Farming 20 years, organic vegetables, farmers market. BS Sustainable Ag 1999 UMO. Apprenticed on other farms. 2 FTE, 4 PT, 25 years related experience.

2. Physical Resource Base: The suitability and productivity of the farmland for its intended agricultural use, the physical condition of buildings and equipment, and other assets needed to maintain and increase productivity of the farm business.

20 acres – vegetables, berries, eggs, cut flowers, doing farmers markets, farm shares, farmstand. Most equipment is good or adequate – has high tunnels, greenhouse, significant CSA.

3. Farm Financial Health & Ability to Transform: The ability of the applicant to describe the current financial condition of the Farm Business, including the current debt load relative to earnings, the assets and liabilities, and whether the debt load and access to new assets can be managed with the proposed ideas for change.

No debt. Gross 140k. Equity is there. Needs infrastructure improvements and consolidated ownership of assets.

4. Idea(s) for Change: The ability of the applicant to identify and propose ideas that will make fundamental changes on the farm that will improve viability, profitability, and capacity to pay back debt through the present or future cash-flow of the business, while also attempting to make farming the primary source of the applicant's income.

Shift in family dynamics necessitates changes. Needs to increase energy efficiencies. Proposed changes make sense and likely are viable changes to increase efficiency of the operation.

5. Other Conditions: The degree of development pressure on the farm operation, the percentage of the operated farmland that is owned by the applicant, and the potential environmental and community economic development benefits derived from the proposed change.

100% SW Important soils. Certified MOFGA.

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

RFP #:202109150  
RFP TITLE: Maine Farms for the Future Phase 1  
BIDDER NAME: Hall Brook Farm  
DATE: 1/15/2022  
EVALUATOR NAME: Mark Hedrich  
EVALUATOR DEPARTMENT: DACF – Animal Health

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**Individual Evaluator Comments:**

1. Management Capacity: The management capacity of the applicant based upon the number of years farming and other related experience and training; the applicant's decision-making authority over the land and resources; and the applicant's statements of purpose and readiness to apply to the Program.

Vegetable farm for years, since 2006. Full time owner/operators. 40 acres in production, 5 FTE, 6 PT. Own 100 acres. MOFGA experience.

2. Physical Resource Base: The suitability and productivity of the farmland for its intended agricultural use, the physical condition of buildings and equipment, and other assets needed to maintain and increase productivity of the farm business.

100% farmland of SW significance. Building new packing house, 5 high tunnels, needs a large cooler.

3. Farm Financial Health & Ability to Transform: The ability of the applicant to describe the current financial condition of the Farm Business, including the current debt load relative to earnings, the assets and liabilities, and whether the debt load and access to new assets can be managed with the proposed ideas for change.

Grossing \$400k. Wants to refinance conventionally. Has mostly food + adequate equipment. Participating in planning/educational workshops. Wants to close out smaller loans but not many financials provided.

4. Idea(s) for Change: The ability of the applicant to identify and propose ideas that will make fundamental changes on the farm that will improve viability, profitability, and capacity to pay back debt through the present or future cash-flow of the business, while also attempting to make farming the primary source of the applicant's income.

Have had several business plans. Want to expand to most profitable crops – wants to hire more employees to increase efficiency of operation. Wants to sell more into the winter for better cash flow.

5. Other Conditions: The degree of development pressure on the farm operation, the percentage of the operated farmland that is owned by the applicant, and the potential environmental and community economic development benefits derived from the proposed change.

Moderate to low. Profitable farm will keep the land in ag and provide more employment opportunities – better farmland protection in that way.

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

RFP #:202109150  
RFP TITLE: Maine Farms for the Future Phase 1  
BIDDER NAME: Little Ridge Farm  
DATE: 1/15/2022  
EVALUATOR NAME: Mark Hedrich  
EVALUATOR DEPARTMENT: DACF – Animal Health

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**Individual Evaluator Comments:**

1. Management Capacity: The management capacity of the applicant based upon the number of years farming and other related experience and training; the applicant's decision-making authority over the land and resources; and the applicant's statements of purpose and readiness to apply to the Program.

Started in 2007, 14 years of mgmt experience. MOFGA vegetables, pastured beef, pork, turkey, wholesale + retail to restaurants, stores, GSFB, CSA, PYO. Farming >20 years. 150 CSA members, visited other farms/countries as research. 1 FTE, 4 PT. 7 A in production.

2. Physical Resource Base: The suitability and productivity of the farmland for its intended agricultural use, the physical condition of buildings and equipment, and other assets needed to maintain and increase productivity of the farm business.

On FSA Board, teaches classes. 7A in production, 31 total. Buildings good, equipment is fair.

3. Farm Financial Health & Ability to Transform: The ability of the applicant to describe the current financial condition of the Farm Business, including the current debt load relative to earnings, the assets and liabilities, and whether the debt load and access to new assets can be managed with the proposed ideas for change.

\$210k projected gross. Farm supporting 58%. QB – has accountant. 2019 equity +. 2020 liabilities 16k, assets 97k. Net = 26k

4. Idea(s) for Change: The ability of the applicant to identify and propose ideas that will make fundamental changes on the farm that will improve viability, profitability, and capacity to pay back debt through the present or future cash-flow of the business, while also attempting to make farming the primary source of the applicant's income.

Evaluating building a multifunctional barn, consulting partnerships, evaluating feasibility of expanding. Needed efficiencies in storage. Online ordering system. Could increase winter sales + online, increase wholesale with diversification. Minimize labor inefficiencies. Create community space + community building.

5. Other Conditions: The degree of development pressure on the farm operation, the percentage of the operated farmland that is owned by the applicant, and the potential environmental and community economic development benefits derived from the proposed change.



**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:**202109150

**RFP TITLE:** Maine Farms for the Future Phase 1

**BIDDER NAME:** Little Ridge Farm

**DATE:** 1/15/2022

**EVALUATOR NAME:** Mark Hedrich

**EVALUATOR DEPARTMENT:** DACF – Animal Health

Moderate pressure. 15% SW Importance, some locally important. Solar/passive energy environmental benefits.

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

RFP #:202109150  
RFP TITLE: Maine Farms for the Future Phase 1  
BIDDER NAME: Morrison Hill Orchard  
DATE: 1/16/2022  
EVALUATOR NAME: Mark Hedrich  
EVALUATOR DEPARTMENT: DACF – Animal Health

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**Individual Evaluator Comments:**

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10+ years current operation, 40+ years in family. 400 trees. Developed PYO – planted new trees this year. Expanding into fresh and hard cider, pizza, etc. Members of relevant associations demonstrates educational resources.

2. Physical Resource Base: The suitability and productivity of the farmland for its intended agricultural use, the physical condition of buildings and equipment, and other assets needed to maintain and increase productivity of the farm business.

Uses wood from property for pizza ovens, acreage suitable to expand orchard. Equipment in good condition. Has markets set up already.

3. Farm Financial Health & Ability to Transform: The ability of the applicant to describe the current financial condition of the Farm Business, including the current debt load relative to earnings, the assets and liabilities, and whether the debt load and access to new assets can be managed with the proposed ideas for change.

Equipment/existing buildings good. 2021 projected gross \$32k – no debt. Farm supports itself but owners have off farm income. Add 12% to income including cider. 2020 Net \$1330, 2019 \$6k loss.

4. Idea(s) for Change: The ability of the applicant to identify and propose ideas that will make fundamental changes on the farm that will improve viability, profitability, and capacity to pay back debt through the present or future cash-flow of the business, while also attempting to make farming the primary source of the applicant's income.

Expand orchard – wants to get to full-time operation. Going from 5-10 acres up to 10-20.

Expand cidery business

Build agritourism opportunities, events

Really needs cold storage support, can improve cider output and seasonal PYO with expansions.

5. Other Conditions: The degree of development pressure on the farm operation, the percentage of the operated farmland that is owned by the applicant, and the potential environmental and community economic development benefits derived from the proposed change.

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:**202109150

**RFP TITLE:** Maine Farms for the Future Phase 1

**BIDDER NAME:** Morrison Hill Orchard

**DATE:** 1/16/2022

**EVALUATOR NAME:** Mark Hedrich

**EVALUATOR DEPARTMENT:** DACF – Animal Health

Moderate due to low availability of housing in the area. Close to town. Wedding venue will generate business for the area. Community usage of the property w/ skiing. One of only a few orchards in the area.

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

RFP #:202109150

RFP TITLE: Maine Farms for the Future Phase 1

BIDDER NAME: New Beat Farm

DATE: 1/15/2022

EVALUATOR NAME: Mark Hedrich

EVALUATOR DEPARTMENT: DACF – Animal Health

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**Individual Evaluator Comments:**

1. Management Capacity: The management capacity of the applicant based upon the number of years farming and other related experience and training; the applicant's decision-making authority over the land and resources; and the applicant's statements of purpose and readiness to apply to the Program.

14 years, 94 acres, 52 woods. Selling at Belfast Farmers Market, Daybreak, restaurants + others. Previously on MOFGA board. Built floral business, dairy understanding.

2. Physical Resource Base: The suitability and productivity of the farmland for its intended agricultural use, the physical condition of buildings and equipment, and other assets needed to maintain and increase productivity of the farm business.

3 FTE, April – Nov + owners. 2 PT – June – Sept. Veg, flowers, hay, equine – good/excellent w/ 40 acres in production. Barns in fair to good condition.

Has commercial kitchen, coolers, tunnels + GH.

3. Farm Financial Health & Ability to Transform: The ability of the applicant to describe the current financial condition of the Farm Business, including the current debt load relative to earnings, the assets and liabilities, and whether the debt load and access to new assets can be managed with the proposed ideas for change.

Diverse markets: farmers market, CSA, wholesale. DTI 3% in 2020. 2021 Gross 112k. Need more infrastructure for scale. Paying off CC debt – 276k liabilities to 326k assets. Draft horses on farm. Strong foundation.

4. Idea(s) for Change: The ability of the applicant to identify and propose ideas that will make fundamental changes on the farm that will improve viability, profitability, and capacity to pay back debt through the present or future cash-flow of the business, while also attempting to make farming the primary source of the applicant's income.

Need professional guidance to move ahead, develop more financial stability. Infrastructure improvements, value added, storage and processing, farm stand etc. CSA not working out – Other growers contributed to Daybreak growing into significant sales outlet. Know how to change fast.

New wash station and certified kitchen.

Have stable, diversified markets – maybe labor housing, double production in 3 years.

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:**202109150

**RFP TITLE:** Maine Farms for the Future Phase 1

**BIDDER NAME:** New Beat Farm

**DATE:** 1/15/2022

**EVALUATOR NAME:** Mark Hedrich

**EVALUATOR DEPARTMENT:** DACF – Animal Health

5. Other Conditions: The degree of development pressure on the farm operation, the percentage of the operated farmland that is owned by the applicant, and the potential environmental and community economic development benefits derived from the proposed change.

34% prime, 17% SW importance. 47% non-farm soils. Started no-till raised beds. Good project w// lots of potential.

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

RFP #:202109150  
RFP TITLE: Maine Farms for the Future Phase 1  
BIDDER NAME: Oakfarm Inc  
DATE: 1/14/2022  
EVALUATOR NAME: Mark Hedrich  
EVALUATOR DEPARTMENT: DACF – Animal Health

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**Individual Evaluator Comments:**

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First farmed here in 1990? Unclear about when active management started. 10+ years pastured beef + lamb. 25+ years in family, wants to go to retail. Needs new market assessment and assistance, diversification info, production efficiencies. Good safety skills + support.

2. Physical Resource Base: The suitability and productivity of the farmland for its intended agricultural use, the physical condition of buildings and equipment, and other assets needed to maintain and increase productivity of the farm business.

1 FTE – 1 PT. Equipment in good shape, buildings fair to good. Not relying on farm for income – though Employee/ farm manager does. Public water supply on farm, large tract of land for location.

3. Farm Financial Health & Ability to Transform: The ability of the applicant to describe the current financial condition of the Farm Business, including the current debt load relative to earnings, the assets and liabilities, and whether the debt load and access to new assets can be managed with the proposed ideas for change.

Beef, hay, sheep.. Gross 34k – D:I 1:4. Wholesale didn't work – cow/calf not best scenario. 24k loss? Financial info spotty, need more info.

4. Idea(s) for Change: The ability of the applicant to identify and propose ideas that will make fundamental changes on the farm that will improve viability, profitability, and capacity to pay back debt through the present or future cash-flow of the business, while also attempting to make farming the primary source of the applicant's income.

Have website to sell boxed beef + lamb, dog treats, wool products. Needss to upgrade livestock facilities, fencing, watering, manure handling, hay storage – changes will decrease labor cost, enhance efficiencies + reduce need for off farm income. Appears that owners not personally investing management resources or drawing from the operation for themselves – mostly interested in making a job for the employee?

5. Other Conditions: The degree of development pressure on the farm operation, the percentage of the operated farmland that is owned by the applicant, and the potential environmental and community economic development benefits derived from the proposed change.

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:**202109150

**RFP TITLE:** Maine Farms for the Future Phase 1

**BIDDER NAME:** Oakfarm Inc

**DATE:** 1/14/2022

**EVALUATOR NAME:** Mark Hedrich

**EVALUATOR DEPARTMENT:** DACF – Animal Health

Moderate pressure – may change. Large land base in area. Allows public access to land, has wildlife and access benefits.

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

RFP #:202109150  
RFP TITLE: Maine Farms for the Future Phase 1  
BIDDER NAME: Olde Haven Farm  
DATE: 1/16/22  
EVALUATOR NAME: Mark Hedrich  
EVALUATOR DEPARTMENT: DACF – Animal Health

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**Individual Evaluator Comments:**

1. Management Capacity: The management capacity of the applicant based upon the number of years farming and other related experience and training; the applicant's decision-making authority over the land and resources; and the applicant's statements of purpose and readiness to apply to the Program.

5.5+ Years continuous operation.  
Artisan pork + lamb, preserves, market garden, pigs, sheep, vegetables, beef – total of 60 acres.

2. Physical Resource Base: The suitability and productivity of the farmland for its intended agricultural use, the physical condition of buildings and equipment, and other assets needed to maintain and increase productivity of the farm business.

3 FTE – 2 PT, farmstand, wholesale, 4+ tunnels, 1 GH, barns, etc. all in good-fair condition.

3. Farm Financial Health & Ability to Transform: The ability of the applicant to describe the current financial condition of the Farm Business, including the current debt load relative to earnings, the assets and liabilities, and whether the debt load and access to new assets can be managed with the proposed ideas for change.

Sales: Debt-Income, Loans, etc. 439k 204k less grants/loans  
2020 – 197k, liabilities, 237k. Lots of assets – 400k land +

4. Idea(s) for Change: The ability of the applicant to identify and propose ideas that will make fundamental changes on the farm that will improve viability, profitability, and capacity to pay back debt through the present or future cash-flow of the business, while also attempting to make farming the primary source of the applicant's income.

Setting up slaughter, shop, expand farm storage so customers come to them, but still do some wholesale. More value added, more online, increase production generally. Set up USDA inspection + slaughter shop, increased efficiency for decreased workload. Likely more staff.

5. Other Conditions: The degree of development pressure on the farm operation, the percentage of the operated farmland that is owned by the applicant, and the potential environmental and community economic development benefits derived from the proposed change.



**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:**202109150

**RFP TITLE:** Maine Farms for the Future Phase 1

**BIDDER NAME:** Olde Haven Farm

**DATE:** 1/16/22

**EVALUATOR NAME:** Mark Hedrich

**EVALUATOR DEPARTMENT:** DACF – Animal Health

Moderate devt pressure in the area. Need to improve lamb pasture, working w/ NRCS so good environmental stewardship likely. May have to purchase adjacent parcels if expansion necessary. Overall has good prospects.

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

RFP #:202109150  
RFP TITLE: Maine Farms for the Future Phase 1  
BIDDER NAME: Orchard Ridge Farm  
DATE: 1/16/22  
EVALUATOR NAME: Mark Hedrich  
EVALUATOR DEPARTMENT: DACF – Animal Health

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**Individual Evaluator Comments:**

Are they eligible? Just bought property. Purchased 8/2021 – Kirsten managed other farms, but does that count?

1. Management Capacity: The management capacity of the applicant based upon the number of years farming and other related experience and training; the applicant's decision-making authority over the land and resources; and the applicant's statements of purpose and readiness to apply to the Program.

Just bought the property. Has farmstand, year round dining, staff. 1 of partners has farm management experience, but 2 don't.

2. Physical Resource Base: The suitability and productivity of the farmland for its intended agricultural use, the physical condition of buildings and equipment, and other assets needed to maintain and increase productivity of the farm business.

Farmstore, apple, berries, agritourism hub, eggs, poultry, 14 acres in production. Most equipment/buildings are fair-good.

3. Farm Financial Health & Ability to Transform: The ability of the applicant to describe the current financial condition of the Farm Business, including the current debt load relative to earnings, the assets and liabilities, and whether the debt load and access to new assets can be managed with the proposed ideas for change.

2020 – 520k income – but not theirs? Gross profit 298k? unclear.

4. Idea(s) for Change: The ability of the applicant to identify and propose ideas that will make fundamental changes on the farm that will improve viability, profitability, and capacity to pay back debt through the present or future cash-flow of the business, while also attempting to make farming the primary source of the applicant's income.

Develop recreational trails, dining area, farm store, want to add raspberries, cherries, peaches, build new livestock barn, develop ed programs. Are livestock a product or just for attraction?

5. Other Conditions: The degree of development pressure on the farm operation, the percentage of the operated farmland that is owned by the applicant, and the potential environmental and community economic development benefits derived from the proposed change.

33% SW Importance, 23% local importance. High pressure near PWM/Portland. Working with recreation mgmt specialist to identify/develop trails, etc. Big focus on agritourism.

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

RFP #:202109150  
RFP TITLE: Maine Farms for the Future Phase 1  
BIDDER NAME: Patch Farm  
DATE: 1/16/2022  
EVALUATOR NAME: Mark Hedrich  
EVALUATOR DEPARTMENT: Animal Health

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\*\*\*\*\*

**Individual Evaluator Comments:**

1. Management Capacity: The management capacity of the applicant based upon the number of years farming and other related experience and training; the applicant's decision-making authority over the land and resources; and the applicant's statements of purpose and readiness to apply to the Program.

67Acres, 2 years production – 2015  
Organic vegetables, herbs, eggs, pork – 1 PT Staff  
Farmstore sales up 207% '19-'20  
Farmers market, csa, farmstand. Bridgton area

2. Physical Resource Base: The suitability and productivity of the farmland for its intended agricultural use, the physical condition of buildings and equipment, and other assets needed to maintain and increase productivity of the farm business.

Mixed enterprises. Equipment good to excellent  
5 high tunnels + barn, excellent condition  
Need to expand farm store, expansion could provide local hub for community engagement

3. Farm Financial Health & Ability to Transform: The ability of the applicant to describe the current financial condition of the Farm Business, including the current debt load relative to earnings, the assets and liabilities, and whether the debt load and access to new assets can be managed with the proposed ideas for change.

DTI 14% in 2020, 2021 projected gross 135k. Living off the farm, FSA FM OS Loan  
Plan expansion - likely a lot more – could use more data. Updated business plan

4. Idea(s) for Change: The ability of the applicant to identify and propose ideas that will make fundamental changes on the farm that will improve viability, profitability, and capacity to pay back debt through the present or future cash-flow of the business, while also attempting to make farming the primary source of the applicant's income.

Want to build a multipurpose building for year round sales + utilize products from other farms.  
Commercial Kitchen for value added. Want grant for feasibility + market research – wants to shift away from Farmers Market + concentrate on home farm sales – good idea! Will likely need more employees

5. Other Conditions: The degree of development pressure on the farm operation, the percentage of the operated farmland that is owned by the applicant, and the potential environmental and community economic development benefits derived from the proposed change.

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:**202109150

**RFP TITLE:** Maine Farms for the Future Phase 1

**BIDDER NAME:** Patch Farm

**DATE:** 1/16/2022

**EVALUATOR NAME:** Mark Hedrich

**EVALUATOR DEPARTMENT:** Animal Health

23% prime, 17% SW Import+ 60% forest. Not much pressure but enhanced viability of the operation would help to maintain rural nature of the area. Regenerative ag -> enhanced soil quality. A good fit for the program.

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

RFP #:202109150  
RFP TITLE: Maine Farms for the Future Phase 1  
BIDDER NAME: Pemaquid Falls Farm  
DATE: 1/16/22  
EVALUATOR NAME: Mark Hedrich  
EVALUATOR DEPARTMENT: DACF Animal Health

\*\*\*\*\*

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**Individual Evaluator Comments:**

1. Management Capacity: The management capacity of the applicant based upon the number of years farming and other related experience and training; the applicant's decision-making authority over the land and resources; and the applicant's statements of purpose and readiness to apply to the Program.

6.5 acres, diversified vegetables – no till, hens.  
CSA + Seasonal on-site farm store  
MOFGA JP – has mentor in Scarborough  
Mostly lives off farm income, but works out in winter.

2. Physical Resource Base: The suitability and productivity of the farmland for its intended agricultural use, the physical condition of buildings and equipment, and other assets needed to maintain and increase productivity of the farm business.

Vegetables, eggs, cut flowers, herbs, berries, CSA, farmstand, high tunnel, prop house, etc.  
Equipment/building in good or v. good condition, mostly.

3. Farm Financial Health & Ability to Transform: The ability of the applicant to describe the current financial condition of the Farm Business, including the current debt load relative to earnings, the assets and liabilities, and whether the debt load and access to new assets can be managed with the proposed ideas for change.

Projected Gross Income \$77k  
2019 Assets = \$399k  
2020 Assets = \$429k  
0 liabilities  
Strong health

4. Idea(s) for Change: The ability of the applicant to identify and propose ideas that will make fundamental changes on the farm that will improve viability, profitability, and capacity to pay back debt through the present or future cash-flow of the business, while also attempting to make farming the primary source of the applicant's income.

Needs guidance to expand. Created online store when Covid arrived + worked. Close ties to community, wants year round store, coolers, commercial kitchen, another tunnel, barn renovation.

5. Other Conditions: The degree of development pressure on the farm operation, the percentage of the operated farmland that is owned by the applicant, and the potential environmental and community economic development benefits derived from the proposed change.

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #:**202109150

**RFP TITLE:** Maine Farms for the Future Phase 1

**BIDDER NAME:** Pemaquid Falls Farm

**DATE:** 1/16/22

**EVALUATOR NAME:** Mark Hedrich

**EVALUATOR DEPARTMENT:** DACF Animal Health

5-9% Prime -> 1% SW Importance

Moderate pressure

Expansion will promote retention of the farmland.

Using no-till, cover crops, pollinator friendly hedges, small equipment.

May be able to hire FT employees, borders on Pemaquid River. Excellent project.

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

RFP #:202109150  
RFP TITLE: Maine Farms for the Future Phase 1  
BIDDER NAME: Roux Farm  
DATE: 1/14/2022  
EVALUATOR NAME: Mark Hedrich  
EVALUATOR DEPARTMENT: DACF – Animal Health

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\*\*\*\*\*

**Individual Evaluator Comments:**

1. Management Capacity: The management capacity of the applicant based upon the number of years farming and other related experience and training; the applicant's decision-making authority over the land and resources; and the applicant's statements of purpose and readiness to apply to the Program.

Lost milk market + went to selling raw. Sell beef + pork. 30 acres production, own 50, lease 100. Lots of hobby experience, not as much commercial experience shared.

2. Physical Resource Base: The suitability and productivity of the farmland for its intended agricultural use, the physical condition of buildings and equipment, and other assets needed to maintain and increase productivity of the farm business.

On farm farmstand + off farm stores. Has some equipment but not enough based on what's listed. Barn/parlor in excellent condition.

3. Farm Financial Health & Ability to Transform: The ability of the applicant to describe the current financial condition of the Farm Business, including the current debt load relative to earnings, the assets and liabilities, and whether the debt load and access to new assets can be managed with the proposed ideas for change.

2020 loss \$23k. Exorbitant expenses in some categories, 79k loss in 2020. May be a struggle with current situation.

4. Idea(s) for Change: The ability of the applicant to identify and propose ideas that will make fundamental changes on the farm that will improve viability, profitability, and capacity to pay back debt through the present or future cash-flow of the business, while also attempting to make farming the primary source of the applicant's income.

Need to create more products + milk. Need equipment and a pastureizer in particular. Need to hire people to make proposed changes work.

5. Other Conditions: The degree of development pressure on the farm operation, the percentage of the operated farmland that is owned by the applicant, and the potential environmental and community economic development benefits derived from the proposed change.

High devt. pressure in York county.

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

RFP #:202109150  
RFP TITLE: Maine Farms for the Future Phase 1  
BIDDER NAME: Slow Rise Farm  
DATE: 1/15/2022  
EVALUATOR NAME: Mark Hedrich  
EVALUATOR DEPARTMENT: DACF – Animal Health

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**Individual Evaluator Comments:**

1. Management Capacity: The management capacity of the applicant based upon the number of years farming and other related experience and training; the applicant's decision-making authority over the land and resources; and the applicant's statements of purpose and readiness to apply to the Program.

Wild blueberries fresh, frozen, organic. Participates in workshops, interaction with other growers.

2. Physical Resource Base: The suitability and productivity of the farmland for its intended agricultural use, the physical condition of buildings and equipment, and other assets needed to maintain and increase productivity of the farm business.

Tractor + mower, poor condition. Equipment and packing barn in good shape. Brought in some product and it did very well. Supports other farms with product and purchases.

3. Farm Financial Health & Ability to Transform: The ability of the applicant to describe the current financial condition of the Farm Business, including the current debt load relative to earnings, the assets and liabilities, and whether the debt load and access to new assets can be managed with the proposed ideas for change.

Gross projected income around 9400. DTI 11%. Both work off farm. Eem to be cognizant of importance of managing debt. Financials were limited in information.

4. Idea(s) for Change: The ability of the applicant to identify and propose ideas that will make fundamental changes on the farm that will improve viability, profitability, and capacity to pay back debt through the present or future cash-flow of the business, while also attempting to make farming the primary source of the applicant's income.

Need accounting + planning guidance. Needs new business plan. Needs commercial kitchen and value added options.

5. Other Conditions: The degree of development pressure on the farm operation, the percentage of the operated farmland that is owned by the applicant, and the potential environmental and community economic development benefits derived from the proposed change.

14.2 prime, .2 SW import. Moderate development but near Augusta. Local berry land turning into gravel pits.



**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

RFP #:202109150

RFP TITLE: Maine Farms for the Future Phase 1

BIDDER NAME: SweetLand Farm

DATE: 1/15/2022

EVALUATOR NAME: Mark Hedrich

EVALUATOR DEPARTMENT: DACF – Animal Health

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**Individual Evaluator Comments:**

1. Management Capacity: The management capacity of the applicant based upon the number of years farming and other related experience and training; the applicant's decision-making authority over the land and resources; and the applicant's statements of purpose and readiness to apply to the Program.

Dairy cows, feed, maple syrup. Large contract based customers. Own some, lease 84 acres. Not a complete application.

2. Physical Resource Base: The suitability and productivity of the farmland for its intended agricultural use, the physical condition of buildings and equipment, and other assets needed to maintain and increase productivity of the farm business.

Equipment quality varies, tractors worn out, buildings good/fair. Considering poultry for fertility assistance, thinks cows not viable on their own.

3. Farm Financial Health & Ability to Transform: The ability of the applicant to describe the current financial condition of the Farm Business, including the current debt load relative to earnings, the assets and liabilities, and whether the debt load and access to new assets can be managed with the proposed ideas for change.

Buying in hay. Not sure if there's a market for broilers, but not looking good as is. Not likely to fund without financials presented.

4. Idea(s) for Change: The ability of the applicant to identify and propose ideas that will make fundamental changes on the farm that will improve viability, profitability, and capacity to pay back debt through the present or future cash-flow of the business, while also attempting to make farming the primary source of the applicant's income.

Farm is "worn out" looking into poultry processing.

5. Other Conditions: The degree of development pressure on the farm operation, the percentage of the operated farmland that is owned by the applicant, and the potential environmental and community economic development benefits derived from the proposed change.

100% prime 75% Sw/25% local? Question not answered logically here except that poultry would provide some soil health.

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

RFP #:202109150

RFP TITLE: Maine Farms for the Future Phase 1

BIDDER NAME: Tender Soles

DATE: 1/16/2022

EVALUATOR NAME: Mark Hedrich

EVALUATOR DEPARTMENT: DACF Animal Health

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**Individual Evaluator Comments:**

1. Management Capacity: The management capacity of the applicant based upon the number of years farming and other related experience and training; the applicant's decision-making authority over the land and resources; and the applicant's statements of purpose and readiness to apply to the Program.

9 years operating veg and flower farm. Uses horses, CSA – farmstand, farmers markets. Takes SNAP/WIC/SFS + online stores. Working with Farm Smart ME, did apprenticeships and attends conferences.

2. Physical Resource Base: The suitability and productivity of the farmland for its intended agricultural use, the physical condition of buildings and equipment, and other assets needed to maintain and increase productivity of the farm business.

Vegetables, flowers, ferments, herbs, potatoes, apples, hay. Owns 45 acres with 15 in production. Leasing 20 acres. 3 tunnels, cooler, stand, cabin, etc. Equipment and buildings vary in condition.

3. Farm Financial Health & Ability to Transform: The ability of the applicant to describe the current financial condition of the Farm Business, including the current debt load relative to earnings, the assets and liabilities, and whether the debt load and access to new assets can be managed with the proposed ideas for change.

Sales up 13% each year since opening. 22% growth in 2021. Have done good financial planning. Total assets of 89k? Liability not large.

4. Idea(s) for Change: The ability of the applicant to identify and propose ideas that will make fundamental changes on the farm that will improve viability, profitability, and capacity to pay back debt through the present or future cash-flow of the business, while also attempting to make farming the primary source of the applicant's income.

Developing value added products

Want to expand farmstand and totally renovate, including commercial kitchen. Filling a need in Richmond area for local products, want to go year round. Need new wash/pack area, flower drying and crop storage.

5. Other Conditions: The degree of development pressure on the farm operation, the percentage of the operated farmland that is owned by the applicant, and the potential environmental and community economic development benefits derived from the proposed change.

Moderate to high pressure in Richmond area at 1.5 miles from 298. Driving processing products and customers will be able to shop near by – likely a good project for support.



STATE OF MAINE  
DEPARTMENT OF AGRICULTURE CONSERVATION &  
FORESTRY

Janet T. Mills  
Governor

Amanda E. Beal  
Commissioner

**AGREEMENT AND DISCLOSURE STATEMENT**  
**RFP #: 202109150**  
**RFP TITLE: Maine Farms for the Future Phase I**

I, Anne Trenholm accept the offer to become a member of the Request for Proposals (RFP) Evaluation Team for the State of Maine Department of Agriculture Conservation & Forestry. I do hereby accept the terms set forth in this agreement AND hereby disclose any affiliation or relationship I may have in connection with a bidder who has submitted a proposal to this RFP.

Neither I nor any member of my immediate family have a personal or financial interest, direct or indirect, in the bidders whose proposals I will be reviewing. "Interest" may include, but is not limited to: current or former ownership in the bidder's company; current or former Board membership; current or former employment with the bidder; current or former personal contractual relationship with the bidder (example: paid consultant); and/or current or former relationship to a bidder's official which could reasonably be construed to constitute a conflict of interest (personal relationships may be perceived by the public as a potential conflict of interest).

I have not advised, consulted with or assisted any bidder in the preparation of any proposal submitted in response to this RFP nor have I submitted a letter of support or similar endorsement.

I understand and agree that the evaluation process is to be conducted in an impartial manner without bias or prejudice. In this regard, I hereby certify that, to the best of my knowledge, there are no circumstances that would reasonably support a good faith charge of bias. I further understand that in the event a good faith charge of bias is made, it will rest with me to decide whether I should be disqualified from participation in the evaluation process.

**I agree to hold confidential all information related to the contents of Requests for Proposals presented during the review process until such time as the Department formally releases the award decision notices for public distribution.**

Anne Trenholm

Signature

12/16/21

Date



STATE OF MAINE  
DEPARTMENT OF AGRICULTURE CONSERVATION &  
FORESTRY

Janet T. Mills  
Governor

Amanda E. Beal  
Commissioner

**AGREEMENT AND DISCLOSURE STATEMENT**  
**RFP #: 202109150**  
**RFP TITLE: Maine Farms for the Future Phase I**

I, (print name at right) Brian Flewelling  
accept the offer to become a member of the Request for Proposals (RFP) Evaluation Team for the State of Maine Department of Agriculture Conservation & Forestry. I do hereby accept the terms set forth in this agreement AND hereby disclose any affiliation or relationship I may have in connection with a bidder who has submitted a proposal to this RFP.

Neither I nor any member of my immediate family have a personal or financial interest, direct or indirect, in the bidders whose proposals I will be reviewing. "Interest" may include, but is not limited to: current or former ownership in the bidder's company; current or former Board membership; current or former employment with the bidder; current or former personal contractual relationship with the bidder (example: paid consultant); and/or current or former relationship to a bidder's official which could reasonably be construed to constitute a conflict of interest (personal relationships may be perceived by the public as a potential conflict of interest).

I have not advised, consulted with or assisted any bidder in the preparation of any proposal submitted in response to this RFP nor have I submitted a letter of support or similar endorsement.

I understand and agree that the evaluation process is to be conducted in an impartial manner without bias or prejudice. In this regard, I hereby certify that, to the best of my knowledge, there are no circumstances that would reasonably support a good faith charge of bias. I further understand that in the event a good faith charge of bias is made, it will rest with me to decide whether I should be disqualified from participation in the evaluation process.

**I agree to hold confidential all information related to the contents of Requests for Proposals presented during the review process until such time as the Department formally releases the award decision notices for public distribution.**

Brian Flewelling  
Signature

12-08-2021  
Date



STATE OF MAINE  
DEPARTMENT OF AGRICULTURE CONSERVATION &  
FORESTRY

Janet T. Mills  
Governor

Amanda E. Beal  
Commissioner

**AGREEMENT AND DISCLOSURE STATEMENT**  
**RFP #: 202109150**  
**RFP TITLE: Maine Farms for the Future Phase I**

I, Denice Baron accept the offer to become a member of the Request for Proposals (RFP) Evaluation Team for the State of Maine Department of Agriculture Conservation & Forestry. I do hereby accept the terms set forth in this agreement AND hereby disclose any affiliation or relationship I may have in connection with a bidder who has submitted a proposal to this RFP.

Neither I nor any member of my immediate family have a personal or financial interest, direct or indirect, in the bidders whose proposals I will be reviewing. "Interest" may include, but is not limited to: current or former ownership in the bidder's company; current or former Board membership; current or former employment with the bidder; current or former personal contractual relationship with the bidder (example: paid consultant); and/or current or former relationship to a bidder's official which could reasonably be construed to constitute a conflict of interest (personal relationships may be perceived by the public as a potential conflict of interest).

I have not advised, consulted with or assisted any bidder in the preparation of any proposal submitted in response to this RFP nor have I submitted a letter of support or similar endorsement.

I understand and agree that the evaluation process is to be conducted in an impartial manner without bias or prejudice. In this regard, I hereby certify that, to the best of my knowledge, there are no circumstances that would reasonably support a good faith charge of bias. I further understand that in the event a good faith charge of bias is made, it will rest with me to decide whether I should be disqualified from participation in the evaluation process.

**I agree to hold confidential all information related to the contents of Requests for Proposals presented during the review process until such time as the Department formally releases the award decision notices for public distribution.**

Signature

*Denice M. Baron*

Date

*12/16/21*



STATE OF MAINE  
DEPARTMENT OF AGRICULTURE CONSERVATION &  
FORESTRY

Janet T. Mills  
Governor

Amanda E. Beal  
Commissioner

**AGREEMENT AND DISCLOSURE STATEMENT**  
**RFP #: 202109150**  
**RFP TITLE: Maine Farms for the Future Phase I**

I, **(print name at right)** Mark F. Hedrich

accept the offer to become a member of the Request for Proposals (RFP) Evaluation Team for the State of Maine Department of Agriculture Conservation & Forestry. I do hereby accept the terms set forth in this agreement AND hereby disclose any affiliation or relationship I may have in connection with a bidder who has submitted a proposal to this RFP.

Neither I nor any member of my immediate family have a personal or financial interest, direct or indirect, in the bidders whose proposals I will be reviewing. "Interest" may include, but is not limited to: current or former ownership in the bidder's company; current or former Board membership; current or former employment with the bidder; current or former personal contractual relationship with the bidder (example: paid consultant); and/or current or former relationship to a bidder's official which could reasonably be construed to constitute a conflict of interest (personal relationships may be perceived by the public as a potential conflict of interest).

I have not advised, consulted with or assisted any bidder in the preparation of any proposal submitted in response to this RFP nor have I submitted a letter of support or similar endorsement.

I understand and agree that the evaluation process is to be conducted in an impartial manner without bias or prejudice. In this regard, I hereby certify that, to the best of my knowledge, there are no circumstances that would reasonably support a good faith charge of bias. I further understand that in the event a good faith charge of bias is made, it will rest with me to decide whether I should be disqualified from participation in the evaluation process.

**I agree to hold confidential all information related to the contents of Requests for Proposals presented during the review process until such time as the Department formally releases the award decision notices for public distribution.**

Mark F. Hedrich  
Mark F. Hedrich (Feb 2, 2022 12:00 EST)

Signature

Feb 2, 2022

Date