

State of Maine
Master Score Sheet

RFP# 202109151						
Farms for the Future Phase II						
Bidder Name:		Harvest Tide Organics	Pumpkin Vine Family Farm	Sheepscot Valley Farm	Turning Page Farm	
Proposed Cost:		\$25,000	\$25,000	\$25,000	\$25,000	
Scoring Sections		Points Available				
Eligibility		Pass/Fail	Pass	Pass	Pass	Pass
Business Plan		5	5	5	5	5
Character and Management Capacity		20	20	17	20	15
Financial Capacity and Debt Management		10	10	10	10	7
Collateral & Asset Base		20	18	17	20	15
Farm Vitality & Development of New Capital		30	27	26	27	24
Other Conditions		15	15	15	15	15
TOTAL		<u>100</u>	<u>95</u>	<u>90</u>	<u>97</u>	<u>81</u>



**STATE OF MAINE
DEPARTMENT OF AGRICULTURE,
CONSERVATION & FORESTRY**

**Amanda E. Beal
Commissioner**

**Janet T. Mills
Governor**

March 11, 2022

Eric Ferguson and Bethany Allen
Harvest Tide Organics, LLC
304 Pork Point Road
Bowdoinham, Maine 04008

SUBJECT: Notice of Conditional Contract Award(s) under RFA # 2021090151,
Maine's Farms for the Future, Phase II

Dear Mr. Ferguson and Ms. Allen:

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

- Harvest Tide Organics
- Pumpkin Vine Family Farm
- Sheepscot Valley Farm
- Turning Page Farm

The applicant(s) listed above received the evaluation team's highest ranking(s). The Department will be contacting the aforementioned applicant(s) 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 extending to the right.

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: "[Harvest Tide Organics](#)"
Subject: RFA #2021090151 Review Response
Date: Friday, March 11, 2022 3:09:00 PM
Attachments: [Harvest Tide Letter.pdf](#)
Importance: High

Good afternoon,

Attached is the result of the review process for the Farms for the Future Phase II RFA# 2021090151.

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



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**Janet T. Mills
Governor**

March 11, 2022

Anil & Kelly Roopchand
Pumpkin Vine Family Farm, LLC
217 Hewett Road
Somerville, Maine 04348

SUBJECT: Notice of Conditional Contract Award(s) under RFA # 2021090151,
Maine's Farms for the Future, Phase II

Dear Mr. & Mrs. Roopchand:

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

- Harvest Tide Organics
- Pumpkin Vine Family Farm
- Sheepscot Valley Farm
- Turning Page Farm

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

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From: [Perkins, Tonya K](#)
To: ["info@pumpkinvinefamilyfarm.com"](mailto:info@pumpkinvinefamilyfarm.com)
Subject: RFA #2021090151 Review Response
Date: Friday, March 11, 2022 3:08:00 PM
Attachments: [Pumpkin Vine Letter.pdf](#)

Good afternoon,

Attached is the result of the review process for the Farms for the Future Phase II RFA# 2021090151.

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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**Amanda E. Beal
Commissioner**

**Janet T. Mills
Governor**

March 11, 2022

Ann Watson
Sheepscot Valley Farm, Inc
163 Townhouse Road
Whitefield, Maine 04353

**SUBJECT: Notice of Conditional Contract Award(s) under RFA # 2021090151,
Maine's Farms for the Future, Phase II**

Dear Ms. Watson:

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

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- Pumpkin Vine Family Farm
- Sheepscot Valley Farm
- Turning Page Farm

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Sincerely,

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

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From: [Perkins, Tonya K](#)
To: ["sheepscotvalleyfarm@gmail.com"](mailto:sheepscotvalleyfarm@gmail.com)
Subject: RFA #2021090151 Review Response
Date: Friday, March 11, 2022 3:10:00 PM
Attachments: [Sheepscot Valley Letter.pdf](#)

Good afternoon,

Attached is the result of the review process for the Farms for the Future Phase II RFA# 2021090151.

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
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Governor**

March 11, 2022

Tim and Joy Beuschen
Turning Page Farm
842 North Guilford Road
Monson, Maine 04464

SUBJECT: Notice of Conditional Contract Award(s) under RFA # 2021090151,
Maine's Farms for the Future, Phase II

Dear Ms. Watson:

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- Turning Page Farm

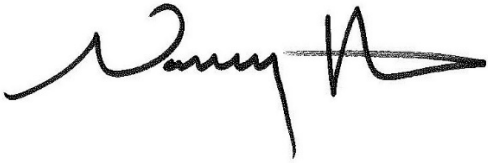
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Sincerely,

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

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

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From: [Perkins, Tonya K](#)
To: "joy@turningpagefarm.com"
Subject: RFA #2021090151 Review Response
Date: Friday, March 11, 2022 3:12:00 PM
Attachments: [Turning Page Letter.pdf](#)
Importance: High

Good afternoon,

Attached is the result of the review process for the Farms for the Future Phase II RFA# 2021090151.

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
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 2021090151
RFP TITLE: Farms for the Future Phase II
BIDDER: Harvest Tide Organics
DATE: 2/17/2022

SUMMARY PAGE

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

<u>Pass/Fail Criteria</u>	<u>Pass</u>	<u>Fail</u>
Section I. Preliminary Information (Eligibility)		
· Does the applicant own at least 5 acres of land?	Y	
· Did the applicant complete Phase 1?	Y	
·		
<u>Scoring Sections</u> (Edit sections below to match evaluation criteria within RFP)	<u>Points Available</u>	<u>Points Awarded</u>
Business Plan	5	5
Character and Management Capacity	20	20
Financial Capacity and Debt Management	10	10
Collateral & Asset Base	20	18
Farm Vitality & Development of New Capital	30	27
Other Conditions	15	15
<u>Total Points</u>	<u>100</u>	<u>95</u>

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 2021090151
RFP TITLE: Farms for the Future Phase II
BIDDER: Harvest Tide Organics
DATE: 2/17/2022

**OVERVIEW OF SECTION I
Preliminary Information**

Section I. Preliminary Information

Evaluation Team Comments:

The applicant is eligible.

**EVALUATION OF SECTION II
Organization Qualifications and Experience**

	<u>Points Available</u>	<u>Points Awarded</u>
Business Plan	5	5

Evaluation Team Comments:

The applicant submitted a complete business plan as defined by the RFP.

**EVALUATION OF SECTION III
Proposed Services**

	<u>Points Available</u>	<u>Points Awarded</u>
Character and Management Capacity	20	20

Evaluation Team Comments:

A very thorough, exemplary business plan. Excellent. Great flow and good data - panelists appreciated the level of detail and the work that went into its completion. Internal and external data added to the strength of the plan.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 2021090151
RFP TITLE: Farms for the Future Phase II
BIDDER: Harvest Tide Organics
DATE: 2/17/2022

**EVALUATION OF SECTION III
Proposed Services**

	<u>Points Available</u>	<u>Points Awarded</u>
Financial Capacity and Debt Management	10	10

Evaluation Team Comments:

Changes were well described, and applicant made a strong case for how these changes will help the business. Business has been profitable w/ grant support - demonstrates ability to convince other parties of capacity to manage financial support.

**EVALUATION OF SECTION III
Proposed Services**

	<u>Points Available</u>	<u>Points Awarded</u>
Collateral & Asset Base	20	18

Evaluation Team Comments:

Increases to cooler capacity and size of wash pack will contribute to overall efficacy of the operation. Well thought through. Goals were clear about implementation of individual steps and the resulting impact.

**EVALUATION OF SECTION III
Proposed Services**

	<u>Points Available</u>	<u>Points Awarded</u>
Farm Vitality & Development of New Capital	30	27

Evaluation Team Comments:

Improvements as proposed have a clear impact on cost savings and expanded revenue opportunities. Closing the distribution chain ensures quality from start to finish, even with the customized share offerings.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 2021090151
RFP TITLE: Farms for the Future Phase II
BIDDER: Harvest Tide Organics
DATE: 2/17/2022

**EVALUATION OF SECTION III
Proposed Services**

	<u>Points Available</u>	<u>Points Awarded</u>
Other Conditions	15	15

Evaluation Team Comments:

Applicant seems ahead of the curve - have already adopted some of the innovations and are looking for FFF support to make these changes viable. Farmland is also already protected and were early adopters of the model. Applicant demonstrates commitment and awareness of natural resource concerns. Points are awarded because the applicant meets programmatic objectives.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 2021090151
RFP TITLE: Farms for the Future Phase II
BIDDER: Pumpkin Vine Family Farm
DATE: 2/17/2022

SUMMARY PAGE

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

<u>Pass/Fail Criteria</u>	<u>Pass</u>	<u>Fail</u>
Section I. Preliminary Information (Eligibility)		
· Does the applicant own at least 5 acres of land?	Y	
· Did the applicant complete Phase 1?	Y	
·		
<u>Scoring Sections</u> (Edit sections below to match evaluation criteria within RFP)	<u>Points Available</u>	<u>Points Awarded</u>
Business Plan	5	5
Character and Management Capacity	20	17
Financial Capacity and Debt Management	10	10
Collateral & Asset Base	20	17
Farm Vitality & Development of New Capital	30	26
Other Conditions	15	15
<u>Total Points</u>	<u>100</u>	<u>90</u>

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 2021090151
RFP TITLE: Farms for the Future Phase II
BIDDER: Pumpkin Vine Family Farm
DATE: 2/17/2022

**OVERVIEW OF SECTION I
Preliminary Information**

Section I. Preliminary Information

Evaluation Team Comments:

The applicant is eligible

**EVALUATION OF SECTION II
Organization Qualifications and Experience**

	<u>Points Available</u>	<u>Points Awarded</u>
Business Plan	5	5

Evaluation Team Comments:

The applicant submitted a complete business plan as defined by the RFP.

**EVALUATION OF SECTION III
Proposed Services**

	<u>Points Available</u>	<u>Points Awarded</u>
Character and Management Capacity	20	17

Evaluation Team Comments:

Clear and articulate goals in the business plan were welcome. Time based goals and detailed objectives laid out in the plan were clear and compelling. Applicant's experience with quality analysis in the production and management components of the operation is a critical asset. Scientific approach was a strong piece of this section.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 2021090151
RFP TITLE: Farms for the Future Phase II
BIDDER: Pumpkin Vine Family Farm
DATE: 2/17/2022

**EVALUATION OF SECTION III
Proposed Services**

	<u>Points Available</u>	<u>Points Awarded</u>
Financial Capacity and Debt Management	10	10

Evaluation Team Comments:

Balance sheet looks good with 0 debt. Profitable company and good cash flow. All good signs for sound financial management.

**EVALUATION OF SECTION III
Proposed Services**

	<u>Points Available</u>	<u>Points Awarded</u>
Collateral & Asset Base	20	17

Evaluation Team Comments:

Equipment may need upgrading to accomplish some of the goals and objectives. Production will definitely benefit from improved feed supply. Investment from FFF will support better infrastructure and improve production.

**EVALUATION OF SECTION III
Proposed Services**

	<u>Points Available</u>	<u>Points Awarded</u>
Farm Vitality & Development of New Capital	30	26

Evaluation Team Comments:

Have identified external specialists to support and animated external resources (MFT Grant, NRCS, etc.) Pulling in other resources is a strong sign of vitality of the operation. Proposed changes seem in line with what the farm needs at this point in their development. Potential new customers already identified.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 2021090151
RFP TITLE: Farms for the Future Phase II
BIDDER: Pumpkin Vine Family Farm
DATE: 2/17/2022

**EVALUATION OF SECTION III
Proposed Services**

	<u>Points Available</u>	<u>Points Awarded</u>
Other Conditions	15	15

Evaluation Team Comments:

Strong section - clearly identified impact of management on a larger piece of land. Growth in the farm is acknowledged in the stewardship needs. Waste management flagged as something to continue to focus on. Acreage protection was strong. New elements being brought in house are a big change to overall strength of the operation. NRCS Production Area map was a valuable point of reference to include.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 2021090151
RFP TITLE: Farms for the Future Phase II
BIDDER: Sheepscot Valley Farm
DATE: 2/17/2022

SUMMARY PAGE

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

<u>Pass/Fail Criteria</u>	<u>Pass</u>	<u>Fail</u>
Section I. Preliminary Information (Eligibility)		
· Does the applicant own at least 5 acres of land?	Y	
· Did the applicant complete Phase 1?	Y	
·		
<u>Scoring Sections</u> (Edit sections below to match evaluation criteria within RFP)	<u>Points Available</u>	<u>Points Awarded</u>
Business Plan	5	5
Character and Management Capacity	20	20
Financial Capacity and Debt Management	10	10
Collateral & Asset Base	20	20
Farm Vitality & Development of New Capital	30	27
Other Conditions	15	15
<u>Total Points</u>	<u>100</u>	<u>97</u>

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 2021090151
RFP TITLE: Farms for the Future Phase II
BIDDER: Sheepscot Valley Farm
DATE: 2/17/2022

**OVERVIEW OF SECTION I
Preliminary Information**

Section I. Preliminary Information

Evaluation Team Comments:

The applicant is eligible.

**EVALUATION OF SECTION II
Organization Qualifications and Experience**

	<u>Points Available</u>	<u>Points Awarded</u>
Business Plan	5	5

Evaluation Team Comments:

The applicant submitted a complete business plan as defined by the RFP.

**EVALUATION OF SECTION III
Proposed Services**

	<u>Points Available</u>	<u>Points Awarded</u>
Character and Management Capacity	20	20

Evaluation Team Comments:

Very well written plan. Easy to read and clear business plan. Demonstrates that the applicant is well versed in planning considerations regarding their business. The farm has demonstrated the ability to progress and develop, even in challenging market conditions.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 2021090151
RFP TITLE: Farms for the Future Phase II
BIDDER: Sheepscot Valley Farm
DATE: 2/17/2022

**EVALUATION OF SECTION III
Proposed Services**

	<u>Points Available</u>	<u>Points Awarded</u>
Financial Capacity and Debt Management	10	10

Evaluation Team Comments:

Financials demonstrated how much this farm is investing in their farms and cows. Market outlook is really strong considering how turbulent the organic milk market is. Industry familiarity is evident. Grants and loans are a piece of the puzzle and applicant demonstrates capacity to manage external sources of funding.

**EVALUATION OF SECTION III
Proposed Services**

	<u>Points Available</u>	<u>Points Awarded</u>
Collateral & Asset Base	20	20

Evaluation Team Comments:

Proposal seems relevant to improving productivity of the land and infrastructure. Still suitable acreage in the area if leased land isn't secure. Investment in the farm thus far is a testament to ability to adapt and develop.

**EVALUATION OF SECTION III
Proposed Services**

	<u>Points Available</u>	<u>Points Awarded</u>
Farm Vitality & Development of New Capital	30	27

Evaluation Team Comments:

Proposal is well suited to improve the viability of the farm - industry wide reliance on a select number of processors is risky, but milking parlor and other improvements will create a much stronger foundation for operational viability.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 2021090151
RFP TITLE: Farms for the Future Phase II
BIDDER: Sheepscot Valley Farm
DATE: 2/17/2022

**EVALUATION OF SECTION III
Proposed Services**

	<u>Points Available</u>	<u>Points Awarded</u>
Other Conditions	15	15

Evaluation Team Comments:

Applicant meets these criteria. Rotational grazing and improvements to manure management demonstrate capacity to prioritize natural resources concerns. Significant acreage under protection. Changes will lead to healthier cows, expansion of the herd, and farm profitability.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 2021090151
RFP TITLE: Farms for the Future Phase II
BIDDER: Turning Page Farm
DATE: 2/17/2022

SUMMARY PAGE

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

<u>Pass/Fail Criteria</u>	<u>Pass</u>	<u>Fail</u>
Section I. Preliminary Information (Eligibility)		
· Does the applicant own at least 5 acres of land?	Y	
· Did the applicant complete Phase 1?	Y	
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<u>Scoring Sections</u> (Edit sections below to match evaluation criteria within RFP)	<u>Points Available</u>	<u>Points Awarded</u>
Business Plan	5	5
Character and Management Capacity	20	15
Financial Capacity and Debt Management	10	7
Collateral & Asset Base	20	15
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Other Conditions	15	15
<u>Total Points</u>	<u>100</u>	<u>81</u>

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 2021090151
RFP TITLE: Farms for the Future Phase II
BIDDER: Turning Page Farm
DATE: 2/17/2022

**OVERVIEW OF SECTION I
Preliminary Information**

Section I. Preliminary Information

Evaluation Team Comments:

The applicant is eligible.

**EVALUATION OF SECTION II
Organization Qualifications and Experience**

	<u>Points Available</u>	<u>Points Awarded</u>
Business Plan	5	5

Evaluation Team Comments:

The applicant submitted a complete business plan as defined by the RFP.

**EVALUATION OF SECTION III
Proposed Services**

	<u>Points Available</u>	<u>Points Awarded</u>
Character and Management Capacity	20	15

Evaluation Team Comments:

Focus on the customer experience and the draw of their operation was strong. Business plan had the required elements and could benefit from additional detail and completeness. Applicant has track record of being able to implement similar changes.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 2021090151
RFP TITLE: Farms for the Future Phase II
BIDDER: Turning Page Farm
DATE: 2/17/2022

**EVALUATION OF SECTION III
Proposed Services**

	<u>Points Available</u>	<u>Points Awarded</u>
Financial Capacity and Debt Management	10	7

Evaluation Team Comments:

More data could have been helpful here. If the proposed changes are going to drive the vitality of the business, additional information could have helped clarify why these proposed projects are key. Historical data showed growth in line with future projections. Sales data were strong

**EVALUATION OF SECTION III
Proposed Services**

	<u>Points Available</u>	<u>Points Awarded</u>
Collateral & Asset Base	20	15

Evaluation Team Comments:

Location is key and an important factor in the development of the operation. Proposed changes will benefit the overall integrity of the operation and could have beneficial impact on area surrounding construction site. External investments in energy production are a benefit.

**EVALUATION OF SECTION III
Proposed Services**

	<u>Points Available</u>	<u>Points Awarded</u>
Farm Vitality & Development of New Capital	30	24

Evaluation Team Comments:

Existing destination relation marketing relationships are a great asset. Proposed change is indeed targeted towards a limiting factor. The overall scope of the project will address the big picture vitality of the operation - improving systems, structures and parking are all pieces in making this work for the applicant.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 2021090151
RFP TITLE: Farms for the Future Phase II
BIDDER: Turning Page Farm
DATE: 2/17/2022

**EVALUATION OF SECTION III
Proposed Services**

	<u>Points Available</u>	<u>Points Awarded</u>
Other Conditions	15	15

Evaluation Team Comments:

Implementing these changes will have a really positive impact on visitors/customers and expand potential customer base - letting the business operate/expand in shoulder seasons could be a significant benefit. Improved parking lot construction and design may have beneficial impact to surrounding the area. Operation has the opportunity to provide a unique set of agritourism opportunities to the surrounding community.

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #:2021091501

RFP TITLE: Maine Farms for the Future Phase II

BIDDER NAME: Harvest Tide Organics, LLC

DATE: 2/3/22

EVALUATOR NAME: Anne Trenholm

EVALUATOR DEPARTMENT: MDACF

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.*

Individual Evaluator Comments:

- Mixed vegetable, farm direct
- + Plan is clear, thorough, very well done. Very easy to read. Uses business and external data source references. Clearly ID different strategies, marketing needs, analysis and efficiencies
- Operational and community infrastructure, product quality
- +Directly related business experience

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #:2021091501

RFP TITLE: Maine Farms for the Future Phase II

BIDDER NAME: Pumpkin Vine Family Farm

DATE: 2/3/22

EVALUATOR NAME: A. Trenholm

EVALUATOR DEPARTMENT: MDACF

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.*

Individual Evaluator Comments:

- Goat creamery, bulk goat milk; agritourism
- Resource management (site) and operational flow
- General ag experience prior to goat creamery
- + Goals are obvious to read; time/date is stated
- Production measurements and analysis herd and milk (I/Q: is this how quality attribute was measured in competitive analysis?)
- +Plan is easy to read and follow

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #:2021091501

RFP TITLE: Maine Farms for the Future Phase II

BIDDER NAME: Sheepscoot Valley Farm

DATE: 2/3/22

EVALUATOR NAME: Anne Trenholm

EVALUATOR DEPARTMENT: MDACF

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Individual Evaluator Comments:

- Dairy farm, commercial shipping
- Efficiencies
- + Plan is clear, thorough, very well done. Very easy to read.
- +Directly related business experience; explains hindsight and foresight

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #:2021091501

RFP TITLE: Maine Farms for the Future Phase II

BIDDER NAME: Turning Page Farm

DATE: 2/3/22

EVALUATOR NAME: Anne Trenholm

EVALUATOR DEPARTMENT: MDACF

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.*

Individual Evaluator Comments:

- Agritourism Destination (beer garden and goat creamery)
- General management experience
- Want more customers and infrastructure to support it (increase income, reduce overhead)
- Q: is the parking lot to address the existing demand and safety? Or for the anticipated percentage of growth?
- + Destination Marketing Organization relationships

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #:2021091501

RFP TITLE: Maine Farms for the Future Phase II

BIDDER NAME: Harvest Tide Organics, LLC

DATE: 1/26-27/2022

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.*

Individual Evaluator Comments:

1. Completeness of the Business Plan (5 pts):
 - a. Plan seemed complete, very detailed
 - b. Duration of project 5/1/22-5/31/23

2. Character and Management Capacity (20 pts) – The application and business plan demonstrate applicant's knowledge, experience, and capacity to successfully plan, implement, and manage the proposed changes to the farm business:
 - a. Grown rapidly over last 7 years, feed 1100 families over 4 seasons deliveries Bowdoinham to S. Portland
 - b. +Core Principles listing
 - c. +Lots of support from community, customers, partners, advocates
 - d. +2019 began utilizing Harvie software online CSA mgmt. program with great success
 - e. Clear business vision – good change management
 - f. +Clear goals and objectives
 - g. +Great understanding of current customer base and management needed to sustain
 - h. Personnel Details provided – responsibilities seem clear for each position
 - i. +Provided member resumes – lots of experience and education
 - j. +Providing CSA share options – add-ons, A la Care extras, Wholesales – Local consolidation and turnover strategies

3. Financial Capacity and Debt Management (10 pts) – The changes proposed in the business plan will improve the cash flow, and management of debt load needed to pay any new debt associated with the proposed changes to the farm business:
 - a. Provided 2022-25 sales projections – seems reasonable
 - b. Proposal will significantly impact financial well being in two areas
 - i. Direct financial growth
 - ii. Increased practical efficiency
 - c. Provided CSA share Revenues for 2021 and 2022 projections – shows growth
 - d. Only *direct farm* offering customizable CSA shares delivered to community and office locations in Ptld/S. Midcoast area.
 - e. Total projected cost \$383k-620k based on AIIP grant contingencies
 - i. +Savings on rented facility space and porta potty totally \$650/mo savings (seasonal)
 - f. Provided detailed project budget with match and future match
 - g. Provided a Cash Flow Analysis

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #:2021091501

RFP TITLE: Maine Farms for the Future Phase II

BIDDER NAME: Harvest Tide Organics, LLC

DATE: 1/26-27/2022

EVALUATOR NAME: Denice Baron

EVALUATOR DEPARTMENT: Dept. of Agriculture, Conservation and Forestry

- i. CSA software – pay 100% upfront or payment plan option (predictability)
 - ii. Feb-May invest money in infrastructure and equipment upgrades
 - iii. +Seems to have very good handle on the flow of cash
 - iv. +Ability to payout seasonal employee bonuses
 - h. Risk Assessment
 - i. Weather and Climate - impact already short season greatly
 - ii. Customers – +Auto Renew option for CSA member retainment, work with larger employers to promote CSAs with lots of success (named multiple large companies including LL Bean, BIW, Hospital, College, etc.)
 - iii. Employees – + Provide major efforts to prevent crew loss
 - iv. Worst Case Scenario: Major drop in CSA participation
 - 1. Reduce planned crop production, hire fewer employees, consolidate delivery network to match expenses w/revenues
 - 2. Bolster wholesale and reengage in farm stand
 - 3. Farmstand – move to current honor system to manned system to allow for pushing products
 - i. Balance Sheet 2019/2020 – net income increased as did assets
 - j. Profit and Loss 2019/2020 – shows definite growth during pandemic
 - k. Balance Sheet 2021- net income similar to 2020
 - l. Profit and Loss 2021 –
 - m. Provided Cash Flow, P&L, Balance Sheet Projections 2022-2025 by year
 - i. Cash, end of period shows substantial growth
 - ii. Also provided this breakdown by month for 2022
 - n. Provided invoices from several contractors
 - o. Q - Provided 2018&2019 US Return of Partnership Income
 - p. I - Provided Competition Analysis with other local farms
- 4. Collateral and Asset Base (20 pts) – The application and business plan demonstrate that the farm will improve the productivity of the land (soil quality, fertility, water holding capacity), the physical condition of the buildings and equipment, and maintain any newly acquired assets to increase the overall sustainability of the farm business:
 - a. Construction of a Multi-purpose wash and pack facility on the farm for the purpose of increasing capacity to meet the increased demand for wholesale and retail organic located in Bowdoinham, 60 acres highly productive farmland on Kennebec river and Merrymeeting Bay. Own 25 and lease 35 acres.
 - b. New 40x68 multi use building - two story, wash/pack space, dry storage, break/meeting room, 12x40 cooler, bathroom, potential residence, covered outdoor space
 - c. +Clear goals and objectives
 - i. Increase wholesales to 25% of total gross sales, this would increase wholesale output by est. 250%, over 5-year period
 - ii. Increase “add-on” and “extra” items by 100%
 - iii. Improve employee retention
 - 1. Q - H2A Program
 - iv. Increase CSA sales, increase sales 5% each year for 3years

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #:2021091501

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EVALUATOR DEPARTMENT: Dept. of Agriculture, Conservation and Forestry

- d. Details on Production and Operations
 - i. MOFGA certified farm since 2014
 - ii. Use NOP protocols
 - iii. Strength in field operations
 - iv. Washing, packing, storing – most limiting production capacity on farm
 - e. Provided large list of Farm Infrastructure – Q-unknown conditions
 - f. Provided farm map and identified well – construction area location makes sense – Q - center points field
5. Farm Vitality & Development of New Capital (30 pts) – The Business Plan demonstrates, through better strategies, marketing, production efficiencies, and upgrading of facilities and equipment, an increase in profitability and overall net worth that will improve the overall sustainability of the Farm Business:
- a. Employee 15 FT (summer), 6 year around, less labor to move totes Marketing Plan provided
 - b. +Understand current customer base
 - c. Provided Labeling
 - d. Expand the stable of other local producers
 - e. Page 13 – Wholesale section appears to be “incomplete”
 - f. Provided Promotional Plan for CSAs and wholesale sales
 - g. Provided Distribution Plan
6. Other Conditions (15 pts total) –
- (A)** The Business Plan identifies how the current or proposed farm operations will accomplish broader conservation objectives such as protecting water quality, improving wildlife habitat, or maintaining open space and local scenic and cultural amenities as long as such practices enhance or maintain the profitability of the farm (5pts):
- a. Will foster an increasingly positive work culture throughout intention improvements to work environments, work health and safety, operational organization, and communication. Bolster improvement in our infrastructure with employee health in mind.
- (B)** The percentage of the farmland owned by the applicant that is to be protected under the Farmland Protection Agreement (5pts):
- a.
- (C)** The degree to which the change in the business is new and different to the business (5pts):
- a. Improvements over differences

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #:2021091501

RFP TITLE: Maine Farms for the Future Phase II

BIDDER NAME: Pumpkin Vine Family Farm

DATE: 1/31/2022

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.*

Individual Evaluator Comments:

1. Completeness of the Business Plan (5 pts):
 - a. Project duration 12/2019 – 4/2024
 - b. Seems like business plan is complete

2. Character and Management Capacity (20 pts) – The application and business plan demonstrate applicant's knowledge, experience, and capacity to successfully plan, implement, and manage the proposed changes to the farm business:
 - a. Dairy provides milk to other creameries – efficiencies will benefit them. Currently host frequent events, new facility will be a place for visitors to interact with goats and draw more customers
 - b. More recently – wholesale milk to goat creameries and laboratory animals
 - c. 24 acres and manage adjacent 60 acres. 100 purebred Alpine and Nubian goats per year. Feed with own hay. Produce about 200 gallons of milk/week. ¼ goes to local creamers, remainder is used to produce cheese at own creamer (fresh cheese, yogurt and aged cheese). Retail at 3 farmers markets as well as own held weekly.
 - d. +Milking does with “superior genetics” of top 15% in nation
 - e. Graduate education in agriculture sciences provides knowledge over competition
 - f. Production/Operations
 - i. Capacity – Additional acreage to be deeded later. Have 2 well insulated walk in coolers for cheese finishing
 - ii. Animal Production – Rotationally graze milking herd on 51 acres April-Oct, pasture fenced by portable solar charged netting, goats housed overnight in pasture palace and shed on wheels pulled behind tractor, fence moved 2-3 times per week, guard dogs live outside in summer to deter predators, all animals move in barn in winter fed hay and grain until spring. Does are bred in Nov for Apr.
 - iii. Hay Production – Total yield est. 1600 bales
 - iv. Milk Production – April-Nov, milk does twice a day, milk 4 goats at a time, produce about 5500 gallons, 1200 which were sold to York Hill.
 - v. Creamery Production – Dairy is made May-Nov, in 2021 made over 2000 lbs of cheese, yogurt 1500+ quarts
 - vi. +Provided a unit variable cost table breakdown (unit cost, retail, wholesale) – margins seem fair and reasonable
 - g. Personnel – Detailed responsibilities, education and training – help is parttime only, detailed breakdown of responsibility assignments

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

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RFP TITLE: Maine Farms for the Future Phase II

BIDDER NAME: Pumpkin Vine Family Farm

DATE: 1/31/2022

EVALUATOR NAME: Denice Baron

EVALUATOR DEPARTMENT: Dept. of Agriculture, Conservation and Forestry

- h. Resumes provided
 - i. York Hill and SDIX letters of good faith
3. Financial Capacity and Debt Management (10 pts) – The changes proposed in the business plan will improve the cash flow, and management of debt load needed to pay any new debt associated with the proposed changes to the farm business:
- a. +Sales Forecast – Milk Sales: 4800 gallons max wanting to sell, so wholesale milk would be capped. Milk sales increase significantly from 2022 to 2025. Retail Dairy Products: In 2022, has increase 35% each year due to success in Mill Park sales, loyal customers are 80% of sales. Live Stock Sales: 2022 gross animal sales increased.
 - b. Financial Narrative financials provided
 - i. Winter (Jan-Mar) revenues is significantly lower – only selling cheese
 - c. Provided cash flow assumptions
 - d. Risk Analysis – would have liked to see more details here
 - e. Worst Case Scenario
 - f. Financial Statements provided –
 - i. 2019 and 2020 profit and loss and balance sheet showed growth
 - ii. Provided rough draft for 2021 profit and loss – continued growth
 - iii. Provided detailed financial planning tool 2021-2030
 - iv. Cash flow detail by month
 - v. Match to date details
4. Collateral and Asset Base (20 pts) – The application and business plan demonstrate that the farm will improve the productivity of the land (soil quality, fertility, water holding capacity), the physical condition of the buildings and equipment, and maintain any newly acquired assets to increase the overall sustainability of the farm business:
- a. Pasture based goat dairy and creamery, harvesting and feeding our own hay. Selling both retail and wholesale. Upgrades to haying equipment (new or slightly used baler in combination with a new tedder, larger tractor) and convert barnyard to approved facility for animal housing and waste management in Somerville
 - b. Allowing to harvest more hay at its peak nutrition. Increase to milk production and decrease feed costs. Gravel barn upgrades with concrete floor, roof, manure pit and access road. Safely store waste safely as fertilizer source. Barn would increase number of young stock for the higher end laboratory market
 - c. Profitability to maximize milk yield and lower feed costs / ensure environmental sustainability and increase housing stabilizing barnyard to prevent erosion and runoff
 - d. Positive impact – reduction of waste runoff into water and less erosion
 - e. Goals and Objectives
 - i. Upgrade haying equipment to harvest two crops
 - ii. Convert existing barnyard into animal housing and manure storage area
 - iii. Create a waste mgmt. system
 - f. Project Summary and Sources and Uses
 - i. Upgrade haying equipment and converting existing barnyard into a permanent structure with waste mgmt. facilities and improved road access
 - ii. Purchase 3-4 pieces of equipment in 2022 totally (tractor, mower, baler, tedder)
 - iii. Improve animal housing and waste mgmt, total investment (2022 - 25x70 floating

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #:2021091501

RFP TITLE: Maine Farms for the Future Phase II

BIDDER NAME: Pumpkin Vine Family Farm

DATE: 1/31/2022

EVALUATOR NAME: Denice Baron

EVALUATOR DEPARTMENT: Dept. of Agriculture, Conservation and Forestry

concrete pad and 25x25 manure pit, 2023 - timber frame roof over heavy use area, pour a waste separation facility and install water control structures, 2024 - timber frame roof over manure pit and waste separation, access road around barn).

- iv. Sources of financing details broken down by item and financial source
 - g. Maps provided
5. Farm Vitality & Development of New Capital (30 pts) – The Business Plan demonstrates, through better strategies, marketing, production efficiencies, and upgrading of facilities and equipment, an increase in profitability and overall net worth that will improve the overall sustainability of the Farm Business:
- a. Provided a marketing plan
 - b. Currently sell at one creamer, York Hill – Possibly future with Fuzzy Udder
 - c. +Strong relationship with a laboratory
\$350-400 per animal due to high quality stock
 - d. Pricing and offerings appear to be competitive with competition
 - e. Promotional Plan – clear signage, samples of production (non covid years), brochures, invite customers to market on Sundays, goat hikes (boosted sales), lots of advertising, once a month host event.
 - f. Distribution Plan
 - g. Provided brochure
6. Other Conditions (15 pts total) –
- (A)** The Business Plan identifies how the current or proposed farm operations will accomplish broader conservation objectives such as protecting water quality, improving wildlife habitat, or maintaining open space and local scenic and cultural amenities as long as such practices enhance or maintain the profitability of the farm (5pts):
- a. Better waste management plan, manure pit, store waste safely as fertilizer source
 - b. Harvest more hay at pick nutrition
 - c. Increase housing stabilization barnyard to prevent erosion and runoff
 - d. Positive impact – reduction of waste runoff into water and less erosion
- (B)** The percentage of the farmland owned by the applicant that is to be protected under the Farmland Protection Agreement (5pts):
- a.
- (C)** The degree to which the change in the business is new and different to the business (5pts):
- a. Improvements over being different

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #:2021091501

RFP TITLE: Maine Farms for the Future Phase II

BIDDER NAME: Sheepscot Valley Farm

DATE: 2/1/2022

EVALUATOR NAME: Denice Baron

EVALUATOR DEPARTMENT: Dept. of Agriculture, Conservation and Forestry

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Individual Evaluator Comments:

1. Completeness of the Business Plan (5 pts):
 - a. Project duration 8/1/21-2/28/22
 - b. Seems business plan is complete

2. Character and Management Capacity (20 pts) – The application and business plan demonstrate applicant's knowledge, experience, and capacity to successfully plan, implement, and manage the proposed changes to the farm business:
 - a. Purchased operation in 2013, annual herd average from 16k lbs per cow to 23k lbs per cow
 - b. Small farms part of local community
 - c. Business Description – MOFGA certified organic dairy
 - i. Updating animal housing, cow comfort, milking efficiencies
 - ii. Employ 3 paid PT employees as well as ourselves
 - iii. All employees work 20-50 hr/week depending on season
 - iv. 64 acre field and woodlot, additional 350 acres of farmland is leased throughout Whitefield and Windsor
 - v. Owns entire dairy herd, hay and corn equipment
 - vi. Buildings – describes milking pipeline, storage, multi barn, machine shop, equipment storage shed, manure pit details
 - vii. Nutrient Management Plan per state regulations in place
 - viii. Production – raw, bulk, certified organic milk
 - ix. Awarded highest level of achievement for consistent superior quality last 3 years
 - x. 100% of milk sold to Organic Valley who markets nationwide – nations largest farmer owned organic cooperative
 - xi. In process of launching new certified organic Maine branded dairy with several other farms
 - xii. Involved in farming community organizations
 - d. Clear goals and objectives of farm
 - e. Personnel details provided
 - f. Family has a history of milking.

3. Financial Capacity and Debt Management (10 pts) – The changes proposed in the business plan will improve the cash flow, and management of debt load needed to pay any new debt associated with the proposed changes to the farm business:
 - a. Pricing – stayed consistent for past several years, add'l \$.35/cwt beginning in March 2022
 - b. Competition – Biggest competition is Horizon Organic with new that they are leaving the Northeast region. Additional interest from both Organic Valley and Stoneyfield

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #:2021091501

RFP TITLE: Maine Farms for the Future Phase II

BIDDER NAME: Sheepscot Valley Farm

DATE: 2/1/2022

EVALUATOR NAME: Denice Baron

EVALUATOR DEPARTMENT: Dept. of Agriculture, Conservation and Forestry

- c. Sales Forecast – By 2023 gross sales projected to increase 17.5%, income projected to improve by 10%. Unlike conventional milk, organic pricing is relatively stable.
 - i. Provided income statements past and projected
 - d. Provided financial narrative
 - e. Fixed cost assumptions
 - i. not expected to change significantly
 - ii. Q – electrical, heating
 - f. Listed major debts and terms – Plan seems healthy
 - g. Cash flow plan – income seems stable
 - h. Risk Analysis
 - i. Market Risk – owner members of the Coop and thus ensure we cannot be dropped from their milk route.
 - ii. Financial Risk – Actively seeking opportunities to increase operating efficiencies and reduce operating expenses
 - iii. -Worse Case Financial Scenario – Our milk would be picked up by Agrimark and we would receive the conventional pay price. We would resort to conventional feed, which would cut feed expenses by 67%, net profit would still be negative and ultimately, we would look to cease operating.
 - i. Financial Statements provided
 - i. Profit and loss 2019-2024
 - ii. Sales 2019-2024
 - iii. Monthly cash flow 2022
 - iv. Annual cash flow 2019-2024
 - v. +Balance Sheet 2019-2024 – shows major growth
 - vi. Current bank balance
 - vii. Tax returns 2018-2020
4. Collateral and Asset Base (20 pts) – The application and business plan demonstrate that the farm will improve the productivity of the land (soil quality, fertility, water holding capacity), the physical condition of the buildings and equipment, and maintain any newly acquired assets to increase the overall sustainability of the farm business:
- a. Organic dairy farm in Whitefield with strong annual herd average. Upgrading the current milking facility by retrofitting our tie stall barn with a swing ten parlor. Project would allow increase in production, reduce labor costs and improve quality of life for family and animals. Increase herd size from 55 to 70 milking head, increasing production by 33% to approx. 1.8 million lbs/yr, increasing milk quota with Organic Valley.
 - b. Major upgrades to milking facility, +Goal to retrofit a swing ten milking parlor into our current tie stall milking barn
 - c. Detailed Goals and Objectives
 - i. Install milking parlor into tie-stall barn to increase capacity and decrease labor
 - d. +Strengths and core competencies – Success due to strong herd of cows, commitment to strengthening soils/importance of soil nutrients.
 - e. List of Livestock
 - f. List of Equipment

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #:2021091501

RFP TITLE: Maine Farms for the Future Phase II

BIDDER NAME: Sheepscot Valley Farm

DATE: 2/1/2022

EVALUATOR NAME: Denice Baron

EVALUATOR DEPARTMENT: Dept. of Agriculture, Conservation and Forestry

5. Farm Vitality & Development of New Capital (30 pts) – The Business Plan demonstrates, through better strategies, marketing, production efficiencies, and upgrading of facilities and equipment, an increase in profitability and overall net worth that will improve the overall sustainability of the Farm Business:
- a. Marketing Plan
 - i. +Organic Valley, 1800 farm families strong and produces 40% of organic milk sold in the US. Only risk to this market is if Organic Valley itself fails. OV sends Maine member's milk to the Stonyfield plant in NH. If OV were to fail, Agri-mark would be required to pick up and pay for our milk since we are also a member of this cooperative. Currently OV biggest competition is Horizon Organic.
 - ii. Also working with a group to launch a certified organic milk brand from Maine – currently in business planning phase – there is space in the dairy aisle at Hannaford for locally branded products (OV does not sell at Hannaford)
 - b. Trends – Owner-member we are guaranteed OV will purchase all our milk, granted an adjustment to our quota.
 - c. +Promotional Plan – OV acts as the marketing and sales team, produces 40% of organic milk in US.
 - d. +Distribution Plan – OV assumes responsibility of hauling
 - e. Production/operation
 - i. Dairy Operation – certified organic 55 Holstein cow dairy farm producing approx. 1.3 million pounds. Replacement heifers are raised on the farm and are currently not being sold due to current expansion plan.
 - ii. Working within our pasture and feed limits, which is one of the reasons we are only seeking to grow our milking heard by 10-15 cows.
 - iii. Crops/Feed – certified organic feed corn, hay and pasture. Own all equipment for harvest
 - f. Changes/New Hires – business plan will be a reduction in paid staff, reducing milking labor from 13 hours per day to 3 hours per day.
 - g. Project Summary and Sources and Users
 - i. Currently in the process of upgrading milking system, began in August 2021, anticipate completion in Spring.
 - ii. Project includes – cement pit with a steel structure over it, building a structure inside the barn with will be insulated to keep the parlor warm, installing radiant heat to keep the parlor heated and make clean up easier especially winter, install swing ten parlor for the ability to milk 10 cows on one side and automatic take offs for the milkers then arm swing to the other side for the next 10 cows.
6. Other Conditions (15 pts total) – **(A)** The Business Plan identifies how the current or proposed farm operations will accomplish broader conservation objectives such as protecting water quality, improving wildlife habitat, or maintaining open space and local scenic and cultural amenities as long as such practices enhance or maintain the profitability of the farm (5pts):
- a. Commitment to strengthening soils/importance of soil nutrients
 - b. Crops/Feed – certified organic feed corn, hay and pasture
- (B)** The percentage of the farmland owned by the applicant that is to be protected under the Farmland Protection Agreement (5pts):
- a.
- (C)** The degree to which the change in the business is new and different to the business (5pts):
- a. Improvements to manpower, decreasing labor, increase production

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #:2021091501

RFP TITLE: Maine Farms for the Future Phase II

BIDDER NAME: Turning Page Farm

DATE: 2/7/2022

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.*

Individual Evaluator Comments:

1. Completeness of the Business Plan (5 pts):
 - a. Seems complete but would have like to see more details in some areas
2. Character and Management Capacity (20 pts) – The application and business plan demonstrate applicant's knowledge, experience, and capacity to successfully plan, implement, and manage the proposed changes to the farm business:
 - a. Business description – 24 acres mostly wooded, 30x40 timber frame barn, houses goats and milking parlor, farm store, commercial kitchen (brewery/creamery) small 5x9 coolbot room – second story hay and seasonal storage. Front of barn is an earth battery greenhouse which is our tasking room indoor space, summer walls are just screened, winter we install the poly panels and heat the space with outdoor wood boiler.
 - i. 2016 goats and cheese making operation – not profitable enough to sustain the farm
 - ii. 2018 added brewery license and transitioned to an agritourism business model.
 - iii. People did not travel for cheese but did for beer and once there purchased cheese
 - iv. 80% of all sales are on the farm
 - b. Business Vision
 - i. Small town/small batch
 - ii. And milking 7 goats twice a day with plans to grow by 2 milkers each year to reach 12
 - iii. Currently have a gravel parking lot that hold 7 cars, unorganized parking on our front lawn, overflow parking on roadside (unsafe, neighbor/town issues soon)
 - c. Goals/Objectives
 - i. Increase customers visits year round
 - ii. Reducing largest driver of overhead costs – energy/heating cost
 - d. Personnel detailed and resumes provided
 - e. Paid crew – +food cart for hot sandwiches
 - f. +Very focused on customer experience
3. Financial Capacity and Debt Management (10 pts) – The changes proposed in the business plan will improve the cash flow, and management of debt load needed to pay any new debt associated with the proposed changes to the farm business:
 - a. Sales forecast 2021-2024 - +great margins
 - b. Budget for project provided
 - c. Risk Analysis - -lack details of risk
 - i. Pandemic mandatory shut down in spring 2020
 - d. Provided inking labor details and grant award docs

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #:2021091501

RFP TITLE: Maine Farms for the Future Phase II

BIDDER NAME: Turning Page Farm

DATE: 2/7/2022

EVALUATOR NAME: Denice Baron

EVALUATOR DEPARTMENT: Dept. of Agriculture, Conservation and Forestry

- e. Historical Financial Statements 2018-2020 – growth
 - f. Financial projections 2021-2024 provided
4. Collateral and Asset Base (20 pts) – The application and business plan demonstrate that the farm will improve the productivity of the land (soil quality, fertility, water holding capacity), the physical condition of the buildings and equipment, and maintain any newly acquired assets to increase the overall sustainability of the farm business:
- a. Executive Summary – Agritourism business, growing sales approx. 30% year over year. Located in Monson.
 - i. Installed an outdoor wood boiler to heat the farm store, commercial kitchen and barn.
 - ii. +Installed two solar sheds with solar panel installations which covers a significant portion of our electric needs and reduces our largest overhead cost significantly. Energy cost will be almost eliminated during a full year’s operation of the solar panels.
 - iii. Installed a bathroom eliminating portable
 - iv. Current operation is not optimized to attract year-round customer visits
 - 1. Limited parking area often not usable during wet seasons
 - 2. Added 19-space parking much needed – biggest obstacle of growth
 - 3. Planning to add a large deck to front of greenhouse tasting room – added curb appeal.
 - b. Provided product/operation details
 - c. Project Summary and Sources and Uses – grow and make the business financially solvent, improve customer experience
 - d. Maps provided
5. Farm Vitality & Development of New Capital (30 pts) – The Business Plan demonstrates, through better strategies, marketing, production efficiencies, and upgrading of facilities and equipment, an increase in profitability and overall net worth that will improve the overall sustainability of the Farm Business:
- a. Marketing Plan
 - i. Tasting room
 - ii. Goat milk cheese
 - iii. Raise 4 heritage pigs each yr, old as 50 pound pork boxes in fall
 - b. Trends – increase experiences vs. material things
 - c. Target Markets – greet each and every customer personally
 - i. 1/3 local
 - ii. 1/3 Moosehead region visitors
 - iii. 1/3 beer tourists
 - d. Pricing/Competition – +Core of business is selling experience, sell within 15-mile radius. No other real competition due to experience focused. Closer to premium price point than the cheapest products around.
 - i. Competition – Difficult to compare – customers are based on experience and usually stay a long time to enjoy the farm
 - e. Promotional Plan Details provided
 - i. 3 target groups
 - ii. 4th new for 2022 season – snowmobilers
 - f. Distribution Plan – do not distribute outside of 15-miles, deliver to Monson general store
 - g. Sample Brochure

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #:2021091501

RFP TITLE: Maine Farms for the Future Phase II

BIDDER NAME: Turning Page Farm

DATE: 2/7/2022

EVALUATOR NAME: Denice Baron

EVALUATOR DEPARTMENT: Dept. of Agriculture, Conservation and Forestry

6. Other Conditions (15 pts total) –

(A) The Business Plan identifies how the current or proposed farm operations will accomplish broader conservation objectives such as protecting water quality, improving wildlife habitat, or maintaining open space and local scenic and cultural amenities as long as such practices enhance or maintain the profitability of the farm (5pts):

- a. +Installed two solar sheds with solar panel installations which covers a significant portion of our electric needs and reduces our largest overhead cost significantly. Energy cost will be almost eliminated during a full year's operation of the solar panels.
- b. Improving parking area/space and eliminating wet parking areas

(B) The percentage of the farmland owned by the applicant that is to be protected under the Farmland Protection Agreement (5pts):

(C) The degree to which the change in the business is new and different to the business (5pts):

- a. improvements rather than differences



**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #:2021091501
RFP TITLE: Maine Farms for the Future Phase II
BIDDER NAME: Harvest Tide Organics, LLC
DATE: February 10, 2022
EVALUATOR NAME: Brian Flewelling
EVALUATOR DEPARTMENT:

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.

Individual Evaluator Comments:

1. Completeness of the Business Plan (5 pts):
 - o very thorough plan
 - o did an excellent job organizing it.
2. Character and Management Capacity (20 pts) – The application and business plan demonstrate applicant's knowledge, experience, and capacity to successfully plan, implement, and manage the proposed changes to the farm business:
 - o Bethany and Eric have a good history in the ag industry
 - o Put their plan together in an excellent format... flowed well
 - o They have a good handle on their business and where they want to go in the future.
3. Financial Capacity and Debt Management (10 pts) – The changes proposed in the business plan will improve the cash flow, and management of debt load needed to pay any new debt associated with the proposed changes to the farm business:
 - o have a decent balance sheet
 - o have been profitable in support from grants the past 3 years
4. Collateral and Asset Base (20 pts) – The application and business plan demonstrate that the farm will improve the productivity of the land (soil quality, fertility, water holding capacity), the physical condition of the buildings and equipment, and maintain any newly acquired assets to increase the overall sustainability of the farm business:
 - o increase cooler capacity and increase the size of their washing and packing area
 - o new facility will allow for simultaneously washing, packing and packing of boxes
5. Farm Vitality & Development of New Capital (30 pts) – The Business Plan demonstrates, through better strategies, marketing, production efficiencies, and upgrading of facilities and equipment, an increase in profitability and overall net worth that will improve the overall sustainability of the Farm Business:
 - o only direct farm offering customizable CSA shares delivered!
 - o new 40 x 68 (2) story building
6. Other Conditions (15 pts total) – (A) The Business Plan identifies how the current or proposed farm operations will accomplish broader conservation objectives such as protecting water quality, improving wildlife habitat, or maintaining open space and local scenic and cultural amenities as long as such practices enhance or maintain the profitability of the farm (5pts):
 - o listed out 4 specific goals w/ objectives as to where they want to head

STATE OF MAINE
INDIVIDUAL EVALUATION NOTES

RFP #:2021091501
RFP TITLE: Maine Farms for the Future Phase II
BIDDER NAME: Pumpkin Vine Family Farm
DATE: February 11, 2022
EVALUATOR NAME: Brian Flewelling
EVALUATOR DEPARTMENT:

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.

Individual Evaluator Comments:

1. Completeness of the Business Plan (5 pts):
 - very thorough package... well thought out

2. Character and Management Capacity (20 pts) – The application and business plan demonstrate applicant's knowledge, experience, and capacity to successfully plan, implement, and manage the proposed changes to the farm business:
 - excellent background and history for Anil and Kelly
 - good ag education

3. Financial Capacity and Debt Management (10 pts) – The changes proposed in the business plan will improve the cash flow, and management of debt load needed to pay any new debt associated with the proposed changes to the farm business:
 - have a good balance sheet ... ZERO debt as of 12/31/2020
 - company has been profitable
 - proforma shows adequate cash flow

4. Collateral and Asset Base (20 pts) – The application and business plan demonstrate that the farm will improve the productivity of the land (soil quality, fertility, water holding capacity), the physical condition of the buildings and equipment, and maintain any newly acquired assets to increase the overall sustainability of the farm business:
 - install a new waste management structure
 - upgrade ^{animal} housing to have a concrete floor and wooden roof
 - upgrade haying equipment ... better quality hay, more efficient and reduce costs
 - improved road access

5. Farm Vitality & Development of New Capital (30 pts) – The Business Plan demonstrates, through better strategies, marketing, production efficiencies, and upgrading of facilities and equipment, an increase in profitability and overall net worth that will improve the overall sustainability of the Farm Business:
 - working w/ Maine Farms for the Future, MFT grant, and NRCS program

6. Other Conditions (15 pts total) – (A) The Business Plan identifies how the current or proposed farm operations will accomplish broader conservation objectives such as protecting water quality, improving wildlife habitat, or maintaining open space and local scenic and cultural amenities as long as such practices enhance or maintain the profitability of the farm (5pts):
 - had 3 defined goals w/ objectives

STATE OF MAINE
INDIVIDUAL EVALUATION NOTES

RFP #:2021091501
RFP TITLE: Maine Farms for the Future Phase II
BIDDER NAME: Sheepscot Valley Farm
DATE: February 14, 2022
EVALUATOR NAME: Brian Flewelling
EVALUATOR DEPARTMENT:

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.

Individual Evaluator Comments:

1. Completeness of the Business Plan (5 pts):
 - o did a very nice job

2. Character and Management Capacity (20 pts) – The application and business plan demonstrate applicant's knowledge, experience, and capacity to successfully plan, implement, and manage the proposed changes to the farm business:
 - o combined 25 years of experience
 - been in business since 2013

3. Financial Capacity and Debt Management (10 pts) – The changes proposed in the business plan will improve the cash flow, and management of debt load needed to pay any new debt associated with the proposed changes to the farm business:
 - o Excellent balance sheet ... strong equity position and good liquidity
 - o the proposed changes make sense ... should reduce milking time labor & expenses
 - o Loan thru DIF, grant from MFT, grant from FF phase 2, and owners equity

4. Collateral and Asset Base (20 pts) – The application and business plan demonstrate that the farm will improve the productivity of the land (soil quality, fertility, water holding capacity), the physical condition of the buildings and equipment, and maintain any newly acquired assets to increase the overall sustainability of the farm business:
 - o better, more efficient milking setup
 - o pave parts of the barnyard

5. Farm Vitality & Development of New Capital (30 pts) – The Business Plan demonstrates, through better strategies, marketing, production efficiencies, and upgrading of facilities and equipment, an increase in profitability and overall net worth that will improve the overall sustainability of the Farm Business:
 - o increase milking capacity and decrease labor expenses

6. Other Conditions (15 pts total) – (A) The Business Plan identifies how the current or proposed farm operations will accomplish broader conservation objectives such as protecting water quality, improving wildlife habitat, or maintaining open space and local scenic and cultural amenities as long as such practices enhance or maintain the profitability of the farm (5pts):

STATE OF MAINE
INDIVIDUAL EVALUATION NOTES

RFP #:2021091501
RFP TITLE: Maine Farms for the Future Phase II
BIDDER NAME: Turning Page Farm
DATE: February 14, 2022
EVALUATOR NAME: Brian Flewelling
EVALUATOR DEPARTMENT:

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.

Individual Evaluator Comments:

1. Completeness of the Business Plan (5 pts):
 - did a good job with the business plan... could use a bit more detail
2. Character and Management Capacity (20 pts) – The application and business plan demonstrate applicant's knowledge, experience, and capacity to successfully plan, implement, and manage the proposed changes to the farm business:
 - very customer focused with their business
 - more customer data would have been helpful
3. Financial Capacity and Debt Management (10 pts) – The changes proposed in the business plan will improve the cash flow, and management of debt load needed to pay any new debt associated with the proposed changes to the farm business:
 - business is profitable
 - balance sheet equity is good
4. Collateral and Asset Base (20 pts) – The application and business plan demonstrate that the farm will improve the productivity of the land (soil quality, fertility, water holding capacity), the physical condition of the buildings and equipment, and maintain any newly acquired assets to increase the overall sustainability of the farm business:
 - starting with a good base... moving in the right direction
5. Farm Vitality & Development of New Capital (30 pts) – The Business Plan demonstrates, through better strategies, marketing, production efficiencies, and upgrading of facilities and equipment, an increase in profitability and overall net worth that will improve the overall sustainability of the Farm Business:
 - identified obstacles to growth and looking to remedy it with this plan
6. Other Conditions (15 pts total) – (A) The Business Plan identifies how the current or proposed farm operations will accomplish broader conservation objectives such as protecting water quality, improving wildlife habitat, or maintaining open space and local scenic and cultural amenities as long as such practices enhance or maintain the profitability of the farm (5pts):
 - upgraded parking lot will help with run off.

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #:2021091501
RFP TITLE: Maine Farms for the Future Phase II
BIDDER NAME: Harvest Tide Organics, LLC
DATE: February 3, 2022
EVALUATOR NAME: Mark F. Hedrich
EVALUATOR DEPARTMENT: DACF

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.*

Individual Evaluator Comments:

1. Completeness of the Business Plan (5 pts): Plan is complete.

2. Character and Management Capacity (20 pts) – The application and business plan demonstrate applicant's knowledge, experience, and capacity to successfully plan, implement, and manage the proposed changes to the farm business: Started operation in 2014. 15 FT in summer and 6 FT all year. Has 900 member CSA, plus wholesale, plus small farmstand. Feeding 1100 families over 4 seasons from Bowdoinham to S. Portland. Own 25 acres, lease 35. About 40% actively farmed annually. Developed capacity to customize CSA boxes, and brings in other food products to sell. Ramped up farmstand when Covid hit to cover reduced wholesale accounts. Have conducted surveys of customers to determine preferences.

3. Financial Capacity and Debt Management (10 pts) – The changes proposed in the business plan will improve the cash flow, and management of debt load needed to pay any new debt associated with the proposed changes to the farm business: Working with CEI and MFT. Seeking AIIIP grant. BSP is a lender. Has staggered payment system for CSA shares for cash flow, although would be much more efficient to get more \$ up front. Wholesale and CSA sales have increased significantly over past year or so, and likely will continue to increase. Has financial advisor and accountant.

4. Collateral and Asset Base (20 pts) – The application and business plan demonstrate that the farm will improve the productivity of the land (soil quality, fertility, water holding capacity), the physical condition of the buildings and equipment, and maintain any newly acquired assets to increase the overall sustainability of the farm business: Is competition in the area, but not likely a threat. Has significant assets and reasonable net income.

5. Farm Vitality & Development of New Capital (30 pts) – The Business Plan demonstrates, through better strategies, marketing, production efficiencies, and upgrading of facilities and equipment, an increase in profitability and overall net worth that will improve the overall sustainability of the Farm Business: Currently, leasing washing, packing, cooling space in various locations, and needs to consolidate these operations under their ownership. Primarily wants to develop vegetable wash and pack facility to significantly increase through-put, expand the operation, reduce labor for certain tasks, reduce fuel, and increase overall efficiencies of the operation. Also, to include an office, dry storage, and employee meeting room. Wants to increase seasonal sales by 5% per year over next several years. Wants to increase CSA and wholesale significantly. Farmstand

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #:2021091501

RFP TITLE: Maine Farms for the Future Phase II

BIDDER NAME: Harvest Tide Organics, LLC

DATE: February 3, 2022

EVALUATOR NAME: Mark F. Hedrich

EVALUATOR DEPARTMENT: DACF

future is questionable, but might be a good area in which to expand in lieu of, perhaps, some wholesale accounts.

6. Other Conditions (15 pts total) – **(A)** The Business Plan identifies how the current or proposed farm operations will accomplish broader conservation objectives such as protecting water quality, improving wildlife habitat, or maintaining open space and local scenic and cultural amenities as long as such practices enhance or maintain the profitability of the farm (5pts): continuation of the operation will maintain farmland and open space in an area of potential development. Organic practices should enhance soil quality for continued production.

(B) The percentage of the farmland owned by the applicant that is to be protected under the Farmland Protection Agreement (5pts): Not clear

(C) The degree to which the change in the business is new and different to the business (5pts): Wants to triple washing/ packing capacity with a new line of equipment, consolidate operations so that materials are handled once, and not being transported/re-transported to various locations, increase wholesale by 25% through servicing more restaurants, catering companies, small groceries that already are on existing delivery routes. Want GAP certification. Wants to increase add-on items to CSA by 100% over next 3 years. Wants to handle some frozen foods and establish farmer to consumer cold chain for goods. Need more space to hold inventory. Improve website.

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #:2021091501

RFP TITLE: Maine Farms for the Future Phase II

BIDDER NAME: Pumpkin Vine Family Farm

DATE: February 8, 2022

EVALUATOR NAME: Mark F. Hedrich

EVALUATOR DEPARTMENT: DACF

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.*

Individual Evaluator Comments:

1. Completeness of the Business Plan (5 pts): Appears complete

2. Character and Management Capacity (20 pts) – The application and business plan demonstrate applicant's knowledge, experience, and capacity to successfully plan, implement, and manage the proposed changes to the farm business: In business 7 years. Both have advanced degrees in ag and related fields. Both have administrative experience off the farm. Taken business classes. Uses Quick Books. Have diversified markets – fluid milk wholesale and retail, cheeses, live animals – breeding stock and SDIX -, farmers markets, home farm market. Has full-time and part-time employees. Holds event for public interaction with the goats, and has wooded goat trails for visitors. Has viable contingency plans for addressing adverse situations, and an exit plan. Business has expanded about 35% annually. Has list serve of 500, updating webpage, promoting in local publications.

3. Financial Capacity and Debt Management (10 pts) – The changes proposed in the business plan will improve the cash flow, and management of debt load needed to pay any new debt associated with the proposed changes to the farm business: Has profitable market for all milk products, and the market likely will expand. Proposals for expansion make sense and likely are viable for a sustainable operation.

4. Collateral and Asset Base (20 pts) – The application and business plan demonstrate that the farm will improve the productivity of the land (soil quality, fertility, water holding capacity), the physical condition of the buildings and equipment, and maintain any newly acquired assets to increase the overall sustainability of the farm business: Own 24 acres, lease 60 from family. Has 100 Alpine and Nubiens – 30 milking. Has old equipment and old infrastructure. Wants new line of haying equipment to harvest hay earlier for improved quality and enhanced animal production. Will work more with a ruminant nutritionist, forage and pasture specialists. Proposals for expansion appear practical.

5. Farm Vitality & Development of New Capital (30 pts) – The Business Plan demonstrates, through better strategies, marketing, production efficiencies, and upgrading of facilities and equipment, an increase in profitability and overall net worth that will improve the overall sustainability of the Farm Business: Want to expand to 50 milkers, build manure storage, build HUA and roof it, purchase new haying equipment, improve pasture management, develop gravel access roads, develop a VTA. Has funding from MFT, NRCS, local banks if needed. Will expand sales of livestock, fluid

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #:2021091501

RFP TITLE: Maine Farms for the Future Phase II

BIDDER NAME: Pumpkin Vine Family Farm

DATE: February 8, 2022

EVALUATOR NAME: Mark F. Hedrich

EVALUATOR DEPARTMENT: DACF

milk, cheeses, etc. Note: are paying sales tax on depreciable equipment purchases – should obtain a sales tax exemption certificate to eliminate this expense.

6. Other Conditions (15 pts total) – **(A)** The Business Plan identifies how the current or proposed farm operations will accomplish broader conservation objectives such as protecting water quality, improving wildlife habitat, or maintaining open space and local scenic and cultural amenities as long as such practices enhance or maintain the profitability of the farm (5pts): wants better equipment to harvest hay earlier to not interfere with nesting birds. Is working with Laura of SWCD on this. New HUA, paving, and roofing will minimize runoff into nearby perennial stream. Will hire an events and promotion coordinator.
- (B)** The percentage of the farmland owned by the applicant that is to be protected under the Farmland Protection Agreement (5pts): 24 acres.
- (C)** The degree to which the change in the business is new and different to the business (5pts): Mostly proposing expanding sales of products, extensive improvements to existing infrastructure. Given current success, expansion proposals should create a more viable and profitable business.

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #:2021091501
RFP TITLE: Maine Farms for the Future Phase II
BIDDER NAME: Sheepscoot Valley Farm
DATE: February 3, 2022
EVALUATOR NAME: Mark F. Hedrich
EVALUATOR DEPARTMENT: DACF

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.*

Individual Evaluator Comments:

1. Completeness of the Business Plan (5 pts): Is complete

2. Character and Management Capacity (20 pts) – The application and business plan demonstrate applicant's knowledge, experience, and capacity to successfully plan, implement, and manage the proposed changes to the farm business: Owned and managed another dairy farm from 1995-2005. Purchased this operation in 2013. Increased herd average from 16k to 23k with an organic program. Sells to Organic Valley. Are active in many ag organizations. This milk market is predicted to be stable. One FTE, 2 PT employees. BA from Brown University.

3. Financial Capacity and Debt Management (10 pts) – The changes proposed in the business plan will improve the cash flow, and management of debt load needed to pay any new debt associated with the proposed changes to the farm business: Has 100k loan from Dairy Marketing Loan Fund; 50K loan from MFT. Increased productivity and more milk production should result in enhanced net income. Financials suggest that the operation is solvent and viable for the future.

4. Collateral and Asset Base (20 pts) – The application and business plan demonstrate that the farm will improve the productivity of the land (soil quality, fertility, water holding capacity), the physical condition of the buildings and equipment, and maintain any newly acquired assets to increase the overall sustainability of the farm business: 64 acres fields and woodlot; leases 350 acres. Cows are in a new bedded pack barn since 2018. Has new, large bedded pack barn for heifers. Will construct large HUAs in 2022 and 2023 through NRCS. New milking parlor will reduce labor costs, enhance efficiency of operation. Separated farm from non-farm assets for financial security.

5. Farm Vitality & Development of New Capital (30 pts) – The Business Plan demonstrates, through better strategies, marketing, production efficiencies, and upgrading of facilities and equipment, an increase in profitability and overall net worth that will improve the overall sustainability of the Farm Business: In addition to improvements already completed, wants to build a milking parlor in the tie stall barn, which will reduce labor and associated cost, increase efficiencies of operation, and increase to 70 milking from 55, which will enhance net income. Expecting 27-37% production increase. Quota seems okay. Owns forage harvesting equipment needed and it is in good condition.

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #:2021091501

RFP TITLE: Maine Farms for the Future Phase II

BIDDER NAME: Sheepscot Valley Farm

DATE: February 3, 2022

EVALUATOR NAME: Mark F. Hedrich

EVALUATOR DEPARTMENT: DACF

6. Other Conditions (15 pts total) – **(A)** The Business Plan identifies how the current or proposed farm operations will accomplish broader conservation objectives such as protecting water quality, improving wildlife habitat, or maintaining open space and local scenic and cultural amenities as long as such practices enhance or maintain the profitability of the farm (5pts): Rotationally grazes the land. Has improved the manure management systems to reduce runoff. Continued operation of the farm will maintain many acres as farmland indefinitely.
7.
 - (B)** The percentage of the farmland owned by the applicant that is to be protected under the Farmland Protection Agreement (5pts): 63 acres to be protected.
 - (C)** The degree to which the change in the business is new and different to the business (5pts): Changes will result in a more efficient operation, reduced labor costs. The new milking parlor is state of the art and will result in more efficient milking, healthier cows, and allow expansion of the herd.

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #:2021091501

RFP TITLE: Maine Farms for the Future Phase II

BIDDER NAME: Turning Page Farm

DATE: February 9, 2022

EVALUATOR NAME: Mark F. Hedrich

EVALUATOR DEPARTMENT: DACF

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.*

Individual Evaluator Comments:

1. Completeness of the Business Plan (5 pts): Appears complete.

2. Character and Management Capacity (20 pts) – The application and business plan demonstrate applicant's knowledge, experience, and capacity to successfully plan, implement, and manage the proposed changes to the farm business: Degree in biochemistry, 20 years of experience in sales, quality control, project management, etc. Two FT family working and 2 part- time workers. Started with goats and cheesemaking in 2016. Have a brewery license and are utilizing agritourism. Selling beer, cheese, pork, soap, misc. items. Provides a lot of customer interaction with themselves and the animals.

3. Financial Capacity and Debt Management (10 pts) – The changes proposed in the business plan will improve the cash flow, and management of debt load needed to pay any new debt associated with the proposed changes to the farm business: Utilizing Northern Forest and other grants to finance projects and to provide match.

4. Collateral and Asset Base (20 pts) – The application and business plan demonstrate that the farm will improve the productivity of the land (soil quality, fertility, water holding capacity), the physical condition of the buildings and equipment, and maintain any newly acquired assets to increase the overall sustainability of the farm business: Has 24 acres mostly wooded – about 5 in use. Needs greatly expanded parking for customers. Has excessive energy costs. Installed an outside wood boiler and solar panels to reduce utility costs. Installed commercial bathroom for customers. Needs a deck on the greenhouse, signage, etc. Cut trails through the woods to attract snowmobile people.

5. Farm Vitality & Development of New Capital (30 pts) – The Business Plan demonstrates, through better strategies, marketing, production efficiencies, and upgrading of facilities and equipment, an increase in profitability and overall net worth that will improve the overall sustainability of the Farm. Has Business: Hand milking 7 goats, and wants to get to 12. Wants business to be active all year. Has more demand for product than can provide. Teaches goat school. Has some new, valuable assets. Projections suggest profitability in the future considering the changes that are proposed.

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #:2021091501

RFP TITLE: Maine Farms for the Future Phase II

BIDDER NAME: Turning Page Farm

DATE: February 9, 2022

EVALUATOR NAME: Mark F. Hedrich

EVALUATOR DEPARTMENT: DACF

6. Other Conditions (15 pts total) – **(A)** The Business Plan identifies how the current or proposed farm operations will accomplish broader conservation objectives such as protecting water quality, improving wildlife habitat, or maintaining open space and local scenic and cultural amenities as long as such practices enhance or maintain the profitability of the farm (5pts): Solar panels and new wood boiler will reduce reliance on external sources of electricity. Improving customer parking will reduce runoff.
7.
 - (B)** The percentage of the farmland owned by the applicant that is to be protected under the Farmland Protection Agreement (5pts): Planning to protect 24 acres.
 - (C)** The degree to which the change in the business is new and different to the business (5pts): Major change is enhanced parking for customers, decreased energy costs, which should improve the bottom line.



STATE OF MAINE
DEPARTMENT OF AGRICULTURE CONSERVATION &
FORESTRY

Janet T. Mills
Governor

Amanda E. Beal
Commissioner

AGREEMENT AND DISCLOSURE STATEMENT
RFP #: 202109151
RFP TITLE: Maine Farms for the Future Phase 2

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 1-12-2022
Signature Date



STATE OF MAINE
DEPARTMENT OF AGRICULTURE CONSERVATION &
FORESTRY

Janet T. Mills
Governor

Amanda E. Beal
Commissioner

AGREEMENT AND DISCLOSURE STATEMENT
RFP #: 202109151
RFP TITLE: Maine Farms for the Future Phase 2

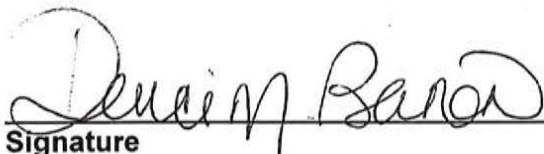
I, Denice Baron accept the offer to become a member of the Request for Proposals (RFP) Evaluation Team for the State of Maine Department of Agriculture Conservation & Forestry. I do hereby accept the terms set forth in this agreement AND hereby disclose any affiliation or relationship I may have in connection with a bidder who has submitted a proposal to this RFP.

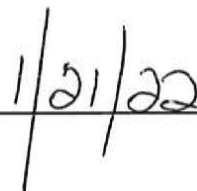
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Signature


Date



STATE OF MAINE
DEPARTMENT OF AGRICULTURE CONSERVATION &
FORESTRY

Janet T. Mills
Governor

Amanda E. Beal
Commissioner

AGREEMENT AND DISCLOSURE STATEMENT
RFP #: 202109151
RFP TITLE: Maine Farms for the Future Phase 2

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.

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Anne Trenholm
Anne Trenholm (Mar 11, 2022 14:45 EST)

1/25/2022

Signature

Date



STATE OF MAINE
DEPARTMENT OF AGRICULTURE CONSERVATION &
FORESTRY

Janet T. Mills
Governor

Amanda E. Beal
Commissioner

AGREEMENT AND DISCLOSURE STATEMENT
RFP #: 202109151
RFP TITLE: Maine Farms for the Future Phase 2

I, 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.

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Mark F. Hedrich
Mark F. Hedrich (Feb 2, 2022 12:08 EST)

Signature

Feb 2, 2022

Date