



Request for Proposals

Project Name: Rosebud Farm Company – Specialty Crops Feasibility Study

Company Name: Rosebud Economic Development Corporation (REDCO)

Project Due Date: November 15th, 2021

Contact: Koby Hagen, Rosebud Farm Company Agricultural Planner and Manager

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Introduction

The Rosebud Farm Company (RFC) is a subsidiary of the Rosebud Economic Development Corporation (REDCO). Founded in 2013, RFC has managed 1,400 acres of irrigated farmland and 600 acres of non-irrigated farmland through local farm contracts. It has been steadily building its capacity to directly farm this acreage as well as develop a long-term strategic agricultural plan to support food sovereignty for the Sicangu Lakota Oyate (Rosebud Sioux Tribe).

While the Sicangu Lakota Oyate's food practices have not historically centered around large-scale agriculture, creating regional food and agricultural hubs and sub-hubs is an essential piece of economic development and food sovereignty for tribal communities across the United States. According to the Native American Agricultural Fund (NAAF), Native American farmers sold \$3.54 billion worth of agricultural products ("Reimagining Native Food Economies: A Vision for Native Food and Agriculture Infrastructure Rebuilding and Recovery"). This was only 8% of the food's total value, where the remaining revenue earned was generated in food processing, trade and food services by non-tribal entities.

The Rosebud Sioux Tribe is land rich yet infrastructurally deficient. Its land area span about 1,970.362 square miles, where 85% of the 34,947 enrolled tribal members reside. Within this landscape, there are only three grocery stores, eight convenience stores, and three stand-alone venues to purchase prepared foods on the reservation. Most of the products within these food sources are imported from afar, nutritionally deficient, and are not relevant to sustaining cultural food practices into the future. Moreover, many of these agricultural products sold are not organic and they are vulnerable to climate change weather extremes. If reliance on these imported agricultural products continues, food insecurity

will increase and food system economic development will be hinder revenue generation within tribal communities like the Sicangu Lakota Oyate.

To counteract food insecurity, build food sovereignty, and create a circular food and agricultural economy, RFC is planning to implement specialty crop production, investment in innovative farm practices and infrastructure that can withstand climate change, and build regional agricultural hub operations to foster local economic development.

Project Overview

In the next five years, RFC aims to grow crops that bolster food security and support regional and national market demands. We need to identify the best crops that are resilient in the face of climate change, culturally relevant and/or nutritionally dense, and have niche marketability. Over the course of the next five years, our agricultural lands will transition from standard organic commodity crops to specialty organic crops that serve multiple community and regional market purposes.

In 2022, we aim to cultivate one or more resilient niche (specialty) crops within our current agricultural lands. Within five years, as we expand our agricultural acreage and continue to add storage, equipment, processing infrastructure, we hope to grow three to eight niche crops that are part of a diversified long-term strategic farm plan for RST.

Project Goal

By 2026, RFC would like the majority of the crops produced to meet at least one of three goals:

- Through regenerative agricultural practices, specialty crops earn a high profit margin to invest in local food and agricultural projects
- Create a local RFC brand, whereby crops and corresponding value-added products can be used by local food services and regional suppliers
- Ensure that in any given year, our agricultural outputs will meet the nutritional and caloric requirements of all tribal members if local and regional supply chains are disrupted

To do this, we are seeking a preliminary specialty crop market study on crops we have identified as having climate resiliency, niche marketability and/or cultural relevancy.

Scope of Work

The scope of work will highlight the basic costs of production, average profit margins, equipment required for seed-to-harvest, a list of value-added products in demand that use these crops, detailed list of potential buyers and regional markets, and a list of financing and grant options to jump-start the production for the following crops:

Specialty Crops*

- **Organic amaranth (seed, leaves, flour)**

- Organic buckwheat (seed, flour)
- Organic black beans (seed)
- **Organic chickpea (seed, flour)**
- Organic corn, culturally relevant varieties (seed, flour)
- **Organic Kernza, perennial grain (flour)**
- Organic Khorasan wheat (flour)
- Organic lentils (seed)
- **Organic sunflowers (seed, oil, stalk/fiber)**
- **Organic squash (fruit, seed, oil)**
- Other specialty crop considerations

*All crops in bold are top priority for market research. While we will prioritize proposals that can assess all crops listed above, we understand that – depending on the costs of services - this may not be possible. Therefore, we have highlighted the top tier of crops in this list in case a shorter list is needed to create a proposal.

Deliverables

We aim to have complete specialty crop market study that contains the following:

- A prioritized crop list in ascending order that highlights the best crops to implement into our production schedule over the next five years; the top crops will meet as many of our goals as listed in the ‘Project Goal’ section above.
- A production and market profile for each crop type that includes:
 - Production Process
 - Inputs required; average input cost/acre
 - Dryland and irrigated yield/acre
 - Seed-to-harvest equipment required and average purchase price for each piece
 - Storage requirements
 - Farm labor estimates cost/acre (tilling, sowing, harvesting, drying)
 - Market Potential
 - Identify raw material product demand; local and regional markets and potential buyers
 - Identify value-added product demand; local and regional markets and potential buyers
 - 5-year market trend summary
 - Identify regional market sales
- A list of financing and grant options that can assist in supporting equipment, infrastructure, seed, and field input costs for specialty crops

Anticipated Selection Schedule

The Request for Proposal timeline is as follows:

Request for RFP: August 23rd, 2021

Deadline for Questions: August 30th, 2021

RFC Responds to Questions: September 3rd, 2021

Quotes from Service Providers Due: September 10th, 2021

Selection of Service Provider: September 17th, 2021

Project due: November 15th, 2021

Time and Place of Submission of Proposals

Respondents to this RFP must submit one original and five copies of their proposal, received no later than September 10th, 2021. Responses should be clearly marked “RFP - **Rosebud Farm Company – Specialty Crops Market Study**” and mailed or delivered to the contact person listed above. Responses may also be submitted via email: please email koby@sicangucorp.com with the subject line “Request for Proposal - **Rosebud Farm Company – Specialty Crops Market Study**” with the proposal attached as a pdf.

Timeline

The project is to be completed by November 15th, 2021.

Elements of Proposal

A submission must include, at a minimum, the following elements:

1. Description of the firm or organization including a general overview and names and credentials of the team who will be completing the project.
2. A one-page narrative outlining the organizations strengths and distinguishing skills or capabilities as they relate to the project.
3. A proposed budget for the project, including a breakdown of the time and cost requirements for each deliverable outlined in the ‘Project Goals; ‘Scope of Services’ and ‘Deliverables’ sections.
4. Testimonies from past clients.
5. May include previous examples of completed feasibility studies.

Evaluation Criteria

The successful respondent will have been operating continuously and offering consulting services for a minimum of 24 months.

The education, experience, knowledge, skills, and qualifications of the firm and the individuals who will contribute to the project.

The competitive cost of services.

The expertise of the firm in completing similar studies or projects.

Tribal affiliation will also be considered. REDCO is a tribally chartered corporation under the Rosebud Sioux Tribe (RST), and as such follows the tribe's procurement policies. Indian preference therefore applies. However, all service providers are invited to apply, and evaluation of other criteria in addition to tribal affiliation will play a significant role in the selection process. The selected service provider will be required to have or obtain a Rosebud Sioux Tribe business license prior to commencement of the project.

Possible Roadblocks

Potential roadblocks include market data for niche or emerging organic crops. There may be little to no organic crop market history for some of the crops listed on our interest list. For some crops, direct inquiry with specialty farms and producers may be required.

Budget

The ideal project budget is \$10,000, with the possibility of up to \$15,000 for the right proposal. The budget includes all costs incurred by the service provider in completion of the project, including any travel expenses that may be necessary for visits to the Rosebud.