

State of Maine
Master Score Sheet

RFP# 202102018					
Agricultural Development Grant					
Bidder Name:		Baker Brook Farm Creamery	Bartlett Yarn	Bernaichie Property Maintenance	Caswell Farm Creative LLC
Proposed Cost:		\$50,000.00	\$8,850.00	\$50,000.00	\$49,823.00
Scoring Sections	Points Available				
Section I: Preliminary Information	Pass/Fail	Pass	Pass	Pass	Pass
Commissioner Priority Area	10	2	8	0	8
Identification of Need/Opportunity and Justification	20	10	16	2	15
Project Goals, Objectives, Deliverables	20	8	15	5	15
Innovation	10	1	7	0	8
Degree of Risk	5	5	5	1	4
Project Methodology and Schedule	5	4	5	3	4
Project Management	5	4	5	2	5
Budget & Budget Narrative	25	7	20	7	15
TOTAL	<u>100</u>	<u>41</u>	<u>81</u>	<u>20</u>	<u>74</u>

State of Maine
Master Score Sheet

RFP# 202102018						
Agricultural Development Grant						
Bidder Name:		Chalet Farms	Crystal Springs Community Farm	Farmer Kev's Organic LLC	Five Pillars Butchery	
Proposed Cost:		\$36,542.00	\$32,770.00	\$49,400.00	\$50,000.00	
Scoring Sections		Points Available				
Section I: Preliminary Information		Pass/Fail	Pass	Pass	Pass	Pass
Commissioner Priority Area		10	8	8	7	6
Identification of Need/Opportunity and Justification		20	18	20	18	15
Project Goals, Objectives, Deliverables		20	18	19	16	15
Innovation		10	0	8	1	3
Degree of Risk		5	4	4	5	1
Project Methodology and Schedule		5	4	5	5	3
Project Management		5	4	5	4	3
Budget & Budget Narrative		25	10	20	20	7
TOTAL		<u>100</u>	<u>66</u>	<u>89</u>	<u>76</u>	<u>53</u>

State of Maine
Master Score Sheet

RFP# 202102018					
Agricultural Development Grant					
Bidder Name:		Green Gean's LLC	Hamilton Farm – Barred Owl Creamery	Hazel Hill Orchard	Jeanette Graybill
Proposed Cost:		\$4,117.50	\$8,460.00	\$9,000.00	\$44,110.00
Scoring Sections	Points Available				
Section I: Preliminary Information	Pass/Fail	Pass	Pass	Pass	Pass
Commissioner Priority Area	10	6	5	7	3
Identification of Need/Opportunity and Justification	20	10	5	12	5
Project Goals, Objectives, Deliverables	20	7	5	12	5
Innovation	10	5	0	10	5
Degree of Risk	5	4	1	4	2
Project Methodology and Schedule	5	4	1	4	4
Project Management	5	2	2	4	1
Budget & Budget Narrative	25	5	5	18	10
TOTAL	<u>100</u>	<u>43</u>	<u>24</u>	<u>71</u>	<u>35</u>

State of Maine
Master Score Sheet

RFP# 202102018					
Agricultural Development Grant					
Bidder Name:		Long Cove Sea Farm	Maine Aquaculture Innovation Center	Maine Cheese Guild	Maine Farmland Trust
Proposed Cost:		\$6,680.00	\$36,000.00	\$30,000.00	\$49,987.00
Scoring Sections	Points Available				
Section I: Preliminary Information	Pass/Fail	Pass	Pass	Pass	Pass
Commissioner Priority Area	10	5	10	10	8
Identification of Need/Opportunity and Justification	20	15	20	18	17
Project Goals, Objectives, Deliverables	20	15	18	18	20
Innovation	10	8	8	3	10
Degree of Risk	5	5	3	5	5
Project Methodology and Schedule	5	5	5	5	5
Project Management	5	3	5	5	5
Budget & Budget Narrative	25	20	20	20	20
TOTAL	<u>100</u>	<u>76</u>	<u>89</u>	<u>84</u>	<u>90</u>

State of Maine
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RFP# 202102018					
Agricultural Development Grant					
Bidder Name:		Maine Grains	McGaffey Mountain Hops	Motodoll LLC	New Meadows River Shellfish Cooperative
Proposed Cost:		\$50,000.00	\$155,018.00	\$49,500.00	\$45,275.00
Scoring Sections	Points Available				
Section I: Preliminary Information	Pass/Fail	Pass	Pass	Pass	Pass
Commissioner Priority Area	10	7	2	4	6
Identification of Need/Opportunity and Justification	20	18	5	5	15
Project Goals, Objectives, Deliverables	20	18	5	5	15
Innovation	10	8	1	0	8
Degree of Risk	5	5	0	1	3
Project Methodology and Schedule	5	5	0	1	5
Project Management	5	5	1	2	5
Budget & Budget Narrative	25	22	0	5	13
TOTAL	<u>100</u>	<u>88</u>	<u>14</u>	<u>23</u>	<u>70</u>

State of Maine
Master Score Sheet

RFP# 202102018						
Agricultural Development Grant						
Bidder Name:		Ocean Approved	Olde Haven Farm	Passamaquoddy Wild Blueberry Company	Roux's Farms	
Proposed Cost:		\$50,000.00	\$50,000.00	\$50,000.00	\$65,000.00	
Scoring Sections	Points Available					
Section I: Preliminary Information	Pass/Fail	Pass	Pass	Pass	Pass	
Commissioner Priority Area	10	8	4	6	8	
Identification of Need/Opportunity and Justification	20	18	10	15	7	
Project Goals, Objectives, Deliverables	20	18	15	12	7	
Innovation	10	10	0	5	0	
Degree of Risk	5	4	5	2	1	
Project Methodology and Schedule	5	5	3	5	1	
Project Management	5	5	3	4	1	
Budget & Budget Narrative	25	20	18	17	5	
TOTAL	<u>100</u>	<u>88</u>	<u>58</u>	<u>66</u>	<u>30</u>	

State of Maine
Master Score Sheet

RFP# 202102018					
Agricultural Development Grant					
Bidder Name:		Snowy Farms	Somali Bantu Community Association	The Good Crust	The Goronson Farm
Proposed Cost:		\$50,000.00	\$49,912.71	\$50,000.00	\$50,000.00
Scoring Sections	Points Available				
Section I: Preliminary Information	Pass/Fail	Pass	Pass	Pass	Pass
Commissioner Priority Area	10	3	6	6	4
Identification of Need/Opportunity and Justification	20	5	15	9	12
Project Goals, Objectives, Deliverables	20	10	10	10	10
Innovation	10	5	3	2	0
Degree of Risk	5	2	3	1	2
Project Methodology and Schedule	5	3	4	3	3
Project Management	5	2	5	3	4
Budget & Budget Narrative	25	8	15	12	12
TOTAL	<u>100</u>	<u>38</u>	<u>61</u>	<u>46</u>	<u>47</u>

RFP# 202102018

Agricultural Development Grant

Bidder Name:		Thirty Acre Farm	Tilth and Timber	Wild Blueberry Commission	
Proposed Cost:		\$50,000.00	\$40,000.00	\$50,000.00	
Scoring Sections	Points Available				
Section I: Preliminary Information	Pass/Fail	Pass	Pass	Pass	
Commissioner Priority Area	10	8	3	4	
Identification of Need/Opportunity and Justification	20	18	8	15	
Project Goals, Objectives, Deliverables	20	20	15	15	
Innovation	10	10	1	7	
Degree of Risk	5	4	3	4	
Project Methodology and Schedule	5	5	3	5	
Project Management	5	5	2	5	
Budget & Budget Narrative	25	22	14	23	
TOTAL	<u>100</u>	<u>92</u>	<u>49</u>	<u>78</u>	

From: [AG Development Grant](#)
To: [Baker Brook Farm](#)
Subject: 2021 Agricultural Development Grant
Date: Wednesday, July 14, 2021 11:31:00 AM
Attachments: [Baker Brook Farm Creamery.pdf](#)
Importance: High

Good Morning,

Attached is the notice for the 2021 Agricultural Development Grant review process for RFA #202102018.

Thank you for your interest in doing business with the State of Maine and the Bureau of Agriculture, Food and Rural Resources.

Sincerely,

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



STATE OF MAINE
Department of Agriculture, Conservation
and Forestry

Janet T. Mills
Governor

Amanda E. Beal
Commissioner

July 14, 2021

Mr. Stephen O'Brien
Baker Brook Farm Creamery LLC
30 Haskell Rd
Windham, Maine 04062

SUBJECT: Notice of the Agricultural Development Grant review process for RFA #
202102018, Agricultural Development Grant
RE: Expanding Local Milk Distribution

Dear Mr. Stephen O'Brien:

This letter is in regard to the subject Request for Application (RFA), issued by the State of Maine Department of Agriculture, Conservation, and Forestry for the Agricultural Development Grant. 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 bidder(s):

- Crystal Springs Community Farm: *Expanding Access to Cold Storage, Wholesale Packaging, and Distribution Networks for Maine Farms.*
- Maine Aquaculture Innovation Center: *Maine Aquaculture Business Development Program.*
- Maine Cheese Guild: *Maine Artisan Cheese Industry Report*
- Maine Farmland Trust: *Business of Farming: Helping Farmers Access New Markets and Build Resilience to Market Fluctuations.*
- Maine Grains: *Maine Grains, Inc. Expansion to add Banking Mixes and Easy-to-Prepare Local Grains.*
- Thirty Acre Farm: *Thirty Acre Farm Demonstration of COBOTIC (Robot Assisted) Filling and Capping Operations.*

The bidder(s) listed above received the evaluation team's highest ranking(s). The Department will be contacting the aforementioned bidder(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 at the end.

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

STATEMENT OF APPEAL RIGHTS

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

From: [AG Development Grant](#)
To: [BartlettYarns](#)
Subject: 2021 Agricultural Development Grant
Date: Wednesday, July 14, 2021 11:38:00 AM
Attachments: [Bartlett Yarn.pdf](#)
Importance: High

Good Morning,

Attached is the notice for the 2021 Agricultural Development Grant review process for RFA #202102018.

Thank you for your interest in doing business with the State of Maine and the Bureau of Agriculture, Food and Rural Resources.

Sincerely,

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



STATE OF MAINE
Department of Agriculture, Conservation
and Forestry

Janet T. Mills
Governor

Amanda E. Beal
Commissioner

July 14, 2021

Mr. Lindsey Rice
Bartlett Yarn
20 Water Street
Harmony, Maine 04942

SUBJECT: Notice of the Agricultural Development Grant review process for RFA #
202102018, Agricultural Development Grant
RE: Carding Evolution

Dear Ms. Lindsey Rice:

This letter is in regard to the subject Request for Application (RFA), issued by the State of Maine Department of Agriculture, Conservation, and Forestry for the Agricultural Development Grant. 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 bidder(s):

- Crystal Springs Community Farm: *Expanding Access to Cold Storage, Wholesale Packaging, and Distribution Networks for Maine Farms.*
- Maine Aquaculture Innovation Center: *Maine Aquaculture Business Development Program.*
- Maine Cheese Guild: *Maine Artisan Cheese Industry Report*
- Maine Farmland Trust: *Business of Farming: Helping Farmers Access New Markets and Build Resilience to Market Fluctuations.*
- Maine Grains: *Maine Grains, Inc. Expansion to add Banking Mixes and Easy-to-Prepare Local Grains.*
- Thirty Acre Farm: *Thirty Acre Farm Demonstration of COBOTIC (Robot Assisted) Filling and Capping Operations.*

The bidder(s) listed above received the evaluation team's highest ranking(s). The Department will be contacting the aforementioned bidder(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,

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

STATEMENT OF APPEAL RIGHTS

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From: [AG Development Grant](#)
To: [Bernaiche Property Maintenance](#)
Subject: 2021 Agricultural Development Grant
Date: Wednesday, July 14, 2021 11:41:00 AM
Attachments: [Bernaiche Property Maintenance.pdf](#)
Importance: High

Good Morning,

Attached is the notice for the 2021 Agricultural Development Grant review process for RFA #202102018.

Thank you for your interest in doing business with the State of Maine and the Bureau of Agriculture, Food and Rural Resources.

Sincerely,

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

Janet T. Mills
Governor

Amanda E. Beal
Commissioner

July 14, 2021

Mr. Travis Bernaiche
Bernaichie Property Maintenance
255 Main Street
Caribou, Maine 04736

SUBJECT: Notice of the Agricultural Development Grant review process for RFA #
202102018, Agricultural Development Grant
RE: Minimizing Infrastructure Bottle Necks for Better Transportation of Agricultural Products

Dear Mr. Travis Bernaiche:

This letter is in regard to the subject Request for Application (RFA), issued by the State of Maine Department of Agriculture, Conservation, and Forestry for the Agricultural Development Grant. 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 bidder(s):

- Crystal Springs Community Farm: *Expanding Access to Cold Storage, Wholesale Packaging, and Distribution Networks for Maine Farms.*
- Maine Aquaculture Innovation Center: *Maine Aquaculture Business Development Program.*
- Maine Cheese Guild: *Maine Artisan Cheese Industry Report*
- Maine Farmland Trust: *Business of Farming: Helping Farmers Access New Markets and Build Resilience to Market Fluctuations.*
- Maine Grains: *Maine Grains, Inc. Expansion to add Banking Mixes and Easy-to-Prepare Local Grains.*
- Thirty Acre Farm: *Thirty Acre Farm Demonstration of COBOTIC (Robot Assisted) Filling and Capping Operations.*

The bidder(s) listed above received the evaluation team's highest ranking(s). The Department will be contacting the aforementioned bidder(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

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Sincerely,

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

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From: [AG Development Grant](#)
To: [Caswell Farm Creative](#)
Subject: 2021 Agricultural Development Grant
Date: Wednesday, July 14, 2021 11:46:00 AM
Attachments: [Caswell Family Creative.pdf](#)
Importance: High

Good Morning,

Attached is the notice for the 2021 Agricultural Development Grant review process for RFA #202102018.

Thank you for your interest in doing business with the State of Maine and the Bureau of Agriculture, Food and Rural Resources.

Sincerely,

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
Department of Agriculture, Conservation
and Forestry

Janet T. Mills
Governor

Amanda E. Beal
Commissioner

July 14, 2021

Ms. Catherine Caswell
Caswell Farm Creative LLC
120 Whitney Rd
Gray, Maine 04039

SUBJECT: Notice of the Agricultural Development Grant review process for RFA #
202102018, Agricultural Development Grant
RE: Caswell Farm Creative Kitchen & Classroom

Dear Ms. Catherine Caswell:

This letter is in regard to the subject Request for Application (RFA), issued by the State of Maine Department of Agriculture, Conservation, and Forestry for the Agricultural Development Grant. 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 bidder(s):

- Crystal Springs Community Farm: *Expanding Access to Cold Storage, Wholesale Packaging, and Distribution Networks for Maine Farms.*
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- Maine Farmland Trust: *Business of Farming: Helping Farmers Access New Markets and Build Resilience to Market Fluctuations.*
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Nancy McBrady
Director, Bureau of Agriculture, Food and Rural Resources

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From: [AG Development Grant](#)
To: [Chalet Farms](#)
Subject: 2021 Agricultural Development Grant
Date: Wednesday, July 14, 2021 11:50:00 AM
Attachments: [Chalet Farms LLC.pdf](#)
Importance: High

Good Morning,

Attached is the notice for the 2021 Agricultural Development Grant review process for RFA #202102018.

Thank you for your interest in doing business with the State of Maine and the Bureau of Agriculture, Food and Rural Resources.

Sincerely,

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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Janet T. Mills
Governor

Amanda E. Beal
Commissioner

July 14, 2021

Ms. Lea Thornwall
Chalet Farms
137 Sawyer Rd
Hampden, Maine 04444

SUBJECT: Notice of the Agricultural Development Grant review process for RFA #
202102018, Agricultural Development Grant
RE: Agricultural Development Needs at Chalet Farms, LLC

Dear Ms. Lea Thornwall:

This letter is in regard to the subject Request for Application (RFA), issued by the State of Maine Department of Agriculture, Conservation, and Forestry for the Agricultural Development Grant. 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 bidder(s):

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

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

Sincerely,

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

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

STATEMENT OF APPEAL RIGHTS

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From: [AG Development Grant](#)
To: [Crystal Spring Community Farm](#)
Subject: 2021 Agricultural Development Grant
Date: Wednesday, July 14, 2021 11:52:00 AM
Attachments: [Crystal Springs Community Farm.pdf](#)
Importance: High

Good Morning,

Attached is the notice for the 2021 Agricultural Development Grant review process for RFA #202102018.

Thank you for your interest in doing business with the State of Maine and the Bureau of Agriculture, Food and Rural Resources.

Sincerely,

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

Janet T. Mills
Governor

Amanda E. Beal
Commissioner

July 14, 2021

Mr. Seth Kroeck
Crystal Springs Community Farm
277 Pleasant Hill Rd
Brunswick, Maine 04011

SUBJECT: Notice of the Agricultural Development Grant review process for RFA #
202102018, Agricultural Development Grant
RE: Expanding Access to Cold Storage, Wholesale Packaging, and Distribution Networks for
Maine Farms

Dear Mr. Seth Kroeck:

This letter is in regard to the subject Request for Application (RFA), issued by the State of Maine Department of Agriculture, Conservation, and Forestry for the Agricultural Development Grant. 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 bidder(s):

- Crystal Springs Community Farm: *Expanding Access to Cold Storage, Wholesale Packaging, and Distribution Networks for Maine Farms.*
- Maine Aquaculture Innovation Center: *Maine Aquaculture Business Development Program.*
- Maine Cheese Guild: *Maine Artisan Cheese Industry Report*
- Maine Farmland Trust: *Business of Farming: Helping Farmers Access New Markets and Build Resilience to Market Fluctuations.*
- Maine Grains: *Maine Grains, Inc. Expansion to add Banking Mixes and Easy-to-Prepare Local Grains.*
- Thirty Acre Farm: *Thirty Acre Farm Demonstration of COBOTIC (Robot Assisted) Filling and Capping Operations.*

The bidder(s) listed above received the evaluation team's highest ranking(s). The Department will be contacting the aforementioned bidder(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 prominent loop at the end.

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

STATEMENT OF APPEAL RIGHTS

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

From: [AG Development Grant](#)
To: [Farmer Kev's Organic](#)
Subject: 2021 Agricultural Development Grant
Date: Wednesday, July 14, 2021 12:08:00 PM
Attachments: [Farmer Kev Organic.pdf](#)
Importance: High

Good Morning,

Attached is the notice for the 2021 Agricultural Development Grant review process for RFA #202102018.

Thank you for your interest in doing business with the State of Maine and the Bureau of Agriculture, Food and Rural Resources.

Sincerely,

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



STATE OF MAINE
Department of Agriculture, Conservation
and Forestry

Janet T. Mills
Governor

Amanda E. Beal
Commissioner

July 14, 2021

Mr. Kevin Leavitt
Farmer Kev's Organic LLC
29 Long Meadow Dr
West Gardiner, Maine 04345

SUBJECT: Notice of the Agricultural Development Grant review process for RFA #
202102018, Agricultural Development Grant
RE: Fruit and Vegetable Jet Washer and Greens Dryer Technology

Dear Mr. Kevin Leavitt:

This letter is in regard to the subject Request for Application (RFA), issued by the State of Maine Department of Agriculture, Conservation, and Forestry for the Agricultural Development Grant. 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 bidder(s):

- Crystal Springs Community Farm: *Expanding Access to Cold Storage, Wholesale Packaging, and Distribution Networks for Maine Farms.*
- Maine Aquaculture Innovation Center: *Maine Aquaculture Business Development Program.*
- Maine Cheese Guild: *Maine Artisan Cheese Industry Report*
- Maine Farmland Trust: *Business of Farming: Helping Farmers Access New Markets and Build Resilience to Market Fluctuations.*
- Maine Grains: *Maine Grains, Inc. Expansion to add Banking Mixes and Easy-to-Prepare Local Grains.*
- Thirty Acre Farm: *Thirty Acre Farm Demonstration of COBOTIC (Robot Assisted) Filling and Capping Operations.*

The bidder(s) listed above received the evaluation team's highest ranking(s). The Department will be contacting the aforementioned bidder(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,

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

STATEMENT OF APPEAL RIGHTS

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From: [AG Development Grant](#)
To: [Five Pillars Butchery](#)
Subject: 2021 Agricultural Development Grant
Date: Wednesday, July 14, 2021 12:23:00 PM
Attachments: [Five Pillars Butchery.pdf](#)
Importance: High

Good Morning,

Attached is the notice for the 2021 Agricultural Development Grant review process for RFA #202102018.

Thank you for your interest in doing business with the State of Maine and the Bureau of Agriculture, Food and Rural Resources.

Sincerely,

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



STATE OF MAINE
Department of Agriculture, Conservation
and Forestry

Janet T. Mills
Governor

Amanda E. Beal
Commissioner

July 14, 2021

Mr. Hussam Al Rawi
Five Pillars Butchery
119 Bangor Rd
Unity, Maine 04988

SUBJECT: Notice of the Agricultural Development Grant review process for RFA #
202102018, Agricultural Development Grant
RE: Five Pillars Butchery Enterprise Poultry Facility

Dear Mr. Hussam Al Rawi:

This letter is in regard to the subject Request for Application (RFA), issued by the State of Maine Department of Agriculture, Conservation, and Forestry for the Agricultural Development Grant. 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 bidder(s):

- Crystal Springs Community Farm: *Expanding Access to Cold Storage, Wholesale Packaging, and Distribution Networks for Maine Farms.*
- Maine Aquaculture Innovation Center: *Maine Aquaculture Business Development Program.*
- Maine Cheese Guild: *Maine Artisan Cheese Industry Report*
- Maine Farmland Trust: *Business of Farming: Helping Farmers Access New Markets and Build Resilience to Market Fluctuations.*
- Maine Grains: *Maine Grains, Inc. Expansion to add Banking Mixes and Easy-to-Prepare Local Grains.*
- Thirty Acre Farm: *Thirty Acre Farm Demonstration of COBOTIC (Robot Assisted) Filling and Capping Operations.*

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relative to the contract services until a contract containing terms and conditions acceptable to the Department is executed. The Department further reserves the right to cancel this Notice of Conditional Contract Award at any time prior to the execution of a written contract.

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

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

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

Sincerely,

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

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

STATEMENT OF APPEAL RIGHTS

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From: [AG Development Grant](#)
To: [Green Gean"s](#)
Subject: 2021 Agricultural Development Grant
Date: Wednesday, July 14, 2021 12:29:00 PM
Attachments: [Green Geans.pdf](#)
Importance: High

Good Morning,

Attached is the notice for the 2021 Agricultural Development Grant review process for RFA #202102018.

Thank you for your interest in doing business with the State of Maine and the Bureau of Agriculture, Food and Rural Resources.

Sincerely,

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



STATE OF MAINE
Department of Agriculture, Conservation
and Forestry

Janet T. Mills
Governor

Amanda E. Beal
Commissioner

July 14, 2021

Ms. Gina Mannarino
Green Gean's LLC
763 Main St
South Portland, Maine 04106

SUBJECT: Notice of the Agricultural Development Grant review process for RFA #
202102018, Agricultural Development Grant
RE: Green Gean's LLC Pilot Technology Program to Increase Sustainable Food in Maine

Dear Ms. Gina Mannarino:

This letter is in regard to the subject Request for Application (RFA), issued by the State of Maine Department of Agriculture, Conservation, and Forestry for the Agricultural Development Grant. 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 bidder(s):

- Crystal Springs Community Farm: *Expanding Access to Cold Storage, Wholesale Packaging, and Distribution Networks for Maine Farms.*
- Maine Aquaculture Innovation Center: *Maine Aquaculture Business Development Program.*
- Maine Cheese Guild: *Maine Artisan Cheese Industry Report*
- Maine Farmland Trust: *Business of Farming: Helping Farmers Access New Markets and Build Resilience to Market Fluctuations.*
- Maine Grains: *Maine Grains, Inc. Expansion to add Banking Mixes and Easy-to-Prepare Local Grains.*
- Thirty Acre Farm: *Thirty Acre Farm Demonstration of COBOTIC (Robot Assisted) Filling and Capping Operations.*

The bidder(s) listed above received the evaluation team's highest ranking(s). The Department will be contacting the aforementioned bidder(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.

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

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

Sincerely,

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

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

STATEMENT OF APPEAL RIGHTS

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From: [AG Development Grant](#)
To: [Hamilton Farm](#)
Subject: 2021 Agricultural Development Grant
Date: Wednesday, July 14, 2021 12:31:00 PM
Attachments: [Hamilton Farm.pdf](#)
Importance: High

Good Morning,

Attached is the notice for the 2021 Agricultural Development Grant review process for RFA #202102018.

Thank you for your interest in doing business with the State of Maine and the Bureau of Agriculture, Food and Rural Resources.

Sincerely,

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



STATE OF MAINE
Department of Agriculture, Conservation
and Forestry

Janet T. Mills
Governor

Amanda E. Beal
Commissioner

July 14, 2021

Ms. Patricia Hamilton
Hamilton Farm - Barred Owl Creamery
6 South Fowles Ln
Whitefield, Maine 04353

SUBJECT: Notice of the Agricultural Development Grant review process for RFA #
202102018, Agricultural Development Grant
RE: Reinventing our farm business, pivoting from cheese to more profitable farm-raised
products (wool, medicinals, soap)

Dear Ms. Patricia Hamilton:

This letter is in regard to the subject Request for Application (RFA), issued by the State of Maine Department of Agriculture, Conservation, and Forestry for the Agricultural Development Grant. 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 bidder(s):

- Crystal Springs Community Farm: *Expanding Access to Cold Storage, Wholesale Packaging, and Distribution Networks for Maine Farms.*
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- Maine Cheese Guild: *Maine Artisan Cheese Industry Report*
- Maine Farmland Trust: *Business of Farming: Helping Farmers Access New Markets and Build Resilience to Market Fluctuations.*
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Thank you for your interest in doing business with the State of Maine.

Sincerely,

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

STATEMENT OF APPEAL RIGHTS

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From: [AG Development Grant](#)
To: [Hazel Hill Orchard](#)
Subject: 2021 Agricultural Development Grant
Date: Wednesday, July 14, 2021 12:35:00 PM
Attachments: [Hazel Hill Orchard.pdf](#)
Importance: High

Good Morning,

Attached is the notice for the 2021 Agricultural Development Grant review process for RFA #202102018.

Thank you for your interest in doing business with the State of Maine and the Bureau of Agriculture, Food and Rural Resources.

Sincerely,

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



STATE OF MAINE
Department of Agriculture, Conservation
and Forestry

Janet T. Mills
Governor

Amanda E. Beal
Commissioner

July 14, 2021

Mr. Anthony Leavitt
Hazel Hill Orchard
59 South Livemore Rd
Turner, Maine 04282

SUBJECT: Notice of the Agricultural Development Grant review process for RFA #
202102018, Agricultural Development Grant
RE: High Density Trellis Orchard and Enclosure

Dear Mr. Anthony Leavitt:

This letter is in regard to the subject Request for Application (RFA), issued by the State of Maine Department of Agriculture, Conservation, and Forestry for the Agricultural Development Grant. 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 bidder(s):

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- Maine Cheese Guild: *Maine Artisan Cheese Industry Report*
- Maine Farmland Trust: *Business of Farming: Helping Farmers Access New Markets and Build Resilience to Market Fluctuations.*
- Maine Grains: *Maine Grains, Inc. Expansion to add Banking Mixes and Easy-to-Prepare Local Grains.*
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Thank you for your interest in doing business with the State of Maine.

Sincerely,

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

STATEMENT OF APPEAL RIGHTS

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From: [AG Development Grant](#)
To: [Jeanette Graybill](#)
Subject: 2021 Agricultural Development Grant
Date: Wednesday, July 14, 2021 12:37:00 PM
Attachments: [Jeanette Graybill.pdf](#)
Importance: High

Good Morning,

Attached is the notice for the 2021 Agricultural Development Grant review process for RFA #202102018.

Thank you for your interest in doing business with the State of Maine and the Bureau of Agriculture, Food and Rural Resources.

Sincerely,

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



STATE OF MAINE
Department of Agriculture, Conservation
and Forestry

Janet T. Mills
Governor

Amanda E. Beal
Commissioner

July 14, 2021

Ms. Jeanette Graybill
Jeanette Graybill
63 Franklin Ave
Houlton, Maine 04730

SUBJECT: Notice of the Agricultural Development Grant review process for RFA #
202102018, Agricultural Development Grant
RE: Commercial Hemp Kitchen Project for Small Farmers and Gardeners in Maine and
Aroostook County

Dear Ms. Jeanette Graybill:

This letter is in regard to the subject Request for Application (RFA), issued by the State of Maine Department of Agriculture, Conservation, and Forestry for the Agricultural Development Grant. 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 bidder(s):

- Crystal Springs Community Farm: *Expanding Access to Cold Storage, Wholesale Packaging, and Distribution Networks for Maine Farms.*
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Thank you for your interest in doing business with the State of Maine.

Sincerely,

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

STATEMENT OF APPEAL RIGHTS

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From: [AG Development Grant](#)
To: [Long Cove Sea Farm](#)
Subject: 2021 Agricultural Development Grant
Date: Wednesday, July 14, 2021 12:40:00 PM
Attachments: [Long Cove Sea Farms.pdf](#)
Importance: High

Good Afternoon,

Attached is the notice for the 2021 Agricultural Development Grant review process for RFA #202102018.

Thank you for your interest in doing business with the State of Maine and the Bureau of Agriculture, Food and Rural Resources.

Sincerely,

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



STATE OF MAINE
Department of Agriculture, Conservation
and Forestry

Janet T. Mills
Governor

Amanda E. Beal
Commissioner

July 14, 2021

Ms. Abigail Barrows
Long Cove Sea Farm
10 Tidal Cover Ln
Stonington, Maine 04681

SUBJECT: Notice of the Agricultural Development Grant review process for RFA #
202102018, Agricultural Development Grant
RE: Technology and e-commerce; a better way to grow and sell Maine oysters

Dear Ms. Abigail Barrows:

This letter is in regard to the subject Request for Application (RFA), issued by the State of Maine Department of Agriculture, Conservation, and Forestry for the Agricultural Development Grant. 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 bidder(s):

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- Maine Cheese Guild: *Maine Artisan Cheese Industry Report*
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This award decision is conditioned upon final approval by the State Procurement Review Committee and the successful negotiation of a contract. A Statement of Appeal Rights has been provided with this letter; see below.

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

Sincerely,

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

STATEMENT OF APPEAL RIGHTS

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

From: [AG Development Grant](#)
To: [Main Aquaculture Innovation Center](#)
Subject: 2021 Agricultural Development Grant
Date: Wednesday, July 14, 2021 12:43:00 PM
Attachments: [Maine Aquaculture Innovation Center.pdf](#)
Importance: High

Good Afternoon,

Attached is the notice for the 2021 Agricultural Development Grant review process for RFA #202102018.

Thank you for your interest in doing business with the State of Maine and the Bureau of Agriculture, Food and Rural Resources.

Sincerely,

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



STATE OF MAINE
Department of Agriculture, Conservation
and Forestry

Janet T. Mills
Governor

Amanda E. Beal
Commissioner

July 14, 2021

Mr. Chris Davis
Maine Aquaculture Innovation Center
193 Clarks Cove Road
Walpole, Maine 04573

SUBJECT: Notice of the Agricultural Development Grant review process for RFA #
202102018, Agricultural Development Grant
RE: Maine Aquaculture Business Development Program

Dear Mr. Chris Davis:

This letter is in regard to the subject Request for Application (RFA), issued by the State of Maine Department of Agriculture, Conservation, and Forestry for the Agricultural Development Grant. 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 bidder(s):

- Crystal Springs Community Farm: *Expanding Access to Cold Storage, Wholesale Packaging, and Distribution Networks for Maine Farms.*
- Maine Aquaculture Innovation Center: *Maine Aquaculture Business Development Program.*
- Maine Cheese Guild: *Maine Artisan Cheese Industry Report*
- Maine Farmland Trust: *Business of Farming: Helping Farmers Access New Markets and Build Resilience to Market Fluctuations.*
- Maine Grains: *Maine Grains, Inc. Expansion to add Banking Mixes and Easy-to-Prepare Local Grains.*
- Thirty Acre Farm: *Thirty Acre Farm Demonstration of COBOTIC (Robot Assisted) Filling and Capping Operations.*

The bidder(s) listed above received the evaluation team's highest ranking(s). The Department will be contacting the aforementioned bidder(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: [AG Development Grant](#)
To: [Maine Cheese Guild](#)
Subject: 2021 Agricultural Development Grant
Date: Wednesday, July 14, 2021 12:52:00 PM
Attachments: [Maine Cheese Guild.pdf](#)
Importance: High

Good Afternoon,

Attached is the notice for the 2021 Agricultural Development Grant review process for RFA #202102018.

Thank you for your interest in doing business with the State of Maine and the Bureau of Agriculture, Food and Rural Resources.

Sincerely,

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



STATE OF MAINE
Department of Agriculture, Conservation
and Forestry

Janet T. Mills
Governor

Amanda E. Beal
Commissioner

July 14, 2021

Ms. Holly Aker
Maine Cheese Guild
795 Pond Rd
Sidney, Maine 04330

SUBJECT: Notice of the Agricultural Development Grant review process for RFA #
202102018, Agricultural Development Grant
RE: Maine Artisan Cheese Industry Report

Dear Ms. Holly Aker:

This letter is in regard to the subject Request for Application (RFA), issued by the State of Maine Department of Agriculture, Conservation, and Forestry for the Agricultural Development Grant. 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 bidder(s):

- Crystal Springs Community Farm: *Expanding Access to Cold Storage, Wholesale Packaging, and Distribution Networks for Maine Farms.*
- Maine Aquaculture Innovation Center: *Maine Aquaculture Business Development Program.*
- Maine Cheese Guild: *Maine Artisan Cheese Industry Report*
- Maine Farmland Trust: *Business of Farming: Helping Farmers Access New Markets and Build Resilience to Market Fluctuations.*
- Maine Grains: *Maine Grains, Inc. Expansion to add Banking Mixes and Easy-to-Prepare Local Grains.*
- Thirty Acre Farm: *Thirty Acre Farm Demonstration of COBOTIC (Robot Assisted) Filling and Capping Operations.*

The bidder(s) listed above received the evaluation team's highest ranking(s). The Department will be contacting the aforementioned bidder(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,

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

STATEMENT OF APPEAL RIGHTS

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

From: [Perkins, Tonya K](#)
To: [Kristin Varnum](#)
Subject: 2021 Agricultural Development Grant
Date: Wednesday, July 14, 2021 12:57:00 PM
Attachments: [Maine Farmland Trust.pdf](#)
Importance: High

Good Afternoon,

Attached is the notice for the 2021 Agricultural Development Grant review process for RFA #202102018.

Thank you for your interest in doing business with the State of Maine and the Bureau of Agriculture, Food and Rural Resources.

Sincerely,

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



STATE OF MAINE
Department of Agriculture, Conservation
and Forestry

Janet T. Mills
Governor

Amanda E. Beal
Commissioner

July 14, 2021

Ms. Kristin Varnum
Maine Farmland Trust
97 Main St
Belfast, Maine 04915

SUBJECT: Notice of the Agricultural Development Grant review process for RFA #
202102018, Agricultural Development Grant
RE: Business of Farming: Helping Farmers Access new Markets and Build Resilience to Market
Flucuations

Dear Ms. Kristin Varnum:

This letter is in regard to the subject Request for Application (RFA), issued by the State of Maine Department of Agriculture, Conservation, and Forestry for the Agricultural Development Grant. 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 bidder(s):

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- Maine Cheese Guild: *Maine Artisan Cheese Industry Report*
- Maine Farmland Trust: *Business of Farming: Helping Farmers Access New Markets and Build Resilience to Market Fluctuations.*
- Maine Grains: *Maine Grains, Inc. Expansion to add Banking Mixes and Easy-to-Prepare Local Grains.*
- Thirty Acre Farm: *Thirty Acre Farm Demonstration of COBOTIC (Robot Assisted) Filling and Capping Operations.*

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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 prominent initial "N" and a long, sweeping horizontal stroke at the end.

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

STATEMENT OF APPEAL RIGHTS

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

From: [AG Development Grant](#)
To: [Maine Grains](#)
Subject: 2021 Agricultural Development Grant
Date: Wednesday, July 14, 2021 12:59:00 PM
Attachments: [Maine Grains.pdf](#)
Importance: High

Good Afternoon,

Attached is the notice for the 2021 Agricultural Development Grant review process for RFA #202102018.

Thank you for your interest in doing business with the State of Maine and the Bureau of Agriculture, Food and Rural Resources.

Sincerely,

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



STATE OF MAINE
Department of Agriculture, Conservation
and Forestry

Janet T. Mills
Governor

Amanda E. Beal
Commissioner

July 14, 2021

Ms. Amber Lambke
Maine Grains
42 Court St
Skowhegan, Maine 04976

SUBJECT: Notice of the Agricultural Development Grant review process for RFA #
202102018, Agricultural Development Grant
RE: Maine Grains, Inc. Expansion to Add Baking Mixes and Easy-to-Prepare Local Grains

Dear Ms. Amber Lambke:

This letter is in regard to the subject Request for Application (RFA), issued by the State of Maine Department of Agriculture, Conservation, and Forestry for the Agricultural Development Grant. 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 bidder(s):

- Crystal Springs Community Farm: *Expanding Access to Cold Storage, Wholesale Packaging, and Distribution Networks for Maine Farms.*
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- Maine Cheese Guild: *Maine Artisan Cheese Industry Report*
- Maine Farmland Trust: *Business of Farming: Helping Farmers Access New Markets and Build Resilience to Market Fluctuations.*
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- Thirty Acre Farm: *Thirty Acre Farm Demonstration of COBOTIC (Robot Assisted) Filling and Capping Operations.*

The bidder(s) listed above received the evaluation team's highest ranking(s). The Department will be contacting the aforementioned bidder(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.

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

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

Sincerely,

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

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

STATEMENT OF APPEAL RIGHTS

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From: [Perkins, Tonya K](#)
To: jlbmarkham4@gmail.com
Subject: FW: 2021 Agricultural Development Grant
Date: Wednesday, July 14, 2021 1:06:00 PM
Attachments: [McGaffrey Mountain Hops.pdf](#)
Importance: High

Good Afternoon,

Attached is the notice for the 2021 Agricultural Development Grant review process for RFA #202102018.

Thank you for your interest in doing business with the State of Maine and the Bureau of Agriculture, Food and Rural Resources.

Sincerely,

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



STATE OF MAINE
Department of Agriculture, Conservation
and Forestry

Janet T. Mills
Governor

Amanda E. Beal
Commissioner

July 14, 2021

Mr. Joshura Markham
McGaffey Mountain Hops
468 Townhouse Rd
Vienna, Maine 04360

SUBJECT: Notice of the Agricultural Development Grant review process for RFA #
202102018, Agricultural Development Grant
RE: McGaffey Mountain Hops

Dear Mr. Joshura Markham:

This letter is in regard to the subject Request for Application (RFA), issued by the State of Maine Department of Agriculture, Conservation, and Forestry for the Agricultural Development Grant. 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 bidder(s):

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- Maine Cheese Guild: *Maine Artisan Cheese Industry Report*
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Thank you for your interest in doing business with the State of Maine.

Sincerely,

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

STATEMENT OF APPEAL RIGHTS

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From: [AG Development Grant](#)
To: [Motodoll](#)
Subject: 2021 Agricultural Development Grant
Date: Wednesday, July 14, 2021 1:04:00 PM
Attachments: [Motodoll LLC.pdf](#)
Importance: High

Good Afternoon,

Attached is the notice for the 2021 Agricultural Development Grant review process for RFA #202102018.

Thank you for your interest in doing business with the State of Maine and the Bureau of Agriculture, Food and Rural Resources.

Sincerely,

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



STATE OF MAINE
Department of Agriculture, Conservation
and Forestry

Janet T. Mills
Governor

Amanda E. Beal
Commissioner

July 14, 2021

Ms. Emily Elmore
Motodoll LLC
89 Youngs Ridge Rd
Acton, Maine 04001

SUBJECT: Notice of the Agricultural Development Grant review process for RFA #
202102018, Agricultural Development Grant
RE: Fruitful Modernization: Energy Efficient Fruit Farming

Dear Ms. Emily Elmore:

This letter is in regard to the subject Request for Application (RFA), issued by the State of Maine Department of Agriculture, Conservation, and Forestry for the Agricultural Development Grant. 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 bidder(s):

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Sincerely,

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

STATEMENT OF APPEAL RIGHTS

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From: [AG Development Grant](#)
To: [New Meados River Shellfish Cooperative](#)
Subject: 2021 Agricultural Development Grant
Date: Wednesday, July 14, 2021 1:09:00 PM
Attachments: [New Meadows River Shellfish.pdf](#)
Importance: High

Good Afternoon,

Attached is the notice for the 2021 Agricultural Development Grant review process for RFA #202102018.

Thank you for your interest in doing business with the State of Maine and the Bureau of Agriculture, Food and Rural Resources.

Sincerely,

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

Janet T. Mills
Governor

Amanda E. Beal
Commissioner

July 14, 2021

Mr. Peter Rand
New Meadows River Shellfish Cooperative
10 Meadow Rd
Brunswick, Maine 04011

SUBJECT: Notice of the Agricultural Development Grant review process for RFA #
202102018, Agricultural Development Grant
RE: New Meadows River Shellfish Co-Op Facility and Refrigerator Truck: Efficiencies and
Growth Through Collaboration, Improved Marketing, and Distribution Capabilities

Dear Mr. Peter Rand:

This letter is in regard to the subject Request for Application (RFA), issued by the State of Maine Department of Agriculture, Conservation, and Forestry for the Agricultural Development Grant. 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 bidder(s):

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

Sincerely,

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

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From: [AG Development Grant](#)
To: [Ocean Approved](#)
Subject: 2021 Agricultural Development Grant
Date: Wednesday, July 14, 2021 1:12:00 PM
Attachments: [Ocean Approved.pdf](#)
Importance: High

Good Afternoon,

Attached is the notice for the 2021 Agricultural Development Grant review process for RFA #202102018.

Thank you for your interest in doing business with the State of Maine and the Bureau of Agriculture, Food and Rural Resources.

Sincerely,

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

Janet T. Mills
Governor

Amanda E. Beal
Commissioner

July 14, 2021

Ms. Briana Warner
Ocean Approved
89 Industrial Park Rd
Saco, Maine 04072

SUBJECT: Notice of the Agricultural Development Grant review process for RFA #
202102018, Agricultural Development Grant
RE: Technical Solutions for Bulk Defrosting

Dear Ms. Briana Warner:

This letter is in regard to the subject Request for Application (RFA), issued by the State of Maine Department of Agriculture, Conservation, and Forestry for the Agricultural Development Grant. 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 bidder(s):

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

Sincerely,

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

STATEMENT OF APPEAL RIGHTS

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From: [AG Development Grant](#)
To: [Olde Haven Farm](#)
Subject: 2021 Agricultural Development Grant
Date: Wednesday, July 14, 2021 1:16:00 PM
Attachments: [Olde Haven Farm.pdf](#)
Importance: High

Good Afternoon,

Attached is the notice for the 2021 Agricultural Development Grant review process for RFA #202102018.

Thank you for your interest in doing business with the State of Maine and the Bureau of Agriculture, Food and Rural Resources.

Sincerely,

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



STATE OF MAINE
Department of Agriculture, Conservation
and Forestry

Janet T. Mills
Governor

Amanda E. Beal
Commissioner

July 14, 2021

Mr. Kelby Young
Olde Haven Farm
159 Togus Rd
Chelsea, Maine 04330

SUBJECT: Notice of the Agricultural Development Grant review process for RFA #
202102018, Agricultural Development Grant
RE: Butcher Shop Expansion

Dear Mr. Kelby Young:

This letter is in regard to the subject Request for Application (RFA), issued by the State of Maine Department of Agriculture, Conservation, and Forestry for the Agricultural Development Grant. 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 bidder(s):

- Crystal Springs Community Farm: *Expanding Access to Cold Storage, Wholesale Packaging, and Distribution Networks for Maine Farms.*
- Maine Aquaculture Innovation Center: *Maine Aquaculture Business Development Program.*
- Maine Cheese Guild: *Maine Artisan Cheese Industry Report*
- Maine Farmland Trust: *Business of Farming: Helping Farmers Access New Markets and Build Resilience to Market Fluctuations.*
- Maine Grains: *Maine Grains, Inc. Expansion to add Banking Mixes and Easy-to-Prepare Local Grains.*
- Thirty Acre Farm: *Thirty Acre Farm Demonstration of COBOTIC (Robot Assisted) Filling and Capping Operations.*

The bidder(s) listed above received the evaluation team's highest ranking(s). The Department will be contacting the aforementioned bidder(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 at the end.

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

STATEMENT OF APPEAL RIGHTS

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

From: [AG Development Grant](#)
To: [Passamaquoddy Wild Blueberry Company](#)
Subject: 2021 Agricultural Development Grant
Date: Wednesday, July 14, 2021 1:18:00 PM
Attachments: [Passamaquoddy Wild Blueberry Company.pdf](#)
Importance: High

Good Afternoon,

Attached is the notice for the 2021 Agricultural Development Grant review process for RFA #202102018.

Thank you for your interest in doing business with the State of Maine and the Bureau of Agriculture, Food and Rural Resources.

Sincerely,

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



STATE OF MAINE
Department of Agriculture, Conservation
and Forestry

Janet T. Mills
Governor

Amanda E. Beal
Commissioner

July 14, 2021

Mr. Darren Paul
Passamaquoddy Wild Blueberry Company
PO Box 93
Columbia Falls, Maine 04263

SUBJECT: Notice of the Agricultural Development Grant review process for RFA #
202102018, Agricultural Development Grant
RE: Dried Blueberry Production Launch

Dear Mr. Darren Paul:

This letter is in regard to the subject Request for Application (RFA), issued by the State of Maine Department of Agriculture, Conservation, and Forestry for the Agricultural Development Grant. 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 bidder(s):

- Crystal Springs Community Farm: *Expanding Access to Cold Storage, Wholesale Packaging, and Distribution Networks for Maine Farms.*
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- Maine Cheese Guild: *Maine Artisan Cheese Industry Report*
- Maine Farmland Trust: *Business of Farming: Helping Farmers Access New Markets and Build Resilience to Market Fluctuations.*
- Maine Grains: *Maine Grains, Inc. Expansion to add Banking Mixes and Easy-to-Prepare Local Grains.*
- Thirty Acre Farm: *Thirty Acre Farm Demonstration of COBOTIC (Robot Assisted) Filling and Capping Operations.*

The bidder(s) listed above received the evaluation team's highest ranking(s). The Department will be contacting the aforementioned bidder(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,

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

STATEMENT OF APPEAL RIGHTS

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From: [AG Development Grant](#)
To: [Roux's Farm](#)
Subject: 2021 Agricultural Development Grant
Date: Wednesday, July 14, 2021 1:24:00 PM
Attachments: [Roux Farms.pdf](#)
Importance: High

Good Afternoon,

Attached is the notice for the 2021 Agricultural Development Grant review process for RFA #202102018.

Thank you for your interest in doing business with the State of Maine and the Bureau of Agriculture, Food and Rural Resources.

Sincerely,

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



STATE OF MAINE
Department of Agriculture, Conservation
and Forestry

Janet T. Mills
Governor

Amanda E. Beal
Commissioner

July 14, 2021

Ms. Jennifer Roux
Roux's Farms
162 Walnut Hill Rd
Shapeleigh, Maine 04076

SUBJECT: Notice of the Agricultural Development Grant review process for RFA #
202102018, Agricultural Development Grant
RE: Cheese & Pasteurization Package

Dear Ms. Jennifer Roux:

This letter is in regard to the subject Request for Application (RFA), issued by the State of Maine Department of Agriculture, Conservation, and Forestry for the Agricultural Development Grant. 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 bidder(s):

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- Maine Cheese Guild: *Maine Artisan Cheese Industry Report*
- Maine Farmland Trust: *Business of Farming: Helping Farmers Access New Markets and Build Resilience to Market Fluctuations.*
- Maine Grains: *Maine Grains, Inc. Expansion to add Banking Mixes and Easy-to-Prepare Local Grains.*
- Thirty Acre Farm: *Thirty Acre Farm Demonstration of COBOTIC (Robot Assisted) Filling and Capping Operations.*

The bidder(s) listed above received the evaluation team's highest ranking(s). The Department will be contacting the aforementioned bidder(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

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

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

Sincerely,

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

STATEMENT OF APPEAL RIGHTS

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From: [AG Development Grant](#)
To: [Snowy Farms](#)
Subject: 2021 Agricultural Development Grant
Date: Wednesday, July 14, 2021 1:26:00 PM
Attachments: [Snowy Farms.pdf](#)
Importance: High

Good Afternoon,

Attached is the notice for the 2021 Agricultural Development Grant review process for RFA #202102018.

Thank you for your interest in doing business with the State of Maine and the Bureau of Agriculture, Food and Rural Resources.

Sincerely,

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



STATE OF MAINE
Department of Agriculture, Conservation
and Forestry

Janet T. Mills
Governor

Amanda E. Beal
Commissioner

July 14, 2021

Mr. Michael McPherson
Snowy Farms
512 Meadow Rd
Topsham, Maine 04086

SUBJECT: Notice of the Agricultural Development Grant review process for RFA #
202102018, Agricultural Development Grant
RE: Mushroom Farm Continued Development

Dear Mr. Michael McPherson:

This letter is in regard to the subject Request for Application (RFA), issued by the State of Maine Department of Agriculture, Conservation, and Forestry for the Agricultural Development Grant. 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 bidder(s):

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

Sincerely,

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

STATEMENT OF APPEAL RIGHTS

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From: [AG Development Grant](#)
To: [Somali Bantu Community Association](#)
Subject: 2021 Agricultural Development Grant
Date: Wednesday, July 14, 2021 1:29:00 PM
Attachments: [Somali Bantu Community Association.pdf](#)
Importance: High

Good Afternoon,

Attached is the notice for the 2021 Agricultural Development Grant review process for RFA #202102018.

Thank you for your interest in doing business with the State of Maine and the Bureau of Agriculture, Food and Rural Resources.

Sincerely,

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



STATE OF MAINE
Department of Agriculture, Conservation
and Forestry

Janet T. Mills
Governor

Amanda E. Beal
Commissioner

July 14, 2021

Mr. Muhidin Libah
Somali Bantu Community Association
145 Pierce St #101
Lewiston, Maine 04240

SUBJECT: Notice of the Agricultural Development Grant review process for RFA #
202102018, Agricultural Development Grant
RE: Diversifying Halal Options and Economic Opportunities for Our Community

Dear Mr. Muhidin Libah:

This letter is in regard to the subject Request for Application (RFA), issued by the State of Maine Department of Agriculture, Conservation, and Forestry for the Agricultural Development Grant. 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 bidder(s):

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

Sincerely,

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

STATEMENT OF APPEAL RIGHTS

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From: [AG Development Grant](#)
To: [The Good Crust](#)
Subject: 2021 Agricultural Development Grant
Date: Wednesday, July 14, 2021 1:31:00 PM
Attachments: [The Good Crust.pdf](#)
Importance: High

Good Afternoon,

Attached is the notice for the 2021 Agricultural Development Grant review process for RFA #202102018.

Thank you for your interest in doing business with the State of Maine and the Bureau of Agriculture, Food and Rural Resources.

Sincerely,

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



STATE OF MAINE
Department of Agriculture, Conservation
and Forestry

Janet T. Mills
Governor

Amanda E. Beal
Commissioner

July 14, 2021

Ms. Heather Kerner
The Good Crust
42 Course St
Skowhegan, Maine 04976

SUBJECT: Notice of the Agricultural Development Grant review process for RFA #
202102018, Agricultural Development Grant
RE: Expanding New Markets for Maine-Grown Grain by Increasing Pizza Dough Production

Dear Ms. Heather Kerner:

This letter is in regard to the subject Request for Application (RFA), issued by the State of Maine Department of Agriculture, Conservation, and Forestry for the Agricultural Development Grant. 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 bidder(s):

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

Sincerely,

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

STATEMENT OF APPEAL RIGHTS

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From: [AG Development Grant](#)
To: [Goronson Farm](#)
Subject: 2021 Agricultural Development Grant
Date: Wednesday, July 14, 2021 1:33:00 PM
Attachments: [The Goronson Farm.pdf](#)
Importance: High

Good Afternoon,

Attached is the notice for the 2021 Agricultural Development Grant review process for RFA #202102018.

Thank you for your interest in doing business with the State of Maine and the Bureau of Agriculture, Food and Rural Resources.

Sincerely,

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



STATE OF MAINE
Department of Agriculture, Conservation
and Forestry

Janet T. Mills
Governor

Amanda E. Beal
Commissioner

July 14, 2021

Ms. Maureen Goronson
The Goronsom Farm
1 Henrikson Rd
Scarborough, Maine 04074

SUBJECT: Notice of the Agricultural Development Grant review process for RFA #
202102018, Agricultural Development Grant
RE: Goronson Farm Expanded Markets Project

Dear Ms. Maureen Goronson:

This letter is in regard to the subject Request for Application (RFA), issued by the State of Maine Department of Agriculture, Conservation, and Forestry for the Agricultural Development Grant. 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 bidder(s):

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- Maine Farmland Trust: *Business of Farming: Helping Farmers Access New Markets and Build Resilience to Market Fluctuations.*
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Thank you for your interest in doing business with the State of Maine.

Sincerely,

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

STATEMENT OF APPEAL RIGHTS

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From: [AG Development Grant](#)
To: hello@thirtyacrefarm.com
Subject: 2021 Agricultural Development Grant
Date: Wednesday, July 14, 2021 1:38:00 PM
Attachments: [Thirty Acre Farm.pdf](#)
Importance: High

Good Afternoon,

Attached is the notice for the 2021 Agricultural Development Grant review process for RFA #202102018.

Thank you for your interest in doing business with the State of Maine and the Bureau of Agriculture, Food and Rural Resources.

Sincerely,

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

Janet T. Mills
Governor

Amanda E. Beal
Commissioner

July 14, 2021

Mr. Simon Frost
Thirty Acre Farm
146 Waldoboro Rd
Bremen, Maine 04551

SUBJECT: Notice of the Agricultural Development Grant review process for RFA #
202102018, Agricultural Development Grant
RE: Thirty Acre Farm Demonstration of COBOTIC (Robot Assisted) Filling and Capping
Operations

Dear Mr. Simon Frost:

This letter is in regard to the subject Request for Application (RFA), issued by the State of Maine Department of Agriculture, Conservation, and Forestry for the Agricultural Development Grant. 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 bidder(s):

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Sincerely,

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

STATEMENT OF APPEAL RIGHTS

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From: [AG Development Grant](#)
To: [Tilth & Timber](#)
Subject: 2021 Agricultural Development Grant
Date: Wednesday, July 14, 2021 1:43:00 PM
Attachments: [Tilth and Timber.pdf](#)
Importance: High

Good Afternoon,

Attached is the notice for the 2021 Agricultural Development Grant review process for RFA #202102018.

Thank you for your interest in doing business with the State of Maine and the Bureau of Agriculture, Food and Rural Resources.

Sincerely,

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



STATE OF MAINE
Department of Agriculture, Conservation
and Forestry

Janet T. Mills
Governor

Amanda E. Beal
Commissioner

July 14, 2021

Mr. Trow Dickens
Tilth and Timber
165 Castine Rd
Castine, Maine 04421

SUBJECT: Notice of the Agricultural Development Grant review process for RFA #
202102018, Agricultural Development Grant
RE: Produce Handling Facility

Dear Mr. Trow Dickens:

This letter is in regard to the subject Request for Application (RFA), issued by the State of Maine Department of Agriculture, Conservation, and Forestry for the Agricultural Development Grant. 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 bidder(s):

- Crystal Springs Community Farm: *Expanding Access to Cold Storage, Wholesale Packaging, and Distribution Networks for Maine Farms.*
- Maine Aquaculture Innovation Center: *Maine Aquaculture Business Development Program.*
- Maine Cheese Guild: *Maine Artisan Cheese Industry Report*
- Maine Farmland Trust: *Business of Farming: Helping Farmers Access New Markets and Build Resilience to Market Fluctuations.*
- Maine Grains: *Maine Grains, Inc. Expansion to add Banking Mixes and Easy-to-Prepare Local Grains.*
- Thirty Acre Farm: *Thirty Acre Farm Demonstration of COBOTIC (Robot Assisted) Filling and Capping Operations.*

The bidder(s) listed above received the evaluation team's highest ranking(s). The Department will be contacting the aforementioned bidder(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 at the end.

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

STATEMENT OF APPEAL RIGHTS

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

From: [AG Development Grant](#)
To: [Wild Blueberry Commission](#)
Subject: 2021 Agricultural Development Grant
Date: Wednesday, July 14, 2021 1:45:00 PM
Attachments: [Wild Blueberry Commission.pdf](#)
Importance: High

Good Afternoon,

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Sincerely,

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Office Specialist II
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STATE OF MAINE
Department of Agriculture, Conservation
and Forestry

Janet T. Mills
Governor

Amanda E. Beal
Commissioner

July 14, 2021

Mr. Eric Venturini
Wild Blueberry Commission
5784 York Complex Ste 52
Orono, Maine 04469

SUBJECT: Notice of the Agricultural Development Grant review process for RFA #
202102018, Agricultural Development Grant
RE: Building Farm Profitability and Brand Identity Through Agritourism: The Annual Maine Wild
Blueberry Weekend

Dear Mr. Eric Venturini:

This letter is in regard to the subject Request for Application (RFA), issued by the State of Maine Department of Agriculture, Conservation, and Forestry for the Agricultural Development Grant. 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 bidder(s):

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- Thirty Acre Farm: *Thirty Acre Farm Demonstration of COBOTIC (Robot Assisted) Filling and Capping Operations.*

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

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**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Baker Brook Farm Creamery LLC
DATE: 6/3/2021

SUMMARY PAGE

Department Name: Agriculture, Conservation and Forestry
Name of RFP Coordinator: Tom Gordon
Names of Evaluators: Robert Dumas, Jeffrey Pangburn, Alexander Williams

<u>Pass/Fail Criteria</u>	<u>Pass</u>	<u>Fail</u>
Section I. Preliminary Information (Eligibility)		
· Cover Page	x	
· Debarment and Suspension	x	
· Litigation	x	
<u>Scoring Sections</u>	<u>Points Available</u>	<u>Points Awarded</u>
The application is determined to be a Commissioner Priority Area	10	2
Identification of Need/Opportunity and Justification	20	10
Project Goals, Objectives, Deliverables	20	8
Innovation	10	1
Degree of Risk	5	5
Project Methodology and Schedule	5	4
Project Management	5	4
Budget & Budget Narrative	25	7
<u>Total Points</u>	<u>100</u>	<u>41</u>

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Baker Brook Farm Creamery LLC
DATE: 6/3/2021

**EVALUATION OF SECTION II
Project Narrative**

	<u>Points Available</u>	<u>Points Awarded</u>
Commissioner Priority Area	10	2

Evaluation Team Comments:

Seems it will diversify markets for this farm operator only.
Somewhat insular - only impact their operation.
Question whether this is value-added processing when all they are doing is buying a vehicle?
While their business may concern value-added agriculture, it is not clear that this proposed project does.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Baker Brook Farm Creamery LLC
DATE: 6/3/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Identification of Need/Opportunity	20	10

Evaluation Team Comments:

They make the case that their farm has the need for this project. Good job surveying the market and explaining the opportunity.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Baker Brook Farm Creamery LLC
DATE: 6/3/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Project Goals, Objectives, Deliverables	20	8

Evaluation Team Comments:

The applicant lists 4 goals, but only goal 1 is served by this proposal - the rest is their overall strategic planning and growth from their recently-completed business plan.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Baker Brook Farm Creamery LLC
DATE: 6/3/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Innovation	10	1

Evaluation Team Comments:

Bagged milk and transportation are not innovative.
The financial data provided in the narrative was useful.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Baker Brook Farm Creamery LLC
DATE: 6/3/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Degree of Risk	5	5

Evaluation Team Comments:

Seems low risk. Identified and mitigated in narrative.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Baker Brook Farm Creamery LLC
DATE: 6/3/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Project Methodology and Schedule	5	4

Evaluation Team Comments:

They laid out a simple plan, and it's a fairly basic project.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Baker Brook Farm Creamery LLC
DATE: 6/3/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Project Management	5	4

Evaluation Team Comments:

Well explained.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Baker Brook Farm Creamery LLC
DATE: 6/3/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Budget & Budget Narrative	25	7

Evaluation Team Comments:

There was no balance sheet, so it wasn't clear how they were going to make the match.
There isn't consistent cash flow.
Did not demonstrate that the project will result in significant increase in cash flow.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Bartlett Yarn
DATE: 6/3/2021

SUMMARY PAGE

Department Name: Agriculture, Conservation and Forestry
Name of RFP Coordinator: Tom Gordon
Names of Evaluators: Robert Dumas, Jeffrey Pangburn, Alexander Williams

<u>Pass/Fail Criteria</u>	<u>Pass</u>	<u>Fail</u>
Section I. Preliminary Information (Eligibility)		
· Cover Page	x	
· Debarment and Suspension	x	
· Litigation	x	
<u>Scoring Sections</u>	<u>Points Available</u>	<u>Points Awarded</u>
The application is determined to be a Commissioner Priority Area	10	8
Identification of Need/Opportunity and Justification	20	16
Project Goals, Objectives, Deliverables	20	15
Innovation	10	7
Degree of Risk	5	5
Project Methodology and Schedule	5	5
Project Management	5	5
Budget & Budget Narrative	25	20
<u>Total Points</u>	<u>100</u>	<u>81</u>

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Bartlett Yarn
DATE: 6/3/2021

**EVALUATION OF SECTION II
Project Narrative**

	<u>Points Available</u>	<u>Points Awarded</u>
Commissioner Priority Area	10	8

Evaluation Team Comments:

Value added, diversified opportunities, and helps multiple producers. Also replaces lost processing capacity. The narrative provides a detailed response.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Bartlett Yarn
DATE: 6/3/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Identification of Need/Opportunity	20	16

Evaluation Team Comments:

Strong proposal.
Demonstrated the need and opportunity clearly, particularly where they will be filling a void.
Discussion about how much local demand there will be for this machinery.
Did the fact that the other processor left the state indicate that there was insignificant or declining demand?

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Bartlett Yarn
DATE: 6/3/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Project Goals, Objectives, Deliverables	20	15

Evaluation Team Comments:

Clear. Well outlined. Achievable.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Bartlett Yarn
DATE: 6/3/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Innovation	10	7

Evaluation Team Comments:

Innovative for Maine. The technology exists elsewhere.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Bartlett Yarn
DATE: 6/3/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Degree of Risk	5	5

Evaluation Team Comments:

Stand-alone equipment.
Easy to implement.
Could be sold if it doesn't work out.
Past recipient of funds. Solid.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Bartlett Yarn
DATE: 6/3/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Project Methodology and Schedule	5	5

Evaluation Team Comments:

Rapid timeline.
Equipment is currently available.
Could get started quickly.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Bartlett Yarn
DATE: 6/3/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Project Management	5	5

Evaluation Team Comments:

Clear and complete.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Bartlett Yarn
DATE: 6/3/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Budget & Budget Narrative	25	20

Evaluation Team Comments:

Modest budget.
Costs are well documented.
Balance sheet looks good. Good sales.
Not strong margins, but a viable business.
No projections of sales from the project itself though.
What is the perceived demand?
The in-kind contributions seem realistic.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Bernaichie Property Maintenance
DATE: 6/3/2021

SUMMARY PAGE

Department Name: Agriculture, Conservation and Forestry
Name of RFP Coordinator: Tom Gordon
Names of Evaluators: Robert Dumas, Jeffrey Pangburn, Alexander Williams

<u>Pass/Fail Criteria</u>	<u>Pass</u>	<u>Fail</u>
Section I. Preliminary Information (Eligibility)		
· Cover Page	x	
· Debarment and Suspension	x	
· Litigation	x	
<u>Scoring Sections</u>	<u>Points Available</u>	<u>Points Awarded</u>
The application is determined to be a Commissioner Priority Area	10	0
Identification of Need/Opportunity and Justification	20	2
Project Goals, Objectives, Deliverables	20	5
Innovation	10	0
Degree of Risk	5	1
Project Methodology and Schedule	5	3
Project Management	5	2
Budget & Budget Narrative	25	7
<u>Total Points</u>	<u>100</u>	<u>20</u>

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Bernaichie Property Maintenance
DATE: 6/3/2021

**EVALUATION OF SECTION II
Project Narrative**

	<u>Points Available</u>	<u>Points Awarded</u>
Commissioner Priority Area	10	0

Evaluation Team Comments:

Doesn't seem to address any of the priority areas.
The markets are already accessible, so this project wouldn't create new opportunities as they suggest in the proposal.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Bernaichie Property Maintenance
DATE: 6/3/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Identification of Need/Opportunity	20	2

Evaluation Team Comments:

There are a lot of assumptions made.
No evidence of support from ag producers, so justification is unconvincing to the review team.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Bernaichie Property Maintenance
DATE: 6/3/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Project Goals, Objectives, Deliverables	20	5

Evaluation Team Comments:

Goals are about “drop and hook” system.
Goals aren’t clearly linked to project. The logistics aren’t tied to the deliverables.
Confusing.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Bernaichie Property Maintenance
DATE: 6/3/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Innovation	10	0

Evaluation Team Comments:

The applicant acknowledges there is no innovation indicated in the proposal.
Adding another axle to used equipment lacks innovation.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Bernaichie Property Maintenance
DATE: 6/3/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Degree of Risk	5	1

Evaluation Team Comments:

Do they have the technical ability to do it on budget and on time?
Unspecified customer base.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Bernaichie Property Maintenance
DATE: 6/3/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Project Methodology and Schedule	5	3

Evaluation Team Comments:

Simple project, but they don't have much detail about the drop and hook business development.
Relatively straightforward.
Prices and specs are to be determined – no details in the proposal.
Can they manage the supply chain?

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Bernaichie Property Maintenance
DATE: 6/3/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Project Management	5	2

Evaluation Team Comments:

Seem to have adequate personnel.
May not have much experience in trucking business.
No external project support indicated.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Bernaichie Property Maintenance
DATE: 6/3/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Budget & Budget Narrative	25	7

Evaluation Team Comments:

No Profit & Loss statements, so it's hard to know how viable the applicant is.
This would be a new venture for them.
They do have some liquidity.
No income and expenses shown.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Caswell Farm Creative LLC
DATE: 6/3/2021

SUMMARY PAGE

Department Name: Agriculture, Conservation and Forestry
Name of RFP Coordinator: Tom Gordon
Names of Evaluators: Robert Dumas, Jeffrey Pangburn, Alexander Williams

<u>Pass/Fail Criteria</u>	<u>Pass</u>	<u>Fail</u>
Section I. Preliminary Information (Eligibility)		
· Cover Page	x	
· Debarment and Suspension	x	
· Litigation	x	
<u>Scoring Sections</u>	<u>Points Available</u>	<u>Points Awarded</u>
The application is determined to be a Commissioner Priority Area	10	8
Identification of Need/Opportunity and Justification	20	15
Project Goals, Objectives, Deliverables	20	15
Innovation	10	8
Degree of Risk	5	4
Project Methodology and Schedule	5	4
Project Management	5	5
Budget & Budget Narrative	25	15
<u>Total Points</u>	<u>100</u>	<u>74</u>

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Caswell Farm Creative LLC
DATE: 6/3/2021

**EVALUATION OF SECTION II
Project Narrative**

	<u>Points Available</u>	<u>Points Awarded</u>
Commissioner Priority Area	10	8

Evaluation Team Comments:

Seems to meet several priority areas.
Shared processing would benefit multiple. producers
Depending on the type of classes they offer, they might include all 5, but more details needed.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Caswell Farm Creative LLC
DATE: 6/3/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Identification of Need/Opportunity	20	15

Evaluation Team Comments:

They explain the need for the space, and the opportunity for partnerships.
Are there similar facilities nearby?
Offer anecdotal info about demand, but quantifiable projections.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Caswell Farm Creative LLC
DATE: 6/3/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Project Goals, Objectives, Deliverables	20	15

Evaluation Team Comments:

Fairly detailed about current offerings.
Sounds reasonable.
Provided a lot of narrative without being precise.
Good overall goals and objectives, but not specific about what the grant would be used for.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Caswell Farm Creative LLC
DATE: 6/3/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Innovation	10	8

Evaluation Team Comments:

Concept itself is not innovative, but the collaborative model could result in innovation.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Caswell Farm Creative LLC
DATE: 6/3/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Degree of Risk	5	4

Evaluation Team Comments:

Does it rely on revenue from the wedding venue business? That may not be steady enough?
Good that there are multiple revenue streams.
Vision isn't clearly focused.
Doesn't demonstrate market demand for class use of kitchen space.
Doesn't seem high risk overall.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Caswell Farm Creative LLC
DATE: 6/3/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Project Methodology and Schedule	5	4

Evaluation Team Comments:

Reasonable schedule and plan.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Caswell Farm Creative LLC
DATE: 6/3/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Project Management	5	5

Evaluation Team Comments:

Strong network in community.
Experienced.
Already creating diverse revenue streams for farm.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Caswell Farm Creative LLC
DATE: 6/3/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Budget & Budget Narrative	25	15

Evaluation Team Comments:

Concerns about present availability and cost of materials - would this impact the budget?
Prices are fluctuating a lot.
Ability to complete the project on budget?
No projected income/expenses listed. Low levels of debt, but low liquidity.
One of their businesses is profitable, but it's not clear if that is the business that would receive the funds.
Not clear where match would come from.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Chalet Farms
DATE: 6/3/2021

SUMMARY PAGE

Department Name: Agriculture, Conservation and Forestry
Name of RFP Coordinator: Tom Gordon
Names of Evaluators: Robert Dumas, Jeffrey Pangburn, Alexander Williams

<u>Pass/Fail Criteria</u>	<u>Pass</u>	<u>Fail</u>
Section I. Preliminary Information (Eligibility)		
· Cover Page	x	
· Debarment and Suspension	x	
· Litigation	x	
<u>Scoring Sections</u>	<u>Points Available</u>	<u>Points Awarded</u>
The application is determined to be a Commissioner Priority Area	10	8
Identification of Need/Opportunity and Justification	20	18
Project Goals, Objectives, Deliverables	20	18
Innovation	10	0
Degree of Risk	5	4
Project Methodology and Schedule	5	4
Project Management	5	4
Budget & Budget Narrative	25	10
<u>Total Points</u>	<u>100</u>	<u>66</u>

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Chalet Farms
DATE: 6/3/2021

**EVALUATION OF SECTION II
Project Narrative**

	<u>Points Available</u>	<u>Points Awarded</u>
Commissioner Priority Area	10	8

Evaluation Team Comments:

They address most of the priorities.
Related to climate change – would be helpful to estimate how much a second harvest could yield.
Potential to increase markets due to storage.
Hay supply has been a problem for many livestock producers, so the proposal addresses needs.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Chalet Farms
DATE: 6/3/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Identification of Need/Opportunity	20	18

Evaluation Team Comments:

They demonstrate need for access, need for storage, and regional need for hay.
Are there enough specifics?
Projections would have been helpful.
Could the improvements be funded through the USDA Natural Resource Conservation Service?

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Chalet Farms
DATE: 6/3/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Project Goals, Objectives, Deliverables	20	18

Evaluation Team Comments:

Simple and straightforward.
Seems like they have “done their homework” and are ready to tackle the project.
Clearly outlined plan.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Chalet Farms
DATE: 6/3/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Innovation	10	0

Evaluation Team Comments:

Need-based, but no innovation involved. Basic infrastructure.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Chalet Farms
DATE: 6/3/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Degree of Risk	5	4

Evaluation Team Comments:

Construction cost and timeline are the inherent risks.
If this is a temporary situation in the market, will this solve the problem for the long term?
Probably will have some long-term benefits

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Chalet Farms
DATE: 6/3/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Project Methodology and Schedule	5	4

Evaluation Team Comments:

Plan to complete by this October.
It seems like a quick and easy schedule.
Straight-forward.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Chalet Farms
DATE: 6/3/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Project Management	5	4

Evaluation Team Comments:

There's a wide community of organic producers that would be supportive.
Minimal staff listed, and it's probably adequate.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Chalet Farms
DATE: 6/3/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Budget & Budget Narrative	25	10

Evaluation Team Comments:

Construction budget for storage building seems low, and there isn't much detail.
There don't seem to be strong revenues.
Not a lot of liquidity.
No evidence of how they will meet match.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Crystal Springs Community Farm
DATE: 6/3/2021

SUMMARY PAGE

Department Name: Agriculture, Conservation and Forestry
Name of RFP Coordinator: Tom Gordon
Names of Evaluators: Robert Dumas, Jeffrey Pangburn, Alexander Williams

<u>Pass/Fail Criteria</u>	<u>Pass</u>	<u>Fail</u>
Section I. Preliminary Information (Eligibility)		
· Cover Page	x	
· Debarment and Suspension	x	
· Litigation	x	
<u>Scoring Sections</u>	<u>Points Available</u>	<u>Points Awarded</u>
The application is determined to be a Commissioner Priority Area	10	8
Identification of Need/Opportunity and Justification	20	20
Project Goals, Objectives, Deliverables	20	19
Innovation	10	8
Degree of Risk	5	4
Project Methodology and Schedule	5	5
Project Management	5	5
Budget & Budget Narrative	25	20
<u>Total Points</u>	<u>100</u>	<u>89</u>

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Crystal Springs Community Farm
DATE: 6/3/2021

**EVALUATION OF SECTION II
Project Narrative**

	<u>Points Available</u>	<u>Points Awarded</u>
Commissioner Priority Area	10	8

Evaluation Team Comments:

Expand access to markets, opportunities for value-added production.
Strong case in these areas.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Crystal Springs Community Farm
DATE: 6/3/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Identification of Need/Opportunity	20	20

Evaluation Team Comments:

There is a challenge for processing and packaging infrastructure.
There is a strong need, clearly addressed.
They have multiple letters of support.
Good market analysis, with survey results to document the need.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Crystal Springs Community Farm
DATE: 6/3/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Project Goals, Objectives, Deliverables	20	19

Evaluation Team Comments:

Well thought out and thorough.
Clear, straightforward goals.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Crystal Springs Community Farm
DATE: 6/3/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Innovation	10	8

Evaluation Team Comments:

Fairly brief description in application.
Cold storage isn't very innovative but making it available to smaller operators is good.
It's not a common model in this area.
Centralization is unique.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Crystal Springs Community Farm
DATE: 6/3/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Degree of Risk	5	4

Evaluation Team Comments:

Good job proactively identifying risks and providing survey data and local support to mitigate risk.
It's low-cost equipment.
Provided detail about insurance.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Crystal Springs Community Farm
DATE: 6/3/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Project Methodology and Schedule	5	5

Evaluation Team Comments:

Simple, achievable, well-researched.
Have other USDA projects and have established record keeping and reporting protocols in place.
A good track record.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Crystal Springs Community Farm
DATE: 6/3/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Project Management	5	5

Evaluation Team Comments:

Using existing resources.
Strong team.
Experts in place for complicated pieces.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Crystal Springs Community Farm
DATE: 6/3/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Budget & Budget Narrative	25	20

Evaluation Team Comments:

Cash match is adequate.
Will be accomplishing a lot for a modest investment.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Farmer Kev's Organic LLC
DATE: 6/3/2021

SUMMARY PAGE

Department Name: Agriculture, Conservation and Forestry
Name of RFP Coordinator: Tom Gordon
Names of Evaluators: Robert Dumas, Jeffrey Pangburn, Alexander Williams

<u>Pass/Fail Criteria</u>	<u>Pass</u>	<u>Fail</u>
Section I. Preliminary Information (Eligibility)		
· Cover Page	x	
· Debarment and Suspension	x	
· Litigation	x	
<u>Scoring Sections</u>	<u>Points Available</u>	<u>Points Awarded</u>
The application is determined to be a Commissioner Priority Area	10	7
Identification of Need/Opportunity and Justification	20	18
Project Goals, Objectives, Deliverables	20	16
Innovation	10	1
Degree of Risk	5	5
Project Methodology and Schedule	5	5
Project Management	5	4
Budget & Budget Narrative	25	20
<u>Total Points</u>	<u>100</u>	<u>76</u>

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Farmer Kev's Organic LLC
DATE: 6/3/2021

**EVALUATION OF SECTION II
Project Narrative**

	<u>Points Available</u>	<u>Points Awarded</u>
Commissioner Priority Area	10	7

Evaluation Team Comments:

Addresses several priorities: processing infrastructure will benefit multiple farms, opens new markets, reduces water usage (so tangentially relates to climate use).
Question about whether it serves a community of producers? More detail needed.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Farmer Kev's Organic LLC
DATE: 6/3/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Identification of Need/Opportunity	20	18

Evaluation Team Comments:

Will increase demand, produce cleaner product, with less damage.
Identifies the opportunity well.
Good job outlining need, thorough and adequate justification.
Lacking projections.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Farmer Kev's Organic LLC
DATE: 6/3/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Project Goals, Objectives, Deliverables	20	16

Evaluation Team Comments:

Plan to increase their processing capacity by 15 times.

Other goals are also clear.

Some discussion about the need for more hard numbers. (For example, how will the equipment impact the cost?)

Washing technology seems to be a good investment right now.

Helps farms deliver a better product.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Farmer Kev's Organic LLC
DATE: 6/3/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Innovation	10	1

Evaluation Team Comments:

Not deemed innovative.
Jet washing technology is not innovative.
Also not clear how they will share what they learn.
No clear plan for sharing information.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Farmer Kev's Organic LLC
DATE: 6/3/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Degree of Risk	5	5

Evaluation Team Comments:

Seems low risk. Install equipment and the result is higher efficiency and better product.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Farmer Kev's Organic LLC
DATE: 6/3/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Project Methodology and Schedule	5	5

Evaluation Team Comments:

Straightforward plan and schedule.
No deficiencies.
Tracking plan.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Farmer Kev's Organic LLC
DATE: 6/3/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Project Management	5	4

Evaluation Team Comments:

Seem to have a well-trained team.
Have completed similar projects with USDA.
Have good support.
Have a distributor lined up.
Distributor is the only external support mentioned.
Other letters of support would have helped to clarify the cooperative of farms.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Farmer Kev's Organic LLC
DATE: 6/3/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Budget & Budget Narrative	25	20

Evaluation Team Comments:

There's a clear cost plan.
History of strong and growing sales.
Profit margins are narrow, but they have ongoing cash flow.
Offering cash match.
Seems like a large operation.
Project is insular – it appears to only benefit this one farm.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Five Pillars Butchery
DATE: 06/3/2021

SUMMARY PAGE

Department Name: Agriculture, Conservation and Forestry
Name of RFP Coordinator: Tom Gordon
Names of Evaluators: , Robert Dumas, Jeffrey Pangburn, Alexander Williams

<u>Pass/Fail Criteria</u>	<u>Pass</u>	<u>Fail</u>
Section I. Preliminary Information (Eligibility)		
· Cover Page	x	
· Debarment and Suspension	x	
· Litigation	x	
<u>Scoring Sections</u>	<u>Points Available</u>	<u>Points Awarded</u>
The application is determined to be a Commissioner Priority Area	10	6
Identification of Need/Opportunity and Justification	20	15
Project Goals, Objectives, Deliverables	20	15
Innovation	10	3
Degree of Risk	5	1
Project Methodology and Schedule	5	3
Project Management	5	3
Budget & Budget Narrative	25	7
<u>Total Points</u>	<u>100</u>	<u>53</u>

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Five Pillars Butchery
DATE: 06/3/2021

**EVALUATION OF SECTION II
Project Narrative**

	<u>Points Available</u>	<u>Points Awarded</u>
Commissioner Priority Area	10	6

Evaluation Team Comments:

Value-added. Would increase opportunity for multiple producers. May meet COVID priority area as well.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Five Pillars Butchery
DATE: 06/3/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Identification of Need/Opportunity	20	15

Evaluation Team Comments:

Expresses clear need for halal butchery.
Smaller target market but it is underserved at present.
Discussion about value of poultry processing and need for overall investment in processing.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Five Pillars Butchery
DATE: 06/3/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Project Goals, Objectives, Deliverables	20	15

Evaluation Team Comments:

Clear goals.
However, funding only addresses a subset of the listed goals.
Not specific about the goals relative to the specific funding.
Tried to quantify some of the goals. Provides context.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Five Pillars Butchery
DATE: 06/3/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Innovation	10	3

Evaluation Team Comments:

Being halal is the only innovation.
There is nothing particularly innovative about the processing component of the project.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Five Pillars Butchery
DATE: 06/3/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Degree of Risk	5	1

Evaluation Team Comments:

Risk seems high, since there does not seem to be an understanding of the time and cost of complying with federally-mandated meat safety requirements (specifically, a full HACCP plan).
Availability of meat cutters is a potential concern.
Would take time to develop the markets.
Concerns about access to adequate funding to fully address regulatory compliance.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Five Pillars Butchery
DATE: 06/3/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Project Methodology and Schedule	5	3

Evaluation Team Comments:

Have some experience with construction, but lacking experience on regulatory side.
Regulatory planning is essential to address before committing to construction.
Multiple phases to the project; later phases weren't clear enough.
Question about whether the poultry component could function independently as proposed.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Five Pillars Butchery
DATE: 06/3/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Project Management	5	3

Evaluation Team Comments:

Internal team seems experienced.
There were no letters of support from producers and markets - lacking evidence of tapping into Maine resources.
Industry support?
Other resources?

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Five Pillars Butchery
DATE: 06/3/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Budget & Budget Narrative	25	7

Evaluation Team Comments:

Strong match.
Budget only covers a portion of the project.
No profit and loss statements?
Balance sheet is very simple. Hopeful of viability, but it seems like a speculative project.
A start-up business, so it is hard to evaluate, especially without projections.
What is the viability?
There isn't enough to go on.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Green Gean's LLC
DATE: 6/3/2021

SUMMARY PAGE

Department Name: Agriculture, Conservation and Forestry
Name of RFP Coordinator: Tom Gordon
Names of Evaluators: Robert Dumas, Jeffrey Pangburn, Alexander Williams

<u>Pass/Fail Criteria</u>	<u>Pass</u>	<u>Fail</u>
Section I. Preliminary Information (Eligibility)		
· Cover Page	x	
· Debarment and Suspension	x	
· Litigation	x	
<u>Scoring Sections</u>	<u>Points Available</u>	<u>Points Awarded</u>
The application is determined to be a Commissioner Priority Area	10	6
Identification of Need/Opportunity and Justification	20	10
Project Goals, Objectives, Deliverables	20	7
Innovation	10	5
Degree of Risk	5	4
Project Methodology and Schedule	5	4
Project Management	5	2
Budget & Budget Narrative	25	5
<u>Total Points</u>	<u>100</u>	<u>43</u>

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Green Gean's LLC
DATE: 6/3/2021

**EVALUATION OF SECTION II
Project Narrative**

	<u>Points Available</u>	<u>Points Awarded</u>
Commissioner Priority Area	10	6

Evaluation Team Comments:

Value-added, impacting multiple, and diversifying; so, it hits multiple priorities.
Shortfall is that they are looking to implement a large capacity freeze-drier but with a tiny impact.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Green Gean's LLC
DATE: 6/3/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Identification of Need/Opportunity	20	10

Evaluation Team Comments:

There is a need for processing, but the justification isn't strong in this proposal.
Freeze drying is a low through-put technology and is not likely to take off for produce.
Widespread adoption is unlikely.
They may be looking to do something new, but it doesn't seem viable to support Maine agriculture.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Green Gean's LLC
DATE: 6/3/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Project Goals, Objectives, Deliverables	20	7

Evaluation Team Comments:

Purchasing the equipment is clear, but the narrative on packaging is vague.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Green Gean's LLC
DATE: 6/3/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Innovation	10	5

Evaluation Team Comments:

There is a wide availability of freeze-dried products on the market already.
This is existing technology, although perhaps not currently used in this region.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Green Gean's LLC
DATE: 6/3/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Degree of Risk	5	4

Evaluation Team Comments:

Low degree of risk.
Producing the product is likely.
However, can they develop a market?
Discussion of drought risks doesn't provide any potential mitigative strategies.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Green Gean's LLC
DATE: 6/3/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Project Methodology and Schedule	5	4

Evaluation Team Comments:

They plan to launch a monthly newsletter, which seems simple to accomplish and a good idea.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Green Gean's LLC
DATE: 6/3/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Project Management	5	2

Evaluation Team Comments:

No grant experience, no external stakeholders, a one-person team.
Fork Food Lab may be external support. Staff seems capable.
Are there producers lined up, or new markets?

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Green Gean's LLC
DATE: 6/3/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Budget & Budget Narrative	25	5

Evaluation Team Comments:

Impossible to assess - there weren't any financial data to back things up, not even written documentation for the equipment. Difficult to invest in a start-up operation without reasonable financial projections.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Hamilton Farm – Barred Owl Creamery
DATE: 6/3/2021

SUMMARY PAGE

Department Name: Agriculture, Conservation and Forestry
Name of RFP Coordinator: Tom Gordon
Names of Evaluators: Robert Dumas, Jeffrey Pangburn, Alexander Williams

<u>Pass/Fail Criteria</u>	<u>Pass</u>	<u>Fail</u>
Section I. Preliminary Information (Eligibility)		
· Cover Page	x	
· Debarment and Suspension	x	
· Litigation	x	
<u>Scoring Sections</u>	<u>Points Available</u>	<u>Points Awarded</u>
The application is determined to be a Commissioner Priority Area	10	5
Identification of Need/Opportunity and Justification	20	5
Project Goals, Objectives, Deliverables	20	5
Innovation	10	0
Degree of Risk	5	1
Project Methodology and Schedule	5	1
Project Management	5	2
Budget & Budget Narrative	25	5
<u>Total Points</u>	<u>100</u>	<u>24</u>

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Hamilton Farm – Barred Owl Creamery
DATE: 6/3/2021

**EVALUATION OF SECTION II
Project Narrative**

	<u>Points Available</u>	<u>Points Awarded</u>
Commissioner Priority Area	10	5

Evaluation Team Comments:

They tried to address the priorities -- value-added seems to be the clearest.
Aligns with some of the priorities, but it is difficult to determine the scale and impact from the narrative.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Hamilton Farm – Barred Owl Creamery
DATE: 6/3/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Identification of Need/Opportunity	20	5

Evaluation Team Comments:

They clearly have a need to re-establish their business.
They are looking for a new opportunity but have not clearly outlined what it is.
The proposal seems high speculative. Is there a need for the products they are considering? No quantification of need.
They do not seem to have a clear plan to move forward.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Hamilton Farm – Barred Owl Creamery
DATE: 6/3/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Project Goals, Objectives, Deliverables	20	5

Evaluation Team Comments:

Not clear, much too vague.
Want to use grant to spend a year developing a new business plan.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Hamilton Farm – Barred Owl Creamery
DATE: 6/3/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Innovation	10	0

Evaluation Team Comments:

Without a clear plan, there is no evidence of any innovation.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Hamilton Farm – Barred Owl Creamery
DATE: 6/3/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Degree of Risk	5	1

Evaluation Team Comments:

There are too many unknowns in this application.
Impossible to assess the potential risks – and there is no strategy for mitigation.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Hamilton Farm – Barred Owl Creamery
DATE: 6/3/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Project Methodology and Schedule	5	1

Evaluation Team Comments:

Unclear.
They want to do market research, but how?
There isn't a structured plan. Much more detail is needed.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Hamilton Farm – Barred Owl Creamery
DATE: 6/3/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Project Management	5	2

Evaluation Team Comments:

They have farming and nonprofit experience.
No external support.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Hamilton Farm – Barred Owl Creamery
DATE: 6/3/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Budget & Budget Narrative	25	5

Evaluation Team Comments:

What are the costs? No detail provided.
There are historical financials for prior business showing sustained losses.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Hazel Hill Orchard
DATE: 6/3/2021

SUMMARY PAGE

Department Name: Agriculture, Conservation and Forestry
Name of RFP Coordinator: Tom Gordon
Names of Evaluators: Robert Dumas, Jeffrey Pangburn, Alexander Williams

<u>Pass/Fail Criteria</u>	<u>Pass</u>	<u>Fail</u>
Section I. Preliminary Information (Eligibility)		
· Cover Page	x	
· Debarment and Suspension	x	
· Litigation	x	
<u>Scoring Sections</u>	<u>Points Available</u>	<u>Points Awarded</u>
The application is determined to be a Commissioner Priority Area	10	7
Identification of Need/Opportunity and Justification	20	12
Project Goals, Objectives, Deliverables	20	12
Innovation	10	10
Degree of Risk	5	4
Project Methodology and Schedule	5	4
Project Management	5	4
Budget & Budget Narrative	25	18
<u>Total Points</u>	<u>100</u>	<u>71</u>

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Hazel Hill Orchard
DATE: 6/3/2021

**EVALUATION OF SECTION II
Project Narrative**

	<u>Points Available</u>	<u>Points Awarded</u>
Commissioner Priority Area	10	7

Evaluation Team Comments:

Developing local market, reduce environmental impact.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Hazel Hill Orchard
DATE: 6/3/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Identification of Need/Opportunity	20	12

Evaluation Team Comments:

Is this scalable?

Not clear that there is a need for the fruit, but there is some research value.

Doesn't meet a clear need but does seem generally worthwhile and interesting.

Seems like there is an opportunity.

Is this proposal aligned with this funding opportunity?

It will take a number of years to show a profit.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Hazel Hill Orchard
DATE: 6/3/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Project Goals, Objectives, Deliverables	20	12

Evaluation Team Comments:

This section was clear.
Not clear how they will share the lessons learned.
Did quantify production goals.
A long-term project (8-9 years).

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Hazel Hill Orchard
DATE: 6/3/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Innovation	10	10

Evaluation Team Comments:

Innovative.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Hazel Hill Orchard
DATE: 6/3/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Degree of Risk	5	4

Evaluation Team Comments:

Seems low risk.
Weather, animals could cause damage, but they are outlined in the narrative.
Roadside stand is a proven model.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Hazel Hill Orchard
DATE: 6/3/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Project Methodology and Schedule	5	4

Evaluation Team Comments:

Simple and direct: build and plant.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Hazel Hill Orchard
DATE: 6/3/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Project Management	5	4

Evaluation Team Comments:

A seasoned, part-time grower who is tapped into available resources.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Hazel Hill Orchard
DATE: 6/3/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Budget & Budget Narrative	25	18

Evaluation Team Comments:

Tangible supplies, not personnel.
Only has a couple years of revenue, and not yet profitable, but nearing break-even point.
No balance sheet provided.
Purchasing supplies seems like a good investment.
Good job providing sales and expense documentation.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Jeanette Graybill
DATE: 6/4/2021

SUMMARY PAGE

Department Name: Agriculture, Conservation and Forestry
Name of RFP Coordinator: Tom Gordon
Names of Evaluators: Robert Dumas, Jeffrey Pangburn, Alexander Williams

<u>Pass/Fail Criteria</u>	<u>Pass</u>	<u>Fail</u>
Section I. Preliminary Information (Eligibility)		
· Cover Page	x	
· Debarment and Suspension	x	
· Litigation	x	
<u>Scoring Sections</u>	<u>Points Available</u>	<u>Points Awarded</u>
The application is determined to be a Commissioner Priority Area	10	3
Identification of Need/Opportunity and Justification	20	5
Project Goals, Objectives, Deliverables	20	5
Innovation	10	5
Degree of Risk	5	2
Project Methodology and Schedule	5	4
Project Management	5	1
Budget & Budget Narrative	25	10
<u>Total Points</u>	<u>100</u>	<u>35</u>

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Jeanette Graybill
DATE: 6/4/2021

**EVALUATION OF SECTION II
Project Narrative**

	<u>Points Available</u>	<u>Points Awarded</u>
Commissioner Priority Area	10	3

Evaluation Team Comments:

Value-added production, but unlikely to impact multiple farms.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Jeanette Graybill
DATE: 6/4/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Identification of Need/Opportunity	20	5

Evaluation Team Comments:

Without understanding the demand, the justification is not clear.
Seems unlikely this would reduce hurdles for other producers.
Does not seem to be meeting a need. Nebulous.
Markets aren't well-established.
Need for processing facility is not justified.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Jeanette Graybill
DATE: 6/4/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Project Goals, Objectives, Deliverables	20	5

Evaluation Team Comments:

Questions about using grant funds to build out a space in a private home.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Jeanette Graybill
DATE: 6/4/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Innovation	10	5

Evaluation Team Comments:

It is a relatively new commodity product.
May create new opportunities.
Questions about the technology.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Jeanette Graybill
DATE: 6/4/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Degree of Risk	5	2

Evaluation Team Comments:

Shared processing is risky.
CBD and edibles are risky.
Building materials risky. Regulatory risk.
Not a mature industry.
A lot of open questions.
Concern about logistics of a second-floor location.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Jeanette Graybill
DATE: 6/4/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Project Methodology and Schedule	5	4

Evaluation Team Comments:

Laid out schedule well.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Jeanette Graybill
DATE: 6/4/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Project Management	5	1

Evaluation Team Comments:

No experience.
No letters of support.
No grant experience.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Jeanette Graybill
DATE: 6/4/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Budget & Budget Narrative	25	10

Evaluation Team Comments:

No projections.
Good detail in construction budget.
Balance sheet shows adequate cash to meet match.
Viability of project is not adequately demonstrated.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Long Cove Sea Farm
DATE: 6/4/2021

SUMMARY PAGE

Department Name: Agriculture, Conservation and Forestry
Name of RFP Coordinator: Tom Gordon
Names of Evaluators: Robert Dumas, Jeffrey Pangburn, Alexander Williams

<u>Pass/Fail Criteria</u>	<u>Pass</u>	<u>Fail</u>
Section I. Preliminary Information (Eligibility)		
· Cover Page	x	
· Debarment and Suspension	x	
· Litigation	x	
<u>Scoring Sections</u>	<u>Points Available</u>	<u>Points Awarded</u>
The application is determined to be a Commissioner Priority Area	10	5
Identification of Need/Opportunity and Justification	20	15
Project Goals, Objectives, Deliverables	20	15
Innovation	10	8
Degree of Risk	5	5
Project Methodology and Schedule	5	5
Project Management	5	3
Budget & Budget Narrative	25	20
<u>Total Points</u>	<u>100</u>	<u>76</u>

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Long Cove Sea Farm
DATE: 6/4/2021

**EVALUATION OF SECTION II
Project Narrative**

	<u>Points Available</u>	<u>Points Awarded</u>
Commissioner Priority Area	10	5

Evaluation Team Comments:

Market development.
The project affects multiple producers.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Long Cove Sea Farm
DATE: 6/4/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Identification of Need/Opportunity	20	15

Evaluation Team Comments:

The narrative clearly established the need for the project and how it will build capacity.
Data is always helpful.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Long Cove Sea Farm
DATE: 6/4/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Project Goals, Objectives, Deliverables	20	15

Evaluation Team Comments:

Clear in what they are trying to do.
The goals all make sense.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Long Cove Sea Farm
DATE: 6/4/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Innovation	10	8

Evaluation Team Comments:

Technology seems new, and addresses some of the areas that challenge the industry.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Long Cove Sea Farm
DATE: 6/4/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Degree of Risk	5	5

Evaluation Team Comments:

Seems low risk, straightforward: purchase tech and plug it in.
Will be implemented quickly.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Long Cove Sea Farm
DATE: 6/4/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Project Methodology and Schedule	5	5

Evaluation Team Comments:

Purchase, implement, review data.
Straightforward.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Long Cove Sea Farm
DATE: 6/4/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Project Management	5	3

Evaluation Team Comments:

No external project support indicated – support from other oyster producers would be useful.
Some grant experience.
Staff is experienced.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Long Cove Sea Farm
DATE: 6/4/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Budget & Budget Narrative	25	20

Evaluation Team Comments:

Budget seems strong and viable.
Costs are clearly outlined.
Balance sheets and P&Ls show it is a viable operation that can successfully implement this proposal.
Match is in-kind, so not a clean cash match.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Maine Aquaculture Innovation Center
DATE: 6/4/2021

SUMMARY PAGE

Department Name: Agriculture, Conservation and Forestry
Name of RFP Coordinator: Tom Gordon
Names of Evaluators: Robert Dumas, Jeffrey Pangburn, Alexander Williams

<u>Pass/Fail Criteria</u>	<u>Pass</u>	<u>Fail</u>
Section I. Preliminary Information (Eligibility)		
· Cover Page	x	
· Debarment and Suspension	x	
· Litigation	x	
<u>Scoring Sections</u>	<u>Points Available</u>	<u>Points Awarded</u>
The application is determined to be a Commissioner Priority Area	10	10
Identification of Need/Opportunity and Justification	20	20
Project Goals, Objectives, Deliverables	20	18
Innovation	10	8
Degree of Risk	5	3
Project Methodology and Schedule	5	5
Project Management	5	5
Budget & Budget Narrative	25	20
<u>Total Points</u>	<u>100</u>	<u>89</u>

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Maine Aquaculture Innovation Center
DATE: 6/4/2021

**EVALUATION OF SECTION II
Project Narrative**

	<u>Points Available</u>	<u>Points Awarded</u>
Commissioner Priority Area	10	10

Evaluation Team Comments:

Broad scope of impact. Good job explaining priority areas.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Maine Aquaculture Innovation Center
DATE: 6/4/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Identification of Need/Opportunity	20	20

Evaluation Team Comments:

Well written proposal.
Aquaculture industry is burgeoning.
Includes a lot of detail.
Demonstrated need and opportunity clearly.
This will help Maine maintain its leadership position in aquaculture.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Maine Aquaculture Innovation Center
DATE: 6/4/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Project Goals, Objectives, Deliverables	20	18

Evaluation Team Comments:

Market analysis and study, so it's unknown what will follow. But the plan is clear.
What is new for this project, vs what is already out there?
Are they simply hiring a consultant to do a study?
This project could help tap into a growing industry, so injecting a consultant at this juncture could be significant.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Maine Aquaculture Innovation Center
DATE: 6/4/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Innovation	10	8

Evaluation Team Comments:

The project seems to support innovative businesses.
Good collaboration.
A new and growing industry for the state.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Maine Aquaculture Innovation Center
DATE: 6/4/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Degree of Risk	5	3

Evaluation Team Comments:

Nominal risk.
Atlantic Corporation is established and well-regarded.
Risk is if a report is created and no one finds value in it or takes action.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Maine Aquaculture Innovation Center
DATE: 6/4/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Project Methodology and Schedule	5	5

Evaluation Team Comments:

Well outlined. Thorough.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Maine Aquaculture Innovation Center
DATE: 6/4/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Project Management	5	5

Evaluation Team Comments:

Team is perfectly suited for the project.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Maine Aquaculture Innovation Center
DATE: 6/4/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Budget & Budget Narrative	25	20

Evaluation Team Comments:

Match is in-kind personnel only.
Otherwise budget is clear.
There seems to be the ability to make a cash match - why aren't they doing so?
(Did they work backwards to get their match amount?)

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Maine Cheese Guild
DATE: 6/3/2021

SUMMARY PAGE

Department Name: Agriculture, Conservation and Forestry
Name of RFP Coordinator: Tom Gordon
Names of Evaluators: Robert Dumas, Jeffrey Pangburn, Alexander Williams

<u>Pass/Fail Criteria</u>	<u>Pass</u>	<u>Fail</u>
Section I. Preliminary Information (Eligibility)		
· Cover Page	x	
· Debarment and Suspension	x	
· Litigation	x	
<u>Scoring Sections</u>	<u>Points Available</u>	<u>Points Awarded</u>
The application is determined to be a Commissioner Priority Area	10	10
Identification of Need/Opportunity and Justification	20	18
Project Goals, Objectives, Deliverables	20	18
Innovation	10	3
Degree of Risk	5	5
Project Methodology and Schedule	5	5
Project Management	5	5
Budget & Budget Narrative	25	20
<u>Total Points</u>	<u>100</u>	<u>84</u>

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Maine Cheese Guild
DATE: 6/3/2021

**EVALUATION OF SECTION II
Project Narrative**

	<u>Points Available</u>	<u>Points Awarded</u>
Commissioner Priority Area	10	10

Evaluation Team Comments:

Addresses all priorities.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Maine Cheese Guild
DATE: 6/3/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Identification of Need/Opportunity	20	18

Evaluation Team Comments:

The industry has the potential to be very important to the state.
There is a large opportunity for growth.
Need to move Maine onto the national radar in the cheese realm.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Maine Cheese Guild
DATE: 6/3/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Project Goals, Objectives, Deliverables	20	18

Evaluation Team Comments:

Well-done application. Strong plan.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Maine Cheese Guild
DATE: 6/3/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Innovation	10	3

Evaluation Team Comments:

There's nothing particularly innovative in the project.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Maine Cheese Guild
DATE: 6/3/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Degree of Risk	5	5

Evaluation Team Comments:

Low risk.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Maine Cheese Guild
DATE: 6/3/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Project Methodology and Schedule	5	5

Evaluation Team Comments:

Very detailed.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Maine Cheese Guild
DATE: 6/3/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Project Management	5	5

Evaluation Team Comments:

Very detailed.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Maine Cheese Guild
DATE: 6/3/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Budget & Budget Narrative	25	20

Evaluation Team Comments:

The budget is not clear as to the total project cost.
The applicant offers a \$15,000 match on what appears to be a \$45,000 project.
As part of any conditional award, successful negotiation of an appropriate match will be required.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Maine Farmland Trust
DATE: 6/4/2021

SUMMARY PAGE

Department Name: Agriculture, Conservation and Forestry
Name of RFP Coordinator: Tom Gordon
Names of Evaluators: Robert Dumas, Jeffrey Pangburn, Alexander Williams

<u>Pass/Fail Criteria</u>	<u>Pass</u>	<u>Fail</u>
Section I. Preliminary Information (Eligibility)		
· Cover Page	x	
· Debarment and Suspension	x	
· Litigation	x	
<u>Scoring Sections</u>	<u>Points Available</u>	<u>Points Awarded</u>
The application is determined to be a Commissioner Priority Area	10	8
Identification of Need/Opportunity and Justification	20	17
Project Goals, Objectives, Deliverables	20	20
Innovation	10	10
Degree of Risk	5	5
Project Methodology and Schedule	5	5
Project Management	5	5
Budget & Budget Narrative	25	20
<u>Total Points</u>	<u>100</u>	<u>90</u>

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Maine Farmland Trust
DATE: 6/4/2021

**EVALUATION OF SECTION II
Project Narrative**

	<u>Points Available</u>	<u>Points Awarded</u>
Commissioner Priority Area	10	8

Evaluation Team Comments:

Meets multiple areas. Strong alignment. Diversifying markets, supporting multiple farms (1-2). Might also meet areas 3-4. Supporting small-scale diversified farming.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Maine Farmland Trust
DATE: 6/4/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Identification of Need/Opportunity	20	17

Evaluation Team Comments:

Identified need and opportunity to provide technical assistance and financial resources to farms. Could have a big impact on the industry. A good mechanism to support new farmers. Seems to be a market opportunity. The 2-part plan for training is a positive.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Maine Farmland Trust
DATE: 6/4/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Project Goals, Objectives, Deliverables	20	20

Evaluation Team Comments:

Structured and well-tested.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Maine Farmland Trust
DATE: 6/4/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Innovation	10	10

Evaluation Team Comments:

Very innovative. They are stepping up resources from other states in a new way.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Maine Farmland Trust
DATE: 6/4/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Degree of Risk	5	5

Evaluation Team Comments:

Well-tested and well planned.
The applicant has a track record of delivering successful projects.
Low risk.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Maine Farmland Trust
DATE: 6/4/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Project Methodology and Schedule	5	5

Evaluation Team Comments:

Thoughtful, well done.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Maine Farmland Trust
DATE: 6/4/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Project Management	5	5

Evaluation Team Comments:

Well done.
Strong team.
Well-documented external support.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Maine Farmland Trust
DATE: 6/4/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Budget & Budget Narrative	25	20

Evaluation Team Comments:

Additional clarification is needed regarding the matching funds required, which appear to be under the required amount. Budget is mainly personnel and contracts. Offering stipends and other grants to farms is a good investment. As part of any conditional award, successful negotiation of an appropriate match will be required.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Maine Grains
DATE: 6/4/2021

SUMMARY PAGE

Department Name: Agriculture, Conservation and Forestry
Name of RFP Coordinator: Tom Gordon
Names of Evaluators: Robert Dumas, Jeffrey Pangburn, Alexander Williams

<u>Pass/Fail Criteria</u>	<u>Pass</u>	<u>Fail</u>
Section I. Preliminary Information (Eligibility)		
· Cover Page	x	
· Debarment and Suspension	x	
· Litigation	x	
<u>Scoring Sections</u>	<u>Points Available</u>	<u>Points Awarded</u>
The application is determined to be a Commissioner Priority Area	10	7
Identification of Need/Opportunity and Justification	20	18
Project Goals, Objectives, Deliverables	20	18
Innovation	10	8
Degree of Risk	5	5
Project Methodology and Schedule	5	5
Project Management	5	5
Budget & Budget Narrative	25	22
<u>Total Points</u>	<u>100</u>	<u>88</u>

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Maine Grains
DATE: 6/4/2021

**EVALUATION OF SECTION II
Project Narrative**

	<u>Points Available</u>	<u>Points Awarded</u>
Commissioner Priority Area	10	7

Evaluation Team Comments:

Value added, diversification of markets, and impacting multiple producers.

Because this indirectly supports crop rotation and cover cropping, it also indirectly supports climate change mitigation -- discussion about which will generate directly from this project.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Maine Grains
DATE: 6/4/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Identification of Need/Opportunity	20	18

Evaluation Team Comments:

Has a new agreement with Hannaford, which is a huge opportunity. The project justification is outlined well. There is a timely opportunity based on recent focus interest on grains.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Maine Grains
DATE: 6/4/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Project Goals, Objectives, Deliverables	20	18

Evaluation Team Comments:

Well put-together. The plan is clear.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Maine Grains
DATE: 6/4/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Innovation	10	8

Evaluation Team Comments:

The applicant is providing new product that hasn't previously been available with Maine-based grains. The new market development is innovative, and they are impacting the community in Skowhegan.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Maine Grains
DATE: 6/4/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Degree of Risk	5	5

Evaluation Team Comments:

Low risk. The applicant is experienced and have done the necessary research.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Maine Grains
DATE: 6/4/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Project Methodology and Schedule	5	5

Evaluation Team Comments:

The applicant is experienced and has a good plan.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Maine Grains
DATE: 6/4/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Project Management	5	5

Evaluation Team Comments:

The applicant has an experienced and capable management team.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Maine Grains
DATE: 6/4/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Budget & Budget Narrative	25	22

Evaluation Team Comments:

Good detail. Adequate supporting information to support costs. A financially viable candidate. Project will impact industry as a whole. Demonstrated ability to meet the match.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: McGaffey Mountain Hops
DATE: 6/4/2021

SUMMARY PAGE

Department Name: Agriculture, Conservation and Forestry
Name of RFP Coordinator: Tom Gordon
Names of Evaluators: Robert Dumas, Jeffrey Pangburn, Alexander Williams

<u>Pass/Fail Criteria</u>	<u>Pass</u>	<u>Fail</u>
Section I. Preliminary Information (Eligibility)		
· Cover Page	x	
· Debarment and Suspension	x	
· Litigation	x	
<u>Scoring Sections</u>	<u>Points Available</u>	<u>Points Awarded</u>
The application is determined to be a Commissioner Priority Area	10	2
Identification of Need/Opportunity and Justification	20	5
Project Goals, Objectives, Deliverables	20	5
Innovation	10	1
Degree of Risk	5	0
Project Methodology and Schedule	5	0
Project Management	5	1
Budget & Budget Narrative	25	0
<u>Total Points</u>	<u>100</u>	<u>14</u>

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: McGaffey Mountain Hops
DATE: 6/4/2021

**EVALUATION OF SECTION II
Project Narrative**

	<u>Points Available</u>	<u>Points Awarded</u>
Commissioner Priority Area	10	2

Evaluation Team Comments:

Priority areas are not specifically addressed in proposal. Doesn't directly address any areas, except possibly #5 tangentially.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: McGaffey Mountain Hops
DATE: 6/4/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Identification of Need/Opportunity	20	5

Evaluation Team Comments:

There are a lot of assumptions made about demand. They reference other hops growers, but without data about demand. Are brewers buying much fresh hops?

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: McGaffey Mountain Hops
DATE: 6/4/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Project Goals, Objectives, Deliverables	20	5

Evaluation Team Comments:

Lacking clarity on the horticultural plans.
Starting from the ground up.
Project is not directly tied to production of hops at all.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: McGaffey Mountain Hops
DATE: 6/4/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Innovation	10	1

Evaluation Team Comments:

Proposal asserts that the location is the innovation. Location does not represent an innovation that is likely be replicated with other hops growers. The applicant's narrative is not convincing.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: McGaffey Mountain Hops
DATE: 6/4/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Degree of Risk	5	0

Evaluation Team Comments:

No market, no infrastructure, no production history.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: McGaffey Mountain Hops
DATE: 6/4/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Project Methodology and Schedule	5	0

Evaluation Team Comments:

None provided.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: McGaffey Mountain Hops
DATE: 6/4/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Project Management	5	1

Evaluation Team Comments:

No clear agricultural experience.
No external support.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: McGaffey Mountain Hops
DATE: 6/4/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Budget & Budget Narrative	25	0

Evaluation Team Comments:

Budget requested exceeds grant maximum. There are easier ways to start growing hops. The applicant didn't demonstrate viability, marketing plan, or financial projections.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Motodoll LLC
DATE: 6/4/2021

SUMMARY PAGE

Department Name: Agriculture, Conservation and Forestry
Name of RFP Coordinator: Tom Gordon
Names of Evaluators: Robert Dumas, Jeffrey Pangburn, Alexander Williams

<u>Pass/Fail Criteria</u>	<u>Pass</u>	<u>Fail</u>
Section I. Preliminary Information (Eligibility)		
· Cover Page	x	
· Debarment and Suspension	x	
· Litigation	x	
<u>Scoring Sections</u>	<u>Points Available</u>	<u>Points Awarded</u>
The application is determined to be a Commissioner Priority Area	10	4
Identification of Need/Opportunity and Justification	20	5
Project Goals, Objectives, Deliverables	20	5
Innovation	10	0
Degree of Risk	5	1
Project Methodology and Schedule	5	1
Project Management	5	2
Budget & Budget Narrative	25	5
<u>Total Points</u>	<u>100</u>	<u>23</u>

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Motodoll LLC
DATE: 6/4/2021

**EVALUATION OF SECTION II
Project Narrative**

	<u>Points Available</u>	<u>Points Awarded</u>
Commissioner Priority Area	10	4

Evaluation Team Comments:

Project focuses on energy efficiency more than agriculture. May meet value-added food production priority and increase climate resilience.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Motodoll LLC
DATE: 6/4/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Identification of Need/Opportunity	20	5

Evaluation Team Comments:

How were the percentages calculated? The details provide aren't supported.
It's not clear what opportunity they are trying to meet.
Unclear as to need and opportunity or how they will meet it.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Motodoll LLC
DATE: 6/4/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Project Goals, Objectives, Deliverables	20	5

Evaluation Team Comments:

Not clear, not well-defined. Unclear objectives.
Would it be more efficient to simply build a new facility?

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Motodoll LLC
DATE: 6/4/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Innovation	10	0

Evaluation Team Comments:

No clear innovation demonstrated.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Motodoll LLC
DATE: 6/4/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Degree of Risk	5	1

Evaluation Team Comments:

Hard to judge because it is unclear.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Motodoll LLC
DATE: 6/4/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Project Methodology and Schedule	5	1

Evaluation Team Comments:

Unclear. Not clear what products they will be producing.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Motodoll LLC
DATE: 6/4/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Project Management	5	2

Evaluation Team Comments:

Not focused.
No significant agricultural experience.
Some external customers and suppliers identified.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Motodoll LLC
DATE: 6/4/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Budget & Budget Narrative	25	5

Evaluation Team Comments:

Doesn't seem cost efficient. They did provide a balance sheet and have some sales.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: New Meadows River Shellfish Cooperative
DATE: 6/4/2021

SUMMARY PAGE

Department Name: Agriculture, Conservation and Forestry
Name of RFP Coordinator: Tom Gordon
Names of Evaluators: Robert Dumas, Jeffrey Pangburn, Alexander Williams

<u>Pass/Fail Criteria</u>	<u>Pass</u>	<u>Fail</u>
Section I. Preliminary Information (Eligibility)		
· Cover Page	x	
· Debarment and Suspension	x	
· Litigation	x	
<u>Scoring Sections</u>	<u>Points Available</u>	<u>Points Awarded</u>
The application is determined to be a Commissioner Priority Area	10	6
Identification of Need/Opportunity and Justification	20	15
Project Goals, Objectives, Deliverables	20	15
Innovation	10	8
Degree of Risk	5	3
Project Methodology and Schedule	5	5
Project Management	5	5
Budget & Budget Narrative	25	13
<u>Total Points</u>	<u>100</u>	<u>70</u>

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: New Meadows River Shellfish Cooperative
DATE: 6/4/2021

**EVALUATION OF SECTION II
Project Narrative**

	<u>Points Available</u>	<u>Points Awarded</u>
Commissioner Priority Area	10	6

Evaluation Team Comments:

May impact multiple farms through the co-op, and may help develop markets. Oysters are regenerative/sustainable.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: New Meadows River Shellfish Cooperative
DATE: 6/4/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Identification of Need/Opportunity	20	15

Evaluation Team Comments:

A market promotion grant. No new opportunities are explicitly provided.
Need to identify problems to address.
Physical point of sale location is the most obvious need.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: New Meadows River Shellfish Cooperative
DATE: 6/4/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Project Goals, Objectives, Deliverables	20	15

Evaluation Team Comments:

Seems direct and clear.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: New Meadows River Shellfish Cooperative
DATE: 6/4/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Innovation	10	8

Evaluation Team Comments:

This is a good model that could help other producers.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: New Meadows River Shellfish Cooperative
DATE: 6/4/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Degree of Risk	5	3

Evaluation Team Comments:

A realistic assessment.
Potential closures, but the applicant includes cold storage in program.
There is rapid growth right now that could impact marketability. Can all co-op members remain viable?

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: New Meadows River Shellfish Cooperative
DATE: 6/4/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Project Methodology and Schedule	5	5

Evaluation Team Comments:

Loose methodology, but it is a straightforward project.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: New Meadows River Shellfish Cooperative
DATE: 6/4/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Project Management	5	5

Evaluation Team Comments:

Strong team, large pool of experience, well-networked.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: New Meadows River Shellfish Cooperative
DATE: 6/4/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Budget & Budget Narrative	25	13

Evaluation Team Comments:

Largest cost is purchase of reefer van. Limited resources in organization. Match is coming from coop members. Link to vehicle on Craigslist wasn't viable – how much research was actually done to calculate costs?

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Ocean Approved
DATE: 6/4/2021

SUMMARY PAGE

Department Name: Agriculture, Conservation and Forestry
Name of RFP Coordinator: Tom Gordon
Names of Evaluators: Robert Dumas, Jeffrey Pangburn, Alexander Williams

<u>Pass/Fail Criteria</u>	<u>Pass</u>	<u>Fail</u>
Section I. Preliminary Information (Eligibility)		
· Cover Page	x	
· Debarment and Suspension	x	
· Litigation	x	
<u>Scoring Sections</u>	<u>Points Available</u>	<u>Points Awarded</u>
The application is determined to be a Commissioner Priority Area	10	8
Identification of Need/Opportunity and Justification	20	18
Project Goals, Objectives, Deliverables	20	18
Innovation	10	10
Degree of Risk	5	4
Project Methodology and Schedule	5	5
Project Management	5	5
Budget & Budget Narrative	25	20
<u>Total Points</u>	<u>100</u>	<u>88</u>

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Ocean Approved
DATE: 6/4/2021

**EVALUATION OF SECTION II
Project Narrative**

	<u>Points Available</u>	<u>Points Awarded</u>
Commissioner Priority Area	10	8

Evaluation Team Comments:

Addresses at least 3 priority areas.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Ocean Approved
DATE: 6/4/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Identification of Need/Opportunity	20	18

Evaluation Team Comments:

Clear need to improve processing infrastructure and sell more product.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Ocean Approved
DATE: 6/4/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Project Goals, Objectives, Deliverables	20	18

Evaluation Team Comments:

The goals are fairly clear, but how they will approach building the defrosting system was confusing.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Ocean Approved
DATE: 6/4/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Innovation	10	10

Evaluation Team Comments:

An innovative company, first-to-market.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Ocean Approved
DATE: 6/4/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Degree of Risk	5	4

Evaluation Team Comments:

Past successful grant recipient.
Have completed some trials.
Engaging the right people to engineer and test.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Ocean Approved
DATE: 6/4/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Project Methodology and Schedule	5	5

Evaluation Team Comments:

Description isn't clear, but there are no obvious problems with the methodology and schedule.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Ocean Approved
DATE: 6/4/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Project Management	5	5

Evaluation Team Comments:

Good team, good external support.
Multiple suppliers and producers.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Ocean Approved
DATE: 6/4/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Budget & Budget Narrative	25	20

Evaluation Team Comments:

Strong and diverse capital base. Liquidity. 50% cash match. Question about match: the applicant appears to have already purchased some of the equipment that will be used for the match. As part of a conditional award, successful negotiation of an appropriate match will be required.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Olde Haven Farm
DATE: 6/4/2021

SUMMARY PAGE

Department Name: Agriculture, Conservation and Forestry
Name of RFP Coordinator: Tom Gordon
Names of Evaluators: Robert Dumas, Jeffrey Pangburn, Alexander Williams

<u>Pass/Fail Criteria</u>	<u>Pass</u>	<u>Fail</u>
Section I. Preliminary Information (Eligibility)		
· Cover Page	x	
· Debarment and Suspension	x	
· Litigation	x	
<u>Scoring Sections</u>	<u>Points Available</u>	<u>Points Awarded</u>
The application is determined to be a Commissioner Priority Area	10	4
Identification of Need/Opportunity and Justification	20	10
Project Goals, Objectives, Deliverables	20	15
Innovation	10	0
Degree of Risk	5	5
Project Methodology and Schedule	5	3
Project Management	5	3
Budget & Budget Narrative	25	18
<u>Total Points</u>	<u>100</u>	<u>58</u>

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Olde Haven Farm
DATE: 6/4/2021

**EVALUATION OF SECTION II
Project Narrative**

	<u>Points Available</u>	<u>Points Awarded</u>
Commissioner Priority Area	10	4

Evaluation Team Comments:

Value-added, impacting multiple farms, and may be diversifying markets.
Potential soil health benefits from compost of waste.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Olde Haven Farm
DATE: 6/4/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Identification of Need/Opportunity	20	10

Evaluation Team Comments:

Clear opportunity to serve more customers with more product.
Clear need for new processing.
Only impact one other farm?

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Olde Haven Farm
DATE: 6/4/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Project Goals, Objectives, Deliverables	20	15

Evaluation Team Comments:

Well written outline of what they expect to do.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Olde Haven Farm
DATE: 6/4/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Innovation	10	0

Evaluation Team Comments:

Not innovative. "Farrow to fork" model is not innovative.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Olde Haven Farm
DATE: 6/4/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Degree of Risk	5	5

Evaluation Team Comments:

6-year history
Licensed engineer developed the plans
Applicant has experience with this type of project - low risk.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Olde Haven Farm
DATE: 6/4/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Project Methodology and Schedule	5	3

Evaluation Team Comments:

The narrative is mostly a loose outline of the plan. A schedule with metrics and deliverables would have helped.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Olde Haven Farm
DATE: 6/4/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Project Management	5	3

Evaluation Team Comments:

The team has clear construction experience, and experience managing projects.
Track record of production.
Some external support indicated.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Olde Haven Farm
DATE: 6/4/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Budget & Budget Narrative	25	18

Evaluation Team Comments:

Detailed financial data and cost estimates.
Strong cash match.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Passamaquoddy Wild Blueberry Company
DATE: 6/4/2021

SUMMARY PAGE

Department Name: Agriculture, Conservation and Forestry
Name of RFP Coordinator: Tom Gordon
Names of Evaluators: Robert Dumas, Jeffrey Pangburn, Alexander Williams

<u>Pass/Fail Criteria</u>	<u>Pass</u>	<u>Fail</u>
Section I. Preliminary Information (Eligibility)		
· Cover Page	x	
· Debarment and Suspension	x	
· Litigation	x	
<u>Scoring Sections</u>	<u>Points Available</u>	<u>Points Awarded</u>
The application is determined to be a Commissioner Priority Area	10	6
Identification of Need/Opportunity and Justification	20	15
Project Goals, Objectives, Deliverables	20	12
Innovation	10	5
Degree of Risk	5	2
Project Methodology and Schedule	5	5
Project Management	5	4
Budget & Budget Narrative	25	17
<u>Total Points</u>	<u>100</u>	<u>66</u>

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Passamaquoddy Wild Blueberry Company
DATE: 6/4/2021

**EVALUATION OF SECTION II
Project Narrative**

	<u>Points Available</u>	<u>Points Awarded</u>
Commissioner Priority Area	10	6

Evaluation Team Comments:

Value-added production, creating new markets, and likely impacts multiple growers.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Passamaquoddy Wild Blueberry Company
DATE: 6/4/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Identification of Need/Opportunity	20	15

Evaluation Team Comments:

Didn't provide specifics about demand.
No market research to indicate growing demand for dried fruit.
It's certainly easier to handle, but is there demand?
Need more specifics.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Passamaquoddy Wild Blueberry Company
DATE: 6/4/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Project Goals, Objectives, Deliverables	20	12

Evaluation Team Comments:

Need to develop the marketing and sales channels.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Passamaquoddy Wild Blueberry Company
DATE: 6/4/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Innovation	10	5

Evaluation Team Comments:

Not terribly innovative. Dried wild blueberries have been done and are still available. They would need to develop a market, and that's what they don't demonstrate clearly in the proposal.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Passamaquoddy Wild Blueberry Company
DATE: 6/4/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Degree of Risk	5	2

Evaluation Team Comments:

Questions about the process.
Will they be able to gain market penetration? Who is the processor going to be? (it would have been helpful to name the processor).

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Passamaquoddy Wild Blueberry Company
DATE: 6/4/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Project Methodology and Schedule	5	5

Evaluation Team Comments:

They outlined the steps well.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Passamaquoddy Wild Blueberry Company
DATE: 6/4/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Project Management	5	4

Evaluation Team Comments:

Some question about the processing step.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Passamaquoddy Wild Blueberry Company
DATE: 6/4/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Budget & Budget Narrative	25	17

Evaluation Team Comments:

There is a history of operating losses, apparently offset by a legal settlement.
With high consultation fees, the budget seems risky.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Roux's Farms
DATE: 6/4/2021

SUMMARY PAGE

Department Name: Agriculture, Conservation and Forestry
Name of RFP Coordinator: Tom Gordon
Names of Evaluators: Robert Dumas, Jeffrey Pangburn, Alexander Williams

<u>Pass/Fail Criteria</u>	<u>Pass</u>	<u>Fail</u>
Section I. Preliminary Information (Eligibility)		
· Cover Page	x	
· Debarment and Suspension	x	
· Litigation	x	
<u>Scoring Sections</u>	<u>Points Available</u>	<u>Points Awarded</u>
The application is determined to be a Commissioner Priority Area	10	8
Identification of Need/Opportunity and Justification	20	7
Project Goals, Objectives, Deliverables	20	7
Innovation	10	0
Degree of Risk	5	1
Project Methodology and Schedule	5	1
Project Management	5	1
Budget & Budget Narrative	25	5
<u>Total Points</u>	<u>100</u>	<u>30</u>

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Roux's Farms
DATE: 6/4/2021

**EVALUATION OF SECTION II
Project Narrative**

	<u>Points Available</u>	<u>Points Awarded</u>
Commissioner Priority Area	10	8

Evaluation Team Comments:

Diversification, value-added, multiple farms.
The claim of improving climate adaptation and resilience is not supported by the narrative.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Roux's Farms
DATE: 6/4/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Identification of Need/Opportunity	20	7

Evaluation Team Comments:

Opportunity is unclear and is not adequately demonstrated in proposal.
More research would be needed to justify the request.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Roux's Farms
DATE: 6/4/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Project Goals, Objectives, Deliverables	20	7

Evaluation Team Comments:

They describe the vacuum system and what they want to do, but not *how*. How does the building construction fit in?

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Roux's Farms
DATE: 6/4/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Innovation	10	0

Evaluation Team Comments:

No innovation.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Roux's Farms
DATE: 6/4/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Degree of Risk	5	1

Evaluation Team Comments:

Seems risky. They've only been in operation a couple years. There is no marketing plan. There is not an existing building to put the equipment in.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Roux's Farms
DATE: 6/4/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Project Methodology and Schedule	5	1

Evaluation Team Comments:

Loose methodology, lacking detail.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Roux's Farms
DATE: 6/4/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Project Management	5	1

Evaluation Team Comments:

There was limited documentation of project management experience.
No external support listed.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Roux's Farms
DATE: 6/4/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Budget & Budget Narrative	25	5

Evaluation Team Comments:

Most of the money will be put towards construction, not pasteurization. Not a financially strong business. Will they be able to complete the project? Asking for \$65K, which is over the grant maximum. Budget worksheet varies from cover sheet. Lack of clarity in budget.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Snowy Farms
DATE: 6/4/2021

SUMMARY PAGE

Department Name: Agriculture, Conservation and Forestry
Name of RFP Coordinator: Tom Gordon
Names of Evaluators: Robert Dumas, Jeffrey Pangburn, Alexander Williams

<u>Pass/Fail Criteria</u>	<u>Pass</u>	<u>Fail</u>
Section I. Preliminary Information (Eligibility)		
· Cover Page	x	
· Debarment and Suspension	x	
· Litigation	x	
<u>Scoring Sections</u>	<u>Points Available</u>	<u>Points Awarded</u>
The application is determined to be a Commissioner Priority Area	10	3
Identification of Need/Opportunity and Justification	20	5
Project Goals, Objectives, Deliverables	20	10
Innovation	10	5
Degree of Risk	5	2
Project Methodology and Schedule	5	3
Project Management	5	2
Budget & Budget Narrative	25	8
<u>Total Points</u>	<u>100</u>	<u>38</u>

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Snowy Farms
DATE: 6/4/2021

**EVALUATION OF SECTION II
Project Narrative**

	<u>Points Available</u>	<u>Points Awarded</u>
Commissioner Priority Area	10	3

Evaluation Team Comments:

Seems to secondarily address priority areas, but not directly.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Snowy Farms
DATE: 6/4/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Identification of Need/Opportunity	20	5

Evaluation Team Comments:

Confusing. The application focuses on control hardware and software, but the funding request is for construction costs in the project. This is an underdeveloped part of the proposal, with insufficient detail. Additional discussion of the need would have been helpful.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Snowy Farms
DATE: 6/4/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Project Goals, Objectives, Deliverables	20	10

Evaluation Team Comments:

The application quantifies specific production goals. The goal about software was not sufficiently developed in the narrative.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Snowy Farms
DATE: 6/4/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Innovation	10	5

Evaluation Team Comments:

There seem to be a number of other growers using the same or similar technology.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Snowy Farms
DATE: 6/4/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Degree of Risk	5	2

Evaluation Team Comments:

Will they be able to get sufficient funding to complete the project?
The proposal recognizes a variety of technical challenges as well.
Haven't demonstrated that it is an achievable project.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Snowy Farms
DATE: 6/4/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Project Methodology and Schedule	5	3

Evaluation Team Comments:

Narrative provided but is lacking clear projections. Supply chain constraints are noted.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Snowy Farms
DATE: 6/4/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Project Management	5	2

Evaluation Team Comments:

The applicant has technical experience and demonstrated restaurant connections, and some external support.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Snowy Farms
DATE: 6/4/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Budget & Budget Narrative	25	8

Evaluation Team Comments:

Did a good job developing the budget.
Start-up operation. No history.
No financial projections.
No balance sheet.
Note that the application claims construction materials acquired prior to a grant award as in-kind match.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Somali Bantu Community Association
DATE: 6/4/2021

SUMMARY PAGE

Department Name: Agriculture, Conservation and Forestry
Name of RFP Coordinator: Tom Gordon
Names of Evaluators: Robert Dumas, Jeffrey Pangburn, Alexander Williams

<u>Pass/Fail Criteria</u>	<u>Pass</u>	<u>Fail</u>
Section I. Preliminary Information (Eligibility)		
· Cover Page	x	
· Debarment and Suspension	x	
· Litigation	x	
<u>Scoring Sections</u>	<u>Points Available</u>	<u>Points Awarded</u>
The application is determined to be a Commissioner Priority Area	10	6
Identification of Need/Opportunity and Justification	20	15
Project Goals, Objectives, Deliverables	20	10
Innovation	10	3
Degree of Risk	5	3
Project Methodology and Schedule	5	4
Project Management	5	5
Budget & Budget Narrative	25	15
<u>Total Points</u>	<u>100</u>	<u>61</u>

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Somali Bantu Community Association
DATE: 6/4/2021

**EVALUATION OF SECTION II
Project Narrative**

	<u>Points Available</u>	<u>Points Awarded</u>
Commissioner Priority Area	10	6

Evaluation Team Comments:

The proposal seems to be value-added and creating new markets for multiple agricultural operators.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Somali Bantu Community Association
DATE: 6/4/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Identification of Need/Opportunity	20	15

Evaluation Team Comments:

The proposal demonstrates a need for halal meat.
The narrative quantifies how many farmers are involved.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Somali Bantu Community Association
DATE: 6/4/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Project Goals, Objectives, Deliverables	20	10

Evaluation Team Comments:

Construction of the slaughterhouse was flagged as a concern.
It is not clear whether they are planning to sell the meat or use it internally with the association.
The goals may be too broad for a single proposal - not focused.
Vague about the plan for the products.
“Food and economic security” are broad outcomes.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Somali Bantu Community Association
DATE: 6/4/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Innovation	10	3

Evaluation Team Comments:

The model is not unique but somewhat innovative for Maine.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Somali Bantu Community Association
DATE: 6/4/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Degree of Risk	5	3

Evaluation Team Comments:

The application identified some risks in the proposal (such as developing external support). There are unaddressed concerns about compliance with federal and state meat processing requirements.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Somali Bantu Community Association
DATE: 6/4/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Project Methodology and Schedule	5	4

Evaluation Team Comments:

Provided a realistic timeline. The chart of scheduled activities and outcomes will detailed, but much of the information is extraneous to the specific project application.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Somali Bantu Community Association
DATE: 6/4/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Project Management	5	5

Evaluation Team Comments:

Strong team with good external connections for technical and financial support.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Somali Bantu Community Association
DATE: 6/4/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Budget & Budget Narrative	25	15

Evaluation Team Comments:

A significant portion of the budget is for personnel costs.
Not a lot of detail about how cost estimates were derived.
Have cash on balance sheet.
Budget does not address the potentially significant costs of regulatory compliance.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: The Good Crust
DATE: 6/4/2021

SUMMARY PAGE

Department Name: Agriculture, Conservation and Forestry
Name of RFP Coordinator: Tom Gordon
Names of Evaluators: Robert Dumas, Jeffrey Pangburn, Alexander Williams

<u>Pass/Fail Criteria</u>	<u>Pass</u>	<u>Fail</u>
Section I. Preliminary Information (Eligibility)		
· Cover Page	x	
· Debarment and Suspension	x	
· Litigation	x	
<u>Scoring Sections</u>	<u>Points Available</u>	<u>Points Awarded</u>
The application is determined to be a Commissioner Priority Area	10	6
Identification of Need/Opportunity and Justification	20	9
Project Goals, Objectives, Deliverables	20	10
Innovation	10	2
Degree of Risk	5	1
Project Methodology and Schedule	5	3
Project Management	5	3
Budget & Budget Narrative	25	12
<u>Total Points</u>	<u>100</u>	<u>46</u>

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: The Good Crust
DATE: 6/4/2021

**EVALUATION OF SECTION II
Project Narrative**

	<u>Points Available</u>	<u>Points Awarded</u>
Commissioner Priority Area	10	6

Evaluation Team Comments:

Value-added, multiple farms, developing markets are goals of the business.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: The Good Crust
DATE: 6/4/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Identification of Need/Opportunity	20	9

Evaluation Team Comments:

Not a strong need for pizza dough, but this one does feature Maine grains exclusively.
Will there be long-term commitment for product?
The need for Maine-sourced pizza dough seems somewhat speculative.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: The Good Crust
DATE: 6/4/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Project Goals, Objectives, Deliverables	20	10

Evaluation Team Comments:

They outlined the goals, but it's not clear that purchasing a building is the best route to meet the goals. There may be other means to establish a production facility. Why tie up funds in fixed assets?

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: The Good Crust
DATE: 6/4/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Innovation	10	2

Evaluation Team Comments:

Commitment to Maine grains is unique and laudable, but it is not innovative.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: The Good Crust
DATE: 6/4/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Degree of Risk	5	1

Evaluation Team Comments:

High risk - a lot of competition.
Is there demand for this specific product?
Who will pay a premium for local pizza dough?
There is financial risk, since grant proceeds would be down payment on a commercial loan.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: The Good Crust
DATE: 6/4/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Project Methodology and Schedule	5	3

Evaluation Team Comments:

Simple project with a straightforward methodology.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: The Good Crust
DATE: 6/4/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Project Management	5	3

Evaluation Team Comments:

There is one key manager with limited experience and key partners. A small team.
The applicant has existing external support for business guidance.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: The Good Crust
DATE: 6/4/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Budget & Budget Narrative	25	12

Evaluation Team Comments:

No financial strength/performance information to back up this request.
More detail required.
Match would be from a commercial mortgage.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: The Goronson Farm
DATE: 6/4/2021

SUMMARY PAGE

Department Name: Agriculture, Conservation and Forestry
Name of RFP Coordinator: Tom Gordon
Names of Evaluators: Robert Dumas, Jeffrey Pangburn, Alexander Williams

<u>Pass/Fail Criteria</u>	<u>Pass</u>	<u>Fail</u>
Section I. Preliminary Information (Eligibility)		
· Cover Page	x	
· Debarment and Suspension	x	
· Litigation	x	
<u>Scoring Sections</u>	<u>Points Available</u>	<u>Points Awarded</u>
The application is determined to be a Commissioner Priority Area	10	4
Identification of Need/Opportunity and Justification	20	12
Project Goals, Objectives, Deliverables	20	10
Innovation	10	0
Degree of Risk	5	2
Project Methodology and Schedule	5	3
Project Management	5	4
Budget & Budget Narrative	25	12
<u>Total Points</u>	<u>100</u>	<u>47</u>

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: The Goronson Farm
DATE: 6/4/2021

**EVALUATION OF SECTION II
Project Narrative**

	<u>Points Available</u>	<u>Points Awarded</u>
Commissioner Priority Area	10	4

Evaluation Team Comments:

Project would address market disruption from COVID-19 and would increase climate resilience.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: The Goronson Farm
DATE: 6/4/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Identification of Need/Opportunity	20	12

Evaluation Team Comments:

The discussion of opportunity is broad and seems to address multiple possible projects and activities. The application didn't demonstrate that there is a market for the possible products.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: The Goronson Farm
DATE: 6/4/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Project Goals, Objectives, Deliverables	20	10

Evaluation Team Comments:

The applicant proposes to reconfigure space and diversify offerings and add a solar component – more specifics would have been helpful.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: The Goronson Farm
DATE: 6/4/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Innovation	10	0

Evaluation Team Comments:

Not innovative.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: The Goronson Farm
DATE: 6/4/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Degree of Risk	5	2

Evaluation Team Comments:

There is risk to each component.
Haven't demonstrated that there is a retail market.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: The Goronson Farm
DATE: 6/4/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Project Methodology and Schedule	5	3

Evaluation Team Comments:

Simplistic and seems attainable.
Some good detail.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: The Goronson Farm
DATE: 6/4/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Project Management	5	4

Evaluation Team Comments:

Some technical skills, some external support.
Anticipate using USDA's Rural Energy for America Program grant.
Have grant experience.
Well-connected.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: The Goronson Farm
DATE: 6/4/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Budget & Budget Narrative	25	12

Evaluation Team Comments:

Cost details are supported.
Sales seem low relative to size of grant request.
No balance sheet.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Thirty Acre Farm
DATE: 6/4/2021

SUMMARY PAGE

Department Name: Agriculture, Conservation and Forestry
Name of RFP Coordinator: Tom Gordon
Names of Evaluators: Robert Dumas, Jeffrey Pangburn, Alexander Williams

<u>Pass/Fail Criteria</u>	<u>Pass</u>	<u>Fail</u>
Section I. Preliminary Information (Eligibility)		
· Cover Page	x	
· Debarment and Suspension	x	
· Litigation	x	
<u>Scoring Sections</u>	<u>Points Available</u>	<u>Points Awarded</u>
The application is determined to be a Commissioner Priority Area	10	8
Identification of Need/Opportunity and Justification	20	18
Project Goals, Objectives, Deliverables	20	20
Innovation	10	10
Degree of Risk	5	4
Project Methodology and Schedule	5	5
Project Management	5	5
Budget & Budget Narrative	25	22
<u>Total Points</u>	<u>100</u>	<u>92</u>

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Thirty Acre Farm
DATE: 6/4/2021

**EVALUATION OF SECTION II
Project Narrative**

	<u>Points Available</u>	<u>Points Awarded</u>
Commissioner Priority Area	10	8

Evaluation Team Comments:

Value-added, addresses COVID-19 disruptions, supports more than one farm.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Thirty Acre Farm
DATE: 6/4/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Identification of Need/Opportunity	20	18

Evaluation Team Comments:

Description is very detailed.
It's a demonstration project, so the project itself will help illustrate need.
Innovative packaging is needed in Maine.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Thirty Acre Farm
DATE: 6/4/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Project Goals, Objectives, Deliverables	20	20

Evaluation Team Comments:

Research-heavy. Clearly laid out and well-described.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Thirty Acre Farm
DATE: 6/4/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Innovation	10	10

Evaluation Team Comments:

Could impact other mid-scale producers. Definitely an innovative and important new technology.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Thirty Acre Farm
DATE: 6/4/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Degree of Risk	5	4

Evaluation Team Comments:

The applicant could sell or repurpose the equipment if the project doesn't develop as planned. Innovative things tend not to be cost-effective; however, the support for this project mitigates a lot of the risk.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Thirty Acre Farm
DATE: 6/4/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Project Methodology and Schedule	5	5

Evaluation Team Comments:

Detailed with a clear time frame and reasonable estimates.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Thirty Acre Farm
DATE: 6/4/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Project Management	5	5

Evaluation Team Comments:

Good external support, good team.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Thirty Acre Farm
DATE: 6/4/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Budget & Budget Narrative	25	22

Evaluation Team Comments:

Good level of detail. Good sales and profitability. Demonstrated ability to meet match.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Tilth and Timber
DATE: 6/4/2021

SUMMARY PAGE

Department Name: Agriculture, Conservation and Forestry
Name of RFP Coordinator: Tom Gordon
Names of Evaluators: Robert Dumas, Jeffrey Pangburn, Alexander Williams

<u>Pass/Fail Criteria</u>	<u>Pass</u>	<u>Fail</u>
Section I. Preliminary Information (Eligibility)		
· Cover Page	x	
· Debarment and Suspension	x	
· Litigation	x	
<u>Scoring Sections</u>	<u>Points Available</u>	<u>Points Awarded</u>
The application is determined to be a Commissioner Priority Area	10	3
Identification of Need/Opportunity and Justification	20	8
Project Goals, Objectives, Deliverables	20	15
Innovation	10	1
Degree of Risk	5	3
Project Methodology and Schedule	5	3
Project Management	5	2
Budget & Budget Narrative	25	14
<u>Total Points</u>	<u>100</u>	<u>49</u>

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Tilth and Timber
DATE: 6/4/2021

**EVALUATION OF SECTION II
Project Narrative**

	<u>Points Available</u>	<u>Points Awarded</u>
Commissioner Priority Area	10	3

Evaluation Team Comments:

The narrative addresses several of the priority areas but does not fully describe how the project will align with these areas. More detail would be helpful.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Tilth and Timber
DATE: 6/4/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Identification of Need/Opportunity	20	8

Evaluation Team Comments:

Demand is anecdotal and not clearly demonstrated in the narrative.
The proposal represents good investments for the operation but doesn't appear impactful beyond one community.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Tilth and Timber
DATE: 6/4/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Project Goals, Objectives, Deliverables	20	15

Evaluation Team Comments:

Primary goal is to increase sales. It's a good goal for a business, but less impactful for industry. As a business plan, the goals make sense and are clear.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Tilth and Timber
DATE: 6/4/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Innovation	10	1

Evaluation Team Comments:

Not innovative.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Tilth and Timber
DATE: 6/4/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Degree of Risk	5	3

Evaluation Team Comments:

Requires additional funding from an outside party. Ability to secure the funding adds risk.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Tilth and Timber
DATE: 6/4/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Project Methodology and Schedule	5	3

Evaluation Team Comments:

Construction is underway and it is self-funded at this point.
They are demonstrating the ability to undertake the process.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Tilth and Timber
DATE: 6/4/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Project Management	5	2

Evaluation Team Comments:

No external support. No previous grant experience.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Tilth and Timber
DATE: 6/4/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Budget & Budget Narrative	25	14

Evaluation Team Comments:

Adequate detail.
Cash liquidity.
A viable business.
Match is in-kind labor to construct the barn.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Wild Blueberry Commission
DATE: 6/4/2021

SUMMARY PAGE

Department Name: Agriculture, Conservation and Forestry
Name of RFP Coordinator: Tom Gordon
Names of Evaluators: Robert Dumas, Jeffrey Pangburn, Alexander Williams

<u>Pass/Fail Criteria</u>	<u>Pass</u>	<u>Fail</u>
Section I. Preliminary Information (Eligibility)		
· Cover Page	x	
· Debarment and Suspension	x	
· Litigation	x	
<u>Scoring Sections</u>	<u>Points Available</u>	<u>Points Awarded</u>
The application is determined to be a Commissioner Priority Area	10	4
Identification of Need/Opportunity and Justification	20	15
Project Goals, Objectives, Deliverables	20	15
Innovation	10	7
Degree of Risk	5	4
Project Methodology and Schedule	5	5
Project Management	5	5
Budget & Budget Narrative	25	23
<u>Total Points</u>	<u>100</u>	<u>78</u>

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Wild Blueberry Commission
DATE: 6/4/2021

**EVALUATION OF SECTION II
Project Narrative**

	<u>Points Available</u>	<u>Points Awarded</u>
Commissioner Priority Area	10	4

Evaluation Team Comments:

Seems to hit diversifying markets and multiple farms.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Wild Blueberry Commission
DATE: 6/4/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Identification of Need/Opportunity	20	15

Evaluation Team Comments:

There is a lot of momentum around agritourism. The proposal references several other modes. It is unclear how this project would positively impact the industry. The direct-to-consumer model is important. “Swinging big for a new event” – has this proposed event been staged/lined up appropriately? This project may impact retail results for individual growers, if not the broader industry. There’s a need, but is this the right opportunity?

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Wild Blueberry Commission
DATE: 6/4/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Project Goals, Objectives, Deliverables	20	15

Evaluation Team Comments:

Each goal has sub-objectives.
The narrative is well-organized and thorough.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Wild Blueberry Commission
DATE: 6/4/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Innovation	10	7

Evaluation Team Comments:

The proposal is trying to create new business model for Maine. The promotion is not necessarily innovative, but is plugging an existing model into the Maine context for the wild blueberry industry.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Wild Blueberry Commission
DATE: 6/4/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Degree of Risk	5	4

Evaluation Team Comments:

The application identified risks and developed plans/contingencies.
Marketing is difficult to measure.
For a new event, it can often take several years to get lift-off.
Can this be supported long-term?

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Wild Blueberry Commission
DATE: 6/4/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Project Methodology and Schedule	5	5

Evaluation Team Comments:

Plan is clear and well-defined.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Wild Blueberry Commission
DATE: 6/4/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Project Management	5	5

Evaluation Team Comments:

Dedicated staff - experienced team and broad external support.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202102018
RFP TITLE: Agricultural Development Grant
BIDDER: Wild Blueberry Commission
DATE: 6/4/2021

	<u>Points Available</u>	<u>Points Awarded</u>
Budget & Budget Narrative	25	23

Evaluation Team Comments:

Clear what they plan to spend and what the costs will be.
The applicant has financial capacity.

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018
RFP TITLE: Agricultural Development Grant
BIDDER NAME: Baker Brook Farm Creamery
DATE: 6/3/2021
EVALUATOR NAME: Alex Williams
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:

I. *Project Narrative*

1. *Commissioner Priority Areas*

- *(2) The purchase of a delivery vehicle could impact multiple farms, but it sounds like there's the potential to purchase and process milk from other farms. It doesn't sound like there's a direct link to the purchase of this truck to a positive impact to other farms.*
- *(4) The purchase of a delivery vehicle improves their own infrastructure for sure—again—may not translate to multiple business entities.*

2. *Identification of Need/Opportunity and Justification*

- *For them, yes.*

3. *Project Goals and Objectives*

- *Goal one matched this grant, others are general operations.*

4. *Innovation*

5. *Degree of Risk*

6. *Project Methodology and Schedule*

- *A simple purchase of equipment.*

7. *Key Personnel and Project Management*

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018

RFP TITLE: Agricultural Development Grant

BIDDER NAME: Baker Brook Farm Creamery

DATE: 6/3/2021

EVALUATOR NAME: Alex Williams

EVALUATOR DEPARTMENT: DACF

.
8. *External Project Support*

- . *They have some potential customers in mind, it seems.*
- .
- .
- .

II. *Cost Proposal*

1. *Budget Narrative*

- . *If the proposal is to purchase a truck, I'm not sure how one can use personnel time as a match.*
- .
- .

2. *Financial Viability*

- . *Must have been a mistake in the spreadsheet.*
- .
- .
- .

3. *Match*

- . *Are they using potential income and staff time as their match? Is that allowed?*
- .
- .
- .
- .
- .

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018
RFP TITLE: Agricultural Development Grant
BIDDER NAME: Bartlett Yarns
DATE: May 5, 2021
EVALUATOR NAME: Alex Williams
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:

- I. Project Narrative
 - 1. Commissioner Priority Areas
 - (1) They would be diversifying their products, markets, and increasing the ability to weather market disruptions with pieces of their current business structure.
 - (2) If processing materials for other entities is a primary piece of their new business model, this would impact the processing capabilities of the raw fiber sector in the region, and could lead to expanded access or new markets for other businesses.
 - (3) Sounds as though it would enhance value-added fiber processing.
 - (4) Depending on the demand, the opportunity could be presented to other fiber producers to use this equipment.
 - (5) N/A
 - 2. Identification of Need/Opportunity and Justification
 - With the processing facility that used to play a similar role having relocated from the state, there seems to be a need. Whether the demand is there is another question.
 - Did not quantify interest from stakeholders within market who would utilize this new processing power.
 -
 - 3. Project Goals and Objectives
 - Increase quality of current operations.
 - Increase opportunities for new customers in processing.
 - 4. Innovation
 - Not particularly innovative.
 -
 -
 -
 - 5. Degree of Risk
 - At the very least it would be beneficial to their own operation.
 - Not knowing what the demand is for this processing is a risk.
 - 6. Project Methodology and Schedule
 - Seems reasonable.
 - 7. Key Personnel and Project Management
 - Seems reasonable.
 - 8. External Project Support
 - Would be good to know what demand is for processing in region.

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018

RFP TITLE: Agricultural Development Grant

BIDDER NAME: Bartlett Yarns

DATE: May 5, 2021

EVALUATOR NAME: Alex Williams

EVALUATOR DEPARTMENT: DACF

II. Cost Proposal

1. Budget Narrative

.
. .
.

2. Financial Viability

. *Without knowing demand and quantifying work that could be done for other producers, it's hard to say if it's viable.*

.
. .
.

3. Match

. *Personnel match, but it's for the actual installation, which I think makes more sense.*

.
. .
.
.
.

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018
RFP TITLE: Agricultural Development Grant
BIDDER NAME: Bernaichie Property Maintenance
DATE: June 3, 2021
EVALUATOR NAME: Alex Williams
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:

- I. Project Narrative
 1. Commissioner Priority Areas
 - . (1) Sort of fits here as it might increase the volume of possible sales through increased transportation capacity.
 - . (2) May expand amount of product going to regional markets.
 - . (3) With the ability to meet possible demand, the supply might also increase—but demand is not particularly quantified.
 - . (4) Increases transportation capacity for particular farms.
 - . (5) Depending on the balance between hauling more product and hauling efficiently, it may be more environmentally sustainable or not.
 2. Identification of Need/Opportunity and Justification
 - . Assumption is that the entire industry would like larger capacity for transportation.
 - . Assumption is that retrofitting a trailer is more cost effective than purchasing a triaxle trailer.
 - . Assumption is that “drop and hook” is needed and/or POSSIBLE at enough locations to make this feasible. (Some folks may not have the space for a trailer to sit and be slowly loaded or unloaded).
 3. Project Goals and Objectives
 - . Purchase trailers, retrofit with additional axle to increase hauling capacity. (Is this best approach?)
 - . Implement “drop and hook” system to increase efficiency of transportation of food products. (Is the demand on the producer side there?)
 - .
 - .
 4. Innovation
 - . “Drop and hook” seems standard.
 - . Really don’t know if adding another axle is innovative or not.
 - .
 - .
 5. Degree of Risk
 - . Seems like it will benefit the business itself no matter what. But Maine businesses may not be at scale to benefit, so would out-of-state entities reap the benefits of their business offerings expanding?
 - .
 - .
 - .

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018

RFP TITLE: Agricultural Development Grant

BIDDER NAME: Bernaichie Property Maintenance

DATE: June 3, 2021

EVALUATOR NAME: Alex Williams

EVALUATOR DEPARTMENT: DACF

- 6. *Project Methodology and Schedule*
 - . *Purchasing makes sense.*
 - . *Methodology and schedule for "drop and hook" business development?*
 - .
- 7. *Key Personnel and Project Management*
 - .
 - . *Good people, but recently expanded into business*
 - .
 - .
- 8. *External Project Support*
 - . *List of folks supporting demand?*
 - .
 - .
 - .

II. Cost Proposal

- 1. *Budget Narrative*
 - .
 - .
 - .
- 2. *Financial Viability*
 - . *Would help to have lined up customers with quantifiable examples of what expanding hauling capacity would mean financially.*
 - . *Even several estimates beyond the one example of "20k lbs" more product would help with evaluation.*
 - .
 - .
 - .
- 3. *Match*
 - . *Cash match is great.*
 - . *Details of personnel match?*
 - .
 - .
 - .
 - .

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018
RFP TITLE: Agricultural Development Grant
BIDDER NAME: Caswell Farm Creative LLC
DATE: May 21, 2021
EVALUATOR NAME: Alex Williams
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:

I. Project Narrative

1. Commissioner Priority Areas

- (1) Diversifying their own income through an additional income stream makes them more stable, and with the classes geared toward the community and other farms/businesses, it seems as though there's a benefit to the community as well.
- (2) With other farms having access to this kitchen/processing space it may open up new opportunities for sales for businesses within close proximity.
- (3) The kitchen space would enhance value-added food production opportunities.
- (4) The kitchen would provide processing opportunities for ag products for more than one farm.
- (5) Depending on the type of classes offered, this area may be covered as well.

2. Identification of Need/Opportunity and Justification

- Quantifiable idea of the demand/estimate?
- Would additional staff be needed to take on these new endeavors?
- Anecdotal demand sounds reasonable.
- Similar endeavors are listed as being over 20 miles away. How many are needed, and within what proximity of each other? What is the saturation point?

3. Project Goals and Objectives

- Seems reasonable.
-
-
-

4. Innovation

- Interesting model with catering company through wedding venue aspect of business.
-
-
-

5. Degree of Risk

- Sounds like revenue would be subsidized by wedding venue business. In "normal times" that would be steady and lucrative, but "pandemic times" have proved otherwise. Hopefully we're on the right track to increasing the number of safe large events that can happen. Not sure if referencing contracts "through 2023" are contracts that are anticipated or existing.
- At the very least they'd be able to use the kitchen for their own endeavors if the community-focused initiatives didn't take off immediately.

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018

RFP TITLE: Agricultural Development Grant

BIDDER NAME: Caswell Farm Creative LLC

DATE: May 21, 2021

EVALUATOR NAME: Alex Williams

EVALUATOR DEPARTMENT: DACF

- .
.
- 6. *Project Methodology and Schedule*
 - . *Interesting that they would seek to assess impact of folks using the kitchen. Really useful if the assessment is successful.*
 - .
.
- 7. *Key Personnel and Project Management*
 - . *Sounds like they have some really qualified and experienced people*
 - .
.
- 8. *External Project Support*
 - . *Sounds like a few entities have already been doing some community education in existing spaces, and are looking forward to this new space.*
 - .
.

II. Cost Proposal

- 1. *Budget Narrative*
 - . *Will current fluctuations in construction material costs impact this budget?*
 - .
.
- 2. *Financial Viability*
 - . *Low debt, and low liquidity*
 - .
.
.
- 3. *Match*
 - . *Where are these coming from?*
 - .
.
.
.
.

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018
RFP TITLE: Agricultural Development Grant
BIDDER NAME: Chalet Farms LLC
DATE: June 3, 2021
EVALUATOR NAME: Alex Williams
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:

- I. Project Narrative
 - 1. Commissioner Priority Areas
 - (1) Would help to increase sales from existing markets. Perhaps with enough supply they could expand to other opportunities? Not incredibly aligned with assisting to weather market disruptions.
 - (2) Gets organic hay to farms as feed, but does not necessarily directly build capacity for other farms (maybe in a tertiary way).
 - (3) & (4) Does not directly increase opportunities for Maine grown products or provide infrastructure for multiple farms.
 - (5) Does not align with projects outlined to increase climate resistance unless excessive flooding in a regularly flooded piece of land would be included. Increasing hay harvesting addresses one of the symptoms of climate change (lower hay supply), but it does "improve adaptation and increase resilience" per se.
 - 2. Identification of Need/Opportunity and Justification
 - There's a need for organic hay as feed in the supply chain.
 - Specific economic value/estimate? How much would a second harvest yield in profit?
 - Estimate or letters of support from farms in the supply chain regarding impact to their operations?
 - 3. Project Goals and Objectives
 - Goals and objectives make sense for improving this farm's operation.
 - "Describe how these results will be measured and documented and made available to the Department and used by the food and agriculture industry."—Is the primary benefit increased organic hay production in the supply chain?
 -
 -
 - 4. Innovation
 -
 -
 -
 -
 - 5. Degree of Risk
 - Construction costs and timeline
 -
 -

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018

RFP TITLE: Agricultural Development Grant

BIDDER NAME: Chalet Farms LLC

DATE: June 3, 2021

EVALUATOR NAME: Alex Williams

EVALUATOR DEPARTMENT: DACF

.
6. *Project Methodology and Schedule*

- . *Budget and timeline on storage structure?*

.
7. *Key Personnel and Project Management*

- . *Examples of other projects?*

.
8. *External Project Support*

- . *Letters of support from farms who will purchase more hay—and how those purchases will expand their businesses?*

II. *Cost Proposal*

1. *Budget Narrative*

- . *Budget for storage structure?*

2. *Financial Viability*

- . *?*

3. *Match*

- . *Too low*

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018
RFP TITLE: Agricultural Development Grant
BIDDER NAME: Crystal Springs Community Farm
DATE: 6/3/21
EVALUATOR NAME: Alex Williams
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:

- I. *Project Narrative*
 - 1. *Commissioner Priority Areas*
 - *1-5 I completely agree with their summarization.*
 -
 -
 - 2. *Identification of Need/Opportunity and Justification*
 - *Consistent with industry trends.*
 - *Good that they have feedback from other farms and letters of support.*
 -
 - 3. *Project Goals and Objectives*
 - *Goals and objectives are well thought out.*
 -
 -
 -
 - 4. *Innovation*
 - *As they stated, it's not necessarily innovative, but the centralization efforts are innovative relative to the current offerings in the region.*
 -
 -
 -
 - 5. *Degree of Risk*
 - *With having an idea of the demand for these services I think it reduces the risk.*
 - *They also have insurance for crop loss due to mechanical failure, which is important.*
 -
 -
 - 6. *Project Methodology and Schedule*
 - *Sounds like they have a lot of experts to move this forward.*
 -
 -
 - 7. *Key Personnel and Project Management*
 - *Again, experts handling the complicated pieces.*
 -
 -
 -

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018

RFP TITLE: Agricultural Development Grant

BIDDER NAME: Crystal Springs Community Farm

DATE: 6/3/21

EVALUATOR NAME: Alex Williams

EVALUATOR DEPARTMENT: DACF

8. *External Project Support*

- *Great folks involved with really good experience.*
-
-
-

II. *Cost Proposal*

1. *Budget Narrative*

- *(need budget expert opinion)*
-
-

2. *Financial Viability*

- *(need budget expert opinion)*
-
-
-

3. *Match*

- *(need budget expert opinion)*
-
-
-
-
-

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018
RFP TITLE: Agricultural Development Grant
BIDDER NAME: Farmer Kev Organic LLC
DATE: 5/14/21
EVALUATOR NAME: Alex Williams
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:

I. *Project Narrative*

1. *Commissioner Priority Areas*

- (1) *Reducing the “close-proximity” of workers may not necessarily be an endeavor worth investing new infrastructure toward—especially with recent COVID guidelines having been updated. This would likely be better aligned with the improvement of the ability to weather market disruptions as it would shorten the preparation cycle and increase the amount of product getting out the door into markets.*
- (2) *Would assist in the light processing of goods from multiple farms, as it's a CSA. More goods able to be processed means greater ability to meet demand and possibility of purchasing more product from farms to process. This could result in expanding reach to new market opportunities.*
- (3) *Lower water and electricity use is ideal.*
- (4) *This project provides light processing infrastructure for products from more than one farm. Does this apply since the products are owned by one entity at the time of processing? Different if they rented access to other farms for their products to be sold separately from the CSA afterward?*
- (5) *Not sure if the water conservation angle would apply here as well. It isn't directly addressing things like soil health, but indirectly?*

2. *Identification of Need/Opportunity and Justification*

- *Need to distance folks isn't necessarily on the forefront.*
- *To be clear, this is new technology to this entity—but it exists.*
- *Quantitative idea of demand shift? What would quantitative result of equipment be for the purchasing from 3 farms be? Have the three farms given an estimate of what they can supply? What if their supply doesn't meet demand?*

3. *Project Goals and Objectives*

- *Quantitative idea of the cost of washing greens now vs after implementing equipment? How to determine if cost of end product is lower?*
- *Provided overall goal of farm as increasing efficiency. This project is outlined as alignment with that goal.*
-
-

4. *Innovation*

- *Machinery is available in the industry.*
- *Experience sharing knowledge to the industry.*
- *Specific plan for sharing experience in this situation?*
- *Active vs. passive approach—available to see on the farm, etc.*

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018

RFP TITLE: Agricultural Development Grant

BIDDER NAME: Farmer Kev Organic LLC

DATE: 5/14/21

EVALUATOR NAME: Alex Williams

EVALUATOR DEPARTMENT: DACF

5. *Degree of Risk*

- . *Overview of anticipated ability to adapt pricing strategies to stay competitive.*
- . *Experience trying new equipment.*
- .
- .

6. *Project Methodology and Schedule*

- . *Tracking is good.*
- . *What about plan for purchasing and installation?*
- . *Mentioned training and learning curve but mostly for tracking. Implementation?*

7. *Key Personnel and Project Management*

- . *People in place.*
- . *Passive vs. active communication/sharing?*
- . *Info on Farms for the Future grant implementation?*
- .

8. *External Project Support*

- . *Crown of Maine would buy more spinach?*
- . *Letters of support?*
- . *Expressed intent to buy?*
- .

II. *Cost Proposal*

1. *Budget Narrative*

- . *(seek budget specialist feedback)*
- .
- .

2. *Financial Viability*

- . *(seek budget specialist feedback)*
- .
- .
- .

3. *Match*

- . *(seek budget specialist feedback)*
- .
- .
- .
- .
- .

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018
RFP TITLE: Agricultural Development Grant
BIDDER NAME: Five Pillars Butchery
DATE: 5/14/21
EVALUATOR NAME: Alex Williams
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:

- I. *Project Narrative*
 - 1. *Commissioner Priority Areas*
 - *Lines up well with 1-4.*
 -
 -
 - 2. *Identification of Need/Opportunity and Justification*
 - *Processing opportunities are needed in Maine, especially with meat.*
 -
 -
 - 3. *Project Goals and Objectives*
 - *Very sound.*
 -
 -
 - 4. *Innovation*
 - *As stated, not innovative in general, but it is in Maine.*
 -
 -
 - 5. *Degree of Risk*
 - *Excellent awareness of timeline and funds, and strategies to mitigate.*
 - *Creative that they specified the funds to be with the poultry facility. Reduces risk.*
 -
 -
 - 6. *Project Methodology and Schedule*
 - *Seems sound.*
 -
 -
 - 7. *Key Personnel and Project Management*
 - *Sounds like they have experienced people in place to handle it.*
 -
 -
 - 8. *External Project Support*
 - *Letters of support from elsewhere in the market chain?*
 -

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018
RFP TITLE: Agricultural Development Grant
BIDDER NAME: Five Pillars Butchery
DATE: 5/14/21
EVALUATOR NAME: Alex Williams
EVALUATOR DEPARTMENT: DACF

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- II. *Cost Proposal*
 - 1. *Budget Narrative*
 - *(need expert input)*
 -
 -
 - 2. *Financial Viability*
 - *(need expert input)*
 -
 -
 -
 - 3. *Match*
 - *(need expert input)*
 -
 -
 -
 -
 -

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018
RFP TITLE: Agricultural Development Grant
BIDDER NAME: Greens Geans LLC
DATE: 6/3/21
EVALUATOR NAME: Alex Williams
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:

- I. *Project Narrative*
 - 1. *Commissioner Priority Areas*
 - . *(1) If producers had greater access to freeze drying it could develop new markets for surplus fresh food. (With this scale, how many producers are impacted?)*
 - . *(2-4) Could align as well*
 - .
 - 2. *Identification of Need/Opportunity and Justification*
 - . *There is a definite need for processing in Maine*
 - .
 - .
 - 3. *Project Goals and Objectives*
 - . *Goal is to get another 16 lb capacity freeze dryer*
 - . *Develop new clients*
 - .
 - .
 - 4. *Innovation*
 - . *It exists, but not around a lot in Maine.*
 - .
 - .
 - .
 - 5. *Degree of Risk*
 - . *This business has not been around very long*
 - . *Specific producers lined up?*
 - . *Scale is small*
 - .
 - 6. *Project Methodology and Schedule*
 - . *Purchase, test, use it*
 - .
 - .
 - 7. *Key Personnel and Project Management*
 - . *One person involved, possibly hire a part time person*
 - .
 - .
 - .
 - 8. *External Project Support*
 - . *Farms/producers lined up?*

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018
RFP TITLE: Agricultural Development Grant
BIDDER NAME: Greens Geans LLC
DATE: 6/3/21
EVALUATOR NAME: Alex Williams
EVALUATOR DEPARTMENT: DACF

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II. Cost Proposal

- 1. *Budget Narrative*
 - . *(review by expert)*
 - .
 - .
- 2. *Financial Viability*
 - . *(review by expert)*
 - .
 - .
 - .
- 3. *Match*
 - . *(review by expert)*
 - .
 - .
 - .
 - .
 - .

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018
RFP TITLE: Agricultural Development Grant
BIDDER NAME: Hamilton Farm
DATE: 5/20/21
EVALUATOR NAME: Alex Williams
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:

- I. *Project Narrative*
 - 1. *Commissioner Priority Areas*
 - *Aligns with some but difficult to determine scale as products are not lined up*
 -
 -
 - 2. *Identification of Need/Opportunity and Justification*
 - *Maine has room for growth of local products—which ones though*
 -
 -
 - 3. *Project Goals and Objectives*
 -
 -
 -
 -
 - 4. *Innovation*
 - *Room for innovation*
 -
 -
 -
 - 5. *Degree of Risk*
 - *Good experience but hard to determine risk with completely new venture*
 -
 -
 -
 - 6. *Project Methodology and Schedule*
 - *Difficult to assess feasibility. (seek startup expert)*
 -
 -
 - 7. *Key Personnel and Project Management*
 - *Clearly have experienced people.*
 -
 -
 -
 - 8. *External Project Support*
 - *Specific producers lined up?*
 -

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018

RFP TITLE: Agricultural Development Grant

BIDDER NAME: Hamilton Farm

DATE: 5/20/21

EVALUATOR NAME: Alex Williams

EVALUATOR DEPARTMENT: DACF

.
.

II. Cost Proposal

1. Budget Narrative

. *(seek expert advice)*

.
.

2. Financial Viability

. *(seek expert advice)*

.
.
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.
.

3. Match

. *(seek expert advice)*

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**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018
RFP TITLE: Agricultural Development Grant
BIDDER NAME: Hazel Hill Orchard
DATE: 5/24/21
EVALUATOR NAME: Alex Williams
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: *Signed litigation piece?*

- I. *Project Narrative*
 - 1. *Commissioner Priority Areas*
 - . (1) *New venture to utilize high density crops to increase production.*
 - . (2) *Perhaps secondarily.*
 - . (3-4) *N/A*
 - . (5) *Improvement of strategies or current strategies?*
 - 2. *Identification of Need/Opportunity and Justification*
 - . *In general, more local food is good.*
 - .
 - .
 - 3. *Project Goals and Objectives*
 - . *Straightforward.*
 - . *Anticipated goals of sharing insights?*
 - .
 - .
 - 4. *Innovation*
 - . *Farm viability project*
 - .
 - .
 - .
 - 5. *Degree of Risk*
 - . *Risk of fruit trees.*
 - .
 - .
 - .
 - 6. *Project Methodology and Schedule*
 - . *Back to very basics of what funds are for: Buying equipment, supplies, etc?*
 - .
 - .
 - 7. *Key Personnel and Project Management*
 - . *Experienced fruit farmers.*
 - .
 - .
 - .
 - 8. *External Project Support*
 - . *Government entities mentioned?*

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018

RFP TITLE: Agricultural Development Grant

BIDDER NAME: Hazel Hill Orchard

DATE: 5/24/21

EVALUATOR NAME: Alex Williams

EVALUATOR DEPARTMENT: DACF

.
. .
.

II. Cost Proposal

1. Budget Narrative

. *Equipment and work specifically mentioned.*

.
.

2. Financial Viability

. *(seek expert review)*

.
.
.
.

3. Match

. *(seek expert review)*

.
.
.
.
.

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018
RFP TITLE: Agricultural Development Grant
BIDDER NAME: Jeanette Graybill
DATE: 5/24/21
EVALUATOR NAME: Alex Williams
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:

- I. *Project Narrative*
 - 1. *Commissioner Priority Areas*
 - *(1) Increasing processing capacity with hemp and other crops in Aroostook county is a huge plus.*
 - *(2) The primary function is to increase opportunity for multiple farms.*
 - *(3) Strong focus on enhancement of fiber production and value-added production opportunities for Maine-grown inputs.*
 - *(4) Aligns perfectly*
 - *(5) N/A*
 - 2. *Identification of Need/Opportunity and Justification*
 - *Reducing overhead costs for Maine farmers, reducing red tape for hemp, cert. kitchen access,*
 -
 - 3. *Project Goals and Objectives*
 - *Creation of licensed commercial kitchen in Aroostook county, where centralized opportunities for these services do not exist.*
 - *Value-added foods, focus on hemp,*
 -
 - 4. *Innovation*
 - *Co2 extraction vs traditional extraction of CBD—prohibitive to small operations*
 -
 -
 - 5. *Degree of Risk*
 - *Current materials cost, schedule, etc.*
 -
 -
 - 6. *Project Methodology and Schedule*
 - *Detailed example of prepping facility.*
 - *Client development pre-operational stage?*
 -
 - 7. *Key Personnel and Project Management*
 - *Experienced renovation work.*

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018

RFP TITLE: Agricultural Development Grant

BIDDER NAME: Jeanette Graybill

DATE: 5/24/21

EVALUATOR NAME: Alex Williams

EVALUATOR DEPARTMENT: DACF

- .
- .
- .
- 8. *External Project Support*
 - . *Businesses who would use this kitchen?*
 - .
 - .
 - .

II. Cost Proposal

- 1. *Budget Narrative*
 - . *(seek budget expert)*
 - .
 - .
- 2. *Financial Viability*
 - . *(seek budget expert)*
 - .
 - .
 - .
- 3. *Match*
 - . *(seek budget expert)*
 - .
 - .
 - .
 - .
 - .

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018
RFP TITLE: Agricultural Development Grant
BIDDER NAME: Long Cove Sea Farm
DATE: 6/3/21
EVALUATOR NAME: Alex Williams
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:

- I. Project Narrative
 - 1. Commissioner Priority Areas
 - . (1&5) Covers both
 - .
 - .
 - 2. Identification of Need/Opportunity and Justification
 - . Would assist in their capacity building and business basics.
 - . Could impact others if successful
 - .
 - 3. Project Goals and Objectives
 - . Use oyster tracker app and build out online presence.
 - .
 - .
 - .
 - 4. Innovation
 - . This technology is new.
 - .
 - .
 - .
 - 5. Degree of Risk
 - . Typical risks associated with oyster farming + climate change.
 - .
 - .
 - .
 - 6. Project Methodology and Schedule
 - . Website might be a bit delayed.
 - .
 - .
 - 7. Key Personnel and Project Management
 - . Folks with good experience.
 - .
 - .
 - .
 - 8. External Project Support
 - . "n/a"
 - .

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018
RFP TITLE: Agricultural Development Grant
BIDDER NAME: Long Cove Sea Farm
DATE: 6/3/21
EVALUATOR NAME: Alex Williams
EVALUATOR DEPARTMENT: DACF

.
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II. Cost Proposal

- 1. *Budget Narrative*
 - . *(seek budget expert)*
 - .
 - .
- 2. *Financial Viability*
 - . *(seek budget expert)*
 - .
 - .
 - .
- 3. *Match*
 - . *(seek budget expert)*
 - .
 - .
 - .
 - .
 - .

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018
RFP TITLE: Agricultural Development Grant
BIDDER NAME: Maine Aquaculture Innovation Center
DATE: 6/3/21
EVALUATOR NAME: Alex Williams
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:

- I. *Project Narrative*
 - 1. *Commissioner Priority Areas*
 - .
 - .
 - .
 - 2. *Identification of Need/Opportunity and Justification*
 - . *Curious about sources for information in second paragraph about consumer awareness and demand.*
 - .
 - .
 - 3. *Project Goals and Objectives*
 - . *What is different from current offerings?*
 - .
 - .
 - .
 - 4. *Innovation*
 - . *Sounds like collaboration is ideal.*
 - .
 - .
 - .
 - 5. *Degree of Risk*
 - . *Market research for interest in these new services?*
 - .
 - .
 - .
 - 6. *Project Methodology and Schedule*
 - . *TBD if within reach.*
 - .
 - .
 - .
 - 7. *Key Personnel and Project Management*
 - . *Very experienced folks.*
 - .
 - .
 - .
 - 8. *External Project Support*
 - . *Have the "Maine aquaculture operators" explicitly expressed interest?*

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018

RFP TITLE: Agricultural Development Grant

BIDDER NAME: Maine Aquaculture Innovation Center

DATE: 6/3/21

EVALUATOR NAME: Alex Williams

EVALUATOR DEPARTMENT: DACF

- . *Survey asked about priorities for the sector, and value-added was mentioned...*
- .
- .

II. Cost Proposal

1. Budget Narrative

- . *Contract Atlantic Corporation..*
- . *Need to itemize "total cost for Atlantic" as described in paragraph two.*
- . *Why 480 hours, and how was \$75 per hour put together?*

2. Financial Viability

- . *Program participants provide 25%...*
- . *(committee—thoughts from budget expert?)*
- .
- .

3. Match

- . *(committee—thoughts from budget expert?)*
- . *In-kind personnel*
- .
- .
- .
- .

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018
RFP TITLE: Agricultural Development Grant
BIDDER NAME: Maine Cheese Guild
DATE: 6/3/21
EVALUATOR NAME: Alex Williams
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:

- I. Project Narrative
 - 1. Commissioner Priority Areas
 - . Research would open the door to line up with 1-4
 - .
 - .
 - 2. Identification of Need/Opportunity and Justification
 - . What is current market position of Atlantic, and how does this proposed project change it?
 - .
 - .
 - 3. Project Goals and Objectives
 - . Current direct demand?
 - .
 - .
 - .
 - 4. Innovation
 - . Identified information gaps, but what from the farmer's perspective?
 - .
 - .
 - .
 - 5. Degree of Risk
 - . Direct demand?
 - .
 - .
 - .
 - 6. Project Methodology and Schedule
 - . Many variables.
 - .
 - .
 - 7. Key Personnel and Project Management
 - . Good experience from cheese folks.
 - . Atlantic expertise.
 - .
 - .
 - 8. External Project Support
 - . Businesses have directly expressed interest/need?

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018
RFP TITLE: Agricultural Development Grant
BIDDER NAME: Maine Cheese Guild
DATE: 6/3/21
EVALUATOR NAME: Alex Williams
EVALUATOR DEPARTMENT: DACF

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.
.

II. Cost Proposal

- 1. *Budget Narrative*
 - . *Needs to be itemized.*
 - .
 - .
- 2. *Financial Viability*
 - . *Difficult to say.*
 - .
 - .
 - .
- 3. *Match*
 - . *Seems low.*
 - .
 - .
 - .
 - .
 - .

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018
RFP TITLE: Agricultural Development Grant
BIDDER NAME: Maine Farmland Trust
DATE: 5/27/21
EVALUATOR NAME: Alex Williams
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:

- I. *Project Narrative*
 - 1. *Commissioner Priority Areas*
 - *Would assist farmers with meeting 1-4*
 -
 -
 - 2. *Identification of Need/Opportunity and Justification*
 - *Shows that research indicates what farmers are missing, what about what farmers say/think they need?*
 - *Next section, about 45 participants in next round of sessions.*
 -
 - 3. *Project Goals and Objectives*
 - *Structured and tested*
 -
 -
 - 4. *Innovation*
 - *Having farmers consider the business lens before considering wholesale opportunities is immerging as a necessity.*
 - *Nice cohort model, financial incentives, access to information, and technical assistance.*
 -
 -
 - 5. *Degree of Risk*
 - *Have completed program before, and there seems to be strong interest*
 -
 -
 - 6. *Project Methodology and Schedule*
 - *Reasonable as demonstrated.*
 -
 -
 - 7. *Key Personnel and Project Management*
 - *Experts who have demonstrated proficiency.*
 -
 -

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018

RFP TITLE: Agricultural Development Grant

BIDDER NAME: Maine Farmland Trust

DATE: 5/27/21

EVALUATOR NAME: Alex Williams

EVALUATOR DEPARTMENT: DACF

8. *External Project Support*

- *Vast list of partners and participants.*
-
-
-

II. *Cost Proposal*

1. *Budget Narrative*

- *Good breakdown of supplies. Clearly have good idea of cost.*
-
-

2. *Financial Viability*

- *(committee—seek expert opinion)*
-
-
-

3. *Match*

- *“*
-
-
-
-
-

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018
RFP TITLE: Agricultural Development Grant
BIDDER NAME: Maine Grains
DATE: 6/4/21
EVALUATOR NAME: Alex Williams
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:

- I. Project Narrative
 - 1. Commissioner Priority Areas
 - . (1) not "small farms" directly, but all else aligns with Maine Grains/ Their business model does impact small farms, which would be fed by investment in this endeavor.
 - . (2) Indirect impacts
 - . (3) define "most"
 - . (4) Technically material is from more than one farm, but at stage of investment is from one business. (different situation if packaging infrastructure was for more than one business.)
 - .
 - 2. Identification of Need/Opportunity and Justification
 - . The demand is there
 - . Equitability lens?
 - . "cleared" \$600k in online sales in 2020
 - .
 - 3. Project Goals and Objectives
 - . Very reasonable and achievable. Clearly they have good footing with this.
 - .
 - .
 - .
 - 4. Innovation
 -of this project...
 - . Not necessarily innovative, but it doesn't need to be.
 - .
 - .
 - 5. Degree of Risk
 - . Low risk—seems ready to succeed
 - .
 - .
 - .
 - 6. Project Methodology and Schedule
 - . Seems aligned with previous experience.
 - .
 - .
 - 7. Key Personnel and Project Management

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018

RFP TITLE: Agricultural Development Grant

BIDDER NAME: Maine Grains

DATE: 6/4/21

EVALUATOR NAME: Alex Williams

EVALUATOR DEPARTMENT: DACF

- . *Staff and stakeholders can seemingly handle this new piece of business*

.

.

.

8. *External Project Support*

- . *If Rob Dumas and UME were involved, it's well put together.*

- . *Have distributors lined up.*

.

.

II. *Cost Proposal*

1. *Budget Narrative*

- . *Thoughts on equipment?*

.

.

2. *Financial Viability*

.

.

.

.

.

3. *Match*

- . *Capacity?*

.

.

.

.

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**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018
RFP TITLE: Agricultural Development Grant
BIDDER NAME: McGaffey Mountain Hops
DATE: 5/28/21
EVALUATOR NAME: Alex Williams
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:

- I. Project Narrative
 - 1. Commissioner Priority Areas
 - . (1) N/A
 - . (2) perhaps in a secondary way
 - . (3) N/A
 - . (4) N/A
 - . (5) because it's off grid it might make an impact
 - 2. Identification of Need/Opportunity and Justification
 - . Do we know if there IS demand that isn't being met? Is there room in the market?
 - . Are Maine breweries even buying local hops?
 - .
 - 3. Project Goals and Objectives
 - . Where is the plan to grow the hops? (horticulture?)
 - .
 - .
 - .
 - 4. Innovation
 - . N/A
 - .
 - .
 - .
 - 5. Degree of Risk
 - . Experience growing? Selling? Market research? Marketing?
 - .
 - .
 - .
 - 6. Project Methodology and Schedule
 - . *not included
 - .
 - .
 - 7. Key Personnel and Project Management
 - . No experience in agriculture
 - .
 - .
 - .
 - 8. External Project Support

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018

RFP TITLE: Agricultural Development Grant

BIDDER NAME: McGaffey Mountain Hops

DATE: 5/28/21

EVALUATOR NAME: Alex Williams

EVALUATOR DEPARTMENT: DACF

- . "none"

- .

- .

- .

II. Cost Proposal

1. Budget Narrative

- . *Proposed amount is large.*

- .

- .

2. Financial Viability

- . *unknown*

- .

- .

- .

- .

3. Match

- . *Much too low.as outlined.*

- .

- .

- .

- .

- .

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018
RFP TITLE: Agricultural Development Grant
BIDDER NAME: Motodoll LLC
DATE: 6/4/21
EVALUATOR NAME: Alex Williams
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:

- I. Project Narrative
 - 1. Commissioner Priority Areas
 - . unknown
 - . possibly value added or climate?
 - .
 - 2. Identification of Need/Opportunity and Justification
 - . Not sure how these percentages are being calculated.
 - .
 - .
 - 3. Project Goals and Objectives
 - . Not sure these improvements are the solution to meeting demand
 - . At what point is it the better option to open a new facility and slowly scale it up?
 - .
 - .
 - 4. Innovation
 - . unclear
 - .
 - .
 - .
 - 5. Degree of Risk
 - . Sales are there, but have they had an energy audit to get specifics on impacts of electricity and water catchment?
 - .
 - .
 - .
 - 6. Project Methodology and Schedule
 - . Clearly know how to grow—more information needed to assess risk.
 - .
 - .
 - 7. Key Personnel and Project Management
 - .
 - .
 - .
 - .
 - 8. External Project Support
 - . Good to have folks lined up

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018

RFP TITLE: Agricultural Development Grant

BIDDER NAME: Motodoll LLC

DATE: 6/4/21

EVALUATOR NAME: Alex Williams

EVALUATOR DEPARTMENT: DACF

.
. .
.

II. Cost Proposal

1. Budget Narrative

- . *Is this the right grant for this opportunity? With so much clean tech and weather proofing I wonder if there are grants that are closer aligned.*

.
.

2. Financial Viability

- . *(seek input from committee expert)*

.
.
.
.

3. Match

- . *(seek input from committee expert)*

.
.
.
.
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.
.

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018
RFP TITLE: Agricultural Development Grant
BIDDER NAME: New Meadows River Shellfish
DATE: 6/4/21
EVALUATOR NAME: Alex Williams
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:

- I. *Project Narrative*
 - 1. *Commissioner Priority Areas*
 - *Opening a farm stand for a co-op could expand sales, impact multiple farms, and the delivery truck could do the same*
 -
 -
 - 2. *Identification of Need/Opportunity and Justification*
 - *A new point of sale and delivery options would positively impact these farms*
 - *Lined up new business?*
 -
 - 3. *Project Goals and Objectives*
 - *Details on implementing plan?*
 - *But fairly clear.*
 -
 -
 - 4. *Innovation*
 - *Cooperative is innovative by its nature.*
 -
 -
 -
 - 5. *Degree of Risk*
 - *Crops, actualized demand, logistics*
 -
 -
 -
 - 6. *Project Methodology and Schedule*
 - *Loose, but appropriate*
 -
 -
 - 7. *Key Personnel and Project Management*
 - *Experience doing something specifically like this?*
 - *Good networking*
 -
 -
 - 8. *External Project Support*
 - *LOS?*

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018

RFP TITLE: Agricultural Development Grant

BIDDER NAME: New Meadows River Shellfish

DATE: 6/4/21

EVALUATOR NAME: Alex Williams

EVALUATOR DEPARTMENT: DACF

.
. .
.

II. Cost Proposal

1. Budget Narrative

- . *Detailed for the structure*
- . *Posting for the van has expired*

.

2. Financial Viability

- . *Good for the cooperative*
- . *Stakeholders?*

.

.

.

3. Match

- . *Doesn't meet 50% for marketing project, but should it?*

.

.

.

.

.

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018
RFP TITLE: Agricultural Development Grant
BIDDER NAME: Ocean Approved
DATE: 6/4/21
EVALUATOR NAME: Alex Williams
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:

- I. *Project Narrative*
 - 1. *Commissioner Priority Areas*
 - . *(1) Being able to freeze and thaw product when it's convenient provides more flexibility to weather market disruptions.*
 - . *(2) This access for multiple farms to this processing opportunity is really beneficial.*
 - . *(3) Enhances value-added food production.*
 - . *(4) Processing for more than one farm.*
 - . *(5)*
 - 2. *Identification of Need/Opportunity and Justification*
 - . *Need for processing*
 - . *Improvement is good*
 - . *Demand is there if scaled up and given flexibility*
 - 3. *Project Goals and Objectives*
 - . *Who's building the system? (RD?)*
 - .
 - .
 - .
 - 4. *Innovation*
 - . *Seems like a new endeavor*
 - .
 - .
 - .
 - 5. *Degree of Risk*
 - . *Innovation is not cost effective.*
 - . *Seems well thought out*
 - .
 - .
 - 6. *Project Methodology and Schedule*
 - . *unclear*
 - . *As clear as possible though*
 - .
 - 7. *Key Personnel and Project Management*
 - . *Good experience*
 - .
 - .

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018

RFP TITLE: Agricultural Development Grant

BIDDER NAME: Ocean Approved

DATE: 6/4/21

EVALUATOR NAME: Alex Williams

EVALUATOR DEPARTMENT: DACF

- .
8. *External Project Support*
 - . *Letters of support*

- .
.
.

II. *Cost Proposal*

- 1. *Budget Narrative*
 - . *(Perfect for the expertise of RD)*

- .
.

- 2. *Financial Viability*
 - . *(expert?)*

- .
.
.

- 3. *Match*
 - . *Unique that supplies and equipment are matched, but are they already purchased?*

- .
.
.
.
.

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018
RFP TITLE: Agricultural Development Grant
BIDDER NAME: Olde Haven Farm
DATE: 6/4/21
EVALUATOR NAME: Alex Williams
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:

- I. *Project Narrative*
 - 1. *Commissioner Priority Areas*
 - *(1-5) Would increase their capacity, and their normal business operations touch on these areas.*
 -
 -
 - 2. *Identification of Need/Opportunity and Justification*
 - *Definite need and opportunity—processing is huge priority*
 -
 - 3. *Project Goals and Objectives*
 - *Construction timeline*
 - *Process to go from exemption to fully certified by state? Fed?*
 -
 -
 - 4. *Innovation*
 - *N/A*
 - *Vertical integration, but innovation?*
 -
 -
 - 5. *Degree of Risk*
 - *With certifications?*
 - *Consult*
 - *Identified construction costs, etc., experienced contractors and management*
 -
 - 6. *Project Methodology and Schedule*
 - *(not within reviewers expertise, but they seem to have expertise)*
 - *Details?*
 -
 - 7. *Key Personnel and Project Management*
 - *Experienced construction*
 -
 -
 - 8. *External Project Support*
 - *Have business lined up, but specifically for this?*

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018
RFP TITLE: Agricultural Development Grant
BIDDER NAME: Olde Haven Farm
DATE: 6/4/21
EVALUATOR NAME: Alex Williams
EVALUATOR DEPARTMENT: DACF

.
. .
.

II. Cost Proposal

1. Budget Narrative

.
. .
.

2. Financial Viability

. *Good history*

.
. .
.

3. Match

. *Cash match, not a lot though*

.
. .
. .
.

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018
RFP TITLE: Agricultural Development Grant
BIDDER NAME: Passamaquoddy Wild Blueberry Company
DATE: 6/4/21
EVALUATOR NAME: Alex Williams
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:

- I. *Project Narrative*
 1. *Commissioner Priority Areas*
 - . *Value added, new markets, possibly multiple growers*
 - .
 - .
 2. *Identification of Need/Opportunity and Justification*
 - . *Actualized demand?*
 - . *Could be the case, but not fully demonstrated*
 - . *Advantage of storage and distribution*
 3. *Project Goals and Objectives*
 - . *Pay for actual processing of product, marketing, packaging*
 - .
 - .
 - .
 4. *Innovation*
 - . *Seek input from RD.*
 - . *Dried have been around*
 - .
 - .
 5. *Degree of Risk*
 - . *Ask RD about feasibility of using frozen fruit to dry.*
 - . *Market development?*
 - .
 - .
 6. *Project Methodology and Schedule*
 - . *Early stages, but good outline*
 - .
 - .
 7. *Key Personnel and Project Management*
 - . *Great experience*
 - .
 - .
 - .
 8. *External Project Support*
 - . *Consultant, processor, dehydrator*
 - .

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018

RFP TITLE: Agricultural Development Grant

BIDDER NAME: Passamaquoddy Wild Blueberry Company

DATE: 6/4/21

EVALUATOR NAME: Alex Williams

EVALUATOR DEPARTMENT: DACF

.
.

II. Cost Proposal

1. Budget Narrative

- . *(seek budget expert input)*
- . *Sales and marketing funds*
- .

2. Financial Viability

- . *(seek budget expert input)*
- . *Has operating losses, legal settlement?*
- .
- .
- .

3. Match

- . *\$60k in match*
- .
- .
- .
- .

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018
RFP TITLE: Agricultural Development Grant
BIDDER NAME: Roux's Farms
DATE: 6/4/21
EVALUATOR NAME: Alex Williams
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:

- I. Project Narrative
 1. Commissioner Priority Areas
 - . (1) Diversifies their operation.
 - . (2) Seeks to pasteurize other producer's products in the future
 - . (3) Yes, value added
 - . (4) Inviting other farms to sell product at market
 - . (5) Product will last longer?
 2. Identification of Need/Opportunity and Justification
 - . Possibly in micro-region
 - .
 - .
 3. Project Goals and Objectives
 - . Vac system
 - . Objectives?
 - .
 - .
 4. Innovation
 - . N/A, but doesn't necessarily need to be
 - .
 - .
 - .
 5. Degree of Risk
 - . Very high
 - . Business lined up?
 - .
 - .
 6. Project Methodology and Schedule
 - . Research—pre application?
 - .
 - .
 7. Key Personnel and Project Management
 - . Good business and dairy farm experience
 - .
 - .
 - .
 8. External Project Support

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018

RFP TITLE: Agricultural Development Grant

BIDDER NAME: Roux's Farms

DATE: 6/4/21

EVALUATOR NAME: Alex Williams

EVALUATOR DEPARTMENT: DACF

- . *N/A other than funding stakeholders*

- .
- .
- .

II. Cost Proposal

1. Budget Narrative

- . *\$15k over the \$50k limit*

- .
- .

2. Financial Viability

- . *(seek committee expert)*

- .
- .
- .

3. Match

- . *(seek committee expert)*

- .
- .
- .
- .
- .
- .

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018
RFP TITLE: Agricultural Development Grant
BIDDER NAME: Snowy Farms
DATE: 6/4/21
EVALUATOR NAME: Alex Williams
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:

- I. *Project Narrative*
 1. *Commissioner Priority Areas*
 - (1) for this farm, yes
 - (2) If shared with other farms, yes
 - (3) Secondarily
 - (4) unknown
 - (5) Due to tech, yes
 2. *Identification of Need/Opportunity and Justification*
 - Internal need, but market
 -
 -
 3. *Project Goals and Objectives*
 - Renovation to building, lab, 1-4 lab workers
 - Climate controlled fruiting chambers
 -
 -
 4. *Innovation*
 - New tech in mushroom cultivation
 -
 -
 -
 5. *Degree of Risk*
 - Crop uncertainties, research, etc.
 -
 -
 -
 6. *Project Methodology and Schedule*
 - Building work, production details?
 - Development of control software
 -
 -
 7. *Key Personnel and Project Management*
 - Tech experience and restaurant connections
 -
 -
 -

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018

RFP TITLE: Agricultural Development Grant

BIDDER NAME: Snowy Farms

DATE: 6/4/21

EVALUATOR NAME: Alex Williams

EVALUATOR DEPARTMENT: DACF

- 8. *External Project Support*
 - *Software connections*
 -
 -
 -

II. Cost Proposal

- 1. *Budget Narrative*
 - *\$50k for construction*
 - *startup*
 - *Income expenses?*
- 2. *Financial Viability*
 - *(seek committee expert)*
 - *Balance sheet?*
 - *History?*
 -
 -
 -
- 3. *Match*
 - *\$54k for personnel*
 -
 -
 -
 -
 -

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018
RFP TITLE: Agricultural Development Grant
BIDDER NAME: Somali Bantu Community Association
DATE: 6/4/21
EVALUATOR NAME: Alex Williams
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:

- I. *Project Narrative*
 1. *Commissioner Priority Areas*
 - *Value added food, culturally appropriate food*
 - *Multiple farms through farm stand*
 -
 2. *Identification of Need/Opportunity and Justification*
 - *Micro-community support?*
 -
 -
 3. *Project Goals and Objectives*
 - *Farm stand*
 - *Halal slaughter house—where is meat going?*
 -
 -
 4. *Innovation*
 - *Parts of the existing business are.*
 -
 -
 -
 5. *Degree of Risk*
 - *Certifications? Obtaining and keeping state and/or federal? Or exemptions?*
 - *Sustainable demand?*
 -
 -
 6. *Project Methodology and Schedule*
 - *detailed*
 -
 -
 7. *Key Personnel and Project Management*
 - *Great experience across the project*
 -
 -
 -
 8. *External Project Support*
 -
 -

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018
RFP TITLE: Agricultural Development Grant
BIDDER NAME: Somali Bantu Community Association
DATE: 6/4/21
EVALUATOR NAME: Alex Williams
EVALUATOR DEPARTMENT: DACF

.
.

II. Cost Proposal

- 1. *Budget Narrative*
 - . *Details? VERY large scope.*
 - .
 - .
- 2. *Financial Viability*
 - . *Successful with grant funds*
 - .
 - .
 - .
- 3. *Match*
 - .
 - .
 - .
 - .
 - .
 - .

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018
RFP TITLE: Agricultural Development Grant
BIDDER NAME: The Good Crust
DATE: 6/4/21
EVALUATOR NAME: Alex Williams
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:

- I. *Project Narrative*
 - 1. *Commissioner Priority Areas*
 - . *(1) will help this entity capitalize on trends*
 - . *(2) Working with Native Maine and Crown of Maine—some purchased from Maine Grains*
 - . *(4) will purchase more product from Maine farms*
 - 2. *Identification of Need/Opportunity and Justification*
 - . *Have commitments for increased volume*
 - .
 - 3. *Project Goals and Objectives*
 - . *Interesting*
 - . *900% is a lot*
 - . *Is buying a building necessary?*
 - .
 - 4. *Innovation*
 - . *Commitment to Maine products is unique*
 - .
 - .
 - 5. *Degree of Risk*
 - . *Finances, business deals, demand, etc.*
 - . *Demand for local niche product?*
 - .
 - 6. *Project Methodology and Schedule*
 - . *Details? Scaling up vs. full capacity?*
 - .
 - 7. *Key Personnel and Project Management*
 - . *Experienced in relevant areas*
 - .
 - .
 - 8. *External Project Support*
 - . *Vertical supply support*

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018
RFP TITLE: Agricultural Development Grant
BIDDER NAME: The Good Crust
DATE: 6/4/21
EVALUATOR NAME: Alex Williams
EVALUATOR DEPARTMENT: DACF

- . *Consulting on finances*
- .
- .

II. Cost Proposal

1. *Budget Narrative*
 - . *Details?*
 - . *Real estate*
 - .
2. *Financial Viability*
 - . *(seek committee expert)*
 - .
 - .
 - .
3. *Match*
 - .
 - .
 - .
 - .
 - .
 - .

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018
RFP TITLE: Agricultural Development Grant
BIDDER NAME: The Goronson Farm
DATE: 6/4/21
EVALUATOR NAME: Alex Williams
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:

- I. *Project Narrative*
 - 1. *Commissioner Priority Areas*
 - . *New markets,*
 - .
 - .
 - 2. *Identification of Need/Opportunity and Justification*
 - . *Very ambitious, response to covid*
 - .
 - .
 - 3. *Project Goals and Objectives*
 - . *Harvest building*
 - . *New opportunity to sell partner products*
 - . *Own value added products*
 - . *All very ambitious*
 - 4. *Innovation*
 - . *Pieces of current operation, but this project?*
 - .
 - .
 - .
 - 5. *Degree of Risk*
 - . *Very ambitious project. Risk in each piece, but current farm business*
 - . *Demonstration of retail market?*
 - .
 - .
 - 6. *Project Methodology and Schedule*
 - . *Building, floral cooler, PV solar, marketing*
 - . *Good detail per piece of project*
 - . *Simple*
 - 7. *Key Personnel and Project Management*
 - . *Experience in relevant areas*
 - .
 - .
 - .
 - 8. *External Project Support*
 - . *Specific businesses/market opportunities lined up for products?*
 - .

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018
RFP TITLE: Agricultural Development Grant
BIDDER NAME: The Goronson Farm
DATE: 6/4/21
EVALUATOR NAME: Alex Williams
EVALUATOR DEPARTMENT: DACF

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II. Cost Proposal

- 1. *Budget Narrative*
 - . *(seek committee expert)*
 - . *Ag sales numbers?*
 - .
- 2. *Financial Viability*
 - . *Balance sheet?*
 - .
 - .
 - .
- 3. *Match*
 - .
 - .
 - .
 - .
 - .
 - .

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018
RFP TITLE: Agricultural Development Grant
BIDDER NAME: Thirty Acre Farm
DATE: 6/4/21
EVALUATOR NAME: Alex Williams
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:

- I. *Project Narrative*
 - 1. *Commissioner Priority Areas*
 - *Hits a lot of them. Some depends on the success of the endeavor.*
 -
 -
 - 2. *Identification of Need/Opportunity and Justification*
 - *Processing power is needed, but the full extent is unclear in the state.*
 - *Want to demonstrate need*
 - *Labor and packaging is understandable*
 - 3. *Project Goals and Objectives*
 - *Very research heavy. Consult RD on macro-basics.*
 - *Good to bump mid-scale operators into large scale.*
 -
 -
 - 4. *Innovation*
 - *Definitely sounds innovative.*
 -
 -
 -
 - 5. *Degree of Risk*
 - *High, but innovation is not efficient or safe.*
 - *Great for other applications as well*
 -
 -
 - 6. *Project Methodology and Schedule*
 - *Unclear what is acceptable.*
 - *Detailed, fairly clear*
 -
 - 7. *Key Personnel and Project Management*
 - *Seem very qualified to handle project.*
 -
 -
 -
 - 8. *External Project Support*
 - *Very impressive external stakeholders.*
 -

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018

RFP TITLE: Agricultural Development Grant

BIDDER NAME: Thirty Acre Farm

DATE: 6/4/21

EVALUATOR NAME: Alex Williams

EVALUATOR DEPARTMENT: DACF

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II. Cost Proposal

1. Budget Narrative

. Good level of detail

.
.

2. Financial Viability

. Able to generate profits

.
.
.
.

3. Match

. Good match

.
.
.
.
.

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018
RFP TITLE: Agricultural Development Grant
BIDDER NAME: Tilth and Timber
DATE: 6/4/21
EVALUATOR NAME: Alex Williams
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:

- I. *Project Narrative*
 - 1. *Commissioner Priority Areas*
 - . *Storage increases flexibility (1)*
 - . *(2-3) opportunity, but intent?*
 - . *(5) farm, but THIS project?*
 - 2. *Identification of Need/Opportunity and Justification*
 - . *Anecdotal*
 - . *(will this project happen regardless of funding?)*
 - . *Impact to industry?*
 - 3. *Project Goals and Objectives*
 - . *Increase sales by 20%*
 - . *Build out farm store*
 - .
 - .
 - 4. *Innovation*
 - . *N/A*
 - .
 - .
 - .
 - 5. *Degree of Risk*
 - . *Very little for this farm*
 - .
 - .
 - .
 - 6. *Project Methodology and Schedule*
 - . *Construction is underway and it's self funded*
 - .
 - .
 - 7. *Key Personnel and Project Management*
 - . *Fairly straightforward construction*
 - .
 - .
 - .
 - 8. *External Project Support*
 - . *External funding*
 - .

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018
RFP TITLE: Agricultural Development Grant
BIDDER NAME: Tilth and Timber
DATE: 6/4/21
EVALUATOR NAME: Alex Williams
EVALUATOR DEPARTMENT: DACF

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II. Cost Proposal

- 1. *Budget Narrative*
 - . *Good detail*
 - .
 - .
- 2. *Financial Viability*
 - . *Able to turn profit*
 - .
 - .
 - .
- 3. *Match*
 - . *3rd party?*
 - .
 - .
 - .
 - .
 - .

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018
RFP TITLE: Agricultural Development Grant
BIDDER NAME: Wild Blueberry Commission
DATE: 6/4/21
EVALUATOR NAME: Alex Williams
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:

- I. Project Narrative
 - 1. Commissioner Priority Areas
 - . Agreed
 - .
 - .
 - 2. Identification of Need/Opportunity and Justification
 - . Agrotourism would be a benefit to this industry—not sure that this opportunity is best match
 - . Don't know if demand for this type of event is saturated already
 - . "if you build it, they will come" type of approach?
 - 3. Project Goals and Objectives
 - . How are objectives being completed?
 - .
 - .
 - .
 - 4. Innovation
 - . Event is
 - .
 - .
 - .
 - 5. Degree of Risk
 - . High-ish—event marketing is a difficult thing to judge efficacy of
 - .
 - .
 - .
 - 6. Project Methodology and Schedule
 - . Mkt plan
 - .
 - .
 - .
 - 7. Key Personnel and Project Management
 - . Marketing firm—which, why this particular firm?
 - .
 - .
 - .
 - 8. External Project Support
 - . Blueberry farms

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018
RFP TITLE: Agricultural Development Grant
BIDDER NAME: Wild Blueberry Commission
DATE: 6/4/21
EVALUATOR NAME: Alex Williams
EVALUATOR DEPARTMENT: DACF

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.
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II. Cost Proposal

1. Budget Narrative

- . Very detailed, have financial resources.*
- .*
- .*

2. Financial Viability

- . Has resources available.*
- .*
- .*
- .*

3. Match

- . Equal match*
- .*
- .*
- .*
- .*
- .*

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018
RFP TITLE: Agricultural Development Grant
BIDDER NAME: Baker Brook Farm Creamery
DATE: May 10, 2021
EVALUATOR NAME: Jeffrey Pangburn
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:

- I. *Project Narrative*
 1. *Commissioner Priority Areas*
 - *Will help diversify markets for this single operator*
 - *May allow them to buy product from other producers*
 -
 2. *Identification of Need/Opportunity and Justification*
 - *Will allow the application to gain new customers*
 -
 -
 3. *Project Goals and Objectives*
 - *Acquire larger scale customers to increase volume and profitability*
 -
 -
 -
 4. *Innovation*
 - *A delivery vehicle is not particularly innovative*
 - *Sale of bagged milk does not appear particularly innovative and will not have broad impact in the industry*
 -
 -
 5. *Degree of Risk*
 - *Applicant identified supply and demand risks with appropriate mitigants*
 -
 -
 -
 6. *Project Methodology and Schedule*
 - *Adequate plan in place for this project*
 -
 -
 7. *Key Personnel and Project Management*
 - *Sufficient plan in place*
 - *Appropriate experience*
 -
 -
 8. *External Project Support*

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018

RFP TITLE: Agricultural Development Grant

BIDDER NAME: Baker Brook Farm Creamery

DATE: May 10, 2021

EVALUATOR NAME: Jeffrey Pangburn

EVALUATOR DEPARTMENT:

- .
- .
- .
- .

II. Cost Proposal

1. Budget Narrative

- .
- .
- .

2. Financial Viability

- . *Operation does not appear to generate sufficient cash flow on a consistent basis*
- . *Unclear if this project will result in profitability*
- . *No balance sheet provided*

- .
- .

3. Match

- . *Match appears adequate*
- . *Not clear where match funds will come from*

- .
- .
- .
- .

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018
RFP TITLE: Agricultural Development Grant
BIDDER NAME: Bartlett Yarns
DATE: May 10, 2021
EVALUATOR NAME: Jeffrey Pangburn
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:

- I. *Project Narrative*
 1. *Commissioner Priority Areas*
 - . *Can impact up to 300 fiber producers*
 - . *Replaces recently lost processing facility in Saco*
 - . *Will diversify market opportunities*
 - . *Value added processing*
 - .
 2. *Identification of Need/Opportunity and Justification*
 - . *Replace lost processing facility in the State*
 - .
 - .
 3. *Project Goals and Objectives*
 - . *Purchase, Import and Install Mini carding system*
 - . *Produce Wool Top and Sliver*
 - . *Customer processing Services*
 - .
 4. *Innovation*
 - . *Produce different fiber types*
 - . *Will offer processing capability not currently offered in the State*
 - .
 - .
 5. *Degree of Risk*
 - . *In expensive, stand alone equipment*
 - . *Past successful recipient*
 - .
 - .
 6. *Project Methodology and Schedule*
 - . *Rapid timeline with equipment available*
 - .
 - .
 7. *Key Personnel and Project Management*
 - . *Adequate experience and knowledge*
 - .
 - .
 - .
 8. *External Project Support*

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018

RFP TITLE: Agricultural Development Grant

BIDDER NAME: Bartlett Yarns

DATE: May 10, 2021

EVALUATOR NAME: Jeffrey Pangburn

EVALUATOR DEPARTMENT:

- . *Over 100 farms available for custom processing orders*
- . *Diverse client base*
- .
- .

II. Cost Proposal

1. Budget Narrative

- . *Matching funds in In Kind Services, Installation and Electrical*
- .
- .

2. Financial Viability

- . *Good balance sheet with no debt*
- . *Strong sales but weak or no profit margins*
- . *No real operating budget for this proposal or projected impact to profitability*
- .
- .

3. Match

- . *Adequate in kind match*
- .
- .
- .
- .
- .

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018
RFP TITLE: Agricultural Development Grant
BIDDER NAME: Bernaichie Property Maintenance
DATE: May 10, 2021
EVALUATOR NAME: Jeffrey Pangburn
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:

- I. Project Narrative
 1. Commissioner Priority Areas
 - . Not clear that this addresses Commissioner's priorities
 - . Does not provide access to markets not currently available
 - .
 2. Identification of Need/Opportunity and Justification
 - . Applicant plans to purchase Multiple used trailers and install 3^d axle to increase hauling capacity
 - .
 - .
 3. Project Goals and Objectives
 - . Increase fleet for logistics business
 - . Increase hauling capacity of used equipment
 - . Develop Drop & Hook Logistics Program (This does not seem dependent on this application)
 - .
 4. Innovation
 - . Low. Triaxles are currently available in the market place
 - .
 - .
 - .
 5. Degree of Risk
 - . Risk would be applicants technical ability to complete the trailer modifications
 - .
 - .
 - .
 6. Project Methodology and Schedule
 - . Purchase used equipment. Prices and specs to be determined.
 - . Install 3^d axle
 - .
 7. Key Personnel and Project Management
 - . Personnel seems to have adequate experience
 - . Business recently expanded into trucking and logistics
 - .
 - .

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018

RFP TITLE: Agricultural Development Grant

BIDDER NAME: Bernaichie Property Maintenance

DATE: May 10, 2021

EVALUATOR NAME: Jeffrey Pangburn

EVALUATOR DEPARTMENT:

8. *External Project Support*

- *None stated*

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II. *Cost Proposal*

1. *Budget Narrative*

- *No projections of operating costs and expenses*

·

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2. *Financial Viability*

- *Balance sheet indicates equity in older equipment base*
- *Adequate liquidity*
- *No Profit & Loss Statements provided*
- *No Operating Budget Provided*

·

3. *Match*

- *Adequate match from cash and in kind*

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**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018
RFP TITLE: Agricultural Development Grant
BIDDER NAME: Caswell Farm Creative LLC
DATE: May 10, 2021
EVALUATOR NAME: Jeffrey Pangburn
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:

- I. *Project Narrative*
 1. *Commissioner Priority Areas*
 - . *Similar sites existing in the surrounding communities*
 - . *May support some collaboration with other producers*
 - .
 2. *Identification of Need/Opportunity and Justification*
 - . *Provide Licensed kitchen space for food producers*
 - . *Offer educational programs*
 - .
 3. *Project Goals and Objectives*
 - .
 - .
 - .
 - .
 4. *Innovation*
 - . *Similar sites currently exist in surrounding communities*
 - . *May support collaboration and knowledge sharing*
 - .
 - .
 5. *Degree of Risk*
 - . *Project to provide multiple revenue streams*
 - . *Vision does not seem clearly focused*
 - . *Risk to complete construction project within budget*
 - . *Not strong evidence of market for classes or use of kitchen by outside parties*
 6. *Project Methodology and Schedule*
 - . *Begin construction in 2021*
 - . *Evaluate performance into 2023*
 - .
 7. *Key Personnel and Project Management*
 - . *Good experienced management team*
 - .
 - .
 - .
 8. *External Project Support*
 - . *To be supported by area producers and attendees of classes. Not clear how robust this market is.*

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018

RFP TITLE: Agricultural Development Grant

BIDDER NAME: Caswell Farm Creative LLC

DATE: May 10, 2021

EVALUATOR NAME: Jeffrey Pangburn

EVALUATOR DEPARTMENT:

- *Applicant lists network of area business to support the use of the kitchen*
-
-

II. Cost Proposal

1. Budget Narrative

- *Not clear on projected income and expenses*
- *Different uses of kitchen will generate different revenue streams*
-

2. Financial Viability

- *Balance sheets show low levels of debt but low liquidity*
- *Only one of the applicant's affiliate businesses was profitable in 2019*
-
-

3. Match

- *Strong match proposed but applicant does not appear to report sufficient liquidity to honor matched funds*
-
-
-
-

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018
RFP TITLE: Agricultural Development Grant
BIDDER NAME: Chalet Farms LLC
DATE: May 10, 2021
EVALUATOR NAME: Jeffrey Pangburn
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:

- I. Project Narrative
 - 1. Commissioner Priority Areas
 - . Addresses climate change issues by providing hay crop to feed livestock impacted by drought conditions
 - . Install bridges and culverts for better water management
 - . May increase markets if storage building is available
 - 2. Identification of Need/Opportunity and Justification
 - . Need access to fields for hay production
 - . Need storage capacity to increase sales
 - . There is a hay shortage in New England
 - 3. Project Goals and Objectives
 - . Rebuild Bridge, install culverts, Construct storage building
 - .
 - .
 - 4. Innovation
 - . Low Innovation
 - . Basic infrastructure upgrades for Hay farming operation
 - .
 - 5. Degree of Risk
 - . Rick of construction. Can the applicants complete the construction projects on time and on budget?
 - .
 - .
 - 6. Project Methodology and Schedule
 - . Projects to be completed during 2021 construction season
 - .
 - .
 - 7. Key Personnel and Project Management
 - . One key manager listed in application. Available on a part time basis
 - .
 - .

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018

RFP TITLE: Agricultural Development Grant

BIDDER NAME: Chalet Farms LLC

DATE: May 10, 2021

EVALUATOR NAME: Jeffrey Pangburn

EVALUATOR DEPARTMENT:

8. *External Project Support*

- *Applicant hopes for support from MOFGA community*
-
-
-

II. *Cost Proposal*

1. *Budget Narrative*

- *Applicant plans to match 25%*
- *Construction budget for storage building looks minimal and seems very low*
-

2. *Financial Viability*

- *Balance sheet indicates low liquidity and negative equity*
- *Revenues are low and generate low or no profits*
-

3. *Match*

- *Unclear how applicant will meet match obligations given the low liquidity on the balance sheet*
-
-
-
-
-

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018
RFP TITLE: Agricultural Development Grant
BIDDER NAME: Crystal Springs Community Farm
DATE: May 11, 2021
EVALUATOR NAME: Jeffrey Pangburn
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:

- I. *Project Narrative*
 1. *Commissioner Priority Areas*
 - . *Expands access to markets for multiple farms*
 - . *Provides value add opportunities*
 - .
 2. *Identification of Need/Opportunity and Justification*
 - . *Need access to cold storage*
 - . *Need better packaging and labeling*
 - . *Need access to distribution*
 - . *Needs are supported by reference letters from area agencies and local growers*
 - . *Applicant has completed market analysis and included survey results to demonstrate need*
 3. *Project Goals and Objectives*
 - . *Provide 8,000 cubic feet for cold storage*
 - . *Provide access to larger distribution network*
 - .
 4. *Innovation*
 - . *Will provide shared access to cold storage capacity*
 - . *Make this service available to smaller operations*
 - .
 5. *Degree of Risk*
 - . *Risk of Equipment Failure*
 - . *Construction and cost risk*
 - . *Proposal relies on low cost used equipment*
 - . *Market risk is mitigated by survey data and letters of support*
 - .
 6. *Project Methodology and Schedule*
 - . *Applicant is in process of USDA Value Added Producer grant and has well established record keeping and reporting protocols*
 - .
 7. *Key Personnel and Project Management*
 - . *Adequate experience level*

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018

RFP TITLE: Agricultural Development Grant

BIDDER NAME: Crystal Springs Community Farm

DATE: May 11, 2021

EVALUATOR NAME: Jeffrey Pangburn

EVALUATOR DEPARTMENT:

- . *Outside support*

- .

- .

- 8. *External Project Support*

- . *Clearly demonstrated with letters of support from local non-profits, government agencies and partner businesses*

- .

- .

- .

- II. *Cost Proposal*

- 1. *Budget Narrative*

- . *Proposal is based on very low cost equipment*

- .

- .

- 2. *Financial Viability*

- . *Balance sheet shows limited liquidity with low levels of equity and a mix of term and revolving debt*

- . *P & L do not demonstrate strong history of profits although 2019 was a strong year*

- .

- .

- .

- 3. *Match*

- . *Match is nearly all cash and adequate at 25%*

- .

- .

- .

- .

- .

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018
RFP TITLE: Agricultural Development Grant
BIDDER NAME: Farmer Kev Organic LLC
DATE: May 12, 2021
EVALUATOR NAME: Jeffrey Pangburn
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:

- I. *Project Narrative*
 - 1. *Commissioner Priority Areas*
 - *Processing Infrastructure*
 - *Can benefit multiple area farms*
 - *Opens access to additional markets*
 - *Reduces Water usage*
 - 2. *Identification of Need/Opportunity and Justification*
 - *Increased demand for local produce.*
 - *Produce a cleaner product*
 - *Less damage to produce*
 - *Less Labor*
 - *Less Water Usage*
 -
 - 3. *Project Goals and Objectives*
 - *Purchase and Install new cleaning and drying equipment*
 - *Develop Operating procedures and reporting methods*
 - *Increase processing capacity by 15X*
 -
 - 4. *Innovation*
 - *New technology for the State of Maine*
 -
 -
 -
 - 5. *Degree of Risk*
 - *Proven technology in other markets*
 - *Market Competition*
 - *Management Team has complied with USDA grant requirements*
 -
 -
 - 6. *Project Methodology and Schedule*
 -
 -
 -
 - 7. *Key Personnel and Project Management*
 - *Strong well trained management team*

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018

RFP TITLE: Agricultural Development Grant

BIDDER NAME: Farmer Kev Organic LLC

DATE: May 12, 2021

EVALUATOR NAME: Jeffrey Pangburn

EVALUATOR DEPARTMENT:

- . *They have successfully completed similar grant programs with USDA*

.

.

8. *External Project Support*

- . *Relationship with a distributor*
- . *Work with FSA for financing and financial management assistance*

.

.

II. *Cost Proposal*

1. *Budget Narrative*

- . *Clear cost plan*

.

.

2. *Financial Viability*

- . *History of strong and growing sales*
- . *Skinny profit margins*
- . *Low liquidity but ongoing cash flow*

.

.

3. *Match*

- . *Cash Match*

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**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018
RFP TITLE: Agricultural Development Grant
BIDDER NAME: Five Pillars Butchery
DATE: May 18, 2021
EVALUATOR NAME: Jeffrey Pangburn
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:

- I. *Project Narrative*
 1. *Commissioner Priority Areas*
 - . *Diversify Sales Opportunities for multiple farms*
 - . *Value added food processing*
 - .
 2. *Identification of Need/Opportunity and Justification*
 - . *Need for Halal Butcher Shop and Processing Facility*
 - .
 - .
 3. *Project Goals and Objectives*
 - . *Equip a Halal certified poultry processing facility*
 - . *Process up to 50 birds per day*
 - . *Create a processing outlet for smaller ag producers*
 - . *Provide greater access to markets*
 4. *Innovation*
 - . *Low innovation*
 - .
 - .
 - .
 5. *Degree of Risk*
 - . *Construction Risk. Ability to complete project on time and on budget*
 - . *It will take time to develop markets*
 - . *Possible lack of adequate funding*
 - . *Potential employment discrimination issues? Does this align with fund objectives?*
 6. *Project Methodology and Schedule*
 - . *Brand new construction*
 - . *Permitting with Town / DOT*
 - . *Establish poultry operation first and then move to rest of plan*
 7. *Key Personnel and Project Management*
 - . *Key Manager has experience overseeing 6 similar projects*
 - . *Well educated and trained*
 - . *Experience building client base*
 - . *Good admin support*
 - .
 8. *External Project Support*

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018

RFP TITLE: Agricultural Development Grant

BIDDER NAME: Five Pillars Butchery

DATE: May 18, 2021

EVALUATOR NAME: Jeffrey Pangburn

EVALUATOR DEPARTMENT:

- . *Project has outside investment from family members*

- .

- .

- .

II. Cost Proposal

1. Budget Narrative

- . *Cost proposal only seems to cover a portion of the project*

- .

- .

2. Financial Viability

- .

- .

- .

- .

- .

3. Match

- .

- .

- .

- .

- .

- .

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018
RFP TITLE: Agricultural Development Grant
BIDDER NAME: Greens Geans LLC
DATE: May 18, 2021
EVALUATOR NAME: Jeffrey Pangburn
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:

- I. *Project Narrative*
 1. *Commissioner Priority Areas*
 - . *Value Added Processing*
 - . *Diversify markets for agricultural products*
 - . *Can impact several producers in the region*
 2. *Identification of Need/Opportunity and Justification*
 - . *Demand for freeze dried products on the rise*
 - . *No Freeze Dried Maine Wild Blueberries on the market*
 - . *No Maine based Freeze dried soups available*
 - . *Need to achieve scale to open markets*
 3. *Project Goals and Objectives*
 - . *Acquire equipment in August 2021*
 - . *Improve packaging at future date - TBD*
 - .
 - .
 4. *Innovation*
 - . *Provide new freeze dried processing facility not currently available in the region*
 - . *Uses Existing technology readily available in market place*
 - .
 - .
 5. *Degree of Risk*
 - . *Start Up operation*
 - . *Standard Agriculture and Climate Risk*
 - . *Ability to find adequate markets for products*
 - .
 6. *Project Methodology and Schedule*
 - . *Develop monthly newsletter to communicate with producers and buyers*
 - .
 - .
 7. *Key Personnel and Project Management*
 - . *20 years of experience*
 - . *BS in Biology*
 - . *Plan to hire one other support staff*
 - .
 8. *External Project Support*
 - . *Tenant of Fork Food Lab*

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018

RFP TITLE: Agricultural Development Grant

BIDDER NAME: Greens Geans LLC

DATE: May 18, 2021

EVALUATOR NAME: Jeffrey Pangburn

EVALUATOR DEPARTMENT:

- .
- .
- .

II. Cost Proposal

1. Budget Narrative

- . *Very brief*
- .
- .

2. Financial Viability

- . *Start Up Operation*
- . *No historical financial information provided*
- . *No Balance Sheet provided*
- . *No Projections*
- . *Impossible to assess financial viability*

3. Match

- . *All cash injection*
- .
- .
- .
- .
- .

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018
RFP TITLE: Agricultural Development Grant
BIDDER NAME: Hamilton Farm
DATE: May 18, 2021
EVALUATOR NAME: Jeffrey Pangburn
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:

- I. *Project Narrative*
 - 1. *Commissioner Priority Areas*
 - *Value added fiber production*
 - *Responds to covid related disruptions*
 - *Creates new market opportunities*
 - 2. *Identification of Need/Opportunity and Justification*
 - *Lost restaurant markets due to Covid shut downs*
 - *Need to reestablish business*
 -
 - 3. *Project Goals and Objectives*
 - *Find and develop new market opportunities*
 - *Need direction*
 - *They plan to take 12 months to do research and develop a new business plan*
 -
 - 4. *Innovation*
 - *Have participated in agri-tourism in the past*
 - *Impossible to know level of innovation for new plan*
 -
 -
 - 5. *Degree of Risk*
 - *Experience delivering results on past grants*
 -
 -
 -
 - 6. *Project Methodology and Schedule*
 - *Research new products and opportunities*
 -
 -
 - 7. *Key Personnel and Project Management*
 - *Proposal is heavily reliant on outside consultants*
 -
 -
 -
 - 8. *External Project Support*
 - *None listed*

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018

RFP TITLE: Agricultural Development Grant

BIDDER NAME: Hamilton Farm

DATE: May 18, 2021

EVALUATOR NAME: Jeffrey Pangburn

EVALUATOR DEPARTMENT:

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. .
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II. Cost Proposal

1. Budget Narrative

- . *No Projections*
- . *3 Years of P & L show sustained losses*

.

2. Financial Viability

- . *No balance sheet provided but 3 years of losses implies low viability*
- . *Impossible to evaluate new plan as it has not been created yet*

.

.

.

3. Match

- . *Appears to b mostly in kind*

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**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018
RFP TITLE: Agricultural Development Grant
BIDDER NAME: Hazel Hill Orchard
DATE: May 18, 2021
EVALUATOR NAME: Jeffrey Pangburn
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:

- I. *Project Narrative*
 1. *Commissioner Priority Areas*
 - . *Acts as a hedge against market and climate related disruptions*
 - . *Reduce amount of land needed for food production*
 - . *Develop local markets*
 - . *Reduce environmental impact*
 2. *Identification of Need/Opportunity and Justification*
 - . *Competition for land from housing developers*
 - .
 - .
 3. *Project Goals and Objectives*
 - . *Produce 700 to 800 bushels of fruit annually*
 - . *Generate profits in 7 to 9 years*
 - .
 - .
 4. *Innovation*
 - . *Technology and concept has been proven in Europe*
 - . *Generates marketable yields in 2 to 3 years, much faster than conventional methods*
 - .
 - .
 5. *Degree of Risk*
 - . *Inherit risk of disease, pests and other losses*
 - . *Marketing plan is a roadside stand*
 - . *Concerns about quality of nursery stock*
 - .
 6. *Project Methodology and Schedule*
 - .
 - .
 - .
 7. *Key Personnel and Project Management*
 - . *Seasoned part time operator*
 - .
 - .
 - .
 8. *External Project Support*

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018

RFP TITLE: Agricultural Development Grant

BIDDER NAME: Hazel Hill Orchard

DATE: May 18, 2021

EVALUATOR NAME: Jeffrey Pangburn

EVALUATOR DEPARTMENT:

- *Applicant will work with University of Maine Agriculture and Forestry Experimental Station*

-
-
-

II. Cost Proposal

1. Budget Narrative

- *Cost is mostly for supplies*

-
-

2. Financial Viability

- *Only generated revenues for the past two years.*
- *Not yet profitable but sales nearly doubled in 2 years*
- *Near break even point*
- *No Balance Sheet Provided*

-

3. Match

-
-
-
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-

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018
RFP TITLE: Agricultural Development Grant
BIDDER NAME: Jeanette Graybill
DATE: May 18, 2021
EVALUATOR NAME: Jeffrey Pangburn
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:

- I. Project Narrative
 1. Commissioner Priority Areas
 - . Create new markets for small farms
 - . Value added production
 - . Potential to impact multiple farms
 2. Identification of Need/Opportunity and Justification
 - . Hemp production was recently legalized
 - . Growing market demand for hemp based products
 - . Need for market maturity and stabilization
 - . Need for commercial kitchen space for product development and production
 3. Project Goals and Objectives
 - . Build and licensed commercial kitchen in the attic space of their personal residence
 - .
 - .
 - .
 4. Innovation
 - . Hemp is a new commodity with new retail and wholesale market opportunities
 - .
 - .
 - .
 5. Degree of Risk
 - . Construction risk. Ability of applicants to complete the project on time and one budget
 - . Regulatory risk.
 - .
 - .
 6. Project Methodology and Schedule
 - . Applicants intend to complete project within 21 weeks
 - .
 - .
 7. Key Personnel and Project Management
 - . Husband and wife team with experienced contractors
 - .
 - .
 - .

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018

RFP TITLE: Agricultural Development Grant

BIDDER NAME: Jeanette Graybill

DATE: May 18, 2021

EVALUATOR NAME: Jeffrey Pangburn

EVALUATOR DEPARTMENT:

8. *External Project Support*

- . *None noted*

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II. *Cost Proposal*

1. *Budget Narrative*

- . *Good level of detail in budget*

.

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2. *Financial Viability*

- . *No projections included to assess viability*
- . *Balance sheet indicates adequate cash to meet matching funds requirement*

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3. *Match*

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**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018
RFP TITLE: Agricultural Development Grant
BIDDER NAME: Long Cove Sea Farm
DATE: May 18, 2021
EVALUATOR NAME: Jeffrey Pangburn
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:

- I. Project Narrative
 1. Commissioner Priority Areas
 - . Inventory Management and web presence will aid in marketing of products
 - . Provide climate resiliency through data collection and management
 - .
 2. Identification of Need/Opportunity and Justification
 - .
 - .
 - .
 3. Project Goals and Objectives
 - . Use technology to manage and collect data
 - . Decrease oyster mortality
 - . Manage inventory efficiently
 - .
 4. Innovation
 - . New use of technology to manage data in real time
 - .
 - .
 - .
 5. Degree of Risk
 - . Low Risk Project
 - .
 - .
 - .
 6. Project Methodology and Schedule
 - .
 - .
 - .
 7. Key Personnel and Project Management
 - . 6 Years Experience
 - . BS in Zoology
 - . Experienced administrative support with experience managing and complying with grant applications
 - .
 8. External Project Support
 - . None Note

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018

RFP TITLE: Agricultural Development Grant

BIDDER NAME: Long Cove Sea Farm

DATE: May 18, 2021

EVALUATOR NAME: Jeffrey Pangburn

EVALUATOR DEPARTMENT:

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II. Cost Proposal

1. Budget Narrative

- . *Ongoing subscription cost each year*
- . *Some costs are contract with Web designer*
- .

2. Financial Viability

- . *Balance sheet indicates strong and growing cash balances*
- . *No Debt and good equity available*
- . *Profit margins have ranged from 22 to 56% each years*
- . *Consistently profitable*
- .

3. Match

- . *Mostly in Kind labor expense*
- .
- .
- .
- .
- .

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018
RFP TITLE: Agricultural Development Grant
BIDDER NAME: Maine Aquaculture Innovation Center
DATE: May 18, 2021
EVALUATOR NAME: Jeffrey Pangburn
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:

- I. Project Narrative
 1. Commissioner Priority Areas
 - . Diversify Markets
 - . Multiple farms to be impacted
 - . Supports Value Added Food Systems
 2. Identification of Need/Opportunity and Justification
 - . Aquaculture is faster growing food production segment
 - . Produces 50% of all fish consumed as food
 - . Diverse, Valuable industry in Maine
 - . Gulf of Maine is warming quickly
 3. Project Goals and Objectives
 - . Hire a consultant to complete a market analysis study and publish report
 - .
 - .
 - .
 4. Innovation
 - . Project will help identify opportunities for innovation
 - .
 - .
 - .
 5. Degree of Risk
 - . Potential Lack of participation
 - . Project team has experience with similar projects
 - .
 - .
 6. Project Methodology and Schedule
 - . Complete Market Research
 - . Produce report
 - . Complete Financial forecasting
 - . Plan and schedule is well thought out and detailed in application
 7. Key Personnel and Project Management
 - . Full time dedicated staff with deep experience and expertise
 - . Outsource to professional consulting team with specialty in project focus
 - .
 - .
 8. External Project Support

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018

RFP TITLE: Agricultural Development Grant

BIDDER NAME: Maine Aquaculture Innovation Center

DATE: May 18, 2021

EVALUATOR NAME: Jeffrey Pangburn

EVALUATOR DEPARTMENT:

- . *Work with numerous aquaculture producers and stakeholders*
- . *Work closely with University of Maine Aquaculture Research Institute*
- .
- .

II. Cost Proposal

1. Budget Narrative

- . *Cost is for hiring consultant*
- .
- .

2. Financial Viability

- . *Applicant demonstrates viability with strong and liquid balance sheet and history of operating profits*
- .
- .
- .

3. Match

- . *Match to be in the form of in kind personnel expenses*
- .
- .
- .
- .
- .

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018
RFP TITLE: Agricultural Development Grant
BIDDER NAME: Maine Cheese Guild
DATE: May 18, 2021
EVALUATOR NAME: Jeffrey Pangburn
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:

- I. *Project Narrative*
 1. *Commissioner Priority Areas*
 - . *Diversify Products and Markets*
 - . *Value Added Food Production*
 - . *Potential to impact large number of producers*
 2. *Identification of Need/Opportunity and Justification*
 - . *Growth in artisanal cheese markets*
 - .
 - .
 3. *Project Goals and Objectives*
 - . *Complete research*
 - . *Deliver report*
 - . *Survey Maine consumers*
 - . *Survey Cheese Producers*
 - . *Business to Business Survey*
 - . *Share information with Cheese Guild*
 - . *Deliverables and Goals are well detailed in the application*
 4. *Innovation*
 - . *Help identify opportunities for industry innovation*
 - .
 - .
 - .
 5. *Degree of Risk*
 - . *Survey responses*
 - . *Consultant is very experienced in conducting this type of research*
 - .
 - .
 6. *Project Methodology and Schedule*
 - . *Methodology is well detailed and documented in the application*
 - .
 - .
 7. *Key Personnel and Project Management*
 - . *Very experienced team with deep industry knowledge and expertise*
 - . *Experienced consultants*
 - .
 - .

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018

RFP TITLE: Agricultural Development Grant

BIDDER NAME: Maine Cheese Guild

DATE: May 18, 2021

EVALUATOR NAME: Jeffrey Pangburn

EVALUATOR DEPARTMENT:

8. *External Project Support*

- *Support from the industry through Cheese Guild*
-
-
-

II. *Cost Proposal*

1. *Budget Narrative*

- *Cost is for paid consultant*
-
-

2. *Financial Viability*

- *Cheese guild has adequate cash on hand and low overhead operating expenses*
- *Proven ability to generate net income from past events*
-
-

3. *Match*

- *Provided through In-Kind Personnel expenses*
-
-
-
-
-

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018
RFP TITLE: Agricultural Development Grant
BIDDER NAME: Maine Farmland Trust
DATE: May 24, 2021
EVALUATOR NAME: Jeffrey Pangburn
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:

- I. *Project Narrative*
 1. *Commissioner Priority Areas*
 - *Helps to diversify markets for local farms*
 -
 -
 2. *Identification of Need/Opportunity and Justification*
 - *Growing Demand for locally produced foods*
 - *Need to technical and financial assistance for smaller farms*
 -
 3. *Project Goals and Objectives*
 - *Proposal has well detailed and diverse goals to impact the farming community*
 - *Aims to impact ~45 local farms and their buyers*
 - *Help with Business Planning, planning and delivering workshops, technical assistance, financial analysis, networking opportunities*
 - *Gather and disseminate local produce marketing reports*
 4. *Innovation*
 - *MFT has developed proprietary software called FarmCalc*
 - *Will provide technical assistance to local farms*
 -
 -
 5. *Degree of Risk*
 - *Relatively low risk given MFT's long term track record and the strength of the organization*
 -
 -
 -
 6. *Project Methodology and Schedule*
 -
 -
 -
 7. *Key Personnel and Project Management*
 - *Solid staffing with deep industry expertise, local knowledge and technical training*
 - *Experience delivering on grants and developing similar programming*
 -
 -

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018

RFP TITLE: Agricultural Development Grant

BIDDER NAME: Maine Farmland Trust

DATE: May 24, 2021

EVALUATOR NAME: Jeffrey Pangburn

EVALUATOR DEPARTMENT:

8. *External Project Support*

- *MFT has extensive relationships with farming community, support industries and financial sectors*

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II. *Cost Proposal*

1. *Budget Narrative*

- *Budget is primarily for personnel and contracts to delivery programming*

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2. *Financial Viability*

- *MFT is a financially sound organization with a 21 year history and proven track record of successfully developing and implementing programming to the farming community.*

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3. *Match*

- *Cash to be generated from complimentary grant proceeds*

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**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018
RFP TITLE: Agricultural Development Grant
BIDDER NAME: Maine Grains
DATE: May 24, 2021
EVALUATOR NAME: Jeffrey Pangburn
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:

- I. *Project Narrative*
 - 1. *Commissioner Priority Areas*
 - *Develop and diversify markets for Maine grain crops*
 - *Impacts ~45 separate grain farming operations*
 -
 - 2. *Identification of Need/Opportunity and Justification*
 - *Growing customer demand*
 - *New Partnership with Hannaford Grocery Stores*
 - *4,000% increase in online sales*
 - 3. *Project Goals and Objectives*
 - *Diversify Product Mix*
 - *Add infrastructure to support new products*
 - *Develop eco-friendly packaging strategy*
 - *Increase operational efficiency*
 - *Expand markets for Maine Grown Grains*
 - 4. *Innovation*
 - *Applicant has developed innovative products not available elsewhere*
 - *Impactful to Local economy in Skowhegan*
 -
 -
 - 5. *Degree of Risk*
 - *Applicant has 8 year history of successful operation*
 - *Strong performance through Covid impacted economy*
 - *Applicant clearly identified tangible risks with mitigants and contingency strategies*
 -
 - 6. *Project Methodology and Schedule*
 - *Well thought out and explained project plan*
 - *3 to 6 month timeframe*
 -
 - 7. *Key Personnel and Project Management*
 - *Deep experienced management team with proven track record*
 -
 -
 -

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018

RFP TITLE: Agricultural Development Grant

BIDDER NAME: Maine Grains

DATE: May 24, 2021

EVALUATOR NAME: Jeffrey Pangburn

EVALUATOR DEPARTMENT:

8. External Project Support

- Solid external support with relationships with University of Maine Food Innovation Lab, Main Grains Alliance*
- 15 Distributors*
- 45 Farmer suppliers*
- Hannaford grocery stores with 174 locations.*

II. Cost Proposal

1. Budget Narrative

- Adequate detail and supporting information provided to justify total cost*

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2. Financial Viability

- Applicant demonstrates strong and growing sales*
- Equity on the Balance Sheet*
- Low Liquidity but high inventory levels that can be converted to cash*

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3. Match

- Cash and In-Kind through Personnel co*

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**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018
RFP TITLE: Agricultural Development Grant
BIDDER NAME: McGaffey Mountain Hops
DATE: May 24, 2021
EVALUATOR NAME: Jeffrey Pangburn
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:

- I. *Project Narrative*
 - 1. *Commissioner Priority Areas*
 - . *Did not specifically address commissioners priority areas*
 - .
 - .
 - 2. *Identification of Need/Opportunity and Justification*
 - . *Growing craft brewing industry*
 - . *Growing demand for local produced ingredients*
 - .
 - 3. *Project Goals and Objectives*
 - . *This is a start-Up and the first step is to clear the land for agricultural production*
 - . *Applicants want to purchase a forestry head to install on an existing excavator to clear the land themselves*
 - . *Install Greenhouses*
 - . *Buy Specific hop harvesting equipment*
 - 4. *Innovation*
 - . *No particular innovation identified*
 - .
 - .
 - .
 - 5. *Degree of Risk*
 - . *High risk start-up with no sales or demonstrated ability to produce and market crop*
 - .
 - .
 - .
 - 6. *Project Methodology and Schedule*
 - . *This is a very early stage start-up. Clearing land does not seem to be a necessary step to establish a hop farming operation in central maine.*
 - .
 - .
 - 7. *Key Personnel and Project Management*
 - . *Key personnel lack experience and expertise in land clearing and farming of hops*
 - . *Applicants indicate some mechanical skills and unrelated work experience*

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018

RFP TITLE: Agricultural Development Grant

BIDDER NAME: McGaffey Mountain Hops

DATE: May 24, 2021

EVALUATOR NAME: Jeffrey Pangburn

EVALUATOR DEPARTMENT:

- .
- .
- 8. *External Project Support*
 - . *None noted*
 - .
 - .
 - .

II. Cost Proposal

- 1. *Budget Narrative*
 - . *Budget exceeds the maximum allowable grant request*
 - . *Total project cost is very high due to need to clear land*
 - .
- 2. *Financial Viability*
 - . *Applicants did not demonstrate viability or present and projections or starting balance sheet*
 - .
 - .
 - .
- 3. *Match*
 - .
 - .
 - .
 - .
 - .
 - .

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018
RFP TITLE: Agricultural Development Grant
BIDDER NAME: Motodoll LLC
DATE: May 24, 2021
EVALUATOR NAME: Jeffrey Pangburn
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:

- I. *Project Narrative*
 1. *Commissioner Priority Areas*
 - . *Value Added Food Production*
 - . *Increased resiliency with lower energy costs*
 - . *Is this a Pie Production Company? Do they grow apples?*
 2. *Identification of Need/Opportunity and Justification*
 - . *Production facility used 77% more energy than average*
 - . *Growing demand for products*
 - . *Need to increase production*
 3. *Project Goals and Objectives*
 - . *Increase fruit production by 230%*
 - . *Reduce Energy usage by 400%*
 - . *Address energy and water consumption*
 - . *Create Jobs*
 4. *Innovation*
 - . *It was unclear to the reviewer what innovations would be used*
 - .
 - .
 - .
 5. *Degree of Risk*
 - . *Risks were not clear to the reviewer*
 - .
 - .
 - .
 6. *Project Methodology and Schedule*
 - . *Methodology was not clear to the reviewer*
 - . *I'm not entirely sure what agricultural products they grow if any and what products' they produce*
 - .
 7. *Key Personnel and Project Management*
 - . *Management Team is educated with deep experience in an unrelated career*
 - .
 - .
 - .
 8. *External Project Support*
 - . *None Noted*

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018

RFP TITLE: Agricultural Development Grant

BIDDER NAME: Motodoll LLC

DATE: May 24, 2021

EVALUATOR NAME: Jeffrey Pangburn

EVALUATOR DEPARTMENT:

- .
- .
- .

II. Cost Proposal

1. Budget Narrative

- . *Most of cost is focused on weatherization*
- . *Could this be achieved by moving to a more suitable facility?*
- .

2. Financial Viability

- . *This is a start up business since 2019*
- . *Applicant turned a profit in all years of operation with growing sales and profitability in 2020*
- . *Balance Sheet indicates liquidity and no debt*
- .
- .

3. Match

- . *Cash Match a*
- .
- .
- .
- .
- .

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018
RFP TITLE: Agricultural Development Grant
BIDDER NAME: New Meadows River Shellfish
DATE: May 24, 2021
EVALUATOR NAME: Jeffrey Pangburn
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:

- I. *Project Narrative*
 1. *Commissioner Priority Areas*
 - . *Impact multiple farms in the co-op*
 - . *Diversify markets with direct to customer sales plan*
 - .
 2. *Identification of Need/Opportunity and Justification*
 - . *Need a physical point of sale*
 - . *Co-Op members need to control the marketing of their own product*
 - . *Currently pricing disadvantage due to types of leases*
 3. *Project Goals and Objectives*
 - . *Establish a physical presence*
 - . *Purchase a Reefer truck to move product*
 - . *Establish direct to consumer sales plan*
 - .
 - .
 4. *Innovation*
 - . *Low Innovation. Primarily marketing, sales and logistics oriented plan*
 - .
 - .
 - .
 5. *Degree of Risk*
 - . *Potential risk of shut downs and water closures.*
 - . *Cold storage helps mitigate risks from temporary closures*
 - . *Rapid growth in the industry could impact markets and pricing*
 - . *Ability of co-op members to all remain viable*
 - .
 6. *Project Methodology and Schedule*
 - . *Work with outside landowners to establish building*
 - . *Obtain reefer truck*
 - . *Construct the building*
 - . *Survey members and develop website*
 7. *Key Personnel and Project Management*
 - . *3 lead team members of co-op, all with direct industry experience*
 - . *Co-op has been in place for 12 months with members all directly involved in the industry*

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018

RFP TITLE: Agricultural Development Grant

BIDDER NAME: New Meadows River Shellfish

DATE: May 24, 2021

EVALUATOR NAME: Jeffrey Pangburn

EVALUATOR DEPARTMENT:

- . *Working with Outside land owners and architects committed to the project*
- .

8. *External Project Support*

- . *Outside real estate investors*
- . *Holbrook Community Foundation*
- .
- .

II. *Cost Proposal*

1. *Budget Narrative*

- . *Largest cost is the purchase of the reefer van*
- . *Also miscellaneous equipment and labor for some construction*
- .

2. *Financial Viability*

- . *This is a newly formed co-operative with limited resources, income and savings*
- . *They would rely on a loan or investment from co-op members to provide matching funds*
- .
- .
- .

3. *Match*

- . *To be provided via loan or contribution from Co-Op members*
- .
- .
- .
- .
- .

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018
RFP TITLE: Agricultural Development Grant
BIDDER NAME: Ocean Approved
DATE: May 25, 2021
EVALUATOR NAME: Jeffrey Pangburn
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:

- I. *Project Narrative*
 1. *Commissioner Priority Areas*
 - . *Diversifies and develops markets*
 - . *Impacts 16 separate farms*
 - . *Helps to battle and respond to climate change*
 2. *Identification of Need/Opportunity and Justification*
 - . *Significant growth in harvested production*
 - . *Need to improve process for operational efficiency and improved quality*
 - .
 3. *Project Goals and Objectives*
 - . *Decrease defrost time*
 - . *Increase quality*
 - . *Allow for increased production*
 - .
 4. *Innovation*
 - . *No other company providing this service to the Maine kelp industry*
 - . *Applicant is a first to market innovator*
 - . *Only producer of scale on the East Coast*
 - .
 5. *Degree of Risk*
 - . *Past successful grant recipient*
 - . *Applicant has completed preliminary trials*
 - .
 6. *Project Methodology and Schedule*
 - .
 - .
 - .
 7. *Key Personnel and Project Management*
 - . *Strong and diverse management team*
 - .
 - .
 8. *External Project Support*

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018

RFP TITLE: Agricultural Development Grant

BIDDER NAME: Ocean Approved

DATE: May 25, 2021

EVALUATOR NAME: Jeffrey Pangburn

EVALUATOR DEPARTMENT:

- *Strong external support with letters of support provided from suppliers, Marine Extension & Maine Aquaculture Association*
- *Impacts 16 separate suppliers*
-
-

II. Cost Proposal

1. Budget Narrative

- *Cost is mostly for design and construction of equipment*
-
-

2. Financial Viability

- *Applicant has strong and diverse capital base*
- *Balance sheet indicates liquidity and limited debt*
- *Solid equity position*
-
-

3. Match

- *Applicant pledges to match 50% with cash investment*
-
-
-
-
-

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018
RFP TITLE: Agricultural Development Grant
BIDDER NAME: Olde Haven Farm
DATE: May 25, 2021
EVALUATOR NAME: Jeffrey Pangburn
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:

- I. *Project Narrative*
 1. *Commissioner Priority Areas*
 - *Could impact multiple farms*
 - *Value added food production*
 -
 2. *Identification of Need/Opportunity and Justification*
 - *Unable to sell to other retailers under current licensing*
 - *Need to increase capacity and improve operational efficiency*
 - *Create 2 jobs*
 3. *Project Goals and Objectives*
 - *Expand Production Capacity*
 - *Improve efficiency*
 - *Construct a refrigerated butcher shop*
 - *Obtain State inspections and licenses*
 - *Create 2 new jobs*
 4. *Innovation*
 - *Farrow to Fork Model*
 - *Vertical Integration*
 - *Existing application of technology*
 -
 5. *Degree of Risk*
 - *Applicant identifies volatility in construction costs as primary risk*
 - *Applicant has 6 year history of operations*
 - *Incensed engineered plans are in hand*
 - *Experienced contractors in place*
 - *Experience managing similar grant projects*
 -
 -
 6. *Project Methodology and Schedule*
 -
 -
 -
 7. *Key Personnel and Project Management*
 - *Qualified contractors in place*
 - *Qualified engineered plans*
 - *Applicant has sufficient experience to manage and oversee project*

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018

RFP TITLE: Agricultural Development Grant

BIDDER NAME: Olde Haven Farm

DATE: May 25, 2021

EVALUATOR NAME: Jeffrey Pangburn

EVALUATOR DEPARTMENT:

.
8. *External Project Support*

- . *Primarily from farmers markets as sales have been direct to consumer*
- .
- .
- .

II. *Cost Proposal*

1. *Budget Narrative*

- . *Cost is all construction*
- . *Good detail in cost estimates and price quotes included in application*
- .

2. *Financial Viability*

- . *Applicant has 6 year history*
- . *Adequate balance sheet with growing net worth*
- . *Break even performance*
- .
- .

3. *Match*

- . *Large cash match pledged*
- . *Balance sheet does not demonstrate adequate cash on hand*
- .
- .
- .
- .

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018
RFP TITLE: Agricultural Development Grant
BIDDER NAME: Passamaquoddy Wild Blueberry Company
DATE: May 25, 2021
EVALUATOR NAME: Jeffrey Pangburn
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:

- I. *Project Narrative*
 1. *Commissioner Priority Areas*
 - *Diversify markets for established Maine crop*
 - *Value added production*
 -
 2. *Identification of Need/Opportunity and Justification*
 - *Growing demand for dried fruit*
 - *Easier handling and storage than frozen fruit*
 - *Preserve Wild Blueberry harvesting heritage*
 3. *Project Goals and Objectives*
 - *First develop the marketing and sales channels*
 - *Test runs with 3rd party dehydrator*
 -
 -
 4. *Innovation*
 - *New Product*
 - *Establish processing plans*
 - *Develop packaging materials*
 - *Develop sales & marketing*
 - *No current producer of dehydrated wild blueberries at scale*
 5. *Degree of Risk*
 - *Applicant will outsource to established dehydrator*
 - *Need to develop marketing and sales strategy to achieve market penetration*
 -
 -
 6. *Project Methodology and Schedule*
 - *Work on packaging*
 - *Product Development*
 - *Work with potential buyers*
 - *Produce samples for distribution*
 - *Move to full production*
 - *Plan is well detailed*
 7. *Key Personnel and Project Management*
 - *Strong management team with additional support from 3rd party consultants*
 -

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018

RFP TITLE: Agricultural Development Grant

BIDDER NAME: Passamaquoddy Wild Blueberry Company

DATE: May 25, 2021

EVALUATOR NAME: Jeffrey Pangburn

EVALUATOR DEPARTMENT:

- .
- .
- 8. *External Project Support*
 - . *Engaged 3rd party consultants to assist with sales and marketing*
 - . *3rd party dehydrators*
 - . *3rd party frozen berry processors*
 - .

II. Cost Proposal

- 1. *Budget Narrative*
 - . *Good detail presented in the applicant budget*
 - . *Significant portion of funds to be used to support sales and marketing*
 - .
- 2. *Financial Viability*
 - . *History of operating losses offset by proceeds from large legal settlement*
 - . *Achieved net profit in 2020*
 - . *Solid balance sheet with adequate cash balanced*
 - .
 - .
- 3. *Match*
 - . *Match to be in kind from providing berries to be processed.*
 - .
 - .
 - .
 - .
 - .

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018
RFP TITLE: Agricultural Development Grant
BIDDER NAME: Roux's Farms
DATE: May 26, 2021
EVALUATOR NAME: Jeffrey Pangburn
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:

- I. *Project Narrative*
 1. *Commissioner Priority Areas*
 - *Diversifies Products and market opportunities*
 - *Responds to Covid related Shut Downs*
 - *Value Added Food Production*
 2. *Identification of Need/Opportunity and Justification*
 - *Lost markets due to Covid*
 - *Increase Market Opportunities*
 -
 3. *Project Goals and Objectives*
 - *Purchase and Install a Vac Pasteurization System*
 - *Construct building to house system*
 -
 -
 4. *Innovation*
 - *Existing technology and products*
 -
 -
 -
 5. *Degree of Risk*
 - *Selling of Raw milk is risky*
 - *New Operation within last 2 years*
 - *Need to develop products and marketing plan*
 - *Construction risk*
 6. *Project Methodology and Schedule*
 - *Limited Detail in application*
 -
 -
 7. *Key Personnel and Project Management*
 - *Family operation with limited experience*
 -
 -
 -
 8. *External Project Support*
 - *None noted in application*
 -

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018

RFP TITLE: Agricultural Development Grant

BIDDER NAME: Roux's Farms

DATE: May 26, 2021

EVALUATOR NAME: Jeffrey Pangburn

EVALUATOR DEPARTMENT:

.
.

II. Cost Proposal

1. Budget Narrative

- . *Most of cost is for construction with limited supporting cost estimates*

.
.

2. Financial Viability

- . *2 years in operation*
- . *Financial Losses*
- . *No Balance Sheets included*

.
.

3. Match

- . *In Kind and Cash. Difficult to assess with no balance sheet.*

.
. .
. .
. .
.

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018
RFP TITLE: Agricultural Development Grant
BIDDER NAME: Snowy Farms
DATE: May 26, 2021
EVALUATOR NAME: Jeffrey Pangburn
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:

- I. Project Narrative
 - 1. Commissioner Priority Areas
 - . Did not address specific priority areas
 - .
 - .
 - 2. Identification of Need/Opportunity and Justification
 - . Expand Production Capacity
 - .
 - .
 - 3. Project Goals and Objectives
 - . Renovate building
 - . Construct climate controlled fruiting chambers
 - . Generate \$350,000 in annual production
 - .
 - 4. Innovation
 - . No Full climate controlled facilities in Maine
 - .
 - .
 - .
 - 5. Degree of Risk
 - . Risk of investors not able to continue funding
 - . Technical challenges since this is a high tech operation and no track record of production
 - .
 - .
 - 6. Project Methodology and Schedule
 - .
 - .
 - .
 - 7. Key Personnel and Project Management
 - . Investors have outside employment and technical expertise outside of this industry
 - . Start up operation
 - .
 - .
 - 8. External Project Support

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018

RFP TITLE: Agricultural Development Grant

BIDDER NAME: Snowy Farms

DATE: May 26, 2021

EVALUATOR NAME: Jeffrey Pangburn

EVALUATOR DEPARTMENT:

- . *Vendors to supply some technology*
- .
- .
- .

II. Cost Proposal

1. Budget Narrative

- . *All grant proceeds to be used for construction*
- . *Good detail in the budget with a significant portion purchased and funded by the applicants*
- .

2. Financial Viability

- . *Start Up operation with no performance history*
- . *Profit and Loss Statements not provided*
- . *Operating Budgets not provided*
- . *Balance Sheet not provided*
- .

3. Match

- . *To be matched out of investors personal cash*
- .
- .
- .
- .
- .

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018
RFP TITLE: Agricultural Development Grant
BIDDER NAME: Somali Bantu Community Association
DATE: May 27, 2021
EVALUATOR NAME: Jeffrey Pangburn
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:

- I. *Project Narrative*
 1. *Commissioner Priority Areas*
 - *Does not address specific priority areas*
 -
 -
 2. *Identification of Need/Opportunity and Justification*
 - *Provide sustainable food production opportunities for growing Somali Bantu population*
 - *137 Farmers in 5 years*
 -
 3. *Project Goals and Objectives*
 - *Establish Farm Stand*
 - *Commercial Kitchen*
 - *Halal Slaughter facility*
 - *Complete market research*
 4. *Innovation*
 - *This project is based around subsistence agriculture*
 -
 -
 -
 5. *Degree of Risk*
 - *Applicant identified lack of customer support of farm stand as a potential risk*
 - *Weather impacts inherent to agriculture*
 -
 -
 6. *Project Methodology and Schedule*
 - *3 year timeline*
 - *3 areas of investment mapped out in proposal*
 -
 7. *Key Personnel and Project Management*
 - *Management team made up of members of local Somali Bantu Community*
 -
 -
 -
 8. *External Project Support*
 - *University of Maine Cooperative Extension*

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018

RFP TITLE: Agricultural Development Grant

BIDDER NAME: Somali Bantu Community Association

DATE: May 27, 2021

EVALUATOR NAME: Jeffrey Pangburn

EVALUATOR DEPARTMENT:

- *Beginning Farmers Resource Network*
- *Numerous nonprofit agencies and educational institutions*
-

II. Cost Proposal

1. Budget Narrative

- *\$10,000 to support salaries and personnel expenses*
- *Purchase Equipment*
- *Install Sewer Line*
- *Construction Facility*
- *Applicant does not provide great level of detail on how cost estimates were derived*

2. Financial Viability

- *Applicant has strong cash balances on hand*
- *Able to generate net profit driven by collection of grant funds*
-
-

3. Match

- *Able to provide cash match*
-
-
-
-
-

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018
RFP TITLE: Agricultural Development Grant
BIDDER NAME: The Good Crust
DATE: May 27, 2021
EVALUATOR NAME: Jeffrey Pangburn
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:

- I. *Project Narrative*
 1. *Commissioner Priority Areas*
 - . *Value Added Food Production*
 - . *Develop new markets for Maine agricultural products*
 - . *Potential to impact multiple farms*
 2. *Identification of Need/Opportunity and Justification*
 - . *Need dedicated space to support growing sales demand*
 - .
 - .
 3. *Project Goals and Objectives*
 - . *Purchase commercial real estate*
 - . *Build out a production space*
 - .
 - .
 4. *Innovation*
 - . *All Maine Produced Ingredients*
 - .
 - .
 - .
 5. *Degree of Risk*
 - . *Financial Risk. Ability to obtain loan funds*
 - . *Lack of investment from application*
 - . *Market competition and ability to gain market share*
 - . *Start Up operation with limited production history*
 6. *Project Methodology and Schedule*
 - .
 - .
 - .
 7. *Key Personnel and Project Management*
 - . *1 One with business management experience and fundraising experience*
 - . *1 Production Manager*
 - . *Limited food production experience*
 - .
 8. *External Project Support*
 - . *Partnership with Maine Grains*
 - . *Multiple non-profit organizations*

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018

RFP TITLE: Agricultural Development Grant

BIDDER NAME: The Good Crust

DATE: May 27, 2021

EVALUATOR NAME: Jeffrey Pangburn

EVALUATOR DEPARTMENT:

.
.

II. Cost Proposal

1. Budget Narrative

- . *All funds to be used for CRE purchase. Likely using grant funds as downpayment in real estate loan*

.
.

2. Financial Viability

- . *Low Sales and Net losses reported*
- . *No Equity and negative cash balances on the balance sheet*
- . *No investment from the applicant*

.
.

3. Match

- . *Match funds to come from Bank loan*

.
. .
. .
. .
.

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018
RFP TITLE: Agricultural Development Grant
BIDDER NAME: The Goronson Farm
DATE: May 27, 2021
EVALUATOR NAME: Jeffrey Pangburn
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:

- I. *Project Narrative*
 1. *Commissioner Priority Areas*
 - *Responds to Covid related market disruptions*
 -
 -
 2. *Identification of Need/Opportunity and Justification*
 - *Market disruption from Covid*
 - *Need additional space to process crops*
 - *Increase Floral Capacity*
 -
 3. *Project Goals and Objectives*
 - *Diversify Production Offerings.*
 - *Reconfigure operating space*
 -
 -
 4. *Innovation*
 -
 -
 -
 -
 5. *Degree of Risk*
 - *No retail market yet established*
 -
 -
 -
 6. *Project Methodology and Schedule*
 -
 -
 -
 7. *Key Personnel and Project Management*
 - *Family operation with some technical skills*
 -
 -
 -
 8. *External Project Support*

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018

RFP TITLE: Agricultural Development Grant

BIDDER NAME: The Goronson Farm

DATE: May 27, 2021

EVALUATOR NAME: Jeffrey Pangburn

EVALUATOR DEPARTMENT:

- . *Plan to access USDA REAP Program*
- . *Member of MOFGA*
- .
- .

II. Cost Proposal

1. Budget Narrative

- . *Costs detail is adequate*
- .
- .

2. Financial Viability

- . *Low sales relative to grant request*
- . *Operating Losses*
- . *Did not view a balance sheet*
- .
- .

3. Match

- . *Unable to assess*
- .
- .
- .
- .
- .

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018
RFP TITLE: Agricultural Development Grant
BIDDER NAME: Thirty Acre Farm
DATE: May 27, 2021
EVALUATOR NAME: Jeffrey Pangburn
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:

- I. *Project Narrative*
 - 1. *Commissioner Priority Areas*
 - . *Demonstrate new application of technology to support multiple farms*
 - . *Value added food production*
 - .
 - 2. *Identification of Need/Opportunity and Justification*
 - . *Need to reduce labor and develop packings with no human touch for out of state sales*
 - .
 - .
 - 3. *Project Goals and Objectives*
 - . *Develop and test new application of robotic arm technology*
 - . *Design and build system to fill and cap jars with various food products*
 - . *Study and report results*
 - .
 - 4. *Innovation*
 - . *Newly available technology*
 - .
 - .
 - .
 - 5. *Degree of Risk*
 - . *New application of technology*
 - . *Equipment could be repurposed if necessary*
 - .
 - .
 - 6. *Project Methodology and Schedule*
 - .
 - .
 - .
 - 7. *Key Personnel and Project Management*
 - . *Management has past experience with management of grant funds*
 - . *Obtained the technical robotics expertise through outside consultant*
 - .
 - .
 - 8. *External Project Support*
 - . *Maine Manufacturing Extension*

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018

RFP TITLE: Agricultural Development Grant

BIDDER NAME: Thirty Acre Farm

DATE: May 27, 2021

EVALUATOR NAME: Jeffrey Pangburn

EVALUATOR DEPARTMENT:

- . *CEI*
- . *Partnerships with other private food products producers*
- .

II. Cost Proposal

1. Budget Narrative

- . *Good detail in cost proposal*
- .
- .

2. Financial Viability

- .
- . *Good sales volume*
- . *Profitable operation*
- . *No liquidity reported on the balance sheet*
- .

3. Match

- . *Cash match to be obtained from draw on operating line of credit*
- .
- .
- .
- .
- .

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018
RFP TITLE: Agricultural Development Grant
BIDDER NAME: Tilth and Timber
DATE: May 27, 2021
EVALUATOR NAME: Jeffrey Pangburn
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:

- I. Project Narrative
 - 1. Commissioner Priority Areas
 - . Diversify Markets by developing direct to consumer sales
 - .
 - .
 - 2. Identification of Need/Opportunity and Justification
 - . Need better washing capabilities
 - . Community in need of local fresh produce
 - .
 - 3. Project Goals and Objectives
 - . Construct a new farm store
 - . Build out new washing and storage facilities
 - . Achieve a 20% sales increase
 - .
 - 4. Innovation
 - .
 - .
 - .
 - .
 - 5. Degree of Risk
 - . Need to secure additional funding from outside party
 - . Construction risk
 - .
 - .
 - 6. Project Methodology and Schedule
 - . Construction is already underway. Self funded
 - .
 - .
 - 7. Key Personnel and Project Management
 - . Family operation with relevant past experience with similar projects
 - .
 - .
 - .
 - 8. External Project Support
 - . Strong relationship with land owners

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018

RFP TITLE: Agricultural Development Grant

BIDDER NAME: Tilth and Timber

DATE: May 27, 2021

EVALUATOR NAME: Jeffrey Pangburn

EVALUATOR DEPARTMENT:

- .
- .
- .

II. Cost Proposal

1. Budget Narrative

- . *Adequate detail in the budget*
- .
- .

2. Financial Viability

- . *Operation has limited resources but they have cash liquidity and no debt*
- . *Able to turn a profit on growing sales*
- .
- .

3. Match

- . *In Kind labor and investment from 3rd party land owners*
- .
- .
- .
- .
- .

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018
RFP TITLE: Agricultural Development Grant
BIDDER NAME: Wild Blueberry Commission
DATE: May 27, 2021
EVALUATOR NAME: Jeffrey Pangburn
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:

- I. *Project Narrative*
 1. *Commissioner Priority Areas*
 - *Diversify Markets with direct to consumer plan*
 - *Multiple farms and supporting industry to benefit*
 -
 2. *Identification of Need/Opportunity and Justification*
 - *Marketing of the industry through agritourism*
 -
 -
 3. *Project Goals and Objectives*
 - *Build brand awareness*
 - *Establish and grow a Maine Wild Blueberries Weekend*
 - *Increase economic impact of industry*
 - *Grow partnerships*
 4. *Innovation*
 - *Moving into agritourism*
 -
 -
 -
 5. *Degree of Risk*
 - *Applicant identifies key risks including resurgence of pandemic, economic recessions and weather events*
 - *Organization has resources to be successful*
 -
 -
 6. *Project Methodology and Schedule*
 - *Well designed methodology with multi year timeline*
 -
 -
 7. *Key Personnel and Project Management*
 - *Commission has a dedicated staff*
 - *Outside marketing firm to be engaged*
 - *Support of industry through committee members*
 -
 8. *External Project Support*

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018

RFP TITLE: Agricultural Development Grant

BIDDER NAME: Wild Blueberry Commission

DATE: May 27, 2021

EVALUATOR NAME: Jeffrey Pangburn

EVALUATOR DEPARTMENT:

- . *Extensive industry support*
- . *Letters of support provided from a variety of stake holders*
- . *Support from numerous non-profit organizations and government agencies*
- .

II. Cost Proposal

1. Budget Narrative

- . *All funds to be used for contracted services*
- .
- .

2. Financial Viability

- . *Organization is financial viable with liquid assets necessary to support operations and a revenue model to sustain the Commission*
- .
- .
- .

3. Match

- . *Match to be all cash*
- .
- .
- .
- .
- .

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018
RFP TITLE: Agricultural Development Grant
BIDDER NAME: Baker Brook Farm Creamery
DATE: June 3, 2021
EVALUATOR NAME: Rob Dumas
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:

- I. *Project Narrative*
 - 1. *Commissioner Priority Areas*
 - . *Meets Priority area 1*
 - . *Don't understand how the delivery vehicle adds processing infrastructure?*
 - .
 - 2. *Identification of Need/Opportunity and Justification*
 - . *Clear need to meet new market opportunities*
 - . *Good extrapolation of impact*
 - .
 - 3. *Project Goals and Objectives*
 - . *Clear goals, but only goal 1 is served by this application*
 - .
 - .
 - .
 - 4. *Innovation*
 - . *Need is clearly defined but innovation isn't addressed*
 - .
 - .
 - .
 - 5. *Degree of Risk*
 - . *Minimal degree of risk*
 - .
 - .
 - .
 - 6. *Project Methodology and Schedule*
 - . *Very clear plan and manageable schedule*
 - .
 - .
 - 7. *Key Personnel and Project Management*
 - . *Small succinct team*
 - . *Good to have received and administered previous grant funds*
 - .
 - .
 - 8. *External Project Support*
 - . *Small scope of impact*
 - .

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018

RFP TITLE: Agricultural Development Grant

BIDDER NAME: Baker Brook Farm Creamery

DATE: June 3, 2021

EVALUATOR NAME: Rob Dumas

EVALUATOR DEPARTMENT:

.
.

II. Cost Proposal

1. Budget Narrative

- . *Very clear and concise*
- .
- .

2. Financial Viability

- . *Viable project*
- . *Opportunity for ROI*
- .
- .

3. Match

- . *Good match*
- .
- .
- .
- .
- .

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018
RFP TITLE: Agricultural Development Grant
BIDDER NAME: Bartlett Yarns
DATE: June 3, 2021
EVALUATOR NAME: Rob Dumas
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:

- I. *Project Narrative*
 1. *Commissioner Priority Areas*
 - . *Meets 4-5 priority areas in totality*
 - . *Very strong justification*
 - .
 2. *Identification of Need/Opportunity and Justification*
 - . *Clear need and opportunity to fill vacancy*
 - .
 - .
 3. *Project Goals and Objectives*
 - . *Simple and achievable*
 - . *Nice outline*
 - .
 - .
 4. *Innovation*
 - . *Nice degree of innovation relative to new animal fibers.*
 - .
 - .
 - .
 5. *Degree of Risk*
 - . *Low degree of risk*
 - . *Well researched*
 - .
 - .
 6. *Project Methodology and Schedule*
 - . *Clear goals and immediate availability*
 - .
 - .
 7. *Key Personnel and Project Management*
 - . *Small experienced team*
 - . *Good to see previous grant funds utilized*
 - .
 - .
 8. *External Project Support*
 - . *Wonderful to see the broad scope*
 - .

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018

RFP TITLE: Agricultural Development Grant

BIDDER NAME: Bartlett Yarns

DATE: June 3, 2021

EVALUATOR NAME: Rob Dumas

EVALUATOR DEPARTMENT:

.
.

II. Cost Proposal

1. Budget Narrative

. *Simple breakdown*

.
.

2. Financial Viability

. *Very high degree of viability*

. *Low cost*

.
.

3. Match

. *Good match*

.
.
.
.
.

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018
RFP TITLE: Agricultural Development Grant
BIDDER NAME: Bernaichie Property Maintenance
DATE: June 3, 2021
EVALUATOR NAME: Rob Dumas
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:

- I. *Project Narrative*
 1. *Commissioner Priority Areas*
 - *Meets 1-2 areas*
 -
 -
 2. *Identification of Need/Opportunity and Justification*
 - *Good to reduce costs for producers and increase efficiency*
 -
 -
 3. *Project Goals and Objectives*
 - *unclear goals*
 - *attainable objectives*
 -
 -
 -
 4. *Innovation*
 - *Meets potential need but not innovative*
 -
 -
 5. *Degree of Risk*
 - *Moderate risk*
 - *Unspecified customer base*
 -
 -
 6. *Project Methodology and Schedule*
 - *Straightforward process*
 - *No schedule outlined for drop and hook model*
 -
 7. *Key Personnel and Project Management*
 - *Small team with experience*
 - *New business venture*
 - *No grant experience*
 -
 8. *External Project Support*
 - *No customers identified to benefit from project*
 -

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018

RFP TITLE: Agricultural Development Grant

BIDDER NAME: Bernaichie Property Maintenance

DATE: June 3, 2021

EVALUATOR NAME: Rob Dumas

EVALUATOR DEPARTMENT:

.
.

II. Cost Proposal

1. Budget Narrative

- . *Simple and concise*
- . *No projections*

.

2. Financial Viability

- . *Reasonable viability*
- . *No PL statements*

.

.

.

3. Match

- . *Good match*

.

.

.

.

.

.

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018
RFP TITLE: Agricultural Development Grant
BIDDER NAME: Caswell Farm Creative LLC
DATE: May 21, 2021
EVALUATOR NAME: Rob Dumas
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:

- I. *Project Narrative*
 1. *Commissioner Priority Areas*
 - *Strong project with 4 areas well met*
 -
 -
 2. *Identification of Need/Opportunity and Justification*
 - *Definite need for processing infrastructure in Maine*
 - *Nice to add the education and outreach*
 -
 3. *Project Goals and Objectives*
 - *Good goals, but not clearly outlined as to what the grant is for specifically*
 - *Mostly justification for the proposed space.*
 - *Good objectives.*
 -
 4. *Innovation*
 - *Good innovation in the Commercial kitchen space*
 - *Fills geographic void*
 -
 -
 5. *Degree of Risk*
 - *Good likelihood of success*
 - *Moderate risk*
 -
 -
 6. *Project Methodology and Schedule*
 - *Clear schedule*
 - *Easily quantified impact*
 -
 7. *Key Personnel and Project Management*
 - *experienced team*
 -
 -
 -
 8. *External Project Support*
 - *Strong network in community*
 -

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018
RFP TITLE: Agricultural Development Grant
BIDDER NAME: Caswell Farm Creative LLC
DATE: May 21, 2021
EVALUATOR NAME: Rob Dumas
EVALUATOR DEPARTMENT:

.
.

II. Cost Proposal

- 1. *Budget Narrative*
 - . *Correctly filled out!*
 - . *Cost might have increased*
 - .
- 2. *Financial Viability*
 - . *Reasonable viability*
 - .
 - .
 - .
- 3. *Match*
 - . *Strong match*
 - .
 - .
 - .
 - .
 - .

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018
RFP TITLE: Agricultural Development Grant
BIDDER NAME: Chalet Farms LLC
DATE: June 3, 2021
EVALUATOR NAME: Rob Dumas
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:

- I. *Project Narrative*
 - 1. *Commissioner Priority Areas*
 - . *Meets multiple priority areas*
 - . *Organic practices are good for climate resilience*
 - .
 - 2. *Identification of Need/Opportunity and Justification*
 - . *Clear need for quality hay in Maine*
 - .
 - .
 - 3. *Project Goals and Objectives*
 - . *Simple and straightforward project*
 - .
 - .
 - .
 - 4. *Innovation*
 - . *No innovation*
 - .
 - .
 - .
 - 5. *Degree of Risk*
 - . *No risk*
 - .
 - .
 - .
 - 6. *Project Methodology and Schedule*
 - . *Quick and easy*
 - .
 - .
 - 7. *Key Personnel and Project Management*
 - . *Small team*
 - . *Simple management*
 - .
 - .
 - 8. *External Project Support*
 - . *In demand product for wide community of organic producers.*
 - .

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018
RFP TITLE: Agricultural Development Grant
BIDDER NAME: Chalet Farms LLC
DATE: June 3, 2021
EVALUATOR NAME: Rob Dumas
EVALUATOR DEPARTMENT:

.
.

II. Cost Proposal

- 1. *Budget Narrative*
 - . *Simple budget*
 - . *Low cost project*
 - .
- 2. *Financial Viability*
 - .
 - . *Reasonably viable*
 - .
 - .
 - .
- 3. *Match*
 - .
 - . *Only 20% match?*
 - .
 - .
 - .
 - .

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018
RFP TITLE: Agricultural Development Grant
BIDDER NAME: Crystal Springs Community Farm
DATE: June 3, 2021
EVALUATOR NAME: Rob Dumas
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:

- I. *Project Narrative*
 1. *Commissioner Priority Areas*
 - *Very strong application for priorities*
 -
 -
 2. *Identification of Need/Opportunity and Justification*
 - *Clear need and solid justification*
 - *Multiple LOS*
 -
 3. *Project Goals and Objectives*
 - *Clear straightforward goals*
 - *Well defined and thoughtful*
 -
 -
 4. *Innovation*
 - *Excellent innovative model for Maine*
 -
 -
 -
 5. *Degree of Risk*
 - *Low to moderate*
 -
 -
 -
 6. *Project Methodology and Schedule*
 - *Simple and achievable*
 -
 -
 7. *Key Personnel and Project Management*
 - *Very strong and experienced team.*
 -
 -
 -
 8. *External Project Support*
 - *Excellent external support and great representation of Maine resources*
 -

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018
RFP TITLE: Agricultural Development Grant
BIDDER NAME: Crystal Springs Community Farm
DATE: June 3, 2021
EVALUATOR NAME: Rob Dumas
EVALUATOR DEPARTMENT:

.
.

- II. *Cost Proposal*
 - 1. *Budget Narrative*
 - . *Great job filling out*
 - .
 - .
 - 2. *Financial Viability*
 - . *Good viability*
 - .
 - .
 - .
 - 3. *Match*
 - . *Good match*
 - .
 - .
 - .
 - .
 - .

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018
RFP TITLE: Agricultural Development Grant
BIDDER NAME: Farmer Kev Organic LLC
DATE: June 3, 2021
EVALUATOR NAME: Rob Dumas
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:

- I. *Project Narrative*
 - 1. *Commissioner Priority Areas*
 - . *Meets 2-3 areas well*
 - . *Small scope of impact*
 - .
 - 2. *Identification of Need/Opportunity and Justification*
 - . *Clear need outlined and good justification provided*
 - .
 - .
 - 3. *Project Goals and Objectives*
 - . *Clearly explained*
 - . *Quantified impact*
 - .
 - .
 - 4. *Innovation*
 - . *Nominal innovation*
 - . *Passive sharing*
 - .
 - .
 - 5. *Degree of Risk*
 - . *Very low risk*
 - .
 - .
 - .
 - 6. *Project Methodology and Schedule*
 - . *Simple methodology*
 - . *Succinct schedule*
 - .
 - 7. *Key Personnel and Project Management*
 - . *Strong educated team*
 - . *Good experience*
 - .
 - .
 - 8. *External Project Support*
 - . *Nominal external support*
 - .

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018

RFP TITLE: Agricultural Development Grant

BIDDER NAME: Farmer Kev Organic LLC

DATE: June 3, 2021

EVALUATOR NAME: Rob Dumas

EVALUATOR DEPARTMENT:

.
.

II. Cost Proposal

1. Budget Narrative

. *Clear and simple*

.
.

2. Financial Viability

. *High viability and proven financials*

.
.
.
.

3. Match

. *Good match*

.
.
.
.
.

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018
RFP TITLE: Agricultural Development Grant
BIDDER NAME: Five Pillars Butchery
DATE: June 3, 2021
EVALUATOR NAME: Rob Dumas
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:

- I. *Project Narrative*
 - 1. *Commissioner Priority Areas*
 - *Meets multiple areas*
 -
 -
 - 2. *Identification of Need/Opportunity and Justification*
 - *Definite need and good justification*
 -
 -
 - 3. *Project Goals and Objectives*
 - *Clear goals though funding only addresses subset of larger goal*
 -
 -
 - 4. *Innovation*
 - *Moderate innovation*
 - *Culturally appropriate food*
 -
 -
 - 5. *Degree of Risk*
 - *Moderate- High, though mitigated by focusing on Poultry*
 - *Need HACCP plan and training*
 -
 -
 - 6. *Project Methodology and Schedule*
 - *Good methodology*
 - *Long timeline*
 -
 - 7. *Key Personnel and Project Management*
 - *Good team experience*
 -
 -
 - 8. *External Project Support*
 - *Minimal external support*
 -

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018
RFP TITLE: Agricultural Development Grant
BIDDER NAME: Five Pillars Butchery
DATE: June 3, 2021
EVALUATOR NAME: Rob Dumas
EVALUATOR DEPARTMENT:

.
.

II. Cost Proposal

- 1. *Budget Narrative*
 - *Clear Budget*
 -
 -
- 2. *Financial Viability*
 - *Hopeful viability*
 -
 -
 -
- 3. *Match*
 - *Strong match*
 -
 -
 -
 -
 -

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018
RFP TITLE: Agricultural Development Grant
BIDDER NAME: Greens Geans LLC
DATE: June 3, 2021
EVALUATOR NAME: Rob Dumas
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:

- I. *Project Narrative*
 - 1. *Commissioner Priority Areas*
 - *Meets 1-2 priority areas*
 -
 -
 - 2. *Identification of Need/Opportunity and Justification*
 - *Definite need for processing of fruits and veg in Maine*
 -
 -
 - 3. *Project Goals and Objectives*
 - *Nice goal, but very limited scope of impact*
 -
 -
 - 4. *Innovation*
 - *Innovative for Maine, but freeze drying is widely implemented*
 -
 -
 - 5. *Degree of Risk*
 - *Low*
 -
 -
 - 6. *Project Methodology and Schedule*
 - *Very simple and short*
 -
 -
 - 7. *Key Personnel and Project Management*
 - *Small team*
 - *No grant experience*
 -
 -
 - 8. *External Project Support*
 - *None*
 -

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018
RFP TITLE: Agricultural Development Grant
BIDDER NAME: Greens Geans LLC
DATE: June 3, 2021
EVALUATOR NAME: Rob Dumas
EVALUATOR DEPARTMENT:

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- II. *Cost Proposal*
 - 1. *Budget Narrative*
 - . *Simple*
 - .
 - .
 - 2. *Financial Viability*
 - . *Good*
 - . *Low cost*
 - .
 - .
 - .
 - 3. *Match*
 - . *Good match*
 - .
 - .
 - .
 - .
 - .

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018
RFP TITLE: Agricultural Development Grant
BIDDER NAME: Hamilton Farm
DATE: May 31, 2021
EVALUATOR NAME: Rob Dumas
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:

- I. Project Narrative
 - 1. Commissioner Priority Areas
 - . Meets 1-2 areas
 - .
 - .
 - 2. Identification of Need/Opportunity and Justification
 - . Clear need to re invent farm business
 - . Speculative on opportunity
 - .
 - 3. Project Goals and Objectives
 - . Not clear what goal is?
 - .
 - .
 - .
 - 4. Innovation
 - . None
 - .
 - .
 - .
 - 5. Degree of Risk
 - . Moderate to high
 - .
 - .
 - .
 - 6. Project Methodology and Schedule
 - . unclear
 - .
 - .
 - 7. Key Personnel and Project Management
 - . Small team
 - . Good experience
 - .
 - .
 - 8. External Project Support
 - . none
 - .

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018
RFP TITLE: Agricultural Development Grant
BIDDER NAME: Hamilton Farm
DATE: May 31, 2021
EVALUATOR NAME: Rob Dumas
EVALUATOR DEPARTMENT:

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- II. *Cost Proposal*
 - 1. *Budget Narrative*
 - . *Simple*
 - .
 - .
 - 2. *Financial Viability*
 - . *Uncertain*
 - .
 - .
 - .
 - 3. *Match*
 - . *good*
 - .
 - .
 - .
 - .
 - .

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018
RFP TITLE: Agricultural Development Grant
BIDDER NAME: Hazel Hill Orchard
DATE: June 3, 2021
EVALUATOR NAME: Rob Dumas
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:

- I. *Project Narrative*
 - 1. *Commissioner Priority Areas*
 - *Meets 2-3 priority areas*
 -
 -
 - 2. *Identification of Need/Opportunity and Justification*
 - *No clear need*
 - *Very interesting concept*
 - *Could be scalable model*
 -
 - 3. *Project Goals and Objectives*
 - *Clear goals*
 - *Worthy objective*
 -
 -
 - 4. *Innovation*
 - *Interesting and innovative*
 -
 -
 -
 - 5. *Degree of Risk*
 - *Very low*
 -
 -
 -
 - 6. *Project Methodology and Schedule*
 - *Good methodology*
 - *Short schedule*
 -
 - 7. *Key Personnel and Project Management*
 - *Experienced PI*
 -
 -
 -
 - 8. *External Project Support*
 - *None*

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018
RFP TITLE: Agricultural Development Grant
BIDDER NAME: Hazel Hill Orchard
DATE: June 3, 2021
EVALUATOR NAME: Rob Dumas
EVALUATOR DEPARTMENT:

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II. Cost Proposal

- 1. *Budget Narrative*
 - . *Simple*
 - . *Low cost*
 - .
- 2. *Financial Viability*
 - . *Moderate*
 - .
 - .
 - .
- 3. *Match*
 - . *Good*
 - .
 - .
 - .
 - .
 - .

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018
RFP TITLE: Agricultural Development Grant
BIDDER NAME: Jeanette Graybill
DATE: June 3, 2021
EVALUATOR NAME: Rob Dumas
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:

- I. *Project Narrative*
 - 1. *Commissioner Priority Areas*
 - *Meets 1-2 areas*
 -
 -
 - 2. *Identification of Need/Opportunity and Justification*
 - *Definite need for food co-processing space in Northern Maine*
 - *Proposed space is very small*
 -
 - 3. *Project Goals and Objectives*
 - *Clearly explained goals*
 - *Well researched objectives*
 -
 -
 - 4. *Innovation*
 - *Low*
 -
 -
 -
 - 5. *Degree of Risk*
 - *High*
 -
 -
 -
 - 6. *Project Methodology and Schedule*
 - *Clear schedule*
 -
 -
 - 7. *Key Personnel and Project Management*
 - *Small team*
 - *No experience in food processing*
 -
 -
 - 8. *External Project Support*
 - *None*
 -

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018
RFP TITLE: Agricultural Development Grant
BIDDER NAME: Jeanette Graybill
DATE: June 3, 2021
EVALUATOR NAME: Rob Dumas
EVALUATOR DEPARTMENT:

.
.

II. Cost Proposal

- 1. *Budget Narrative*
 - . *Clear budget*
 - . *Based on internet listings*
 - .
- 2. *Financial Viability*
 - . *Highly speculative*
 - . *No forecast for sales*
 - .
 - .
 - .
- 3. *Match*
 - . *Good match*
 - .
 - .
 - .
 - .
 - .
 - .

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018
RFP TITLE: Agricultural Development Grant
BIDDER NAME: Long Cove Sea Farm
DATE: May 31, 2021
EVALUATOR NAME: Rob Dumas
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:

- I. *Project Narrative*
 - 1. *Commissioner Priority Areas*
 - . *Meets 1-2*
 - .
 - .
 - 2. *Identification of Need/Opportunity and Justification*
 - . *Well explained need*
 - . *Could benefit multiple producers if successful*
 - .
 - 3. *Project Goals and Objectives*
 - . *Clear goals*
 - . *Simple objectives*
 - .
 - .
 - 4. *Innovation*
 - . *moderate*
 - .
 - .
 - .
 - 5. *Degree of Risk*
 - . *low*
 - .
 - .
 - .
 - 6. *Project Methodology and Schedule*
 - . *Practical and attainable*
 - . *clear*
 - .
 - 7. *Key Personnel and Project Management*
 - . *Small experienced team*
 - .
 - .
 - .
 - 8. *External Project Support*
 - . *none*
 - .

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018
RFP TITLE: Agricultural Development Grant
BIDDER NAME: Long Cove Sea Farm
DATE: May 31, 2021
EVALUATOR NAME: Rob Dumas
EVALUATOR DEPARTMENT:

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.

- II. *Cost Proposal*
 - 1. *Budget Narrative*
 - . *Clear and simple*
 - .
 - .
 - 2. *Financial Viability*
 - . *good*
 - .
 - .
 - .
 - 3. *Match*
 - . *good*
 - .
 - .
 - .
 - .
 - .

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018
RFP TITLE: Agricultural Development Grant
BIDDER NAME: Maine Aquaculture Innovation Center
DATE: May 31, 2021
EVALUATOR NAME: Rob Dumas
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:

- I. *Project Narrative*
 1. *Commissioner Priority Areas*
 - *Meets multiple areas*
 - *Great scope of impact*
 -
 2. *Identification of Need/Opportunity and Justification*
 - *Clear need*
 - *Excellent well researched justification*
 -
 3. *Project Goals and Objectives*
 - *Clear smart goals*
 - *Measurable objectives*
 -
 4. *Innovation*
 - *Allows for innovation across the sector*
 -
 -
 5. *Degree of Risk*
 - *Very low*
 -
 -
 6. *Project Methodology and Schedule*
 - *Clear*
 - *Easy to execute*
 -
 7. *Key Personnel and Project Management*
 - *Very experienced team*
 -
 -
 8. *External Project Support*
 - *Lots of support*
 - *Well researched*

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018
RFP TITLE: Agricultural Development Grant
BIDDER NAME: Maine Aquaculture Innovation Center
DATE: May 31, 2021
EVALUATOR NAME: Rob Dumas
EVALUATOR DEPARTMENT:

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.

II. Cost Proposal

1. *Budget Narrative*
 . *Clear budget*

.
.

2. *Financial Viability*
 . *Very high*

.
.
.
.

3. *Match*
 . *Clear match*

.
.
.
.

 . *Great application*

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018

RFP TITLE: Agricultural Development Grant

BIDDER NAME: Maine Cheese Guild

DATE: May 31, 2021

EVALUATOR NAME: Rob Dumas

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:

I. Project Narrative

1. *Commissioner Priority Areas*
 - *Strong scope of impact*
 - *Serves broad network of producers*
 -
2. *Identification of Need/Opportunity and Justification*
 - *Good identification of need*
 - *Clear justification*
 -
3. *Project Goals and Objectives*
 - *Clear concise goals*
 - *Well defined objectives*
 -
4. *Innovation*
 - *Not innovative*
 -
 -
5. *Degree of Risk*
 - *Very low*
 -
 -
6. *Project Methodology and Schedule*
 - *Excellent*
 - *Clear schedule*
 -
7. *Key Personnel and Project Management*
 - *Exceptional team*
 -
 -
8. *External Project Support*
 - *Outstanding support*
 -
 -

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018
RFP TITLE: Agricultural Development Grant
BIDDER NAME: Maine Cheese Guild
DATE: May 31, 2021
EVALUATOR NAME: Rob Dumas
EVALUATOR DEPARTMENT:

- II. *Cost Proposal*
 - 1. *Budget Narrative*
 - *Clear*
 -
 -
 - 2. *Financial Viability*
 - *High*
 -
 -
 -
 - 3. *Match*
 - *Good match*
 -
 -
 -
 -
 - *Excellent application*

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018
RFP TITLE: Agricultural Development Grant
BIDDER NAME: Maine Farmland Trust
DATE: May 31, 2021
EVALUATOR NAME: Rob Dumas
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:

- I. *Project Narrative*
 - 1. *Commissioner Priority Areas*
 - *Strongly meets 1 and 2*
 - *Great scope of impact*
 - *Very meaningful and substantive*
 - 2. *Identification of Need/Opportunity and Justification*
 - *Clear need*
 - *Great justification*
 -
 - 3. *Project Goals and Objectives*
 - *Clear and measurable*
 -
 -
 -
 - 4. *Innovation*
 - *Moderate*
 -
 -
 -
 - 5. *Degree of Risk*
 - *Very low*
 -
 -
 -
 - 6. *Project Methodology and Schedule*
 - *Clear methodology*
 - *Timely*
 -
 - 7. *Key Personnel and Project Management*
 - *Excellent team*
 - *Proven track record*
 -
 -
 - 8. *External Project Support*
 - *Outstanding support*
 -

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018
RFP TITLE: Agricultural Development Grant
BIDDER NAME: Maine Farmland Trust
DATE: May 31, 2021
EVALUATOR NAME: Rob Dumas
EVALUATOR DEPARTMENT:

.
.

II. Cost Proposal

1. *Budget Narrative*
 . *Very clear*

.
.

2. *Financial Viability*
 . *Very high*

.
.
.
.

3. *Match*
 . *Good*

.
.
.
.

 . *Top application*

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018
RFP TITLE: Agricultural Development Grant
BIDDER NAME: Maine Grains
DATE: May 31, 2021
EVALUATOR NAME: Rob Dumas
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:

- I. *Project Narrative*
 - 1. *Commissioner Priority Areas*
 - *Strongly meets multiple areas*
 - *Supports whole ag sector*
 -
 - 2. *Identification of Need/Opportunity and Justification*
 - *Clear opportunity to diversify*
 - *Good justification*
 -
 - 3. *Project Goals and Objectives*
 - *Well defined and clear*
 -
 -
 -
 - 4. *Innovation*
 - *Excellent innovation*
 -
 -
 -
 - 5. *Degree of Risk*
 - *moderate*
 -
 -
 -
 - 6. *Project Methodology and Schedule*
 - *Clear schedule*
 - *Good outline*
 -
 - 7. *Key Personnel and Project Management*
 - *Accomplished and capable team*
 -
 -
 -
 - 8. *External Project Support*
 - *Excellent network of support*
 -

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018
RFP TITLE: Agricultural Development Grant
BIDDER NAME: Maine Grains
DATE: May 31, 2021
EVALUATOR NAME: Rob Dumas
EVALUATOR DEPARTMENT:

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.

- II. *Cost Proposal*
 - 1. *Budget Narrative*
 - . *Clear*
 - .
 - .
 - 2. *Financial Viability*
 - . *High*
 - .
 - .
 - .
 - 3. *Match*
 - . *Good*
 - .
 - .
 - .
 - .
 - . *Excellent application*

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018
RFP TITLE: Agricultural Development Grant
BIDDER NAME: McGaffey Mountain Hops
DATE: May 31, 2021
EVALUATOR NAME: Rob Dumas
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:

- I. Project Narrative
 - 1. Commissioner Priority Areas
 - . Doesn't meet
 - .
 - .
 - 2. Identification of Need/Opportunity and Justification
 - . Nominal justification
 - .
 - .
 - 3. Project Goals and Objectives
 - . Clear goals
 - .
 - .
 - 4. Innovation
 - . Nominal
 - .
 - .
 - 5. Degree of Risk
 - . Moderate to high
 - .
 - .
 - 6. Project Methodology and Schedule
 - . None provided
 - .
 - .
 - 7. Key Personnel and Project Management
 - . Small team with no experience in agriculture
 - .
 - .
 - 8. External Project Support
 - . None
 - .

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018

RFP TITLE: Agricultural Development Grant

BIDDER NAME: McGaffey Mountain Hops

DATE: May 31, 2021

EVALUATOR NAME: Rob Dumas

EVALUATOR DEPARTMENT:

.
.

II. Cost Proposal

1. Budget Narrative

. *Incorrectly filed out*

.
.

2. Financial Viability

. *risky*

.
.
.
.

3. Match

. *Not clear*

.
.
.
.
.

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018
RFP TITLE: Agricultural Development Grant
BIDDER NAME: Motodoll LLC
DATE: June 4, 2021
EVALUATOR NAME: Rob Dumas
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:

- I. *Project Narrative*
 - 1. *Commissioner Priority Areas*
 - . *Meets 1*
 - . *Limited scope of impact*
 - .
 - 2. *Identification of Need/Opportunity and Justification*
 - . *Unclear as to need or opportunity*
 - .
 - .
 - 3. *Project Goals and Objectives*
 - . *Not well defined*
 - . *Unclear objectives*
 - .
 - .
 - 4. *Innovation*
 - . *none*
 - .
 - .
 - .
 - 5. *Degree of Risk*
 - . *Moderate to high*
 - .
 - .
 - .
 - 6. *Project Methodology and Schedule*
 - . *Unclear*
 - .
 - .
 - 7. *Key Personnel and Project Management*
 - . *Minimal experience in agriculture*
 - .
 - .
 - .
 - 8. *External Project Support*
 - . *Established demand*
 - .

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018
RFP TITLE: Agricultural Development Grant
BIDDER NAME: Motodoll LLC
DATE: June 4, 2021
EVALUATOR NAME: Rob Dumas
EVALUATOR DEPARTMENT:

.
.

II. Cost Proposal

- 1. *Budget Narrative*
 - . *First time that specifics are outlined*
 - .
 - .
- 2. *Financial Viability*
 - . *PL not clear*
 - .
 - .
 - .
- 3. *Match*
 - . *Meets*
 - .
 - .
 - .
 - .
 - .

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018
RFP TITLE: Agricultural Development Grant
BIDDER NAME: New Meadows River Shellfish
DATE: June 1, 2021
EVALUATOR NAME: Rob Dumas
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:

- I. *Project Narrative*
 1. *Commissioner Priority Areas*
 - . *Fits well with many priorities*
 - .
 - . *Serves many producers*
 2. *Identification of Need/Opportunity and Justification*
 - . *Clear opportunity and well justified*
 - .
 - .
 3. *Project Goals and Objectives*
 - . *Straightforward and achievable*
 - . *Clearly outlined*
 - .
 - .
 4. *Innovation*
 - . *A good model for many Maine Ag sectors.*
 - .
 - .
 - .
 5. *Degree of Risk*
 - . *Low*
 - .
 - .
 - .
 6. *Project Methodology and Schedule*
 - . *Ready to go and simple*
 - .
 - .
 7. *Key Personnel and Project Management*
 - . *Very strong team*
 - . *Large pool of experience*
 - .
 - .
 8. *External Project Support*
 - . *Strong support and well networked*
 - .

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018

RFP TITLE: Agricultural Development Grant

BIDDER NAME: New Meadows River Shellfish

DATE: June 1, 2021

EVALUATOR NAME: Rob Dumas

EVALUATOR DEPARTMENT:

.
.

II. Cost Proposal

1. Budget Narrative

. *Clear and well detailed*

.
.

2. Financial Viability

. *High viability*

.
.
.
.

3. Match

. *Good*

.
.
.
.
.

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018
RFP TITLE: Agricultural Development Grant
BIDDER NAME: Ocean Approved
DATE: May 31, 2021
EVALUATOR NAME: Rob Dumas
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:

- I. *Project Narrative*
 - 1. *Commissioner Priority Areas*
 - *Fits perfectly with all*
 -
 -
 - 2. *Identification of Need/Opportunity and Justification*
 - *Clear opportunity and need*
 -
 -
 - 3. *Project Goals and Objectives*
 - *Goals are simple and straightforward*
 - *Clear objectives*
 -
 -
 - 4. *Innovation*
 - *Pioneers in the field*
 -
 -
 -
 - 5. *Degree of Risk*
 - *Low, proven track record of success*
 -
 -
 -
 - 6. *Project Methodology and Schedule*
 - *Simple and easy to execute*
 -
 -
 - 7. *Key Personnel and Project Management*
 - *Strong experienced team*
 -
 -
 -
 - 8. *External Project Support*
 - *Large group of producers*
 - *Strong support*

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018
RFP TITLE: Agricultural Development Grant
BIDDER NAME: Ocean Approved
DATE: May 31, 2021
EVALUATOR NAME: Rob Dumas
EVALUATOR DEPARTMENT:

.
.

II. Cost Proposal

1. Budget Narrative

. *Well done*
.
.

2. Financial Viability

. *High viability*
.
.
.

3. Match

. *Very strong match*
.
.
.
.
.

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018
RFP TITLE: Agricultural Development Grant
BIDDER NAME: Olde Haven Farm
DATE: May 31, 2021
EVALUATOR NAME: Rob Dumas
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:

- I. *Project Narrative*
 - 1. *Commissioner Priority Areas*
 - *Meets 2-3 areas*
 -
 -
 - 2. *Identification of Need/Opportunity and Justification*
 - *Clear opportunity*
 - *Definite need for processing infrastructure*
 - *Only serves one additional farm*
 - 3. *Project Goals and Objectives*
 - *Clear goals*
 - *Detailed objectives*
 -
 -
 - 4. *Innovation*
 - *Nominal innovation*
 -
 -
 -
 - 5. *Degree of Risk*
 - *Moderate to low risk*
 - *Has shown YOY growth*
 -
 -
 - 6. *Project Methodology and Schedule*
 - *Straightforward and clear*
 -
 -
 - 7. *Key Personnel and Project Management*
 - *Small experienced team*
 -
 -
 -
 - 8. *External Project Support*
 - *Nominal support outside of one lamb supplier*
 -

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018
RFP TITLE: Agricultural Development Grant
BIDDER NAME: Olde Haven Farm
DATE: May 31, 2021
EVALUATOR NAME: Rob Dumas
EVALUATOR DEPARTMENT:

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- II. *Cost Proposal*
 - 1. *Budget Narrative*
 - . *Very well done*
 - .
 - .
 - 2. *Financial Viability*
 - . *Good viability*
 - .
 - .
 - .
 - 3. *Match*
 - . *Very strong match*
 - .
 - .
 - .
 - .
 - .

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018
RFP TITLE: Agricultural Development Grant
BIDDER NAME: Passamaquoddy Wild Blueberry Company
DATE: June 3, 2021
EVALUATOR NAME: Rob Dumas
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:

- I. *Project Narrative*
 - 1. *Commissioner Priority Areas*
 - . *Meets 2-3*
 - . *Would be nice to see in house processing and co processing for other producers*
 - .
 - 2. *Identification of Need/Opportunity and Justification*
 - . *Clear opportunity*
 - . *Need more justification*
 - .
 - 3. *Project Goals and Objectives*
 - . *Clear goals*
 - . *Attainable objectives*
 - .
 - 4. *Innovation*
 - . *Moderate innovation*
 - . *Dried WBB have been done before, but not currently available*
 - .
 - 5. *Degree of Risk*
 - . *Low to moderate*
 - . *Who is the external processor?*
 - .
 - 6. *Project Methodology and Schedule*
 - . *Simple methodology*
 - . *Succinct schedule*
 - .
 - 7. *Key Personnel and Project Management*
 - . *Small experienced team*
 - .
 - .
 - 8. *External Project Support*
 - . *Nominal external support*
 - . *Insular project*

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018
RFP TITLE: Agricultural Development Grant
BIDDER NAME: Passamaquoddy Wild Blueberry Company
DATE: June 3, 2021
EVALUATOR NAME: Rob Dumas
EVALUATOR DEPARTMENT:

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II. Cost Proposal

- 1. *Budget Narrative*
 - . *Good breakdown*
 - .
 - .
- 2. *Financial Viability*
 - . *Moderate viability*
 - .
 - .
 - .
- 3. *Match*
 - . *High match*
 - .
 - .
 - .
 - .
 - .

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018
RFP TITLE: Agricultural Development Grant
BIDDER NAME: Roux's Farms
DATE: May 31, 2021
EVALUATOR NAME: Rob Dumas
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:

- I. *Project Narrative*
 - 1. *Commissioner Priority Areas*
 - *Meets 1-2*
 - *Insular focus*
 -
 - 2. *Identification of Need/Opportunity and Justification*
 - *Clear need to diversify*
 -
 -
 - 3. *Project Goals and Objectives*
 - *Simple goals*
 -
 -
 - 4. *Innovation*
 - *Nominal innovation*
 -
 -
 - 5. *Degree of Risk*
 - *Moderate risk*
 -
 -
 - 6. *Project Methodology and Schedule*
 - *Loose schedule and methodology*
 -
 -
 - 7. *Key Personnel and Project Management*
 - *Small dedicated team*
 - *No food processing experience*
 -
 -
 - 8. *External Project Support*
 - *No external support*
 -

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018
RFP TITLE: Agricultural Development Grant
BIDDER NAME: Roux's Farms
DATE: May 31, 2021
EVALUATOR NAME: Rob Dumas
EVALUATOR DEPARTMENT:

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II. Cost Proposal

- 1. *Budget Narrative*
 - . *Not well detailed*
 - .
 - .
- 2. *Financial Viability*
 - . *Moderate to low viability*
 - .
 - .
 - .
- 3. *Match*
 - . *Good*
 - .
 - .
 - .
 - .
 - .

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018
RFP TITLE: Agricultural Development Grant
BIDDER NAME: Snowy Farms
DATE: May 31, 2021
EVALUATOR NAME: Rob Dumas
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:

- I. *Project Narrative*
 - 1. *Commissioner Priority Areas*
 - . *Meets 1-2*
 - . *Insular focus*
 - .
 - 2. *Identification of Need/Opportunity and Justification*
 - . *Software keeps being mentioned, but grant is for construction?*
 - .
 - .
 - 3. *Project Goals and Objectives*
 - . *Simple infrastructure buildout*
 - .
 - .
 - .
 - 4. *Innovation*
 - . *Construction is not innovative*
 - . *Software is innovative, but not the focus of the funding?*
 - .
 - .
 - 5. *Degree of Risk*
 - . *Moderate*
 - .
 - .
 - .
 - 6. *Project Methodology and Schedule*
 - . *Somewhat unclear*
 - .
 - .
 - 7. *Key Personnel and Project Management*
 - . *Small team with good experience*
 - .
 - .
 - .
 - 8. *External Project Support*
 - . *Nominal external support*
 - .

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018
RFP TITLE: Agricultural Development Grant
BIDDER NAME: Snowy Farms
DATE: May 31, 2021
EVALUATOR NAME: Rob Dumas
EVALUATOR DEPARTMENT:

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II. Cost Proposal

- 1. *Budget Narrative*
 - . *Simple*
 - .
 - .
- 2. *Financial Viability*
 - . *Unsure, no PL provided*
 - .
 - .
 - .
- 3. *Match*
 - . *Good*
 - .
 - .
 - .
 - .
 - .

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018
RFP TITLE: Agricultural Development Grant
BIDDER NAME: Somali Bantu Community Association
DATE: June 3, 2021
EVALUATOR NAME: Rob Dumas
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:

- I. *Project Narrative*
 1. *Commissioner Priority Areas*
 - *Meets nearly all*
 - *Excellent application*
 -
 2. *Identification of Need/Opportunity and Justification*
 - *Clear opportunity*
 - *Great justification of need*
 -
 3. *Project Goals and Objectives*
 - *Very clear and well defined*
 -
 -
 -
 4. *Innovation*
 - *Innovative model for community sustainability*
 -
 -
 -
 5. *Degree of Risk*
 - *Low risk*
 -
 -
 -
 6. *Project Methodology and Schedule*
 - *Best schedule and methodology of any application*
 - *Great job*
 -
 7. *Key Personnel and Project Management*
 - *Excellent team*
 -
 -
 -
 8. *External Project Support*
 - *Excellent support network*
 - *Leveraging existing resources*

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018
RFP TITLE: Agricultural Development Grant
BIDDER NAME: Somali Bantu Community Association
DATE: June 3, 2021
EVALUATOR NAME: Rob Dumas
EVALUATOR DEPARTMENT:

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II. Cost Proposal

- 1. *Budget Narrative*
 - . *Needs to be more clear*
 - . *How are costs estimated*

- 2. *Financial Viability*
 - . *Good viability*

- 3. *Match*
 - . *Strong match*

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**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018
RFP TITLE: Agricultural Development Grant
BIDDER NAME: The Good Crust
DATE: June 1, 2021
EVALUATOR NAME: Rob Dumas
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:

- I. *Project Narrative*
 - 1. *Commissioner Priority Areas*
 - *Meets 2-3 areas*
 - *Has an impact on Ag sector*
 -
 - 2. *Identification of Need/Opportunity and Justification*
 - *Good opportunity to highlight Maine Ag product*
 -
 -
 - 3. *Project Goals and Objectives*
 - *Simple and concise*
 -
 -
 -
 - 4. *Innovation*
 - *low*
 - *Does feature commitment to local Ag*
 -
 -
 - 5. *Degree of Risk*
 - *Moderate, pizza is a crowded market in Maine*
 -
 -
 -
 - 6. *Project Methodology and Schedule*
 - *Clear and achievable*
 -
 -
 - 7. *Key Personnel and Project Management*
 - *Good experience*
 -
 -
 -
 - 8. *External Project Support*
 - *Good network of support*
 -

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018
RFP TITLE: Agricultural Development Grant
BIDDER NAME: The Good Crust
DATE: June 1, 2021
EVALUATOR NAME: Rob Dumas
EVALUATOR DEPARTMENT:

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- II. *Cost Proposal*
 - 1. *Budget Narrative*
 - . *Clear and simple*
 - .
 - .
 - 2. *Financial Viability*
 - . *moderate*
 - .
 - .
 - .
 - 3. *Match*
 - . *Strong match*
 - .
 - .
 - .
 - .
 - .

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018
RFP TITLE: Agricultural Development Grant
BIDDER NAME: The Goronson Farm
DATE: June 1, 2021
EVALUATOR NAME: Rob Dumas
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:

- I. *Project Narrative*
 1. *Commissioner Priority Areas*
 - . *Meets 2-3*
 - . *Very insular focus*
 - .
 2. *Identification of Need/Opportunity and Justification*
 - . *Clear need to expand consumer base*
 - . *Well justified*
 - .
 3. *Project Goals and Objectives*
 - . *Smart goals*
 - . *Good job outlining*
 - .
 4. *Innovation*
 - . *Nominal innovation*
 - .
 - .
 5. *Degree of Risk*
 - . *Moderate degree of risk*
 - .
 - .
 6. *Project Methodology and Schedule*
 - . *Simplistic and attainable*
 - .
 7. *Key Personnel and Project Management*
 - . *Small team*
 - . *Good grant experience*
 - .
 8. *External Project Support*
 - . *Well networked in Maine Ag Community*
 - .

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018
RFP TITLE: Agricultural Development Grant
BIDDER NAME: The Goronson Farm
DATE: June 1, 2021
EVALUATOR NAME: Rob Dumas
EVALUATOR DEPARTMENT:

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- II. *Cost Proposal*
 - 1. *Budget Narrative*
 - . *Clear*
 - .
 - .
 - 2. *Financial Viability*
 - . *Moderate to low*
 - .
 - .
 - .
 - 3. *Match*
 - . *Good*
 - .
 - .
 - .
 - .
 - .

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018
RFP TITLE: Agricultural Development Grant
BIDDER NAME: Thirty Acre Farm
DATE: June 1, 2021
EVALUATOR NAME: Rob Dumas
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:

- I. *Project Narrative*
 - 1. *Commissioner Priority Areas*
 - *Meets several areas*
 -
 -
 - 2. *Identification of Need/Opportunity and Justification*
 - *Clear need*
 - *Creative solution with lots of application*
 -
 - 3. *Project Goals and Objectives*
 - *Clear and well described*
 -
 -
 -
 - 4. *Innovation*
 - *Most innovative application of group*
 -
 -
 -
 - 5. *Degree of Risk*
 - *Low*
 -
 -
 -
 - 6. *Project Methodology and Schedule*
 - *Strong methodology*
 - *Concise schedule*
 -
 - 7. *Key Personnel and Project Management*
 - *Small but competent team*
 - *Good grant experience*
 -
 -
 - 8. *External Project Support*
 - *Excellent network of support*
 -

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018
RFP TITLE: Agricultural Development Grant
BIDDER NAME: Thirty Acre Farm
DATE: June 1, 2021
EVALUATOR NAME: Rob Dumas
EVALUATOR DEPARTMENT:

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- II. *Cost Proposal*
 - 1. *Budget Narrative*
 - . *Well done*
 - .
 - .
 - 2. *Financial Viability*
 - . *Very good*
 - .
 - .
 - .
 - 3. *Match*
 - . *Excellent*
 - .
 - .
 - .
 - .
 - . *Top application*

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018
RFP TITLE: Agricultural Development Grant
BIDDER NAME: Tilth and Timber
DATE: June 1, 2021
EVALUATOR NAME: Rob Dumas
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:

- I. *Project Narrative*
 - 1. *Commissioner Priority Areas*
 - . *Meets 1-2*
 - . *Insular impact*
 - .
 - 2. *Identification of Need/Opportunity and Justification*
 - . *Clear need to serve community*
 - .
 - .
 - 3. *Project Goals and Objectives*
 - . *Straightforward and concise*
 - .
 - .
 - .
 - 4. *Innovation*
 - . *Low innovation*
 - .
 - .
 - .
 - 5. *Degree of Risk*
 - . *Low to moderate*
 - .
 - .
 - .
 - 6. *Project Methodology and Schedule*
 - . *Clear and simple*
 - .
 - .
 - 7. *Key Personnel and Project Management*
 - . *Small team with practical experience*
 - .
 - .
 - .
 - 8. *External Project Support*
 - . *Nominal external support*
 - .

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018
RFP TITLE: Agricultural Development Grant
BIDDER NAME: Tilth and Timber
DATE: June 1, 2021
EVALUATOR NAME: Rob Dumas
EVALUATOR DEPARTMENT:

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- II. *Cost Proposal*
 - 1. *Budget Narrative*
 - . *Simple*
 - .
 - .
 - 2. *Financial Viability*
 - . *moderate*
 - .
 - .
 - .
 - 3. *Match*
 - . *Good match*
 - .
 - .
 - .
 - .
 - .

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018
RFP TITLE: Agricultural Development Grant
BIDDER NAME: Wild Blueberry Commission
DATE:
EVALUATOR NAME:
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:

- I. *Project Narrative*
 - 1. *Commissioner Priority Areas*
 - *Meets 2 areas strongly*
 - *Excellent application*
 -
 - 2. *Identification of Need/Opportunity and Justification*
 - *Great idea to meet needs*
 - *Very clear justification*
 - *Great graphics, well done*
 - 3. *Project Goals and Objectives*
 - *Very clear and well described*
 -
 -
 -
 - 4. *Innovation*
 - *Very innovative for the WBB segment*
 -
 -
 -
 - 5. *Degree of Risk*
 - *Moderate to low*
 - *Worth trying despite the risk*
 -
 -
 - 6. *Project Methodology and Schedule*
 - *Well done*
 - *Very clear*
 -
 - 7. *Key Personnel and Project Management*
 - *Excellent team*
 - *Very capable*
 -
 -
 - 8. *External Project Support*
 - *Great network of support*
 - *Whole network of growers*

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2021102018

RFP TITLE: Agricultural Development Grant

BIDDER NAME: Wild Blueberry Commission

DATE:

EVALUATOR NAME:

EVALUATOR DEPARTMENT:

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II. Cost Proposal

1. Budget Narrative

. Very clear

*.
.*

2. Financial Viability

. Excellent

*.
.
.
.*

3. Match

. Very strong

*.
.
.
.*

. Top application



STATE OF MAINE
DEPARTMENT OF AGRICULTURE, CONSERVATION
AND FORESTRY

Janet T. Mills
Governor

Amanda E. Beal
Commissioner

AGREEMENT AND DISCLOSURE STATEMENT
RFP #: 202102018
RFP TITLE: Agricultural Development Grant

I, Alex Williams accept the offer to become a member of the Request for Proposals (RFP) Evaluation Team for the State of Maine Department of Agriculture, Conservation, and 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 that the evaluation process is to be conducted in an impartial manner. 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 funding decision notices for public distribution.

Alex Williams

4-29-2021

Signature

Date



STATE OF MAINE
DEPARTMENT OF AGRICULTURE,
CONSERVATION AND FORESTRY

Janet T. Mills
Governor

Amanda E. Beal
Commissioner

AGREEMENT AND DISCLOSURE STATEMENT
RFP #: 202102018
RFP TITLE: Agricultural Development Grant

I, Jeffrey M. Pangburn, accept the offer to become a member of the Request for Proposals (RFP) Evaluation Team for the State of Maine Department of Agriculture, Conservation, and 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 that the evaluation process is to be conducted in an impartial manner. 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 funding decision notices for public distribution.

Jeffrey M. Pangburn

May 5, 2021

Signature

Date



STATE OF MAINE
DEPARTMENT OF AGRICULTURE, CONSERVATION
AND FORESTRY

Janet T. Mills
Governor

Amanda E. Beal
Commissioner

AGREEMENT AND DISCLOSURE STATEMENT
RFP #: 202102018
RFP TITLE: Agricultural Development Grant

I, Robert Dumas accept the offer to become a member of the Request for Proposals (RFP) Evaluation Team for the State of Maine Department of Agriculture, Conservation, and 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 that the evaluation process is to be conducted in an impartial manner. 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 funding decision notices for public distribution.

Robert Dumas

Signature

5/5/21

Date