

# State of Maine

## RFP / Proposal Master Score Sheet

**Instructions:** Complete the Master Score Sheet below providing all of the requested information for each bidder that submitted a proposal in response to the RFP. This document is to be included in the Selection Package submitted to the Division of Procurement Services for review/approval.

SCORESHEET FOR RFP# 201904076: Maine Farms for the Future Program - Phase 1 Applications									
PROPOSAL SUBMITTED BY:		Hopeful Bay LLC		Bittersweet Heritage Farm		Pumpkin Vine Family Farm LLC		Lucky Clover Stables	
COST:		Cost:	\$6,000	Cost:	\$6,000	Cost:	\$6,000	Cost:	\$6,000
EVALUATION ITEM Phase 1 Application	POINTS AVAIL.								
<b>Part A. Qualifications and Experience</b> <b>Max Total: 40 Points</b>									
Management Capacity (Max 20 Points)	20	17		18		18		19	
Physical Resource Base (Max 20 Points)	20	18		15		18		18	
<b>Part B. Idea(s) for Change and all Required Attachments</b> <b>Max Total: 60 Points</b>									
Farm Financial Health & Ability to Transform (Max 25 Points)	25	20		15		20		20	
Ideas for Change (Max 25 Points)	25	20		18		23		20	
Other Conditions (Max 10 Points)	10	8		6		10		10	
<b>TOTAL POINTS</b>	<b>100</b>	<b>83</b>		<b>72</b>		<b>89</b>		<b>87</b>	
PROPOSAL SUBMITTED BY:		Farming Fungi LLC		Sheepscot Valley Farm		Turning Page Farm			
COST:		Cost:	\$6,000	Cost:	\$6,000	Cost:	\$6,000		
EVALUATION ITEM Phase 1 Application	POINTS AVAIL.								
<b>Part A. Qualifications and Experience</b> <b>Max Total: 40 Points</b>									
Management Capacity (Max 20 Points)	20	20		18		15			
Physical Resource Base (Max 20 Points)	20	18		18		18			
<b>Part B. Idea(s) for Change and All Required Attachments</b> <b>Max Total: 60 Points</b>									
Farm Financial Health & Ability to Transform (Max 25 Points)	25	10		18		19			
Ideas for Change (Max 25 Points)	25	20		23		22			
Other Conditions (Max 10 Points)	10	9		10		8			
<b>TOTAL POINTS</b>	<b>100</b>	<b>77</b>		<b>87</b>		<b>82</b>			

**Award Justification Statement**  
**RFP# 201904076    RFP Title: Maine Farms for the Future**  
**PHASE 1 APPLICATION – Fall 2019**

- I. Summary – This is a competitive grant program following the Bureau of Purchases’ Grant RFP process. There is no “bid” amount, grant awards are set and capped at the following amount:**
  - a. Phase 1 – Business Planning grants for \$6,000**
- II. Evaluation Process – Consensus Evaluation in accordance with requirements of the Bureau of Purchases**
  - a. Team of 5 evaluators appointed by the Commissioner for 3-year terms to provide expertise in agency financial operations, lending to agricultural businesses, ag business planning, farm production, marketing and value-added processing.**
  - b. One evaluator could not participate due to a last minute family medical emergency.**
- III. Phase 1 –Applications for Business Plan Development grants must meet all criteria in law and rules, the Grant RFP and the Phase 1 Application form for the Program regarding:**
  - a. Part A. Qualifications and Experience**
    - i. Management Capacity**
    - ii. Physical Resource Base**
  - b. Part B. Idea(s) for Change & All Required Attachments**
    - i. Farm Financial Health & Ability to Transform**
    - ii. Ideas for Change**
    - iii. Other Conditions**
- IV. Proposed Services – All Applicants will be contracted to undertake business planning as outlined in the Scope of Work described in the RFP.**
- V. Cost Proposal – Not Applicable. All awards advertised in the RFP to be at the same amount of \$6,000**
- VI. Conclusion**

**All applications successful. All requested grants awarded. No applications denied.**



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

**Janet T. Mills  
Governor**

**Amanda E. Beal  
Commissioner**

**MAINE FARMS FOR THE FUTURE PROGRAM  
AWARD NOTIFICATION LETTER**

**PHASE 1 APPLICATION**

November 8, 2019

Lisa Reilich  
Hopeful Bay LLC  
55 Good Points Road  
Stueben, Maine 04680

**SUBJECT:** Notice of Conditional Contract Award(s) under RFP #201904076, Fall 2019  
Maine Farms for the Future Program – Phase 1 Business Plan Development

Dear Lisa Reilich,

This letter is in regard to the subject Request for Proposals (RFP), issued by the State of Maine Department of Agriculture, Conservation and Forestry for Maine Farms for the Future Program – Phase 1 – Business Plan Development. The Department has evaluated the proposals received using the evaluation criteria identified in the RFP, and the Department is hereby announcing its conditional contract award(s) to the following bidder(s):

- Turning Page Farm
- Sheepscot Valley Farm
- Farming Fungi LLC
- Lucky Clover Stables
- Pumpkin Vine Family Farm LLC
- Bittersweet Heritage Farm
- Hopeful Bay LLC

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 RFP, 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 RFP, following announcement of this award decision, all submissions in response to the RFP 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 that reads "Stephanie Gilbert". The signature is written in a cursive, flowing style.

Stephanie Gilbert,  
RFP Coordinator and Administrator for the Maine Farms for the Future Program

## **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).



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**MAINE FARMS FOR THE FUTURE PROGRAM  
AWARD NOTIFICATION LETTER**

**PHASE 1 APPLICATION**

November 8, 2019

Dyan M. Redick  
Bittersweet Heritage Farm  
519 Port Clyde Road  
Port Clyde, Maine 04855

**SUBJECT:** Notice of Conditional Contract Award(s) under RFP #201904076, Fall 2019  
Maine Farms for the Future Program – Phase 1 Business Plan Development

Dear Dyan M. Redick,

This letter is in regard to the subject Request for Proposals (RFP), issued by the State of Maine Department of Agriculture, Conservation and Forestry for Maine Farms for the Future Program – Phase 1 – Business Plan Development. The Department has evaluated the proposals received using the evaluation criteria identified in the RFP, 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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Stephanie Gilbert,

RFP Coordinator and Administrator for the Maine Farms for the Future Program

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**MAINE FARMS FOR THE FUTURE PROGRAM  
AWARD NOTIFICATION LETTER**

**PHASE 1 APPLICATION**

November 8, 2019

Kelly Payson-Roopchard and Anil Roopchard  
Pumpkin Vine Family Farm, LLC  
217 Hewett Road  
Somerville, Maine 04348

**SUBJECT:** Notice of Conditional Contract Award(s) under RFP #201904076, Fall 2019  
Maine Farms for the Future Program – Phase 1 Business Plan Development

Dear Kelly Payson-Roopchard and Anil Roopchard,

This letter is in regard to the subject Request for Proposals (RFP), issued by the State of Maine Department of Agriculture, Conservation and Forestry for Maine Farms for the Future Program – Phase 1 – Business Plan Development. The Department has evaluated the proposals received using the evaluation criteria identified in the RFP, and the Department is hereby announcing its conditional contract award(s) to the following bidder(s):

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RFP Coordinator and Administrator for the Maine Farms for the Future Program

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**MAINE FARMS FOR THE FUTURE PROGRAM  
AWARD NOTIFICATION LETTER**

**PHASE 1 APPLICATION**

November 8, 2019

Susan Shain Austin and Rodney A. Shain, Sr.  
Lucky Clover Stables  
308 Grammar Road  
Sanford, Maine 0473

**SUBJECT:** Notice of Conditional Contract Award(s) under RFP #201904076, Fall 2019  
Maine Farms for the Future Program – Phase 1 Business Plan Development

Dear Susan Shain Austin and Rodney A. Shain, Sr.,

This letter is in regard to the subject Request for Proposals (RFP), issued by the State of Maine Department of Agriculture, Conservation and Forestry for Maine Farms for the Future Program – Phase 1 – Business Plan Development. The Department has evaluated the proposals received using the evaluation criteria identified in the RFP, and the Department is hereby announcing its conditional contract award(s) to the following bidder(s):

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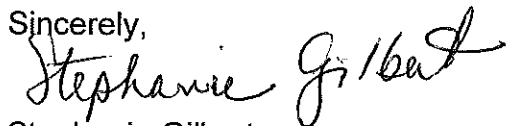
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Thank you for your interest in doing business with the State of Maine.

Sincerely,

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Stephanie Gilbert,  
RFP Coordinator and Administrator for the Maine Farms for the Future Program

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**MAINE FARMS FOR THE FUTURE PROGRAM  
AWARD NOTIFICATION LETTER**

**PHASE 1 APPLICATION**

November 8, 2019

Farming Fungi LLC. Founded by the Sharood Family  
Mousam Valley Mushrooms  
21B Blanchard Road  
Springvale, Maine 04083

**SUBJECT:** Notice of Conditional Contract Award(s) under RFP #201904076, Fall 2019  
Maine Farms for the Future Program – Phase 1 Business Plan Development

Dear Farming Fungi LLC. Founded by the Sharood Family,

This letter is in regard to the subject Request for Proposals (RFP), issued by the State of Maine Department of Agriculture, Conservation and Forestry for Maine Farms for the Future Program – Phase 1 – Business Plan Development. The Department has evaluated the proposals received using the evaluation criteria identified in the RFP, and the Department is hereby announcing its conditional contract award(s) to the following bidder(s):

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**STATE OF MAINE  
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**MAINE FARMS FOR THE FUTURE PROGRAM  
AWARD NOTIFICATION LETTER**

**PHASE 1 APPLICATION**

November 8, 2019

Ann Watson and Michael Moody  
Sheepscot Valley Farm  
163 Townhouse Road  
Whitefield, Maine 04353

**SUBJECT:** Notice of Conditional Contract Award(s) under RFP #201904076, Fall 2019  
Maine Farms for the Future Program – Phase 1 Business Plan Development

Dear Ann Watson and Michael Moody,

This letter is in regard to the subject Request for Proposals (RFP), issued by the State of Maine Department of Agriculture, Conservation and Forestry for Maine Farms for the Future Program – Phase 1 – Business Plan Development. The Department has evaluated the proposals received using the evaluation criteria identified in the RFP, and the Department is hereby announcing its conditional contract award(s) to the following bidder(s):

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**STATE OF MAINE  
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**MAINE FARMS FOR THE FUTURE PROGRAM  
AWARD NOTIFICATION LETTER**

**PHASE 1 APPLICATION**

November 8, 2019

Joy and Tim Bueschen  
Turning Page Farm  
842 N. Guilford Road  
Monson, Maine 04464

**SUBJECT:** Notice of Conditional Contract Award(s) under RFP #201904076, Fall 2019  
Maine Farms for the Future Program – Phase 1 Business Plan Development

Dear Joy and Tim Bueschen,

This letter is in regard to the subject Request for Proposals (RFP), issued by the State of Maine Department of Agriculture, Conservation and Forestry for Maine Farms for the Future Program – Phase 1 – Business Plan Development. The Department has evaluated the proposals received using the evaluation criteria identified in the RFP, and the Department is hereby announcing its conditional contract award(s) to the following bidder(s):

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**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES  
PHASE 1 APPLICATION**

RFP #: 201904076 Round 19, Fall  
RFP TITLE: Maine Farms for the Future Program  
BIDDER NAME: Hopeful Bay LLC, Lisa Reilich  
DATE Evaluators reviewed this proposal: 11/08/19

\*\*\*\*\*  
**Instructions:** The purpose of this form is to record all evaluation notes and scoring that is obtained through consensus discussions among the full evaluation team for this Request for Proposals (RFP) process. The RFP Coordinator or Lead Evaluator should complete this form and maintain the only copy. This form should reflect the full team's consensus evaluations, and this form is **not** meant to take the place of individual evaluation notes, which are still required from each member of the evaluation team. A separate form is available for individual evaluation notes. Please submit a copy of this document to the Division of Procurement Services as part of your contract award selection documents.

DEPARTMENT NAME: Agriculture, Conservation and Forestry  
NAME OF RFP COORDINATOR: Stephanie Gilbert  
NAMES OF EVALUATORS: Joy Bonenfant, Anne Trenholm, Mark Hedrich, Brian Flewelling

\*\*\*\*\*

**SUMMARY PAGE**

<u>Pass/Fail Criteria</u>		
	<u>Pass:</u>	<u>Fail:</u>
◆ Eligibility Criteria	X	
◆ Part C. Completed Application – All Required Attachments	X	
◆ All Certification, Licensing as required	X	
◆ Soils Map – Soils suitable for agriculture	X	
	<u>Points Awarded:</u>	
<u><b>Numerical Score:</b></u> (Edit sections below to match evaluation criteria within RFP)		
<b>Part A. Qualifications and Experience (Max: 40 Points)</b>		
Management Capacity (Max 20 Points)	17	
Physical Resource Base (Max 20 Points)	18	
<b>Part B. Idea(s) for Change &amp; All Required Attachments (Max: 60 Points)</b>		
Farm Financial Health & Ability to Transform (Max 25 Points)	20	
Ideas for Change (Max 25 Points)	20	
Other Conditions (Max 10 Points)	8	
<b>TOTAL POINTS</b>	(Max: 100 Points)	83



**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES  
PHASE 1 APPLICATION**

RFP #: 201904076 Round 19, Fall  
RFP TITLE: Maine Farms for the Future Program  
BIDDER NAME: Hopeful Bay LLC, Lisa Reilich  
DATE Evaluators reviewed this proposal: 11/08/19

**Part A. Qualifications and Experience  
Total Points Available: (Max 40 points )**

**Management Capacity:** (Max 20 Points)  
**Physical Resource Base:** (20 Points)

**Score: 17**  
**Score: 18**

**Evaluation Team Comments:**

<b>Management Capacity:</b> (Max 20 Points)	17
Positive – 21 years farming experience. College education. 100% decision making authority	
Positive – Applicant is ready and application is focused and purposeful.	
<b>Physical Resource Base:</b> (Max 20 Points)	18
Positive – Reasonable land base.	
Positive – Diverse with trails for livestock and public. Land in tree growth.	
Positive – All buildings and equipment are reported to be in good shape.	

\*\*\*\*\*

**Part B. Idea(s) for Change & All Required  
Total Points Available: (Max 60 Points)**

**Farm Financial Health & Ability to Transform** (Max 25 Points)  
**Ideas for Change** (Max 25 Points)  
**Other Conditions** (Max 10 Points)

**Score: 20**  
**Score: 20**  
**Score: 8**

**Evaluation Team Comments:**

<b>Farm Financial Health &amp; Ability to Transform</b> (Max 25 Points)	20
Positive – Recent appraisal shows decent equity.	
Positive – Losses in 17, less of loss in 2018	
Positive – Thorough descriptions and financials communicate solid awareness of production challenges and opportunities.	
<b>Ideas for Change</b> (Max 25 Points)	20
Positive – Have big cheesecake plan. Can freeze it, so it can be an inventory item.	
Positive – Have done initial assessment for profit margin. Communicated strong awareness of challenges or opportunities. Strong idea for change if not fundamental.	
Positive – have done an initial assessment of the profit margin for the value-added product	
<b>Other Conditions</b> (Max 10 Points)	8
High development pressure. Own 100% land.	
Positive – Community and economic development – business for daughter, open farm days, lots of public education	

\*\*\*\*\*

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES  
PHASE 1 APPLICATION**

**RFP #:** 201904076 Round 19, Fall

**RFP TITLE:** Maine Farms for the Future Program

**BIDDER NAME:** Bittersweet Heritage Farm, Dyan Reddick

**DATE Evaluators reviewed this proposal:** 11/08/19

**Instructions:** The purpose of this form is to record all evaluation notes and scoring that is obtained through consensus discussions among the full evaluation team for this Request for Proposals (RFP) process. The RFP Coordinator or Lead Evaluator should complete this form and maintain the only copy. This form should reflect the full team's consensus evaluations, and this form is **not** meant to take the place of individual evaluation notes, which are still required from each member of the evaluation team. A separate form is available for individual evaluation notes. Please submit a copy of this document to the Division of Procurement Services as part of your contract award selection documents.

**DEPARTMENT NAME:** Agriculture, Conservation and Forestry

**NAME OF RFP COORDINATOR:** Stephanie Gilbert

**NAMES OF EVALUATORS:** Joy Bonenfant, Anne Trenholm, Mark Hedrich, Brian Flewelling

**SUMMARY PAGE**

<u>Pass/Fail Criteria</u>		
	<u>Pass:</u>	<u>Fail:</u>
◆ Eligibility Criteria	X	
◆ Part C. Completed Application – All Required Attachments	X	
◆ All Certification, Licensing as required	X	
◆ Soils Map – Soils suitable for agriculture	X	
	<u>Points Awarded:</u>	
<u><b>Numerical Score:</b></u> (Edit sections below to match evaluation criteria within RFP)		
<b>Part A. Qualifications and Experience (Max: 40 Points)</b>		
Management Capacity (Max 20 Points)	18	
Physical Resource Base (Max 20 Points)	15	
<b>Part B. Idea(s) for Change &amp; All Required Attachments (Max: 60 Points)</b>		
Farm Financial Health & Ability to Transform (Max 25 Points)	15	
Ideas for Change (Max 25 Points)	18	
Other Conditions (Max 10 Points)	6	
<b>TOTAL POINTS</b>	(Max: 100 Points)	<b>72</b>

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES  
PHASE 1 APPLICATION**

RFP #: 201904076 Round 19, Fall

RFP TITLE: Maine Farms for the Future Program

BIDDER NAME: Bittersweet Heritage Farm, Dyan Reddick

DATE Evaluators reviewed this proposal: 11/08/19

**Part A. Qualifications and Experience**

**Total Points Available: (Max 40 points )**

**Management Capacity:** (Max 20 Points)

**Score: 18**

**Physical Resource Base:** (20 Points)

**Score: 15**

**Evaluation Team Comments:**

<b>Management Capacity:</b> (Max 20 Points)	<b>18</b>
Positive - Farming since 2010.	
Positive - 100 % decision making authority	
Positive - Streamlining operations to focus on one product.	
Positive - Closing farmstand was good decision for increasing efficiencies.	

<b>Physical Resource Base:</b> (Max 20 Points)	<b>15</b>
Positive - Owns 20 acres	
Positive - Assets in fair to good per owner.	
Question - Not a lot of description of buildings, equipment. Existing resources not clear.	
Minus/Question - Other assets needed to maintain and increase productivity not identified...could have provided more detail here.	

\*\*\*\*\*

**Part B. Idea(s) for Change & All Required**

**Total Points Available: (Max 60 Points)**

**Farm Financial Health & Ability to Transform** (Max 25 Points)

**Score: 15**

**Ideas for Change** (Max 25 Points)

**Score: 18**

**Other Conditions** (Max 10 Points)

**Score: 6**

\*\*\*\*\*

**Evaluation Team Comments:**

<b>Farm Financial Health &amp; Ability to Transform</b> (Max 25 Points)	<b>15</b>
Minus - Loss in 2018. Expenses exceeded sales in 18.	
Minus - In business 10 years, mention hiring, but not selling enough product to hire.	
Question - Numbers are relative and confusing - not much detail	
Question - Could applicant have provided/or provide more thorough information - production capacity, equipment, 3 goats with honor-system farmstand for one-person business. Not enough detail provided about this person's agricultural background.	
<b>Ideas for Change</b> (Max 25 Points)	<b>18</b>
Positive - Neat idea linking up with local craft breweries.	
Positive - Good local business to business connection, good e-commerce. I would have liked a lot more information.	
Positive - Less goatmilk needed to create the product.	
Positive - Sea salt caramels are on the rise and trending more.	
Question - Present or future cash flow is not that clear...	
<b>Other Conditions</b> (Max 10 Points)	<b>6</b>
Low development pressure	
Own 100% farmland owned	
Not a lot of potential community economic development.	

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES  
PHASE 1 APPLICATION**

**RFP #:** 201904076 Round 19, Fall

**RFP TITLE:** Maine Farms for the Future Program

**BIDDER NAME:** Pumpkin Vine Family Farm LLC, Kelly Roopchard

**DATE Evaluators reviewed this proposal:** 11/08/19

**Instructions:** The purpose of this form is to record all evaluation notes and scoring that is obtained through consensus discussions among the full evaluation team for this Request for Proposals (RFP) process. The RFP Coordinator or Lead Evaluator should complete this form and maintain the only copy. This form should reflect the full team's consensus evaluations, and this form is **not** meant to take the place of individual evaluation notes, which are still required from each member of the evaluation team. A separate form is available for individual evaluation notes. Please submit a copy of this document to the Division of Procurement Services as part of your contract award selection documents.

**DEPARTMENT NAME:** Agriculture, Conservation and Forestry

**NAME OF RFP COORDINATOR:** Stephanie Gilbert

**NAMES OF EVALUATORS:** Joy Bonenfant, Anne Trenholm, Mark Hedrich, Brian Flewelling

**SUMMARY PAGE**

Pass/Fail Criteria		
	Pass:	Fail:
◆ Eligibility Criteria	X	
◆ Part C. Completed Application – All Required Attachments	X	
◆ All Certification, Licensing as required	X	
◆ Soils Map – Soils suitable for agriculture	X	
	Points Awarded:	
Numerical Score: (Edit sections below to match evaluation criteria within RFP)		
Part A. Qualifications and Experience (Max: 40 Points)		
Management Capacity (Max 20 Points)	18	
Physical Resource Base (Max 20 Points)	18	
Part B. Idea(s) for Change & All Required Attachments (Max: 60 Points)		
Farm Financial Health & Ability to Transform (Max 25 Points)	20	
Ideas for Change (Max 25 Points)	23	
Other Conditions (Max 10 Points)	10	
TOTAL POINTS	(Max: 100 Points)	89

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES  
PHASE 1 APPLICATION**

**RFP #:** 201904076 Round 19, Fall

**RFP TITLE:** Maine Farms for the Future Program

**BIDDER NAME:** Pumpkin Vine Family Farm LLC, Kelly Roopchard

**DATE Evaluators reviewed this proposal:** 11/08/19

**Part A. Qualifications and Experience**

**Total Points Available: (Max 40 points)**

**Management Capacity:** (Max 20 Points)

**Score: 18**

**Physical Resource Base:** (20 Points)

**Score: 18**

**Evaluation Team Comments:**

<b>Management Capacity:</b> (Max 20 Points)	<b>18</b>
Positive - Farming since 2007	
Positive - Excellent background and education for both owners	
Minus - Decision making authority is not fully 100 with family next door	
<b>Physical Resource Base:</b> (Max 20 Points)	<b>18</b>
Positive - Buildings and equipment in good shape	
Positive – Recognize that they need a new barn and manure management guidance.	
Note - Land base 50% theirs, 50% family (leased)	

\*\*\*\*\*

**Part B. Idea(s) for Change & All Required**

**Total Points Available: (Max 60 Points)**

**Farm Financial Health & Ability to Transform** (Max 25 Points)

**Score: 20**

**Ideas for Change** (Max 25 Points)

**Score: 23**

**Other Conditions** (Max 10 Points)

**Score: 10**

\*\*\*\*\*

**Evaluation Team Comments:**

<b>Farm Financial Health &amp; Ability to Transform</b> (Max 25 Points)	<b>20</b>
P - Good balance sheet	
P - Profitable in 2017 and 2018	
<b>Ideas for Change</b> (Max 25 Points)	<b>23</b>
P - Doubling herd seems to make a good strategy	
P – Applicant can see that the proposed efficiencies are needed to support growth.	
P - Have taken classes. Are on the track to scale-up.	
P – adding strategy for diversification from selling breeding stock.	
<b>Other Conditions</b> (Max 10 Points)	<b>10</b>
Town's vote for farmland is positive sign in the community.	
Operation and product have found a niche.	

\*\*\*\*\*

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES  
PHASE 1 APPLICATION**

RFP #: 201904076 Round 19, Fall

RFP TITLE: Maine Farms for the Future Program

BIDDER NAME: Lucky Clover Stables, Susan Austin

DATE Evaluators reviewed this proposal: 11/08/19

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**Instructions:** The purpose of this form is to record all evaluation notes and scoring that is obtained through consensus discussions among the full evaluation team for this Request for Proposals (RFP) process. The RFP Coordinator or Lead Evaluator should complete this form and maintain the only copy. This form should reflect the full team's consensus evaluations, and this form is **not** meant to take the place of individual evaluation notes, which are still required from each member of the evaluation team. A separate form is available for individual evaluation notes. Please submit a copy of this document to the Division of Procurement Services as part of your contract award selection documents.

DEPARTMENT NAME: Agriculture, Conservation and Forestry

NAME OF RFP COORDINATOR: Stephanie Gilbert

NAMES OF EVALUATORS: Joy Bonenfant, Anne Trenholm, Mark Hedrich, Brian Flewelling

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**SUMMARY PAGE**

Pass/Fail Criteria		
	Pass:	Fail:
◆ Eligibility Criteria	X	
◆ Part C. Completed Application – All Required Attachments	X	
◆ All Certification, Licensing as required	X	
◆ Soils Map – Soils suitable for agriculture	X	
	Points Awarded:	
<b>Numerical Score:</b> (Edit sections below to match evaluation criteria within RFP)		
<b>Part A. Qualifications and Experience (Max: 40 Points)</b>		
Management Capacity (Max 20 Points)	19	
Physical Resource Base (Max 20 Points)	18	
<b>Part B. Idea(s) for Change &amp; All Required Attachments (Max: 60 Points)</b>		
Farm Financial Health & Ability to Transform (Max 25 Points)	20	
Ideas for Change (Max 25 Points)	20	
Other Conditions (Max 10 Points)	10	
<b>TOTAL POINTS</b>	<b>(Max: 100 Points)</b>	<b>87</b>

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES  
PHASE 1 APPLICATION**

RFP #: 201904076 Round 19, Fall  
RFP TITLE: Maine Farms for the Future Program  
BIDDER NAME: Lucky Clover Stables, Susan Austin  
DATE Evaluators reviewed this proposal: 11/08/19

**Part A. Qualifications and Experience  
Total Points Available: (Max 40 points )**

**Management Capacity:** (Max 20 Points)  
**Physical Resource Base:** (20 Points)

**Score: 19**  
**Score: 18**

**Evaluation Team Comments:**

<b>Management Capacity:</b> (Max 20 Points)	<b>19</b>
Positive - Experience and equine operation demonstrates a high degree of management capacity	
Have diversified operation over the years	

<b>Physical Resource Base:</b> (Max 20 Points)	<b>18</b>
Positive - Good resource base	
Positive – recognize that they need to develop more riding and walking trails in the woods	

\*\*\*\*\*

**Part B. Idea(s) for Change & All Required  
Total Points Available: (Max 60 Points)**

**Farm Financial Health & Ability to Transform** (Max 25 Points)  
**Ideas for Change** (Max 25 Points)  
**Other Conditions** (Max 10 Points)

**Score: 20**  
**Score: 20**  
**Score: 10**

\*\*\*\*\*

**Evaluation Team Comments:**

<b>Farm Financial Health &amp; Ability to Transform</b> (Max 25 Points)	<b>20</b>
Note - the debt to asset ratio is high...	
Positive – Outside income helps to sustain the farm	
<b>Ideas for Change</b> (Max 25 Points)	<b>20</b>
Positive - General experience in ag is good. "ELAT" is an interesting idea.	
<b>Other Conditions</b> (Max 10 Points)	<b>10</b>
100% land owned by applicant in county with high development pressure	
Positive - Keeping land for farming + building nature trails for public use + building ponds	

\*\*\*\*\*

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES  
PHASE 1 APPLICATION**

RFP #: 201904076 Round 19, Fall

RFP TITLE: Maine Farms for the Future Program

BIDDER NAME: Farming Fungi LLC, Sharood Family

DATE Evaluators reviewed this proposal: 11/08/19

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**Instructions:** The purpose of this form is to record all evaluation notes and scoring that is obtained through consensus discussions among the full evaluation team for this Request for Proposals (RFP) process. The RFP Coordinator or Lead Evaluator should complete this form and maintain the only copy. This form should reflect the full team's consensus evaluations, and this form is **not** meant to take the place of individual evaluation notes, which are still required from each member of the evaluation team. A separate form is available for individual evaluation notes. Please submit a copy of this document to the Division of Procurement Services as part of your contract award selection documents.

DEPARTMENT NAME: Agriculture, Conservation and Forestry

NAME OF RFP COORDINATOR: Stephanie Gilbert

NAMES OF EVALUATORS: Joy Bonenfant, Anne Trenholm, Mark Hedrich, Brian Flewelling

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**SUMMARY PAGE**

Pass/Fail Criteria		
	Pass:	Fail:
◆ Eligibility Criteria	X	
◆ Part C. Completed Application – All Required Attachments	X	
◆ All Certification, Licensing as required	X	
◆ Soils Map – Soils suitable for agriculture	X	
	Points Awarded:	
Numerical Score: (Edit sections below to match evaluation criteria within RFP)		
Part A. Qualifications and Experience (Max: 40 Points)		
Management Capacity (Max 20 Points)	20	
Physical Resource Base (Max 20 Points)	18	
Part B. Idea(s) for Change & All Required Attachments (Max: 60 Points)		
Farm Financial Health & Ability to Transform (Max 25 Points)	10	
Ideas for Change (Max 25 Points)	20	
Other Conditions (Max 10 Points)	9	
TOTAL POINTS	(Max: 100 Points)	77



**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES  
PHASE 1 APPLICATION**

RFP #: 201904076 Round 19, Fall  
RFP TITLE: Maine Farms for the Future Program  
BIDDER NAME: Farming Fungi LLC, Sharood Family  
DATE Evaluators reviewed this proposal: 11/08/19

**Part A. Qualifications and Experience  
Total Points Available: (Max 40 points )**

**Management Capacity:** (Max 20 Points)  
**Physical Resource Base:** (20 Points)

**Score: 20**  
**Score: 18**

**Evaluation Team Comments:**

<b>Management Capacity:</b> (Max 20 Points)	<b>20</b>
Positive – application provides a very thorough overview. Specific management capacity details are provided	
P -Hired capacity from another business to add knowledge and experience into this newer company.	
P -Strong management team.	
<b>Physical Resource Base:</b> (Max 20 Points)	<b>18</b>
Positive - Empty barn available for expansion	
Positive - The Project scales within the real estate of available base for corner location	
Minus - Generator in poor condition... worry about loss of power = loss of crop	
*****	

**Part B. Idea(s) for Change & All Required  
Total Points Available: (Max 60 Points)**

**Farm Financial Health & Ability to Transform** (Max 25 Points)  
**Ideas for Change** (Max 25 Points)  
**Other Conditions** (Max 10 Points)

**Score: 10**  
**Score: 20**  
**Score: 9**

\*\*\*\*\*

**Evaluation Team Comments:**

<b>Farm Financial Health &amp; Ability to Transform</b> (Max 25 Points)	<b>10</b>
Note/Minus - Significant losses in last 2 years. Still in development stage	
Note - Did identify their break even	
Minus/Question - Need to earn more before spend more.	
<b>Ideas for Change</b> (Max 25 Points)	<b>20</b>
P - Great project projections. Have identified supply chain and cohort in the state. This is a positive thing.	
Question – the capacity to pay back debt is unknown.	
<b>Other Conditions</b> (Max 10 Points)	<b>9</b>
Note - Degree of pressure is high. Only own 12 acres could be highly marketable.	
P - Plan to expand workforce, good for this area.	
*****	

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES  
PHASE 1 APPLICATION**

RFP #: 201904076 Round 19, Fall

RFP TITLE: Maine Farms for the Future Program

BIDDER NAME: Sheepscot Valley Farm, Ann Watson & Michael Moody

DATE Evaluators reviewed this proposal: 11/08/19

**Instructions:** The purpose of this form is to record all evaluation notes and scoring that is obtained through consensus discussions among the full evaluation team for this Request for Proposals (RFP) process. The RFP Coordinator or Lead Evaluator should complete this form and maintain the only copy. This form should reflect the full team's consensus evaluations, and this form is **not** meant to take the place of individual evaluation notes, which are still required from each member of the evaluation team. A separate form is available for individual evaluation notes. Please submit a copy of this document to the Division of Procurement Services as part of your contract award selection documents.

DEPARTMENT NAME: Agriculture, Conservation and Forestry

NAME OF RFP COORDINATOR: Stephanie Gilbert

NAMES OF EVALUATORS: Joy Bonenfant, Anne Trenholm, Mark Hedrich, Brian Flewelling

**SUMMARY PAGE**

<b>Pass/Fail Criteria</b>		
	<b>Pass:</b>	<b>Fail:</b>
◆ Eligibility Criteria	X	
◆ Part C. Completed Application – All Required Attachments	X	
◆ All Certification, Licensing as required	X	
◆ Soils Map – Soils suitable for agriculture	X	
	<b>Points Awarded:</b>	
<b>Numerical Score:</b> (Edit sections below to match evaluation criteria within RFP)		
<b>Part A. Qualifications and Experience (Max: 40 Points)</b>		
Management Capacity (Max 20 Points)		<b>18</b>
Physical Resource Base (Max 20 Points)		<b>18</b>
<b>Part B. Idea(s) for Change &amp; All Required Attachments (Max: 60 Points)</b>		
Farm Financial Health & Ability to Transform (Max 25 Points)		<b>18</b>
Ideas for Change (Max 25 Points)		<b>23</b>
Other Conditions (Max 10 Points)		<b>10</b>
<b>TOTAL POINTS</b>	<b>(Max: 100 Points)</b>	<b>87</b>

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES  
PHASE 1 APPLICATION**

RFP #: 201904076 Round 19, Fall

RFP TITLE: Maine Farms for the Future Program

BIDDER NAME: Sheepscot Valley Farm, Ann Watson & Michael Moody

DATE Evaluators reviewed this proposal: 11/08/19

**Part A. Qualifications and Experience**

**Total Points Available: (Max 40 points )**

**Management Capacity: (Max 20 Points)**

**Score: 18**

**Physical Resource Base: (20 Points)**

**Score: 18**

**Evaluation Team Comments:**

<b>Management Capacity: (Max 20 Points)</b>	<b>18</b>
Positive - Have experience and important business decisions and accomplishments for dairy	
22 years experience between them	
100% control of decision on their property. Also lease another 500 acres	

<b>Physical Resource Base: (Max 20 Points)</b>	<b>18</b>
Note - Need a milking parlor! 15 hours/day milking.	
Positive - creating the Bed pack shows that they can acknowledge the current operations limitations	
Positive - Equip in good shape. Some hay equip "fair"	

\*\*\*\*\*

**Part B. Idea(s) for Change & All Required**

**Total Points Available: (Max 60 Points)**

**Farm Financial Health & Ability to Transform (Max 25 Points)**

**Score: 18**

**Ideas for Change (Max 25 Points)**

**Score: 23**

**Other Conditions (Max 10 Points)**

**Score: 10**

\*\*\*\*\*

**Evaluation Team Comments:**

<b>Farm Financial Health &amp; Ability to Transform (Max 25 Points)</b>	<b>18</b>
Note - Profit in 17, loss in 18	
Minus -Debt to asset ratio is high.	
Note - Balance sheet is leveraged	
Note - Nature of dairy does not give a lot of room for big growth to bottom line	
<b>Ideas for Change (Max 25 Points)</b>	<b>23</b>
Positive - Good ideas.	
Note - All milk markets tough right now, not just organic.	
Positive - Strong Commitment to cow health and cow comfort which has a big influence on milk production and quality.	
Note -Labor challenge will still be high - working on improving feed quality	
<b>Other Conditions (Max 10 Points)</b>	<b>10</b>
Positive - Have done a lot of environmental quality improvements. Have invested in soil nutrients.	

\*\*\*\*\*

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES  
PHASE 1 APPLICATION**

RFP #: 201904076 Round 19, Fall

RFP TITLE: Maine Farms for the Future Program

BIDDER NAME: Turning Page Farm, Joy Bueschen

DATE Evaluators reviewed this proposal: 11/08/19

**Instructions:** The purpose of this form is to record all evaluation notes and scoring that is obtained through consensus discussions among the full evaluation team for this Request for Proposals (RFP) process. The RFP Coordinator or Lead Evaluator should complete this form and maintain the only copy. This form should reflect the full team's consensus evaluations, and this form is **not** meant to take the place of individual evaluation notes, which are still required from each member of the evaluation team. A separate form is available for individual evaluation notes. Please submit a copy of this document to the Division of Procurement Services as part of your contract award selection documents.

DEPARTMENT NAME: Agriculture, Conservation and Forestry

NAME OF RFP COORDINATOR: Stephanie Gilbert

NAMES OF EVALUATORS: Joy Bonenfant, Anne Trenholm, Mark Hedrich, Brian Flewelling

**SUMMARY PAGE**

<u>Pass/Fail Criteria</u>		
	<u>Pass:</u>	<u>Fail:</u>
◆ Eligibility Criteria	X	
◆ Part C. Completed Application – All Required Attachments	X	
◆ All Certification, Licensing as required	X	
◆ Soils Map – Soils suitable for agriculture	X	
	<u>Points Awarded:</u>	
<u>Numerical Score:</u> (Edit sections below to match evaluation criteria within RFP)		
<b>Part A. Qualifications and Experience (Max: 40 Points)</b>		
Management Capacity (Max 20 Points)	15	
Physical Resource Base (Max 20 Points)	18	
<b>Part B. Idea(s) for Change &amp; All Required Attachments (Max: 60 Points)</b>		
Farm Financial Health & Ability to Transform (Max 25 Points)	19	
Ideas for Change (Max 25 Points)	22	
Other Conditions (Max 10 Points)	8	
<b>TOTAL POINTS</b>	(Max: 100 Points)	<b>82</b>

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES  
PHASE 1 APPLICATION**

RFP #: 201904076 Round 19, Fall  
RFP TITLE: Maine Farms for the Future Program  
BIDDER NAME: Turning Page Farm, Joy Bueschen  
DATE Evaluators reviewed this proposal: 11/08/19

**Part A. Qualifications and Experience  
Total Points Available: (Max 40 points )**

**Management Capacity:** (Max 20 Points)  
**Physical Resource Base:** (20 Points)

**Score: 15**  
**Score: 18**

**Evaluation Team Comments:**

<b>Management Capacity:</b> (Max 20 Points)	<b>15</b>
Positive - clear and thorough info. Cheese and brewery combo in promising location.	
Positive – have experience and training 20yrs mgmt. and leadership 16 yrs	
Note - 3 years into farming. Have 100% decision making authority. They know they need to decrease costs an increase sales.	
Note – Applicant recognizes that they need investment advisor and business plan	

<b>Physical Resource Base:</b> (Max 20 Points)	<b>18</b>
Positive - Buildings and equipment assets all in good condition. Tractor and trailer dump in fair condition.	
Positive - Built some of this themselves, that ability is a plus	

\*\*\*\*\*

**Part B. Idea(s) for Change & All Required  
Total Points Available: (Max 60 Points)**

**Farm Financial Health & Ability to Transform** (Max 25 Points)  
**Ideas for Change** (Max 25 Points)  
**Other Conditions** (Max 10 Points)

**Score: 19**  
**Score: 22**  
**Score: 8**

\*\*\*\*\*

**Evaluation Team Comments:**

<b>Farm Financial Health &amp; Ability to Transform</b> (Max 25 Points)	<b>19</b>
Data provided	
Debt to asset ratio is very low. Not a lot of debt.	
Not bad place to be in year three.	
<b>Ideas for Change</b> (Max 25 Points)	<b>22</b>
Keep customers on the farm longer, sell more to current customers,	
Interesting - Beer industry is growing in maine. Cheese and brewery combo in promising location.	
Positive - Recognize need to change / augment the forage and harvesting system	
<b>Other Conditions</b> (Max 10 Points)	<b>8</b>
Positive - Economic development is a positive and synergy with the community	
Positive – part of the picture for revitalizing the Monson area	

\*\*\*\*\*

STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES

RFP #: 2019040766 Round 19, Fall - Phase 1

RFP TITLE: Maine Farms for the Future Program

BIDDER NAME: HOPEFUL BAY LLC

DATE you reviewed this proposal: 10.29.19

EVALUATOR NAME: Jay Bonenfant

EVALUATOR DEPARTMENT: Maine Department of Agriculture, Conservation and Forestry

\*\*\*\*\*  
**Instructions:** The purpose of this form is to record proposal review notes written by individual evaluators for this Request for Proposals (RFP) Grant 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 accomplished during the Review Panel on team consensus evaluation notes and scoring forms. Please bring this completed document to the Review Panel Meeting. Thank you.  
\*\*\*\*\*

\*\*\*\*\*  
**Individual Evaluator Comments:**

Part A Qualifications / Exper.
Management Capacity
# Yes Farming = 21 yrs
Related Expert Train. = 21 yrs Farming exp. BS degree
Decision making authority = 100%.
Readiness to apply program:
Physical resource base
Suitability / Productivity of land - trails for livestock grazing + public use. evaluation shows soils suited to tree growth for maple syrup land in tree growth 75-100 yrs ago - shore frontage for moderating growing seasons also suitable to fields + vegetable/fruit production.
- Physical condition of bldg/equip - mostly "good" exception one "poor" Quonset hut and pizza oven and ATV in "Fair" condition

STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES

RFP #: 2019040766 Round 19, Fall - Phase 1

RFP TITLE: Maine Farms for the Future Program

BIDDER NAME: HOPEFUL BAY LLC

DATE you reviewed this proposal: 10.29.19

EVALUATOR NAME: by Benoit

EVALUATOR DEPARTMENT: Maine Department of Agriculture, Conservation and Forestry

Part B Ideas for Change

Farm Financial Health + Ability to Transform

Ability to describe financials/debt load

2017 Debt Ratio = .96      2018 = .66

Financial reports included - losses in 17 & 18  
by far less in 18.

Ideas for Change

Ability to propose ideas

- need business plan for ideas
- not even sure of product to focus energy on
- want business to be multigenerational

Other Conditions:

Degree of Develop pressure = high  
% land owned 100%.

Environ Community econ development

employment - future daughters

support local farm businesses for splys

Community outreach - livestock + microbiome educ.

open farm days + school field trips

lower animal impact on nat resources.

STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES

RFP #: 2019040766 Round 19, Fall – Phase 1

RFP TITLE: Maine Farms for the Future Program

BIDDER NAME: HOPEFUL BAY LLC

DATE you reviewed this proposal: 10-18-2019

EVALUATOR NAME: Brian Flewelling

EVALUATOR DEPARTMENT: Maine Department of Agriculture, Conservation and Forestry

\*\*\*\*\*  
**Instructions:** The purpose of this form is to record proposal review notes written by individual evaluators for this Request for Proposals (RFP) Grant 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 accomplished during the Review Panel on team consensus evaluation notes and scoring forms. Please bring this completed document to the Review Panel Meeting. Thank you.

\*\*\*\*\*  
**Individual Evaluator Comments:**

- management & ownership involved since 2003
- farmer doing whatever it takes to make this work for she and her family
- reasonable land base ... do not lose any additional land
- assets in fair to good shape. Recent appraisal shows decent equity
- farmer has some equity at this point
- operating at a B/E in 2018
- not sure if idea will take them to the next level, however, they can adapt and try something else.



**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #: 2019040766 Round 19, Fall – Phase 1**

**RFP TITLE:** Maine Farms for the Future Program

**BIDDER NAME: HOPEFUL BAY LLC**

**DATE** you reviewed this proposal:

EVALUATOR NAME:

**EVALUATOR DEPARTMENT:** Maine Department of Agriculture, Conservation and Forestry

**Instructions:** The purpose of this form is to record proposal review notes written by individual evaluators for this Request for Proposals (RFP) Grant 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 accomplished during the Review Panel on team consensus evaluation notes and scoring forms. Please bring this completed document to the Review Panel Meeting. Thank you.

**Individual Evaluator Comments:**

Have been farming for 21 years  
Long experience in finance, business & marketing  
Worked for CFS & knows how to obtain expertise  
Has attended many pertinent workshops  
Farm provides public education about farming  
Developing new product less perishable  
Changes may result in sale of replacements for  
enhance income  
Utilizing their forest land for syon  
Forage availability may be an issue, but  
likely can be overcome  
Has previously utilized various grants

**RFP #:** 2019040766 ROUND 19, FALL—PHASE I  
**RFP TITLE:** Maine Farms for the Future Program  
**BIDDER NAME:** Hopeful Bay LLC  
**DATE:** 11/1/19  
**EVALUATOR NAME:** Anne Trenholm  
**EVALUATOR DEPARTMENT:** Agriculture Conservation and Forestry

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

**Individual Evaluator Comments:**

[illegible]

STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES

RFP #: 2019040766 Round 19, Fall – Phase 1

RFP TITLE: Maine Farms for the Future Program

BIDDER NAME: BITTERSWEET HERITAGE FARM

DATE you reviewed this proposal: 10.25.19

EVALUATOR NAME: Jay Bonenfant

EVALUATOR DEPARTMENT: Maine Department of Agriculture, Conservation and Forestry

\*\*\*\*\*  
**Instructions:** The purpose of this form is to record proposal review notes written by individual evaluators for this Request for Proposals (RFP) Grant 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 accomplished during the Review Panel on team consensus evaluation notes and scoring forms. Please bring this completed document to the Review Panel Meeting. Thank you.

\*\*\*\*\*  
**Individual Evaluator Comments:**

Part A Qual & Experience
Mngmnt Capacity
- # yrs farming: since 2010 = 9 yrs
- Related experience / training as business owner, production, marketing, sales, program developing, administration, and research and development.
- Decision making authority over land and resources = 100%. sole owner
- Statement of purpose / readiness to apply - becoming go to focus on one new product
Physical Resource Base
- suitability / productivity - 20 acres land (8 pasture + 14 woodlands - actually = 22 Acres were 20 acres reported?), would remain unchanged + have been suitable for past 9 yrs.
- physical condition bldgs / equip not described at all in the application.
- assets no description of equipment

STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES

RFP #: 2019040766 Round 19, Fall - Phase 1

RFP TITLE: Maine Farms for the Future Program

BIDDER NAME: BITTERSWEET HERITAGE FARM

DATE you reviewed this proposal: 10-25-19

EVALUATOR NAME: Jay Brinmont

EVALUATOR DEPARTMENT: Maine Department of Agriculture, Conservation and Forestry

## Part B Ideas for change

### Farm Financial Health

- Ability of applicant to describe fin cond. no liabilities reported, loss in 2018 on P&L expenses exceeded sales in 2018 and 2/3 sales in '17, creating positions not supported by current sales.

### Ideas for change

- Identify/propose ideas for fundamental changes on farm to improve viability, profits, capacity. Idea is unique, debut bar in micro-breweries. I am not certain that beer drinkers are looking for sweet caramels. X6 improvement to farm described, however goal will be needed to create product is less.

### Other Conditions

- Development pressure, % farmland owned and potential environ/econ. development benefits from change.

Low pressure, 100% owned, a environ. change, states dedicated to increasing and advancing ag and creative idea for farming businesses in Maine.



**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #: 2019040766 Round 19, Fall – Phase 1**

**RFP TITLE: Maine Farms for the Future Program**

**BIDDER NAME: BITTERSWEET HERITAGE FARM**

**DATE you reviewed this proposal:**

EVALUATOR NAME:

**EVALUATOR DEPARTMENT:** Maine Department of Agriculture, Conservation and Forestry

**Instructions:** The purpose of this form is to record proposal review notes written by individual evaluators for this Request for Proposals (RFP) Grant 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 accomplished during the Review Panel on team consensus evaluation notes and scoring forms. Please bring this completed document to the Review Panel Meeting. Thank you.

**Individual Evaluator Comments:**

20 years experience in marketing  
Program developer + administrator experience  
Owns own land  
Focusing on value-added products for retail  
Appears willing to change focus to enhance  
the bottom line  
Using local products + has established  
relationships with other producers  
Has a website for marketing products  
May have to expand livestock inventory  
to keep up with anticipated demand  
An interesting venture

**RFP #:** 2019040766 ROUND 19, FALL—PHASE I  
**RFP TITLE:** Maine Farms for the Future Program  
**BIDDER NAME:** Bittersweet Heritage Farm  
**DATE:** 11/1/19  
**EVALUATOR NAME:** Anne Trenholm  
**EVALUATOR DEPARTMENT:** Agriculture Conservation and Forestry

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

**Individual Evaluator Comments:**

P- E-commerce, on-trend food item
I- Brewery and beer connection with the value-added product.

STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES

RFP #: 2019040766 Round 19, Fall - Phase 1

RFP TITLE: Maine Farms for the Future Program

BIDDER NAME: PUMPKIN VINE FARM FAMILY FARM LLC

DATE you reviewed this proposal: 10.30.19

EVALUATOR NAME: Joy Bonenfant

EVALUATOR DEPARTMENT: Maine Department of Agriculture, Conservation and Forestry

### Part A Qual & Experience Management Capacity

- # yrs farming:
- Related Exp. & Training: owners both have grad degrees in Ag. and degrees in animal science, ag development and sustainable ag. + doctorate in ag education. Owners farming since 2007.
- Decision making authority: 100%. although family owns grazing reg needs next door
- Statement of Purpose & Readiness to apply  
Appo need a business plan, admittedly not their area of expertise.

### Physical resource base

- Suitability / productivity of farmland  
pastureland with valuable ag soils
- Physical condition of bldgs  
All bldgs equip in either "good" or "fair" condition w/ the exception of the wheel rake



STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES

RFP #: 2019040766 Round 19, Fall - Phase 1

RFP TITLE: Maine Farms for the Future Program

BIDDER NAME: PUMPKIN VINE FARM

DATE you reviewed this proposal: 10.30.19

EVALUATOR NAME: Jay Bonenfant

EVALUATOR DEPARTMENT: Maine Department of Agriculture, Conservation and Forestry

## Part B Ideas for Change

Financial Health & Ability to Transform  
Ability of app to describe current  
financial condition of farmland

- Debt to Asset Ratio = 100% both '17 & '18
- Profitable in '17 & '18

## Ideas for Change

Ability to identify & propose ideas  
that will improve viability, profit,  
& capacity to pay debt

- proposed herd of dairy goats
- hire employees
- build livestock barn
- manure mgmt plan
- improve goat genetics
- " record keeping
- take advantage of strengths
- mkt development

## Other Conditions

Degree of Dev Pressure - low

% farmland operated that is owned = 50%

Pot economic / environmental / community benefits

- provide add employment
- " milk (as ingredient) to local farmers
- " quality breeding stock improving genetics

STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES

RFP #: 2019040766 Round 19, Fall -- Phase 1

RFP TITLE: Maine Farms for the Future Program

BIDDER NAME: PUMPKIN VINE ~~FARM~~ FAMILY FARM LLC

DATE you reviewed this proposal: October 22, 2019

EVALUATOR NAME: Brian Flewelling

EVALUATOR DEPARTMENT: Maine Department of Agriculture, Conservation and Forestry

- farming since 2007
  - excellent background and education for both owners
  - buildings and equipment in good repair
  - land base is good... own 50% and lease 50% from family
  - the farm has a decent balance sheet... \$200k NW... +60% equity position
  - company has been profitable for past 2 years
  - want to double their goat herd size from 25 to 50 head.
- Seems to make a good strategy.
- this operation appears to have found a niche in their area and the goat industry.

STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES

RFP #: 2019040766 Round 19, Fall - Phase 1

RFP TITLE: Maine Farms for the Future Program

BIDDER NAME: PUMPKIN VINE ~~FARM~~ FAMILY FARM LLC

DATE you reviewed this proposal: 11/6/2019

EVALUATOR NAME: Mark E. Hedrick

EVALUATOR DEPARTMENT: Maine Department of Agriculture, Conservation and Forestry

Both have graduate degrees in agriculture  
Have on-farm marketing plans are an outlet  
for 5 other local farms  
Have wholesale & retail & have increased  
efficiencies of marketing  
Need guidance for facility planning  
Want to maintain the farm land - neighborhood  
family-land utilized  
Have taken classes in cheese making  
Doing record keeping & evaluation on animals  
May be able to sell livestock  
Need new barn & manure mgt.  
Need new accounting system  
Are evaluating market development  
Will have to hire more labor

[illegible]

STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES

RFP #: 2019040766 Round 19, Fall – Phase 1  
RFP TITLE: Maine Farms for the Future Program  
BIDDER NAME: LUCKY CLOVER STABLES

DATE you reviewed this proposal: 10.30.19  
EVALUATOR NAME: Jay Bonenfant  
EVALUATOR DEPARTMENT: Maine Department of Agriculture, Conservation and Forestry

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**Instructions:** The purpose of this form is to record proposal review notes written by individual evaluators for this Request for Proposals (RFP) Grant 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 accomplished during the Review Panel on team consensus evaluation notes and scoring forms. Please bring this completed document to the Review Panel Meeting. Thank you.  
\*\*\*\*\*

**Individual Evaluator Comments:**

<p>Part A Qualifications &amp; Experience</p> <p>Management Capacity</p> <ul style="list-style-type: none"><li>- # yrs farming: since 2005 = 14 yrs</li><li>- Other Experience / Training: BA English, Cert - Eg Prof. and Masters in Education, grew up on farm</li><li>- Decision making Authority = partnership</li><li>- Statement of Purpose + readiness to apply.</li></ul> <p>Plan is well thought out, owner is qualified w/ exp. in startup + eg therapy. Facility is in good phys./financial health to support plan.</p> <p>Physical resource base</p> <ul style="list-style-type: none"><li>- Suitability / productivity of land for use, physical condition of bldgs / equipment to maintain / increase productivity.</li></ul> <p>85 acres w/ trails, ponds, barn, riding arena mostly all in "good" condition w/ the exception of a 1970 John Deere and the farm stand which are both in "fair" condition.</p>
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STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES

RFP #: 2019040766 Round 19, Fall - Phase 1

RFP TITLE: Maine Farms for the Future Program

BIDDER NAME: LUCKY CLOVER STABLES

DATE you reviewed this proposal: 10.30.19

EVALUATOR NAME: Joy Bonenfant

EVALUATOR DEPARTMENT: Maine Department of Agriculture, Conservation and Forestry

Paul B Ideas for Change

Ability of app to describe financial conditions including debt load, cash flow.

Reports submitted (P&L 17 & 18)

Debt ratio '17 = 85% '18 = 90% High!

Other Conditions

Degree of development pressure = high

% land owned 100% 125 Acres

Potential Environ + Community economic development benefits

- keep land for farming vs sell for development
- build nature trails - public use
- develop ponds - more fish - fishing - public
- Support vulnerable citizens therapeutically

**STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES**

**RFP #: 2019040766 Round 19, Fall – Phase 1**

**RFP TITLE:** Maine Farms for the Future Program

**BIDDER NAME: LUCKY CLOVER STABLES**

DATE you reviewed this proposal: October 22, 2019

EVALUATOR NAME: Brian Flewelling

**EVALUATOR DEPARTMENT:** Maine Department of Agriculture, Conservation and Forestry

**Instructions:** The purpose of this form is to record proposal review notes written by individual evaluators for this Request for Proposals (RFP) Grant 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 accomplished during the Review Panel on team consensus evaluation notes and scoring forms. Please bring this completed document to the Review Panel Meeting. Thank you.

**Individual Evaluator Comments:**

- management: ownership in place since 2005
- have diversified their farming operation over the years
- have a good base of operation, plenty of acreage and buildings/improvements.
- facilities in good<sup>++</sup> shape per the owner
- Lucky Clover Stables operates at a B/E per the FTR and a small profit based upon management statements.
- LCS has over a 60% equity position or about \$675k NW
- very neat concept to what they want to do going forward. Should enhance their current operations.

STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES

RFP #: 2019040766 Round 19, Fall – Phase 1

RFP TITLE: Maine Farms for the Future Program

BIDDER NAME: LUCKY CLOVER STABLES

DATE you reviewed this proposal: 11/6/2019

EVALUATOR NAME: Mark E. Hedeen

EVALUATOR DEPARTMENT: Maine Department of Agriculture, Conservation and Forestry

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\*\*\*\*\*  
**Individual Evaluator Comments:**

125 acres w/ > 100 vegetables.
In southern Maine close to large markets
Principals well educated
Has time to facilitate obtaining clients
Facilitation in good shape
Is a need for the product they intend
To provide
Want to maintain the land as a farm
Have been successful in providing lessons
clinics, etc.
Have been successful in raising funds
Need marketing program, website + PR
materials
Need to modify landscape for accessibility
taxes high = disadvantage



**RFP #:** 2019040766 ROUND 19, FALL—PHASE I  
**RFP TITLE:** Maine Farms for the Future Program  
**BIDDER NAME:** Lucky Clover Stables  
**DATE:** 11/1/19  
**EVALUATOR NAME:** Anne Trenholm  
**EVALUATOR DEPARTMENT:** Agriculture Conservation and Forestry

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**Individual Evaluator Comments:**

[illegible]

STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES

RFP #: 2019040766 Round 19, Fall – Phase 1

RFP TITLE: Maine Farms for the Future Program

BIDDER NAME: FARMING FUNGI LLC – MOUSAM VALLEY MUSHROOMS

DATE you reviewed this proposal: 10.29.19

EVALUATOR NAME: Joey Benenfant

EVALUATOR DEPARTMENT: Maine Department of Agriculture, Conservation and Forestry

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**Instructions:** The purpose of this form is to record proposal review notes written by individual evaluators for this Request for Proposals (RFP) Grant 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 accomplished during the Review Panel on team consensus evaluation notes and scoring forms. Please bring this completed document to the Review Panel Meeting. Thank you.

\*\*\*\*\*  
**Individual Evaluator Comments:**

Part A Qual & Experience
Mgmt Capacity
- # yrs farming: since 2012 or 7 yrs
- Related Experience/Training thru recruited employees/directors
- Decision making authority - Shareholders
- Statement of purpose/Readiness to apply well layed out, detailed plan for expansion for growing space including timeline (early 2020), sales projections including customer base
Physical Resource Base - empty barn on property for grow expansion.
- Physical condition of bldg equip - mostly good w/ exception of "fair" generator and "poor" loading docks. Plans to replace in next 3-5 yrs. Plans also to connect barns to roads/direct/road.
- selling products of partner/community farms with expanded cooler/docks/trucks.
- Sheep - meat producers - soil protection.

Age Group	1970	1980	1990	2000
0-14	25	20	15	10
15-24	20	18	15	12
25-34	15	14	13	11
35-44	12	13	14	15
45-54	10	11	12	13
55-64	8	9	10	11
65-74	10	12	15	25
75+	5	6	7	8

**RFP TITLE:** Maine Farms for the Future Program

DATE you reviewed this proposal: 10.29.19

EVALUATOR NAME: Jay Brnenfant

**EVALUATOR DEPARTMENT:** Maine Department of Agriculture, Conservation and Forestry

Part B: 1000 Gr Change

- Ability to describe financial condition they have articulated an understanding of financial position thru reports submitted w/ app. The business has shown a significant loss the last 2 yrs and will in 2019 also. Plans to incur more debt prior to breakeven point in 2020 + profitable even later.

### Ideas for change

- Identify/propose ideas - expansion of production and sales, innovation (new genetics, pkg etc). Getting paper, well before to train, backup generator is must if product sensitivity is known for the fruiting season. Highly sensitive product w/ risk of loss based on many factors.

Other conditions

Degree of pressure = high!

% farmland owned = 12 acres

Potent. envire/comm econ development

Plans to expand workforce

## STATE OF MAINE INDIVIDUAL EVALUATION NOTES

**RFP #: 2019040766 Round 19, Fall – Phase 1**

**RFP TITLE:** Maine Farms for the Future Program

**BIDDER NAME: FARMING FUNGI LLC – MOUSAM VALLEY MUSHROOMS**

DATE you reviewed this proposal: 10-18-2019

EVALUATOR NAME: Brian Flewellin

**EVALUATOR DEPARTMENT:** Maine Department of Agriculture, Conservation and Forestry

**Instructions:** The purpose of this form is to record proposal review notes written by individual evaluators for this Request for Proposals (RFP) Grant 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 accomplished during the Review Panel on team consensus evaluation notes and scoring forms. Please bring this completed document to the Review Panel Meeting. Thank you.

**Individual Evaluator Comments:**

- appears that they have developed a very strong management team and BOD
- own 12 acres of land... lease none
- farm assets in good shape per the owner
- balance sheet virtually no equity
- shows significant losses last 2 years... still in development stage before they expect to show profit in 2020. will need continued outside and inside capital investment to get them there.
- if the projections hold true... this could be quite a project!

STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES

**RFP #: 2019040766 Round 19, Fall – Phase 1**

**RFP TITLE:** Maine Farms for the Future Program

**BIDDER NAME: FARMING FUNGI LLC – MQUSAM VALLEY MUSHROOMS**

DATE you reviewed this proposal: 11/6/19

EVALUATOR NAME: Mark F. Hedrich

**EVALUATOR DEPARTMENT:** Maine Department of Agriculture, Conservation and Forestry

**Instructions:** The purpose of this form is to record proposal review notes written by individual evaluators for this Request for Proposals (RFP) Grant 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 accomplished during the Review Panel on team consensus evaluation notes and scoring forms. Please bring this completed document to the Review Panel Meeting. Thank you.

**Individual Evaluator Comments:**

Has established major markets for products  
Using advanced technology  
Sales appear to be increasing rapidly  
Support other farms by assisting with  
marketing their products  
Already has many employees skilled in  
the operation  
Has worked with MFI  
Utilizing expertise of successful  
operations  
Need additional equipment to expand  
Anticipate additional employee resources needed

**RFP #:** 2019040766 ROUND 19, FALL—PHASE I  
**RFP TITLE:** Maine Farms for the Future Program  
**BIDDER NAME:** Farming Fungi LLC –Mousam Valley Mushrooms  
**DATE:** 11/1/19  
**EVALUATOR NAME:** Anne Trenholm  
**EVALUATOR DEPARTMENT:** Agriculture Conservation and Forestry

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

**Individual Evaluator Comments:**

[illegible]

STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES

RFP #: 2019040766 Round 19, Fall – Phase 1

RFP TITLE: Maine Farms for the Future Program

BIDDER NAME: SHEEPSCOT VALLEY FARM

DATE you reviewed this proposal: 10.30.19

EVALUATOR NAME: Jay Bonenfant

EVALUATOR DEPARTMENT: Maine Department of Agriculture, Conservation and Forestry

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**Instructions:** The purpose of this form is to record proposal review notes written by individual evaluators for this Request for Proposals (RFP) Grant 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 accomplished during the Review Panel on team consensus evaluation notes and scoring forms. Please bring this completed document to the Review Panel Meeting. Thank you.

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**Individual Evaluator Comments:**

<p>PART A Qualifications &amp; Experience</p> <p>Management Capacity</p> <ul style="list-style-type: none"><li>- # years farming: Since '83 = 36 yrs on this farm</li><li>- Related Experience/Training: + 40 yrs prior farm</li></ul> <p>Ann - Brown grad in '05 (major?)</p> <p>Dairy farm experience - Michael - 10 yrs</p> <p>Both 10 yrs current farm</p> <ul style="list-style-type: none"><li>- Decision making authority = 100%. owned property - lease 500 Acres</li><li>- Statement of purpose/Readiness to apply<ul style="list-style-type: none"><li>- need a milking parlor necessary to make farm more sustainable financially and physically.</li></ul></li></ul> <p>Physical Resource Base</p> <ul style="list-style-type: none"><li>- Suitability/Productivity of land for use<ul style="list-style-type: none"><li>563 acres currently used/sufficient</li></ul></li><li>- Physical Cond of bldgs - mostly all good</li><li>Several 100 hay equivalent in "fair" condition</li></ul>
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STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES

RFP #: 2019040766 Round 19, Fall - Phase 1

RFP TITLE: Maine Farms for the Future Program

BIDDER NAME: SHEEPSCOT VALLEY FARM

DATE you reviewed this proposal: 10/30/19

EVALUATOR NAME: Jay Boreau

EVALUATOR DEPARTMENT: Maine Department of Agriculture, Conservation and Forestry

Part B Ideas for Change

Farm Financial Health

- Ability of app to describe current  
Farm condition of business - reports  
submitted w/ no explanation

profit '17 Loss '18

Debt asset ratio: '17 = 61%. '18 = 87%.

Other conditions

Degree Development pressure = high

% farmland operated is owned = 11%.

Potential econ devel, environmental benefits

- currently avoid impact to local watershed
- improving soil quality
- investments in soil nutrients
- regional ag infrastructure - supported
- more open space - keeping



**RFP #:** 2019040766 Round 19, Fall – Phase 1  
**RFP TITLE:** Maine Farms for the Future Program

DATE you reviewed this proposal: 10-23-2019

EVALUATOR NAME: Brian Flewellins

**EVALUATOR DEPARTMENT:** Maine Department of Agriculture, Conservation and Forestry

**Individual Evaluator Comments:**

- farming since 2013 as this operation. Michael had previous farming experience
  - working and planning on how to improve their land base
  - buildings and equipment in fair to excellent shape.
- Continually reinvesting in this operation
- cashflow has been up and down.
  - balance sheet is leveraged ... brings in personal resources to supplement the operation.
  - have some good ideas about how to improve their operation, however, they said the organic milk market is tough right now.

STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES

RFP #: 2019040766 Round 19, Fall - Phase 1

RFP TITLE: Maine Farms for the Future Program

BIDDER NAME: SHEEPSCOT VALLEY FARM

DATE you reviewed this proposal: 11/6/2019

EVALUATOR NAME: Mark F. Adrich

EVALUATOR DEPARTMENT: Maine Department of Agriculture, Conservation and Forestry

Lease most of land used - some out of town  
Have enhanced cow housing facilities &  
increased production  
Need to build milking parlor - have some components  
Providing local employment, but has high  
labor costs  
Equipment in good + condition  
Have experience in construction industry  
Have changed feeding regime + increased  
production  
May have development pressure  
Cow milk prices an impediment  
Have the skills to succeed

## 1

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[illegible]

STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES

RFP #: 2019040766 Round 19, Fall -- Phase 1

RFP TITLE: Maine Farms for the Future Program

BIDDER NAME: TURNING PAGE FARM

DATE you reviewed this proposal: 10.30.19

EVALUATOR NAME: Jay Bonenfant

EVALUATOR DEPARTMENT: Maine Department of Agriculture, Conservation and Forestry

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**Instructions:** The purpose of this form is to record proposal review notes written by individual evaluators for this Request for Proposals (RFP) Grant 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 accomplished during the Review Panel on team consensus evaluation notes and scoring forms. Please bring this completed document to the Review Panel Meeting. Thank you.  
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**Individual Evaluator Comments:**

Part A Qual / Experience
Management Capacity
- # yrs Farming:
- Experience / Training: 20 yrs mgmt / leadership + 20 years sales, farming since 2016 = 3 yrs supply chain exp.
- Decision making authority: 100%
- Statement of purpose / Readiness to apply reduce cost / increase sales
Physical resource base
- Suitability / Productivity of land for use 25 Acres - 4 cleared for goats, pigs in woods.
- Physical condition of buildings / equip / assets Mostly all "good" condition w/ exception of a trailer and trailer dump which are both in "fair" condition.

STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES

RFP #: 2019040766 Round 19, Fall - Phase 1

RFP TITLE: Maine Farms for the Future Program

BIDDER NAME: TURNING PAGE FARM

DATE you reviewed this proposal: 10.31.19

EVALUATOR NAME: Jay Bonenfant

EVALUATOR DEPARTMENT: Maine Department of Agriculture, Conservation and Forestry

## Part B Ideas for Change

### Farm Financial Health + Ability to Transform

- App ability to describe financial condition  
Reports provided, understand need to work equity for cash flow, no description of debt ratio (.27 in '17 + .13 in '18)

### - Ideas for change

- Ability to identify/propose ideas

increase sales by keeping customers on farm longer, increasing customers, marketing, offering food  
decrease expenses by changing taxes, collect flag instead of old stand alone, possible solar/sustain energy change

## Other Conditions

Development pressure = Moderate/Low

Septic design regulations / animal complaints + regulation changes by laws.

% operated farm land = 16%.

Poten. environ / economic develop benefits

- community - revitalize Mainers committee

- keeping property as farm / pasture / forest

STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES

**RFP #: 2019040766 Round 19, Fall – Phase 1**

**RFP TITLE:** Maine Farms for the Future Program

**BIDDER NAME: TURNING PAGE FARM**

DATE you reviewed this proposal: 10-23-2019

EVALUATOR NAME: Beian Flewelling

**EVALUATOR DEPARTMENT:** Maine Department of Agriculture, Conservation and Forestry

**Instructions:** The purpose of this form is to record proposal review notes written by individual evaluators for this Request for Proposals (RFP) Grant 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 accomplished during the Review Panel on team consensus evaluation notes and scoring forms. Please bring this completed document to the Review Panel Meeting. Thank you.

**Individual Evaluator Comments:**

- farming since 2016. Sounds like they are still learning their way around about how to farm
- small land base for agriculture needs... might be adequate for their needs?
- limited farm assets ... most everything is in good condition
- no balance sheet provided
- operation has not been profitable during the past 2 years
- they are asking for guidance and support as where to focus their efforts going forward

STATE OF MAINE  
INDIVIDUAL EVALUATION NOTES

RFP #: 2019040766 Round 19, Fall - Phase 1

RFP TITLE: Maine Farms for the Future Program

BIDDER NAME: TURNING PAGE FARM

DATE you reviewed this proposal: 11/6/2019

EVALUATOR NAME: Mark E. Hedrich

EVALUATOR DEPARTMENT: Maine Department of Agriculture, Conservation and Forestry

\*\*\*\*\*  
**Instructions:** The purpose of this form is to record proposal review notes written by individual evaluators for this Request for Proposals (RFP) Grant 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 accomplished during the Review Panel on team consensus evaluation notes and scoring forms. Please bring this completed document to the Review Panel Meeting. Thank you.

\*\*\*\*\*  
**Individual Evaluator Comments:**

Working full-time on the farm
milking goats, has hogs, hens, bees
Has home-brewery
Need a business plan + farm investment
adviser.
Have store for selling various farm
products
Most sales are direct to consumers on-farm
Have some restaurant + retail shop sales
Received grant to construct earth-building,
green house.
Built their own facilities + have license
for dairy.
Need to change forage harvesting system
Buildings in good condition, but have to
reduce various expenses, esp. energy costs

P- Communicates clear, but thorough information about experiences and projects
I- Cheese and brewery combo and location





STATE OF MAINE  
DEPARTMENT OF AGRICULTURE,  
CONSERVATION AND FORESTRY

Janet T. Mills  
Governor

Amanda E. Beal  
Commissioner

**AGREEMENT AND DISCLOSURE STATEMENT**

**RFP #: 201904076**

**RFP TITLE: Maine Farms for the Future – Fall 2019 – Phase 1 Applications**

I, (print name at right) Joy Bonenfant  
accept the offer to become a member of the Request for Proposals (RFP) Evaluation Team for the State of Maine Department of 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.**

Joy Bonenfant  
Signature

10.16.19  
Date



STATE OF MAINE  
DEPARTMENT OF AGRICULTURE,  
CONSERVATION AND FORESTRY

Janet T. Mills  
Governor

Amanda E. Beal  
Commissioner

AGREEMENT AND DISCLOSURE STATEMENT

RFP #: 201904076

RFP TITLE: Maine Farms for the Future – Fall 2019 – Phase 1 Applications

I, (print name at right) Brian Flewelling  
accept the offer to become a member of the Request for Proposals (RFP) Evaluation Team for the State of Maine Department of 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.

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Brian Flewelling  
Signature

October 18, 2019  
Date



STATE OF MAINE  
DEPARTMENT OF AGRICULTURE,  
CONSERVATION AND FORESTRY

Janet T. Mills  
Governor

Amanda E. Beal  
Commissioner

AGREEMENT AND DISCLOSURE STATEMENT

RFP #: 201904076

RFP TITLE: Maine Farms for the Future – Fall 2019 – Phase 1 Applications

I, (print name at right) Mark F. Hedrich  
accept the offer to become a member of the Request for Proposals (RFP) Evaluation Team for the State of Maine Department of 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.

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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.

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Mark F. Hedrich November 6, 2019  
Signature Date



STATE OF MAINE  
DEPARTMENT OF AGRICULTURE,  
CONSERVATION AND FORESTRY

Janet T. Mills  
Governor

Amanda E. Beal  
Commissioner

**AGREEMENT AND DISCLOSURE STATEMENT**

**RFP #: 201904076**

**RFP TITLE: Maine Farms for the Future – Fall 2019 – Phase 1 Applications**

I, (print name at right) ANNE TRENHOLM  
accept the offer to become a member of the Request for Proposals (RFP) Evaluation Team for the State of Maine Department of 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.**

Anne Trenholm  
Signature

11/8/19  
Date