

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 – Spring - Phase 2 Applications									
PROPOSAL SUBMITTED BY:		Bahner Farm		Morning Dew Farm, LLC		South Paw Farm		Farmer Kev's Organics LLC	
COST:		Cost:	\$25,000	Cost:	\$25,000	Cost:	\$25,000	Cost:	\$25,000
EVALUATION ITEM	POINTS AVAIL.								
A. Completeness of Business Plan	5	5		5		5		5	
B. Character and Management Capacity	20	18		20		17		18	
C. Financial Capacity and Debt Management	10	8		10		7		6	
D. Collateral and Asset Base	20	17		19		17		18	
E. Farm Vitality & Development of New Capital	30	27		28		25		28	
F. Other Conditions	15	14.5		15		15		15	
TOTAL	100	89.5		97		86		90	
PROPOSAL SUBMITTED BY:		Crooked Face Creamery		Lucky Clover Stables		Farming Fungi LLC dba Mousam Valley Mushrooms			
COST:		Cost:	\$25,000	Cost:	\$25,000	Cost:	\$25,000		
EVALUATION ITEM	POINTS AVAIL.								
A. Completeness of Business Plan	5	5		4.5		2			
B. Character and Management Capacity	20	17		17		15			
C. Financial Capacity and Debt Management	10	8		10		7			
D. Collateral and Asset Base	20	17		19		15.5			
E. Farm Vitality & Development of New Capital	30	26		28		17			
F. Other Conditions	15	15		14		14			
TOTAL	100	88		92.5		70.5			

From: [Gilbert, Stephanie](#)
To: [Bahner Farm \(bahnerfarm@gmail.com\)](mailto:bahnerfarm@gmail.com)
Subject: Maine Farms for the Future RFP201904076 Phase 2
Date: Tuesday, June 16, 2020 10:28:00 AM
Attachments: [2. Final Bahner Farm Award Notification Letter_1 \(5\).doc](#)
[image001.jpg](#)

Good Morning Christa and Michael Bahner,

Attached please find an electronic copy of your Maine Farms for the Future Award Letter under RFP201904076 for Spring 2020 Applications - Phase 2.

A paper copy will also be sent to you via US Mail.

Congratulations!

Please check your inbox early next week for 'next step' instructions. Thank you.

Sincerely,

Stephanie Gilbert

Farm Viability and Farmland Protection Specialist

small



28 SHS

Augusta, ME 04333

Desk: 207-287-7520

Department: 1-800-367-0223

Stephanie.Gilbert@Maine.gov



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

**Janet T. Mills
Governor**

**Amanda E. Beal
Commissioner**

AWARD NOTIFICATION LETTER

June 16, 2020

Christa and Michael Bahner
Bahner Farm
153 Augusta Road
Belmont, Maine 04952

SUBJECT: Notice of Conditional Contract Award(s) under RFP #201904076
Maine Farms for the Future Program

Dear Ms. Christa Bahner and Mr. Michael Bahner:

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 the Maine Farms for the Future Program. 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):

- Bahner Farm, Christa and Michael Bahner
- Crooked Face Creamery, Amy Rowbottom
- Farmer Kev's Organic LLC, Kevin Leavitt
- Farming Fungi, LLC dba Mousam Valley Mushrooms
- Lucky Clover Stables, Susan S. Austin
- Morning Dew Farm LLC, Brady Hatch and Brendan McQuillen
- South Paw Farm, Margaret E. Mitchell

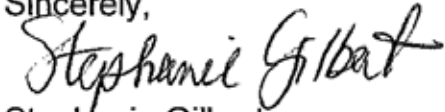
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As stated in the RFP, following announcement of this award decision, all submissions in response to the RFP are considered public records available for public inspection pursuant to the State of Maine Freedom of Access Act (FOAA). 1 M.R.S. §§ 401 et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

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

From: [Gilbert, Stephanie](#)
To: [amy.rowbottom](#)
Subject: Maine Farms for the Future RFP201904076 Phase 2
Date: Tuesday, June 16, 2020 10:26:00 AM
Attachments: [2. Final Crooked Face Creamery Award Notification Letter 1 \(5\).doc](#)
[image001.jpg](#)

Good Morning Amy Rowbottom,

Attached please find an electronic copy of your Maine Farms for the Future Award Letter under RFP201904076 for Spring 2020 Applications - Phase 2.

A paper copy will also be sent to you via US Mail.

Congratulations!

Please check your inbox early next week for 'next step' instructions. Thank you.

Sincerely,

Stephanie Gilbert

Farm Viability and Farmland Protection Specialist



28 SHS

Augusta, ME 04333

Desk: 207-287-7520

Department: 1-800-367-0223

Stephanie.Gilbert@Maine.gov



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CONSERVATION AND FORESTRY**

**Janet T. Mills
Governor**

**Amanda E. Beal
Commissioner**

AWARD NOTIFICATION LETTER

June 16, 2020

Amy Rowbottom
Crooked Face Creamery
PO Box 1134
Skowhegan, Maine 04976

SUBJECT: Notice of Conditional Contract Award(s) under RFP #201904076
Maine Farms for the Future Program

Dear Ms. Amy Rowbottom:

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 the Maine Farms for the Future Program. 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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- Crooked Face Creamery, Amy Rowbottom
- Farmer Kev's Organic LLC, Kevin Leavitt
- Farming Fungi, LLC dba Mousam Valley Mushrooms
- Lucky Clover Stables, Susan S. Austin
- Morning Dew Farm LLC, Brady Hatch and Brendan McQuillen
- South Paw Farm, Margaret E. Mitchell

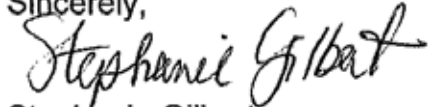
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This award decision is conditioned upon final approval by the State Procurement Review Committee and the successful negotiation of a contract.

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

Sincerely,

A handwritten signature in cursive script that reads "Stephanie Gilbert". The signature is written in black ink and is positioned above the printed name.

Stephanie Gilbert,

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

From: [Gilbert, Stephanie](#)
To: [Farmer Key"s](#)
Subject: Maine Farms for the Future RFP201904076 Phase 2
Date: Tuesday, June 16, 2020 10:25:00 AM
Attachments: [2. Final Farmer Keys Organic LLC Award Notification Letter 1 \(5\).doc](#)
[image001.jpg](#)

Good Morning Kevin Leavitt,

Attached please find an electronic copy of your Maine Farms for the Future Award Letter under RFP201904076 for Spring 2020 Applications - Phase 2.

A paper copy will also be sent to you via US Mail.

Congratulations!

Please check your inbox early next week for 'next step' instructions. Thank you.

Sincerely,

Stephanie Gilbert

Farm Viability and Farmland Protection Specialist

small



28 SHS

Augusta, ME 04333

Desk: 207-287-7520

Department: 1-800-367-0223

Stephanie.Gilbert@Maine.gov



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

**Janet T. Mills
Governor**

**Amanda E. Beal
Commissioner**

AWARD NOTIFICATION LETTER

June 16, 2020

Kevin Leavitt
Farmer Kev's Organic LLC
21 Long Meadow Road
West Gardiner, Maine 04345

SUBJECT: Notice of Conditional Contract Award(s) under RFP #201904076
Maine Farms for the Future Program

Dear Mr. Kevin Leavitt:

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 the Maine Farms for the Future Program. 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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- Morning Dew Farm LLC, Brady Hatch and Brendan McQuillen
- South Paw Farm, Margaret E. Mitchell

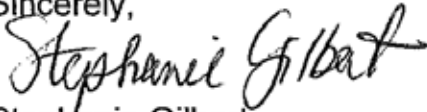
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This award decision is conditioned upon final approval by the State Procurement Review Committee and the successful negotiation of a contract.

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

Sincerely,

A handwritten signature in black ink, appearing to read "Stephanie Gilbert". The signature is fluid and cursive, with the first name "Stephanie" written in a larger, more prominent script than the last name "Gilbert".

Stephanie Gilbert,

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

From: Gilbert, Stephanie
To: ["johnsharood@farmingfungi.com"](mailto:johnsharood@farmingfungi.com); ["emily Sharood"](#); ["Aron Gonsalves"](#)
Subject: Maine Farms for the Future RFP201904076 Phase 2
Date: Tuesday, June 16, 2020 10:22:00 AM
Attachments: [2. Final Farming Fungi LLC dba Mousam Valley Mushrooms Award Notification Letter 1 \(5\).doc](#)
[image001.jpg](#)

Good Morning Mousam Valley Mushrooms – John Sharood, Emily Sharood and Aron Gonsalves,

Attached please find an electronic copy of your Maine Farms for the Future Award Letter under RFP201904076 for Spring 2020 Applications - Phase 2.

A paper copy will also be sent to you via US Mail.

Congratulations!

Please check your inbox early next week for 'next step' instructions. Thank you.

Sincerely,

Stephanie Gilbert

Farm Viability and Farmland Protection Specialist



28 SHS

Augusta, ME 04333

Desk: 207-287-7520

Department: 1-800-367-0223

Stephanie.Gilbert@Maine.gov



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**Janet T. Mills
Governor**

**Amanda E. Beal
Commissioner**

AWARD NOTIFICATION LETTER

June 16, 2020

John Sharood
Farming Fungi, LLC dba Mousam Valley Mushrooms
21 B Blanchard Road
Springvale, Maine 04083

SUBJECT: Notice of Conditional Contract Award(s) under RFP #201904076
Maine Farms for the Future Program

Dear Mr. John Sharood:

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 the Maine Farms for the Future Program. 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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- South Paw Farm, Margaret E. Mitchell

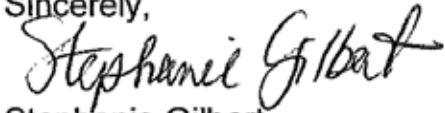
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Thank you for your interest in doing business with the State of Maine.

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

From: [Gilbert, Stephanie](#)
To: [Susan Austin](#); [Susan Austin](#)
Subject: Maine Farms for the Future RFP201904076 Phase 2
Date: Tuesday, June 16, 2020 10:18:00 AM
Attachments: [2. Final Lucky Clover Stables Award Notification Letter 1 \(5\).doc](#)
[image001.jpg](#)

Good Morning Susan Austin,

Attached please find an electronic copy of your Maine Farms for the Future Award Letter under RFP201904076 for Spring 2020 Applications - Phase 2.

A paper copy will also be sent to you via US Mail.

Congratulations!

Please check your inbox early next week for 'next step' instructions. Thank you.

Sincerely,

Stephanie Gilbert

Farm Viability and Farmland Protection Specialist

small



28 SHS

Augusta, ME 04333

Desk: 207-287-7520

Department: 1-800-367-0223

Stephanie.Gilbert@Maine.gov



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

**Janet T. Mills
Governor**

**Amanda E. Beal
Commissioner**

AWARD NOTIFICATION LETTER

June 16, 2020

Susan S. Austin
Lucky Clover Stables
308 Grammar Road
Sanford, Maine 04073

SUBJECT: Notice of Conditional Contract Award(s) under RFP #201904076
Maine Farms for the Future Program

Dear Ms. Susan S. Austin:

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 the Maine Farms for the Future Program. 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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- Farmer Kev's Organic LLC, Kevin Leavitt
- Farming Fungi, LLC dba Mousam Valley Mushrooms
- Lucky Clover Stables, Susan S. Austin
- Morning Dew Farm LLC, Brady Hatch and Brendan McQuillen
- South Paw Farm, Margaret E. Mitchell

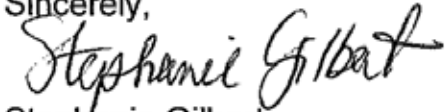
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Thank you for your interest in doing business with the State of Maine.

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

From: Gilbert, Stephanie
To: ["bradyhatch@gmail.com"](mailto:bradyhatch@gmail.com); ["Morning Dew Farm"](#)
Subject: Maine Farms for the Future RFP 201904076 Phase 2
Date: Tuesday, June 16, 2020 10:16:00 AM
Attachments: [2. Final Morning Dew Farm Award Notification Letter 1 \(5\).doc](#),
[image001.jpg](#)

Good Morning Brady Hatch and Brendan McQuillen,

Attached please find an electronic copy of your Maine Farms for the Future Award Letter under RFP201904076 for Spring 2020 Applications - Phase 2.

A paper copy will also be sent to you via US Mail.

Congratulations!

Please check your inbox early next week for 'next step' instructions. Thank you.

Sincerely,

Stephanie Gilbert

Farm Viability and Farmland Protection Specialist



28 SHS

Augusta, ME 04333

Desk: 207-287-7520

Department: 1-800-367-0223

Stephanie.Gilbert@Maine.gov



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

**Janet T. Mills
Governor**

**Amanda E. Beal
Commissioner**

AWARD NOTIFICATION LETTER

June 16, 2020

Brady Hatch and Brendan McQuillen
Morning Dew Farm, LLC
5 Trails End Road
Newcastle, Maine 04553

SUBJECT: Notice of Conditional Contract Award(s) under RFP #201904076
Maine Farms for the Future Program

Dear Ms. Brady Hatch and Mr. Brendan McQuillen:

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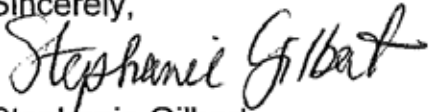
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Thank you for your interest in doing business with the State of Maine.

Sincerely,

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

From: [Gilbert, Stephanie](#)
To: [Margaret Mitchell](#)
Subject: Maine Farms for the Future - RFP 201904076 - Phase 2
Date: Tuesday, June 16, 2020 10:12:00 AM
Attachments: [image001.jpg](#)
[2. Final South Paw Farm Award Notification Letter 1 \(5\).doc](#)

Good Morning Margaret Mitchell,

Attached please find an electronic copy of your Maine Farms for the Future Award Letter under RFP201904076 for Spring 2020 Applications - Phase 2.

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Please check your inbox early next week for next step instructions. Thank you.

Sincerely,

Stephanie Gilbert

Farm Viability and Farmland Protection Specialist



28 SHS

Augusta, ME 04333

Desk: 207-287-7520

Department: 1-800-367-0223

Stephanie.Gilbert@Maine.gov



**STATE OF MAINE
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**Janet T. Mills
Governor**

**Amanda E. Beal
Commissioner**

AWARD NOTIFICATION LETTER

June 16, 2020

Margaret E. Mitchell
South Paw Farm
355 Greeley Road
Freedom, Maine 04941

SUBJECT: Notice of Conditional Contract Award(s) under RFP #201904076
Maine Farms for the Future Program

Dear Ms. Margaret E. Mitchell:

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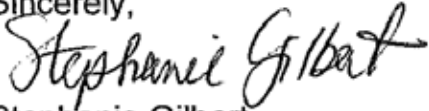
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Thank you for your interest in doing business with the State of Maine.

Sincerely,

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Stephanie Gilbert,

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

STATE OF MAINE TEAM CONSENSUS EVALUATION NOTES

RFP #: 201904076 Phase 2 Application Spring 2020
RFP TITLE: Maine Farms for the Future Program
BIDDER NAME: BAHNER FARM
DATE: June 4, 2020 8:45 AM -12:30 PM

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, Lori Allen

SUMMARY PAGE

Pass/Fail Criteria		
	<u>Pass:</u>	<u>Fail:</u>
è (List all pass/fail criteria of the RFP, if any. This section must be completed by RFP Coordinator before proposals are given to review team for evaluation. If a proposal fails any of the pass/fail criteria, the proposal is to be rejected and, therefore, not given to a review team for review.)		
è Completed Business Plan – Parts A, B & C submitted.	X	
è A “Selected Farm” for Phase 1: (Phase 1 – 2017; also Phase 1 & 2 – 2010/11)	X	
è All licensing	X	
	<u>Points Awarded:</u>	
Numerical Score: (Edit sections below to match evaluation criteria within RFP)		
A. Completeness of Business Plan (Max: 5 Points)	5	
B. Character and Management Capacity (Max: 20 Points)	18	
C. Financial Capacity and Debt Management (Max: 10 Points)	8	
D. Collateral and Asset Base (Max: 20 Points)	17	
E. Farm Vitality & Development of New Capital (Max: 30 Points)	27	
F. Other Conditions (Max: 15 Points)	14.5	
TOTAL POINTS (Max: 100 Points)	89.5	

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 201904076 Phase 2 Application Spring 2020
RFP TITLE: Maine Farms for the Future Program
BIDDER NAME: BAHNER FARM
DATE: June 4, 2020 8:45 AM -12:30 PM

Completeness of Business Plan

Total Points Available: (Max: 5 Points)

Score: 5

Evaluation Team Comments:

A. Completeness of Business Plan (Max: 5 Points)
Complete organized and thorough

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 201904076 Phase 2 Application Spring 2020
RFP TITLE: Maine Farms for the Future Program
BIDDER NAME: BAHNER FARM
DATE: June 4, 2020 8:45 AM -12:30 PM

Character and Management Capacity

Total Points Available: (Max: 20 Points)

Score: 18

Evaluation Team Comments:

B. Character and Management Capacity (Max: 20 Points)
Good team, diverse background, good past experiences to business

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 201904076 Phase 2 Application Spring 2020
RFP TITLE: Maine Farms for the Future Program
BIDDER NAME: BAHNER FARM
DATE: June 4, 2020 8:45 AM -12:30 PM

Financial Capacity and Debt Management

Total Points Available: (Max: 10 Points)

Score: 8

Evaluation Team Comments:

C. Financial Capacity and Debt Management Max: 10 Points)
Reasonable balance sheet and equity, cash flow tight for couple years
Increase winter sales will add to off season cash flow = positive

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 201904076 Phase 2 Application Spring 2020
RFP TITLE: Maine Farms for the Future Program
BIDDER NAME: BAHNER FARM
DATE: June 4, 2020 8:45 AM -12:30 PM

Collateral and Asset Base

Total Points Available: (Max: 20 Points)

Score: 17

Evaluation Team Comments:

D. Collateral and Asset Base (Max: 20 Points)
Did not explain in detail how plan to build health and protect natural resources. MOFGA and NRCS guidance. Increasing organic crops.
Greenhouse – soil criteria not directly apply – shouldn't be penalized by what they are doing. More of a none applicable.
MOFGA has all kinds of critieria for soil management
NRCS is national standard
Will it improve productivity of the land. Large greenhouse will generate greater yield/productivity on a per acre basis
New structure will help maintain physical infrastructure overall
Will increase the overall sustainability of the farm – this works towards

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 201904076 Phase 2 Application Spring 2020
RFP TITLE: Maine Farms for the Future Program
BIDDER NAME: BAHNER FARM
DATE: June 4, 2020 8:45 AM -12:30 PM

Farm Vitality & Development of New Capital

Total Points Available: (Max: 30 Points)

Score: 27

Evaluation Team Comments:

E. Farm Vitality & Development of New Capital (Max: 30 Points)
Will enhance production. Winter production makes sense. better quality and safe than imported from CA
Committed labor force
Some competition of local farms not a killing competition
Seems like sensible plan
Market survey was included was critical support for their effort. Positive
Agree, do what your customers want. Not what you want. Did great job of discussion about pandemic
Very thorough. Positive
Only negative is competition. 7,000 vehicles/day

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 201904076 Phase 2 Application Spring 2020
RFP TITLE: Maine Farms for the Future Program
BIDDER NAME: BAHNER FARM
DATE: June 4, 2020 8:45 AM -12:30 PM

Other Conditions

Total Points Available: (Max: 15 Points)

Score: 14.5

Evaluation Team Comments:

F. Other Conditions (Max: 15 Points)	
A: Conservation Objectives: (Max 5 Points)	4.5
Broader – services Cultural amenity and Belfast and Waldo County as well as marketing and customer - based service farm reminds people we are here to grow	
B: Percentage of Farmland to be under Agreement (Max 5 Points)	5
37 acres will be protected	
100% of land currently owned.	
C: Degree of Change (Max 5 Points)	5
Increasing winter to meet demand that is already there.	

STATE OF MAINE TEAM CONSENSUS EVALUATION NOTES

RFP #: 201904076 Phase 2 Application Spring 2020
RFP TITLE: Maine Farms for the Future Program
BIDDER NAME: CROOKED FACE CREAMERY
DATE: June 4, 2020 8:45 AM -12:30 PM

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, Ann McAlhany

SUMMARY PAGE

Pass/Fail Criteria		
	Pass:	Fail:
è (List all pass/fail criteria of the RFP, if any. This section must be completed by RFP Coordinator before proposals are given to review team for evaluation. If a proposal fails any of the pass/fail criteria, the proposal is to be rejected and, therefore, not given to a review team for review.)		
è Completed Business Plan – Parts A, B & C submitted.	X	
è A “Selected Farm” for Phase 1: 2018	X	
è All licensing	X	
	Points Awarded:	
Numerical Score: (Edit sections below to match evaluation criteria within RFP)		
A. Completeness of Business Plan (Max: 5 Points)	5	
B. Character and Management Capacity (Max: 20 Points)	17	
C. Financial Capacity and Debt Management (Max: 10 Points)	8	
D. Collateral and Asset Base (Max: 20 Points)	17	
E. Farm Vitality & Development of New Capital (Max: 30 Points)	26	
F. Other Conditions (Max: 15 Points)	15	
TOTAL POINTS (Max: 100 Points)	88	

A. Completeness of Business Plan

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 201904076 Phase 2 Application Spring 2020
RFP TITLE: Maine Farms for the Future Program
BIDDER NAME: CROOKED FACE CREAMERY
DATE: June 4, 2020 8:45 AM -12:30 PM

Total Points Available: (Max: 5 Points)

Score: 5

Evaluation Team Comments:

A. Completeness of Business Plan (Max: 5 Points)
Complete documentation. Signature page was submitted.
Good job with the whole package. Has the passion, very thorough plan.
Concur with that.
Big change since applied for Phase 1.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 201904076 Phase 2 Application Spring 2020
RFP TITLE: Maine Farms for the Future Program
BIDDER NAME: CROOKED FACE CREAMERY
DATE: June 4, 2020 8:45 AM -12:30 PM

B. Character and Management Capacity

Total Points Available: (Max: 20 Points)

Score: 17

Evaluation Team Comments:

B. Character and Management Capacity (Max: 20 Points)
She had 93% retail sales growth in first three months of new retail space.
Interesting - Risk management piece lacks scope and detail. Does not provide enough of that detail to merit full score. Needs more nuts and bolts for exit strategy.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 201904076 Phase 2 Application Spring 2020

RFP TITLE: Maine Farms for the Future Program

BIDDER NAME: CROOKED FACE CREAMERY

DATE: June 4, 2020 8:45 AM -12:30 PM

C. Financial Capacity and Debt Management

Total Points Available: (Max: 10 Points)

Score: 8

Evaluation Team Comments:

C. Financial Capacity and Debt Management Max: (10 Points)
Rented facility is positive move, for better exposure.
Positive - Scaling the business to meet customer demand.
Strong Positive - Has strong foundation on which to build.
Question/Interesting – the choice to pay on low-interest loan. Cash from grant might be more helpful if spent in a different area of need/use.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 201904076 Phase 2 Application Spring 2020
RFP TITLE: Maine Farms for the Future Program
BIDDER NAME: CROOKED FACE CREAMERY
DATE: June 4, 2020 8:45 AM -12:30 PM

D. Collateral and Asset Base

Total Points Available: (Max: 20 Points)

Score: 17

Evaluation Team Comments:

D. Collateral and Asset Base (Max: 20 Points)
Benefit of enhancing the viability of farms that this business is buying from.
Buying the business'es own waste back – whey into pork – full-circle recycle program.
Positive - Using some grant funds for more exposure for hard advertising and building brand recognition.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 201904076 Phase 2 Application Spring 2020
RFP TITLE: Maine Farms for the Future Program
BIDDER NAME: CROOKED FACE CREAMERY
DATE: June 4, 2020 8:45 AM -12:30 PM

E. Farm Vitality & Development of New Capital

Total Points Available: (Max: 30 Points)

Score: 26

Evaluation Team Comments:

E. Farm Vitality & Development of New Capital (Max: 30 Points)
Sources and uses – uses are spread out to different areas to move business along, impressed
Also noted that, freezer, shelving, website
Positive – the future and the plan talk about consistent branding. Using those strategies and building them out. Have gone through upgrade, to create efficiencies.
Developing new cheeses, out of state too, smoked has done well, glowing testimonials.
Talked well about branding and has worked hard on that. Also varieties of cheese – focused for bigger margin and sell well. All positive

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 201904076 Phase 2 Application Spring 2020
RFP TITLE: Maine Farms for the Future Program
BIDDER NAME: CROOKED FACE CREAMERY
DATE: June 4, 2020 8:45 AM -12:30 PM

Other Conditions

Total Points Available: (Max: 15 Points)

Score: 15

Evaluation Team Comments:

Other Conditions (Max: 15 Points)	
A: Conservation Objectives: (Max 5 Points)	5
Positive – local farm/direct cultural; collaboration with food ag hub in Skowhegan; buying bulk milk keeps production ag; rockport maine cheese; makes triangle with the state – three areas how open space contribute.	
B: Percentage of Farmland to be under Agreement (Max 5 Points)	5
5 acres will be protected	
Pledging 100% of what has access to farm	
C: Degree of Change (Max 5 Points)	5
Strong Positive - Really looking at managing the inventory – fresh, retail, wholesale and ageing to have diversity of products.	
Moving to Skowhegan has been a big and positive change for the business.	
Upgrades will attract more customers. More unique products, her business.	

STATE OF MAINE TEAM CONSENSUS EVALUATION NOTES

RFP #: 201904076 Phase 2 Application Spring 2020
 RFP TITLE: Maine Farms for the Future Program
 BIDDER NAME: FARMER KEV'S ORGANICS, LLC
 DATE: June 4, 2020 8:45 AM -12:30 PM

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, Ann McAlhany, Lori Allen

SUMMARY PAGE

Pass/Fail Criteria		
	Pass:	Fail:
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è Completed Business Plan – Parts A, B & C submitted.	X	
è A "Selected Farm" for Phase 1: (Phase 1 – 2019)	X	
è All licensing	X	
	Points Awarded:	
Numerical Score: (Edit sections below to match evaluation criteria within RFP)		
A. Completeness of Business Plan (Max: 5 Points)	5	
B. Character and Management Capacity (Max: 20 Points)	18	
C. Financial Capacity and Debt Management (Max: 10 Points)	6	
D. Collateral and Asset Base (Max: 20 Points)	18	
E. Farm Vitality & Development of New Capital (Max: 30 Points)	28	
F. Other Conditions (Max: 15 Points)	15	
TOTAL POINTS (Max: 100 Points)	90	

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 201904076 Phase 2 Application Spring 2020

RFP TITLE: Maine Farms for the Future Program

BIDDER NAME: FARMER KEV'S ORGANICS, LLC

DATE: June 4, 2020 8:45 AM -12:30 PM

A. Completeness of Business Plan

Total Points Available: (Max: 5 Points)

Score:5

Evaluation Team Comments:

A. Completeness of Business Plan (Max: 5 Points)
Very thorough.
Complete, organized and thorough.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 201904076 Phase 2 Application Spring 2020

RFP TITLE: Maine Farms for the Future Program

BIDDER NAME: FARMER KEV'S ORGANICS, LLC

DATE: June 4, 2020 8:45 AM -12:30 PM

B. Character and Management Capacity

Total Points Available: (Max: 20 Points)

Score: 18

Evaluation Team Comments:

B. Character and Management Capacity (Max: 20Points)
Business has existed for a number of years.
Liked talk of why got into farming.
Has a solid and committed team.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 201904076 Phase 2 Application Spring 2020

RFP TITLE: Maine Farms for the Future Program

BIDDER NAME: FARMER KEV'S ORGANICS, LLC

DATE: June 4, 2020 8:45 AM -12:30 PM

C. Financial Capacity and Debt Management

Total Points Available: (Max: 10 Points)

Score: 6

Evaluation Team Comments:

C. Financial Capacity and Debt Management Max: 10 Points)
Leveraged pretty heavy in terms of balance sheet 4:1 Cash flow will be tight, this year and 2021.
Will not need to buy-in that will be savings that won't eat into planned increase in revenues.
Can't afford any mistakes this coming year.
Current greenhouses are profitable, and business is servicing debt. Looks like a short period of time before benefits from cashflow from the new assets.
Nature of these businesses, want to be prudent with investment.
Has a good revenue stream from farmshares. But question the debt, is business being well run? Is it operating on borrowed funds?
Farming is paying out, and paying out, and saying the next year's going to be better, that cycle doesn't break.
Looking at the future. The business has made it this far. One of the values of this program is that it helps farms to connect the dots in the next 3 years and from then to the next 10 to 20 years. The business model is strong.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 201904076 Phase 2 Application Spring 2020

RFP TITLE: Maine Farms for the Future Program

BIDDER NAME: FARMER KEV'S ORGANICS, LLC

DATE: June 4, 2020 8:45 AM -12:30 PM

D. Collateral and Asset Base

Total Points Available: (Max: 20 Points)

Score: 18

Evaluation Team Comments:

D. Collateral and Asset Base (Max: 20 Points)
Buildings are improvements that will become collateral. New physical conditions. Greenhouse preserves soil. New greenhouse will meet existing market demand.
Greenhouse will hedge against the weather, bed preparation, reduce soil compaction, increase yields and quality. All will help with labor efficiency.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 201904076 Phase 2 Application Spring 2020

RFP TITLE: Maine Farms for the Future Program

BIDDER NAME: FARMER KEV'S ORGANICS, LLC

DATE: June 4, 2020 8:45 AM -12:30 PM

E. Farm Vitality & Development of New Capital

Total Points Available: (Max: 30 Points)

Score: 28

Evaluation Team Comments:

E. Farm Vitality & Development of New Capital (Max: 30 Points)
Positive – all efficiencies, important when increasing scale strategies good, marketing especially with delivery and affordability on target with wider demographic in Maine. Buying local is an affordable opportunity.
Current demand is greater than supply
Greater demand over supply is a good problem to have
Farms is located within 30 minutes of 5 metropolitan areas. That is a good strategy. Delivery CSA very smart and liked by people. Will expand year-round production and volume. Increase customer base, more wholesale accounts. Not sure how life-time shares will go.
Question: has SEC approved for life-time shares.
Answer: has done legal work, assume so.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 201904076 Phase 2 Application Spring 2020

RFP TITLE: Maine Farms for the Future Program

BIDDER NAME: FARMER KEV'S ORGANICS, LLC

DATE: June 4, 2020 8:45 AM -12:30 PM

F. Other Conditions

Total Points Available: (Max: 15 Points)

Score: 15

Evaluation Team Comments:

F. Other Conditions (Max: 15 Points)	
A: Conservation Objectives: (Max 5 Points)	5
He will use neighbor's horse manure – carbon-based vegetable product is good point	
Will utilize compost pad. does lots of reuse and recycling, constructing a road for erosion control	
One-till planting	
B: Percentage of Farmland to be under Agreement (Max 5 Points)	5
31 acres will be protected	
Full hundred % of operation	
C: Degree of Change (Max 5 Points)	5
Cannot call it new idea, plan adds greenhouses for continued growth of the business. Again though, the business is meeting demand, what's growing is already sold.	
He may be able to reduce seasonal employees to build more capacity for full-time = efficiencies	

STATE OF MAINE TEAM CONSENSUS EVALUATION NOTES

RFP #: 201904076 Phase 2 Application Spring 2020
RFP TITLE: Maine Farms for the Future Program
BIDDER NAME: FARMING FUNGI, LLC dba Mousam Valley Mushrooms
DATE: June 4, 2020 8:45 AM -12:30 PM

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, Ann McAlhany

SUMMARY PAGE

Pass/Fail Criteria		
	<u>Pass:</u>	<u>Fail:</u>
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è Completed Business Plan – Parts A, B & C submitted.	X	
è A “Selected Farm” for Phase 1: 2019	X	
è All licensing	X	
	Points Awarded:	
Numerical Score: (Edit sections below to match evaluation criteria within RFP)		
A. Completeness of Business Plan (Max: 5 Points)	2	
B. Character and Management Capacity (Max: 20 Points)	15	
C. Financial Capacity and Debt Management (Max: 10 Points)	7	
D. Collateral and Asset Base (Max: 20 Points)	15.5	
E. Farm Vitality & Development of New Capital (Max: 30 Points)	17	
F. Other Conditions: (Max: 15 Points)	14	
TOTAL POINTS (Max: 100 Points)		70.5

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 201904076 Phase 2 Application Spring 2020
RFP TITLE: Maine Farms for the Future Program
BIDDER NAME: FARMING FUNGI, LLC dba Mousam Valley Mushrooms
DATE: June 4, 2020 8:45 AM -12:30 PM

A. Completeness of Business Plan
Total Points Available: (Max: 5 Points)

Score: 2

Evaluation Team Comments:

A. Completeness of Business Plan (Max: 5 Points)
Technically complete.
Lots of moving parts to the plan. Confusingly written.
Almost too much information; difficult to decipher meaning.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 201904076 Phase 2 Application Spring 2020
RFP TITLE: Maine Farms for the Future Program
BIDDER NAME: FARMING FUNGI, LLC dba Mousam Valley Mushrooms
DATE: June 4, 2020 8:45 AM -12:30 PM

B. Character and Management Capacity

Total Points Available: (Max: 20 Points)

Score: 15

Evaluation Team Comments:

B. Character and Management Capacity (Max: 20 Points)
Plan notes, demand is expanding at double-digit rates.
Company members have glowing credentials. Have MBA, experience with other workplaces, owned and operated other companies, skilled at software development, seem to have decent formal governance board.
For the expansive group that this company represents something is seems uneven.
Overall it is impressive what they have been doing. Shown some savviness that do not want to discredit. It is a steep learning curve for reaching this level of manufacturing.
Have capacity to create infrastructure to get product and complexity of SKUs.
Maybe some challenges with skill sets for marketplace.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 201904076 Phase 2 Application Spring 2020
RFP TITLE: Maine Farms for the Future Program
BIDDER NAME: FARMING FUNGI, LLC dba Mousam Valley Mushrooms
DATE: June 4, 2020 8:45 AM -12:30 PM

C. Financial Capacity and Debt Management

Total Points Available: (Max: 10 Points)

Score: 7

Evaluation Team Comments:

C. Financial Capacity and Debt Management (Max: 10 Points)
Yes, theoretically will improve cash flow. Debt service creates huge concerns, improving margins doesn't show outside overall cash flow and going cash positive.
Reducing cost of shitake in next 2 years with projection for 2M then 8M. Cash flow positive in 2020, and show net income in 2021.
Have a good following of investors. There is a plan to sell but that is probably farther down the road than it may seem.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 201904076 Phase 2 Application Spring 2020
RFP TITLE: Maine Farms for the Future Program
BIDDER NAME: FARMING FUNGI, LLC dba Mousam Valley Mushrooms
DATE: June 4, 2020 8:45 AM -12:30 PM

D. Collateral and Asset Base

Total Points Available: (Max: 20 Points)

Score: 15.5

Evaluation Team Comments:

D. Collateral and Asset Base (Max: 20 Points)
Positive - Lowering material cost per pound
Physical condition of facility will improve.
Buildings will need significant renovation, have land available to expand if still viable – now expanding to increase production, could construct additional buildings, but the whole thing is already a \$600k loss last year. Investors are committed. Perhaps can hang on until become profitable. Seem to be OK this year.
Exit strategy to sell.
Concerned about couple years of significant losses. This is a corporate operation, with a different model and different philosophy. Need to look at this differently. If investors come in next 12 months then they have some promise.
This grant is a drop in the bucket – we are trying to succeed doing to bring the bucks in that work – did apply for grant and loan.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 201904076 Phase 2 Application Spring 2020
RFP TITLE: Maine Farms for the Future Program
BIDDER NAME: FARMING FUNGI, LLC dba Mousam Valley Mushrooms
DATE: June 4, 2020 8:45 AM -12:30 PM

E. Farm Vitality & Development of New Capital

Total Points Available: (Max: 30 Points)

Score: 17

Evaluation Team Comments:

E. Farm Vitality & Development of New Capital (Max: 30 Points)
Question – Sustainability not clear with quarter M in short-term debt, total receivables not clear – are they 60 or 90 days – cash flow concerns. Short-term debt payments cut into effective cash flow. Taking on extra debt to decrease cost of mushrooms.
Quadruple sales by 2023. Low competition in Northeast US. Seem to have solid homework on competition and market. Sales increase by 25%, not planning
They are looking to do volume material purchases to drive costs down, growing their own shitakes aims to reduce costs,
Question – are grow blocks coming from China? What if the supply chain is disrupted?
Positive - Have done a lot to get into the grocery sector.
Question/Interesting – what will the disruptor's be – China sourcing or Mushrooms. The mushrooms that are grown to off-set bought-in and those that are bought in, are both forms of efficiencies – having the SKUs is very positive. Marketing materials are clear and attractive.
Diseases are being taken into account in terms of production.
Have some understanding of and some confidence in model and corporate investor.
Interesting - How does this operation look in mushroom farming sector.
The plan notes that the company is a very similar to set-up to Backyard Farms in Madison. And State Gardens. No single person has skin in the game, this is about outside investors and is a 'different animal'.
Question - Are they any less likely to fail?
Answer - If so, just bigger splash.
My concerns are not just because of corporate. I see cash flow concerns. At what point might they not get more outside investment? At what point can the company no longer absorb the big negative numbers. There is already a huge loss to fund.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 201904076 Phase 2 Application Spring 2020
RFP TITLE: Maine Farms for the Future Program
BIDDER NAME: FARMING FUNGI, LLC dba Mousam Valley Mushrooms
DATE: June 4, 2020 8:45 AM -12:30 PM

F. Other Conditions

Total Points Available: (Max: 15 Points)

Score: 14

Evaluation Team Comments:

F. Other Conditions (Max: 15 Points)		
1: Conservation Objectives:	(Max 5 Points)	4
Positive on cultural amenities in that part of Maine/State Springvale "Farm Walk" area is enhanced.		
Use lots of recyclable packaging, good environmental benefit.		
2: Percentage of Farmland to be under Agreement	(Max 5 Points)	5
11.5 acres will be protected		
100% of all owned		
3: Degree of Change	(Max 5 Points)	5
Want to grow most of shitake to decrease unit cost, increase jobs, lots of software development		
70% overall with expansion of growth of shitake product from 30% to 80%		

STATE OF MAINE TEAM CONSENSUS EVALUATION NOTES

RFP #: 201904076 Phase 2 Application Spring 2020
 RFP TITLE: Maine Farms for the Future Program
 BIDDER NAME: LUCKY CLOVER STABLES
 DATE: June 4, 2020 8:45 AM -12:30 PM

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

SUMMARY PAGE

Pass/Fail Criteria		
	<u>Pass:</u>	<u>Fail:</u>
è (List all pass/fail criteria of the RFP, if any. This section must be completed by RFP Coordinator before proposals are given to review team for evaluation. If a proposal fails any of the pass/fail criteria, the proposal is to be rejected and, therefore, not given to a review team for review.)		
è Completed Business Plan – Parts A, B & C submitted.	X	
è A “Selected Farm” for Phase 1: 2019	X	
è All licensing	X	
	<u>Points Awarded:</u>	
Numerical Score: (Edit sections below to match evaluation criteria within RFP)		
A. Completeness of Business Plan (Max: 5 Points)	4.5	
B. Character and Management Capacity (Max: 20 Points)	17	
C. Financial Capacity and Debt Management (Max: 10 Points)	10	
D. Collateral and Asset Base (Max: 20 Points)	19	
E. Farm Vitality & Development of New Capital (Max: 30 Points)	28	
F. Other Conditions (Max: 15 Points)	14	
TOTAL POINTS (Max: 100 Points)		92.5

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 201904076 Phase 2 Application Spring 2020
RFP TITLE: Maine Farms for the Future Program
BIDDER NAME: LUCKY CLOVER STABLES
DATE: June 4, 2020 8:45 AM -12:30 PM

A. Completeness of Business Plan
Total Points Available: (Max: 5 Points)

Score: 4.5

Evaluation Team Comments:

A. Completeness of Business Plan (Max: 5 Points)
Complete
Lacked quantitative information about the business model in the narrative. Had to go find it elsewhere in the financials. Could find it but narrative should include more financial data.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 201904076 Phase 2 Application Spring 2020
RFP TITLE: Maine Farms for the Future Program
BIDDER NAME: LUCKY CLOVER STABLES
DATE: June 4, 2020 8:45 AM -12:30 PM

B. Character and Management Capacity

Total Points Available: (Max: 20 Points)

Score: 17

Evaluation Team Comments:

B. Character and Management Capacity (Max: 20 Points)
Positive – Interesting and Question – Applicant has lots of familiarity with the business model and stables, good awareness of peers/competition. Interesting – Current professional experience in public education and administration will likely inform the new enterprise.
Conservative in approach. Not looking at far-out numbers. Targets are attainable for the times we are in.
Perhaps a bit too conservative. In operation for long time, seemed to be well-versed in business. Lots of experience working with client base that they want to expand to.
What is covered is fair at this point. Interesting that applicant missed the opportunity to explain the need in the market for it looks like the applicant had done homework but had not gotten to tying the connection between need to match the business's capacity. Wanted to hear more about applicant's daughter's abilities. Wanted to see that tied to the business implications of the new enterprise.
Already successful, to expand operations for year-round revenues

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 201904076 Phase 2 Application Spring 2020
RFP TITLE: Maine Farms for the Future Program
BIDDER NAME: LUCKY CLOVER STABLES
DATE: June 4, 2020 8:45 AM -12:30 PM

C. Financial Capacity and Debt Management

Total Points Available: (Max: 10 Points)

Score: 10

Evaluation Team Comments:

C. Financial Capacity and Debt Management Max: 10 Points)
Solid balance sheet. Good equity. Incremental approach to improving cash flow. If something doesn't work quite right, will not be buried with debt.
Overall 5 revenue streams.Diversified.
Public visibility will expose local residents to open green space and animal interactions
Very conservative, the new debt service at projected ratre, the new training per week to cover debt service.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 201904076 Phase 2 Application Spring 2020
RFP TITLE: Maine Farms for the Future Program
BIDDER NAME: LUCKY CLOVER STABLES
DATE: June 4, 2020 8:45 AM -12:30 PM

D. Collateral and Asset Base

Total Points Available: (Max: 20 Points)

Score: 19

Evaluation Team Comments:

D. Collateral and Asset Base (Max: 20 Points)
Sustainability and public benefit.
Overall good plan.
Moving hay to have space for events increases business in the off-months. Debt will be lowered and income will be increased.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 201904076 Phase 2 Application Spring 2020

RFP TITLE: Maine Farms for the Future Program

BIDDER NAME: LUCKY CLOVER STABLES

DATE: June 4, 2020 8:45 AM -12:30 PM

E. Farm Vitality & Development of New Capital

Total Points Available: (Max: 30 Points)

Score: 28

Evaluation Team Comments:

E. Farm Vitality & Development of New Capital (Max: 30 Points)
Animal interaction, comfort and therapeutic riding. COVID 19 might help even more. Business may be increasing. Animals may become an outlet for socialization.
Yes, changes to infrastructure will enable longer and year-round season for generating income, that alone makes this plan make sense.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 201904076 Phase 2 Application Spring 2020
RFP TITLE: Maine Farms for the Future Program
BIDDER NAME: LUCKY CLOVER STABLES
DATE: June 4, 2020 8:45 AM -12:30 PM

F. Other Conditions

Total Points Available: (Max: 15 Points)

Score: 14

Evaluation Team Comments:

F. Other Conditions (Max: 15 Points)	
1: Conservation Objectives: (Max 5 Points)	5
High development area with contribution of open space plus animal interaction – more than life's necessities as a life luxury.	
What this land does overall may be challenges for conservation piece, trails systems and more.	
2: Percentage of Farmland to be under Agreement (Max 5 Points)	4
38 acres will be protected	
25% of 120 acres	
Question – ownership Sole Proprietorship likely to LLC	
As a percentage not as much farmland but have a lot more at stake in this part of the state.	
3: Degree of Change (Max 5 Points)	5
On par with what doing. Significant. Innovative. Could be a game changer.	
It is a new revenue stream and target market leveraging what they already have.	

STATE OF MAINE TEAM CONSENSUS EVALUATION NOTES

RFP #: 201904076 Phase 2 Application Spring 2020
 RFP TITLE: Maine Farms for the Future Program
 BIDDER NAME: MORNING DEW FARM
 DATE: June 4, 2020 8:45 AM -12:30 PM

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, Ann McAlhany

SUMMARY PAGE

Pass/Fail Criteria		
	<u>Pass:</u>	<u>Fail:</u>
è (List all pass/fail criteria of the RFP, if any. This section must be completed by RFP Coordinator before proposals are given to review team for evaluation. If a proposal fails any of the pass/fail criteria, the proposal is to be rejected and, therefore, not given to a review team for review.)		
è Completed Business Plan – Parts A, B & C submitted.	X	
è A “Selected Farm” for Phase 1: (Phase 1 – 2013; also Phase 1 & 2 – 2004/05)	X	
è All licensing	X	
	<u>Points Awarded:</u>	
Numerical Score: (Edit sections below to match evaluation criteria within RFP)		
A. Completeness of Business Plan (Max: 5 Points)	5	
B. Character and Management Capacity (Max: 20 Points)	20	
C. Financial Capacity and Debt Management (Max: 10 Points)	10	
D. Collateral and Asset Base (Max: 20 Points)	19	
E. Farm Vitality & Development of New Capital (Max: 30 Points)	28	
F. Other Conditions (Max: 15 Points)	15	
TOTAL POINTS (Max: 100 Points)	97	

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 201904076 Phase 2 Application Spring 2020
RFP TITLE: Maine Farms for the Future Program
BIDDER NAME: MORNING DEW FARM
DATE: June 4, 2020 8:45 AM -12:30 PM

A. Completeness of Business Plan

Total Points Available: (Max: 5 Points)

Score: 5

Evaluation Team Comments:

A. Completeness of Business Plan (Max: 5 Points)
Thorough plan, very well presented.
Well organized, focused and excellent.
They clearly know where they are now and understand where they want and plan to go.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 201904076 Phase 2 Application Spring 2020
RFP TITLE: Maine Farms for the Future Program
BIDDER NAME: MORNING DEW FARM
DATE: June 4, 2020 8:45 AM -12:30 PM

B. Character and Management Capacity

Total Points Available: (Max: 20 Points)

Score: 20

Evaluation Team Comments:

B. Character and Management Capacity (Max: 20Points)
Positive – they clearly have the business experience and knowledge, are well-networked and connected in the agricultural world, have the knowledge of how to access the appropriate ag resources, and have a decent set of staff.
Great tenure in the business and the customer base.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 201904076 Phase 2 Application Spring 2020
RFP TITLE: Maine Farms for the Future Program
BIDDER NAME: MORNING DEW FARM
DATE: June 4, 2020 8:45 AM -12:30 PM

C. Financial Capacity and Debt Management

Total Points Available: (Max: 10 Points)

Score: 10

Evaluation Team Comments:

C. Financial Capacity and Debt Management Max: 10 Points)
Appear to be on-track for financial goals and objectives. Have a good handle on where are and where we are going.
Recent grants from other source approved marketing consultant.
Will continue to be successful.
New debt offsets rent payment.
Clear picture of their vision and it is conveyed in their numbers.
Good to eliminate the lease and make payment to themselves as they will now have this as an asset.
Less traveling = more efficiencies

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 201904076 Phase 2 Application Spring 2020
RFP TITLE: Maine Farms for the Future Program
BIDDER NAME: MORNING DEW FARM
DATE: June 4, 2020 8:45 AM -12:30 PM

D. Collateral and Asset Base

Total Points Available: (Max: 20 Points)

Score: 19

Evaluation Team Comments:

D. Collateral and Asset Base (Max: 20 Points)
Again. Good to eliminate the lease and make payment to themselves as they will have this as an asset
Will improve capacity, food safety, no reason to deduct points, but yes, there is always room for improvement...

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 201904076 Phase 2 Application Spring 2020
RFP TITLE: Maine Farms for the Future Program
BIDDER NAME: MORNING DEW FARM
DATE: June 4, 2020 8:45 AM -12:30 PM

E. Farm Vitality & Development of New Capital

Total Points Available: (Max: 30 Points)

Score: 28

Evaluation Team Comments:

E. Farm Vitality & Development of New Capital (Max: 30 Points)
Positive - looking at marketing piece strongly and discussing how to do that. Liked discussion of time sensitivity of strategies.
Positive - awareness of pandemic challenges and opportunities.
New accounts researched and tested, yet sales are not decreasing despite COVID.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 201904076 Phase 2 Application Spring 2020

RFP TITLE: Maine Farms for the Future Program

BIDDER NAME: MORNING DEW FARM

DATE: June 4, 2020 8:45 AM -12:30 PM

F. Other Conditions

Total Points Available: (Max: 15 Points)

Score: 15

Evaluation Team Comments:

F. Other Conditions (Max: 15 Points)	
A: Conservation Objectives: (Max 5 Points)	5
Already host SWCD events – hand-in-hand mission. On Rte 1. Farm-direct opportunities. Site and people who are building community awareness	
Positive – reduction of fossil fuel and CO2 emissions	
B: Percentage of Farmland to be under Agreement (Max 5 Points)	5
8 acres will be protected	
100% of what is available	
C: Degree of Change (Max 5 Points)	5
Positive – on-site and new greenhouse vs off-site out-of-date leased greenhouse	

STATE OF MAINE TEAM CONSENSUS EVALUATION NOTES

RFP #: 201904076 Phase 2 Application Spring 2020
 RFP TITLE: Maine Farms for the Future Program
 BIDDER NAME: SOUTH PAW FARM
 DATE: June 4, 2020 8:45 AM -12:30 PM

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, Lori Allen

SUMMARY PAGE

Pass/Fail Criteria		
	<u>Pass:</u>	<u>Fail:</u>
è (List all pass/fail criteria of the RFP, if any. This section must be completed by RFP Coordinator before proposals are given to review team for evaluation. If a proposal fails any of the pass/fail criteria, the proposal is to be rejected and, therefore, not given to a review team for review.)		
è Completed Business Plan – Parts A, B & C submitted.	X	
è A “Selected Farm” for Phase 1: (Phase 1 & 2 - 2012/13)	X	
è All licensing	X	
	<u>Points Awarded:</u>	
Numerical Score: (Edit sections below to match evaluation criteria within RFP)		
A. Completeness of Business Plan (Max: 5 Points)	5	
B. Character and Management Capacity (Max: 20 Points)	17	
C. Financial Capacity and Debt Management (Max: 10 Points)	7	
D. Collateral and Asset Base (Max: 20 Points)	17	
E. Farm Vitality & Development of New Capital (Max: 30 Points)	25	
F. Other Conditions (Max: 15 Points)	15	
TOTAL POINTS (Max: 100 Points)	86	

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 201904076 Phase 2 Application Spring 2020

RFP TITLE: Maine Farms for the Future Program

BIDDER NAME: SOUTH PAW FARM

DATE: June 4, 2020 8:45 AM -12:30 PM

A. Completeness of Business Plan

Total Points Available: (Max: 5 Points)

Score: 5

Evaluation Team Comments:

A. Completeness of Business Plan (Max: 5 Points)	5
Complete.	
Organized thorough.	
Q – Sometimes too much redundancy, confusing.	

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 201904076 Phase 2 Application Spring 2020

RFP TITLE: Maine Farms for the Future Program

BIDDER NAME: SOUTH PAW FARM

DATE: June 4, 2020 8:45 AM -12:30 PM

B. Character and Management Capacity

Total Points Available: (Max: 20 Points)

Score: 17

Evaluation Team Comments:

B. Character and Management Capacity (Max: 20 Points)
Positive – shared experience in production ag and other parts of supply chain in off-farm
Positive – strong support of family and staff as well
Questoin – four or five days to complete the project? Looks like a typo on the application form
Positive – great awareness of marketing needs and challenges. Has done research.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 201904076 Phase 2 Application Spring 2020
RFP TITLE: Maine Farms for the Future Program
BIDDER NAME: SOUTH PAW FARM
DATE: June 4, 2020 8:45 AM -12:30 PM

C. Financial Capacity and Debt Management

Total Points Available: (Max: 10 Points)

Score: 7

Evaluation Team Comments:

C. Financial Capacity and Debt Management Max: 10 Points)
Equipment debt will be paid off in 2022, currently that is half the debt load, so that is a positive. Crop income management gives an increase in the gross margin. Increasing the profitable crops and decreasing those that cost more to produce.
Balance sheet shows they will still be heavily leveraged for next 2 years.
Line of credit helps, projecting income increase. Margins thin, cash flow tight during the next 2 years.
Talked about servicing the Portland area, not sure if their cash flow projections take that into account?
Assume off-farm jobs will need to continue.
Not likely that will happen anytime soon.
Off farm job in your network of the food system / supply chain.
I think outside employment is a good hedge.
Outside employment shows their commitment to make this happen.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 201904076 Phase 2 Application Spring 2020
RFP TITLE: Maine Farms for the Future Program
BIDDER NAME: SOUTH PAW FARM
DATE: June 4, 2020 8:45 AM -12:30 PM

D. Collateral and Asset Base

Total Points Available: (Max: 20 Points)

Score: 17

Evaluation Team Comments:

D. Collateral and Asset Base (Max: 20 Points)
Rebuilding cooler. Increasing value and efficiencies. Cutting CO2 emissions. Creating physical facilities for needed capacity to expand this way.
Positive - also talked about solar array.
Planning to buy lot of equipment will help productivity, not sure where all will come from.
Do have the year-round production model. Understand the productivity of the land. Good choices for use of land.
How well applicant will applicant maintain newly acquired equipment and capacity and make it happen? If needed, the off-farm work piece helps.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 201904076 Phase 2 Application Spring 2020
RFP TITLE: Maine Farms for the Future Program
BIDDER NAME: SOUTH PAW FARM
DATE: June 4, 2020 8:45 AM -12:30 PM

E. Farm Vitality & Development of New Capital

Total Points Available: (Max: 30 Points)

Score: 25

Evaluation Team Comments:

E. Farm Vitality & Development of New Capital (Max: 30 Points)
Positive and Interesting -Onion topping table (goal 3) tremendous efficiencies for work flow, traceability with SKUs, very important for getting product out to multiple market channels.
Applicant makes statement of "More per cultivated acre."
Evidence is there: onion topping table, and marketing efforts with letter form Hannaford, and more retail accounts.
Question – Why adding branding and bar codes?
Answer – applicant doing it to get into retail side. Yes, this has been done by farms for this channel, and farmers markets, it also helps diversify into e-commerce components.
As a retailer bar codes will give them traceability of their products.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 201904076 Phase 2 Application Spring 2020
RFP TITLE: Maine Farms for the Future Program
BIDDER NAME: SOUTH PAW FARM
DATE: June 4, 2020 8:45 AM -12:30 PM

F. Other Conditions

Total Points Available: (Max: 15 Points)

Score: 15

Evaluation Team Comments:

F.Other Conditions (Max: 15 Points)	
1: Conservation Objectives: (Max 5 Points)	5
Question – measuring reduction of CO2 by 28,630lbs/ year?	
Answer – that is solar array replacement and more efficiency in rebuilt walk-in cooler	
Positive – very in-tune with trends that will support sustainability	
2: Percentage of Farmland to be under Agreement (Max 5 Points)	5
10 acres will be protected	
Local scenic and cultural amenities from the farmers' mouth	
100% of what they have to offer to protect	
3: Degree of Change (Max 5 Points)	5
New truck, onion topping, flame weeder, more acres, certainly some changes	

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 201904076 Phase 2 Application Spring 2020

RFP TITLE: Maine Farms for the Future Program

BIDDER NAME: BAHNER FARM

DATE you reviewed this proposal 05/22/2020

EVALUATOR NAME: Anne Trenholm

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:

A. Completeness of the Business Plan
Thorough
B. Character and Management Capacity
Positive - Diverse, collaborative, well balanced
C. Financial Capacity and Debt Management
No Comment
D. Collateral and Asset Base
No Comment
E. Farm Vitality & Development of New Capital
Positive - data and marketing analytics
F. Other Conditions
1. Conservation Objectives
Positive - cultural amenities—farm direct sales, engaged in farm direct sales; marketing
2. Percentage of Farmland to be under Agreement
Total owned acreage
3. Degree of Change
No Comment

STATE OF MAINE INDIVIDUAL EVALUATION NOTES

RFP #: 201904076 Phase 2 Application Spring 2020

RFP TITLE: Maine Farms for the Future Program

BIDDER NAME: CROOKED FACE CREAMERY

DATE you reviewed this proposal 05/22/2020

EVALUATOR NAME: Anne Trenholm

EVALUATOR DEPARTMENT: Maine Department of Agriculture, Conservation and Forestry

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Individual Evaluator Comments:

A. Completeness of the Business Plan
No Comment
B. Character and Management Capacity
No Comment
C. Financial Capacity and Debt Management
No Comment
D. Collateral and Asset Base
Question - Farm working landscape? Food production? à Other farms
E. Farm Vitality & Development of New Capital Q Option 3 (1, 2 combo)
Consistent branding within the plan
Efficiencies for project workflow
Question - Option 3 (1, 2 combo)
F. Other Conditions
1. Conservation Objectives
Question - Value-added profitability of a bulk milk dairy
Area business revitalization
2. Percentage of Farmland to be under Agreement
Question. Access to? Owner? Signatures?
3. Degree of Change
Interesting - Goal 3

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 201904076 Phase 2 Application Spring 2020

RFP TITLE: Maine Farms for the Future Program

BIDDER NAME: FARMER KEV'S ORGANICS

DATE you reviewed this proposal 05/26/2020

EVALUATOR NAME: Anne Trenholm

EVALUATOR DEPARTMENT: Maine Department of Agriculture, Conservation and Forestry

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Individual Evaluator Comments:

A. Completeness of the Business Plan
Thorough
B. Character and Management Capacity
Sole operator, professional expertise and training
C. Financial Capacity and Debt Management
No Comment
D. Collateral and Asset Base
No Comment
E. Farm Vitality & Development of New Capital
Positive - efficiencies, useful and attractive model of sales
Question - lifetime shares? Angel investors?
F. Other Conditions
1. Conservation Objectives
Positive
2. Percentage of Farmland to be under Agreement
Significant
3. Degree of Change
No Comment

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 201904076 Phase 2 Application Spring 2020

RFP TITLE: Maine Farms for the Future Program

BIDDER NAME: FARMING FUNGI, LLC. dba Mousam Valley Mushrooms

DATE you reviewed this proposal 05/26/2020

EVALUATOR NAME: Anne Trenholm

EVALUATOR DEPARTMENT: Maine Department of Agriculture, Conservation and Forestry

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Individual Evaluator Comments:

A. Completeness of the Business Plan
Minus - info could be better presented
B. Character and Management Capacity
Positive -skill set and management team
C. Financial Capacity and Debt Management
No comment
D. Collateral and Asset Base
Expansion
Board and investors
E. Farm Vitality & Development of New Capital
No comment
F. Other Conditions
1. Conservation Objectives
Positive - Cultural amenity
2. Percentage of Farmland to be under Agreement
11.5 @ 100
3. Degree of Change
More of own

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 201904076 Phase 2 Application Spring 2020

RFP TITLE: Maine Farms for the Future Program

BIDDER NAME: LUCKY CLOVER STABLES

DATE you reviewed this proposal 05/27/2020

EVALUATOR NAME: Anne Trenholm

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:

A. Completeness of the Business Plan
No comment
B. Character and Management Capacity
Interesting/Positive - networking connections and diverse experience for demographics
Positive - knowledge
C. Financial Capacity and Debt Management
Positive - sensible, prudent
D. Collateral and Asset Base
No comment
E. Farm Vitality & Development of New Capital
Positive - Season extension, added opportunities
F. Other Conditions
1. Conservation Objectives
Positive -cultural enhancements
2. Percentage of Farmland to be under Agreement
30 for 7 yr, high development area
3. Degree of Change
Positive - new opportunities

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 2019040766 Phase 2 Application Spring 2020

RFP TITLE: Maine Farms for the Future Program

BIDDER NAME: MORNING DEW FARM

DATE you reviewed this proposal 05/28/2020

EVALUATOR NAME: Anne Trenholm

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:

A. Completeness of the Business Plan
Positive - thorough
B. Character and Management Capacity
Positive - Business experience
C. Financial Capacity and Debt Management
No comment
D. Collateral and Asset Base
No comment
E. Farm Vitality & Development of New Capital
Positive - marketing and timely assessment
F. Other Conditions
1. Conservation Objectives
Positive - existing networking, prominent location
2. Percentage of Farmland to be under Agreement
No comment
3. Degree of Change
Positive - onsite, marketing and branching enhancing

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 201904076 Phase 2 Application Spring 2020

RFP TITLE: Maine Farms for the Future Program

BIDDER NAME: SOUTH PAW FARM

DATE you reviewed this proposal 05/28/2020

EVALUATOR NAME: Anne Trenholm

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:

A. Completeness of the Business Plan
No comment
B. Character and Management Capacity
Positive - diverse experience
C. Financial Capacity and Debt Management
Positive - off farm employment
D. Collateral and Asset Base
Positive - energy usages (ground to sun)
E. Farm Vitality & Development of New Capital
Workflow and equipment efficiencies
SKUs (inventory management, traceability and marketing) retail
F. Other Conditions
1. Conservation Objectives
Workflow efficiencies, energy
2. Percentage of Farmland to be under Agreement
10, 7 year
3. Degree of Change
No comment

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 201904076 Phase 2 Application Spring 2020

RFP TITLE: Maine Farms for the Future Program

BIDDER NAME: BAHNER FARM

DATE you reviewed this proposal: 05/29/2020

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:

A. Completeness of the Business Plan
Did a nice job, put a lot of thought into the plan.
B. Character and Management Capacity
The applicants/farmers make a good team. Diverse backgrounds. Good past experience for both of them.
C. Financial Capacity and Debt Management
Have a reasonable balance sheet and equity position. Cashflow takes a couple of years to get up and positive. Off-season cashflow to improve the situation.
D. Collateral and Asset Base
Build new greenhouse with the funds.
Purchase additional land to help rotation and ability to grow additional crops (purchased in 2019).
E. Farm Vitality & Development of New Capital
Survey produced good info. Plan was very well done and provided a good road map!
F. Other Conditions
1. Conservation Objectives
Farm direct sales
2. Percentage of Farmland to be under Agreement
37 acres out of 37 total acres owned
3. Degree of Change
Change markets to sell solely through the Farmstand and wholesale markets in the next 10 years.

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 201904076 Phase 2 Application Spring 2020

RFP TITLE: Maine Farms for the Future Program

BIDDER NAME: CROOKED FACE CREAMERY

DATE you reviewed this proposal: _____

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:

A. Completeness of the Business Plan
Applicant has done a good job putting this business plan together. Very thorough.
B. Character and Management Capacity
Applicant has done her homework. Has a very good handle on her business and where she wants it to go.
Applicant will build a "team" over the next year or so.
C. Financial Capacity and Debt Management
Applicant seems to have a good vision of where she wants this business to go and how she will get there!
D. Collateral and Asset Base
Some minor upgrades to rented facility and contents in the store. Getting some new processing equipment.
E. Farm Vitality & Development of New Capital
Using some funds for marketing and advertising.
F. Other Conditions
1. Conservation Objectives
Applicant is improving her business location, signage and web design and upgrading equipment.
2. Percentage of Farmland to be under Agreement
· Applicant owns or controls 5 acres and pledges all 5 acres to the program.
3. Degree of Change
· Applicant created retail storefront
· Comarketing with other folks

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 201904076 Phase 2 Application Spring 2020

RFP TITLE: Maine Farms for the Future Program

BIDDER NAME: FARMER KEV'S ORGANICS

DATE you reviewed this proposal: 06/04/2020

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:

A. Completeness of the Business Plan
Very thorough job.
B. Character and Management Capacity
Seems to have done a good job planning the proposed changes to his operation for the next 4 years of so.
C. Financial Capacity and Debt Management
Company is leveraged up almost 4 to 1. And estimated cash flow for 2020 is very tight! 2021 is better. 2022 & 2023 is when it is projected to start taking off.
D. Collateral and Asset Base
The additional greenhouses will enhance the operation and overall sustainability of the farm.
E. Farm Vitality & Development of New Capital
It is projected to take a couple of years before this operation is supposed to really begin to produce solid financial results. Doing the right things to head in the right direction.
F. Other Conditions
1. Conservation Objectives
· 1-till planting in the fields.
· More greenhouse
· Compost pad
2. Percentage of Farmland to be under Agreement
Entire farm to be put into the program.
3. Degree of Change
· Expand greenhouse business
· Increase winter greens production
· Raise capital through "Lifetimes Shares"? Good or Bad?

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 201904076 Phase 2 Application Spring 2020

RFP TITLE: Maine Farms for the Future Program

BIDDER NAME: FARMING FUNGI, LLC. dba Mousam Valley Mushrooms

DATE you reviewed this proposal: 06/04/2020

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:

A. Completeness of the Business Plan
Extremely thorough plan. Covered all of the bases!
B. Character and Management Capacity
They have done an excellent job over the years bringing this business along and growing /expanding it at the same time.
C. Financial Capacity and Debt Management
<ul style="list-style-type: none">Planning to reduce cost of shiitake mushrooms per pound significantly during the next couple of years. Project sales at 2mm in 2020 and at 8mm in 2023! Should reach positive EBITDA in 2020 and positive net in 2021.
D. Collateral and Asset Base
They are putting a lot of these funds into building improvements HVAC, electrical, plumbing, and etc... doing what it takes to stay up with the maintenance of a facility such as this.
E. Farm Vitality & Development of New Capital
Their planning seems to cover all of the areas necessary to move them ahead to the next level – positive cash flow and profitability! Factoring A/R costs into margins. Doing things to increase their margins.
F. Other Conditions
1. Conservation Objectives
No comment.
2. Percentage of Farmland to be under Agreement
About ½ of total land? 100% of total land available
3. Degree of Change
<ul style="list-style-type: none">70% expansion of grow capacity.Shift from growing 30% of their product to 80% of their own mushroomsCost of production decrease in significant.

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 201904076 Phase 2 Application Spring 2020

RFP TITLE: Maine Farms for the Future Program

BIDDER NAME: LUCKY CLOVER STABLES

DATE you reviewed this proposal: 06/04/2020

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:

A. Completeness of the Business Plan
Applicant did a nice job preparing this package/business plan
B. Character and Management Capacity
Have a good history to rely on and has been conservative in her approach for how to move forward.
C. Financial Capacity and Debt Management
Applicant has good equity on their balance sheet. Incrementally improving their cashflow in the couple of different areas ...good approach in case something doesn't go as planned.
D. Collateral and Asset Base
<ul style="list-style-type: none">· Upgrade the indoor arena· Construct a new, large hay storage facility· Add small storage building
E. Farm Vitality & Development of New Capital
Making it more of a year-round facility now...should help increase and balance out their cashflow seasonally.
F. Other Conditions
1. Conservation Objectives
No comment.
2. Percentage of Farmland to be under Agreement
Have their entire 30 acres of the open farmland to be enrolled in the program.
3. Degree of Change
Making it more of a year-round facility.

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 201904076 Phase 2 Application Spring 2020

RFP TITLE: Maine Farms for the Future Program

BIDDER NAME: MORNING DEW FARM

DATE you reviewed this proposal: 06/04/2020

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:

A. Completeness of the Business Plan
Did a nice job with their business plan.
B. Character and Management Capacity
Business started in 2005. Have continued to adapt over the years with their customer's needs. Engaged in the business and the industry.
C. Financial Capacity and Debt Management
Appear to be on track to be able to achieve their financial goals and objectives in the next 3 to 4 years.
D. Collateral and Asset Base
Planning to clear 2 more acres of farmland, drilling a well for both structures. Building a new heated greenhouse and a wash/pack building.
E. Farm Vitality & Development of New Capital
Decent balance sheet and profitability historically.
F. Other Conditions
1. Conservation Objectives
Clearing and additional 2 acres of land to assist the future operations.
Currently hosting conservation events.
2. Percentage of Farmland to be under Agreement
Currently have 6 acres and clearing an additional 2 acres = 8. They plan to enroll the total 8.
3. Degree of Change
Focusing their business on microgreen sales. Selling other fresh vegetable crops in the past...made up 66% of their sales and microgreens at 34% ...plan to switch this up in the next 3 to 4 years.

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 201904076 Phase 2 Application Spring 2020

RFP TITLE: Maine Farms for the Future Program

BIDDER NAME: SOUTH PAW FARM

DATE you reviewed this proposal: 06/04/2020

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:

A. Completeness of the Business Plan
Applicants have done a good job and put a lot of thought into it.
B. Character and Management Capacity
Applicants have been in business since 2008. They know where they are presently at and where they want to be in the next 3-4 years. Doing what it takes to make their dream come true.
C. Financial Capacity and Debt Management
Their balance sheet is highly leveraged. Current cashflow and proposed will be tight until 2022. Not room for errors. One might have to continue working off the farm.
D. Collateral and Asset Base
Some building improvements are being done & a good amount of the project is for equipment and solar array. Should make them more efficient.
E. Farm Vitality & Development of New Capital
Looking at several pieces of M/E to enhance their crop production and efficiencies.
F. Other Conditions
1. Conservation Objectives
· Solar array being installed = less CO2 emissions
· Walk-in cooler efficiency
· Onions topping table
2. Percentage of Farmland to be under Agreement
Enrolling 10 acres in the program. 100% of land available that is not already permanently protected.
3. Degree of Change
New truck. Onion Topper. Solar Array.

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 201904076 Phase 2 Application Spring 2020

RFP TITLE: Maine Farms for the Future Program

BIDDER NAME: BAHNER FARM

DATE you reviewed this proposal 06/01/2020

EVALUATOR NAME: Joy 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:

A. Completeness of the Business Plan
Complete, organized and thorough
B. Character and Management Capacity
Rising demand supplied by new greenhouse increasing winter cash flow/ sales adding to income & employing help year-round.
C. Financial Capacity and Debt Management
Winter sales form a greenhouse increase off-season sales /cash flow.
Double winter capacity.
300% increase winter wholesale.
D. Collateral and Asset Base
Decrease delivery costs to area. 4 local farms.
Follow MOFGA and NRCS to build health and protect natural resources – no detail as to how.
Decrease pesticide and herbicide from increase of organic crops.
E. Farm Vitality & Development of New Capital
Increase in production = increase local labor / employ.
Increase in inputs purchased in Maine marketing for area farms.
F. Other Conditions
1. Conservation Objectives
Building addition doesn't maintain open space.
2. Percentage of Farmland to be under Agreement
37 acres = 100% of land owned currently.
3. Degree of Change
Increase in winter produce to meet demand.

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 201904076 Phase 2 Application Spring 2020

RFP TITLE: Maine Farms for the Future Program

BIDDER NAME: FARMER KEV'S ORGANIC

DATE you reviewed this proposal 05/29/2020

EVALUATOR NAME: Joy Bonenfant

EVALUATOR DEPARTMENT: Maine Department of Agriculture, Conservation and Forestry

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Individual Evaluator Comments:

A. Completeness of the Business Plan
Complete, organized and thorough.
B. Character and Management Capacity
Continued growth, cash flow planning, new lifetime share sales are positives.
C. Financial Capacity and Debt Management
New greenhouse added annually.
New construction begins June 1 and completed to plant in September = short period of no cash flow on new greenhouse debt. Positive.
D. Collateral and Asset Base
Current greenhouses are profitable and service debt.
New road and addressing erosion issues.
Recycling neighbor's horse manure into compost on farm and make on compost pad.
E. Farm Vitality & Development of New Capital.
Currently Demand > Supply!
Adding \$132 to assets – additional 24K sq. ft. greenhouse space. \$24K additional revenue in 2021 with greenhouse
F. Other Conditions
1. Conservation Objectives
Described on page 17. New roads to counter erosion issues. Compost pad utilizing greenhouse waste. Carbon source for compost is neighbor's horse manure.
2. Percentage of Farmland to be under Agreement
31 Acres = 100% of current operation.
3. Degree of Change
It is not new, but instead continued growth.

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 201904076 Phase 2 Application Spring 2020

RFP TITLE: Maine Farms for the Future Program

BIDDER NAME: FARMING FUNGI, LLC dba Mousam Valley Mushrooms

DATE you reviewed this proposal 06/03/2020

EVALUATOR NAME: Joy Bonenfant

EVALUATOR DEPARTMENT: Maine Department of Agriculture, Conservation and Forestry

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Individual Evaluator Comments:

A. Completeness of the Business Plan
Messy & scattered application, but complete plan except of one question.
Difficult to read.
B. Character and Management Capacity
The Business Plan provides evidence of applicant's knowledge, experience and management capacity to successfully plan and implement the proposed changes to the Farm Business.
Demand is expanding @ double digit rates.
C. Financial Capacity and Debt Management
The proposed changes to the Farm Business will improve the cash flow thereby improving the management of debt load needed to pay any new debt associated with the proposed change(s) to the Farm Business.
Manufacturing improvements allow expansion by year end.
Increased sq. ft. grow space supports sales.
D. Collateral and Asset Base
Growing their mushrooms is projected to lower material cost per pound from \$4 to \$2.31
E. Farm Vitality & Development of New Capital
Volume purchases of material costs are expected to drive cost per unit down.
F. Other Conditions
1. Conservation Objectives
Did not see this defined in the proposal.
Packaging is recyclable.
2. Percentage of Farmland to be under Agreement
11.5 acres = 100% in continued ag use.
3. Degree of Change
Grow own product instead of buying in.

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 201904076 Phase 2 Application Spring 2020

RFP TITLE: Maine Farms for the Future Program

BIDDER NAME: LUCKY CLOVER STABLES

DATE you reviewed this proposal 06/01/2020

EVALUATOR NAME: Joy Bonenfant

EVALUATOR DEPARTMENT: Maine Department of Agriculture, Conservation and Forestry

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Individual Evaluator Comments:

A. Completeness of the Business Plan
Complete, organized and thorough.
B. Character and Management Capacity
Expanding current business operations to off-season months. Yes.
C. Financial Capacity and Debt Management
Winter riding and shows will increase income/cash flow during off-season.
D. Collateral and Asset Base
Maintain current land purpose and not develop it.
E. Farm Vitality & Development of New Capital
Public visibility (and in off-months) will expose local residents to benefits of open green space and animal interactions.
F. Other Conditions
1. Conservation Objectives
Keeping current business/purpose of land eliminates chance of being sold and developed for non ag purposes.
2. Percentage of Farmland to be under Agreement
30 acres = 100% of land under the control of the applicant and business
30 acres is 25% of the total land belonging to the family farm.
3. Degree of Change
Off site hay storage increases opportunity for revenue / cash flow increase while not changing business structure but instead adding more / off season opportunities for current & new customers.

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 201904076 Phase 2 Application Spring 2020

RFP TITLE: Maine Farms for the Future Program

BIDDER NAME: MORNING DEW FARM

DATE you reviewed this proposal 06/02/2020

EVALUATOR NAME: Joy Bonenfant

EVALUATOR DEPARTMENT: Maine Department of Agriculture, Conservation and Forestry

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Individual Evaluator Comments:

A. Completeness of the Business Plan
Complete, organized and thorough.
B. Character and Management Capacity
Plan will enhance long-term value & viability stabilizing work load/force.
C. Financial Capacity and Debt Management
Cash flow will improve, and payments will be put toward and asset versus a lease.
D. Collateral and Asset Base
New assets will improve production capacity. Product expansion. Quality control and food safety.
E. Farm Vitality & Development of New Capital
Better strategies – new heated greenhouse & wash/pack building will improve production efficiencies.
F. Other Conditions
1. Conservation Objectives
Fossil fuel reduction.
USDA – NRCS participation for water quality / soil conservation.
2. Percentage of Farmland to be under Agreement
8 acres = ? grow on 6, leased 12 in 2015, slated Walmart land # acres unknown.
8 acres is 100% of the land available to the applicant.
3. Degree of Change
On-site greenhouse versus off-site leased facility.

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 201904076 Phase 2 Application Spring 2020

RFP TITLE: Maine Farms for the Future Program

BIDDER NAME: SOUTH PAW FARM

DATE you reviewed this proposal 06/02/2020

EVALUATOR NAME: Joy Bonenfant

EVALUATOR DEPARTMENT: Maine Department of Agriculture, Conservation and Forestry

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Individual Evaluator Comments:

A. Completeness of the Business Plan
Complete, organized and thorough.
B. Character and Management Capacity
Expanding delivery markets – new branding.
Positive marketing.
C. Financial Capacity and Debt Management
Equipment debt paid off in 2022 (currently ½ debt load)
Crop income management (Increase margin - profitable crops and decrease low income – less profitable – crops.
D. Collateral and Asset Base
Rebuilding cooler increases value and efficiency.
Environmentally cutting CO2 emissions.
E. Farm Vitality & Development of New Capital
Increasing crops with best retail margin and cutting out low margin crops.
Expanding market with increased sales.
F. Other Conditions
1. Conservation Objectives
Environmental reduction of CO2 by 28,630 lbs per year!
Improved energy efficiency with rebuilt walk-in.
2. Percentage of Farmland to be under Agreement
10 acres = 15% of 65 cultivated acres.
10 acres = 100% of land available for agreement that is not already protected.
3. Degree of Change
Increased onion crops/sales.
Enhance delivery efficiency & expand markets.

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 201904076 Phase 2 Application Spring 2020

RFP TITLE: Maine Farms for the Future Program

BIDDER NAME: CROOKED FACE CREAMERY

DATE you reviewed this proposal 06/03/2020

EVALUATOR NAME: Joy Bonenfant

EVALUATOR DEPARTMENT: Maine Department of Agriculture, Conservation and Forestry

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Individual Evaluator Comments:

A. Completeness of the Business Plan
Complete, organized and thorough.
B. Character and Management Capacity
Retail sales growth of 93% last year! Wow!
10 years of experience.
C. Financial Capacity and Debt Management
Scaling business to meet customer demand.
Providing increased sales/cash flow.
D. Collateral and Asset Base
Full circle recycle plan! (Pork)
Reducing creamery waste while providing nutritional feed to animal that supplies meat to the business.
E. Farm Vitality & Development of New Capital
Marketing – new freezer & retail shelving & signage.
Develop labeling.
New freezer for store. Farming relationships sustain community.
F. Other Conditions
1. Conservation Objectives
Again the full circle plan above accomplishes this.
2. Percentage of Farmland to be under Agreement
5 acres = 100% of the land under control of the applicant and business
5 acres is 3.84 % of applicant's family's farm
3. Degree of Change
It is not new – increased footprint for sales more space to market existing and newly created products increasing sales / cash flow.

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 201904076 Phase 2 Application Spring 2020

RFP TITLE: Maine Farms for the Future Program

BIDDER NAME: CROOKED FACE CREAMERY

DATE you reviewed this proposal: 06/01/2020

EVALUATOR NAME: MAINE SBDC – Ann McAlhany

EVALUATOR DEPARTMENT: Maine Department of Agriculture, Conservation and Forestry

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Individual Evaluator Comments:

A. Completeness of the Business Plan
Yes.
B. Character and Management Capacity
Yes. Well done.
C. Financial Capacity and Debt Management
Likely.
Pay down DIF loan (at 1%) ?
Strong position upon which to build.
D. Collateral and Asset Base
Through support of other farmers with such values.
E. Farm Vitality & Development of New Capital
Leasehold improvements to shift to more retail.
F. Other Conditions
1. Conservation Objectives
Minimal for CFC (whey)
Supports other farmers
2. Percentage of Farmland to be under Agreement
All that they have access to
3. Degree of Change
Shift more sales to retail storefront.
Add diversity with other products (from other suppliers)
Focus on CFC high-value products.

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 201904076 Phase 2 Application Spring 2020

RFP TITLE: Maine Farms for the Future Program

BIDDER NAME: FARMING FUNGI, LLC. dba Mousam Valley Mushrooms

DATE you reviewed this proposal: 06/01/2020

EVALUATOR NAME: MAINE SBDC – Ann McAlhany

EVALUATOR DEPARTMENT: Maine Department of Agriculture, Conservation and Forestry

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Individual Evaluator Comments:

A. Completeness of the Business Plan
Yes.
But with lots of moving parts.
B. Character and Management Capacity
Yes "to successfully"
C. Financial Capacity and Debt Management
Yes, theoretically.
D. Collateral and Asset Base
Some.
E. Farm Vitality & Development of New Capital
Shift to in-house production.
F. Other Conditions
1. Conservation Objectives
Not really.
2. Percentage of Farmland to be under Agreement
Percentage equals all owned ? = 100% of land available
3. Degree of Change
Expansion (to in-house production) of current biz model (for additional variety)

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 201904076 Phase 2 Application Spring 2020

RFP TITLE: Maine Farms for the Future Program

BIDDER NAME: LUCKY CLOVER STABLES

DATE you reviewed this proposal: 06/01/2020

EVALUATOR NAME: MAINE SBDC – Ann McAlhany

EVALUATOR DEPARTMENT: Maine Department of Agriculture, Conservation and Forestry

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Individual Evaluator Comments:

A. Completeness of the Business Plan
Yes.
Lacks quantitative about business model in the BP narrative.
B. Character and Management Capacity
Fair.
C. Financial Capacity and Debt Management
Likely.
D. Collateral and Asset Base
Mostly protect from development.
E. Farm Vitality & Development of New Capital
Yes, changes to infrastructure enable longer/year-round season.
F. Other Conditions
1. Conservation Objectives
Protects from development.
2. Percentage of Farmland to be under Agreement
About a quarter of the land to be protected?
30 acres is 100% of land under control of the applicant business. Other family members control other land.
3. Degree of Change
Yes, adds new revenue stream (equine therapy)

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 201904076 Phase 2 Application Spring 2020

RFP TITLE: Maine Farms for the Future Program

BIDDER NAME: MORNING DEW FARM

DATE you reviewed this proposal: 06/01/2020

EVALUATOR NAME: MAINE SBDC – Ann McAlhany

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:

A. Completeness of the Business Plan
Yes, well organized – focused.
Excellent
B. Character and Management Capacity
Yes. Tenure in business.
C. Financial Capacity and Debt Management
Debt (new) basically off-sets current rent payment – so cash flow neutral
Financial information is organized to give clear picture
D. Collateral and Asset Base
Yes.
E. Farm Vitality & Development of New Capital
Indeed increased control over growing environment and associated asset.
F. Other Conditions
1. Conservation Objectives
Yes.
2. Percentage of Farmland to be under Agreement
Percentage equals all available?
Yes.
3. Degree of Change
Biz model same but change in infrastructure will result in considerable improvement to efficiency which lowers costs and improves quality.

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 201904076 Phase 2 Application Spring 2020

RFP TITLE: Maine Farms for the Future Program

BIDDER NAME: BAHNER FARM

DATE you reviewed this proposal: 06/4/2020

EVALUATOR NAME: MAINE SBDC – Lori Allen

EVALUATOR DEPARTMENT: Maine Department of Agriculture, Conservation and Forestry

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Individual Evaluator Comments:

A. Completeness of the Business Plan
Thorough and well conceived; appreciated that they addressed the current pandemic situation and how it is impacting their business now, and how they will adjust if current economic conditions worsen. I did find the attachments/financials confusing to sort through.
B. Character and Management Capacity
Owners have strong background both professionally and in their educational backgrounds. Additional staff seem committed.
C. Financial Capacity and Debt Management
Seemed to be missing 2019 tax info. Balance sheet looks healthy, off season sales will help increase off season cash flow; but cash flow will be tight over next few years.
D. Collateral and Asset Base
Follow MOGFA etc. guidance; decrease in pesticides/herbicides. A little vague on this section but I can infer from other parts of the proposal that the overall sustainability of the farm will be increased.
E. Farm Vitality & Development of New Capital
Additional greenhouse will increase sales, particularly in off-season. Some competition locally, but they are aware and they are taking advantage of current market. Survey was a good idea.
F. Other Conditions
1. Conservation Objectives
Scenic/cultural amenities; unclear on habitat. Assume greenhouse will contribute to broader conservation objectives.
2. Percentage of Farmland to be under Agreement
37 Acres of 37 acres owned – 100%
3. Degree of Change
Expands off-season growing to increase viability and meet existing demand.

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 201904076 Phase 2 Application Spring 2020

RFP TITLE: Maine Farms for the Future Program

BIDDER NAME: FARMER KEV'S ORGANICS

DATE you reviewed this proposal: 06/4/2020

EVALUATOR NAME: MAINE SBDC – Lori Allen

EVALUATOR DEPARTMENT: Maine Department of Agriculture, Conservation and Forestry

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Individual Evaluator Comments:

A. Completeness of the Business Plan
Plan was thorough and well thought out.
B. Character and Management Capacity
Yes, business has existed for a number of years and owner appears to have the knowledge and experience necessary to succeed. I like that the owner explained why he got into farming. Appears to have a solid, committed team.
C. Financial Capacity and Debt Management
It appears that the business has developed a very good revenue stream from the CSA program; but given that, I would have expected the business to be more profitable than it actually is. While the improvements make sense in terms of increasing revenue, additional debt needs to be carefully managed to achieve a profitable business model.
D. Collateral and Asset Base
Additional greenhouses will be new, will help meet demand.
E. Farm Vitality & Development of New Capital
Currently demand exceeds supply, so this will help. Overall sustainability should improve. Overall production and profitability should be improved. Unclear if lifetime share is a good idea or not?
F. Other Conditions
1. Conservation Objectives
Greenhouse compost; new road for erosion, using neighbor's manure
2. Percentage of Farmland to be under Agreement
31 Acres owned with additional leased land; 100% of owned appears to be protected
3. Degree of Change
Additional 4 greenhouses will help meet existing and future demand; also winter production

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 201904076 Phase 2 Application Spring 2020

RFP TITLE: Maine Farms for the Future Program

BIDDER NAME: SOUTH PAW FARM

DATE you reviewed this proposal: 06/02/2020

EVALUATOR NAME: MAINE SBDC – Lori Allen

EVALUATOR DEPARTMENT: Maine Department of Agriculture, Conservation and Forestry

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Individual Evaluator Comments:

A. Completeness of the Business Plan
Thoughtful and thorough plan. Did not find anything that addressed the current pandemic and how that may impact their revenue and/or plans. Was interesting to learn about onion topping! Ultimately a strong proposal and will be interested to see how the bar coding and marketing efforts pay off in the years to come.
B. Character and Management Capacity
Yes, definitely feel that the owners along with their family/advisors are deeply experienced and rooted in the project and are committed to seeing it succeed.
C. Financial Capacity and Debt Management
Highly leveraged. The current cash flow and margins are definitely tight; unclear if the numbers presented represent any loss of revenue from COVID (eg, restaurants that may be closed or working at limited capacity). Actuals may be even tighter than presented here. At the same time, both owners have external jobs and have demonstrated their ability to manage debt payments.
D. Collateral and Asset Base
Lots of environmental improvements; some physical improvements.
Clearly explains increased sustainability of the Farm with year-round production model
E. Farm Vitality & Development of New Capital
Yes – onion topping will increase efficiency; marketing will help with profitability and gaining new retail accounts
F. Other Conditions
1. Conservation Objectives
Plan discusses reduction of grid electricity, solar system, reducing CO2 emissions. Some things are more difficult to quantify such as rebuild of walk in coolers.
2. Percentage of Farmland to be under Agreement
10 acres to be protected for 7 years; 100% of what is available to protect
3. Degree of Change
Addition of branding and barcoding will open up new retail markets
New onion topping tech will increase efficiency

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 201904076 Phase 2 Application Spring 2020

RFP TITLE: Maine Farms for the Future Program

BIDDER NAME: BAHNER FARM

DATE you reviewed this proposal: May 28, 2020

EVALUATOR NAME: Mark 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:

A. Completeness of the Business Plan
Adequate and detailed
B. Character and Management Capacity
The farm has been operating successfully since 2009. One owner has a B.S in Plant and Soil Sciences/Sustainable Agriculture and worked on three farms prior to coming to Belmont. The other owner studied at UMO for three years and has expertise in welding, fabrication, and overall equipment maintenance, and had farm experience prior to purchasing Bahner Farm. Together, the owners have 29 years of vegetable production and farm management experience. The owners manage 3-full-time and 6-8 part-time employees annually, own 49 acres and lease 10 and manage a greenhouse, 6 hoopouses and a farmstand. Farmstand sales have grown by 20% annually during the past six years. They have established business connections with a wholesale operation, several coops, and participate in 3 farmers' markets. They also are affiliated with Daybreak Growers Alliance (of which Christa is an owner), Belfast Coop, Good Tern Coop, ten restaurants (although restaurant sales may be minimal this year due to Covid-19), and other sales outlets. They work collaboratively with other farms in the area. Farm appears to be achieving excellent crop yields and quality.
C. Financial Capacity and Debt Management
The proposed expansion has been thought through very well, with intended enhanced income from several aspects of the operation. Cash flow for the operation is good despite labor and other costs. The new greenhouse, providing expanded production, is predicted to provide greatly expanded income. Increasing retail space for seedling sales will enhance sales of these items. Winter wholesale production is predicted to increase by 300% over the next 5 years, which is a primary impetus for the expansion. A substantial line of credit from a local bank is available, if needed, as well as credit cards, and some family assistance. The farm exit plan, in the unlikely case that it should be utilized, is a logical plan.
D. Collateral and Asset Base
The farm already appears to have high yields of high-quality greens, vegetable and seedlings. The proposed expansion should enhance the good growing practices that already are in place. One owner has extensive welding, fabricating, and equipment maintenance and repair skills. The farm is organically certified, which includes minimal reliance on pesticides and herbicides and promotes soil health, encouragement of beneficials, and minimal risks to pollinators. Utilizing this land for these types of farming practices on a busy highway also reduces the probability that the land will be developed for housing or for non-farm related enterprises that may not be as environmentally friendly.
E. Farm Vitality & Development of New Capital
Farm appears to have markets available for greatly enhanced production but requires a large greenhouse for expanding winter crop production for which there are readily available markets.

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 201904076 Phase 2 Application Spring 2020

RFP TITLE: Maine Farms for the Future Program

BIDDER NAME: BAHNER FARM

DATE you reviewed this proposal: May 28, 2020

EVALUATOR NAME: Mark Hedrich

EVALUATOR DEPARTMENT: Maine Department of Agriculture, Conservation and Forestry

Agreement letters from buyers have been obtained which attest to this. Expanded production capabilities would allow retention of existing employees and hiring of additional employees on a year-round basis, which more likely ensures an experienced, committed labor force. General public has recognized the value of purchasing locally produced food and seedlings and are willing to pay a premium price for them. There is some direct competition with other local farms regarding the expanded volume of products proposed to be produced, but that competition appears to be minimal. Operation is on a major highway with estimated 7000 vehicles passing daily is a plus.

F. Other Conditions

1. Conservation Objectives

Locally produced food and seedlings encourages customers to purchase these local products rather than purchasing items that are trucked in long distances with the associated fuel usage, pollution produced, etc. These organic products are produced without using certain chemical pesticides and fertilizers, thereby minimizing fossil fuel usage, which benefits soils and pollinators. The farm's organic practices conform to MOFGA and NRCS recommended practices for protection of soil and other natural resources. Given recent and predicted weather variables, growing crops under cover reduces certain weather-related risks of crop production, and often enhances yields, quality, and can minimize environmental impacts of crop production.

2. Percentage of Farmland to be under Agreement

27 acres out of 49? = ~55% 100% of available for protection will be protected

3. Degree of Change

The change will result in more infrastructure for expanding crop production and for hiring more local workers, which will be good for the farm and for the local economy. Other modifications of the farm site will increase the retail space available for selling products to customers who come to the farm. The primary effect will be greatly enhanced production of organically-grown winter greens, other vegetables, and seedlings. Some farmers' markets may be dropped as farmstand and other sales increase, which would reduce time, labor costs, and hassles dealing with those markets.

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 201904076 Phase 2 Application Spring 2020

RFP TITLE: Maine Farms for the Future Program

BIDDER NAME: CROOKED FACE CREAMERY

DATE you reviewed this proposal: June 1, 2020

EVALUATOR NAME: Mark Hedrich

EVALUATOR DEPARTMENT: Maine Department of Agriculture, Conservation and Forestry

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Individual Evaluator Comments:

A. Completeness of the Business Plan
Adequate and detailed
B. Character and Management Capacity
Ten years' experience producing artisan cheese. Has family dairy farm experience. Has experience with web development and doing bookkeeping for various businesses, which provided business management experience. Retail sales grown 93% since opening a new retail sales space, but this is over a brief time and likely a reflection of the new retail space opening. Utilizes Whole Foods and Hannaford to spread out risk. Utilizes milk from a local farm. Sells product at farmers' markets, restaurants, CSAs and Native Maine. Has 80 specialty foods retailers and restaurants throughout Maine. Recently purchased larger equipment and a cold smoker to accommodate product demand. Sells local meats from her family's farm, and Maine food products. Collaborates with other businesses through brochures and print advertising to acquire more customers. Will conduct monthly in-store tasting events, and periodic creamery tours consistent with any Covid restrictions. Will install more signage. Wants to hire more employees so she can do more management. Has received national awards for quality of product. Has a good network of business advisors. Has a logical plan for changing course if sales do not proceed as anticipated.
C. Financial Capacity and Debt Management
The proposed changes to the Farm Business will improve the cash flow thereby improving the management of debt load needed to pay any new debt associated with the proposed change(s) to the Farm Business.
Utilizing Dairy Improvement Fund, No Small Potatoes, MTI, and personal funds. Sales have increased 20% annually for the past three years. Hired company to develop brand and improve packaging. Projects doubling of gross income with proposed improvements by 2024. Has a bank line of credit and credit card to use if needed.
D. Collateral and Asset Base
Utilizing milk and other products from Maine farms helps to maintain the viability of those farms with associated environmental benefits and open space continuance. Has mostly new, efficiently-operating equipment. Plans major improvements to the store sales area.
E. Farm Vitality & Development of New Capital
Farm intends to take advantage of increasing consumer demand for high-quality, locally-produced products. The smoked cheeses fill a niche market. Owner is researching additional flavors of cheese. Participates in many cheese shows and events. Takes advantage of professional development opportunities. Has glowing testimonials from large food companies' buyers. Is competition from the other 87 cheese makers in the state, 19 of which use cow milk, but the farm seems to have a unique product line. Uses high-fat Jersey milk, which can be a taste advantage, and developed unique blends

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 201904076 Phase 2 Application Spring 2020

RFP TITLE: Maine Farms for the Future Program

BIDDER NAME: CROOKED FACE CREAMERY

DATE you reviewed this proposal: June1, 2020

EVALUATOR NAME: Mark Hedrich

EVALUATOR DEPARTMENT: Maine Department of Agriculture, Conservation and Forestry

of herbs for certain products. Looking for out-of-state markets.
F. Other Conditions
1. Conservation Objectives
Cycles her whey to a pork farmer rather than discarding it. Uses milk and obtains other products from local farms which promotes their sustainability.
2. Percentage of Farmland to be under Agreement
Agreed to protect 5 acres
3. Degree of Change
Upgrades and changes to the store will attract more customers, and provide a better opportunity for holding promotional events, tastings, tours of the creamery, etc. Will expand marketing products to more in-state vendors and out-of-state buyers. Will continue to develop unique products.

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 201904076 Phase 2 Application Spring 2020

RFP TITLE: Maine Farms for the Future Program

BIDDER NAME: FARMER KEV'S ORGANICS

DATE you reviewed this proposal: May 29, 2020

EVALUATOR NAME: Mark Hedrich

EVALUATOR DEPARTMENT: Maine Department of Agriculture, Conservation and Forestry

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Individual Evaluator Comments:

Completeness of the Business Plan
Adequate and detailed
Character and Management Capacity
The Business Plan provides evidence of applicant's knowledge, experience and management capacity to successfully plan and implement the proposed changes to the Farm Business.
Owner has a B.S. in Economics and Sustainable Agriculture. Has been farming since 2009. Has modified the primary location of the business, constructed a large pond for field irrigation, drilled two wells for the wash/pack facility, and built 2 walk-in coolers to accommodate the field production and that from four (40,000 sf) existing greenhouses. Is experienced in greenhouse construction. Has expanded operation from 600 to 1500 CSA shares annually. The CSA delivery model, whereby people receive products without having to leave their homes, is working well considering Covid-19 issues, and direct delivery of products to the home is increasingly desired by consumers. Farmer is considering single greenhouse crops and agritourism as future ventures when the operation can sustain these activities. Has increased customer base by 17% annually since 2015. Has specific employees assigned to handle specific tasks but may have to re-assess how this labor is assigned to various tasks, as labor cost seems high. Has a professional advisory team.
Financial Capacity and Debt Management
The proposed changes to the Farm Business will improve the cash flow thereby improving the management of debt load needed to pay any new debt associated with the proposed change(s) to the Farm Business.
Had to purchase \$40,000 of buy-ins to meet demand in 2019, which suggests that expanded production is warranted. Revenue projections seem to make sense. Uses Facebook, radio, direct mailings and brochure for promotion. Has own website updated weekly. Data predict positive cash flow after development of the project. Balance sheet equity is positive.
Collateral and Asset Base
The Business Plan demonstrates that the farm operations will improve the productivity of the land (soil quality, fertility, water holding capacity), and the physical condition of the buildings and equipment, and sufficiently maintain any newly acquired assets to increase the overall sustainability of the Farm

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 201904076 Phase 2 Application Spring 2020

RFP TITLE: Maine Farms for the Future Program

BIDDER NAME: FARMER KEV'S ORGANICS

DATE you reviewed this proposal: May 29, 2020

EVALUATOR NAME: Mark Hedrich

EVALUATOR DEPARTMENT: Maine Department of Agriculture, Conservation and Forestry

Business.
Expansion of greenhouse production is a hedge against weather variables and reduces soil erosion. Has four vans for deliveries. Has invested in equipment for one-pass bed preparation, fertilization, etc., which reduces labor, fuel costs, soil compaction, and improves crop yields and quality. Has a mechanical transplanter which has resulted in labor efficiencies for planting and reduces weed issues by using transplants instead of direct seeding. Is organic; therefore, weed control is difficult, so plastic mulch is essential for some crops. Purchased a crop washer.
Farm Vitality & Development of New Capital
The Business Plan demonstrates, through better strategies, marketing, production efficiencies and upgrading of facilities and equipment, an increase in profitability and overall net worth that will improve the overall sustainability of the Farm Business.
Farm is located within 30 minutes of five large metropolitan areas for distribution of products, which are organically produced for the CSA. Sells some buy-ins, e.g., eggs. Additional greenhouses will increase production from 1-2 to 3-4 harvests annually, expand the year 'round business, and provide for hiring more farm workers. Expansion of the base operation with 4 additional, 30X200 greenhouses will enable the owner to concentrate more on management of the business. Has competition in the area and limited land access; yet, seems to have a loyal and increasing customer base. Wholesale accounts will be developed as needed. Will grow some new crops for diversification and to keep customer interest. Considering selling lifetime shares – a new, unproven concept. Considering leasing and purchasing more land – may or may not be feasible from a financial and availability standpoint. Customer base over 700 annually – has built many solid customer relationships, with an average purchase of \$570 annually. Sells to a few co-ops.
Other Conditions
(A) The Business Plan identifies how the current or proposed farm operations will accomplish broader conservation objectives such as protecting water quality, improving wildlife habitat, or maintaining open space and local scenic and cultural amenities as long as such practices enhance or maintain the profitability of the farm.
These organic products are produced without using certain chemical pesticides and fertilizers, thereby minimizing fossil fuel usage, which benefits soils and pollinators. The farm's organic practices conform to MOFGA and NRCS recommended practices for protection of soil and other natural resources. Given recent and predicted weather variables, growing crops under cover reduces certain weather-related risks of crop production, and often enhances yields, quality, and can minimize environmental impacts of crop production. NRCS will finance a road that leads to the composting area, thereby reducing erosion, and the composting pad will handle vegetable waste and utilize horse manure as a carbon source from a neighboring farm.

[illegible]

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 201904076 Phase 2 Application Spring 2020

RFP TITLE: Maine Farms for the Future Program

BIDDER NAME: FARMING FUNGI, LLC. dba Mousam Valley Mushrooms

DATE you reviewed this proposal: June 2, 2020

EVALUATOR NAME: Mark Hedrich

EVALUATOR DEPARTMENT: Maine Department of Agriculture, Conservation and Forestry

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Individual Evaluator Comments:

A. Completeness of the Business Plan
Extensive and adequate
B. Character and Management Capacity
Owner has MBA from Purdue, worked at GE and Invensys. Has managed companies and is experienced in manufacturing and industrial software. CEO is a former organic farmer, executive chef for large food service firms and has other pertinent experience. Head grower has a degree in microbiology. Company has a formal governance board, and professional financial advisors. Has required certifications and licenses.
C. Financial Capacity and Debt Management
Farm developed technology for producing higher quality and quantity of mushrooms per unit of growing space. Prefers grocery chains rather than restaurants. Sells to Whole Foods and Hannaford, Shaw's, Big Y and is pursuing others. Has to reduce production costs to reach break-even and positive cash flow. Competitors may develop farms in the Northeast. Covid has impacted sales, but minimally. Mushroom subject to disease, but the facilities and operational procedures minimize this. Is concern about increasing labor costs. Some suppliers may not be able to provide required product as volume of sales increase. Concerned that additional equity may not be available in 2020 or 2021 due primarily to Covid economic disruptions. Company investors appear to be committed to the business. May sell software if needed for cash infusion. Projected expansions for 2023 and beyond will require significant financial investments. Acquisition by a larger company could be an exit strategy.
D. Collateral and Asset Base
Existing buildings are working well, but expansion will require renovation of parts of existing buildings or construction of additional buildings. Land is available for expansion if needed in the future. Capital for expansion appears okay for this year.
E. Farm Vitality & Development of New Capital
Business started in 2012. Farm has 11.5 acres of land. Farm wants to upgrade 7000 sf barn to expand growing facility, and build a new packing facility in an empty 16,000 sf barn. Growing capacity will increase by 70% reportedly. Sales to existing customers to increase by 25%. No plans to lay off any staff. Expect to quadruple sales by 2023. Farm wants to construct a packing and processing facility, install a cooler, slicing and packing equipment, construct loading facility, construct a grow room in one barn and expand existing grow rooms by 15-20%. Organic mushroom market is predicted to grow by almost 10% annually by the mid 2020's. Are no other large growers in the Northeast, except in New Jersey. Concentrate on quality of product. Have the capability of custom packing of product. Sales up 57% in 2019 over previous year. has website and uses social media to advertise. Will do in-store sampling.

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 201904076 Phase 2 Application Spring 2020

RFP TITLE: Maine Farms for the Future Program

BIDDER NAME: FARMING FUNGI, LLC. dba Mousam Valley Mushrooms

DATE you reviewed this proposal: June 2, 2020

EVALUATOR NAME: Mark Hedrich

EVALUATOR DEPARTMENT: Maine Department of Agriculture, Conservation and Forestry

F. Other Conditions
1. Conservation Objectives
Land is retained as farmland. Uses recyclable packaging.
2. Percentage of Farmland to be under Agreement
11.5 acres is 100% available to protect
3. Degree of Change
Wants to grow most of their own product rather than purchasing it from others. Unit costs of production projected to decrease markedly. Will double packing capacity of product. Will create more jobs for York county and more export revenue to Maine. Invested \$\$ in computer software for FSMA traceability requirements.

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 201904076 Phase 2 Application Spring 2020

RFP TITLE: Maine Farms for the Future Program

BIDDER NAME: LUCKY CLOVER STABLES

DATE you reviewed this proposal: May 27, 2020

EVALUATOR NAME: Mark Hedrich

EVALUATOR DEPARTMENT: Maine Department of Agriculture, Conservation and Forestry

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Individual Evaluator Comments:

Completeness of the Business Plan
Adequate and detailed
Character and Management Capacity
The Business Plan provides evidence of applicant's knowledge, experience and management capacity to successfully plan and implement the proposed changes to the Farm Business.
Applicant's family has owned farm since 1965. Has experience with current venture since 2005 and intends to expand on that knowledge base. Mostly committed family members involved, who want to remain the operation. Principal owner has extensive experience working with the client base that is a major focus of the proposed expansion.
Financial Capacity and Debt Management
The proposed changes to the Farm Business will improve the cash flow thereby improving the management of debt load needed to pay any new debt associated with the proposed change(s) to the Farm Business.
The proposed expansion has been thought through very well, with intended enhanced income from at least five aspects of the operation. Principal owner has a full-time employment which could augment funding the operation if necessary.
Collateral and Asset Base
The Business Plan demonstrates that the farm operations will improve the productivity of the land (soil quality, fertility, water holding capacity), and the physical condition of the buildings and equipment, and sufficiently maintain any newly acquired assets to increase the overall sustainability of the Farm Business.
Primary focus is to construct a large feed storage barn, which will enable more efficient use of the existing facilities for providing more lessons, horse shows, therapeutic services, winter usage for events, and clinics. Existing buildings and equipment are reported to be in good or excellent condition.

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 201904076 Phase 2 Application Spring 2020

RFP TITLE: Maine Farms for the Future Program

BIDDER NAME: LUCKY CLOVER STABLES

DATE you reviewed this proposal: May 27, 2020

EVALUATOR NAME: Mark Hedrich

EVALUATOR DEPARTMENT: Maine Department of Agriculture, Conservation and Forestry

Farm Vitality & Development of New Capital
<p>The Business Plan demonstrates, through better strategies, marketing, production efficiencies and upgrading of facilities and equipment, an increase in profitability and overall net worth that will improve the overall sustainability of the Farm Business.</p> <p>The proposed hay storage barn is essential for enhancing the vitality of the business. The marketing plan includes equine boarding, and planned increases in training, lessons, horse shows, clinics and equine assisted therapy. Farm owners are members of their industry associations, advertise on websites – but will develop their own - have connections with veterans' organizations, DHS and other pertinent agencies, and use word-of-the-mouth connections. Farm owner has connections with therapy venues. Farm appears not to be overly impacted by similar operations in the area. Currently, there are not paid employees, but work on the barter system. The farm has an advisory team consisting of a number of professionals.</p>
Other Conditions
<p>(A) The Business Plan identifies how the current or proposed farm operations will accomplish broader conservation objectives such as protecting water quality, improving wildlife habitat, or maintaining open space and local scenic and cultural amenities as long as such practices enhance or maintain the profitability of the farm.</p> <p>The project will help the 120-acre farm, with 30 acres of farmland and 100 acres of woodland, resist conversion to other non-farm or forestry uses, as the farm is in an area of the state where land is prized for development and land values are high. The farm has a network of trails, open area, and four ponds containing fish, which suggests that the water quality of the ponds and the condition of the surrounding area is good.</p>
Other Conditions
<p>(B) The percentage of the farmland owned by the applicant that is to be protected under the Farmland Protection Agreement.</p> <p>30 acres - ~25% - if needed</p>
Other Conditions
<p>(C) The degree to which the change in the business is new and different to the business.</p> <p>Many activities would be similar to current endeavors, but there would be a major change in terms of the volume of those activities to be undertaken, and there would be extensive outreach to a broader</p>

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 201904076 Phase 2 Application Spring 2020

RFP TITLE: Maine Farms for the Future Program

BIDDER NAME: MORNING DEW FARM

DATE you reviewed this proposal: _____

EVALUATOR NAME: Mark Hedrich

EVALUATOR DEPARTMENT: Maine Department of Agriculture, Conservation and Forestry

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Individual Evaluator Comments:

Completeness of the Business Plan
Adequate and detailed
Character and Management Capacity
The Business Plan provides evidence of applicant's knowledge, experience and management capacity to successfully plan and implement the proposed changes to the Farm Business.
Started farming in 2005 with < 1.4 acre of leased land but grew to 12 leased acres by 2015. Purchased land in 2017 and obtained a technical assistance grant to analyze the operation. Now grow on 6 acres of land and in 1/3 acre of unheated high tunnels, but also lease 4600 sf of heated greenhouse space. Had a CSA but moved on to chefs and other buyers, and now have 30+ restaurants and natural food stores. Implementation of this plan will create new assets, stabilize workload and employee base, and continue to comply with food safety regulations. However, increasing restaurant sales may be problematic with Covid. Farm participates in a seasonal farmers' market. Cognizant of value of record customer feedback and customer interactions when delivering products. May expand vegetable production.
Financial Capacity and Debt Management
The proposed changes to the Farm Business will improve the cash flow thereby improving the management of debt load needed to pay any new debt associated with the proposed change(s) to the Farm Business.
The farm has an implementation grant from MFT and has been approved for a construction loan by CEI. Is eligible for AMLF. Are working with a marketing consultant. Improving labeling of products and attempting to establish a brand for the farm. Farm has a realistic contingency plan should sales languish- use another facility that is available if a disease should arise, switch heating sources and fuels if propane costs become excessive, etc.
Collateral and Asset Base
The Business Plan demonstrates that the farm operations will improve the productivity of the land (soil quality, fertility, water holding capacity), and the physical condition of the buildings and equipment, and sufficiently maintain any newly acquired assets to increase the overall sustainability of the Farm

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 201904076 Phase 2 Application Spring 2020

RFP TITLE: Maine Farms for the Future Program

BIDDER NAME: MORNING DEW FARM

DATE you reviewed this proposal:

EVALUATOR NAME: Mark Hedrich

EVALUATOR DEPARTMENT: Maine Department of Agriculture, Conservation and Forestry

Business.
Intend to grow naturally in a new 30X144 heated greenhouse with a new wash/pack barn to increase capacity by 50%, have more sun for growing that currently exists, and other associated equipment.
Farm Vitality & Development of New Capital
The Business Plan demonstrates, through better strategies, marketing, production efficiencies and upgrading of facilities and equipment, an increase in profitability and overall net worth that will improve the overall sustainability of the Farm Business.
Farm experienced 64% increase in microgreen sales in 2019 over 2018, and selling sales increased an average of 20% per year since 2016. Market research suggests that these sales could increase by 100% over the next 3 years by expanding to new accounts in southern Maine. Will expand sales to individuals, stores and restaurants, although the restaurant business may be minimal short-term due to Covid. Goal is to eliminate farming leased land to create efficiencies. Sales have not decreased despite reductions of restaurant sales. Quality of the product appears to be superior and is keeping sales up. Projections indicate significantly enhanced net income over the next several years, despite Covid. This seems realistic considering the rapid overall consumer growth in purchasing locally-grown food and seedlings and considering current demand for the farm's products.
Other Conditions
(A) The Business Plan identifies how the current or proposed farm operations will accomplish broader conservation objectives such as protecting water quality, improving wildlife habitat, or maintaining open space and local scenic and cultural amenities as long as such practices enhance or maintain the profitability of the farm.
Fossil fuel use will be reduced resulting from a new design of a new facility. Process waste water will be handled properly through a new septic system. Will work more with NRCS for water quality protection and soil conservation measures. Is an organic operation; therefore, the environmental practices associated with this production method are in place. The expanded operation has considered water and soil quality measures.
Other Conditions
(B) The percentage of the farmland owned by the applicant that is to be protected under the Farmland Protection Agreement.
Agreed to protect 8 acres

[illegible]

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 201904076 Phase 2 Application Spring 2020

RFP TITLE: Maine Farms for the Future Program

BIDDER NAME: SOUTH PAW FARM

DATE you reviewed this proposal: June 1, 2020

EVALUATOR NAME: Mark 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:

Completeness of the Business Plan
Adequate and detailed
Character and Management Capacity
The Business Plan provides evidence of applicant's knowledge, experience and management capacity to successfully plan and implement the proposed changes to the Farm Business.
One owner apprenticed on several Maine crop farms, and the other owner has 8 years' experience working at an apple orchard and works off the farm part-time. Farmers grow 20 acres of organic mixed vegetables, 3 acres of fruit trees, 42 acres pasture and forest. Sell to independent grocers and at the Portland Farmers' Market. Selling to local families for 12 years. Sells to several restaurants. Want to expand off-season sales and overall sales to local grocery stores and to larger chain stores. Evaluating crops to determine most profitable ones to grow. Farm uses a family member for guidance, who is an experienced financial analyst. Have six full or part-time employees, some of whom return each year.
Financial Capacity and Debt Management
The proposed changes to the Farm Business will improve the cash flow thereby improving the management of debt load needed to pay any new debt associated with the proposed change(s) to the Farm Business.
Struggling with debt load. Equipment loans to be retired in 2022 but would leave a large farm debt load. Developing value-added products. Has secured funds from Maine Organic Lenders, REAP, MFT, AFT, MOFGA and personal sources. Owners have off-farm seasonal jobs. Wants to create an onion topping table for mechanically clipping tops and roots off onions (farm's fourth largest crop). Lack of this tool is limiting onion production, according to applicant. Has \$30,000 line of credit with a bank. Obtained loan from parents. Farm projects increases in net income over the next several years, but that income is projected to be quite low and seems low considering that, reportedly, the farm is serving about 30,000 customers annually, although this number is projected to increase. Has assets that could be sold if required by slow sales. Farm has a high debt load, margins are thin, and cash flow is tight.
Collateral and Asset Base
The Business Plan demonstrates that the farm operations will improve the productivity of the land (soil quality, fertility, water holding capacity), and the physical condition of the buildings and equipment, and

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

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EVALUATOR NAME: Mark Hedrich

EVALUATOR DEPARTMENT: Maine Department of Agriculture, Conservation and Forestry

sufficiently maintain any newly acquired assets to increase the overall sustainability of the Farm Business.
Has 64 acres. The organic approach often results in quality soil management practices. Additional equipment purchases as noted herein could enhance the sustainability of the farm and its land for future generations.
Farm Vitality & Development of New Capital
The Business Plan demonstrates, through better strategies, marketing, production efficiencies and upgrading of facilities and equipment, an increase in profitability and overall net worth that will improve the overall sustainability of the Farm Business.
Has seven unheated high tunnels, and one heated propagation house. Need branding, bar coding for products, and GAP certification. Wants truck for distribution of products, new solar electrical system, product storage facility, bed flamer, and underground irrigation pipe. Seeking funding from USDA for developing marketing tools for new products but must develop new packaging designs. Wants to use direct mailings, social media and MPBN for promoting new products.
Wants to expand along the coast after filling Portland and other markets. Concentrating on superior labeling and packaging, which does help to sell product. Has CSA members. Wants to get into Hannaford and other larger markets. Working with a farm consultant and farm mentorship programs. Plans to expand by about four acres over the next four years. Farm seems to have enough labor available.
Other Conditions
(A) The Business Plan identifies how the current or proposed farm operations will accomplish broader conservation objectives such as protecting water quality, improving wildlife habitat, or maintaining open space and local scenic and cultural amenities as long as such practices enhance or maintain the profitability of the farm.
PV installation will save electrical production from fossil fuel generating plants. Rebuilding coolers will result in decreased electricity usage.
Other Conditions
(B) The percentage of the farmland owned by the applicant that is to be protected under the Farmland Protection Agreement.
10 acres out of 65 = ~15%

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 201904076 Phase 2 Application Spring 2020

RFP TITLE: Maine Farms for the Future Program

BIDDER NAME: SOUTH PAW FARM

DATE you reviewed this proposal: June 1, 2020

EVALUATOR NAME: Mark Hedrich

EVALUATOR DEPARTMENT: Maine Department of Agriculture, Conservation and Forestry

Other Conditions
(C) The degree to which the change in the business is new and different to the business.
The proposed equipment purchases should enhance the farm's operational efficiencies and net profit in several areas – a new truck, onion topping table, flame weeder, additional markets, and branding and labeling of value-added products. Wants to expand crop acreage.



STATE OF MAINE
DEPARTMENT OF AGRICULTURE, CONSERVATION &
FORESTRY

Janet T. Mills
Governor

Amanda Beal
Commissioner

AGREEMENT AND DISCLOSURE STATEMENT
RFP #: 201904076 Phase 2 Application Spring 2020
RFP TITLE: Maine Farms for the Future Program

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

Neither I nor any member of my immediate family have a personal or financial interest, direct or indirect, in the bidders whose proposals I will be reviewing. "Interest" may include, but is not limited to: current or former ownership in the bidder's company; current or former Board membership; current or former employment with the bidder; current or former personal contractual relationship with the bidder (example: paid consultant); and/or current or former relationship to a bidder's official which could reasonably be construed to constitute a conflict of interest (personal relationships may be perceived by the public as a potential conflict of interest).

I have not advised, consulted with or assisted any bidder in the preparation of any proposal submitted in response to this RFP nor have I submitted a letter of support or similar endorsement.

I understand 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

6/4/2020

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 - Phase 2 - Spring 2020 Application

I, (print name at right) Brian Flewelling have accepted the Commissioner's appointment to become a member of the Maine Farms for the Future Review Panel that serves as the Request for Proposals (RFP) evaluation team for this program 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.

Brian Flewelling
Signature

June 3, 2020
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 - Phase 2 - Spring 2020 Application

I, (print name at right) Joy Bonenfant have accepted the Commissioner's appointment to become a member of the Maine Farms for the Future Review Panel that serves as the Request for Proposals (RFP) evaluation team for this program 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.

Joy Bonenfant

05/29/20

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 - Phase 2 - Spring 2020 Application

I, (print name at right) J Ann McAlhany
have accepted the Commissioner's appointment to become a member of the Maine Farms for the Future Review Panel that serves as the Request for Proposals (RFP) evaluation team for this program 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.

J Ann McAlhany..

03 June 2020

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 - Phase 2 - Spring 2020 Application

I, (print name at right) Lori Allen have accepted the Commissioner's appointment to become a member of the Maine Farms for the Future Review Panel that serves as the Request for Proposals (RFP) evaluation team for this program 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.

Lori Allen
Signature

5/29/20
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 - Phase 2 - Spring 2020 Application

I, (print name at right) Mark F. Hedrich have accepted the Commissioner's appointment to become a member of the Maine Farms for the Future Review Panel that serves as the Request for Proposals (RFP) evaluation team for this program 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.

Mark F. Hedrich

Signature

June 3, 2020

Date