

State of Maine
Master Score Sheet

RFP# 202212200						
Maine Farms for the Future Phase 1						
Bidder Name:		Buckle Farm	Calyx Farm	Conant Acres	Dandy Ram Farm	Dionne Farm
Proposed Cost:		\$6000	\$6000	\$6000	\$6000	\$6000
Scoring Sections	Points Available					
Section I: Eligibility	Pass/Fail	Pass	Pass	Pass	Pass	Pass
Section II: Management Capacity	20	20	20	20	20	15
Section III: Physical Resource Base	20	20	20	20	20	20
Section IV: Farm Financial Health & Ability to Transform	25	20	20	25	25	20
Section V: Ideas for Change	25	25	25	25	25	12
Section VI: Other Conditions	10	8	9	8	7	4
TOTAL	<u>100</u>	<u>93</u>	<u>94</u>	<u>98</u>	<u>97</u>	<u>71</u>

RFP# 202212200

Maine Farms for the Future Phase 1

Bidder Name:		Hall Brook Farm	Hart Farm	Hazel Hill Orchard	N Bar A Ranch	O'Meara Family Farm
Proposed Cost:		\$6000	\$6000	\$6000	\$6000	\$6000
Scoring Sections	Points Available					
Section I: Eligibility	Pass/Fail	Pass	Pass	Pass	Pass	Pass
Section II: Management Capacity	20	20	10	20	10	16
Section III: Physical Resource Base	20	20	20	7	10	20
Section IV: Farm Financial Health & Ability to Transform	25	25	15	10	10	20
Section V: Ideas for Change	25	25	25	25	12	15
Section VI: Other Conditions	10	9	8	8	2	5
TOTAL	<u>100</u>	<u>99</u>	<u>78</u>	<u>70</u>	<u>44</u>	<u>76</u>

RFP# 202212200

Maine Farms for the Future Phase 1

Bidder Name:		Pismire Mountain Fiber Farm	River Basin Farm	Sheepscot General	Six River Farm	Springtide Seaweed
Proposed Cost:		\$6000	\$6000	\$6000	\$6000	\$6000
Scoring Sections	Points Available					
Section I: Eligibility	Pass/Fail	Pass	Pass	Pass	Pass	Pass
Section II: Management Capacity	20	10	12	20	20	20
Section III: Physical Resource Base	20	10	10	20	20	20
Section IV: Farm Financial Health & Ability to Transform	25	10	12	25	25	25
Section V: Ideas for Change	25	10	10	25	25	24
Section VI: Other Conditions	10	5	7	10	8	10
TOTAL	<u>100</u>	<u>45</u>	<u>51</u>	<u>100</u>	<u>98</u>	<u>99</u>

RFP# 202212200

Maine Farms for the Future Phase 1

Bidder Name:		Three Charm Farm	Watson Farm	Wescogus Blueberries		
Proposed Cost:		\$6000	\$6000	\$6000		
Scoring Sections	Points Available					
Section I: Eligibility		Pass	Fail	Fail		
Section II: Management Capacity	20	20	n/a	n/a		
Section III: Physical Resource Base	20	20	n/a	n/a		
Section IV: Farm Financial Health & Ability to Transform	25	25	n/a	n/a		
Section V: Ideas for Change	25	25	n/a	n/a		
Section VI: Other Conditions	10	8	n/a	n/a		
TOTAL	<u>100</u>	<u>98</u>	<u>n/a</u>	<u>n/a</u>		



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

**Janet T. Mills
Governor**

**Amanda Beal
Commissioner**

April 3, 2023

James Buckle
The Buckle Farm
43 Fisher Rd.
Unity, ME 04988

**SUBJECT: Notice of Conditional Contract Awards under RFP # 202212200,
Maine Farms for the Future Phase 1**

Dear Mr. Buckle:

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 Phase 1. The Department has evaluated the proposals received using the evaluation criteria identified in the RFP, and the Department is hereby announcing its conditional contract awards to the following bidder(s):

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- Six River Farm
- Springtide Seaweed
- Three Charm Farm

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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. A Statement of Appeal Rights has been provided with this letter; see below.

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

Sincerely,

A handwritten signature in black ink, appearing to read "Alex Redfield", with a long horizontal flourish extending to the right.

Alex Redfield

Program Administrator
alexander.redfield@maine.gov
(207)592-0640

STATEMENT OF APPEAL RIGHTS

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



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April 3, 2023

Catherine Durkin and C. Alex McCaffree
Calyx Farm

SUBJECT: Notice of Conditional Contract Awards under RFP # 202212200,
Maine Farms for the Future Phase 1

Dear Ms. Durkin and Mr. McCaffree:

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 Phase 1. The Department has evaluated the proposals received using the evaluation criteria identified in the RFP, and the Department is hereby announcing its conditional contract awards to the following bidder(s):

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Alex Redfield

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April 3, 2023

Natalie Sneller
Conant Acres, Inc.
55 Canton Point Rd.
Canton, ME 04221

**SUBJECT: Notice of Conditional Contract Awards under RFP # 202212200,
Maine Farms for the Future Phase 1**

Dear Ms. Sneller:

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 Phase 1. The Department has evaluated the proposals received using the evaluation criteria identified in the RFP, and the Department is hereby announcing its conditional contract awards to the following bidder(s):

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Commissioner

April 3, 2023

Bo Dennis
Dandy Ram Farm
77 W. Main St.
Monroe, ME 04951

SUBJECT: Notice of Conditional Contract Awards under RFP # 202212200,
Maine Farms for the Future Phase 1

Dear Mr. Dennis:

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 Phase 1. The Department has evaluated the proposals received using the evaluation criteria identified in the RFP, and the Department is hereby announcing its conditional contract awards to the following bidder(s):

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April 3, 2023

Matthew Dionne
M. Dionne Farms
576 Main St.
Grand Isle, ME 04746

SUBJECT: Notice of Conditional Contract Awards under RFP # 202212200,
Maine Farms for the Future Phase 1

Dear Mr. Dionne:

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 Phase 1. The Department has evaluated the proposals received using the evaluation criteria identified in the RFP, and the Department is hereby announcing its conditional contract awards to the following bidder(s):

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April 3, 2023

Phoenix and Megan O'Brien
Hall Brook Farm
34 Berry Rd.
Thorndjke, ME 04986

SUBJECT: Notice of Conditional Contract Awards under RFP # 202212200,
Maine Farms for the Future Phase 1

Dear Mr. and Mrs. O'Brien:

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 Phase 1. The Department has evaluated the proposals received using the evaluation criteria identified in the RFP, and the Department is hereby announcing its conditional contract awards to the following bidder(s):

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Commissioner

April 3, 2023

Andrew Toothacker
Hart Farm
430 Copeland Hill Rd.
Holden, Me 04429

SUBJECT: Notice of Conditional Contract Awards under RFP # 202212200,
Maine Farms for the Future Phase 1

Dear Mr. Toothacker:

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 Phase 1. The Department has evaluated the proposals received using the evaluation criteria identified in the RFP, and the Department is hereby announcing its conditional contract awards to the following bidder(s):

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April 3, 2023

Anthony Leavitt
Hazel Hill Orchard
432 Old Winthrop Rd.
Wayne, ME 04284

SUBJECT: Notice of Conditional Contract Awards under RFP # 202212200,
Maine Farms for the Future Phase 1

Dear Mr. 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 Phase 1. The Department has evaluated the proposals received using the evaluation criteria identified in the RFP, and the Department is hereby announcing its conditional contract awards to the following bidder(s):

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April 3, 2023

Ashley & Nick Pairitz
N Bar A Ranch
105 Athens Rd.
Harmony, ME 04942

SUBJECT: Notice of Conditional Contract Awards under RFP # 202212200,
Maine Farms for the Future Phase 1

Dear Mrs. and Mr. Pairitz:

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 Phase 1. The Department has evaluated the proposals received using the evaluation criteria identified in the RFP, and the Department is hereby announcing its conditional contract awards to the following bidder(s):

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April 3, 2023

John O'Meara
O'Meara Family Farm
272 East Rd.
New Sweden, ME 04762

SUBJECT: Notice of Conditional Contract Awards under RFP # 202212200,
Maine Farms for the Future Phase 1

Dear Mr. O'Meara:

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 Phase 1. The Department has evaluated the proposals received using the evaluation criteria identified in the RFP, and the Department is hereby announcing its conditional contract awards to the following bidder(s):

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Janet T. Mills
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Amanda Beal
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April 3, 2023

Clinton and Cindy Randall
Pismire Mountain Fiber Farm
338 Raymond Hill Rd.
Raymond, ME 04071

SUBJECT: Notice of Conditional Contract Awards under RFP # 202212200,
Maine Farms for the Future Phase 1

Dear Mrs. and Mr. Randall,

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

Sincerely,

A handwritten signature in black ink, appearing to read "Alex Redfield", with a long horizontal flourish extending to the right.

Alex Redfield

Program Administrator
alexander.redfield@maine.gov
(207)592-0640

STATEMENT OF APPEAL RIGHTS

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Janet T. Mills
Governor

Amanda Beal
Commissioner

April 3, 2023

Kathryn Rossignol
River Basin Farmers, LLC
126 Main Rd.
Passadumkeag, ME 04475

SUBJECT: Notice of Conditional Contract Awards under RFP # 202212200,
Maine Farms for the Future Phase 1

Dear Ms. Rossignol,

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 Phase 1. The Department has evaluated the proposals received using the evaluation criteria identified in the RFP, and the Department is hereby announcing its conditional contract awards to the following bidder(s):

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Janet T. Mills
Governor

Amanda Beal
Commissioner

April 3, 2023

Taryn and Ben Marcus
Sheepscot General, LLC
98 Townhouse Rd.
Whitefield, ME 04353

SUBJECT: Notice of Conditional Contract Awards under RFP # 202212200,
Maine Farms for the Future Phase 1

Dear Mrs. and Mr. Marcus:

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 Phase 1. The Department has evaluated the proposals received using the evaluation criteria identified in the RFP, and the Department is hereby announcing its conditional contract awards to the following bidder(s):

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Janet T. Mills
Governor

Amanda Beal
Commissioner

April 3, 2023

Nathan Drummond and Gabrielle Gosselin
Six River Farm, LLC
52 Center Point Rd.
Bowdoinham, ME 04008

SUBJECT: Notice of Conditional Contract Awards under RFP # 202212200,
Maine Farms for the Future Phase 1

Dear Mrs. Gosselin and Mr. Drummond:

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 Phase 1. The Department has evaluated the proposals received using the evaluation criteria identified in the RFP, and the Department is hereby announcing its conditional contract awards to the following bidder(s):

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Janet T. Mills
Governor

Amanda Beal
Commissioner

April 3, 2023

Sarah Redmond and Andrea Angera
Springtide Seaweed, LLC
14 Factory Rd.
Gouldsboro, ME 04607

SUBJECT: Notice of Conditional Contract Awards under RFP # 202212200,
Maine Farms for the Future Phase 1

Dear Ms. Redmond and Ms. Angera:

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 Phase 1. The Department has evaluated the proposals received using the evaluation criteria identified in the RFP, and the Department is hereby announcing its conditional contract awards to the following bidder(s):

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Janet T. Mills
Governor

Amanda Beal
Commissioner

April 3, 2023

Ingrid Claesson and Edward Sabatini
Three Charm Farm, LLC
12 Olde Farnham Rd.
Alfred, ME 04002

SUBJECT: Notice of Conditional Contract Awards under RFP # 202212200,
Maine Farms for the Future Phase 1

Dear Ms. Claesson and Mr. Sabatini:

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 Phase 1. The Department has evaluated the proposals received using the evaluation criteria identified in the RFP, and the Department is hereby announcing its conditional contract awards to the following bidder(s):

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Janet T. Mills
Governor

Amanda Beal
Commissioner

April 3, 2023

Shawna Watson
Watson Farm
1598 Greenfield Rd.
Penobscot, ME 04418

SUBJECT: Notice of Conditional Contract Awards under RFP # 202212200,
Maine Farms for the Future Phase 1

Dear Ms. Watson:

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 Phase 1. The Department has evaluated the proposals received using the evaluation criteria identified in the RFP, and the Department is hereby announcing its conditional contract awards to the following bidder(s):

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Janet T. Mills
Governor

Amanda Beal
Commissioner

April 3, 2023

Dell and Marie Emerson
Wescogus Wild Blueberries
383 Indian River Rd.
Addison, ME 04606

SUBJECT: Notice of Conditional Contract Awards under RFP # 202212200,
Maine Farms for the Future Phase 1

Dear Mrs. and Mr. Emerson:

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 Phase 1. The Department has evaluated the proposals received using the evaluation criteria identified in the RFP, and the Department is hereby announcing its conditional contract awards to the following bidder(s):

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**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202212200
RFP TITLE: ME Farms for the Future Phase 1
BIDDER: Buckle Farm
DATE: 3/2/2023

SUMMARY PAGE

Department Name: Agriculture, Conservation and Forestry
Name of RFP Coordinator: Alex Redfield
Names of Evaluators: Margaret Cummings, Chris Wood, Claire Hawkins

<u>Pass/Fail Criteria</u>	<u>Pass</u>	<u>Fail</u>
Section I. Preliminary Information (Eligibility)	x	
<u>Scoring Sections</u>	<u>Points Available</u>	<u>Points Awarded</u>
Section II: Management Capacity	20	20
Section III: Physical Resource Base	20	20
Section IV: Farm Financial Health & Ability to Transform	25	20
Section V: Ideas for Change	25	25
Section VI: Other Conditions	10	8
<u>Total Points</u>	<u>100</u>	<u>93</u>

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202212200
RFP TITLE: ME Farms for the Future Phase 1
BIDDER: Buckle Farm
DATE: 3/2/2023

**OVERVIEW OF SECTION I
Preliminary Information**

Section I. Preliminary Information

Evaluation Team Comments:

The applicant has operated their farm for at least 2 years, owns farmland, and submitted a complete application for review. No eligibility concerns identified.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202212200
RFP TITLE: ME Farms for the Future Phase 1
BIDDER: Buckle Farm
DATE: 3/2/2023

**EVALUATION OF SECTION II
Management Capacity**

	<u>Points Available</u>	<u>Points Awarded</u>
Section II. Management Capacity	20	20

Evaluation Team Comments:

- Strong management capacity with diverse experience in the marketplace.
- Post-PFAS identification sales restarted in fall of 2022, demonstrates capacity to pivot.
- Commitment and success through adversity is a strength of the application and demonstrates significant capacity to manage their business with long term vision and short term flexibility.
- Outright ownership of a portion of farmland.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202212200
RFP TITLE: ME Farms for the Future Phase 1
BIDDER: Buckle Farm
DATE: 3/2/2023

**EVALUATION OF SECTION III
Physical Resource Base**

	<u>Points Available</u>	<u>Points Awarded</u>
Section III. Physical Resource Base	20	20

Evaluation Team Comments:

- Sufficient landbase and infrastructure.
- Detailed equipment list demonstrates good condition or better.
- Little equipment requires replacement as noted.
- Can demonstrate planning and management capacity, can support focus for future activity.
- Additional acreage is leased - potential to mitigate PFAS contamination on the home farm.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202212200
RFP TITLE: ME Farms for the Future Phase 1
BIDDER: Buckle Farm
DATE: 3/2/2023

**EVALUATION OF SECTION IV
Farm Financial Health & Ability to Transform**

	<u>Points Available</u>	<u>Points Awarded</u>
Section IV. Farm Financial Health & Ability to Transform	25	20

Evaluation Team Comments:

- 2021 Balance Sheet is looking good for a farm of this type.
- Closing during the peak season of 2022 and their ability to come out of that in one piece is a demonstration of capacity to transform.
- Projected gross income reflecting pandemic and PFAS contamination proves their ability to survive and manage the farm finances well.
- Focus on additional financial management is a plus.
- PFAS contamination might temper the score as they reckon with PFAS and the full implication is yet to be borne out.
- Better financial management tools and training might yield a higher score, but the panel recognizes the applicant is likely to receive some of that support through a FFF Phase 1 award.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202212200
RFP TITLE: ME Farms for the Future Phase 1
BIDDER: Buckle Farm
DATE: 3/2/2023

**EVALUATION OF SECTION V
Idea(s) for Change**

	<u>Points Available</u>	<u>Points Awarded</u>
Section V: Idea(s) for Change	25	25

Evaluation Team Comments:

- Focusing on farm transition plan and production plan both make sense as ideas to move forward with.
- Making the most of their acreage with new business and production tools is a smart move going forward.
- Clearly articulated vision and all criteria are met sufficiently.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202212200
RFP TITLE: ME Farms for the Future Phase 1
BIDDER: Buckle Farm
DATE: 3/2/2023

**EVALUATION OF SECTION VI
Other Conditions**

	<u>Points Available</u>	<u>Points Awarded</u>
Section VI: Other Conditions	10	8

Evaluation Team Comments:

- Farm is under easement so may not be subject to development pressure but additional acreage may have pressure.
- Low to moderate threat of conversion to non-agricultural use in the area.
- Ability to succeed on contaminated land provides cont. benefits of ag enterprises within the community.
- Organic operation has environmental benefits.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202212200
RFP TITLE: ME Farms for the Future Phase 1
BIDDER: Calyx Farm
DATE: 3/2/2023

SUMMARY PAGE

Department Name: Agriculture, Conservation and Forestry
Name of RFP Coordinator: Alex Redfield
Names of Evaluators: Margaret Cummings, Chris Wood, Claire Hawkins

<u>Pass/Fail Criteria</u>	<u>Pass</u>	<u>Fail</u>
Section I. Preliminary Information (Eligibility)	x	
<u>Scoring Sections</u>	<u>Points Available</u>	<u>Points Awarded</u>
Section II: Management Capacity	20	20
Section III: Physical Resource Base	20	20
Section IV: Farm Financial Health & Ability to Transform	25	20
Section V: Ideas for Change	25	25
Section VI: Other Conditions	10	8
<u>Total Points</u>	<u>100</u>	<u>94</u>

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202212200
RFP TITLE: ME Farms for the Future Phase 1
BIDDER: Calyx Farm
DATE: 3/2/2023

**OVERVIEW OF SECTION I
Preliminary Information**

Section I. Preliminary Information

Evaluation Team Comments:

The applicant has operated their farm for at least 2 years, owns farmland, and submitted a complete application for review. No eligibility concerns identified.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202212200
RFP TITLE: ME Farms for the Future Phase 1
BIDDER: Calyx Farm
DATE: 3/2/2023

**EVALUATION OF SECTION II
Management Capacity**

	<u>Points Available</u>	<u>Points Awarded</u>
Section II. Management Capacity	20	20

Evaluation Team Comments:

- Focus on exit strategy and long-term viability emphasizes the importance of work-life balance. This shows capacity to set a long term vision and build pathways to achieving it.
- Plan to keep crew size stable demonstrates a vision of right-sizing the operation that implies sufficient perspective to make strong business decisions.
- Good range of agricultural experience and have managed a diversity of production systems.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202212200
RFP TITLE: ME Farms for the Future Phase 1
BIDDER: Calyx Farm
DATE: 3/2/2023

**EVALUATION OF SECTION III
Physical Resource Base**

	<u>Points Available</u>	<u>Points Awarded</u>
Section III. Physical Resource Base	20	20

Evaluation Team Comments:

- Significant land base owned and available to support different directions the operation may take as a result of business analysis or implementing new projects.
- All assets are in good or excellent condition - replacement costs unlikely in the next 24 mo. and could support a transition as developed through the Phase 1 program.
- Clear roots in the community demonstrate social capital as a valuable asset to the applicants.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202212200
RFP TITLE: ME Farms for the Future Phase 1
BIDDER: Calyx Farm
DATE: 3/2/2023

**EVALUATION OF SECTION IV
Farm Financial Health & Ability to Transform**

	<u>Points Available</u>	<u>Points Awarded</u>
Section IV. Farm Financial Health & Ability to Transform	25	20

Evaluation Team Comments:

- Good cash balances, minimal debt.
- Farm is under personal mortgage so should be a factor in the analysis.
- Focus on profitable products leaves room to expand and diversify. Lots of room to grow.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202212200

RFP TITLE: ME Farms for the Future Phase 1

BIDDER: Calyx Farm

DATE: 3/2/2023

- **EVALUATION OF SECTION V**
Idea(s) for Change

	<u>Points Available</u>	<u>Points Awarded</u>
Section V: Idea(s) for Change	25	25

Evaluation Team Comments:

- Clearly articulated vision for next steps in growth.
- Infrastructure focus to delineate between personal and farm space a smart move to ensure long term energy and avoid burnout.
- Investing in wash/pack/storage is a key piece of any farm's infrastructure puzzle.
- Seem well equipped to make an investment of such size and scope.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202212200
RFP TITLE: ME Farms for the Future Phase 1
BIDDER: Calyx Farm
DATE: 3/2/2023

**EVALUATION OF SECTION VI
Other Conditions**

	<u>Points Available</u>	<u>Points Awarded</u>
Section VI: Other Conditions	10	9

Evaluation Team Comments:

- Low development pressure in this area.
- Application explicitly discussed employee well-being and wage growth – demonstrates clear investment in long term sustainability and serving as a positive contributor to the applicant’s community.
- Community space development creates local asset too.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202212200
RFP TITLE: ME Farms for the Future Phase 1
BIDDER: Conant Acres
DATE: 3/2/2023

SUMMARY PAGE

Department Name: Agriculture, Conservation and Forestry
Name of RFP Coordinator: Alex Redfield
Names of Evaluators: Margaret Cummings, Chris Wood, Claire Hawkins

<u>Pass/Fail Criteria</u>	<u>Pass</u>	<u>Fail</u>
Section I. Preliminary Information (Eligibility)	x	
<u>Scoring Sections</u>	<u>Points Available</u>	<u>Points Awarded</u>
Section II: Management Capacity	20	20
Section III: Physical Resource Base	20	20
Section IV: Farm Financial Health & Ability to Transform	25	25
Section V: Ideas for Change	25	25
Section VI: Other Conditions	10	8
<u>Total Points</u>	<u>100</u>	<u>98</u>

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202212200
RFP TITLE: ME Farms for the Future Phase 1
BIDDER: Conant Acres
DATE: 3/2/2023

**OVERVIEW OF SECTION I
Preliminary Information**

Section I. Preliminary Information

Evaluation Team Comments:

The applicant has operated their farm for at least 2 years, owns farmland, and submitted a complete application for review. No eligibility concerns identified.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202212200
RFP TITLE: ME Farms for the Future Phase 1
BIDDER: Conant Acres
DATE: 3/2/2023

**EVALUATION OF SECTION II
Management Capacity**

	<u>Points Available</u>	<u>Points Awarded</u>
Section II. Management Capacity	20	20

Evaluation Team Comments:

- The applicant has a well-established history of farm management and strong decision making.
- Clearly capable of managing the business well and pivoting as needed to address on-farm or market shifts.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202212200
RFP TITLE: ME Farms for the Future Phase 1
BIDDER: Conant Acres
DATE: 3/2/2023

**EVALUATION OF SECTION III
Physical Resource Base**

	<u>Points Available</u>	<u>Points Awarded</u>
Section III. Physical Resource Base	20	

Evaluation Team Comments:

- 250 acres owned with the majority in production and leasing additional acreage.
- Not currently under easement.
- Assets may require upgrades in the next 24 months, but that's certainly common for dairy farms and no concerns noted.
- Great soils allow for cropping flexibility.
- Ample infrastructure and outright control over land use means the pieces are in place for transition or upgrades as identified elsewhere in the application.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202212200
RFP TITLE: ME Farms for the Future Phase 1
BIDDER: Conant Acres
DATE: 3/2/2023

**EVALUATION OF SECTION IV
Farm Financial Health & Ability to Transform**

	<u>Points Available</u>	<u>Points Awarded</u>
Section IV. Farm Financial Health & Ability to Transform	25	25

Evaluation Team Comments:

- No debt, diversification into other products may be a great way to move forward.
- Strong revenue and 0 debt is a great position to be in, especially considering the state of the industry, another indicator of strong financial management skills.
- Capital improvements will require external financing, but applicant is in a good place to secure this.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202212200
RFP TITLE: ME Farms for the Future Phase 1
BIDDER: Conant Acres
DATE: 3/2/2023

**EVALUATION OF SECTION V
Idea(s) for Change**

	<u>Points Available</u>	<u>Points Awarded</u>
Section V: Idea(s) for Change	25	25

Evaluation Team Comments:

- Succession planning and parlor upgrades are both relevant and will directly improve the viability of their business.
- Smart direction proposed in this section, all information clearly laid out and provides a compelling case for investment.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202212200
RFP TITLE: ME Farms for the Future Phase 1
BIDDER: Conant Acres
DATE: 3/2/2023

**EVALUATION OF SECTION VI
Other Conditions**

	<u>Points Available</u>	<u>Points Awarded</u>
Section VI: Other Conditions	10	8

Evaluation Team Comments:

- Low devt. pressure in the flood plain in Oxford County, but high quality ag land that warrants farmland protection support.
- Community roots are strong and evident.
- Focused on expanding production and protecting farmland.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202212200
RFP TITLE: ME Farms for the Future Phase 1
BIDDER: Dandy Ram Farm
DATE: 3/2/2023

SUMMARY PAGE

Department Name: Agriculture, Conservation and Forestry
Name of RFP Coordinator: Alex Redfield
Names of Evaluators: Margaret Cummings, Chris Wood, Claire Hawkins

<u>Pass/Fail Criteria</u>	<u>Pass</u>	<u>Fail</u>
Section I. Preliminary Information (Eligibility)	x	
<u>Scoring Sections</u>	<u>Points Available</u>	<u>Points Awarded</u>
Section II: Management Capacity	20	20
Section III: Physical Resource Base	20	20
Section IV: Farm Financial Health & Ability to Transform	25	25
Section V: Ideas for Change	25	25
Section VI: Other Conditions	10	7
<u>Total Points</u>	<u>100</u>	<u>97</u>

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202212200
RFP TITLE: ME Farms for the Future Phase 1
BIDDER: Dandy Ram Farm
DATE: 3/2/2023

**OVERVIEW OF SECTION I
Preliminary Information**

Section I. Preliminary Information

Evaluation Team Comments:

The applicant has operated their farm for at least 2 years, owns farmland, and submitted a complete application for review. No eligibility concerns identified.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202212200
RFP TITLE: ME Farms for the Future Phase 1
BIDDER: Dandy Ram Farm
DATE: 3/2/2023

**EVALUATION OF SECTION II
Management Capacity**

	<u>Points Available</u>	<u>Points Awarded</u>
Section II. Management Capacity	20	20

Evaluation Team Comments:

- 4 years of operation and extensive experience receiving TA from other service providers.
- Sole prop that may transition soon.
- Successful shift from livestock enterprise to flowers demonstrates a proven ability to pivot the operation in response to market and profitability analysis.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202212200
RFP TITLE: ME Farms for the Future Phase 1
BIDDER: Dandy Ram Farm
DATE: 3/2/2023

**EVALUATION OF SECTION III
Physical Resource Base**

	<u>Points Available</u>	<u>Points Awarded</u>
Section III. Physical Resource Base	20	20

Evaluation Team Comments:

- Sufficient land base, acreage owned and adjacent is more than suitable to accommodate growth as depicted in the application.
- Relevant infrastructure is present and in sufficient condition to not need replacement within the next 24 months.
- No issues with physical resource base. Well presented.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202212200
RFP TITLE: ME Farms for the Future Phase 1
BIDDER: Dandy Ram Farm
DATE: 3/2/2023

**EVALUATION OF SECTION IV
Farm Financial Health & Ability to Transform**

	<u>Points Available</u>	<u>Points Awarded</u>
Section IV. Farm Financial Health & Ability to Transform	25	25

Evaluation Team Comments:

- Financial planning skills are evident and past changes to the farm indicate capacity to transform again.
- Weekly financial management/oversight is a big benefit.
- No debt currently, provides a strong foundation on which to grow.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202212200

RFP TITLE: ME Farms for the Future Phase 1

BIDDER: Dandy Ram Farm

DATE: 3/2/2023

- **EVALUATION OF SECTION V
Idea(s) for Change**

	<u>Points Available</u>	<u>Points Awarded</u>
Section V: Idea(s) for Change	25	25

Evaluation Team Comments:

- Applicant certainly is capable of implementing the proposed idea.
- Focus and expansion of online presence is a smart direction to pursue.
- Clearly articulated goals and outcomes with long-term vision, connected to farm profitability.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202212200
RFP TITLE: ME Farms for the Future Phase 1
BIDDER: Dandy Ram Farm
DATE: 3/2/2023

**EVALUATION OF SECTION VI
Other Conditions**

	<u>Points Available</u>	<u>Points Awarded</u>
Section VI: Other Conditions	10	7

Evaluation Team Comments:

- No significant development pressure evident or unspecified.
- Notable focus on mentorship/education/shared use and benefits.
- Full points for community benefit with an important mission.
- Organic practices noted and provide environmental benefit.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202212200
RFP TITLE: ME Farms for the Future Phase 1
BIDDER: Dionne Farm
DATE: 3/2/2023

SUMMARY PAGE

Department Name: Agriculture, Conservation and Forestry
Name of RFP Coordinator: Alex Redfield
Names of Evaluators: Margaret Cummings, Chris Wood, Claire Hawkins

<u>Pass/Fail Criteria</u>	<u>Pass</u>	<u>Fail</u>
Section I. Preliminary Information (Eligibility)	x	
<u>Scoring Sections</u>	<u>Points Available</u>	<u>Points Awarded</u>
Section II: Management Capacity	20	15
Section III: Physical Resource Base	20	20
Section IV: Farm Financial Health & Ability to Transform	25	20
Section V: Ideas for Change	25	12
Section VI: Other Conditions	10	4
<u>Total Points</u>	<u>100</u>	<u>71</u>

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202212200
RFP TITLE: ME Farms for the Future Phase 1
BIDDER: Dionne Farm
DATE: 3/2/2023

**OVERVIEW OF SECTION I
Preliminary Information**

Section I. Preliminary Information

Evaluation Team Comments:

The applicant has operated their farm for at least 2 years, owns farmland, and submitted a complete application for review. No eligibility concerns identified.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202212200
RFP TITLE: ME Farms for the Future Phase 1
BIDDER: Dionne Farm
DATE: 3/2/2023

**EVALUATION OF SECTION II
Management Capacity**

	<u>Points Available</u>	<u>Points Awarded</u>
Section II. Management Capacity	20	15

Evaluation Team Comments:

- Four years in operation as sole proprietorship.
- Limited detail about the additional experience but a lifetime in farming indicated in the description.
- Pivoting from previous ownership may indicate a capacity to support major change.
- Additional detail on relevant experience would have yielded additional points.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202212200
RFP TITLE: ME Farms for the Future Phase 1
BIDDER: Dionne Farm
DATE: 3/2/2023

**EVALUATION OF SECTION III
Physical Resource Base**

	<u>Points Available</u>	<u>Points Awarded</u>
Section III. Physical Resource Base	20	20

Evaluation Team Comments:

- Good soils for potato/grain production and can allow for other cropping options if needed.
- Equipment in fair condition or better, should not require major replacement costs in the short term.
- Sufficient acreage for operations of this scale and scope.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202212200
RFP TITLE: ME Farms for the Future Phase 1
BIDDER: Dionne Farm
DATE: 3/2/2023

**EVALUATION OF SECTION IV
Farm Financial Health & Ability to Transform**

	<u>Points Available</u>	<u>Points Awarded</u>
Section IV. Farm Financial Health & Ability to Transform	25	20

Evaluation Team Comments:

- Reviewers noted the need for more information to successfully assess financial health.
- Normal debt load for size and scope of the operation, but more content and detail needed to analyze how capable the applicant may be for transitioning.
- Without a clearer understanding of where the farm is currently and where it wants to be, it's difficult to completely assess the application. The applicant is encouraged to seek supports from other external service providers to clarify next steps and reapply to the FFF program in future rounds. FFF administrator will plan to connect to provide referrals and options.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202212200
RFP TITLE: ME Farms for the Future Phase 1
BIDDER: Dionne Farm
DATE: 3/2/2023

**EVALUATION OF SECTION V
Idea(s) for Change**

	<u>Points Available</u>	<u>Points Awarded</u>
Section V: Idea(s) for Change	25	12

Evaluation Team Comments:

- Reviewers indicated desire to hear more about what ideas the applicant is bringing to the table. What do you hope the planning grant would help you accomplish and how will it help improve farm viability?
- Need to know what is intended to evaluate readiness to adopt the ideas. Notes on equipment investment and marketing support is helpful, but need more detail to understand what your plan is.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202212200
RFP TITLE: ME Farms for the Future Phase 1
BIDDER: Dionne Farm
DATE: 3/2/2023

**EVALUATION OF SECTION VI
Other Conditions**

	<u>Points Available</u>	<u>Points Awarded</u>
Section VI: Other Conditions	10	4

Evaluation Team Comments:

- Low development pressure.
- Active agricultural operation creates environmental and community benefits.
- Anticipate some job creation but limited detail.
- Natural resource stewardship also limited detail.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202212200
RFP TITLE: ME Farms for the Future Phase 1
BIDDER: Hall Brook Farm
DATE: 3/2/2023

SUMMARY PAGE

Department Name: Agriculture, Conservation and Forestry
Name of RFP Coordinator: Alex Redfield
Names of Evaluators: Margaret Cummings, Chris Wood, Claire Hawkins

<u>Pass/Fail Criteria</u>	<u>Pass</u>	<u>Fail</u>
Section I. Preliminary Information (Eligibility)	x	
<u>Scoring Sections</u>	<u>Points Available</u>	<u>Points Awarded</u>
Section II: Management Capacity	20	20
Section III: Physical Resource Base	20	20
Section IV: Farm Financial Health & Ability to Transform	25	25
Section V: Ideas for Change	25	25
Section VI: Other Conditions	10	9
<u>Total Points</u>	<u>100</u>	<u>99</u>

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202212200
RFP TITLE: ME Farms for the Future Phase 1
BIDDER: Hall Brook Farm
DATE: 3/2/2023

**OVERVIEW OF SECTION I
Preliminary Information**

Section I. Preliminary Information

Evaluation Team Comments:

The applicant has operated their farm for at least 2 years, owns farmland, and submitted a complete application for review. No eligibility concerns identified.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202212200
RFP TITLE: ME Farms for the Future Phase 1
BIDDER: Hall Brook Farm
DATE: 3/2/2023

**EVALUATION OF SECTION II
Management Capacity**

	<u>Points Available</u>	<u>Points Awarded</u>
Section II. Management Capacity	20	20

Evaluation Team Comments:

- 9 years in operation, strong description of Phase 1 application.
- Participation in Journeyperson program and other relevant training opportunities is a plus
- Diverse and varied agricultural backgrounds.
- Sharing agricultural expertise demonstrates sufficient understanding and capacity to communicate and utilize those lessons for internal business planning.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202212200
RFP TITLE: ME Farms for the Future Phase 1
BIDDER: Hall Brook Farm
DATE: 3/2/2023

**EVALUATION OF SECTION III
Physical Resource Base**

	<u>Points Available</u>	<u>Points Awarded</u>
Section III. Physical Resource Base	20	20

Evaluation Team Comments:

- Using land in a variety of ways is a good indication of stewardship.
- High quality soils owned and leased - physical resource base supports the change.
- No easement.
- Appropriately scaled farm infrastructure with new additions demonstrates willingness to invest.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202212200
RFP TITLE: ME Farms for the Future Phase 1
BIDDER: Hall Brook Farm
DATE: 3/2/2023

**EVALUATION OF SECTION IV
Farm Financial Health & Ability to Transform**

	<u>Points Available</u>	<u>Points Awarded</u>
Section IV. Farm Financial Health & Ability to Transform	25	25

Evaluation Team Comments:

- Income trajectory is really impressive, especially considering timeline.
- Diverse credit pools and narrative indicates capacity and deep understanding of debt load.
- Pretty highly leveraged but that's indicated as an idea for change.
- Financial management is thoughtfully articulated.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202212200
RFP TITLE: ME Farms for the Future Phase 1
BIDDER: Hall Brook Farm
DATE: 3/2/2023

**EVALUATION OF SECTION V
Idea(s) for Change**

	<u>Points Available</u>	<u>Points Awarded</u>
Section V: Idea(s) for Change	25	25

Evaluation Team Comments:

- Well targeted strategy and expanding seasonal production is a logical next step.
- Light processing is also well suited here.
- Relevant infrastructure upgrades identified and goal of better balance is smart.
- Clearly articulated growth plans and noting real challenges around labor and marketing fluctuations indicates great perspective.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202212200
RFP TITLE: ME Farms for the Future Phase 1
BIDDER: Hall Brook Farm
DATE: 3/2/2023

**EVALUATION OF SECTION VI
Other Conditions**

	<u>Points Available</u>	<u>Points Awarded</u>
Section VI: Other Conditions	10	9

Evaluation Team Comments:

- Low development pressure in this part of the state, appreciate the detail provided in the application.
- Job creation anticipated and related community benefits to accrue.
- Organic producer.
- Participant in other farm mentorship and training programs is recognized and valued.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202212200
RFP TITLE: ME Farms for the Future Phase 1
BIDDER: Hart Farm
DATE: 3/2/2023

SUMMARY PAGE

Department Name: Agriculture, Conservation and Forestry
Name of RFP Coordinator: Alex Redfield
Names of Evaluators: Margaret Cummings, Chris Wood, Claire Hawkins

<u>Pass/Fail Criteria</u>	<u>Pass</u>	<u>Fail</u>
Section I. Preliminary Information (Eligibility)	x	
<u>Scoring Sections</u>	<u>Points Available</u>	<u>Points Awarded</u>
Section II: Management Capacity	20	10
Section III: Physical Resource Base	20	20
Section IV: Farm Financial Health & Ability to Transform	25	15
Section V: Ideas for Change	25	25
Section VI: Other Conditions	10	8
<u>Total Points</u>	<u>100</u>	<u>78</u>

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202212200
RFP TITLE: ME Farms for the Future Phase 1
BIDDER: Hart Farm
DATE: 3/2/2023

**OVERVIEW OF SECTION I
Preliminary Information**

Section I. Preliminary Information

Evaluation Team Comments:

The applicant has operated their farm for at least 2 years, owns farmland, and submitted a complete application for review. No eligibility concerns identified.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202212200
RFP TITLE: ME Farms for the Future Phase 1
BIDDER: Hart Farm
DATE: 3/2/2023

**EVALUATION OF SECTION II
Management Capacity**

	<u>Points Available</u>	<u>Points Awarded</u>
Section II. Management Capacity	20	10

Evaluation Team Comments:

- Business type organization unclear - Sole prop? LLC?
- Phase 1 plan is a little lacking in detail but applicants seem to have sufficient management experience to adapt and expand.
- The applicant has outright authority over the land.
- More detail on what it is you think you need support with would likely garner more favorable scoring consideration.
- The applicant is encouraged to share more information on where you're at, where you hope to go, and how you plan to get there – this is applicable to all sections.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202212200
RFP TITLE: ME Farms for the Future Phase 1
BIDDER: Hart Farm
DATE: 3/2/2023

**EVALUATION OF SECTION III
Physical Resource Base**

	<u>Points Available</u>	<u>Points Awarded</u>
Section III. Physical Resource Base	20	20

Evaluation Team Comments:

- Suitable soils for the operation as designed and implemented.
- Equipment is all in fair or better condition, should be suitable for future pivots or expansions.
- Adequate physical resource base for the state and scope of operation.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202212200
RFP TITLE: ME Farms for the Future Phase 1
BIDDER: Hart Farm
DATE: 3/2/2023

**EVALUATION OF SECTION IV
Farm Financial Health & Ability to Transform**

	<u>Points Available</u>	<u>Points Awarded</u>
Section IV. Farm Financial Health & Ability to Transform	25	15

Evaluation Team Comments:

- P&L indicates good trends and cost control but does not provide sufficient information on capacity to manage additional debt.
- Really needed additional information on goals and current state of affairs to make an adequate assessment.
- Applicant is encouraged to get support from program staff and other service providers in preparing future submissions.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202212200
RFP TITLE: ME Farms for the Future Phase 1
BIDDER: Hart Farm
DATE: 3/2/2023

- **EVALUATION OF SECTION V**
Idea(s) for Change

	<u>Points Available</u>	<u>Points Awarded</u>
Section V: Idea(s) for Change	25	25

Evaluation Team Comments:

- Meat processing infrastructure clearly a need for the applicant and for the sector more broadly.
- Huge potential savings considering cost of off-farm processing and income stream from other farmers is high and compelling.
- Even if vegetables are primary product, when processing is outsourced huge costs incurred and might make a major difference to bottom line.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202212200
RFP TITLE: ME Farms for the Future Phase 1
BIDDER: Hart Farm
DATE: 3/2/2023

**EVALUATION OF SECTION VI
Other Conditions**

	<u>Points Available</u>	<u>Points Awarded</u>
Section VI: Other Conditions	10	8

Evaluation Team Comments:

- Low devt. pressure and an easement in place.
- Meat processing capacity could lead to major community benefits both inside and outside of agricultural sector.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202212200
RFP TITLE: ME Farms for the Future Phase 1
BIDDER: Hazel Hill Orchard
DATE: 3/2/2023

SUMMARY PAGE

Department Name: Agriculture, Conservation and Forestry
Name of RFP Coordinator: Alex Redfield
Names of Evaluators: Margaret Cummings, Chris Wood, Claire Hawkins

<u>Pass/Fail Criteria</u>	<u>Pass</u>	<u>Fail</u>
Section I. Preliminary Information (Eligibility)	x	
<u>Scoring Sections</u>	<u>Points Available</u>	<u>Points Awarded</u>
Section II: Management Capacity	20	20
Section III: Physical Resource Base	20	7
Section IV: Farm Financial Health & Ability to Transform	25	10
Section V: Ideas for Change	25	25
Section VI: Other Conditions	10	8
<u>Total Points</u>	<u>100</u>	<u>70</u>

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202212200
RFP TITLE: ME Farms for the Future Phase 1
BIDDER: Hazel Hill Orchard
DATE: 3/2/2023

**OVERVIEW OF SECTION I
Preliminary Information**

Section I. Preliminary Information

Evaluation Team Comments:

The applicant has operated their farm for at least 2 years, owns farmland, and submitted a complete application for review. No eligibility concerns identified.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202212200
RFP TITLE: ME Farms for the Future Phase 1
BIDDER: Hazel Hill Orchard
DATE: 3/2/2023

**EVALUATION OF SECTION II
Management Capacity**

	<u>Points Available</u>	<u>Points Awarded</u>
Section II. Management Capacity	20	20

Evaluation Team Comments:

- 6 years of management experience, S corp.
- Demonstrated capacity to plan and implement change.
- Clear description of planning grant proposal and ample skills are evident.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202212200
RFP TITLE: ME Farms for the Future Phase 1
BIDDER: Hazel Hill Orchard
DATE: 3/2/2023

**EVALUATION OF SECTION III
Physical Resource Base**

	<u>Points Available</u>	<u>Points Awarded</u>
Section III. Physical Resource Base	20	7

Evaluation Team Comments:

- Very limited acreage. Insufficient detail on how this land base can support a viable and sustainable operation.
- More information about the totality of the operation and how it all works on this resource base would lead to more favorable consideration.
- At this size and scale, a lot more detail is needed to convince the review panel about the viability as presented.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202212200
RFP TITLE: ME Farms for the Future Phase 1
BIDDER: Hazel Hill Orchard
DATE: 3/2/2023

**EVALUATION OF SECTION IV
Farm Financial Health & Ability to Transform**

	<u>Points Available</u>	<u>Points Awarded</u>
Section IV. Farm Financial Health & Ability to Transform	25	10

Evaluation Team Comments:

- Insufficient information to make a clear decision about the financial status of the operation - if bringing in a value-added/retail operation is a proposal, ideas on how those costs would be managed/acquired would be needed.
- Additional detail on if/how this could lead to a greater likelihood of farming becoming a primary or more significant source of the applicant's income would also lead to a more competitive proposal.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202212200

RFP TITLE: ME Farms for the Future Phase 1

BIDDER: Hazel Hill Orchard

DATE: 3/2/2023

- **EVALUATION OF SECTION V**
Idea(s) for Change

	<u>Points Available</u>	<u>Points Awarded</u>
Section V: Idea(s) for Change	25	25

Evaluation Team Comments:

- Ideas for change are clearly tied to the RFP and criteria - expanding in this direction would clearly lead to greater profitability and lead to positive growth for the business.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202212200
RFP TITLE: ME Farms for the Future Phase 1
BIDDER: Hazel Hill Orchard
DATE: 3/2/2023

**EVALUATION OF SECTION VI
Other Conditions**

	<u>Points Available</u>	<u>Points Awarded</u>
Section VI: Other Conditions	10	8

Evaluation Team Comments:

- Moderate development pressure in this area.
- Community buy-in is evident and ties to local community can be strong with on-farm retail or u-pick.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202212200
RFP TITLE: ME Farms for the Future Phase 1
BIDDER: N Bar A Ranch
DATE: 3/2/2023

SUMMARY PAGE

Department Name: Agriculture, Conservation and Forestry
Name of RFP Coordinator: Alex Redfield
Names of Evaluators: Margaret Cummings, Chris Wood, Claire Hawkins

<u>Pass/Fail Criteria</u>	<u>Pass</u>	<u>Fail</u>
Section I. Preliminary Information (Eligibility)	x	
<u>Scoring Sections</u>	<u>Points Available</u>	<u>Points Awarded</u>
Section II: Management Capacity	20	10
Section III: Physical Resource Base	20	10
Section IV: Farm Financial Health & Ability to Transform	25	10
Section V: Ideas for Change	25	12
Section VI: Other Conditions	10	2
<u>Total Points</u>	<u>100</u>	<u>44</u>

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202212200
RFP TITLE: ME Farms for the Future Phase 1
BIDDER: N Bar A Ranch
DATE: 3/2/2023

**OVERVIEW OF SECTION I
Preliminary Information**

Section I. Preliminary Information

Evaluation Team Comments:

The applicant has operated their farm for at least 2 years, owns farmland, and submitted a complete application for review. No eligibility concerns identified.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202212200
RFP TITLE: ME Farms for the Future Phase 1
BIDDER: N Bar A Ranch
DATE: 3/2/2023

**EVALUATION OF SECTION II
Management Capacity**

	<u>Points Available</u>	<u>Points Awarded</u>
Section II. Management Capacity	20	10

Evaluation Team Comments:

- Very limited explanation of management capacity or experience.
- Experience identified in other sections of the application (previous experience, formal education), but need more information to make accurate assessments here.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202212200
RFP TITLE: ME Farms for the Future Phase 1
BIDDER: N Bar A Ranch
DATE: 3/2/2023

**EVALUATION OF SECTION III
Physical Resource Base**

	<u>Points Available</u>	<u>Points Awarded</u>
Section III. Physical Resource Base	20	10

Evaluation Team Comments:

- 20 acres in production or about to be - significant wooded acreage.
- Equipment list looks generally relevant, but without knowing what the project is, it's hard to assess whether or not the resources present on the farm will support the trajectory for growth.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202212200
RFP TITLE: ME Farms for the Future Phase 1
BIDDER: N Bar A Ranch
DATE: 3/2/2023

**EVALUATION OF SECTION IV
Farm Financial Health & Ability to Transform**

	<u>Points Available</u>	<u>Points Awarded</u>
Section IV. Farm Financial Health & Ability to Transform	25	10

Evaluation Team Comments:

- With income and revenue at this level, tighter financial management seems like a smart next step.
- Other service providers are available to help prepare and structure analysis as a next step and FFF Program Administrator can provide some additional resources.
- Track record of adopting changes but some big puzzle pieces are missing here: What are you trying to do and what are the obstacles? The panelists assume that relocating the bunk house is tied to the development of a retail space, reading between the lines identified potential projects of expanding forage production too. We just can't figure out what your ideas are for how to change the business.
- Expanding cattle numbers at the same time as identifying feed costs is challenging.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202212200

RFP TITLE: ME Farms for the Future Phase 1

BIDDER: N Bar A Ranch

DATE: 3/2/2023

- **EVALUATION OF SECTION V
Idea(s) for Change**

	<u>Points Available</u>	<u>Points Awarded</u>
Section V: Idea(s) for Change	25	12

Evaluation Team Comments:

- Focusing on a single idea or set of ideas that cohesively present growth or pivot for the operation is missing here. Applicant encouraged to utilize other services to nail down some areas for improvement before reapplying.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202212200
RFP TITLE: ME Farms for the Future Phase 1
BIDDER: N Bar A Ranch
DATE: 3/2/2023

**EVALUATION OF SECTION VI
Other Conditions**

	<u>Points Available</u>	<u>Points Awarded</u>
Section VI: Other Conditions	10	2

Evaluation Team Comments:

- Reviewers had a tough time analyzing the content here: hard to assess environmental or community benefits. We can better review this with a little more detail.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202212200
RFP TITLE: ME Farms for the Future Phase 1
BIDDER: O'Meara Family Farm
DATE: 3/2/2023

SUMMARY PAGE

Department Name: Agriculture, Conservation and Forestry
Name of RFP Coordinator: Alex Redfield
Names of Evaluators: Margaret Cummings, Chris Wood, Claire Hawkins

<u>Pass/Fail Criteria</u>	<u>Pass</u>	<u>Fail</u>
Section I. Preliminary Information (Eligibility)	x	
<u>Scoring Sections</u>	<u>Points Available</u>	<u>Points Awarded</u>
Section II: Management Capacity	20	16
Section III: Physical Resource Base	20	20
Section IV: Farm Financial Health & Ability to Transform	25	20
Section V: Ideas for Change	25	15
Section VI: Other Conditions	10	5
<u>Total Points</u>	<u>100</u>	<u>76</u>

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202212200
RFP TITLE: ME Farms for the Future Phase 1
BIDDER: O'Meara Family Farm
DATE: 3/2/2023

**OVERVIEW OF SECTION I
Preliminary Information**

Section I. Preliminary Information

Evaluation Team Comments:

The applicant has operated their farm for at least 2 years, owns farmland, and submitted a complete application for review. No eligibility concerns identified.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202212200
RFP TITLE: ME Farms for the Future Phase 1
BIDDER: O'Meara Family Farm
DATE: 3/2/2023

**EVALUATION OF SECTION II
Management Capacity**

	<u>Points Available</u>	<u>Points Awarded</u>
Section II. Management Capacity	20	16

Evaluation Team Comments:

- 10 years in operation.
- Adequate experience to support planning and implementation, though proposal is lacking detail in what is proposed. Reviewers could use more info that lays out where the farm is now, where it hopes to go, and how FFF support/investment could get from here to there.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202212200
RFP TITLE: ME Farms for the Future Phase 1
BIDDER: O'Meara Family Farm
DATE: 3/2/2023

**EVALUATION OF SECTION III
Physical Resource Base**

	<u>Points Available</u>	<u>Points Awarded</u>
Section III. Physical Resource Base	20	20

Evaluation Team Comments:

- Large resource base available and reasonably extensive equipment list of good quality and relevant to their operation.
- Silvopasture acreage + grassland is clearly enumerated and both are relevant to long term viability of the operation as conceived.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202212200
RFP TITLE: ME Farms for the Future Phase 1
BIDDER: O'Meara Family Farm
DATE: 3/2/2023

**EVALUATION OF SECTION IV
Farm Financial Health & Ability to Transform**

	<u>Points Available</u>	<u>Points Awarded</u>
Section IV. Farm Financial Health & Ability to Transform	25	20

Evaluation Team Comments:

- Likely in a suitable condition financially to proceed through a Phase 1 application.
- No description of debt - but manageable debt load to carry.
- More information on financial status would provide the review panel with greater confidence in scoring this section. We have enough to know what we need to answer but more detail would have provided a more compelling case.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202212200

RFP TITLE: ME Farms for the Future Phase 1

BIDDER: O'Meara Family Farm

DATE: 3/2/2023

- **EVALUATION OF SECTION V**
Idea(s) for Change

	<u>Points Available</u>	<u>Points Awarded</u>
Section V: Idea(s) for Change	25	15

Evaluation Team Comments:

- The applicant did introduce a strategy that would potentially improve profitability, but needed more information about where they're at right now with agroforestry to determine what the next steps are. Would have loved more detail here.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202212200
RFP TITLE: ME Farms for the Future Phase 1
BIDDER: O'Meara Family Farm
DATE: 3/2/2023

**EVALUATION OF SECTION VI
Other Conditions**

	<u>Points Available</u>	<u>Points Awarded</u>
Section VI: Other Conditions	10	5

Evaluation Team Comments:

- Low devt. pressure noted.
- Potential impact of expanding silvopasture management and introduction of agroforestry principles could stand to generate significant environmental benefits on farm and lead to greater educational/outreach opportunities - but not clearly articulated in the application.
- The applicant is encouraged to connect with service providers to help develop a more compelling way to share their ideas in future funding opportunities.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202212200
RFP TITLE: ME Farms for the Future Phase 1
BIDDER: Pismire Mountain Fiber Farm
DATE: 3/2/2023

SUMMARY PAGE

Department Name: Agriculture, Conservation and Forestry
Name of RFP Coordinator: Alex Redfield
Names of Evaluators: Margaret Cummings, Chris Wood, Claire Hawkins

<u>Pass/Fail Criteria</u>	<u>Pass</u>	<u>Fail</u>
Section I. Preliminary Information (Eligibility)	x	
<u>Scoring Sections</u>	<u>Points Available</u>	<u>Points Awarded</u>
Section II: Management Capacity	20	10
Section III: Physical Resource Base	20	10
Section IV: Farm Financial Health & Ability to Transform	25	10
Section V: Ideas for Change	25	10
Section VI: Other Conditions	10	5
<u>Total Points</u>	<u>100</u>	

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202212200
RFP TITLE: ME Farms for the Future Phase 1
BIDDER: Pismire Mountain Fiber Farm
DATE: 3/2/2023

**OVERVIEW OF SECTION I
Preliminary Information**

Section I. Preliminary Information

Evaluation Team Comments:

The applicant has operated their farm for at least 2 years, owns farmland, and submitted a complete application for review. No eligibility concerns identified.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202212200
RFP TITLE: ME Farms for the Future Phase 1
BIDDER: Pismire Mountain Fiber Farm
DATE: 3/2/2023

**EVALUATION OF SECTION II
Management Capacity**

	<u>Points Available</u>	<u>Points Awarded</u>
Section II. Management Capacity	20	10

Evaluation Team Comments:

- Readiness to apply not demonstrated. Applicant is encouraged to connect with other service providers to get started with some of these elements for free before proceeding through this application.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202212200
RFP TITLE: ME Farms for the Future Phase 1
BIDDER: Pismire Mountain Fiber Farm
DATE: 3/2/2023

**EVALUATION OF SECTION III
Physical Resource Base**

	<u>Points Available</u>	<u>Points Awarded</u>
Section III. Physical Resource Base	20	10

Evaluation Team Comments:

- Light on details for physical resources and how they impact future direction of the farm. Land and assets may be adequate but unsure about how they fit together.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202212200
RFP TITLE: ME Farms for the Future Phase 1
BIDDER: Pismire Mountain Fiber Farm
DATE: 3/2/2023

**EVALUATION OF SECTION IV
Farm Financial Health & Ability to Transform**

	<u>Points Available</u>	<u>Points Awarded</u>
Section IV. Farm Financial Health & Ability to Transform	25	10

Evaluation Team Comments:

- No commitment to financial analysis is articulated in the application. Other resources available to farmers at this stage of enterprise development are likely a better fit.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202212200

RFP TITLE: ME Farms for the Future Phase 1

BIDDER: Pismire Mountain Fiber Farm

DATE: 3/2/2023

- **EVALUATION OF SECTION V**
Idea(s) for Change

	<u>Points Available</u>	<u>Points Awarded</u>
Section V: Idea(s) for Change	25	10

Evaluation Team Comments:

- Not clear what the desired direction of the project is - adding pasture, soil remediation, business planning, etc are mentioned, but idea for change is not clearly articulated.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202212200
RFP TITLE: ME Farms for the Future Phase 1
BIDDER: Pismire Mountain Fiber Farm
DATE: 3/2/2023

**EVALUATION OF SECTION VI
Other Conditions**

	<u>Points Available</u>	<u>Points Awarded</u>
Section VI: Other Conditions	10	5

Evaluation Team Comments:

- Development pressure is evident in this part of the state.
- Unsure about potential broader impacts beyond farm gate. Additional detail would potentially have yielded more favorable scoring consideration.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202212200
RFP TITLE: ME Farms for the Future Phase 1
BIDDER: River Basin Farm
DATE: 3/2/2023

SUMMARY PAGE

Department Name: Agriculture, Conservation and Forestry
Name of RFP Coordinator: Alex Redfield
Names of Evaluators: Margaret Cummings, Chris Wood, Claire Hawkins

<u>Pass/Fail Criteria</u>	<u>Pass</u>	<u>Fail</u>
Section I. Preliminary Information (Eligibility)	x	
<u>Scoring Sections</u>	<u>Points Available</u>	<u>Points Awarded</u>
Section II: Management Capacity	20	12
Section III: Physical Resource Base	20	10
Section IV: Farm Financial Health & Ability to Transform	25	12
Section V: Ideas for Change	25	10
Section VI: Other Conditions	10	7
<u>Total Points</u>	<u>100</u>	<u>51</u>

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202212200
RFP TITLE: ME Farms for the Future Phase 1
BIDDER: River Basin Farm
DATE: 3/2/2023

**OVERVIEW OF SECTION I
Preliminary Information**

Section I. Preliminary Information

Evaluation Team Comments:

The applicant has operated their farm for at least 2 years, owns farmland, and submitted a complete application for review. No eligibility concerns identified.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202212200
RFP TITLE: ME Farms for the Future Phase 1
BIDDER: River Basin Farm
DATE: 3/2/2023

**EVALUATION OF SECTION II
Management Capacity**

	<u>Points Available</u>	<u>Points Awarded</u>
Section II. Management Capacity	20	12

Evaluation Team Comments:

- Insufficient information provided for the review panel to make a complete assessment of experience, capacity to manage transition, and track record of business development.
- The farm seems like it will be a better fit in future years of growth and operation.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202212200
RFP TITLE: ME Farms for the Future Phase 1
BIDDER: River Basin Farm
DATE: 3/2/2023

**EVALUATION OF SECTION III
Physical Resource Base**

	<u>Points Available</u>	<u>Points Awarded</u>
Section III. Physical Resource Base	20	10

Evaluation Team Comments:

- Reapplying in the future with a bit more of a roadmap and clarity in the application is encouraged. More detail on past accomplishments, present state of affairs, and future goals will be required for competitive applications.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202212200
RFP TITLE: ME Farms for the Future Phase 1
BIDDER: River Basin Farm
DATE: 3/2/2023

**EVALUATION OF SECTION IV
Farm Financial Health & Ability to Transform**

	<u>Points Available</u>	<u>Points Awarded</u>
Section IV. Farm Financial Health & Ability to Transform	25	12

Evaluation Team Comments:

- Not a great fit for the FFF program at this stage of operational development.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202212200

RFP TITLE: ME Farms for the Future Phase 1

BIDDER: River Basin Farm

DATE: 3/2/2023

- **EVALUATION OF SECTION V**
Idea(s) for Change

	<u>Points Available</u>	<u>Points Awarded</u>
Section V: Idea(s) for Change	25	10

Evaluation Team Comments:

- With additional detail about where the operation is in relation to the plan development, the review panel would be able to more accurately consider how FFF support could play in to the equation.
- Other service providers might be able to provide better support in addressing some of the challenges articulated in the grant, but the applicant did not provide a clear understanding about what they see as a next step.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202212200
RFP TITLE: ME Farms for the Future Phase 1
BIDDER: River Basin Farm
DATE: 3/2/2023

**EVALUATION OF SECTION VI
Other Conditions**

	<u>Points Available</u>	<u>Points Awarded</u>
Section VI: Other Conditions	10	7

Evaluation Team Comments:

- Moderate development pressure in the area.
- Potential for economic and environmental benefits is clear, need clear articulation for full scoring.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202212200
RFP TITLE: ME Farms for the Future Phase 1
BIDDER: Sheepscot General
DATE: 3/2/2023

SUMMARY PAGE

Department Name: Agriculture, Conservation and Forestry
Name of RFP Coordinator: Alex Redfield
Names of Evaluators: Margaret Cummings, Chris Wood, Claire Hawkins

<u>Pass/Fail Criteria</u>	<u>Pass</u>	<u>Fail</u>
Section I. Preliminary Information (Eligibility)	x	
<u>Scoring Sections</u>	<u>Points Available</u>	<u>Points Awarded</u>
Section II: Management Capacity	20	20
Section III: Physical Resource Base	20	20
Section IV: Farm Financial Health & Ability to Transform	25	25
Section V: Ideas for Change	25	25
Section VI: Other Conditions	10	10
<u>Total Points</u>	<u>100</u>	<u>100</u>

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202212200
RFP TITLE: ME Farms for the Future Phase 1
BIDDER: Sheepscot General
DATE: 3/2/2023

**OVERVIEW OF SECTION I
Preliminary Information**

Section I. Preliminary Information

Evaluation Team Comments:

The applicant has operated their farm for at least 2 years, owns farmland, and submitted a complete application for review. No eligibility concerns identified.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202212200
RFP TITLE: ME Farms for the Future Phase 1
BIDDER: Sheepscot General
DATE: 3/2/2023

**EVALUATION OF SECTION II
Management Capacity**

	<u>Points Available</u>	<u>Points Awarded</u>
Section II. Management Capacity	20	20

Evaluation Team Comments:

- 10 years of operation, significant experience running diverse enterprises on the farm.
- Employee management demonstrable.
- Studied agriculture and worked on other farms.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202212200
RFP TITLE: ME Farms for the Future Phase 1
BIDDER: Sheepscot General
DATE: 3/2/2023

**EVALUATION OF SECTION III
Physical Resource Base**

	<u>Points Available</u>	<u>Points Awarded</u>
Section III. Physical Resource Base	20	20

Evaluation Team Comments:

- Equipment is in good shape and relevant to potential growth trajectories.
- Sufficient acreage and soil quality to support diverse agricultural endeavors.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202212200
RFP TITLE: ME Farms for the Future Phase 1
BIDDER: Sheepscot General
DATE: 3/2/2023

**EVALUATION OF SECTION IV
Farm Financial Health & Ability to Transform**

	<u>Points Available</u>	<u>Points Awarded</u>
Section IV. Farm Financial Health & Ability to Transform	25	25

Evaluation Team Comments:

- Revenue is strong, especially considering labor inputs.
- Mortgage debt is present, likely held personally so the business debt is minimal.
- Cash flow seems solid, availability of line of credit is a major contributor here.
- Have adapted and streamlined to reduce waste and control costs.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202212200
RFP TITLE: ME Farms for the Future Phase 1
BIDDER: Sheepscot General
DATE: 3/2/2023

**EVALUATION OF SECTION V
Idea(s) for Change**

	<u>Points Available</u>	<u>Points Awarded</u>
Section V: Idea(s) for Change	25	25

Evaluation Team Comments:

- Broader expansion in process - idea identified is nursery and native plant propagation.
- Description is fairly brief here, but growth ideas make sense and likely track with business planning support.
- Have demonstrated the ability to transition from working dairy to successful diversified operation.
- Focus on a single development or goal makes sense here.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202212200
RFP TITLE: ME Farms for the Future Phase 1
BIDDER: Sheepscot General
DATE: 3/2/2023

**EVALUATION OF SECTION VI
Other Conditions**

	<u>Points Available</u>	<u>Points Awarded</u>
Section VI: Other Conditions	10	10

Evaluation Team Comments:

- Low development pressure and already under easement.
- Goals around regenerative ag noteworthy.
- Community benefits are evident in and outside of the application.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202212200
RFP TITLE: ME Farms for the Future Phase 1
BIDDER: Six River Farm
DATE: 3/2/2023

SUMMARY PAGE

Department Name: Agriculture, Conservation and Forestry
Name of RFP Coordinator: Alex Redfield
Names of Evaluators: Margaret Cummings, Chris Wood, Claire Hawkins

<u>Pass/Fail Criteria</u>	<u>Pass</u>	<u>Fail</u>
Section I. Preliminary Information (Eligibility)	x	
<u>Scoring Sections</u>	<u>Points Available</u>	<u>Points Awarded</u>
Section II: Management Capacity	20	20
Section III: Physical Resource Base	20	20
Section IV: Farm Financial Health & Ability to Transform	25	25
Section V: Ideas for Change	25	25
Section VI: Other Conditions	10	8
<u>Total Points</u>	<u>100</u>	<u>98</u>

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202212200
RFP TITLE: ME Farms for the Future Phase 1
BIDDER: Six River Farm
DATE: 3/2/2023

**OVERVIEW OF SECTION I
Preliminary Information**

Section I. Preliminary Information

Evaluation Team Comments:

The applicant has operated their farm for at least 2 years, owns farmland, and submitted a complete application for review. No eligibility concerns identified.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202212200
RFP TITLE: ME Farms for the Future Phase 1
BIDDER: Six River Farm
DATE: 3/2/2023

**EVALUATION OF SECTION II
Management Capacity**

	<u>Points Available</u>	<u>Points Awarded</u>
Section II. Management Capacity	20	20

Evaluation Team Comments:

- Clearly evident experience in farm management both through their own operation and in support of others.
- Proven track record of strong business management, willingness to share best practices more broadly.
- Employee management demonstrates the additional capacity to manage people well.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202212200
RFP TITLE: ME Farms for the Future Phase 1
BIDDER: Six River Farm
DATE: 3/2/2023

**EVALUATION OF SECTION III
Physical Resource Base**

	<u>Points Available</u>	<u>Points Awarded</u>
Section III. Physical Resource Base	20	20

Evaluation Team Comments:

- Equipment and existing infrastructure is relevant to proposed idea for change. Reasonable or better condition should support transitions as identified through FFF Phase 1 support.
- The land base is also sufficient for their operation. Quality soils support transitions as well.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202212200
RFP TITLE: ME Farms for the Future Phase 1
BIDDER: Six River Farm
DATE: 3/2/2023

**EVALUATION OF SECTION IV
Farm Financial Health & Ability to Transform**

	<u>Points Available</u>	<u>Points Awarded</u>
Section IV. Farm Financial Health & Ability to Transform	25	25

Evaluation Team Comments:

- Pretty strong financials as provided. Sales are strong, debt load manageable.
- Quickbooks is going to be revolutionary considering the size and scale of where the operation is at and high-functioning and consistent financial analysis is going to be key for a project of this size and scope.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202212200
RFP TITLE: ME Farms for the Future Phase 1
BIDDER: Six River Farm
DATE: 3/2/2023

**EVALUATION OF SECTION V
Idea(s) for Change**

	<u>Points Available</u>	<u>Points Awarded</u>
Section V: Idea(s) for Change	25	25

Evaluation Team Comments:

- Project is compelling - new investment in wash/pack makes sense as the operation grows.
- This is an essential piece of the farm operation puzzle and investing here is a logical and important next step.
- The technical assistance identified is a smart complement to the potential infrastructure development.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202212200
RFP TITLE: ME Farms for the Future Phase 1
BIDDER: Six River Farm
DATE: 3/2/2023

**EVALUATION OF SECTION VI
Other Conditions**

	<u>Points Available</u>	<u>Points Awarded</u>
Section VI: Other Conditions	10	8

Evaluation Team Comments:

- Development pressure not specifically noted, some land already protected.
- Clearly articulated desire for wage growth creates broader benefits.
- Organic operation in sensitive watershed. Soil stewardship is evident.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202212200
RFP TITLE: ME Farms for the Future Phase 1
BIDDER: Springtide Seaweed
DATE: 3/2/2023

SUMMARY PAGE

Department Name: Agriculture, Conservation and Forestry
Name of RFP Coordinator: Alex Redfield
Names of Evaluators: Margaret Cummings, Chris Wood, Claire Hawkins

<u>Pass/Fail Criteria</u>	<u>Pass</u>	<u>Fail</u>
Section I. Preliminary Information (Eligibility)	x	
<u>Scoring Sections</u>	<u>Points Available</u>	<u>Points Awarded</u>
Section II: Management Capacity	20	20
Section III: Physical Resource Base	20	20
Section IV: Farm Financial Health & Ability to Transform	25	25
Section V: Ideas for Change	25	24
Section VI: Other Conditions	10	10
<u>Total Points</u>	<u>100</u>	<u>99</u>

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202212200
RFP TITLE: ME Farms for the Future Phase 1
BIDDER: Springtide Seaweed
DATE: 3/2/2023

**OVERVIEW OF SECTION I
Preliminary Information**

Section I. Preliminary Information

Evaluation Team Comments:

The applicant has operated for at least 2 years, owns farmland, and submitted a complete application for review.

Initial consideration of whether the applicant meets the “owns farmland” eligibility criteria was satisfied in that the applicant’s land-based operation is used to produce nursery stock, an agricultural product in its own right.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202212200
RFP TITLE: ME Farms for the Future Phase 1
BIDDER: Springtide Seaweed
DATE: 3/2/2023

**EVALUATION OF SECTION II
Management Capacity**

	<u>Points Available</u>	<u>Points Awarded</u>
Section II. Management Capacity	20	20

Evaluation Team Comments:

- No concerns about ability to implement the changes as discussed.
- Clear evidence of experience and management capacity.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202212200
RFP TITLE: ME Farms for the Future Phase 1
BIDDER: Springtide Seaweed
DATE: 3/2/2023

**EVALUATION OF SECTION III
Physical Resource Base**

	<u>Points Available</u>	<u>Points Awarded</u>
Section III. Physical Resource Base	20	20

Evaluation Team Comments:

- Experience with permitting/lease process is evident and essential for this type of application.
- Equipment list is in good condition and relevant to current operation and future growth trajectories.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202212200
RFP TITLE: ME Farms for the Future Phase 1
BIDDER: Springtide Seaweed
DATE: 3/2/2023

**EVALUATION OF SECTION IV
Farm Financial Health & Ability to Transform**

	<u>Points Available</u>	<u>Points Awarded</u>
Section IV. Farm Financial Health & Ability to Transform	25	25

Evaluation Team Comments:

- Financial management skills are evident. Financial acumen apparent through preparation of documents and discussion contained within application.
- Good cash balances are evident in the financials provided.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202212200
RFP TITLE: ME Farms for the Future Phase 1
BIDDER: Springtide Seaweed
DATE: 3/2/2023

**EVALUATION OF SECTION V
Idea(s) for Change**

	<u>Points Available</u>	<u>Points Awarded</u>
Section V: Idea(s) for Change	25	24

Evaluation Team Comments:

- Processing equipment is a natural next step for this equipment.
- The review panel would like to know what the technology is and what the functional yield would be - this information would be essential for Phase 2 but the planning process as outlined in this Phase 1 application is logical and clearly laid out.
- Additional information on what the actual investment will be, how it will take shape (is it on land, is it on water), how it will impact bottom line, could lead to full points - but a compelling section nonetheless.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202212200
RFP TITLE: ME Farms for the Future Phase 1
BIDDER: Springtide Seaweed
DATE: 3/2/2023

**EVALUATION OF SECTION VI
Other Conditions**

	<u>Points Available</u>	<u>Points Awarded</u>
Section VI: Other Conditions	10	10

Evaluation Team Comments:

- Development pressure is a nuanced assessment here - competitive lease process and risk at renewal is a significant factor in operational planning and governance.
- Threat to conversion to non-agricultural use is not a factor.
- This operation in particular and similar enterprises in the sector have a demonstrable record of community investment in waterfront communities.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202212200
RFP TITLE: ME Farms for the Future Phase 1
BIDDER:
DATE: 3/2/2023

SUMMARY PAGE

Department Name: Agriculture, Conservation and Forestry
Name of RFP Coordinator: Alex Redfield
Names of Evaluators: Margaret Cummings, Chris Wood, Claire Hawkins

<u>Pass/Fail Criteria</u>	<u>Pass</u>	<u>Fail</u>
Section I. Preliminary Information (Eligibility)	x	
<u>Scoring Sections</u>	<u>Points Available</u>	<u>Points Awarded</u>
Section II: Management Capacity	20	20
Section III: Physical Resource Base	20	20
Section IV: Farm Financial Health & Ability to Transform	25	25
Section V: Ideas for Change	25	25
Section VI: Other Conditions	10	8
<u>Total Points</u>	<u>100</u>	<u>98</u>

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202212200
RFP TITLE: ME Farms for the Future Phase 1
BIDDER:
DATE: 3/2/2023

**OVERVIEW OF SECTION I
Preliminary Information**

Section I. Preliminary Information

Evaluation Team Comments:

The applicant has operated their farm for at least 2 years, owns farmland, and submitted a complete application for review. No eligibility concerns identified.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202212200
RFP TITLE: ME Farms for the Future Phase 1
BIDDER:
DATE: 3/2/2023

**EVALUATION OF SECTION II
Management Capacity**

	<u>Points Available</u>	<u>Points Awarded</u>
Section II. Management Capacity	20	20

Evaluation Team Comments:

- Five years in operation as a sole prop.
- Ample experience and skills to implement change.
- Additional technical assistance experience and partnerships are identified elsewhere in the application but certainly relevant to this evaluation.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202212200
RFP TITLE: ME Farms for the Future Phase 1
BIDDER:
DATE: 3/2/2023

**EVALUATION OF SECTION III
Physical Resource Base**

	<u>Points Available</u>	<u>Points Awarded</u>
Section III. Physical Resource Base	20	20

Evaluation Team Comments:

- Equipment is relevant and reasonable condition to support future growth opportunities.
- Idea of Change identifies land base challenge, so no penalty there - expansion on acreage would likely contribute to overall viability.
- Operation appropriately scaled for current market and production realities, well situated for transitions.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202212200
RFP TITLE: ME Farms for the Future Phase 1
BIDDER:
DATE: 3/2/2023

**EVALUATION OF SECTION IV
Farm Financial Health & Ability to Transform**

	<u>Points Available</u>	<u>Points Awarded</u>
Section IV. Farm Financial Health & Ability to Transform	25	25

Evaluation Team Comments:

- Off-farm income supporting the work.
- Track record of implementing changes, receiving and reporting on awards - good perspective on existing debt.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202212200

RFP TITLE: ME Farms for the Future Phase 1

BIDDER:

DATE: 3/2/2023

**EVALUATION OF SECTION V
Idea(s) for Change**

	<u>Points Available</u>	<u>Points Awarded</u>
Section V: Idea(s) for Change	25	25

Evaluation Team Comments:

- Good detail provided to illuminate the proposed creamery updates.
- Farmland acquisition is a key piece.
- Very detailed 3 year plan provided.
- Ideas for Change all circle around the same strategy and are based on the need to build out production/processing/handling capacity.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202212200
RFP TITLE: ME Farms for the Future Phase 1
BIDDER:
DATE: 3/2/2023

**EVALUATION OF SECTION VI
Other Conditions**

	<u>Points Available</u>	<u>Points Awarded</u>
Section VI: Other Conditions	10	8

Evaluation Team Comments:

- Buying in milk from other producers has broader benefits in agricultural community.
- High development pressure in York County. Community impact is demonstrated and clearly articulated.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202212200
RFP TITLE: ME Farms for the Future Phase 1
BIDDER: Watson Farm
DATE: 3/2/2023

SUMMARY PAGE

Department Name: Agriculture, Conservation and Forestry
Name of RFP Coordinator: Alex Redfield
Names of Evaluators: Margaret Cummings, Chris Wood, Claire Hawkins

<u>Pass/Fail Criteria</u>	<u>Pass</u>	<u>Fail</u>
Section I. Preliminary Information (Eligibility)		x
<u>Scoring Sections</u>	<u>Points Available</u>	<u>Points Awarded</u>
Section II: Management Capacity	20	n/a
Section III: Physical Resource Base	20	n/a
Section IV: Farm Financial Health & Ability to Transform	25	n/a
Section V: Ideas for Change	25	n/a
Section VI: Other Conditions	10	n/a
<u>Total Points</u>	100	n/a

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202212200
RFP TITLE: ME Farms for the Future Phase 1
BIDDER: Watson Farm
DATE: 3/2/2023

**OVERVIEW OF SECTION I
Preliminary Information**

Section I. Preliminary Information

Evaluation Team Comments:

The applicant failed to submit a complete application that documented sufficiently meeting the eligibility criteria. Specifically, both opportunities to identify whether or not the applicants have owned and operated the farm for more than 2 years were left blank – insufficient information was provided elsewhere in the application to make a determination.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202212200
RFP TITLE: ME Farms for the Future Phase 1
BIDDER: Watson Farm
DATE: 3/2/2023

**EVALUATION OF SECTION II
Management Capacity**

	<u>Points Available</u>	<u>Points Awarded</u>
Section II. Management Capacity	20	N/A

Evaluation Team Comments:

- Not reviewed in Team Scoring process due to failed eligibility determination.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202212200
RFP TITLE: ME Farms for the Future Phase 1
BIDDER: Watson Farm
DATE: 3/2/2023

**EVALUATION OF SECTION III
Physical Resource Base**

	<u>Points Available</u>	<u>Points Awarded</u>
Section III. Physical Resource Base	20	N/A

Evaluation Team Comments:

- Not reviewed in Team Scoring process due to failed eligibility determination.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202212200
RFP TITLE: ME Farms for the Future Phase 1
BIDDER: Watson Farm
DATE: 3/2/2023

**EVALUATION OF SECTION IV
Farm Financial Health & Ability to Transform**

	<u>Points Available</u>	<u>Points Awarded</u>
Section IV. Farm Financial Health & Ability to Transform	25	N/A

Evaluation Team Comments:

- Not reviewed in Team Scoring process due to failed eligibility determination.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202212200
RFP TITLE: ME Farms for the Future Phase 1
BIDDER: Watson Farm
DATE: 3/2/2023

**EVALUATION OF SECTION V
Idea(s) for Change**

	<u>Points Available</u>	<u>Points Awarded</u>
Section V: Idea(s) for Change	25	N/A

Evaluation Team Comments:

- Not reviewed in Team Scoring process due to failed eligibility determination.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202212200
RFP TITLE: ME Farms for the Future Phase 1
BIDDER: Watson Farm
DATE: 3/2/2023

**EVALUATION OF SECTION VI
Other Conditions**

	<u>Points Available</u>	<u>Points Awarded</u>
Section VI: Other Conditions	10	N/A

Evaluation Team Comments:

- Not reviewed in Team Scoring process due to failed eligibility determination.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202212200
RFP TITLE: ME Farms for the Future Phase 1
BIDDER: Wescogus Blueberries
DATE: 3/2/2023

SUMMARY PAGE

Department Name: Agriculture, Conservation and Forestry
Name of RFP Coordinator: Alex Redfield
Names of Evaluators: Margaret Cummings, Chris Wood, Claire Hawkins

<u>Pass/Fail Criteria</u>	<u>Pass</u>	<u>Fail</u>
Section I. Preliminary Information (Eligibility)		x
<u>Scoring Sections</u>	<u>Points Available</u>	<u>Points Awarded</u>
Section II: Management Capacity	20	n/a
Section III: Physical Resource Base	20	n/a
Section IV: Farm Financial Health & Ability to Transform	25	n/a
Section V: Ideas for Change	25	n/a
Section VI: Other Conditions	10	n/a
<u>Total Points</u>	<u>100</u>	<u>n/a</u>

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202212200
RFP TITLE: ME Farms for the Future Phase 1
BIDDER: Wescogus Blueberries
DATE: 3/2/2023

**OVERVIEW OF SECTION I
Preliminary Information**

Section I. Preliminary Information

Evaluation Team Comments:

The applicant failed to submit a complete application that provided adequate information for reviewers to apply the scoring criteria as presented in the RFP.

5 required questions were left blank in the submission.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202212200
RFP TITLE: ME Farms for the Future Phase 1
BIDDER: Wescogus Blueberries
DATE: 3/2/2023

**EVALUATION OF SECTION II
Management Capacity**

	<u>Points Available</u>	<u>Points Awarded</u>
Section II. Management Capacity	20	N/A

Evaluation Team Comments:

- Not reviewed in Team Scoring process due to failure to submit a complete application..

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202212200
RFP TITLE: ME Farms for the Future Phase 1
BIDDER: Wescogus Blueberries
DATE: 3/2/2023

**EVALUATION OF SECTION III
Physical Resource Base**

	<u>Points Available</u>	<u>Points Awarded</u>
Section III. Physical Resource Base	20	N/A

Evaluation Team Comments:

- Not reviewed in Team Scoring process due to failure to submit a complete application..

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202212200
RFP TITLE: ME Farms for the Future Phase 1
BIDDER: Wescogus Blueberries
DATE: 3/2/2023

**EVALUATION OF SECTION IV
Farm Financial Health & Ability to Transform**

	<u>Points Available</u>	<u>Points Awarded</u>
Section IV. Farm Financial Health & Ability to Transform	25	N/A

Evaluation Team Comments:

- Not reviewed in Team Scoring process due to failure to submit a complete application..

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202212200
RFP TITLE: ME Farms for the Future Phase 1
BIDDER: Wescogus Blueberries
DATE: 3/2/2023

**EVALUATION OF SECTION V
Idea(s) for Change**

	<u>Points Available</u>	<u>Points Awarded</u>
Section V: Idea(s) for Change	25	N/A

Evaluation Team Comments:

- Not reviewed in Team Scoring process due to failure to submit a complete application..

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202212200
RFP TITLE: ME Farms for the Future Phase 1
BIDDER: Wescogus Blueberries
DATE: 3/2/2023

**EVALUATION OF SECTION VI
Other Conditions**

	<u>Points Available</u>	<u>Points Awarded</u>
Section VI: Other Conditions	10	N/A

Evaluation Team Comments:

- Not reviewed in Team Scoring process due to failure to submit a complete application..

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 202212200

RFP TITLE: Maine Farms for the Future Phase 1

BIDDER NAME: Sheepscoot General

DATE: 2/28/2023

EVALUATOR NAME: Chris Wood, Bangor Savings Bank – External Reviewer

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

Individual Evaluator Comments:

Management Capacity

Scoring Guidance: Does the applicant have the experience, skills, and capacity to successfully implement a significant change to their operation? Consider experience based on number of years farming, diversity of agricultural experience, or other factors. Does the applicant have decision making authority over their land and business? Does the Statement of Purpose and other material in the application convince you that the applicant has a strong understanding of what needs to happen next?

Reviewer Notes:

- 12 yrs

Physical Resource Base

Scoring Guidance: What resources does the applicant have available to contribute to a successful farm operation? Are the natural resources (soils, water sources, land base) on the property suitable for the proposed directions? Does the existing infrastructure on the farm support the idea for change?

Reviewer Notes:

56 / 45

Farm Financial Health & Ability to Transform -

Scoring Guidance: Is the farm in suitable financial health to take on a new direction? Has the Farm managed its finances well thus far? If a farm has taken on significant debt, does it appear to have managed it well for the overall benefit to the farm?

Reviewer Notes:

- Good job with financials and understanding the importance of projections and follow-up around those
- Concern around debt being variable and interest rates being high compared to last year. Increased costs could put crunch on cash flow.

Idea(s) for Change

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 202212200

RFP TITLE: Maine Farms for the Future Phase 1

BIDDER NAME: Sheepscoot General

DATE: 2/28/2023

EVALUATOR NAME: Chris Wood, Bangor Savings Bank – External Reviewer

Scoring Guidance: Did the applicant express a clear idea to improve the viability of the farm? Is their proposed idea, if implemented, a compelling strategy to improve profitability, management clarity or efficiency, and/or other pathways to farm viability?

Reviewer Notes:

- *Explained plan and ability to pivot going to be important*

- *More detail around expansion costs*

Other Conditions

Scoring Guidance: Are there environmental or community benefits that could be derived from the proposed idea for change? Is there high development pressure on the farmland due to its size/location?

Reviewer Notes:

- *low*

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 202212200

RFP TITLE: Maine Farms for the Future Phase 1

BIDDER NAME: Six River Farm

DATE: 3/1/2023

EVALUATOR NAME: Chris Wood, Bangor Savings Bank – External Reviewer

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

Individual Evaluator Comments:

Management Capacity

Scoring Guidance: Does the applicant have the experience, skills, and capacity to successfully implement a significant change to their operation? Consider experience based on number of years farming, diversity of agricultural experience, or other factors. Does the applicant have decision making authority over their land and business? Does the Statement of Purpose and other material in the application convince you that the applicant has a strong understanding of what needs to happen next?

Reviewer Notes:

- 10+

Physical Resource Base

Scoring Guidance: What resources does the applicant have available to contribute to a successful farm operation? Are the natural resources (soils, water sources, land base) on the property suitable for the proposed directions? Does the existing infrastructure on the farm support the idea for change?

Reviewer Notes:

- 42/33

Farm Financial Health & Ability to Transform -

Scoring Guidance: Is the farm in suitable financial health to take on a new direction? Has the Farm managed its finances well thus far? If a farm has taken on significant debt, does it appear to have managed it well for the overall benefit to the farm?

Reviewer Notes:

- *Farm large enough in scale to support growth and build. Building costs need to be increased and costs for overall building needs to be expanded.*

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 202212200

RFP TITLE: Maine Farms for the Future Phase 1

BIDDER NAME: Six River Farm

DATE: 3/1/2023

EVALUATOR NAME: Chris Wood, Bangor Savings Bank – External Reviewer

Idea(s) for Change

Scoring Guidance: Did the applicant express a clear idea to improve the viability of the farm? Is their proposed idea, if implemented, a compelling strategy to improve profitability, management clarity or efficiency, and/or other pathways to farm viability?

Reviewer Notes:

- *Good plan but would want to see more contractor quotes around the building and overall scope of work they want to accomplish....or more specifically what equipment will be needed and the costs of those to the overall structure. Building the structure is only part of the cost. The equipment to accomplish their goals is going to cost what the building cost.*

- *Farm is minimally leveraged per balance sheet. Proper debt structure going to be important. A broader business plan to support the build along with the phase two at 2% may be something to consider.*

Other Conditions

Scoring Guidance: Are there environmental or community benefits that could be derived from the proposed idea for change? Is there high development pressure on the farmland due to its size/location?

Reviewer Notes:

- *None stated*

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 202212200

RFP TITLE: Maine Farms for the Future Phase 1

BIDDER NAME: Six River Farm

DATE: March 2, 2023

EVALUATOR NAME: Claire Hawkins

EVALUATOR DEPARTMENT: Department of Agriculture, Conservation & Forestry

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

Individual Evaluator Comments:

Management Capacity

Scoring Guidance: Does the applicant have the experience, skills, and capacity to successfully implement a significant change to their operation? Consider experience based on number of years farming, diversity of agricultural experience, or other factors. Does the applicant have decision making authority over their land and business? Does the Statement of Purpose and other material in the application convince you that the applicant has a strong understanding of what needs to happen next?

Reviewer Notes:

- Organic veg farm; 11+ years in operation (LLC).
- Planning for new construction of wash/pack facility (old infrastructure no longer sufficient).
- Concise description of experience; combined farming background significant.

Physical Resource Base

Scoring Guidance: What resources does the applicant have available to contribute to a successful farm operation? Are the natural resources (soils, water sources, land base) on the property suitable for the proposed directions? Does the existing infrastructure on the farm support the idea for change?

Reviewer Notes:

- 42 acres owned; 33 in production. 2 parcels – one under easement. Additional 19 acres leased.
- 100% Prime Farmland.
- Seemingly adequate agricultural infrastructure to support operation.

Farm Financial Health & Ability to Transform -

Scoring Guidance: Is the farm in suitable financial health to take on a new direction? Has the Farm managed its finances well thus far? If a farm has taken on significant debt, does it appear to have managed it well for the overall benefit to the farm?

Reviewer Notes:

- Projected 2022 gross income = \$1.3M; likely need to improve financial reporting practices.
- Well-articulated record of implementing change on farm.

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 202212200

RFP TITLE: Maine Farms for the Future Phase 1

BIDDER NAME: Six River Farm

DATE: March 2, 2023

EVALUATOR NAME: Claire Hawkins

EVALUATOR DEPARTMENT: Department of Agriculture, Conservation & Forestry

- Note debt burden currently limited/low; comfortable assuming additional debt via construction of new wash/pack facility.

Idea(s) for Change

Scoring Guidance: Did the applicant express a clear idea to improve the viability of the farm? Is their proposed idea, if implemented, a compelling strategy to improve profitability, management clarity or efficiency, and/or other pathways to farm viability?

Reviewer Notes:

- Design new was/pack facility to improve capacity, efficiency, workflow.
- Reasonably well-articulated impacts to long-term business viability.
- Noteworthy quality of life implications for updated facility.

Other Conditions

Scoring Guidance: Are there environmental or community benefits that could be derived from the proposed idea for change? Is there high development pressure on the farmland due to its size/location?

Reviewer Notes:

- Development pressure not specifically noted.
- Desire to increase employee wages noted (made possible by business improvements resulting from new wash/pack).
- Farmland of ecological significance.

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 202212200
RFP TITLE: Maine Farms for the Future Phase 1
BIDDER NAME: Six River Farm
DATE: 3/1/2023
EVALUATOR NAME: Maggie Cummings
EVALUATOR DEPARTMENT: DACF

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

Individual Evaluator Comments:

Management Capacity

Scoring Guidance: Does the applicant have the experience, skills, and capacity to successfully implement a significant change to their operation? Consider experience based on number of years farming, diversity of agricultural experience, or other factors. Does the applicant have decision making authority over their land and business? Does the Statement of Purpose and other material in the application convince you that the applicant has a strong understanding of what needs to happen next?

Reviewer Notes:

- Organic vegetable farm selling mixed veggies
- Leased facility is not longer adequate for a wash/pack station

- Own and lease land- generally need to build.

Physical Resource Base

Scoring Guidance: What resources does the applicant have available to contribute to a successful farm operation? Are the natural resources (soils, water sources, land base) on the property suitable for the proposed directions? Does the existing infrastructure on the farm support the idea for change?

Reviewer Notes:

-

- *Have been farming for awhile*

- *Land well managed – conservation easemen t*
- *100% prime farmland*

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 202212200

RFP TITLE: Maine Farms for the Future Phase 1

BIDDER NAME: Six River Farm

DATE: 3/1/2023

EVALUATOR NAME: Maggie Cummings

EVALUATOR DEPARTMENT: DACF

Farm Financial Health & Ability to Transform -

Scoring Guidance: Is the farm in suitable financial health to take on a new direction? Has the Farm managed its finances well thus far? If a farm has taken on significant debt, does it appear to have managed it well for the overall benefit to the farm?

Reviewer Notes:

- Wash-pack facility expensive

Idea(s) for Change

Scoring Guidance: Did the applicant express a clear idea to improve the viability of the farm? Is their proposed idea, if implemented, a compelling strategy to improve profitability, management clarity or efficiency, and/or other pathways to farm viability?

Reviewer Notes:

- Vital piece of infrastructure that is needed

Other Conditions

Scoring Guidance: Are there environmental or community benefits that could be derived from the proposed idea for change? Is there high development pressure on the farmland due to its size/location?

Reviewer Notes:

- Moderate pressure, partially protected by existing easement.
- Organic operation in watershed.

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 202212200

RFP TITLE: Maine Farms for the Future Phase 1

BIDDER NAME: Springtide Seaweed

DATE: March 2, 2023

EVALUATOR NAME: Claire Hawkins

EVALUATOR DEPARTMENT: Department of Agriculture, Conservation & Forestry

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

Individual Evaluator Comments:

Management Capacity

Scoring Guidance: Does the applicant have the experience, skills, and capacity to successfully implement a significant change to their operation? Consider experience based on number of years farming, diversity of agricultural experience, or other factors. Does the applicant have decision making authority over their land and business? Does the Statement of Purpose and other material in the application convince you that the applicant has a strong understanding of what needs to happen next?

Reviewer Notes:

- Seaweed farming operation; 6 years in operation (farm/processor).
- Well-articulated Phase 1 planning proposal.
- Extensive background/experience; no concerns re: ability to implement.

Physical Resource Base

Scoring Guidance: What resources does the applicant have available to contribute to a successful farm operation? Are the natural resources (soils, water sources, land base) on the property suitable for the proposed directions? Does the existing infrastructure on the farm support the idea for change?

Reviewer Notes:

- 55 ocean acres leased; own 1.94 acres land (nurse stock on land).
- Significant ocean lease with other historical lease experience.
- Really robust infrastructure/asset base.

Farm Financial Health & Ability to Transform -

Scoring Guidance: Is the farm in suitable financial health to take on a new direction? Has the Farm managed its finances well thus far? If a farm has taken on significant debt, does it appear to have managed it well for the overall benefit to the farm?

Reviewer Notes:

- Limited debt; projected 2022 income \$55K.
- Good cash flow; overall financial management seems good.

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 202212200

RFP TITLE: Maine Farms for the Future Phase 1

BIDDER NAME: Springtide Seaweed

DATE: March 2, 2023

EVALUATOR NAME: Claire Hawkins

EVALUATOR DEPARTMENT: Department of Agriculture, Conservation & Forestry

- No issues with financial.

Idea(s) for Change

Scoring Guidance: Did the applicant express a clear idea to improve the viability of the farm? Is their proposed idea, if implemented, a compelling strategy to improve profitability, management clarity or efficiency, and/or other pathways to farm viability?

Reviewer Notes:

- Impact well-articulated, but somewhat limited details as to the nature of the technological investment. Perhaps not materials to Phase 1 planning application.
- Clear improvements to business viability/profitability.

Other Conditions

Scoring Guidance: Are there environmental or community benefits that could be derived from the proposed idea for change? Is there high development pressure on the farmland due to its size/location?

Reviewer Notes:

- Development pressure a little nuanced for this application; risk to lease maintenance reasonably high due to challenges with lease renewal. Not punitive; just different for ocean-based aquaculture.
- Well-articulated impacts to community/employment/environment.

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 202212200
RFP TITLE: Maine Farms for the Future Phase 1
BIDDER NAME: Springtide Seaweed
DATE: 3/1/2023
EVALUATOR NAME: Maggie Cummings
EVALUATOR DEPARTMENT: DACF

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

Individual Evaluator Comments:

Management Capacity

Scoring Guidance: Does the applicant have the experience, skills, and capacity to successfully implement a significant change to their operation? Consider experience based on number of years farming, diversity of agricultural experience, or other factors. Does the applicant have decision making authority over their land and business? Does the Statement of Purpose and other material in the application convince you that the applicant has a strong understanding of what needs to happen next?

Reviewer Notes:

- Definitely has the capacity to manage and the experience to do so.

- No concerns with experience, decision making or needs for what should happen in the next phase of their business.

-

Physical Resource Base

Scoring Guidance: What resources does the applicant have available to contribute to a successful farm operation? Are the natural resources (soils, water sources, land base) on the property suitable for the proposed directions? Does the existing infrastructure on the farm support the idea for change?

Reviewer Notes:

- Yes? Ocean land is kinda tricky because yo do not own it?

- Do have control over land they own, presumably where the processing space/equipment would be.

-

Farm Financial Health & Ability to Transform -

Scoring Guidance: Is the farm in suitable financial health to take on a new direction? Has the Farm managed its finances well thus far? If a farm has taken on significant debt, does it appear to have managed it well for the overall benefit to the farm?

Reviewer Notes:

- Good financials. Good explanations. NO questions or concerns here

-

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 202212200

RFP TITLE: Maine Farms for the Future Phase 1

BIDDER NAME: Springtide Seaweed

DATE: 3/1/2023

EVALUATOR NAME: Maggie Cummings

EVALUATOR DEPARTMENT: DACF

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Idea(s) for Change

Scoring Guidance: Did the applicant express a clear idea to improve the viability of the farm? Is their proposed idea, if implemented, a compelling strategy to improve profitability, management clarity or efficiency, and/or other pathways to farm viability?

Reviewer Notes:

- Processing equipment- good idea for change re business efficiency and keeping their competitive edge

- Confused about where/how it would work but also gap in aquaculture knowledge

-

Other Conditions

Scoring Guidance: Are there environmental or community benefits that could be derived from the proposed idea for change? Is there high development pressure on the farmland due to its size/location?

Reviewer Notes:

- Development pressure? Kind of on water-front land

- Good community give-back, buy in and benefit

-

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 202212200

RFP TITLE: Maine Farms for the Future Phase 1

BIDDER NAME: Springtide Seaweed

DATE: 3/1/2023

EVALUATOR NAME: Chris Wood, Bangor Savings Bank – External Reviewer

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

Individual Evaluator Comments:

Management Capacity

Scoring Guidance: Does the applicant have the experience, skills, and capacity to successfully implement a significant change to their operation? Consider experience based on number of years farming, diversity of agricultural experience, or other factors. Does the applicant have decision making authority over their land and business? Does the Statement of Purpose and other material in the application convince you that the applicant has a strong understanding of what needs to happen next?

Reviewer Notes:

- *Very experienced in field*

Physical Resource Base

Scoring Guidance: What resources does the applicant have available to contribute to a successful farm operation? Are the natural resources (soils, water sources, land base) on the property suitable for the proposed directions? Does the existing infrastructure on the farm support the idea for change?

Reviewer Notes:

- *Business relies on leased land due to ocean but also 1.94 acres land owned*

Farm Financial Health & Ability to Transform -

Scoring Guidance: Is the farm in suitable financial health to take on a new direction? Has the Farm managed its finances well thus far? If a farm has taken on significant debt, does it appear to have managed it well for the overall benefit to the farm?

Reviewer Notes:

- *Equipment in good condition for time in business.*
- *Want to pivot to different product. What would the cost be? More detail around that but overall good detail around different plans.*

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 202212200

RFP TITLE: Maine Farms for the Future Phase 1

BIDDER NAME: Springtide Seaweed

DATE: 3/1/2023

EVALUATOR NAME: Chris Wood, Bangor Savings Bank – External Reviewer

Idea(s) for Change

Scoring Guidance: Did the applicant express a clear idea to improve the viability of the farm? Is their proposed idea, if implemented, a compelling strategy to improve profitability, management clarity or efficiency, and/or other pathways to farm viability?

Reviewer Notes:

- *Plan very well explained and laid out*

- *More financials like a profit and loss statement to show a breakdown of expenses and personal expenses.*

Other Conditions

Scoring Guidance: Are there environmental or community benefits that could be derived from the proposed idea for change? Is there high development pressure on the farmland due to its size/location?

Reviewer Notes:

- *High due to location of land on water*

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 202212200

RFP TITLE: Maine Farms for the Future Phase 1

BIDDER NAME: Three Charm Farm

DATE: March 2, 2023

EVALUATOR NAME: Claire Hawkins

EVALUATOR DEPARTMENT: Department of Agriculture, Conservation & Forestry

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

Individual Evaluator Comments:

Management Capacity

Scoring Guidance: Does the applicant have the experience, skills, and capacity to successfully implement a significant change to their operation? Consider experience based on number of years farming, diversity of agricultural experience, or other factors. Does the applicant have decision making authority over their land and business? Does the Statement of Purpose and other material in the application convince you that the applicant has a strong understanding of what needs to happen next?

Reviewer Notes:

- 5 years in operation; Sole Prop.
- Clear, well-articulated planning needs.
- Ample experience/skills to implement change.

Physical Resource Base

Scoring Guidance: What resources does the applicant have available to contribute to a successful farm operation? Are the natural resources (soils, water sources, land base) on the property suitable for the proposed directions? Does the existing infrastructure on the farm support the idea for change?

Reviewer Notes:

- 4.86 acres owned; 4 currently in production. Lease an additional 12 acres. No easement.
- Physical asset base seems adequate; some upgrades required (poor condition noted for one piece of equipment).
- No notable concerns re: asset base.

Farm Financial Health & Ability to Transform -

Scoring Guidance: Is the farm in suitable financial health to take on a new direction? Has the Farm managed its finances well thus far? If a farm has taken on significant debt, does it appear to have managed it well for the overall benefit to the farm?

Reviewer Notes:

- 2022 projected income ~ \$61K; limited debt.

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 202212200

RFP TITLE: Maine Farms for the Future Phase 1

BIDDER NAME: Three Charm Farm

DATE: March 2, 2023

EVALUATOR NAME: Claire Hawkins

EVALUATOR DEPARTMENT: Department of Agriculture, Conservation & Forestry

- Interesting narrative; track record of thoughtful implementation of change.
- Debt = \$30K loan from CEI (high interest, hope to refinance at lower rate). Note intention to plan for future financing.

Idea(s) for Change

Scoring Guidance: Did the applicant express a clear idea to improve the viability of the farm? Is their proposed idea, if implemented, a compelling strategy to improve profitability, management clarity or efficiency, and/or other pathways to farm viability?

Reviewer Notes:

- Plan includes capital improvements to creamery and diversification; satisfactory detail in narrative.
- Reasonably thoughtful outlook re: debt; plan to add farmland to property over time.
- Detailed 3-year plan.

Other Conditions

Scoring Guidance: Are there environmental or community benefits that could be derived from the proposed idea for change? Is there high development pressure on the farmland due to its size/location?

Reviewer Notes:

- Noted high development pressure.
- Relatively detailed description of impacts to community (including tax revenue to town).

STATE OF MAINE

INDIVIDUAL EVALUATION NOTES

RFP #: 202212200

RFP TITLE: Maine Farms for the Future Phase 1

BIDDER NAME: Three Charm Farm

DATE: 3/1/23

EVALUATOR NAME: Maggie Cummings

EVALUATOR DEPARTMENT: DACF

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

Individual Evaluator Comments:

Management Capacity

Scoring Guidance: Does the applicant have the experience, skills, and capacity to successfully implement a significant change to their operation? Consider experience based on number of years farming, diversity of agricultural experience, or other factors. Does the applicant have decision making authority over their land and business? Does the Statement of Purpose and other material in the application convince you that the applicant has a strong understanding of what needs to happen next?

Reviewer Notes:

- Farmstead creamery
- Do vocational education! Great! Best Feta in Maine 5
- 5 years in operation been farming for 10 years
- I feel this place has the capacity to manage changes
-

Physical Resource Base

Scoring Guidance: What resources does the applicant have available to contribute to a successful farm operation? Are the natural resources (soils, water sources, land base) on the property suitable for the proposed directions? Does the existing infrastructure on the farm support the idea for change?

Reviewer Notes:

- No easement lease some land- own and farm 4 acres
- Buildings and equipment in good condition besides manure sreader
-

Farm Financial Health & Ability to Transform -

Scoring Guidance: Is the farm in suitable financial health to take on a new direction? Has the Farm managed its finances well thus far? If a farm has taken on significant debt, does it appear to have managed it well for the overall benefit to the farm?

Reviewer Notes:

- No debt still need an off-farm job

STATE OF MAINE

INDIVIDUAL EVALUATION NOTES

RFP #: 202212200

RFP TITLE: Maine Farms for the Future Phase 1

BIDDER NAME: Three Charm Farm

DATE: 3/1/23

EVALUATOR NAME: Maggie Cummings

EVALUATOR DEPARTMENT:DACF

- Have pivted and made changes on the farm
- Grant receiving and reporting track record
- AIIIP grant
- Wisht to take on more debt to buy land and purchase equipment
-

Idea(s) for Change

Scoring Guidance: Did the applicant express a clear idea to improve the viability of the farm? Is their proposed idea, if implemented, a compelling strategy to improve profitability, management clarity or efficiency, and/or other pathways to farm viability?

Reviewer Notes:

- Process their own milk and milk form other farms
- Want to make it a forever farm
- Does seem like they would benefit from technical assistance and business planning
- Good 3 year projection
-
-

Other Conditions

Scoring Guidance: Are there environmental or community benefits that could be derived from the proposed idea for change? Is there high development pressure on the farmland due to its size/location?

Reviewer Notes:

- High development pressure
- More employment opportunity
-

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 202212200

RFP TITLE: Maine Farms for the Future Phase 1

BIDDER NAME: Three Charm Farm

DATE: 3/1/2023

EVALUATOR NAME: Chris Wood, Bangor Savings Bank – External Reviewer

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

Individual Evaluator Comments:

Management Capacity

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Reviewer Notes:

- 5 yrs

Physical Resource Base

Scoring Guidance: What resources does the applicant have available to contribute to a successful farm operation? Are the natural resources (soils, water sources, land base) on the property suitable for the proposed directions? Does the existing infrastructure on the farm support the idea for change?

Reviewer Notes:

- 11 yrs experience in industry
- 4/4 and 12 leased

Farm Financial Health & Ability to Transform -

Scoring Guidance: Is the farm in suitable financial health to take on a new direction? Has the Farm managed its finances well thus far? If a farm has taken on significant debt, does it appear to have managed it well for the overall benefit to the farm?

Reviewer Notes:

- Ability to pivot and minimal business debt.
- Build savings plan to be ready to purchase land around farm when it comes up for sale.

Idea(s) for Change

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 202212200

RFP TITLE: Maine Farms for the Future Phase 1

BIDDER NAME: Three Charm Farm

DATE: 3/1/2023

EVALUATOR NAME: Chris Wood, Bangor Savings Bank – External Reviewer

Scoring Guidance: Did the applicant express a clear idea to improve the viability of the farm? Is their proposed idea, if implemented, a compelling strategy to improve profitability, management clarity or efficiency, and/or other pathways to farm viability?

Reviewer Notes:

- *Good detail around plan*

Other Conditions

Scoring Guidance: Are there environmental or community benefits that could be derived from the proposed idea for change? Is there high development pressure on the farmland due to its size/location?

Reviewer Notes:

- *high*

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 202212200

RFP TITLE: Maine Farms for the Future Phase 1

BIDDER NAME: Hart Farm

DATE: February 28, 2023

EVALUATOR NAME: Claire Hawkins

EVALUATOR DEPARTMENT: Department of Agriculture, Conservation & Forestry

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

Individual Evaluator Comments:

Management Capacity

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Reviewer Notes:

- Business organization unclear (just indicates "farm"); 3 years in operation
- Phase 1 project description vague/lacking detail. HACCP plan requirement noted.
- Seemingly adequate experience between two co-owners.

Physical Resource Base

Scoring Guidance: What resources does the applicant have available to contribute to a successful farm operation? Are the natural resources (soils, water sources, land base) on the property suitable for the proposed directions? Does the existing infrastructure on the farm support the idea for change?

Reviewer Notes:

- 160 acres owned; 60 currently in agricultural production (additional 100 acres woodland).
- Reasonably adequate farm infrastructure noted. Limited detail.

Farm Financial Health & Ability to Transform -

Scoring Guidance: Is the farm in suitable financial health to take on a new direction? Has the Farm managed its finances well thus far? If a farm has taken on significant debt, does it appear to have managed it well for the overall benefit to the farm?

Reviewer Notes:

- 2020 debt ratio confusing; lacking detail re: current debt burden (though notes intend to pay off within year).
- 2020 projected gross income ~\$60K.
- Limited detail in this section.

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 202212200

RFP TITLE: Maine Farms for the Future Phase 1

BIDDER NAME: Hart Farm

DATE: February 28, 2023

EVALUATOR NAME: Claire Hawkins

EVALUATOR DEPARTMENT: Department of Agriculture, Conservation & Forestry

Idea(s) for Change

Scoring Guidance: Did the applicant express a clear idea to improve the viability of the farm? Is their proposed idea, if implemented, a compelling strategy to improve profitability, management clarity or efficiency, and/or other pathways to farm viability?

Reviewer Notes:

- Planning for future meat processing capacity (shed) noted in this section, as well as insulated storage and refrigeration.

- Pork production previously outsourced? And, idea is to create capacity to butcher and package at the farm? If so, this would increase operational capacity and cut costs for the farm (need for more local meat processing well-documented).

Other Conditions

Scoring Guidance: Are there environmental or community benefits that could be derived from the proposed idea for change? Is there high development pressure on the farmland due to its size/location?

Reviewer Notes:

- Low development pressure; MFT easement in place.

- Meat processing capacity may lead to job creation.

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 202212200
RFP TITLE: Maine Farms for the Future Phase 1
BIDDER NAME: Hart Farm
DATE: 2/27/23
EVALUATOR NAME: Maggie Cummings
EVALUATOR DEPARTMENT: DACF

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

Individual Evaluator Comments:

Management Capacity

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Reviewer Notes:

- 3 years in commercial operation
- Over 10 years experience in farming

- Seem to have decision making authority and diversified products that bring them revenue
-

Physical Resource Base

Scoring Guidance: What resources does the applicant have available to contribute to a successful farm operation? Are the natural resources (soils, water sources, land base) on the property suitable for the proposed directions? Does the existing infrastructure on the farm support the idea for change?

Reviewer Notes:

- Own all of their farmland and do not lease additional acres

- 36% is farmland of state-wide importance

- Buildings in working condition

Farm Financial Health & Ability to Transform -

Scoring Guidance: Is the farm in suitable financial health to take on a new direction? Has the Farm managed its finances well thus far? If a farm has taken on significant debt, does it appear to have managed it well for the overall benefit to the farm?

Reviewer Notes:

- Debt load is reasonable, and they are comfortable with debt when managed well

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 202212200

RFP TITLE: Maine Farms for the Future Phase 1

BIDDER NAME: Hart Farm

DATE: 2/27/23

EVALUATOR NAME: Maggie Cummings

EVALUATOR DEPARTMENT: DACF

- Plan to pay off debt load within the next year
-

Idea(s) for Change

Scoring Guidance: Did the applicant express a clear idea to improve the viability of the farm? Is their proposed idea, if implemented, a compelling strategy to improve profitability, management clarity or efficiency, and/or other pathways to farm viability?

Reviewer Notes:

- Need to build an insulated structure for meat processing
- Also adds winter crop storage to make the farm viable/profitable long-term
- Adds capacity to become more year-round employers
- Helps the farmers capacity by adding less volatility to the farm

Other Conditions

Scoring Guidance: Are there environmental or community benefits that could be derived from the proposed idea for change? Is there high development pressure on the farmland due to its size/location?

Reviewer Notes:

- Development pressure is low bc of Ag. Easement on the land
- Year-round product and opportunity in the farm (one of the biggest needs in Maine Agriculture)
- Capacity increases to hone-in stewardship goals
-

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 202212200

RFP TITLE: Maine Farms for the Future Phase 1

BIDDER NAME: Hart Farm

DATE: 2/26/2023

EVALUATOR NAME: Chris Wood, Bangor Savings Bank – External Reviewer

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

Individual Evaluator Comments:

Management Capacity

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Reviewer Notes:

- *Each owner 10+ yrs*
- *Plan is well laid out but I wish they would have included more detail around their plan and execution of stated plan along with their debt and cash flow projections.*

Physical Resource Base

Scoring Guidance: What resources does the applicant have available to contribute to a successful farm operation? Are the natural resources (soils, water sources, land base) on the property suitable for the proposed directions? Does the existing infrastructure on the farm support the idea for change?

Reviewer Notes:

- *160 acres*

Farm Financial Health & Ability to Transform -

Scoring Guidance: Is the farm in suitable financial health to take on a new direction? Has the Farm managed its finances well thus far? If a farm has taken on significant debt, does it appear to have managed it well for the overall benefit to the farm?

Reviewer Notes:

- *Good stated planning 24 months*
- *Commercial meat process facility*

Idea(s) for Change

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 202212200

RFP TITLE: Maine Farms for the Future Phase 1

BIDDER NAME: Hart Farm

DATE: 2/26/2023

EVALUATOR NAME: Chris Wood, Bangor Savings Bank – External Reviewer

Scoring Guidance: Did the applicant express a clear idea to improve the viability of the farm? Is their proposed idea, if implemented, a compelling strategy to improve profitability, management clarity or efficiency, and/or other pathways to farm viability?

Reviewer Notes:

- *Good plan with good details about specific pigs*

Other Conditions

Scoring Guidance: Are there environmental or community benefits that could be derived from the proposed idea for change? Is there high development pressure on the farmland due to its size/location?

Reviewer Notes:

- *Support other farms to add income streams and cost reduction through closer slaughter of animals.*

- *Low pressure on farmland*

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 202212200

RFP TITLE: Maine Farms for the Future Phase 1

BIDDER NAME: Hazel Hill Farm

DATE: February 28, 2023

EVALUATOR NAME: Claire Hawkins

EVALUATOR DEPARTMENT: Department of Agriculture, Conservation & Forestry

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Individual Evaluator Comments:

Management Capacity

Scoring Guidance: Does the applicant have the experience, skills, and capacity to successfully implement a significant change to their operation? Consider experience based on number of years farming, diversity of agricultural experience, or other factors. Does the applicant have decision making authority over their land and business? Does the Statement of Purpose and other material in the application convince you that the applicant has a strong understanding of what needs to happen next?

Reviewer Notes:

- In operation 6 years; S-Corp.

- Clear description of Phase 1 planning grant application (infrastructure/capital improvements for new retail and value-added production site).

- Ample skills and experience to implement planning.

Physical Resource Base

Scoring Guidance: What resources does the applicant have available to contribute to a successful farm operation? Are the natural resources (soils, water sources, land base) on the property suitable for the proposed directions? Does the existing infrastructure on the farm support the idea for change?

Reviewer Notes:

- 2 acres owned, .25 in production. Additional .5 acres leased (family land). Not under easement.

- Modest farm infrastructure noted.

Farm Financial Health & Ability to Transform -

Scoring Guidance: Is the farm in suitable financial health to take on a new direction? Has the Farm managed its finances well thus far? If a farm has taken on significant debt, does it appear to have managed it well for the overall benefit to the farm?

Reviewer Notes:

- Relatively high debt ratio; 2022 projected income ~\$7K.

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 202212200

RFP TITLE: Maine Farms for the Future Phase 1

BIDDER NAME: Hazel Hill Farm

DATE: February 28, 2023

EVALUATOR NAME: Claire Hawkins

EVALUATOR DEPARTMENT: Department of Agriculture, Conservation & Forestry

- Unclear where debt comes from. Narrative notes improvements to 1948 flatbed truck used in part for marketing/promotion (e.g., participating in parades).
- Narrative notes applicant anticipates farm becoming (more?) profitable since previous year capital investments.

Idea(s) for Change

Scoring Guidance: Did the applicant express a clear idea to improve the viability of the farm? Is their proposed idea, if implemented, a compelling strategy to improve profitability, management clarity or efficiency, and/or other pathways to farm viability?

Reviewer Notes:

- Expansion to additional orchard site in Wayne, ME expected to significantly grow customer base and farm business.
- Significant design efforts required for diversified retail/production space and associated infrastructure needs.

Other Conditions

Scoring Guidance: Are there environmental or community benefits that could be derived from the proposed idea for change? Is there high development pressure on the farmland due to its size/location?

Reviewer Notes:

- Moderate-high development pressure (near to road and other commercial properties; orchard is small and densely planted).
- Some job creation at new retail site.

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 202212200
RFP TITLE: Maine Farms for the Future Phase 1
BIDDER NAME: Hazel Hill Orchard
DATE: 2/27/2023
EVALUATOR NAME: Maggie Cummings
EVALUATOR DEPARTMENT: DACF

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Individual Evaluator Comments:

Management Capacity

Scoring Guidance: Does the applicant have the experience, skills, and capacity to successfully implement a significant change to their operation? Consider experience based on number of years farming, diversity of agricultural experience, or other factors. Does the applicant have decision making authority over their land and business? Does the Statement of Purpose and other material in the application convince you that the applicant has a strong understanding of what needs to happen next?

Reviewer Notes:

- 6 years in commercial operation; have a value-added business component
- Need help expanding the new orchard in Wayne, ME
- Do have experience implementing change
- Has decision making over the farm
- Yes convinced they have an understanding of what happens next

Physical Resource Base

Scoring Guidance: What resources does the applicant have available to contribute to a successful farm operation? Are the natural resources (soils, water sources, land base) on the property suitable for the proposed directions? Does the existing infrastructure on the farm support the idea for change?

Reviewer Notes:

- 30% farmland of local importance

- Seems suitable for proposed change
- Is their orchard only 2 acres and .25 being farmed?
-

-

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 202212200

RFP TITLE: Maine Farms for the Future Phase 1

BIDDER NAME: Hazel Hill Orchard

DATE: 2/27/2023

EVALUATOR NAME: Maggie Cummings

EVALUATOR DEPARTMENT: DACF

Farm Financial Health & Ability to Transform -

Scoring Guidance: Is the farm in suitable financial health to take on a new direction? Has the Farm managed its finances well thus far? If a farm has taken on significant debt, does it appear to have managed it well for the overall benefit to the farm?

Reviewer Notes:

- Projected gross income seems low (7,000)
- Most income comes from full time job- got it
- Minimal debt

-

-

-

Idea(s) for Change

Scoring Guidance: Did the applicant express a clear idea to improve the viability of the farm? Is their proposed idea, if implemented, a compelling strategy to improve profitability, management clarity or efficiency, and/or other pathways to farm viability?

Reviewer Notes:

- Increase and expand- in fruit and in value-added goods

- Upgrade maple syrup processing stuff

- Maple syrup supply doesn't reach demand

-

Other Conditions

Scoring Guidance: Are there environmental or community benefits that could be derived from the proposed idea for change? Is there high development pressure on the farmland due to its size/location?

Reviewer Notes:

- Moderate development pressure

- Small-scale operation that's community friendly
- More employment opportunities

-

-

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 202212200

RFP TITLE: Maine Farms for the Future Phase 1

BIDDER NAME: Hazel Hill Orchard

DATE: 2/22/2023

EVALUATOR NAME: Chris Wood, Bangor Savings Bank – External Reviewer

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

Individual Evaluator Comments:

Management Capacity

Scoring Guidance: Does the applicant have the experience, skills, and capacity to successfully implement a significant change to their operation? Consider experience based on number of years farming, diversity of agricultural experience, or other factors. Does the applicant have decision making authority over their land and business? Does the Statement of Purpose and other material in the application convince you that the applicant has a strong understanding of what needs to happen next?

Reviewer Notes:

- 6yrs

- *Experience is limited to personal growth through learning on the job. No formal training was mentioned*

Physical Resource Base

Scoring Guidance: What resources does the applicant have available to contribute to a successful farm operation? Are the natural resources (soils, water sources, land base) on the property suitable for the proposed directions? Does the existing infrastructure on the farm support the idea for change?

Reviewer Notes:

- *Minimal acres available to expand or wasn't detailed enough*

Farm Financial Health & Ability to Transform -

Scoring Guidance: Is the farm in suitable financial health to take on a new direction? Has the Farm managed its finances well thus far? If a farm has taken on significant debt, does it appear to have managed it well for the overall benefit to the farm?

Reviewer Notes:

- *Understanding how much production capacity they currently do and what growth will allow them to do. Where else do they sell to and how much can their partners take of their product. How much market growth is there??? Good tracking but what about understanding planning and expenses for futures and personal income will fall back and farm will be primary income*

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 202212200

RFP TITLE: Maine Farms for the Future Phase 1

BIDDER NAME: Hazel Hill Orchard

DATE: 2/22/2023

EVALUATOR NAME: Chris Wood, Bangor Savings Bank – External Reviewer

Idea(s) for Change

Scoring Guidance: Did the applicant express a clear idea to improve the viability of the farm? Is their proposed idea, if implemented, a compelling strategy to improve profitability, management clarity or efficiency, and/or other pathways to farm viability?

Reviewer Notes:

- *Plan was laid out but no specific financial measurements were stated. Also understanding current production capacity would be good. No mention on how many apples are produced each crop. No mention of other fruits they want to grow or their plan for that...only apples and maple syrup.*

- *More detail around farm stand expansion and opportunity.*

Other Conditions

Scoring Guidance: Are there environmental or community benefits that could be derived from the proposed idea for change? Is there high development pressure on the farmland due to its size/location?

Reviewer Notes:

- *High concern over developmental pressure. Looking at purchasing land next to current property would be ideal opportunity.*

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 202212200

RFP TITLE: Maine Farms for the Future Phase 1

BIDDER NAME: N Bar A Ranch

DATE: 2/26/2023

EVALUATOR NAME: Chris Wood, Bangor Savings Bank – External Reviewer

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

Individual Evaluator Comments:

Management Capacity

Scoring Guidance: Does the applicant have the experience, skills, and capacity to successfully implement a significant change to their operation? Consider experience based on number of years farming, diversity of agricultural experience, or other factors. Does the applicant have decision making authority over their land and business? Does the Statement of Purpose and other material in the application convince you that the applicant has a strong understanding of what needs to happen next?

Reviewer Notes:

- 5 yrs

- Good experience in animal care

Physical Resource Base

Scoring Guidance: What resources does the applicant have available to contribute to a successful farm operation? Are the natural resources (soils, water sources, land base) on the property suitable for the proposed directions? Does the existing infrastructure on the farm support the idea for change?

Reviewer Notes:

- 123/12

Farm Financial Health & Ability to Transform -

Scoring Guidance: Is the farm in suitable financial health to take on a new direction? Has the Farm managed its finances well thus far? If a farm has taken on significant debt, does it appear to have managed it well for the overall benefit to the farm?

Reviewer Notes:

- Need better financial tracking to improve farm income

- Breakdown of debt looking to take on. The plan is stated but not the costs.

Idea(s) for Change

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 202212200

RFP TITLE: Maine Farms for the Future Phase 1

BIDDER NAME: N Bar A Ranch

DATE: 2/26/2023

EVALUATOR NAME: Chris Wood, Bangor Savings Bank – External Reviewer

Scoring Guidance: Did the applicant express a clear idea to improve the viability of the farm? Is their proposed idea, if implemented, a compelling strategy to improve profitability, management clarity or efficiency, and/or other pathways to farm viability?

Reviewer Notes:

- *Unclear. Need more guidance to develop assessment of strengths/direction and help communicating that effectively.*

Other Conditions

Scoring Guidance: Are there environmental or community benefits that could be derived from the proposed idea for change? Is there high development pressure on the farmland due to its size/location?

Reviewer Notes:

- *Not stated on development pressure*
- *Farm stand located on rd would allow for growth and employee retention*

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 202212200

RFP TITLE: Maine Farms for the Future Phase 1

BIDDER NAME: N Bar A Ranch

DATE: March 1, 2023

EVALUATOR NAME: Claire Hawkins

EVALUATOR DEPARTMENT: Department of Agriculture, Conservation & Forestry

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

Individual Evaluator Comments:

Management Capacity

Scoring Guidance: Does the applicant have the experience, skills, and capacity to successfully implement a significant change to their operation? Consider experience based on number of years farming, diversity of agricultural experience, or other factors. Does the applicant have decision making authority over their land and business? Does the Statement of Purpose and other material in the application convince you that the applicant has a strong understanding of what needs to happen next?

Reviewer Notes:

- 5 years in operation; Sole Pop.

- Limited detail in initial sections of application; Phase 1 planning project lacking description.

- No information re: experience – no text at all entered. Can't reasonably review.

Physical Resource Base

Scoring Guidance: What resources does the applicant have available to contribute to a successful farm operation? Are the natural resources (soils, water sources, land base) on the property suitable for the proposed directions? Does the existing infrastructure on the farm support the idea for change?

Reviewer Notes:

- Unclear how much land currently in agricultural production. Maybe 11?

- Difficult to gauge resource base and infrastructure due to limited detail; unclear what proposed project is.

Farm Financial Health & Ability to Transform -

Scoring Guidance: Is the farm in suitable financial health to take on a new direction? Has the Farm managed its finances well thus far? If a farm has taken on significant debt, does it appear to have managed it well for the overall benefit to the farm?

Reviewer Notes:

- Limited accounting practices (not regular, only at tax time). Not using QuickBooks.

- Debt burden relatively high but includes personal and business combined.

- 2022 projected gross income - \$70,000.

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 202212200

RFP TITLE: Maine Farms for the Future Phase 1

BIDDER NAME: N Bar A Ranch

DATE: March 1, 2023

EVALUATOR NAME: Claire Hawkins

EVALUATOR DEPARTMENT: Department of Agriculture, Conservation & Forestry

- Relatively detailed description of track record of change.

Idea(s) for Change

Scoring Guidance: Did the applicant express a clear idea to improve the viability of the farm? Is their proposed idea, if implemented, a compelling strategy to improve profitability, management clarity or efficiency, and/or other pathways to farm viability?

Reviewer Notes:

- Not totally clear what project/goals are for Phase 1 planning grant. Long-term vision articulated, but not planning objectives. What would the FFF funding be used for?

Other Conditions

Scoring Guidance: Are there environmental or community benefits that could be derived from the proposed idea for change? Is there high development pressure on the farmland due to its size/location?

Reviewer Notes:

- N/A – not sure what proposal is.

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 202212200
RFP TITLE: Maine Farms for the Future Phase 1
BIDDER NAME: N Bar A Ranch
DATE: 2/28/2023
EVALUATOR NAME: Maggie Cummings
EVALUATOR DEPARTMENT: DACF

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

Individual Evaluator Comments:

Management Capacity

Scoring Guidance: Does the applicant have the experience, skills, and capacity to successfully implement a significant change to their operation? Consider experience based on number of years farming, diversity of agricultural experience, or other factors. Does the applicant have decision making authority over their land and business? Does the Statement of Purpose and other material in the application convince you that the applicant has a strong understanding of what needs to happen next?

Reviewer Notes:

- Grass-fed beef cow/calf operation
- Want marketing, production and business management/ production help
- Descriptions do not give a lot of info

-

Physical Resource Base

Scoring Guidance: What resources does the applicant have available to contribute to a successful farm operation? Are the natural resources (soils, water sources, land base) on the property suitable for the proposed directions? Does the existing infrastructure on the farm support the idea for change?

Reviewer Notes:

- Own all 123 acres and some is of statewide importance

- Most buildings seem to be in ok shape

- Recently added more silvopasture
- Buy hay off farm need more grazing
- Vet licenses

Farm Financial Health & Ability to Transform -

Scoring Guidance: Is the farm in suitable financial health to take on a new direction? Has the Farm managed its finances well thus far? If a farm has taken on significant debt, does it appear to have managed it well for the overall benefit to the farm?

Reviewer Notes:

- Heavily rely on off-farm income

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 202212200

RFP TITLE: Maine Farms for the Future Phase 1

BIDDER NAME: N Bar A Ranch

DATE: 2/28/2023

EVALUATOR NAME: Maggie Cummings

EVALUATOR DEPARTMENT: DACF

- Only do finances at tax time
- Have managed other changes on the farm well and have experience in doing so
- Do not like to take on debt
-

Idea(s) for Change

Scoring Guidance: Did the applicant express a clear idea to improve the viability of the farm? Is their proposed idea, if implemented, a compelling strategy to improve profitability, management clarity or efficiency, and/or other pathways to farm viability?

Reviewer Notes:

- Store front with additional pasture for grazing
- Increase profitability is the main goal
- Improved quality of life via generational wealth, and more leisure time to spend with family
- Plan to use space in hwy 150
-

Other Conditions

Scoring Guidance: Are there environmental or community benefits that could be derived from the proposed idea for change? Is there high development pressure on the farmland due to its size/location?

Reviewer Notes:

- Shortage of local, grass-fed meat in the community
- Are farming true silvopasture which is great for land management also in general recent priorities for agroforestry in Maine
- Could be education potential
- Want planning grant to plan for protitability?

RFP #: 202212200

RFP TITLE: Maine Farms for the Future Phase 1

BIDDER NAME: O'Meara Family Farm

DATE: 2/28/2023

EVALUATOR NAME: Chris Wood, Bangor Savings Bank – External Reviewer

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

Individual Evaluator Comments:

Management Capacity

Scoring Guidance: Does the applicant have the experience, skills, and capacity to successfully implement a significant change to their operation? Consider experience based on number of years farming, diversity of agricultural experience, or other factors. Does the applicant have decision making authority over their land and business? Does the Statement of Purpose and other material in the application convince you that the applicant has a strong understanding of what needs to happen next?

Reviewer Notes:

- 10+
- Wide range of experience in industry.

Physical Resource Base

Scoring Guidance: What resources does the applicant have available to contribute to a successful farm operation? Are the natural resources (soils, water sources, land base) on the property suitable for the proposed directions? Does the existing infrastructure on the farm support the idea for change?

Reviewer Notes:

- 160/100

Farm Financial Health & Ability to Transform -

Scoring Guidance: Is the farm in suitable financial health to take on a new direction? Has the Farm managed its finances well thus far? If a farm has taken on significant debt, does it appear to have managed it well for the overall benefit to the farm?

Reviewer Notes:

- Monthly financials will help with planning
- More detail around Muca production and overall process

Idea(s) for Change

Scoring Guidance: Did the applicant express a clear idea to improve the viability of the farm? Is their proposed idea, if implemented, a compelling strategy to improve profitability, management clarity or efficiency, and/or other pathways to farm viability?

Reviewer Notes:

RFP #: 202212200

RFP TITLE: Maine Farms for the Future Phase 1

BIDDER NAME: O'Meara Family Farm

DATE: 2/28/2023

EVALUATOR NAME: Chris Wood, Bangor Savings Bank – External Reviewer

- *More detail around plan is needed. Very experienced in cattle but want to understand new potential income stream for farm or ability to reduce expenses through improving farms own sustainability.*

Other Conditions

Scoring Guidance: Are there environmental or community benefits that could be derived from the proposed idea for change? Is there high development pressure on the farmland due to its size/location?

Reviewer Notes:

- *minimal*

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 202212200

RFP TITLE: Maine Farms for the Future Phase 1

BIDDER NAME: O'Meara Family Farm

DATE: March 1, 2023

EVALUATOR NAME: Claire Hawkins

EVALUATOR DEPARTMENT: Department of Agriculture, Conservation & Forestry

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

Individual Evaluator Comments:

Management Capacity

Scoring Guidance: Does the applicant have the experience, skills, and capacity to successfully implement a significant change to their operation? Consider experience based on number of years farming, diversity of agricultural experience, or other factors. Does the applicant have decision making authority over their land and business? Does the Statement of Purpose and other material in the application convince you that the applicant has a strong understanding of what needs to happen next?

Reviewer Notes:

- 10+ years in operation; Sole Prop.
- Planning project involves production of new livestock feed for cattle/beef operation.
- Seemingly adequate experience to support planning implementation.

Physical Resource Base

Scoring Guidance: What resources does the applicant have available to contribute to a successful farm operation? Are the natural resources (soils, water sources, land base) on the property suitable for the proposed directions? Does the existing infrastructure on the farm support the idea for change?

Reviewer Notes:

- 160 acres owned; 70 currently in production (cattle/beef). Additional acreage leased for hay, etc.
- Not currently under easement.
- Seemingly adequate infrastructure base.

Farm Financial Health & Ability to Transform -

Scoring Guidance: Is the farm in suitable financial health to take on a new direction? Has the Farm managed its finances well thus far? If a farm has taken on significant debt, does it appear to have managed it well for the overall benefit to the farm?

Reviewer Notes:

- Limited debt; projected 2022 gross income = 80,000.
- Not much detail re: finances but might not be necessary.

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 202212200

RFP TITLE: Maine Farms for the Future Phase 1

BIDDER NAME: O'Meara Family Farm

DATE: March 1, 2023

EVALUATOR NAME: Claire Hawkins

EVALUATOR DEPARTMENT: Department of Agriculture, Conservation & Forestry

Idea(s) for Change

Scoring Guidance: Did the applicant express a clear idea to improve the viability of the farm? Is their proposed idea, if implemented, a compelling strategy to improve profitability, management clarity or efficiency, and/or other pathways to farm viability?

Reviewer Notes:

- Core concept is articulated (producing/harvesting “tree hay” for livestock feed), but not clear what they need for planning support.

- Diversified feed source supports farm’s bottom line/viability and limits exposure to supply chain disruptions and price fluctuations.

- Not much detail in this section.

Other Conditions

Scoring Guidance: Are there environmental or community benefits that could be derived from the proposed idea for change? Is there high development pressure on the farmland due to its size/location?

Reviewer Notes:

- Development pressure noted as being low for Arookstook County – not for property.

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 202212200
RFP TITLE: Maine Farms for the Future Phase 1
BIDDER NAME: O'Meara Family Farm
DATE: 3/1/23
EVALUATOR NAME: Maggie Cummings
EVALUATOR DEPARTMENT: DACF

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

Individual Evaluator Comments:

Management Capacity

Scoring Guidance: Does the applicant have the experience, skills, and capacity to successfully implement a significant change to their operation? Consider experience based on number of years farming, diversity of agricultural experience, or other factors. Does the applicant have decision making authority over their land and business? Does the Statement of Purpose and other material in the application convince you that the applicant has a strong understanding of what needs to happen next?

Reviewer Notes:

- Been in operation for over 10 years
- Want to make cattle feed need help in general with marketing and making a business plan
- Want to make tree hay
-

Physical Resource Base

Scoring Guidance: What resources does the applicant have available to contribute to a successful farm operation? Are the natural resources (soils, water sources, land base) on the property suitable for the proposed directions? Does the existing infrastructure on the farm support the idea for change?

Reviewer Notes:

- Own 160 acres; 70 in ag production
- No easement do rent extra land (60 acres) and 100 additional for hay
- Equipment in good/fair condition

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 202212200

RFP TITLE: Maine Farms for the Future Phase 1

BIDDER NAME: O'Meara Family Farm

DATE: 3/1/23

EVALUATOR NAME: Maggie Cummings

EVALUATOR DEPARTMENT: DACF

Farm Financial Health & Ability to Transform -

Scoring Guidance: Is the farm in suitable financial health to take on a new direction? Has the Farm managed its finances well thus far? If a farm has taken on significant debt, does it appear to have managed it well for the overall benefit to the farm?

Reviewer Notes:

- Took on some debt in 2021 for equipment

- Covid made it hard to access slaughterhouses on the rebound
- Update finances every few months
- Will take on debt for the right project

-

Idea(s) for Change

Scoring Guidance: Did the applicant express a clear idea to improve the viability of the farm? Is their proposed idea, if implemented, a compelling strategy to improve profitability, management clarity or efficiency, and/or other pathways to farm viability?

Reviewer Notes:

- Long term vision better financials and ways to produce more animal feed on farm

- What is the why for switching to tree hay

- Surplus of feed reduces stress
- How are they producing tree hay? Coppicing? Producing for hay? Muka.

Other Conditions

Scoring Guidance: Are there environmental or community benefits that could be derived from the proposed idea for change? Is there high development pressure on the farmland due to its size/location?

Reviewer Notes:

- Low development pressure in Aroostook County

- Can be a model for local community and create jobs

- Land management use

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 202212200

RFP TITLE: Maine Farms for the Future Phase 1

BIDDER NAME: Pismire Farm

DATE: March 1, 2023

EVALUATOR NAME: Claire Hawkins

EVALUATOR DEPARTMENT: Department of Agriculture, Conservation & Forestry

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

Individual Evaluator Comments:

Management Capacity

Scoring Guidance: Does the applicant have the experience, skills, and capacity to successfully implement a significant change to their operation? Consider experience based on number of years farming, diversity of agricultural experience, or other factors. Does the applicant have decision making authority over their land and business? Does the Statement of Purpose and other material in the application convince you that the applicant has a strong understanding of what needs to happen next?

Reviewer Notes:

- 15 years in operation; fiber farm (business organization type not indicated).
- General planning proposal; sounds like trying to diversify feed sources for fiber animals.
- Limited detail re: specific experience and skills.

Physical Resource Base

Scoring Guidance: What resources does the applicant have available to contribute to a successful farm operation? Are the natural resources (soils, water sources, land base) on the property suitable for the proposed directions? Does the existing infrastructure on the farm support the idea for change?

Reviewer Notes:

- 9.8 acres owned, in production. No additional leased acreage.
- Not currently under easement.
- No farmland classification figures noted.
- Very limited farm infrastructure noted.

Farm Financial Health & Ability to Transform -

Scoring Guidance: Is the farm in suitable financial health to take on a new direction? Has the Farm managed its finances well thus far? If a farm has taken on significant debt, does it appear to have managed it well for the overall benefit to the farm?

Reviewer Notes:

- Application missing information re: debt burden/ratio; projected 2022 income is \$6,000.

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 202212200

RFP TITLE: Maine Farms for the Future Phase 1

BIDDER NAME: Pismire Farm

DATE: March 1, 2023

EVALUATOR NAME: Claire Hawkins

EVALUATOR DEPARTMENT: Department of Agriculture, Conservation & Forestry

- Relatively limited financial information; narrative implies desire to adjust debt load but debt burden information not specifically provided.
- Likely not enough information to make reasonable assessment.

Idea(s) for Change

Scoring Guidance: Did the applicant express a clear idea to improve the viability of the farm? Is their proposed idea, if implemented, a compelling strategy to improve profitability, management clarity or efficiency, and/or other pathways to farm viability?

Reviewer Notes:

- General goal is to cultivate feed for existing animal herd; not much detail.
- Intend to work with UMaine for soil testing, then add fertilizers and seed to grow grass.
- Growing grass decreases business reliance on purchased hay and helps protect against supply disruptions.

Other Conditions

Scoring Guidance: Are there environmental or community benefits that could be derived from the proposed idea for change? Is there high development pressure on the farmland due to its size/location?

Reviewer Notes:

- High development pressure; description as to why lacking.
- Noted regional benefits to ag infrastructure, but plan doesn't seem to involve infrastructure so much as crop cultivation (for feed).
- Some goals re: community education (unclear what type of instruction).

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 202212200
RFP TITLE: Maine Farms for the Future Phase 1
BIDDER NAME: Pismire Mountain Family Farm
DATE: 3/1/23
EVALUATOR NAME: Maggie Cummings
EVALUATOR DEPARTMENT: DACF

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

Individual Evaluator Comments:

Management Capacity

Scoring Guidance: Does the applicant have the experience, skills, and capacity to successfully implement a significant change to their operation? Consider experience based on number of years farming, diversity of agricultural experience, or other factors. Does the applicant have decision making authority over their land and business? Does the Statement of Purpose and other material in the application convince you that the applicant has a strong understanding of what needs to happen next?

Reviewer Notes:

- Fiber farm in operation for 15 years

- Help with book keeping, marketing and general planning
- Wish to reclaim pastures, ability to grow grass and hay on their own farm.

- Mostly do fiber sales despite background in beef farming

Physical Resource Base

Scoring Guidance: What resources does the applicant have available to contribute to a successful farm operation? Are the natural resources (soils, water sources, land base) on the property suitable for the proposed directions? Does the existing infrastructure on the farm support the idea for change?

Reviewer Notes:

- No easement no additional farmland leased

- Own apprx 10 acres; 4 in production and 6 in Silvipasture

- Equipment in good shape
-
-
-

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 202212200

RFP TITLE: Maine Farms for the Future Phase 1

BIDDER NAME: Pismire Mountain Family Farm

DATE: 3/1/23

EVALUATOR NAME: Maggie Cummings

EVALUATOR DEPARTMENT: DACF

Farm Financial Health & Ability to Transform -

Scoring Guidance: Is the farm in suitable financial health to take on a new direction? Has the Farm managed its finances well thus far? If a farm has taken on significant debt, does it appear to have managed it well for the overall benefit to the farm?

Reviewer Notes:

- Income \$6,000

- Looks at financials every few months with excel

- Some experience with implementing
- Would like to avoid debt at all costs

Idea(s) for Change

Scoring Guidance: Did the applicant express a clear idea to improve the viability of the farm? Is their proposed idea, if implemented, a compelling strategy to improve profitability, management clarity or efficiency, and/or other pathways to farm viability?

Reviewer Notes:

- Longterm goal to reclaim pasture for grazing to reduce feed costs

- Need soil tests, new grass

-

Other Conditions

Scoring Guidance: Are there environmental or community benefits that could be derived from the proposed idea for change? Is there high development pressure on the farmland due to its size/location?

Reviewer Notes:

- Development pressure high due to climate change?

- Want to have more of a community presence, want to bring in the next generation of farming and have classes etc.

-

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 202212200

RFP TITLE: Maine Farms for the Future Phase 1

BIDDER NAME: Pismire Mountain Fiber Farm

DATE: 2/28/2023

EVALUATOR NAME: Chris Wood, Bangor Savings Bank – External Reviewer

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

Individual Evaluator Comments:

Management Capacity

Scoring Guidance: Does the applicant have the experience, skills, and capacity to successfully implement a significant change to their operation? Consider experience based on number of years farming, diversity of agricultural experience, or other factors. Does the applicant have decision making authority over their land and business? Does the Statement of Purpose and other material in the application convince you that the applicant has a strong understanding of what needs to happen next?

Reviewer Notes:

- 15 yrs
-
-

Physical Resource Base

Scoring Guidance: What resources does the applicant have available to contribute to a successful farm operation? Are the natural resources (soils, water sources, land base) on the property suitable for the proposed directions? Does the existing infrastructure on the farm support the idea for change?

Reviewer Notes:

- 9.8/4
-
-

Farm Financial Health & Ability to Transform -

Scoring Guidance: Is the farm in suitable financial health to take on a new direction? Has the Farm managed its finances well thus far? If a farm has taken on significant debt, does it appear to have managed it well for the overall benefit to the farm?

Reviewer Notes:

- *Minimal financials currently due to size and historical sales. Plan to grow but what does that look like in your own words. How would you like to grow? Financial impact?*
- *Financial understanding of cost of current feed, and understanding plans to grow sustainability needs more details*

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 202212200

RFP TITLE: Maine Farms for the Future Phase 1

BIDDER NAME: Pismire Mountain Fiber Farm

DATE: 2/28/2023

EVALUATOR NAME: Chris Wood, Bangor Savings Bank – External Reviewer

-

Idea(s) for Change

Scoring Guidance: Did the applicant express a clear idea to improve the viability of the farm? Is their proposed idea, if implemented, a compelling strategy to improve profitability, management clarity or efficiency, and/or other pathways to farm viability?

Reviewer Notes:

- *Understanding current concerns around soil*
-
-

Other Conditions

Scoring Guidance: Are there environmental or community benefits that could be derived from the proposed idea for change? Is there high development pressure on the farmland due to its size/location?

Reviewer Notes:

- *high*
-
-

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 202212200

RFP TITLE: Maine Farms for the Future Phase 1

BIDDER NAME: River Basin Farm

DATE: 2/28/2023

EVALUATOR NAME: Chris Wood, Bangor Savings Bank – External Reviewer

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

Individual Evaluator Comments:

Management Capacity

Scoring Guidance: Does the applicant have the experience, skills, and capacity to successfully implement a significant change to their operation? Consider experience based on number of years farming, diversity of agricultural experience, or other factors. Does the applicant have decision making authority over their land and business? Does the Statement of Purpose and other material in the application convince you that the applicant has a strong understanding of what needs to happen next?

Reviewer Notes:

- 3yrs
-
-

Physical Resource Base

Scoring Guidance: What resources does the applicant have available to contribute to a successful farm operation? Are the natural resources (soils, water sources, land base) on the property suitable for the proposed directions? Does the existing infrastructure on the farm support the idea for change?

Reviewer Notes:

- 5 acres
-
-

Farm Financial Health & Ability to Transform -

Scoring Guidance: Is the farm in suitable financial health to take on a new direction? Has the Farm managed its finances well thus far? If a farm has taken on significant debt, does it appear to have managed it well for the overall benefit to the farm?

Reviewer Notes:

- No financial details provided but plan was outlined. More detail around the plan and costs to implement plan.

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 202212200

RFP TITLE: Maine Farms for the Future Phase 1

BIDDER NAME: River Basin Farm

DATE: 2/28/2023

EVALUATOR NAME: Chris Wood, Bangor Savings Bank – External Reviewer

-
-

Idea(s) for Change

Scoring Guidance: Did the applicant express a clear idea to improve the viability of the farm? Is their proposed idea, if implemented, a compelling strategy to improve profitability, management clarity or efficiency, and/or other pathways to farm viability?

Reviewer Notes:

- *Plan was basic but was outlined. More detail required.*
- *New well needed. Cost and more specifics around how it will improve the farm.*
-

Other Conditions

Scoring Guidance: Are there environmental or community benefits that could be derived from the proposed idea for change? Is there high development pressure on the farmland due to its size/location?

Reviewer Notes:

- *Not stated*
-
-

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 202212200

RFP TITLE: Maine Farms for the Future Phase 1

BIDDER NAME: River Basin Farms

DATE: March 2, 2023

EVALUATOR NAME: Claire Hawkins

EVALUATOR DEPARTMENT: Department of Agriculture, Conservation & Forestry

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

Individual Evaluator Comments:

Management Capacity

Scoring Guidance: Does the applicant have the experience, skills, and capacity to successfully implement a significant change to their operation? Consider experience based on number of years farming, diversity of agricultural experience, or other factors. Does the applicant have decision making authority over their land and business? Does the Statement of Purpose and other material in the application convince you that the applicant has a strong understanding of what needs to happen next?

Reviewer Notes:

- Diversified farm, 3 years in operation. LLC.
- Missing description of Phase 1 planning project?
- Some limited detail re: experience; unclear if have management capacity b/c proposal not well-defined in this section.

Physical Resource Base

Scoring Guidance: What resources does the applicant have available to contribute to a successful farm operation? Are the natural resources (soils, water sources, land base) on the property suitable for the proposed directions? Does the existing infrastructure on the farm support the idea for change?

Reviewer Notes:

- 5 acres owned; 4 in production. No additional leased land.
- Says farmed since 2008, but only 3 years in operation?
- Very modest farm infrastructure noted.

Farm Financial Health & Ability to Transform -

Scoring Guidance: Is the farm in suitable financial health to take on a new direction? Has the Farm managed its finances well thus far? If a farm has taken on significant debt, does it appear to have managed it well for the overall benefit to the farm?

Reviewer Notes:

- Zero debt reported; projected 2022 gross income = \$10,000.

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 202212200

RFP TITLE: Maine Farms for the Future Phase 1

BIDDER NAME: River Basin Farms

DATE: March 2, 2023

EVALUATOR NAME: Claire Hawkins

EVALUATOR DEPARTMENT: Department of Agriculture, Conservation & Forestry

- Farm income only offsets property taxes?
- Appears to be some business planning efforts; owners have taken some courses on farm business management (So You Want To Farm in Maine?).
- Note comfortable with debt, but would like to be debt free. Debt burden unclear (did not review financials).

Idea(s) for Change

Scoring Guidance: Did the applicant express a clear idea to improve the viability of the farm? Is their proposed idea, if implemented, a compelling strategy to improve profitability, management clarity or efficiency, and/or other pathways to farm viability?

Reviewer Notes:

- Plan/goal is to sell vegetables (eggs currently predominant category). Wish to achieve GAP certification so can sell to retail stores. Will require production infrastructure, including high tunnels.
- Concern re: water resource – well runs dry after <30 minutes of irrigation. Goal to invest in deeper well eventually, as well as irrigation technology.
- Goal to diversify/grow year-round for community.

Other Conditions

Scoring Guidance: Are there environmental or community benefits that could be derived from the proposed idea for change? Is there high development pressure on the farmland due to its size/location?

Reviewer Notes:

- Development pressure not noted.
- No description of job creation/employment impacts.

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 202212200
RFP TITLE: Maine Farms for the Future Phase 1
BIDDER NAME: River Basin Farms
DATE: 3/1/23
EVALUATOR NAME: Maggie Cummings
EVALUATOR DEPARTMENT: DACF

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

Individual Evaluator Comments:

Management Capacity

Scoring Guidance: Does the applicant have the experience, skills, and capacity to successfully implement a significant change to their operation? Consider experience based on number of years farming, diversity of agricultural experience, or other factors. Does the applicant have decision making authority over their land and business? Does the Statement of Purpose and other material in the application convince you that the applicant has a strong understanding of what needs to happen next?

Reviewer Notes:

- 5 acres mixed Ag. Seems like they have a lot going on in a small 5 acre production

- Veg and honey and syrup and chickens
- 3 years in commercial operation
- New production methods new products and new value-added
- 15 years of experience

-

Physical Resource Base

Scoring Guidance: What resources does the applicant have available to contribute to a successful farm operation? Are the natural resources (soils, water sources, land base) on the property suitable for the proposed directions? Does the existing infrastructure on the farm support the idea for change?

Reviewer Notes:

- Own land (4 acres on production) no easement no lease

- 2021 tractor and building are in good condition

-

Farm Financial Health & Ability to Transform -

Scoring Guidance: Is the farm in suitable financial health to take on a new direction? Has the Farm managed its finances well thus far? If a farm has taken on significant debt, does it appear to have managed it well for the overall benefit to the farm?

Reviewer Notes:

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 202212200

RFP TITLE: Maine Farms for the Future Phase 1

BIDDER NAME: River Basin Farms

DATE: 3/1/23

EVALUATOR NAME: Maggie Cummings

EVALUATOR DEPARTMENT: DACF

- Income is 10,000 the farm makes enough to offset property taxes
- Look at records weekly with excel
- Been funding the business with personal funds, would like to be debt free. Comfortable with debt when managed well

Idea(s) for Change

Scoring Guidance: Did the applicant express a clear idea to improve the viability of the farm? Is their proposed idea, if implemented, a compelling strategy to improve profitability, management clarity or efficiency, and/or other pathways to farm viability?

Reviewer Notes:

- Overall expand operations but have a very lofty goal to access wholesale accounts like Hannaford
- New irrigation, GAP and FSMA
- Would just adding a new water/irrigation system be enough to reach goals of farming full-time?

Other Conditions

Scoring Guidance: Are there environmental or community benefits that could be derived from the proposed idea for change? Is there high development pressure on the farmland due to its size/location?

Reviewer Notes:

- No idea about development pressures.
- Some commitment to local community
- Questions were not really answered in this section.

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 202212200

RFP TITLE: Maine Farms for the Future Phase 1

BIDDER NAME: Sheepscoot General

DATE: March 2, 2023

EVALUATOR NAME: Claire Hawkins

EVALUATOR DEPARTMENT: Department of Agriculture, Conservation & Forestry

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

Individual Evaluator Comments:

Management Capacity

Scoring Guidance: Does the applicant have the experience, skills, and capacity to successfully implement a significant change to their operation? Consider experience based on number of years farming, diversity of agricultural experience, or other factors. Does the applicant have decision making authority over their land and business? Does the Statement of Purpose and other material in the application convince you that the applicant has a strong understanding of what needs to happen next?

Reviewer Notes:

- Farm/store/café; in operation 11 years (LLC).
- Limited description of Phase 1 plan in this section but indicate need advice re: expansion.
- Brief description of experience; have owned and operated farm since 2011 (with several employees).

Physical Resource Base

Scoring Guidance: What resources does the applicant have available to contribute to a successful farm operation? Are the natural resources (soils, water sources, land base) on the property suitable for the proposed directions? Does the existing infrastructure on the farm support the idea for change?

Reviewer Notes:

- 56 acres owned; 45 in production. Easement in place. No additional acreage leased.
- Seemingly adequate infrastructure for existing operation/capacity.
- No notable concerns re: physical resource base.

Farm Financial Health & Ability to Transform -

Scoring Guidance: Is the farm in suitable financial health to take on a new direction? Has the Farm managed its finances well thus far? If a farm has taken on significant debt, does it appear to have managed it well for the overall benefit to the farm?

Reviewer Notes:

- Mortgage is only debt; projected 2022 gross income = \$1.3M.

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 202212200

RFP TITLE: Maine Farms for the Future Phase 1

BIDDER NAME: Sheepscot General

DATE: March 2, 2023

EVALUATOR NAME: Claire Hawkins

EVALUATOR DEPARTMENT: Department of Agriculture, Conservation & Forestry

- Growth history and pandemic adaptations signal ability to manage business well/plan.
- Comfortable with debt, though have managed to maintain positive cashflow and not access LOC this year. Notes significant milestone for business.

Idea(s) for Change

Scoring Guidance: Did the applicant express a clear idea to improve the viability of the farm? Is their proposed idea, if implemented, a compelling strategy to improve profitability, management clarity or efficiency, and/or other pathways to farm viability?

Reviewer Notes:

- Broader farm expansion plan in process; Phase 1 planning focus is creation of native plant nursery and retail operation.
- Descriptions of multi-year plan somewhat concise considering scope of work outlined.

Other Conditions

Scoring Guidance: Are there environmental or community benefits that could be derived from the proposed idea for change? Is there high development pressure on the farmland due to its size/location?

Reviewer Notes:

- Low development pressure attributed to MFT easement.
- No clear description of employment impacts?
- Good environmental goals re: regenerative ag.

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 202212200
RFP TITLE: Maine Farms for the Future Phase 1
BIDDER NAME: Sheepscot General
DATE: 3/1/23
EVALUATOR NAME: Maggie Cummings
EVALUATOR DEPARTMENT: DACF

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

Individual Evaluator Comments:

Management Capacity

Scoring Guidance: Does the applicant have the experience, skills, and capacity to successfully implement a significant change to their operation? Consider experience based on number of years farming, diversity of agricultural experience, or other factors. Does the applicant have decision making authority over their land and business? Does the Statement of Purpose and other material in the application convince you that the applicant has a strong understanding of what needs to happen next?

Reviewer Notes:

- 11 years in operation

- Financial planning, market research and improved production
-

Physical Resource Base

Scoring Guidance: What resources does the applicant have available to contribute to a successful farm operation? Are the natural resources (soils, water sources, land base) on the property suitable for the proposed directions? Does the existing infrastructure on the farm support the idea for change?

- Own 56 acres, 45 in production. No easement and 81% is statewide importance
- Equipment/buildings are good or fair.

Farm Financial Health & Ability to Transform -

Scoring Guidance: Is the farm in suitable financial health to take on a new direction? Has the Farm managed its finances well thus far? If a farm has taken on significant debt, does it appear to have managed it well for the overall benefit to the farm?

Reviewer Notes:

- Low debt, operation supports household

- Has experience implementing change on the farm

- Mortgage is only debt; comfortable with debt

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 202212200

RFP TITLE: Maine Farms for the Future Phase 1

BIDDER NAME: Sheepscoot General

DATE: 3/1/23

EVALUATOR NAME: Maggie Cummings

EVALUATOR DEPARTMENT: DACF

-

Idea(s) for Change

Scoring Guidance: Did the applicant express a clear idea to improve the viability of the farm? Is their proposed idea, if implemented, a compelling strategy to improve profitability, management clarity or efficiency, and/or other pathways to farm viability?

Reviewer Notes:

-

- Switch toward selling more seedlings, have a greenhouse → create more sustainable ecosystem

Other Conditions

Scoring Guidance: Are there environmental or community benefits that could be derived from the proposed idea for change? Is there high development pressure on the farmland due to its size/location?

Reviewer Notes:

- Development pressure is low
- Meet community needs by growing more plants for individual use.
- Shift farm to regenerative operation.
- IN general farm is doing great and would have loved to see more in the app.

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 202212200

RFP TITLE: Maine Farms for the Future Phase 1

BIDDER NAME: Buckle Farm

DATE: February 27, 2023

EVALUATOR NAME: Claire Hawkins

EVALUATOR DEPARTMENT: Department of Agriculture, Conservation & Forestry

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

Individual Evaluator Comments:

Management Capacity

Scoring Guidance: Does the applicant have the experience, skills, and capacity to successfully implement a significant change to their operation? Consider experience based on number of years farming, diversity of agricultural experience, or other factors. Does the applicant have decision making authority over their land and business? Does the Statement of Purpose and other material in the application convince you that the applicant has a strong understanding of what needs to happen next?

Reviewer Notes:

- 8 years farming; existing farm/applicant a Sole Prop. Applicant has deep and diverse farm business experience.
- Well-written justification with clear needs and projected outcomes.
- Note PFAS contamination and subsequent remediation efforts (post-remediation sales commenced September 2022).

Physical Resource Base

Scoring Guidance: What resources does the applicant have available to contribute to a successful farm operation? Are the natural resources (soils, water sources, land base) on the property suitable for the proposed directions? Does the existing infrastructure on the farm support the idea for change?

Reviewer Notes:

- Apparent adequate land base and agricultural infrastructure.

Farm Financial Health & Ability to Transform -

Scoring Guidance: Is the farm in suitable financial health to take on a new direction? Has the Farm managed its finances well thus far? If a farm has taken on significant debt, does it appear to have managed it well for the overall benefit to the farm?

Reviewer Notes:

- Some income challenges due to PFAS-related interruptions, but sales resumed in Fall 2022.

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 202212200

RFP TITLE: Maine Farms for the Future Phase 1

BIDDER NAME: Buckle Farm

DATE: February 27, 2023

EVALUATOR NAME: Claire Hawkins

EVALUATOR DEPARTMENT: Department of Agriculture, Conservation & Forestry

- Goal to restructure/improve debt ratio.

Idea(s) for Change

Scoring Guidance: Did the applicant express a clear idea to improve the viability of the farm? Is their proposed idea, if implemented, a compelling strategy to improve profitability, management clarity or efficiency, and/or other pathways to farm viability?

Reviewer Notes:

- Plan to adjust crop strategy (less diversity, higher volume) and refine/implement farm transition plan with neighboring farmer (for lease land).
- Plan maximizes land use for revenue growth.
- Includes marketing plan; updates to recordkeeping and other farm business infrastructure.

Other Conditions

Scoring Guidance: Are there environmental or community benefits that could be derived from the proposed idea for change? Is there high development pressure on the farmland due to its size/location?

Reviewer Notes:

- Anticipate neighboring farmland will come under easement within 2 years (working with MFT).
- Low development pressure noted.
- Anticipate job creation at applicant farm as a result of plan.

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 202212200
RFP TITLE: Maine Farms for the Future Phase 1
BIDDER NAME: Buckle Farm
DATE: 2/22/23
EVALUATOR NAME: Maggie Cummings
EVALUATOR DEPARTMENT: DACF, ARD

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

Individual Evaluator Comments:

Management Capacity

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Reviewer Notes:

- Asking for professional assistance, planning certain aspect of business planning/ joining with another farm and expanding business. (Marketing plan, robust production record keeping system, choosing appropriately scaled equipment. PFAS water contamination
- Yes- James/Buckle Farm seems to have the experience and diverse experience to implement changes (Farming for 34 years, has managed 30 employees, diverse operations)
- Tough to figure out what products generate the most income?
- They do own their own farm/17 acres of land

Physical Resource Base

Scoring Guidance: What resources does the applicant have available to contribute to a successful farm operation? Are the natural resources (soils, water sources, land base) on the property suitable for the proposed directions? Does the existing infrastructure on the farm support the idea for change?

Reviewer Notes:

- Owns land and 10 acres in production, also lease an additional 13acres. Most equipment and buildings in good/excellent condition
- PFAS contaminated water- leased land should help with that?
- Yes existing infrastructure supports idea for change

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 202212200

RFP TITLE: Maine Farms for the Future Phase 1

BIDDER NAME: Buckle Farm

DATE: 2/22/23

EVALUATOR NAME: Maggie Cummings

EVALUATOR DEPARTMENT: DACF, ARD

Farm Financial Health & Ability to Transform -

Scoring Guidance: Is the farm in suitable financial health to take on a new direction? Has the Farm managed its finances well thus far? If a farm has taken on significant debt, does it appear to have managed it well for the overall benefit to the farm?

Reviewer Notes:

- High debt ratio (.93)- if they did the calculation right, generally anything under .35 is considered good
- No diversified income- 100% generated from farm
- Should bring financial records up to date more often? Is every few months enough? Quickbooks is a plus
- Not sure how well they're managing debt

Idea(s) for Change

Scoring Guidance: Did the applicant express a clear idea to improve the viability of the farm? Is their proposed idea, if implemented, a compelling strategy to improve profitability, management clarity or efficiency, and/or other pathways to farm viability?

Reviewer Notes:

- Yes- the three aspects they need seem to be accurate in terms of getting their financials in line and expanding profitability (more formalized planning, updates 3-yr marketing plan; assessment of current production) is one the same as three?
- Reasoning behind need for changes is great! Better quality of life/health and succession planning
-

Other Conditions

Scoring Guidance: Are there environmental or community benefits that could be derived from the proposed idea for change? Is there high development pressure on the farmland due to its size/location?

Reviewer Notes:

- Pressure to develop on neighboring farm (leased acres) is high. Hoping to have an easement in the next 2 years
- More employment and infusion of dollars into the local economy
- Use organic and GAP practices, certified in both

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 202212200

RFP TITLE: Maine Farms for the Future Phase 1

BIDDER NAME: Buckle Farm

DATE: 2/24/2023

EVALUATOR NAME: Chris Wood, Bangor Savings Bank – External Reviewer

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Individual Evaluator Comments:

Management Capacity

Scoring Guidance: Does the applicant have the experience, skills, and capacity to successfully implement a significant change to their operation? Consider experience based on number of years farming, diversity of agricultural experience, or other factors. Does the applicant have decision making authority over their land and business? Does the Statement of Purpose and other material in the application convince you that the applicant has a strong understanding of what needs to happen next?

Reviewer Notes:

- 8 yrs sole prop

Over twenty years in business

Physical Resource Base

Scoring Guidance: What resources does the applicant have available to contribute to a successful farm operation? Are the natural resources (soils, water sources, land base) on the property suitable for the proposed directions? Does the existing infrastructure on the farm support the idea for change?

Reviewer Notes:

- 17 acres / 10 agro

- 13 leased

Farm Financial Health & Ability to Transform -

Scoring Guidance: Is the farm in suitable financial health to take on a new direction? Has the Farm managed its finances well thus far? If a farm has taken on significant debt, does it appear to have managed it well for the overall benefit to the farm?

Reviewer Notes:

- PFAS concern

Idea(s) for Change

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 202212200

RFP TITLE: Maine Farms for the Future Phase 1

BIDDER NAME: Buckle Farm

DATE: 2/24/2023

EVALUATOR NAME: Chris Wood, Bangor Savings Bank – External Reviewer

Scoring Guidance: Did the applicant express a clear idea to improve the viability of the farm? Is their proposed idea, if implemented, a compelling strategy to improve profitability, management clarity or efficiency, and/or other pathways to farm viability?

Reviewer Notes:

- *Legal planning*

Other Conditions

Scoring Guidance: Are there environmental or community benefits that could be derived from the proposed idea for change? Is there high development pressure on the farmland due to its size/location?

Reviewer Notes:

- *Moderate pressure, with easement.*
- *Organic operation*

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 202212200

RFP TITLE: Maine Farms for the Future Phase 1

BIDDER NAME: Calyx Farm

DATE: February 27, 2023

EVALUATOR NAME: Claire Hawkins

EVALUATOR DEPARTMENT: Department of Agriculture, Conservation & Forestry

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Individual Evaluator Comments:

Management Capacity

Scoring Guidance: Does the applicant have the experience, skills, and capacity to successfully implement a significant change to their operation? Consider experience based on number of years farming, diversity of agricultural experience, or other factors. Does the applicant have decision making authority over their land and business? Does the Statement of Purpose and other material in the application convince you that the applicant has a strong understanding of what needs to happen next?

Reviewer Notes:

- Support for design plan for new wash/pack shed at existing 2-acre farm property.
- 13+ years farming experience; current farm in operation for ~5 years (DBA, anticipate becoming LLC).
- Adequate skills/experience for proposed project.

Physical Resource Base

Scoring Guidance: What resources does the applicant have available to contribute to a successful farm operation? Are the natural resources (soils, water sources, land base) on the property suitable for the proposed directions? Does the existing infrastructure on the farm support the idea for change?

Reviewer Notes:

- 120 acres owned, only 2 in agricultural production currently (100 acres silviculture).
- Seemingly adequate farm infrastructure to support project.

Farm Financial Health & Ability to Transform -

Scoring Guidance: Is the farm in suitable financial health to take on a new direction? Has the Farm managed its finances well thus far? If a farm has taken on significant debt, does it appear to have managed it well for the overall benefit to the farm?

Reviewer Notes:

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 202212200

RFP TITLE: Maine Farms for the Future Phase 1

BIDDER NAME: Calyx Farm

DATE: February 27, 2023

EVALUATOR NAME: Claire Hawkins

EVALUATOR DEPARTMENT: Department of Agriculture, Conservation & Forestry

- Limited current debt (mortgage, solar); significant projected 2022 income.
- Anticipate debt increase to fund wash/pack shed project (est. \$100,000).

Idea(s) for Change

Scoring Guidance: Did the applicant express a clear idea to improve the viability of the farm? Is their proposed idea, if implemented, a compelling strategy to improve profitability, management clarity or efficiency, and/or other pathways to farm viability?

Reviewer Notes:

- Clear project (design plan for wash/pack infrastructure improvements); will increase overall capacity and efficiency.

Other Conditions

Scoring Guidance: Are there environmental or community benefits that could be derived from the proposed idea for change? Is there high development pressure on the farmland due to its size/location?

Reviewer Notes:

- Low development pressure; project will preserve existing farm employment but likely not expand (purposefully, due to current operational scale).

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 202212200
RFP TITLE: Maine Farms for the Future Phase 1
BIDDER NAME: Calyx Farms
DATE: 2/24/23
EVALUATOR NAME: Maggie Cummings
EVALUATOR DEPARTMENT: DACF

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

Individual Evaluator Comments:

Management Capacity

Scoring Guidance: Does the applicant have the experience, skills, and capacity to successfully implement a significant change to their operation? Consider experience based on number of years farming, diversity of agricultural experience, or other factors. Does the applicant have decision making authority over their land and business? Does the Statement of Purpose and other material in the application convince you that the applicant has a strong understanding of what needs to happen next?

Reviewer Notes:

- Yes- own the farm, been in operation for 5 years seem to have a good idea of next steps
- Have worked in other states farming and on other types of farms
- Seems like Calyx is self-sufficient and has decision making abilities over their farm, and the type of work they would like to do moving forward.

Physical Resource Base

Scoring Guidance: What resources does the applicant have available to contribute to a successful farm operation? Are the natural resources (soils, water sources, land base) on the property suitable for the proposed directions? Does the existing infrastructure on the farm support the idea for change?

Reviewer Notes:

- Own their own land- 120 acres, and farm 2 of them. Some farmland is prime/ of agricultural importance.
- Existing infrastructure does support the proposed changes
-

Farm Financial Health & Ability to Transform -

Scoring Guidance: Is the farm in suitable financial health to take on a new direction? Has the Farm managed its finances well thus far? If a farm has taken on significant debt, does it appear to have managed it well for the overall benefit to the farm?

Reviewer Notes:

- No debt ratio

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 202212200

RFP TITLE: Maine Farms for the Future Phase 1

BIDDER NAME: Calyx Farms

DATE: 2/24/23

EVALUATOR NAME: Maggie Cummings

EVALUATOR DEPARTMENT: DACF

- Comfortable with debt- have good relationships with vendors and seem to manage finances well
-

Idea(s) for Change

Scoring Guidance: Did the applicant express a clear idea to improve the viability of the farm? Is their proposed idea, if implemented, a compelling strategy to improve profitability, management clarity or efficiency, and/or other pathways to farm viability?

Reviewer Notes:

- Yes clear idea to improve farm viability
- The idea is a compelling strategy for farm viability and family wellbeing. The packshed does seem like a really great step for this farm.
- Help with financial analysis to help plan 5-10 years in the future
-

Other Conditions

Scoring Guidance: Are there environmental or community benefits that could be derived from the proposed idea for change? Is there high development pressure on the farmland due to its size/location?

Reviewer Notes:

- Development pressure- no there is an easement
- Business is devoted to employee well-being and supporting other local businesses.
- Yes community benefits with offering good jobs, supporting others and making the farm a gathering place with U-pick flowers.

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 202212200

RFP TITLE: Maine Farms for the Future Phase 1

BIDDER NAME: Calyx Farm

DATE: 2/24/2023

EVALUATOR NAME: Chris Wood, Bangor Savings Bank – External Reviewer

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

Individual Evaluator Comments:

Management Capacity

Scoring Guidance: Does the applicant have the experience, skills, and capacity to successfully implement a significant change to their operation? Consider experience based on number of years farming, diversity of agricultural experience, or other factors. Does the applicant have decision making authority over their land and business? Does the Statement of Purpose and other material in the application convince you that the applicant has a strong understanding of what needs to happen next?

Reviewer Notes:

- 5 yrs

- Farming for 13 years

- Good mix of experience in prior work

Physical Resource Base

Scoring Guidance: What resources does the applicant have available to contribute to a successful farm operation? Are the natural resources (soils, water sources, land base) on the property suitable for the proposed directions? Does the existing infrastructure on the farm support the idea for change?

Reviewer Notes:

- 2 acres
- 120 owned with 100 wooded

- Equipment well taken care of and in good condition

Farm Financial Health & Ability to Transform -

Scoring Guidance: Is the farm in suitable financial health to take on a new direction? Has the Farm managed its finances well thus far? If a farm has taken on significant debt, does it appear to have managed it well for the overall benefit to the farm?

Reviewer Notes:

- Minimal farm debt but personal farm mortgage

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 202212200

RFP TITLE: Maine Farms for the Future Phase 1

BIDDER NAME: Calyx Farm

DATE: 2/24/2023

EVALUATOR NAME: Chris Wood, Bangor Savings Bank – External Reviewer

Idea(s) for Change

Scoring Guidance: Did the applicant express a clear idea to improve the viability of the farm? Is their proposed idea, if implemented, a compelling strategy to improve profitability, management clarity or efficiency, and/or other pathways to farm viability?

Reviewer Notes:

- *Do financials weekly to understand trends and track weekly sales as you can build forecasting trends to help prepare. Also track weather related to sales days as that can impact farm stand*

- *Wash pack build can be challenging to find right contractor along with inflation can impact quotes up to 20%. Be mindful of that and build in overages at 20% not 10%*

Other Conditions

Scoring Guidance: Are there environmental or community benefits that could be derived from the proposed idea for change? Is there high development pressure on the farmland due to its size/location?

Reviewer Notes:

- *With flowers how can you leverage that asset and turn farm into potential destination???*

- *Barn options???? Market research into venues around you to see what the space could be used for. Would an investment in fixing be a good move??*

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 202212200

RFP TITLE: Maine Farms for the Future Phase 1

BIDDER NAME: Conant Farm

DATE: February 27, 2023

EVALUATOR NAME: Claire Hawkins

EVALUATOR DEPARTMENT: Department of Agriculture, Conservation & Forestry

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

Individual Evaluator Comments:

Management Capacity

Scoring Guidance: Does the applicant have the experience, skills, and capacity to successfully implement a significant change to their operation? Consider experience based on number of years farming, diversity of agricultural experience, or other factors. Does the applicant have decision making authority over their land and business? Does the Statement of Purpose and other material in the application convince you that the applicant has a strong understanding of what needs to happen next?

Reviewer Notes:

- Multigenerational farm in operations for 10 years; ample experience.
- Approaching generational transition/succession; farm sustained 100% by family labor.
- Project is consulting to upgrade milking infrastructure to enable greater efficiency.

Physical Resource Base

Scoring Guidance: What resources does the applicant have available to contribute to a successful farm operation? Are the natural resources (soils, water sources, land base) on the property suitable for the proposed directions? Does the existing infrastructure on the farm support the idea for change?

Reviewer Notes:

- 250 acres owned; 225 in current agricultural production. Lease an additional 75 acres.
- Farmland is not currently under agricultural easement.
- Asset list notes some equipment in poor condition; upgrades likely required (however, this is likely common and does not detract from readiness for Phase 1 grant).

Farm Financial Health & Ability to Transform -

Scoring Guidance: Is the farm in suitable financial health to take on a new direction? Has the Farm managed its finances well thus far? If a farm has taken on significant debt, does it appear to have managed it well for the overall benefit to the farm?

Reviewer Notes:

- 2022 projected gross income = \$949K; no debt noted.

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 202212200

RFP TITLE: Maine Farms for the Future Phase 1

BIDDER NAME: Conant Farm

DATE: February 27, 2023

EVALUATOR NAME: Claire Hawkins

EVALUATOR DEPARTMENT: Department of Agriculture, Conservation & Forestry

- Previous upgrades/investments to calf housing noted and marketing efforts recently bolstered. Focus on business sustainability.
- Capital improvements will require external financing; details of infrastructure needs, and cost estimated derived with support from FFF Phase 1.

Idea(s) for Change

Scoring Guidance: Did the applicant express a clear idea to improve the viability of the farm? Is their proposed idea, if implemented, a compelling strategy to improve profitability, management clarity or efficiency, and/or other pathways to farm viability?

Reviewer Notes:

- Focus on farm viability and succession planning through infrastructure upgrades (for increased efficiency and capacity) and marketing efforts.
- Planning supported by Phase 1 will directly improve sustainability of this dairy farm business.

Other Conditions

Scoring Guidance: Are there environmental or community benefits that could be derived from the proposed idea for change? Is there high development pressure on the farmland due to its size/location?

Reviewer Notes:

- Low developed pressure; increased production (over time) may drive job creation (e.g., retail).
- Protects existing farmland through improving business viability for the future.

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 202212200
RFP TITLE: Maine Farms for the Future Phase 1
BIDDER NAME: Conant Acres
DATE: 2/23/23
EVALUATOR NAME: Maggie Cummings
EVALUATOR DEPARTMENT: DACF

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

Individual Evaluator Comments:

Management Capacity

Scoring Guidance: Does the applicant have the experience, skills, and capacity to successfully implement a significant change to their operation? Consider experience based on number of years farming, diversity of agricultural experience, or other factors. Does the applicant have decision making authority over their land and business? Does the Statement of Purpose and other material in the application convince you that the applicant has a strong understanding of what needs to happen next?

Have a br

Reviewer Notes:

- Over 10 years farming; generations and generations of farming
- Seems like the applicant does have decision making capability over their business and have a background in doing dairy farming
-

Physical Resource Base

Scoring Guidance: What resources does the applicant have available to contribute to a successful farm operation? Are the natural resources (soils, water sources, land base) on the property suitable for the proposed directions? Does the existing infrastructure on the farm support the idea for change?

Reviewer Notes:

- Good soils- over half of farmland is considered "prime" or of ag. importance
- Equipment could be in better condition
- Seems like existing infrastructure would support ideas for change

Farm Financial Health & Ability to Transform -

Scoring Guidance: Is the farm in suitable financial health to take on a new direction? Has the Farm managed its finances well thus far? If a farm has taken on significant debt, does it appear to have managed it well for the overall benefit to the farm?

Reviewer Notes:

- Not too much debt- hoping to remain viable and have started selling wholesale and value added products

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 202212200

RFP TITLE: Maine Farms for the Future Phase 1

BIDDER NAME: Conant Acres

DATE: 2/23/23

EVALUATOR NAME: Maggie Cummings

EVALUATOR DEPARTMENT: DACF

- Do not have any debt – looking at upgraded facility without taking on more debt (ROI)
-

Idea(s) for Change

Scoring Guidance: Did the applicant express a clear idea to improve the viability of the farm? Is their proposed idea, if implemented, a compelling strategy to improve profitability, management clarity or efficiency, and/or other pathways to farm viability?

Reviewer Notes:

- Research, plan and invest in updating milking facilities
- Succession planning as half of the staff reaches retirement age
- Upgrade quality of life by increasing efficiency and reducing need for physically-demanding labor

Other Conditions

proposed idea for change? Is there high development pressure on the farmland due to its size/location?

Reviewer Notes:

- Not much development pressure- Androscoggin Floodplain housing
- Local community→ food production and marketing hub. Increased ability to work with local vendors (construction and maintenance);
- Resources for the future→ succession planning, keep land in use for intended purpose of farming

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 202212200

RFP TITLE: Maine Farms for the Future Phase 1

BIDDER NAME: Conant Acres

DATE: 2/24/2023

EVALUATOR NAME: Chris Wood, Bangor Savings Bank – External Reviewer

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

Individual Evaluator Comments:

Management Capacity

Scoring Guidance: Does the applicant have the experience, skills, and capacity to successfully implement a significant change to their operation? Consider experience based on number of years farming, diversity of agricultural experience, or other factors. Does the applicant have decision making authority over their land and business? Does the Statement of Purpose and other material in the application convince you that the applicant has a strong understanding of what needs to happen next?

Reviewer Notes:

- 10 years in business and family run operation

- Multiple generational farm – wide range of experience to be leveraged

Physical Resource Base

Scoring Guidance: What resources does the applicant have available to contribute to a successful farm operation? Are the natural resources (soils, water sources, land base) on the property suitable for the proposed directions? Does the existing infrastructure on the farm support the idea for change?

Reviewer Notes:

- 250 acres with 225 available for agro with 75 leased

Farm Financial Health & Ability to Transform -

Scoring Guidance: Is the farm in suitable financial health to take on a new direction? Has the Farm managed its finances well thus far? If a farm has taken on significant debt, does it appear to have managed it well for the overall benefit to the farm?

Reviewer Notes:

- Already working on stream lining production and process improvements for next generation.

- No debt but age and quality of equipment the business may have to look at taking on some debt to build business to where they want it to be. Don't be afraid of the right debt to improve your business. Especially when you know you have the sales and established client base to support it.

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 202212200

RFP TITLE: Maine Farms for the Future Phase 1

BIDDER NAME: Conant Acres

DATE: 2/24/2023

EVALUATOR NAME: Chris Wood, Bangor Savings Bank – External Reviewer

Idea(s) for Change

Scoring Guidance: Did the applicant express a clear idea to improve the viability of the farm? Is their proposed idea, if implemented, a compelling strategy to improve profitability, management clarity or efficiency, and/or other pathways to farm viability?

Reviewer Notes:

- *How can you get the equipment to improve your milking facility? Cost, training, and implementation of systems is key for growth.*

- *Keeping work/life balance in the center of the room as these changes are being talked about is very important due to the age of the next generation taking over. Stated they have young kids and where are we currently this is something that is more and more important and will only continue to be.*

- *What CSA partnerships and growth opportunities to add products to other local CSA's??/*

Other Conditions

Scoring Guidance: Are there environmental or community benefits that could be derived from the proposed idea for change? Is there high development pressure on the farmland due to its size/location?

Reviewer Notes:

- *Better understanding of long term farm debt on balance sheet. Stated no business debt they there are long term debt that need to be understood.*

- *Find a bank or business banker who can support your growth ideas. Find a partner who can help you financially plan to take on debt to support your business growth. Long term debt planning for what the farm is looking to do is so important. Especially with the mixed age of equipment. Structure the debt.*

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 202212200

RFP TITLE: Maine Farms for the Future Phase 1

BIDDER NAME: Dandy Ram Farm

DATE: 2/24/2023

EVALUATOR NAME: Chris Wood, Bangor Savings Bank – External Reviewer

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

Individual Evaluator Comments:

Management Capacity

Scoring Guidance: Does the applicant have the experience, skills, and capacity to successfully implement a significant change to their operation? Consider experience based on number of years farming, diversity of agricultural experience, or other factors. Does the applicant have decision making authority over their land and business? Does the Statement of Purpose and other material in the application convince you that the applicant has a strong understanding of what needs to happen next?

Reviewer Notes:

- 4 yrs

- 14 yrs experience in industry

- Wide range of experience in field and degrees to support

Physical Resource Base

Scoring Guidance: What resources does the applicant have available to contribute to a successful farm operation? Are the natural resources (soils, water sources, land base) on the property suitable for the proposed directions? Does the existing infrastructure on the farm support the idea for change?

Reviewer Notes:

- 18 acres with five farm

Farm Financial Health & Ability to Transform -

Scoring Guidance: Is the farm in suitable financial health to take on a new direction? Has the Farm managed its finances well thus far? If a farm has taken on significant debt, does it appear to have managed it well for the overall benefit to the farm?

Reviewer Notes:

- Private note on farm

- Has very good grasp on financials as seems to be source of potential stress. Has shown ability to pivot when things are not working as planned. Planning around expenses and managing debt will be very important. Needs right advisor to support.

Idea(s) for Change

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 202212200

RFP TITLE: Maine Farms for the Future Phase 1

BIDDER NAME: Dandy Ram Farm

DATE: 2/24/2023

EVALUATOR NAME: Chris Wood, Bangor Savings Bank – External Reviewer

Scoring Guidance: Did the applicant express a clear idea to improve the viability of the farm? Is their proposed idea, if implemented, a compelling strategy to improve profitability, management clarity or efficiency, and/or other pathways to farm viability?

Reviewer Notes:

- *Understand that the right debt is okay. Planned debt and planning to take on debt to expand with a plan is the right way to go.*

Other Conditions

Scoring Guidance: Are there environmental or community benefits that could be derived from the proposed idea for change? Is there high development pressure on the farmland due to its size/location?

Reviewer Notes:

- *Community value to area.*

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 202212200

RFP TITLE: Maine Farms for the Future Phase 1

BIDDER NAME: Dandy Ram Farm

DATE: February 28, 2023

EVALUATOR NAME: Claire Hawkins

EVALUATOR DEPARTMENT: Department of Agriculture, Conservation & Forestry

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

Individual Evaluator Comments:

Management Capacity

Scoring Guidance: Does the applicant have the experience, skills, and capacity to successfully implement a significant change to their operation? Consider experience based on number of years farming, diversity of agricultural experience, or other factors. Does the applicant have decision making authority over their land and business? Does the Statement of Purpose and other material in the application convince you that the applicant has a strong understanding of what needs to happen next?

Reviewer Notes:

- Farm on operation for 4 years; Sole Prop. (anticipate becoming LLC).
- Applicant has ~14 years of farming experience, ample skills and expertise to implement Phase 1 planning grant.
- Planning project involves clear/feasible outcomes and business improvements.

Physical Resource Base

Scoring Guidance: What resources does the applicant have available to contribute to a successful farm operation? Are the natural resources (soils, water sources, land base) on the property suitable for the proposed directions? Does the existing infrastructure on the farm support the idea for change?

Reviewer Notes:

- 18 acres owned; 5 currently in agricultural production. 15 additional acres leased.
- Modest yet seemingly adequate infrastructure noted.

Farm Financial Health & Ability to Transform -

Scoring Guidance: Is the farm in suitable financial health to take on a new direction? Has the Farm managed its finances well thus far? If a farm has taken on significant debt, does it appear to have managed it well for the overall benefit to the farm?

Reviewer Notes:

- 2022 projected gross income \$75,000; no debt.
- Report weekly financial recordkeeping but aren't currently using QuickBooks.

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 202212200

RFP TITLE: Maine Farms for the Future Phase 1

BIDDER NAME: Dandy Ram Farm

DATE: February 28, 2023

EVALUATOR NAME: Claire Hawkins

EVALUATOR DEPARTMENT: Department of Agriculture, Conservation & Forestry

- Notably uncomfortable with debt.

Idea(s) for Change

Scoring Guidance: Did the applicant express a clear idea to improve the viability of the farm? Is their proposed idea, if implemented, a compelling strategy to improve profitability, management clarity or efficiency, and/or other pathways to farm viability?

Reviewer Notes:

- Clearly articulated goals/outcomes for Phase 1 planning grant and thoughtful long-term vision for farm viability.
- Clear connection to growth and profitability.

Other Conditions

Scoring Guidance: Are there environmental or community benefits that could be derived from the proposed idea for change? Is there high development pressure on the farmland due to its size/location?

Reviewer Notes:

- Development pressure unclear.
- Notable focus on mentorship/education; anticipate job creation and shared use benefits for other local farms/neighboring businesses.

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 202212200
RFP TITLE: Maine Farms for the Future Phase 1
BIDDER NAME: Dandy Ram Farm
DATE: 2/23/23
EVALUATOR NAME: Maggie Cummings
EVALUATOR DEPARTMENT: DACF

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

Individual Evaluator Comments:

Management Capacity

Scoring Guidance: Does the applicant have the experience, skills, and capacity to successfully implement a significant change to their operation? Consider experience based on number of years farming, diversity of agricultural experience, or other factors. Does the applicant have decision making authority over their land and business? Does the Statement of Purpose and other material in the application convince you that the applicant has a strong understanding of what needs to happen next?

Reviewer Notes:

- In commercial operation for 4 years
- Yes have decision making and seem to be equipped to implement changes on the farm
- Farm management experience and coursework done

Physical Resource Base

Scoring Guidance: What resources does the applicant have available to contribute to a successful farm operation? Are the natural resources (soils, water sources, land base) on the property suitable for the proposed directions? Does the existing infrastructure on the farm support the idea for change?

Reviewer Notes:

- 18 acres of farmland owned (5 in production)
- Natural resource suitable

Farm Financial Health & Ability to Transform -

- *Scoring Guidance: Is the farm in suitable financial health to take on a new direction? No debt*
- Good financial planning
- Has implemented change on farm before
- Debt adverse *If a farm has taken on significant debt, does it appear to have managed it well for the overall benefit to the farm?*
-
-

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 202212200

RFP TITLE: Maine Farms for the Future Phase 1

BIDDER NAME: Dandy Ram Farm

DATE: 2/23/23

EVALUATOR NAME: Maggie Cummings

EVALUATOR DEPARTMENT: DACF

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Idea(s) for Change

Scoring Guidance: Did the applicant express a clear idea to improve the viability of the farm? Is their proposed idea, if implemented, a compelling strategy to improve profitability, management clarity or efficiency, and/or other pathways to farm viability?

Reviewer Notes:

- Reach most customers online and would like to formalize that entry to purchase/business
- Improved quality of life by having a stronger financial backbone and becoming a community space for identities important to the owner (queer, trans)
- More infrastructure helps with stress load, health and well-being

Other Conditions

Scoring Guidance: Are there environmental or community benefits that could be derived from the proposed idea for change? Is there high development pressure on the farmland due to its size/location?

Reviewer Notes:

- Employ more farmers and become a space for Queer and trans folk
- Some development pressure
- “queer joy, health and resiliency in rural Maine”
- Host events to help LBBTQIA+ farmers and beginning farmer across New England
- Follows organic farming practices

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 202212200

RFP TITLE: Maine Farms for the Future Phase 1

BIDDER NAME: Dionne Farms

DATE: February 28, 2023

EVALUATOR NAME: Claire Hawkins

EVALUATOR DEPARTMENT: Department of Agriculture, Conservation & Forestry

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Individual Evaluator Comments:

Management Capacity

Scoring Guidance: Does the applicant have the experience, skills, and capacity to successfully implement a significant change to their operation? Consider experience based on number of years farming, diversity of agricultural experience, or other factors. Does the applicant have decision making authority over their land and business? Does the Statement of Purpose and other material in the application convince you that the applicant has a strong understanding of what needs to happen next?

Reviewer Notes:

- 4 years in operation; Sole Prop.

- Plan description quite concise; limited detail re: farm business experience.

Physical Resource Base

Scoring Guidance: What resources does the applicant have available to contribute to a successful farm operation? Are the natural resources (soils, water sources, land base) on the property suitable for the proposed directions? Does the existing infrastructure on the farm support the idea for change?

Reviewer Notes:

- 165 acres owned; 140 in agricultural production. Additional ~20 acres leased.

- Modest farm infrastructure/equipment noted.

- Limited detail in general.

Farm Financial Health & Ability to Transform -

Scoring Guidance: Is the farm in suitable financial health to take on a new direction? Has the Farm managed its finances well thus far? If a farm has taken on significant debt, does it appear to have managed it well for the overall benefit to the farm?

Reviewer Notes:

- Significant debt burden; projected 2022 gross income = ~\$350,000.

- Limited detail re: financial recordkeeping/health.

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 202212200

RFP TITLE: Maine Farms for the Future Phase 1

BIDDER NAME: Dionne Farms

DATE: February 28, 2023

EVALUATOR NAME: Claire Hawkins

EVALUATOR DEPARTMENT: Department of Agriculture, Conservation & Forestry

Idea(s) for Change

Scoring Guidance: Did the applicant express a clear idea to improve the viability of the farm? Is their proposed idea, if implemented, a compelling strategy to improve profitability, management clarity or efficiency, and/or other pathways to farm viability?

Reviewer Notes:

- Limited detail; lacking clearly articulated outcomes/project phases.

Other Conditions

Scoring Guidance: Are there environmental or community benefits that could be derived from the proposed idea for change? Is there high development pressure on the farmland due to its size/location?

Reviewer Notes:

- Low development pressure; anticipate some job creation (but, again, limited detail).

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 202212200
RFP TITLE: Maine Farms for the Future Phase 1
BIDDER NAME: Dionne Farm
DATE: 2/27/23
EVALUATOR NAME: Maggie Cummings
EVALUATOR DEPARTMENT: DACF

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

Individual Evaluator Comments:

Management Capacity

Scoring Guidance: Does the applicant have the experience, skills, and capacity to successfully implement a significant change to their operation? Consider experience based on number of years farming, diversity of agricultural experience, or other factors. Does the applicant have decision making authority over their land and business? Does the Statement of Purpose and other material in the application convince you that the applicant has a strong understanding of what needs to happen next?

Reviewer Notes:

- Grains and potatoes- small farm only been in operation for 4 years
- No evidence of implementing a significant change
- Statement of purpose not convincing

Physical Resource Base

Scoring Guidance: What resources does the applicant have available to contribute to a successful farm operation? Are the natural resources (soils, water sources, land base) on the property suitable for the proposed directions? Does the existing infrastructure on the farm support the idea for change?

Reviewer Notes:

- They own most of their own acres- lease 20?
- All land is either prime or important
- Seems to support idea for change? Not really sure what their idea for change is

Farm Financial Health & Ability to Transform -

Scoring Guidance: Is the farm in suitable financial health to take on a new direction? Has the Farm managed its finances well thus far? If a farm has taken on significant debt, does it appear to have managed it well for the overall benefit to the farm?

Reviewer Notes:

- Semi high debt-income ratio (.73, 1.3)
- Would like to eliminate and better manage debt

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 202212200

RFP TITLE: Maine Farms for the Future Phase 1

BIDDER NAME: Dionne Farm

DATE: 2/27/23

EVALUATOR NAME: Maggie Cummings

EVALUATOR DEPARTMENT: DACF

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Idea(s) for Change

Scoring Guidance: Did the applicant express a clear idea to improve the viability of the farm? Is their proposed idea, if implemented, a compelling strategy to improve profitability, management clarity or efficiency, and/or other pathways to farm viability?

Reviewer Notes:

- Production increase and energy use drop?

- Invest in more equipment that is newer and more innovative

- Talk about exploring an expanding market- for potatoes? For grains?

Other Conditions

Scoring Guidance: Are there environmental or community benefits that could be derived from the proposed idea for change? Is there high development pressure on the farmland due to its size/location?

Reviewer Notes:

- Development pressure is low

-

- Overall thoughts: does not really seem like this farm has an idea for change or a way to execute said change- seems a little unorganized and unsure of plan besides buying better equipment, keeping the farm viable and expanding.

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 202212200

RFP TITLE: Maine Farms for the Future Phase 1

BIDDER NAME: Dionne Farm

DATE: 2/24/2023

EVALUATOR NAME: Chris Wood, Bangor Savings Bank – External Reviewer

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

Individual Evaluator Comments: Dionne Farm

Management Capacity

Scoring Guidance: Does the applicant have the experience, skills, and capacity to successfully implement a significant change to their operation? Consider experience based on number of years farming, diversity of agricultural experience, or other factors. Does the applicant have decision making authority over their land and business? Does the Statement of Purpose and other material in the application convince you that the applicant has a strong understanding of what needs to happen next?

Reviewer Notes:

- 4 yrs in business

- Lifetime of experience

Physical Resource Base

Scoring Guidance: What resources does the applicant have available to contribute to a successful farm operation? Are the natural resources (soils, water sources, land base) on the property suitable for the proposed directions? Does the existing infrastructure on the farm support the idea for change?

Reviewer Notes:

- 165 acres/140 farm

Farm Financial Health & Ability to Transform -

Scoring Guidance: Is the farm in suitable financial health to take on a new direction? Has the Farm managed its finances well thus far? If a farm has taken on significant debt, does it appear to have managed it well for the overall benefit to the farm?

Reviewer Notes:

- Finding someone to do books

- More detail on expenses and growth opportunity. Understanding plan....spoke about debt and wanting to pay down but what is it...more detail

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 202212200

RFP TITLE: Maine Farms for the Future Phase 1

BIDDER NAME: Dionne Farm

DATE: 2/24/2023

EVALUATOR NAME: Chris Wood, Bangor Savings Bank – External Reviewer

Idea(s) for Change

Scoring Guidance: Did the applicant express a clear idea to improve the viability of the farm? Is their proposed idea, if implemented, a compelling strategy to improve profitability, management clarity or efficiency, and/or other pathways to farm viability?

Reviewer Notes:

- Overall more detail would allow for a higher level of recommendations.

Other Conditions

Scoring Guidance: Are there environmental or community benefits that could be derived from the proposed idea for change? Is there high development pressure on the farmland due to its size/location?

Reviewer Notes:

- Job creation through growth

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 202212200

RFP TITLE: Maine Farms for the Future Phase 1

BIDDER NAME: Hall Brook Farm

DATE: February 28, 2023

EVALUATOR NAME: Claire Hawkins

EVALUATOR DEPARTMENT: Department of Agriculture, Conservation & Forestry

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

Individual Evaluator Comments:

Management Capacity

Scoring Guidance: Does the applicant have the experience, skills, and capacity to successfully implement a significant change to their operation? Consider experience based on number of years farming, diversity of agricultural experience, or other factors. Does the applicant have decision making authority over their land and business? Does the Statement of Purpose and other material in the application convince you that the applicant has a strong understanding of what needs to happen next?

Reviewer Notes:

- 9 years in operation; Sole Prop.
- General description of Phase 1 planning grant project provided.
- Seemingly adequate training and experience to implement Phase 1 planning grant project.
- Note: employments numbers appear off; product ranking unclear.

Physical Resource Base

Scoring Guidance: What resources does the applicant have available to contribute to a successful farm operation? Are the natural resources (soils, water sources, land base) on the property suitable for the proposed directions? Does the existing infrastructure on the farm support the idea for change?

Reviewer Notes:

- 97 acres owned; 25 currently in agricultural production. Additional 12 acres leased. Also 57 woodland acres.
- No easement currently.
- Modest farm infrastructure noted, including some new (2022) additions.

Farm Financial Health & Ability to Transform -

Scoring Guidance: Is the farm in suitable financial health to take on a new direction? Has the Farm managed its finances well thus far? If a farm has taken on significant debt, does it appear to have managed it well for the overall benefit to the farm?

Reviewer Notes:

- Projected 2022 gross income = \$490,000 (quite high, doubled since 2019).

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 202212200

RFP TITLE: Maine Farms for the Future Phase 1

BIDDER NAME: Hall Brook Farm

DATE: February 28, 2023

EVALUATOR NAME: Claire Hawkins

EVALUATOR DEPARTMENT: Department of Agriculture, Conservation & Forestry

- Debt for mortgage, recent capital improvements, equipment. Also LOC. Narrative appears literate in terms of debt impacts on business viability.
- Limited remaining collateral, per narrative.
-

Idea(s) for Change

Scoring Guidance: Did the applicant express a clear idea to improve the viability of the farm? Is their proposed idea, if implemented, a compelling strategy to improve profitability, management clarity or efficiency, and/or other pathways to farm viability?

Reviewer Notes:

- Clearly articulated growth plans, including challenges (e.g., labor variable).
- Adequate detail in narrative.
- Increases production capacity and improves farm viability through sustainable expansion and financial management.

Other Conditions

Scoring Guidance: Are there environmental or community benefits that could be derived from the proposed idea for change? Is there high development pressure on the farmland due to its size/location?

Reviewer Notes:

- Low development pressure; anticipate job creation.
- Maintains agricultural land through farm viability.

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 202212200
RFP TITLE: Maine Farms for the Future Phase 1
BIDDER NAME: Hall Brook Farm
DATE: 2/27/23
EVALUATOR NAME: Maggie Cummings
EVALUATOR DEPARTMENT: DACF

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

Individual Evaluator Comments:

Management Capacity

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Reviewer Notes:

- 9 years in operation have implemented lots of changes (successfully) on their farm recently
- Need financial planning to help with growth
- Both farmers have tons of experience in multiple kinds of farming and been through Journey persons program
- They do have decision making authority over farm and
-

Physical Resource Base

Scoring Guidance: What resources does the applicant have available to contribute to a successful farm operation? Are the natural resources (soils, water sources, land base) on the property suitable for the proposed directions? Does the existing infrastructure on the farm support the idea for change?

Reviewer Notes:

- Using land in a variety of ways- good for soil. Mostly own land; lease 12 acres
- 100% of land is of statewide importance

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 202212200

RFP TITLE: Maine Farms for the Future Phase 1

BIDDER NAME: Hall Brook Farm

DATE: 2/27/23

EVALUATOR NAME: Maggie Cummings

EVALUATOR DEPARTMENT: DACF

Farm Financial Health & Ability to Transform -

Scoring Guidance: Is the farm in suitable financial health to take on a new direction? Has the Farm managed its finances well thus far? If a farm has taken on significant debt, does it appear to have managed it well for the overall benefit to the farm?

Reviewer Notes:

- .28 debt to income ratio (under .35 is good)
- Does seem to have managed finances well thus far
- While they do seem to manage finances/debt well they are in a precarious situation with Farm Start and FSA lenders

-

Idea(s) for Change

Scoring Guidance: Did the applicant express a clear idea to improve the viability of the farm? Is their proposed idea, if implemented, a compelling strategy to improve profitability, management clarity or efficiency, and/or other pathways to farm viability?

Reviewer Notes:

- Want to make the farm viable 12-mos/year and maybe do more light processing

- Need to invest in cold storage infrastructure , and some other infrastructure like updated equipment, deer fencing, and housing for a H2A labor force

- Investment help mitigate variability and grow profits
- Helps reduce stress for more family time/travel and a better work-life balance

Other Conditions

Scoring Guidance: Are there environmental or community benefits that could be derived from the proposed idea for change? Is there high development pressure on the farmland due to its size/location?

Reviewer Notes:

- Ideas for change help create more employment opportunity, especially year-round

- By farming the land they are improving soil health and getting land-management practices

-

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 202212200

RFP TITLE: Maine Farms for the Future Phase 1

BIDDER NAME: Hall Brook Farm

DATE: 2/24/2023

EVALUATOR NAME: Chris Wood, Bangor Savings Bank – External Reviewer

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

Individual Evaluator Comments:

Management Capacity

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Reviewer Notes:

- 10 + years MOFGA mentors

- Good experience and they take their time planning which is very good.

Physical Resource Base

Scoring Guidance: What resources does the applicant have available to contribute to a successful farm operation? Are the natural resources (soils, water sources, land base) on the property suitable for the proposed directions? Does the existing infrastructure on the farm support the idea for change?

Reviewer Notes:

- 97/25 farm

Farm Financial Health & Ability to Transform -

Scoring Guidance: Is the farm in suitable financial health to take on a new direction? Has the Farm managed its finances well thus far? If a farm has taken on significant debt, does it appear to have managed it well for the overall benefit to the farm?

Reviewer Notes:

- Weekly or monthly bookkeeping is needed due to growth. Understanding income and expenses are so important.

- Access to capital to borrow is expensive and the variable rate fluctuations make it challenging to plan.

- Better detail around increasing cold storage growth would have been helpful. What would the investment be.

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 202212200

RFP TITLE: Maine Farms for the Future Phase 1

BIDDER NAME: Hall Brook Farm

DATE: 2/24/2023

EVALUATOR NAME: Chris Wood, Bangor Savings Bank – External Reviewer

Idea(s) for Change

Scoring Guidance: Did the applicant express a clear idea to improve the viability of the farm? Is their proposed idea, if implemented, a compelling strategy to improve profitability, management clarity or efficiency, and/or other pathways to farm viability?

Reviewer Notes:

- *Clear plan and again planning around what is needed and their timeline.*

- *More detail around debt in dollar amounts and term. Repayment was touched on but the negative was the collateral requirement of 150%. Traditional lenders are 80%-90% on a loan but repayment terms are 20-25 yrs. Much more stress on cash flow. Timing on transition to different lender will be important for growth. Understanding the breakeven point to refinance to higher payment and when rates are back down will be important.*

-

Other Conditions

Scoring Guidance: Are there environmental or community benefits that could be derived from the proposed idea for change? Is there high development pressure on the farmland due to its size/location?

Reviewer Notes:

- *Finding and retaining good help is hard in every industry but especially in farming.*

- *Minimal pressure to develop*



STATE OF MAINE
DEPARTMENT OF AGRICULTURE, CONSERVATION AND FORESTRY

Janet T. Mills
Governor

Amanda Beal
Commissioner

AGREEMENT AND DISCLOSURE STATEMENT
RFP #: 202212200
RFP TITLE: Farms for the Future Phase 1


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

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

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

I understand and agree that the evaluation process is to be conducted in an impartial manner without bias or prejudice. In this regard, I hereby certify that, to the best of my knowledge, there are no circumstances that would reasonably support a good faith charge of bias. I further understand that in the event a good faith charge of bias is made, it will rest with me to decide whether I should be disqualified from participation in the evaluation process.

I agree to hold confidential all information related to the contents of Requests for Proposals presented during the review process until such time as the Department formally releases the award decision notices for public distribution.


Signature

02-27-2023

Date



STATE OF MAINE
DEPARTMENT OF AGRICULTURE, CONSERVATION AND FORESTRY

Janet T. Mills
Governor

Amanda Beal
Commissioner

AGREEMENT AND DISCLOSURE STATEMENT
RFP #: 202212200

Chris wood

RFP TITLE: Farms for the Future Phase 1

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

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DocuSigned by:
Chris Wood
34E7A17CC145404
Signature

2/14/2023
Date



STATE OF MAINE
DEPARTMENT OF ADMINISTRATIVE AND
FINANCIAL SERVICES

Janet T. Mills
Governor

Kirsten LC Figueroa
Commissioner

AGREEMENT AND DISCLOSURE STATEMENT
RFP# 202209148
Learning Management System

I, Margaret Cummings accept the offer to become a member of the Request for Proposals (RFP) Evaluation Team for the State of Maine Department of Administrative and Financial Services. 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).

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DocuSigned by:

Margaret Cummings

4/3/2023

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Signature

Date