



## Cosumnes River Preserve

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February 1, 2011

### **Subject: Request for Proposals to Develop and Lease 486-acres of Agricultural Land at the Cosumnes River Preserve**

Dear Interested Party:

The U.S. Bureau of Land Management (BLM), Cosumnes River Preserve (Preserve), is accepting written proposals from all individuals or firms that are interested in leasing the Preserve's 486-acre "Grizzly Slough" property (Property) for farming and/or ranching activities. The Property is owned by the State of California, Department of Water Resources (Department). The Property is located on the north side of New Hope Road between Grizzly and Bear Sloughs near the town of Thornton, San Joaquin County, California. The BLM will manage the property through lease agreements with local farmers and/or ranchers as part of the BLM's on-going operations at the Preserve.

You are receiving this letter because you, or someone affiliated with you or your organization, has expressed an interest to us in the past about developing and managing land at the Preserve as part of your on-going agricultural operations. To be considered for this opportunity, please refer to the Request for Proposals for details and instructions on how to submit a proposal. The Request for Proposals can be found at the Cosumnes River Preserve's website at [www.cosumnes.org](http://www.cosumnes.org) or via the BLM's Mother Lode Field Office's website, <http://www.blm.gov/ca/st/en/fo/folsom.html>, or via the Department's website <http://www.water.ca.gov>. Proposals should be sent or hand delivered to **Cosumnes River Preserve, ATTN: Preserve Manager, 13501 Franklin Blvd., Galt, CA 95632.**

**Proposals are due no later than 5:00 p.m., Friday, March 4, 2010.**

**A mandatory pre-proposal site visit will be held on February 23, 2011, at 10:00 a.m. at the Grizzly Slough Property (meet at the gate on New Hope Road at Grizzly Slough).** The mandatory site visit will allow interested parties to walk the property, drive the property perimeters, inspect the existing grade, inspect the existing infrastructure and water supply, *etc.*, as well as to meet with BLM and Department officials that will be on site to answer questions about the property and the proposal submittal process.

If you have questions regarding this Request for Proposals, please feel free to contact me at any time on my cell phone at 916-838-8475 or via email at [hmcquill@blm.gov](mailto:hmcquill@blm.gov).

Regards,

*/s/ Harry L. McQuillen*

Harry L. McQuillen

#### **Cooperators**

Bureau of Land Management • Ducks Unlimited • California Department of Fish and Game • California Department of Water Resources  
California State Lands Commission • Galt Joint Union Elementary School District • Natural Resources Conservation Service • Sacramento  
County Department of Regional Parks • The Nature Conservancy



# **Request for Proposals**

for

**Grizzly Slough Property Lease  
&  
Agricultural Infrastructure Improvement Project**

**U.S. Bureau of Land Management  
Cosumnes River Preserve  
13501 Franklin Boulevard  
Galt, California 95632**

**Proposals Due by 5:00 p.m., Friday, March 4, 2011**

## **INTRODUCTION**

The U.S. Bureau of Land Management (BLM), Cosumnes River Preserve (Preserve), is accepting written proposals from all individuals or firms that are interested in leasing the State of California, Department of Water Resources' (Department) 486-acre "Grizzly Slough" property (Property) for farming and/or ranching activities (Figure 1). The successful bidder must be capable of designing, installing, and/or repairing the necessary agricultural infrastructure improvements that are needed to service the proposed agricultural activity prior to commencing the proposed agricultural operations.

The Property is located on the north side of New Hope Road between Grizzly and Bear Sloughs near the town of Thornton, San Joaquin County, California (Figure 1). The Property will be managed by the BLM as part of the Preserve's on-going operations as described in the March 2008 Final Management Plan (found at [www.cosumnes.org](http://www.cosumnes.org)). The initial lease period will be for three (3) years following the successful completion of the agricultural infrastructure improvements. The lessee will be eligible to extend the lease at the discretion of the BLM and the Department provided that the lessee has successfully met the terms and conditions of their previous lease on the Property.

The cost of installing the agricultural infrastructure improvements will be paid by the Preserve through a rent-exchange agreement with the successful bidder/lessee. In other words, the successful bidder/lessee will pay for the upfront costs in exchange for free rent until the costs are fully reimbursed, unless other payment arrangements are made with the Preserve Manager prior to the expenses being incurred. The Department will own the agricultural infrastructure upon completion of the installation. Reasonable annual operations and maintenance costs of the agricultural infrastructure will become the responsibility of the lessee per terms and conditions indicated in the contract/lease agreement. The lessee and all sub-contractors will be required to comply with all Federal, State, and local laws and other requirements as may be applicable prior to any contract/lease agreement execution.

The Property currently has two areas on the north end (Figure 1) totaling approximately 70 acres that have been designated as mitigation areas. These areas have been or are being actively restored to native plant and wildlife habitat and are not included as part of the available agricultural land. Additionally, the Property has been fallow for many years. Over that time, approximately 90-100 acres of the historic farmable land has become a forested area dominated by native trees and other vegetation that will not be removed for farming purposes. Therefore, there is only approximately 250-275 acres of the original farmland that will be available for agricultural use.

The Property has riparian water rights. Currently, there is one intake pump on the north and west side of the Property which pulls water directly from Grizzly Slough (Figure 1). There is also one discharge pump on the north end of the Property that can return water to the slough. This discharge pump also may be used to move water to the eastern end of the Property if needed. Both pumps need to be re-wired and serviced as part of the infrastructure improvement effort. The Preserve estimates the cost of this work to be approximately \$3,000; however, that estimate does not include the installation of protective devices to prevent future loss of copper wire from the pumps and feeder lines.

Additionally, the historic irrigation supply and return ditches may need to be cleaned, repaired, and cleared of vegetation prior to use. The perimeter of the Property is not fenced. There are three serviceable gates on the access roads off of New Hope Road. A ditch along New Hope Road helps to control illegal trespass onto the Property but does not prevent it in its entirety.

## **SCOPE OF WORK**

The primary goal of this Request for Proposals is to select a successful bidder/lessee that can conduct sustainable, wildlife-friendly agricultural operations on the Property. What this means is that we are seeking someone that can farm the land for a profit but also in a manner that provides suitable habitat to support the breeding, feeding, and sheltering needs of resident and migratory wildlife species at the Preserve. However, since the long-term future of this Property is subject to the needs of the Department,

we are not expecting to invest a large amount of funding into the agricultural infrastructure. Therefore, we strongly encourage applicants to closely balance the cost of the infrastructure improvement with the benefit of the proposed agricultural use and the proposed rental rate.

To be considered, all interested individuals or firms must submit a written proposal describing in detail their interest and abilities to establish and maintain a successful farming and/or ranching operation that meets the Property's objectives. The BLM's Cosumnes River Preserve Manager, or designated staff, will work closely with the successful lessee to ensure that all farming and/or ranching activities are in conformance with the Preserve's goals, the agricultural lease agreement, and to ensure that the design and installation of the associated agricultural infrastructure is completed to expected specifications in a timely and cost efficient manner.

In general, your written scope of work should include enough detail to describe how you will accomplish the following:

- 1) Re-wiring and servicing of existing pumps, valves, pipes, and other water control infrastructure;
- 2) Cleaning, clearing and repairing irrigation supply and return ditches;
- 3) Grading and repairing access roads as needed;
- 4) Installing fencing and/or gates, as needed;
- 5) Removing outlying trees, shrubs and other vegetation within the 250-275-acre farmable area;
- 6) Removal of abandoned farm equipment, metal scrap, junk, and other debris as needed;
- 7) All other actions necessary to bring the Property back into agricultural production.

**Proposals must be submitted in accordance with the "Proposal Requirements" as described in Appendix A.** At least one original copy of the proposal under a signed cover letter must be submitted in order to be considered for this project. The proposal must be clearly marked with the individual or firm's name and "Proposal for Grizzly Slough Property Lease and Agricultural Infrastructure Improvements" and delivered to: **Cosumnes River Preserve, ATTN: Preserve Manager, 13501 Franklin Boulevard, Galt, CA 95632.**

**The deadline for proposal submittals is 5:00 p.m., Friday, March 4, 2011.**

**A mandatory pre-proposal site visit will be held on February 23, 2011, at 10:00 a.m. at the Grizzly Slough Property (meet at the gate on New Hope Road at Grizzly Slough).** Interested individuals or firms will be allowed to view and inventory the property in order to determine the necessary agricultural infrastructure improvements needed to support the proposed farming and/or ranching activities. Respondents may walk the property or drive the perimeter of the property during the site visit.

Proposals submitted in response to this request, and possibly subsequent interviews of short-listed individuals or firms, will be used to select a lessee for the Property. All proposals will be evaluated and ranked according to selection and evaluation criteria provided in Appendix B "Evaluation Criteria" of this solicitation. The BLM, at its discretion, may forgo follow-on interviews, and select from the review of proposals only, if a proposal provides adequate details. The BLM expects to make a decision and begin the contract/leasing process no later than March 30, 2011.

All questions relating to this Request for Proposals may be addressed to: Harry McQuillen, BLM Preserve Manager, at [hmcquill@blm.gov](mailto:hmcquill@blm.gov) or via phone 916-838-8475.

FIGURE 1: GRIZZLY SLOUGH PROPERTY LOCATION MAP



## APPENDIX A - PROPOSAL REQUIREMENTS

### REQUEST FOR PROPOSAL FOR GRIZZLY SLOUGH PROPERTY LEASE & AGRICULTURAL INFRASTRUCTURE IMPROVEMENT PROJECT

A maximum of ten (10) pages may be submitted (exclusive of the introductory letter, maps, drawings, etc.).

Proposals should contain, at a minimum, the following information in the order listed.

#### 1. **Introductory Letter:**

The introductory letter shall be addressed to:

Cosumnes River Preserve  
Attn: Preserve Manager  
13501 Franklin Boulevard  
Galt, CA 95632

The letter shall include a primary contact name, mailing address, telephone number, facsimile number, email address, and a brief summary of your interest in, and intentions for, the property. The letter shall be signed by a person authorized to legally bind the individual or firm to a lease agreement.

#### 2. **Qualifications and Experience:**

- Briefly introduce yourself or your firm, identify the lead person that will be the primary point of contact for the BLM, and provide a brief summary of the administration, organization, staffing, etc. as needed to successfully introduce yourself or your firm. If your proposal includes sub-contractors, please provide a summary of the same information for them as well.
- Provide a description of past performance on projects similar in nature and scope to one outlined in this solicitation. Include references for past performance including client names, addresses, and telephone numbers for each.

#### 3. **Agricultural Work Plan**

The work plan should indicate the individual or firm's ability to meet each specification as outlined in this solicitation. The work plan shall include:

- Proposed crop type, rotations, schedules, grazing regimes, etc.;
- Anticipated water use on an annual basis;
- Agricultural infrastructure design, specifications, etc.;
- Cost estimate of infrastructure improvements;
- Proposed annual lease payments and schedule; and
- Other information deemed valuable to ensure the reviewers fully understand what is being proposed (e.g., maps, drawings, past performance records, etc.).

#### 4. Conflict of Interest Statement

The individual or firm shall disclose any financial, business or other relationship with the BLM and/or the City that may have an impact upon the outcome of the contract/lease agreement. The individual or firm shall also list all current clients who may have a financial interest in the outcome of this contract/lease agreement. The individual or firm shall also disclose any financial interest or relationship with any construction company qualified to submit a bid for the agricultural infrastructure improvements.

#### 5. Proposal Delivery

At least one original copy of the proposal under a signed cover letter must be submitted in order to be considered for this project. The proposal must be clearly marked with the individual or firm's name and "Proposal for Grizzly Slough Property Lease and Agricultural Infrastructure Improvements" and delivered to: **Cosumnes River Preserve, ATTN: Preserve Manager, 13501 Franklin Boulevard, Galt, CA 95632.**

**The deadline for proposal submittals is 5:00 p.m., Friday, March 4, 2011.**

**A mandatory pre-proposal site visit will be held on February 23 2011, at 10:00 a.m. at the Grizzly Slough Property (meet at the gate on New Hope Road at Grizzly Slough).**

Proposals received after the time and date specified above will not be considered and will be returned unopened to the proposer.

Any proposal received prior to the time and date specified above may be withdrawn or modified by written request of the proposer. To be considered, however, the modified proposal must be received prior to the time and date specified above.

Unsigned proposals or proposals signed by an individual not authorized to bind the prospective bidder/lessee will be rejected.

This Request for Proposals does not commit the BLM or the Department to award a contract/lease agreement, to pay any costs incurred in the preparation of a proposal for this request, or to procure or contract for services. The BLM and the Department reserves the right to accept or reject any or all proposals received as a result of this request, to negotiate with any qualified individual or firm, or to modify or cancel in part or in its entirety the Request for Proposal if it is in the best interests of the BLM, the Preserve, or the Department.

All products used or developed in the execution of any contract/lease agreement resulting from this Request for Proposals will remain in the public domain at the completion of the contract.

Contract/lease agreement award as a result of this Request for Proposals will be made without discrimination based on race, color, religion, age, sex, or national origin.

**APPENDIX B - EVALUATION CRITERIA**  
**REQUEST FOR PROPOSAL**  
**FOR**  
**GRIZZLY SLOUGH PROPERTY LEASE**  
**&**  
**AGRICULTURAL INFRASTRUCTURE IMPROVEMENT PROJECT**

The proposals will be screened by a selection committee and rated on the components as described below. The questions below each component are examples only and are meant to assist you in preparing a good proposal. It is not mandatory that you answer every question. A proposal can earn a maximum of 60 points

**1. Technical Merit of the Proposal (10 points)**

Does the proposal address the requested scope of work in enough detail to adequately evaluate its merit? Is the proposal well written and understandable? Are maps, drawings, pictures and other visual aids included in the proposal packet as needed to fully evaluate the proposed actions? Does the proposed scope of work, crop type, rotations, schedules, grazing regimes, etc., make the best use of the property?

**2. Benefits to Resident and Migratory Wildlife Species at the Preserve (10 points)**

Do the proposed actions and crop type, rotations, schedules, grazing regimes, etc. benefit wildlife species that will use the Property? How many species would benefit from the proposed actions?

**3. Infrastructure Improvements Cost-Benefit Ratio (10 points)**

Does the cost of the infrastructure improvements balance out with the benefit of the proposed actions on the Property and the proposed rental payments?

**4. Proposed Lease Rental Payments (10 points)**

Are the proposed rental payments commensurate with current local prices for similar land, crops, or livestock rates?

**5. Demonstrable Past Performance on Leases/Contracts (10 points)**

Does the proposal describe the submitter's past performance on similar types of leases? Are any references listed?

**6. Demonstrable Agricultural Experience (10 points)**

Does the proposal describe the submitter's agricultural experience in enough detail to evaluate their ability to install, maintain and repair the infrastructure necessary to conduct successful wildlife-friendly farming operations on the Property? Are any references listed?

If necessary, individuals or firms that submitted the most highly ranked proposals may be invited for an interview. After this process a selection will be made and the successful bidder will be notified by the Preserve Manager. The BLM and Department will then begin negotiations with the successful bidder to finalize the scope of work and contract/lease agreement. The BLM expects to make a decision and begin the contract/leasing process no later than March 30, 2011.