

A Guide to Commonly Asked RFP Questions



*Compiled from Federal, State and Local Grazing
Lease Request for Proposals*

Prepared by the Alameda County RCD and the UC Cooperative Extension for
the Grazing Lease Proposal Workshop

June 29, 2017

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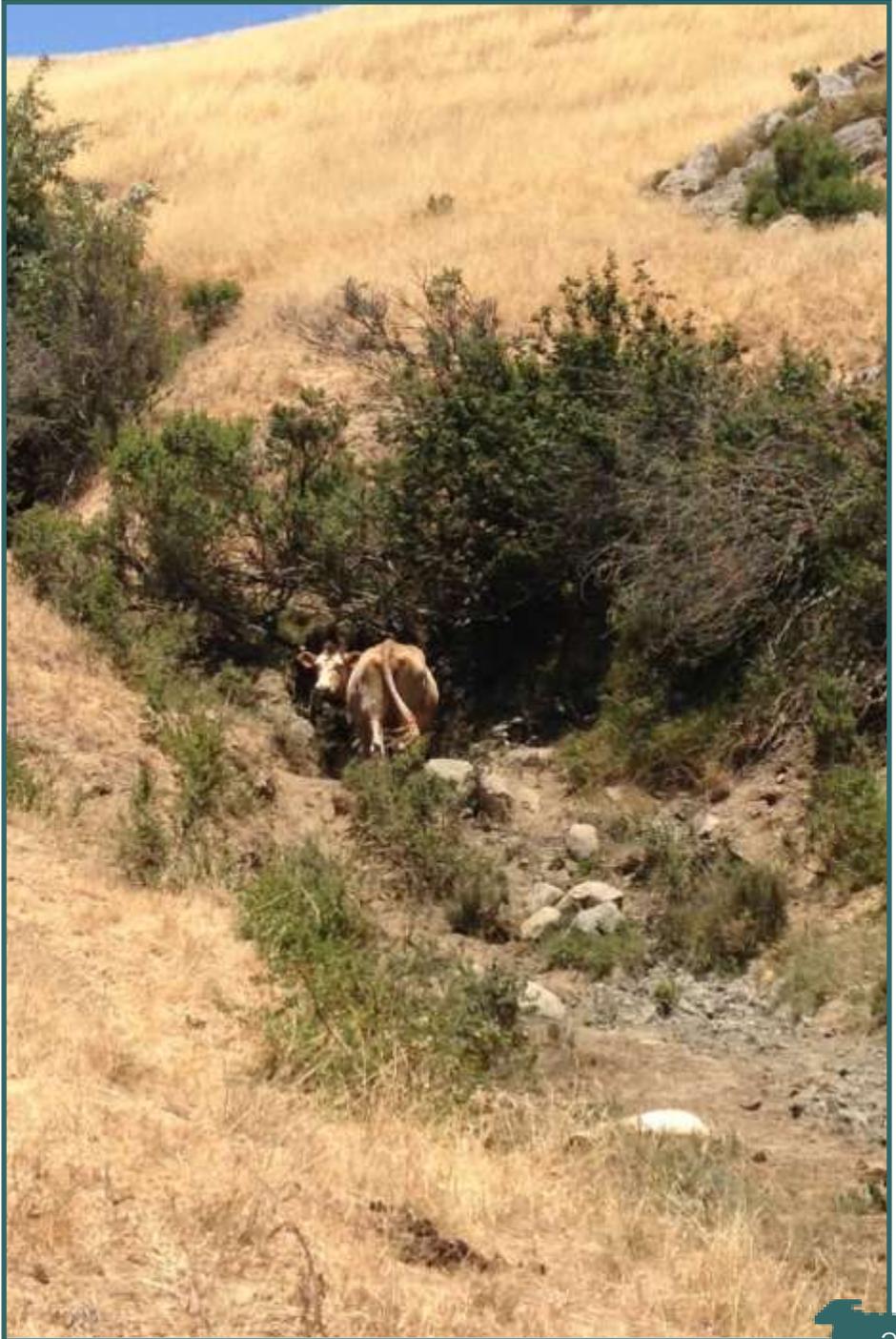
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Personal Qualifications

- Years of experience managing livestock operations?
- Years of experience managing livestock on lands with other specific uses? (i.e. lands managed for recreation, wildlife habitat, special status plants...)
 - Describe your experience managing grazing operations under a resource management plan, grazing plan, grazing prescription or other such document to achieve or meet specific resource management goals.
 - Describe how you have achieved resource management goals in other operations.
 - Describe your experience managing a grazing operation on public lands / recreation areas.
- Describe your business operation and areas of specialization and expertise.
- Experience with rangeland improvements / infrastructure maintenance (fencing / water development / roads)?



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- Provide examples of infrastructure you have completed as relevant.
 - Experience with Integrated Pest Management?
 - List invasive species you have used grazing to control. Describe your experience doing so, including methods, techniques and other resources you employed to reduce invasive plants.
 - Describe outcomes (positive or negative).
 - Management of riparian and wetland areas?
 - Number of head of cattle?
 - Equipment owned or readily available?
 - Currently ranching on public or private land?



Proposed Livestock Operation

- Submit a grazing plan for the land unit.
- Describe the number and kind of livestock you plan to use.
- Describe how the land unit would be used in conjunction with other properties in an overall livestock grazing operation.
- Describe how you would determine when and if the leased property is ready for grazing.
- Describe your approach to measuring residual dry matter (RDM) in grasslands. Include examples of RDM monitoring in the past and additional techniques utilized to monitor grassland habitats.
- Describe how (techniques and frequency) you will monitor range health conditions in each grazing unit.
- Describe how you would use grazing to benefit a special status species (and which species).



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- Describe adaptive measures you would use to reduce the risk of livestock / human conflicts on grazed properties.
 - If, because of drought or another uncontrollable circumstance, this grazing opportunity was reduced or revoked, where would you move your cattle? Describe the impacts on your operation.
 - Describe how you would collaborate with the Agency to meet its objectives related to threatened and endangered species conservation, migratory bird habitat management, and pest plant control.
 - Describe how you would determine that your livestock are healthy prior to being introduced to the property, and ensure that they remain so throughout the lease period.



Staffing & Employee Management

- List all key personnel and employees involved in your livestock operation; This may include job title, job description, years of experience, and area(s) of expertise.
 - Include relevant certifications, education, and specialized training if applicable. Indicate who the main point of contact will be for day-to-day operations and describe best methods for contact and availability.
- Describe the need for site presence and how often you and/or your employee(s) plan to be on the property.
 - Indicate your expected presence on the property based on season (calving, shipping, improvements, etc.)
- Describe the availability and expected response time (minimum and maximum response time, in minutes or hours) of the operator or employees of the



operator, in the event of an emergency, such as a livestock/human conflict, sick or injured livestock, cattle on a roadway, etc.

- How often will you monitor range health conditions in each pasture and who is responsible for determining when pasture rotation is necessary?
- **Describe how you plan to work with the Agency's** rangeland technician to determine range readiness, changes in stocking rate, and pasture rotations.
- Have you ever worked with the Natural Resources Conservation Service (NRCS), County Resource Conservation District (RCD), or applied for grant funds to assist in infrastructure improvements relevant to your livestock operation?
 - Do you plan to utilize these services to assist with improvements on Authority property?
- What is your preferred method(s) of communication?



Infrastructure & Improvements

- Describe your maintenance and improvement plans **for the unit's infrastructure (fencing, water resources, gates, roads, etc.)**.
- Describe, in detail, your ability and experience to perform the following infrastructure work:
 - Ranch road maintenance and repair (grading, culverts, water diversions, etc.)
 - New fence/gate installation and repair of existing fences gates
 - Spring development, spring box repair/maintenance, trough repair/maintenance, and water line installation
 - Development, repair, and maintenance of corals and shipping facilities
 - Site cleanup/debris removal
- Describe anticipated response times for emergency infrastructure repairs and how response time will be achieved.



Financial Qualifications

- Provide written evidence of the applicant's ability to make timely rent payments.
- In the past ten years, have you, your partners, and/or subcontractors defaulted in the performance of a contract or lease related to your livestock operation, **leading to the termination of your contract? If "YES" please explain.**
- Are you, your partners, and/or subcontractors currently involved in any litigation or bankruptcy proceedings which now or in the future could affect your ability to pay rent or perform within the terms **of the lease agreement? If "YES" please explain.**
- In the past ten years, have you, your partners, and/or your subcontractors had any lawsuits filed against **you related to your livestock operation? If "YES" please explain; include parties involved & outcome.**
- Do you, your partners, and/or subcontractors have any civil or criminal litigation pending in relation to livestock and/or agricultural production? If **"YES" please explain.**



