



Request for Proposals

Project Name: Rosebud Farm Company – Grain Milling Operation Feasibility Study

Company Name: Rosebud Economic Development Corporation (REDCO)

Project Due Date: February 25th, 2022

Contact: Koby Hagen

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Introduction

The Rosebud Farm Company (RFC) is a subsidiary of the Rosebud Economic Development Corporation (REDCO). Founded in 2013, RFC has managed 1,400 acres of irrigated farmland and 600 acres of non-irrigated farmland through local farm contracts. It has been steadily building its capacity to directly farm this acreage as well as develop a long-term strategic agricultural plan to support food sovereignty for the Sicangu Lakota Oyate (Rosebud Sioux Tribe).

While the Sicangu Lakota Oyate's food practices have not historically centered around large-scale agriculture, creating regional food and agricultural hubs and sub-hubs is an essential piece of economic development and food sovereignty for tribal communities across the United States. According to the Native American Agricultural Fund (NAAF), Native American farmers sold \$3.54 billion worth of agricultural products ("Reimagining Native Food Economies: A Vision for Native Food and Agriculture Infrastructure Rebuilding and Recovery"). This was only 8% of the food's total value, where the remaining revenue earned was generated in food processing, trade and food services by non-tribal entities.

The Rosebud Sioux Tribe is land rich yet infrastructurally deficient. Its land area span about 1,970.362 square miles, where 85% of the 34,947 enrolled tribal members reside. Within this landscape, there are only three grocery stores, eight convenience stores, and three stand-alone venues to purchase prepared foods on the reservation. Most of the products within these food sources are imported from afar, nutritionally deficient, and are not relevant to sustaining cultural food practices into the future. Moreover, many of these agricultural products sold are not organic and they are vulnerable to climate change weather extremes. If reliance on these imported agricultural products continues, food insecurity

will increase, and food system economic development will be hindered within tribal communities like the Sicangu Lakota Oyate.

To counteract food insecurity, build food sovereignty, and create a circular food and agricultural economy, RFC is planning to implement specialty crop production, investment in innovative farm practices and infrastructure that can withstand climate change, and build regional agricultural hub operations to foster local economic development.

Project Overview

In the next five years, RFC aims to bolster food security through local and innovative production of regional food crops and products, including grain production and processing. To do this, we need to create a feasibility study for a carbon neutral grain milling facility. We hope this milling operation will be able to supply our local Rosebud Sioux Tribal communities (~34,000 people) and businesses with the diverse flour products they need. We also want to understand the possibility and costs to export organic milled products to regional markets.

We want to explore the facility size required for optimal operating levels as well as resilient design options (LEED certification, carbon neutral building options, and others) as well as options for renewable power for the facility. The facility will operate year-round. We seek to know what types, if any, of renewable energy design can be incorporated into this milling operation.

Project Goal

By 2024, RFC will design and build a carbon neutral grain milling operation facility that will meet the following goals:

- A grain milling operation that can process local organic grains to meet the demands of tribal members and businesses, and regional markets
- Demonstrate a carbon-neutral operation that closes the regenerative raw crop to product aspect the flour supply chain

To do this, we are seeking an operation feasibility study to understand how much it will cost to design, implement, and sustain as well as identify planning, financing, and market resources for this project.

Scope of Work

The scope of work will highlight the feasibility of building a grain milling operation on the Rosebud reservation. Not only do we want to know the costs of building and operating a conventional facility; we would like to explore a green design overlay to a mid-scale facility. We want to understand the upfront costs and savings of a carbon-neutral grain milling facility design as well. A feasibility study will include the costs, personnel, and potential implementation timeline of this option. The following deliverables must be included in the scope of work to complete this feasibility study.

Deliverables

We aim to have a feasibility study that contains the following deliverables:

- An outline of a grain mill facility operational needs; including grain and flour storage facilities
- Regional organic grain supply and demand analysis
- A description of best operating levels
- Annual revenue and profit projections
- Staffing requirements to run the entire operation
- Infrastructural requirements and costs
- Recommendations for a carbon negative facility
- Equipment requirement and costs
- A list of all grains and other dry crops that could be processed with equipment in this facility
- Detailed list of potential buyers and regional markets
- A list of financing and grant options to jump-start the operation design and implementation
- Overall assessment of the feasibility of the operation facility

Anticipated Selection Schedule

The Request for Proposal timeline is as follows:

Request for RFP: October 18th, 2021

Deadline for Questions: November 5th, 2021

RFC Responds to Questions: November 8th, 2021

Quotes from Service Providers Due: November 19th, 2021

Selection of Service Provider: November 23rd, 2021

Project due: **February 25th, 2022**

Time and Place of Submission of Proposals

Respondents to this RFP must submit their proposal by November 19th, 2021. Responses should be clearly marked “RFP - **Rosebud Farm Company – Grain Milling Operation Feasibility Study**” and mailed or delivered to the contact person listed above. Responses may also be submitted via email: please email koby@sicangucorp.com with the subject line “RFP: **Rosebud Farm Company – Grain Milling Operation Feasibility Study**” with the proposal attached as a pdf.

Timeline

The project is to be completed by **February 25th, 2022**.

Elements of Proposal

A submission must include, at a minimum, the following elements:

1. Description of the firm or organization including a general overview and names and credentials of the team who will be completing the project.
2. A one-page narrative outlining the organizations strengths and distinguishing skills or capabilities as they relate to the project.
3. A proposed budget for the project, including a breakdown of the time and cost requirements for each deliverable outlined in the ‘Project Goals’, ‘Scope of Services’ and ‘Deliverables’ sections.
4. Testimonies from past clients.
5. May include previous examples of completed feasibility studies.

Evaluation Criteria

The successful respondent will have been operating continuously and offering consulting services for a minimum of 24 months.

The education, experience, knowledge, skills, and qualifications of the firm and the individuals who will contribute to the project.

The competitive cost of services.

The expertise of the firm in completing similar studies or projects.

Tribal affiliation will also be considered. REDCO is a tribally chartered corporation under the Rosebud Sioux Tribe (RST), and as such follows the tribe’s procurement policies. Indian preference therefore applies. However, all service providers are invited to apply, and evaluation of other criteria in addition to

tribal affiliation will play a significant role in the selection process. The selected service provider will be required to have or obtain a Rosebud Sioux Tribe business license prior to commencement of the project.

Possible Roadblocks

Potential roadblocks may include a lack of information for mid-scale milling operation costs in remote rural areas. Moreover, the costs of raw materials and equipment is fluctuating weekly due global supply chain disruptions.

Budget

The ideal project budget is \$15,000, with the possibility of up to \$20,000 for the right proposal. The budget includes all costs incurred by the service provider in completion of the project, including any travel expenses that may be necessary for visits to Rosebud communities.