

# *Bureau of Environmental Field Services*

## *Watershed Management Section*

[Kansas WRAPS – Watershed Restoration Protection Strategy \(kswraps.org\)](http://kswraps.org)

### *Request for Proposal (RFP)*

## *Contract for Technical Assistance/ Consultations for Regenerative Agriculture on a Watershed Basis*

We look forward to your proposals and the opportunity to work together in promoting regenerative agriculture and improving water quality within our watersheds. Thank you for your interest!  
Please Complete the attached Proposal document and submit to KDHE Watershed Management Section

## Overview

The Kansas Bureau of Environmental Field Services, Watershed Management Section, is inviting proposals from qualified consultants or organizations to provide technical assistance and consultations through workshops, presentations, and individual producer consultations. The primary focus will be on implementing regenerative agriculture practices within a designated watershed area, aiming to improve water quality.

Applicants must obtain a Unique Entity Identifier Number (UEIN) from [sam.gov](https://sam.gov). Approved contracts with recipients of federal agencies, higher education institutions, and non-profit organizations are classified as subawards. Other applicants will require prior approval from the EPA before entering into a contract with KDHE and receiving federal 319 funding.

All subrecipients must adhere to procurement regulations outlined in 2 CFR Part 200 when acquiring services, supplies, or equipment. Pass-through entities are responsible for ensuring that their subrecipients comply with the Uniform Grant Guidance (UGG) standards during the procurement process.

## Objectives

1. **Workshops and Presentations:** Develop and deliver educational workshops and presentations that cover the principles and practices of regenerative agriculture, focusing on their impact on water quality.
2. **One-on-One Producer Consultations:** Offer personalized consultations for agricultural producers within the watershed to assess current practices, discuss water quality studies, and develop tailored strategies for implementing regenerative practices.
3. **Data Analysis and Recommendations:** Analyze water quality data and provide actionable recommendations for producers to enhance water stewardship and agricultural sustainability.

## Scope of Work

The selected consultant or organization will be expected to:

1. **Conduct Needs Assessment:** Assess the current knowledge and practices of producers regarding regenerative agriculture and water quality issues.
2. **Develop Educational Materials:** Create informative resources and tools for use during workshops and consultations.
3. **Facilitate Workshops:** Organize and lead a series of workshops (in-person and/or virtual) that address regenerative agriculture practices, with a focus on water quality benefits.
4. **One-on-One Consultations:** Schedule and conduct individual consultations with producers to discuss specific practices, review water quality data, and provide tailored recommendations. This will include reviewing soil health analysis (PLFA, Haney, aggregate stability) each producer results cover crop mix planting and management recommendations, fertility program guidance, with all participating farmers' (approximately 10 some with multiple fields). Soil sample collecting and shipping to lab will be included in the farm field consultation activity. The contract for the USGS study will expire in 2028 when all data collection, analysis, reporting etc. will be completed.
5. **Follow-up Support:** Offer ongoing support and resources for producers after workshops and consultations to ensure successful implementation of recommended practices.

## Proposal Requirements

Interested parties should submit a proposal that includes the following:

1. **Company/Organization Profile:** Background information, including qualifications, experience, and relevant projects.
2. **Project Approach:** Detailed description of how the objectives will be met, including methodologies for workshops and consultations.
3. **Work Plan:** Timeline of activities, including milestones for workshops and consultations.
4. **Budget:** Detailed budget outlining costs associated with the project, including fees for services, materials, and any travel expenses.
5. **References:** At least three references from similar projects or clients.

## Submission Instructions

Proposals must be submitted electronically in PDF format by October 31, 2024. Submit Proposals to: [KDHE NPS <kdhe.nps@ks.gov>]. Late submissions will not be considered.

## Evaluation Criteria

Proposals will be evaluated based on:

- Experience and qualifications of the consultant/organization.
- Clarity and feasibility of the project approach
- Cost-effectiveness of the proposed budget
- Feedback from references

## Timeline

- **RFP Release Date:** 9/19/2024
- **Proposal Submission Deadline:** 10/31/2024
- **Selection of Consultant:** 11/01-12/01/2024
- **Project Start Date:** 01/01/2025-12/31/2026

## Contact Information

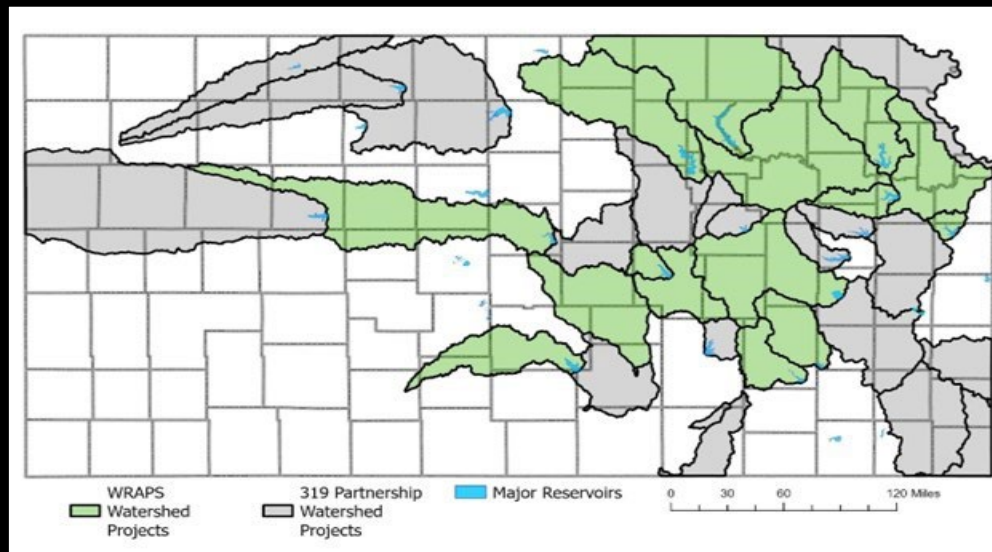
For any inquiries regarding this RFP, please contact

Clint Goodrich [KDHE] <Clint.Goodrich@ks.gov>

or

Christina L. Cisneros [KDHE] <Christina.L.Cisneros@ks.gov>

(Figure 1. -  
Kansas  
Watershed  
and  
Protection  
Strategy  
(WRAPS)  
watersheds)



### Examples of services requested:

**Technical Assistance:** support will include reviewing soil health analysis results (PLFA, Haney, aggregate stability) Offering recommendations for cover crop mixes and management strategies. Providing guidance on fertility programs for approximately 10 participating farmers per watershed selected, some of whom manage multiple fields. Collecting soil samples during field consultations and facilitating their shipment to the lab. Proposals may include any WRAPS Watersheds, but must include the areas identified below. The two priority areas include the USGS study and General Mills Study. (The contract for the USGS study is set to conclude in 2028, encompassing all data collection, analysis, and reporting activities)

**Workshops:** Conduct workshops focused on soil health, aimed at enhancing farmers' understanding and implementation of best practices.

#### (Area 1) Cheney Watershed

Examples: GM targeted this watershed in conjunction with the Kansas Department of Health and Environment to improve water quality as part of the statewide Watershed Restoration and Protection Strategy. The three-year pilot is comprised of 24 wheat growers in and around the 650,000-acre watershed where more than 99% of the land is used for agricultural purposes.-Needs: **Individual Consultations:** Provide one-on-one consultations and technical assistance to farmers participating in the Cheney Lake WRAPS area, specifically those involved in the General Mills study including educational workshops.

#### (Areas 2) Soldier Creek, Nemaha County, Kansas

Examples: In October 2020, the U.S. Geological Survey, in partnership with the Kansas Department of Health and Environment (KDHE), initiated long-term monitoring of Soldier Creek to assess the impact of soil health best management practices (BMPs) on streamflow and water quality. This study targets a basin identified by KDHE as suitable for large-scale BMP implementation. It aims to quantify changes in sediment, nutrients, pesticides, bacteria, and macroinvertebrate communities, contributing to national hydrologic knowledge and allowing findings to be applied to similar landscapes. Continuous monitoring will include stream stage, flow, temperature, pH, dissolved oxygen, nitrate, and turbidity, as well as sampling for nutrients, sediment, and pesticides. The study will also track environmental factors like precipitation and soil moisture in areas with and without BMPs. Specific Needs:

**Individual consultations/Workshops:** Consults with farmers in the USGS study area on the effects of soil health best management practices on water quality and soil moisture. Advising on cover crop mix planting and management. Guiding fertility programs for the same group of approximately 10 farmers. **Conducting soil sample collection and arranging for lab shipment:** Analyzing soil health results (PLFA, Haney, aggregate stability) for each producer.

# Proposal for Agricultural Consultant Services

## Background



*Example: Our firm, [Your Company Name], has experience in providing agricultural consulting services focused on sustainable and regenerative practices. We understand the unique challenges faced by producers in [Client's Region] and the pressing need to enhance water quality while maintaining agricultural productivity.*

## Client Needs



*Example: Our assessment highlights that producers require tailored support to implement effective regenerative practices that align with both environmental standards and economic viability. Key issues include adapting to changing regulations, improving soil health, and addressing water quality concerns.*

## Expected Benefits



*Example: By partnering with us, the client can expect significant improvements in both environmental and economic outcomes. Implementing our recommendations can mitigate risks such as soil degradation and regulatory non-compliance, while enhancing yields and water quality. Failure to act may result in lost productivity and increased costs over time.*

## Potential Concerns



*Example: We recognize that producers may have concerns about the initial investment and feasibility of adopting new practices. Our approach includes comprehensive risk assessments and step-by-step implementation plans to address these concerns and ensure a smooth transition.*

## Alignment with Client Goals



*Example: Our qualifications include a strong track record of successful project implementations, expert knowledge in regenerative agriculture, and a commitment to continuous support. Our proposed solutions are designed to align closely with the client's goals of sustainability and improved water quality, positioning us as the ideal partner for this initiative.*

## Rationale



*Describe your reasons for developing the project as you have proposed it. You may need to justify why you have chosen your unique approach. Consider including the following points in your rationale.*

- *Research*
- *Market opportunities*
- *Alignment with mission*
- *Current resources/technology*

## Execution Strategy



Summarize your strategy based on your research into the client's needs, your experience in providing similar services to other clients, etc.

## Technical/Project Approach



Describe the details of how the project will be managed from start to finish. This will include your specific methodologies for completing deliverables, project management tools and techniques, communications with the client, methods to evaluate and mitigate risk, and how the project will be evaluated.

## Resources



Describe the resources you have in place or plan to acquire, such as qualified contractors, facilities, and technology.

## Project Deliverables

Following is a complete list of all project deliverables:

Deliverable	Description

## Timeline for Execution



Summarize the timeline of project-related events from start to finish.





Key project dates are outlined below. Dates are best-guess estimates and are subject to change until a contract is executed. In the table that follows, include all important dates related to the project, broken down by date and duration. The descriptions shown are for illustration purposes only: replace them with meaningful descriptions related to your project. Items can include such things as payment and project milestones, installation schedules, meetings, or reviews.

Description	Start Date	End Date	Duration
Project Start			
Milestone 1			
Milestone 2			
Phase 1 Complete			
Milestone 3			
Milestone 4			
Phase 2 Complete			
Milestone 5			



**Expected Results** Describe the results expected from the project and why your approach will achieve those results. *We expect our proposed solution to KDHE 's requirements to provide the following results:*



Use this section to describe less tangible benefits such as increased morale or improved customer satisfaction.

**Technical Benefits:**

**Other Benefits**

**Financial Benefits:**



## Budget- Total Project Cost

Description	Price
Consultant Services: (Consultant(s) Name) (Rate per hour) (years' experience) (Total time in hours on this project)- Consultant CAPS apply	\$
(Name) (RPH) (Title/YRS of Serv) (Total Time on Project)	\$
(Name) (RPH) (Title/YRS of Serv) (Total Time on Project)	\$
(Name) (RPH) (Title/YRS of Serv) (Total Time on Project)	\$
Field Supplies: (haney test, lab fees, ..etc)	\$
Field Supplies: (Description)	\$
Lab Cost: (Description: Lab Name/cost per unit)	\$
Haney Test (# of) (cost per unit)	\$
Workshop Supplies and materials: /Marketing Supplies/services	\$
Description:	\$
Other: (Describe other cost associated with scope of work)	\$
Description:	\$
Description:	\$
Description:	\$





Match (provide details)		\$
Description: (General Mills)		
Category	Total Requested Funds	Match
Consultant fees	\$	\$
Supplies	\$	\$
Workshop Expenses	\$	\$
Other	\$	\$
Total	\$	

### Supplied Material

The following materials are to be supplied by KDHE for this project. For (name) to meet project milestones, this material must be supplied on schedule. The due dates included in the following table represent our best guess based on current proposed project dates:

Materials to be supplied by KDHE, BEF, WMS	Due Date*



### Qualifications /References

(Name) is continually proven to be an industry leader for high quality/guaranteed product/service in the following ways: Describe what sets your company apart from your competition (your unique selling proposition).





Describe the strengths of your company, focusing on specializations that are most relevant for this project. As appropriate, include additional strengths of your unique selling proposition that provide benefits the customer may not have articulated. Identify qualifications that support your ability to address specific client needs for the project. Provide information that shows how you can meet the required schedule, such as staffing/subcontractors and percentage of time devoted to the project.

## Conclusion



Close out the proposal with a statement that demonstrates your concern for the client and their needs, your expertise, and your willingness to help them solve the issues in question. Include any expected next steps and note the ways they can get in touch with you.

X

Sponsoring Organization

