



Request for Proposal for Procurement of Cover Crop Technical Assistance Services

This Request for Proposal (RFP) is issued to provide technical assistance to farmers to implement climate-smart cover crops in their operation for Gevo's Farmer Grower Program.

Primary Contacts

Contact	Title	Phone	Email
Heather Manuel	VP of Communications & Marketing	303-883-1114	Hmanuel@gevo.com
Kevin Hodges	Head of Feedstock & Agriculture	314-225-8042	KHodges@gevo.com

Table of Contents

Section 1: About Gevo

- Company Background
- Ideal Customer
- Technology Stack
- Competitors

Section 2: Program or Project Objectives

- Objective Summary
- Scope of Work
- Schedule

Section 3: Criteria for Response

- Evaluation Criteria
- Presentation / Proposal Requirements

Section 4: Terms and Conditions

Section 1: About Gevo (USDA Program)

Background:

Gevo is a leading renewable chemicals and advanced biofuels company. We are dedicated to delivering low carbon sustainable fuels and chemicals. The greenhouse gas CO₂ is our renewable carbon source. We know it's possible to replace the non-sustainable, greenhouse gas generating fossil carbon-based chemicals and fuels used all across the world today with renewable carbon alternatives. Our technologies make it possible. We want it all: fuels for cars, airplanes, trucks, small engines, boats, and ships. We want to replace the carbon source for major packaging plastics like polyester and polypropylene. Done right, we enable production of protein that helps feed the world. With sustainable farming, we can help farmers capture CO₂ in the soil, improving soil quality. Together, with our customers and partners we can change what's possible and do our part to positively change the world.

Target Audience for project work:

The consultant would assist Gevo in the utilization of cover crop project within the GEVO Climate-Smart Farm-to-Flight Program to drive production of low carbon intensity (CI) corn. Corn farmers are the ideal target audience for the technical assistance to be provided by the consultant selected from this Request for Proposal (RFP). The goal is to train farmers on the best practices for implementing climate-smart agriculture at the field level and assist with education and local training for climate-smart ag practices which lower the CI of their commodity. Corn farmers would be provided the information they need to engage in, track, and report the data for regenerative agriculture practices to receive a competitive price for lowering the carbon intensity of their commodity.

Current Marketing Technology Stack:

- Marketing Automation platform: Google Cloud Products
- CRM platform: Google Cloud Products, Salesforce and Slack
- Current Gevo website (undergoing redevelopment)
- Social Media monitoring and engagement via Meltwater
- Verity Tracking platform (internal build)

Competitors:

Regrow	https://www.regrow.ag/
CIBO	https://www.cibotechnologies.com/
Indigo Ag / Carbon	https://www.indigoag.com/

Section 2: Program or Project Objectives

Project or Program Objectives:

The proposed project will address and mitigate the two major market barriers to climate-smart corn-based biofuel commodities for sustainable aviation fuel (SAF) production: (1) an inadequate supply of verifiable low-carbon intensity corn that can be delivered to biofuel facilities for SAF production, and (2) lack of availability of biofuels produced from low-CI corn, such as SAF, despite ongoing growth and demand.

The project will be centered primarily within the corn growing geographies of north central US, specifically Minnesota, South Dakota, Nebraska, Iowa and the SAGE tribal community surrounding Standing Rock, South Dakota. GEVO is engaging in extensive research to demonstrate and verify the environmental benefits and improvement in soil health due to the conservation practices initiated by participating agricultural producers. Gevo is partnering with farmers to implement multiple new tillage techniques, which will reduce or even eliminate traditional deep soil tillage passages and lower the carbon-intensity score of the corn produced.

The insufficient market supply of low-CI corn is the result of several factors including an absence of effective educational outreach and technical support to farming producers to promote the adoption of climate-smart agricultural practices and a lack of marketing demand for low-CI corn and the lack of an organized system to monetize low-CI corn for farmers. Gevo has a dual role of working with joint-venture partner Verity Tracking to create a system to mitigate these challenges while simultaneously educating and partnering with farmers, communality leaders, and industry to install long-term and economically viable solutions.

Scope of Services:

The successful proposer shall provide all necessary services to provide technical assistance to farmers to implement climate-smart cover crops in their operations including but not limited to the following:

- Organize and present up to 4 webinars per year for enrolled growers who are interested in adopting cover crops.
- Participate at up to 2 in-person Gevo organized grower meetings per year regarding adoption of cover crops, within a 50-mile radius of Lake Preston.
- Provide boots on the ground technical assistance to up to 30 growers enrolled in the program per year. Technical assistance services would include specific advice as it relates to the individual operation, implementation of cover crops, seed mix specifications, crop rotation, budgetary considerations, crop planning including planting date and termination, and tools required for successful adoption.

- The growers must be located within a 50-mile radius of Lake Preston or within a 50-mile radius of Council Bluffs.
- Drive adoption of cover crops on up to 20,000 acres per year
- Ensure that state standards for seeding and practice implementation are met following NRCS EQIP Program Code 340 in each state cover crops acres are planted.
- Conduct internal meetings with Gevo team to align on desired outcomes
- Analyze data collection protocol on practices implemented, crop inputs, and other factors that go into CI score.
- Other tasks and responsibilities as assigned.

Additional Details:

This is a project that will require specific engagement with the Gevo team to align on overall goals and objectives for the 2023 launch of Net Zero 1 (NZ1) and USDA climate-smart projects.

Examples:

See competitor work

Program or Project Schedule:

Competitive proposals for the services specified will be received by Gevo, Inc via email only to Heather Manuel at hmanuel@gevo.com.

All proposals must be received by April 1, 2023. Gevo Inc. reserves the right to reject any or all proposals in part or whole.

Proposals received after time stipulated will not be accepted and any request for an extension will not be granted on an individual basis. However, Gevo Inc. may decide to extend the submission deadline for all vendors if it is determined that the timeframe is inadequate; an addendum to the RFP may be released and will be posted on the Gevo Inc. Website.

Project Milestones	Deadline
RFP Delivered to Agency	3/1/2023
RFP Questions Period Ends	3/14/2023
RFP Close Date (RFP must be returned no later than this date)	4/1/2023
Proposal Review	4/2/2023
Agency Evaluation	4/7/2023
Award Project to Agency	4/15/2023

Section 3: Criteria for Response

Evaluation Criteria:

All proposals will be evaluated against the following criteria. In your response, please be specific about how you meet or do not meet the line item below.

- Cost
- Agency Experience
- Quality of Services
- Communication and Responsiveness
- Strategic Thinking
- Understanding of Market and Business Challenge
- Alignment with Gevo's Vision

Gevo Inc. will award contracts to the responsible and eligible vendor whose proposal is responsive to the Request for Proposals (RFP) and is deemed by Gevo Inc. to be the most highly advantageous and in the best interest of Gevo Inc. Lowest bidder is a consideration, but not the determining factor. The evaluation will identify those proposals which offer the best combination of expertise and value.

Presentation Proposal Requirements:

At a minimum, vendors must submit all materials requested in accordance with the specifications of this RFP to be considered complete and responsive. With the goal of helping you focus your presentation, we ask that you include the following items in the proposal:

Required Agency Information:

Corporate Overview: Including the number of full-time employees, number of contract employees, office location(s), and date founded.

- Primary markets served
- Number of customers served
- Awards won over the past 3 years

Proposed Solution:

- Detailed explanation of the proposed solution
- Make sure to cover all items in the scope of work
- Identify areas of unique expertise
- Share 3 creative examples from prior work to help explain

References

- Minimum of 3 reference customers

Estimated Budget & Project Plan

- Provide a line-item breakdown of costs associated with the full program. Costs should include fixed pricing, variable pricing ranges, any billable hours, travel expenses, etc.
- All proposals must include a project workback schedule that includes:
 - Timelines
 - Key Milestones
 - Delivery Dates

Section 4: Terms and Conditions

This is an invitation for proposal only.

Gevo, Inc. shall not be obligated in any major to any vendor until a written agreement has been executed.

Gevo, Inc. shall not be liable for any costs associated with the preparation of presentation or proposal materials.

While sub-contracting any phase of the work may be considered, the vendor submitting the proposal must assume full responsibility of the end-to-end process. Vendor must disclose if they are using sub-contracted services as part of the proposal.

Any and all verbal discussions and responses are not binding on either party.

Gevo may issue addenda during the proposal period by the designated official. All addenda become part of the RFP documents and responses must be submitted with the proposal. It is the responsibility of the vendor to establish whether or not Gevo, Inc. has issued any addenda.

Funding for this project will be provided in part by USDA. Gevo Inc. is committed to equitable access to provide equal opportunities for underutilized firms owned by minorities and women. It is further the policy of Gevo Inc. to prohibit discrimination against any firm in pursuit of these opportunities, to conduct its contracting activities so as to prevent such discrimination, to correct present effects of past discrimination and to resolve complaints of discrimination. This policy applies to all professional services categories.

Requests for Clarification Questions regarding this RFP shall be submitted in writing via electronic mail only to Heather Manuel at hmanuel@gevo.com.

