



## Request for Proposal for Soil Sampling and Testing Services

This Request for Proposal (RFP) is issued to provide interested parties with sufficient information to submit proposals for the provision of soil sampling and testing services for Gevo's Farmer Grower Program.

### **Primary Contacts**

Contact	Title	Phone	Email
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# Table of Contents

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## **Section 1: About Gevo**

- Company Background
- Target Audience

## **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. CO<sub>2</sub>, the greenhouse gas 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 CO<sub>2</sub> 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 United States Department of Agriculture (USDA) has selected Gevo's Climate-Smart Farm to Flight proposal for with a \$30 million grant award. The project aims to create critical structural climate-smart market incentives for low carbon-intensity corn as well as to accelerate the production of sustainable aviation fuel to reduce the aviation sector's dependency on fossil-based fuels. The project will focus on the importance of immutable tracking and tracing of the carbon-intensity score starting at the farm production level, through biofuels production, all the way to the sale to an airline company.

## Section 2: Project Objectives

### **Project 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.

**Scope of Services:**

The successful proposer shall provide necessary services for a “measure on measure” approach to quantify and verify the sequestration of carbon through necessary soil testing. The services to be performed by the party selected through this RFP process shall include but is not limited to the following:

- Receive, manage and support soil sampling for organic carbon through dry combustion
- Complete bulk density testing of submitted soil samples.
- Deliver testing analysis results to farmers for calculation of carbon stock levels and bulk density
- Perform testing on approximately 20,000 acres for 2023 cropping season
- Perform testing on approximately 75,000 acres for 2024 cropping season
- Perform testing on approximately 85,000 acres for 2025 cropping season
- Perform testing on approximately 100,000 acres for 2026 cropping season

**Additional Details:**

Requires coordination and engagement with other agencies and vendors that supply ongoing and/or project specific work to Gevo.

**Program or Project Schedule:**

Competitive proposals for the services specified will be received by Gevo, Inc via email only to Mark Ritter at MRitter@gevo.com.

Proposals will be accepted until a vendor has been selected. 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.

<b>Project Milestones</b>	<b>Deadline</b>
RFP Posting Date	3/8/2023
RFP Questions Period Ends	3/22/2023
RFP Close Date	Open until filled
Proposal Review	Upon receipt of proposal
Agency Evaluation	Upon receipt of proposal
Award Project to Agency	After successful evaluation

## 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
- Federal awards won over the past 3 year

### **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 Mark Ritter at MRitter@gevo.com.