



Request for Proposal for Growers-USDA Program GHG and Farm Practice Audits

This Request for Proposal (RFP) is issued to provide interested parties with sufficient information to submit proposals for the provision of annual audits of USDA program costs and data associated with Gevo's Farmer Grower Program.

Primary Contacts

Contact	Title	Phone	Email
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Section 1: About Gevo (USDA Program)

Background:

Gevo, Inc. (Gevo) is a leading renewable chemicals and advanced biofuels company. We are dedicated to delivering low carbon sustainable fuels and chemicals. Carbon dioxide (CO₂), the greenhouse gas, is our renewable carbon source, as it is captured from the atmosphere into biomass through photosynthesis. We know it's possible to replace non-sustainable, fossil carbon-based chemicals and fuels used all across the world today with renewable carbon alternatives. Our technologies make it possible: renewable fuels for cars, airplanes, trucks, small engines, boats, and ships, and replacing 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 United States Department of Agriculture (USDA) has selected Gevo's Climate-Smart Farm-to-Flight program for a \$30 million grant award. The project aims to create 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 focuses 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 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 (CI) 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 is 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 and our project partners are 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. We are 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.

Growers are compensated in a tiered payment structure¹ which includes payment for farm practices as well as carbon intensity outcomes:

- Tier 1: Regen Ag Foundation
 - Soil Biological Microbials
 - Carbon Soil Amendments
 - Soil Genomics Testing
 - GIS Data Collection
- Tier 2: Regen Ag Practices

¹ <https://gevo.com/what-farmers-need-to-know-about-the-gevo-farm-to-flight-program/>

- Reduced Tillage
- No-Tillage
- Carbon Soil Amendments
- Nutrient Management
- Tier 3: Carbon Intensity Reductions Below Midwest Average
 - Carbon Intensity
 - Comparison to Midwest Average

Scope of Services:

The successful proposer shall provide an annual audit of Gevo’s grower program carbon intensity (CI) scores and farm practices used to calculate grower payments. The services to be performed by the party selected through this RFP process shall include, but are not limited to the following:

- Provide an independent audit of supporting monitoring documents and CI calculations that are relied upon to calculate payments to growers over the following growing seasons:
 - 2023, 2024, 2025, and 2026
- Staff the audit of CI calculations with personnel well versed in auditing such calculations and farmer data, ideally including the use of Argonne National Laboratory’s GREET FDCIC calculator and experience with US corn farming data.
- Meet timeline requirements for audit.
- Establish audit procedures according to the Gevo Grower’s program measurement, monitoring, reporting and verification (MMRV) plan and audit protocol framework using a risk-based sampling approach (details of the MMRV plan to be provided after execution of the non-disclosure agreement).
- Produce a deliverable report for each growing season audit which includes documented audit procedures, independence qualifications, and audit results.
- Other services as mutually agreed upon.

Additional Details:

Reference USDA award link here:

<https://www.usda.gov/sites/default/files/documents/gevo-inc-g076-redacted-19jan24.pdf>

Type of Growers:

CI scores are calculated only for corn farming acres.

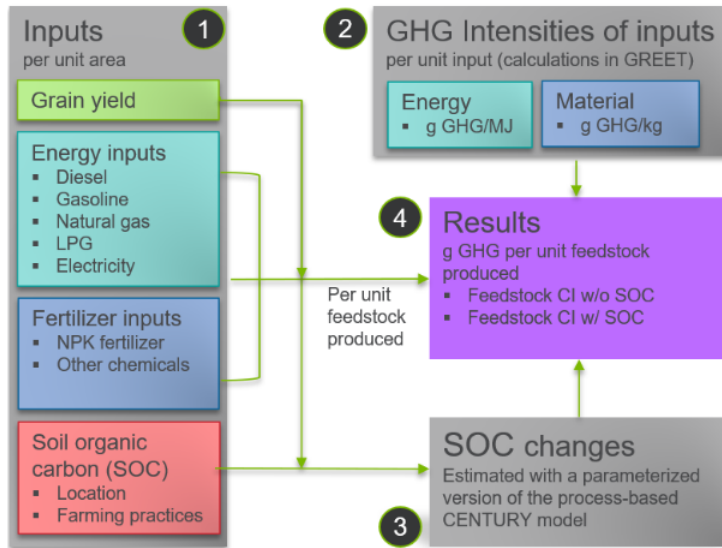
Example Types of Data Collected and Available for Review:

- Data aggregation from on-farm equipment
- Grower supporting documentation
- Program Documentation, including:

- Project Measuring, Monitoring, Reporting, and Verification (MMRV) Plan
- Growers Payments Standard Operating Procedures
- Verity Business Rules related to the processing of data into the ANL GREET FDCIC Calculator to generate CI scores

CI Model Used:

Argonne National Lab GREET Feedstock Carbon Intensity Calculator (FD-CIC). See diagram below from the user manual.



Proposed Audit Scope and Risk-Based Sampling Approach:

- Conduct “basic checks” verification of grower payment summary and supporting documentation to confirm payment calculations are appropriate.
- Conduct “detailed checks” verification of a sample of growers’ ANL GREET FD-CIC CI scores and specifically, inputs which have the largest impact on carbon intensity outcomes:
 - Soil Organic Carbon (SOC) Look-up farm practices
 - Corn Yield
 - Nitrogen Fertilizer
 - Energy use: Diesel
- Employ a sampling procedure to reflect a 90% confidence with a +/- 10% margin of error.
- Identify recommendations for continuous improvement.

Enrollment:

Grower enrollment will grow year over year as evidenced by the projections below.

Estimated Grower Enrollment by Season:

Growing Season	Estimated No. of Acres
2023	55,000
2024	122,000
2025	126,000
2026	132,000

Travel Expectations:

No travel expected. This is a desk audit only and does not require travel to conduct on-site visits. Project meetings will be conducted via Microsoft TEAM's and data will be transferred electronically.

Data Transfer:

This project will require the service provider to have the digital capacity to receive/send data files via SharePoint (or similar) and ensure they remain protected.

Timeline:

Gevo expects annual audits to be conducted not more than 60 days from release of the audit files for each season.

- Example: 2023 growing season data (harvest to harvest) is available following harvest and will be audited in calendar year 2024.

For the first year of audits, we anticipate an additional 30-day onboarding phase to confirm audit procedures.

Gevo will consider applicants which offer a more expedited timeline than estimated below.

Estimated Timeline	Milestone
30 days	Project Kickoff
	Review and confirm audit procedures
60 days	Audit Files for season available for review
	Conduct basic checks
	Select audit samples for further testing and detailed checks
	Conduct carbon intensity verification on selection
	Communicate findings/corrections
	Review response to findings/corrections to clear
Finalize audit report for season	

Deliverables:

- Confirmation of audit procedures, qualifications, and independence
- Final audit report for each season

Confidentiality:

We require our 3rd party auditor to sign a non-disclosure agreement.

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 (cc: Laura Lyman at llyman@gevo.com and Karyn Jones at kjones@gevo.com).

All proposals must be received by May 15, 2024. Gevo Inc. reserves the right to reject any or all proposals in part or whole.

Proposals received after the date stipulated will not be accepted. Any requests for an extension will reviewed 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; in such a case, vendors will be notified and an addendum to the RFP may be released.

Project Milestones	Deadline
RFP Posted to Public	4/12/2024
RFP Close Date (RFP must be returned no later than this date)	5/15/2024
Proposal Review/Award Project	5/24/2024

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

- Company and Individual Professional Experience, including ANL GREET Modelling and Carbon Intensity Verification of corn growers
- Quality of Services
- Communication and Responsiveness
- Strategic Thinking
- Understanding of Market and Business Challenge
- Alignment with Gevo's Vision
- Time to Complete Work, with special consideration for expedited timeline

Gevo will award contracts to the responsible and eligible vendor whose proposal is responsive to the Request for Proposals (RFP) and is deemed by Gevo to be the most highly advantageous and in the best interest of Gevo. 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:

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

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 (cc: Laura Lyman at llyman@gevo.com and Karyn Jones at kjones@gevo.com)