

**Ann Arbor Township Farm
Request for Proposals
July 2, 2020**

Goal for township farm: The township farm serves as a valuable land and infrastructure resource for local, small farms – and our goal is to keep it active and contributing to this growing local community need.

Ann Arbor Township owns 153 acres of preserved farm land located at 4400 Pontiac Trail. Approximately 40 acres are adjacent to small barn and have been operated for 9 years as an incubator for small farm operations using organic practices as is also known as Tilian Farm. The site also includes:

- 30x48 ft propane heated transplant production greenhouse space
- Two, 30ft x96ft hoophouses
- Two 30ftx144ft hoophouses
- Small heated wash pack space
- Two small coolbot cooled storages spaces
- Frost free hydrants servicing hoophouses and adjacent fields
- Covered storage in barn
- Hoophouses, washpack and cooler maybe in need of some upkeep and repairs but all is operable/serviceable

The township has recently invested in the property by cleaning the 40 acre Tilian Farm site, planting a perennial grass-legume mix cover crop and installing drain tiles.

The township is currently seeking proposals for a farm, a farm cooperative or a farm incubator organization who wish to have their operations on all or part of the 40 acres with or without use of the listed infrastructure as desired/proposed by the operator. Proposals may be by individual farm operators or a collective of farm operators including non-profit organizations, LLCs or other business structures. Preference will be given to applicants that will continue organic practices. In addition to access to the barn, the township possesses farm equipment that may be included in the lease of the land. Current equipment includes:

- 75 hp 4wheel drive new Holland tractor
- BCS walking tractor with attachments
- 7ft tractor mounted roto-tiller
- 10ft disc
- Brush-hog
- Chisel plow
- Water wheel transplanter
- Plastic mulch layer
- Field Cultivator

Proposals should be sent electronically to johnallison@comcast.net. Applications submitted between October 1 and November 15, 2020 will be considered. We anticipate completing evaluation and selection to enable a January 2, 2021 start date.

The township will evaluate these proposals based on the following criteria:

1. Viability of the farm operation as demonstrated by a well-developed and realistic business plan and demonstrated skill, experience, and aptitude to execute that plan.
2. Preservation/enhancement of soil quality and organic farming practices.
3. Positive recommendation from previous farmland-lord and or employer attesting to applicant(s) potential as farm operator and or track record as a good farm land tenant. If previous farm experience is on land you owed please provide an equivalent relevant recommendation that speaks to your potential as a farm operator and a good tenant

Proposals should include the following:

1. Farm owner(s) name(s), address, phone number and email address.
2. Business plan including: crop production plan, targeted market outlets, marketing plan, projected annual operating budget including costs and revenues, projected start up and or relocation costs and or resources.
3. Cover letter and resume detailing previous farm management and or other relate experience as well as addressing reason for wanting access to Tilian land and or infrastructure and how it fits into your short and long term goals.
4. Land stewardship plan
5. Planned utilization of the township barn and other infrastructure
6. Planned utilization of the township farm implements
7. Proposed lease rate and length of term
8. For those organizations proposing a cooperative use of the land a cooperative agreement plan must be provided as described below.
9. For those organizations proposing an incubator farm operation an incubator operation plan will be required as described below.

Cooperative Agreement Plan

For cooperative operations, a cooperative agreement plan must be provided. In addition to items 1-7 above, the following additional information shall be provided:

- a) Cooperative principle owners and legal status
- b) Name, address, phone number and email address of primary point of contact
- c) Purpose of the cooperative
- d) Proposed Cooperative Agreement/bylaws to include dispute resolution, collective accountability, financial / business arrangements, procedures for adding or removing members etc.

Incubator Operation Plan

The Tilian Farm has operated as an incubator farm by a variety of non-profit entities for 9 years. A proposal to establish such an incubator shall contain the following:

- a) Incubator principle owner(s) and legal status
- b) Name, address, phone number and email address of primary point of contact
- c) Purpose of the incubator
- d) Method for selection of incubator operators and length of term.
- e) Proposed Incubator operating principles including farm management, dispute resolution, and plans for technical or other assistance, policy for removal of operators for non-compliance with terms of township lease and or violations of incubator rules and principles etc.
- f) Budget and budget narrative
- g) Demonstrated ability, skill, and capacity to achieve stated goals, objectives and outcomes

Proposals for land use larger than the current 40 acres may be considered in the future with appropriate lead time.