

Request for Proposals  
for  
MISSOURI AGRICULTURAL FOUNDATION  
for  
Contractor to Assist in Feasibility Study Development

Opening date: April 30, 2018

Prepared by:  
Mike Johanning,  
Board President  
Missouri Agricultural Foundation

## **Notice to Respondents**

The Missouri Agricultural Foundation requests proposals for a contractor to assist in the development of a comprehensive economic feasibility study, which will be received by the undersigned at the Missouri Agricultural Foundation, 39358 Pin Oak Church Road, Truxton, MO 63381 until 12:00 p.m., CT, May 14, 2018.

The Missouri Agricultural Foundation reserves the right to waive any informality in proposals and reject any or all proposals.

Missouri Agricultural Foundation

By: Mike Johanning  
Board President  
Missouri Agricultural Foundation

## **Introduction:**

The Missouri Agricultural Foundation seeks to contract with an organization (referred to as “Contractor”) to assist in the development of a comprehensive economic feasibility study.

All proposals must be submitted in electronic copy and must not contain passwords or encoding.

All questions should be submitted in written form to the attention of Teresa Lee, Executive Director - Missouri Agricultural Foundation, missouriagfoundation@gmail.com.

The Missouri Agricultural Foundation reserves the right to award the project to a single firm or multiple firms. An award does not guarantee a commitment.

## **Project Scope:**

The Missouri Agriculture Foundation is dedicated to Missouri agriculture and seeks to develop a comprehensive economic feasibility study that explores opportunities for Missouri to increase its value-added food and beverage processing and manufacturing capabilities.

It is expected that during the development of the strategic plan, the Missouri Ag Foundation will receive regular communication and at minimum, one on-site visit from the chosen consultant(s).

- ***Requirements/Deliverables***

- The Consultant will develop a comprehensive economic feasibility study that answers the following questions:

- What is the current status of food and beverage manufacturing in Missouri, including a regional asset inventory of companies, employment, clusters, job force training, and sales totals. Top ten food manufacturing industries, by region, will be listed.
- Determine current agriculture production and commodity manufacturing capacity by region, commodity, products, employees, and contribution to the Missouri economy. This will include feed manufacturing, biofuels, and soybean crushing.
- How does Missouri compare with other states (neighboring and regional) in terms of the ability to support food and beverage manufacturing in terms of raw materials, infrastructure, water, electricity, transportation, workforce training, labor market regulations, incentives, etc.?
- What are the commodities that are currently being produced within Missouri and being shipped out of state for further processing? What are the quantities of these products, and what are the potential financial gains for the state if these were to remain in Missouri for further processing?
- What are the commodities which are produced in other states which could be further-processed in Missouri, and what are the potential financial gains for Missouri?
- How does Missouri compare to other states in terms of the capabilities and potential for food and beverage manufacturing? What would it take for Missouri to be a leader in food and beverage manufacturing?

- What is the potential for food and beverage manufacturing companies to relocate to Missouri? What kinds of regulatory, incentive, and job training actions can facilitate this? What companies or commodity groups can be targeted?
  - What are some of the environmental factors (LEED certification, emissions, waste stream concerns, water/electricity use, reclamation of energy, etc.) that a leading state in food and beverage manufacturing should be cognizant of?
  - What steps can be taken by different entities (government, industry, and academia) within the state to improve the food and beverage manufacturing capabilities of Missouri?
  - What is the current state of interaction and collaboration within various government entities, universities, and companies within the state as far as food manufacturing goes? What can be done to strengthen the network? A review of successful collaborations between government entities, universities and food industry in the US and overseas
  - What is the potential for supplying international markets when it comes to food and beverage manufacturing in Missouri?
  - What Missouri laws and regulations govern food and beverage manufacturing and how does this compare to states with a high food and beverage manufacturing industry?
  - What are Missouri's comparative advantages (labor, natural resources, inputs, transportation, etc.) that can be used to promote the food and beverage manufacturing industry within the state?
  - A review of the top food and beverage manufacturing states and the financial incentives available, i.e., abatements, tax credits, etc.
  - What commodities are transported into Missouri and currently being processed within the state?
  - Missouri is one of the few states that reference timber within agriculture. It's essential that the study reference timber.
  - A review of national and international food and beverage consumption trends and new paradigms that shed light on future opportunities, and future concerns, that a Missouri food and manufacturing industry should understand.
  - An assessment of the pet food industry, which Missouri has considerable production, to determine demand trends and product development trends.
  - A review of Missouri's food-related innovation.
  - Potential economic impact from fostering the growth of the Food and Beverage Manufacturing Industry in Missouri.
- The Consultant will provide a five-page summary of the key findings from the comprehensive economic feasibility study.
  - The Consultant will provide a PowerPoint presentation slide deck to help convincingly present outcomes of the feasibility study.
  - The Consultant will provide a 90 second video, web ready, highlighting the findings from the assessment.
  - The Consultant will present at the University of Missouri – Columbia campus the study findings.
  - The Consultant will provide detailed interim reports outlining what accomplishment have been made toward the project and what will be made in the upcoming reporting period.

For all purposes, it is the intent of this RFP that the successful respondent will begin their work immediately upon award and execution of the contract, with research to be completed and presented by December 15, 2018.

**Proposal Requirements Overview**

Proposals that are submitted for this RFP will include the following information and details:

Brief executive summary

General company information

Description of similar food and beverage manufacturing initiative studies in the past 5 years

Detailed background of team members

Commitment of contractor to complete project by deadline

Description of management approach and methodology to achieve the project objectives

Fees and estimated expenses broken out by phase/stage of project

Disclosure of any real or potential conflicts of interest

**Period of Contract:**

The contractor must complete the comprehensive economic feasibility study — along with a study summary and PowerPoint with key findings — that addresses the objectives identified within the project scope listed above by December 15, 2018.

**Proposal Response:**

Respondents must be clear and concise in responses in order to be fully credited in the evaluation. The bid must include a detailed budget breakdown and description and validation of each expense.