

## ***Request for Proposals***

### Contract Services for Transforming the Farmer to Consumer Supply Chain with Climate-Smart Agriculture Partnerships Project

<b>Request For Proposals Summary</b>	
Release Date	July 17, 2024
Proposal Due Date	September 16, 2024
Submission Portal Link	<a href="https://airtable.com/app5uiDVymr3XzFPH/pag4xagJl712D28Wz/form">https://airtable.com/app5uiDVymr3XzFPH/pag4xagJl712D28Wz/form</a>
Total Contract Pool Funding Amount	Up to \$4,572,000
Available Contracts	Multiple

Carbon A List, LLC- PO Box 53, Hotchkiss, CO 81419

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## INTRODUCTION

This Request for Proposals (RFP) is to support the Transforming the Farmer to Consumer Supply Chain with Climate-Smart Agriculture Partnerships Project (the "Project") funded by the Partnership for Climate-Smart Commodities program offered by the United States Department of Agriculture (USDA). The Transforming the Farmer to Consumer Supply Chain project is led by Carbon A List in partnership with several renowned organizations.

## BACKGROUND

The USDA Partnership for Climate-Smart Commodities program seeks to build and expand market opportunities for American farmers and commodities produced using climate-smart practices through pilot projects, positioning American producers as global leaders in climate-smart agricultural production. USDA defines a climate-smart commodity (CSC) as an agricultural commodity that is produced using farming, ranching or forestry practices that reduce greenhouse gas emissions or sequester carbon.

The Project is focused on addressing the need for end-to-end supply chain partnerships to both a) produce CSCs and b) create market opportunities for CSCs via relationships with farmers, processors, brands and retailers. The Project will optimize the value of producing CSCs for farmers and serve as a catalyst for market channel development, bolstering new, value-added supply chain opportunities. Increased adoption and implementation of conservation practices, in alignment with USDA's Partnerships for Climate-Smart Commodities program, and optimization of CSC marketing from farmer to retail consumer is a key focus.

The Project funding is intended to:

1. **Encourage Climate-Smart Processing Practices:** Support processors who are adopting or can adopt environmentally friendly and sustainable methods in processing agricultural commodities.
2. **Enhance Supply Chain Sustainability:** Strengthen the overall sustainability of the supply chain by ensuring that the processing stage also adheres to climate-smart principles.
3. **Facilitate Market Development and Access for CSCs and Products:** Assist processors in developing CSCs and products that meet the growing market demand for sustainable goods, thereby creating new market opportunities for farmers who are part of this initiative.

4. **Promote Innovation and Efficiency:** Encourage innovative approaches in processing that can improve efficiency, create and develop new markets, reduce waste, and minimize the environmental footprint.

This project is anticipated to engage with more than 350 participating farms across 18 states, covering over 36,000 farm acres and including 48,000 head of cattle. The impact of this project is expected to exceed 54,500 tons of carbon dioxide equivalent reduction over the five-year period. In accordance with USDA's goals, the Project is committed to working with small and/or historically underserved producers including but not limited to socially disadvantaged farmers, new and beginning farmers, women-owned or women-operated farms, and veteran-owned farms. Offerors with demonstrated experience effectively sourcing from and marketing to these populations will be considered when ranking proposals.

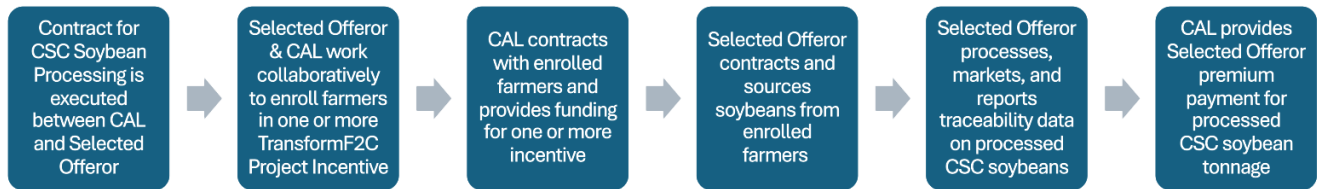
## SCOPE

Carbon A List seeks Offerors for the sourcing, traceability, processing, and marketing of CSCs. Successful proposals will demonstrate a strong farmer supply network, processing capacity, commitment to processing innovation, adherence to quality standards, innovation in traceability capabilities, and strong marketing experience. Ongoing reporting and assessment will be required to document CSC properties and traceability of commodities.

Awarded Offerors will be selected to enter a multi-year contract for the processing of CSC soybeans. All contracts will be on a quarterly reimbursement basis and will end on or before June 12, 2028. Awarded Offerors will be paid on a per metric tonne of CSC product basis. In addition to the flat rate per metric tonne, each contract will include a \$3.00 per metric tonne premium to market the CSC to potential buyers and marketing efforts attracting suppliers to contribute to building CSC market channels. Contracts will also include up to a \$5.00 per metric tonne premium for measurement, monitoring, reporting, and verification (MMRV) requirements which will support administration, segregation, traceability, reduction of contamination risks, and reporting. Additional details on data collection and reporting requirements are available in Appendix 6.

A key objective of this project is to develop robust CSC supply chains and marketing channels linking farmers to consumers. The project strives to create supply chains with the highest quality and strongest traceability characteristics to optimize market potential. All CSC tonnage processed and reimbursed through a contract funded by the Transforming the Farmer to Consumer Supply Chain with Climate-Smart Agriculture Partnerships Project will require all soybeans to be sourced, traced and verified from growers enrolled in the Project. Below is a

graphic outlining the CSC supply chain to be created through the execution of the forthcoming CSC Soybean Processing Contracts.



Project success will depend on the Offeror's:

- Experience and commitment to sourcing from regional growers, and, as applicable, their capacity to partner with small and/or historically underserved farmers as defined by the USDA.
- Plan for meeting the quality and safety specifications for the applicable region at the required volume/tonnage.
- Approach to traceability and innovations for tracing the CSCs throughout sourcing, processing, storage, and marketing, including monitoring, verifying, and maintaining records of processed CSCs.
- Development of market plans and target audience(s) for the processed CSC.
- Commitment to research, and innovation that brings additional resources, stakeholders, and other partner(s), to support expansion of the scale and impact of the project.

## PROPOSAL TIMELINE

The projected timeline for the complete proposal process is detailed below:

- RFP release: July 17, 2024
- Response deadline: September 16, 2024
- Award notifications: October 15, 2024
- Contract Negotiations: October 16 – November 29, 2024
- Projected start: January 1, 2025

**ELIGIBILITY CRITERIA** Offerors must demonstrate the ability to source, preserve identity, process, meet quality specifications and market the specified CSC within the eligible project states.

**Climate-Smart Commodity of Interest:** feed-grade soybeans

**Contract Period:** January 1, 2025 to June 1, 2028

**Facility Region/Location:** Processing facility must be located in one of the Project-identified eligible states which include: California, Idaho, Illinois, Indiana, Kansas, North Dakota, South Dakota, Maryland, Michigan, Minnesota, Nebraska, New Mexico, New York, Ohio, Pennsylvania, Texas, Utah, and Wisconsin.

**Grower Network:** Offeror must have the capability to source from growers located only in eligible states which include California, Idaho, Illinois, Indiana, Kansas, North Dakota, South Dakota, Maryland, Michigan, Minnesota, Nebraska, New Mexico, New York, Ohio, Pennsylvania, Texas, Utah, and Wisconsin. The raw CSC soybeans must be grown on acres located within 500 miles of the processing facility and with at least one climate- smart practice in place during the growing season.

## CONTENTS OF PROPOSALS

Proposal must conform to the outline in **Table 2** below to provide all information necessary for Carbon A List to evaluate the qualifications, experience and expertise of the Offeror to provide sourcing, processing, monitoring and reporting, and marketing of CSCs meeting the specifications of the “Region” selected.

Adherence to a standardized technical proposal format is required. The format of each proposal must contain the following elements:

**Table 2 – Evaluation Criteria**

Section	Description	% Weight
Cover Letter/Summary Statement	<b>Include a cover letter summarizing the project, signed by the proposal lead</b>	5%

Experience and Qualifications	<p><b>1. Who is the Offeror, and what is the current state of operations?</b></p> <ul style="list-style-type: none"> <li>Describe existing infrastructure, ability to troubleshoot and respond to challenges, breadth of network and resources that can be brought to bear on the proposal.</li> </ul> <p><b>2. What makes the Offeror uniquely qualified to deliver the needs of the RFP?</b></p> <ul style="list-style-type: none"> <li>How does this proposal align with the Offeror’s long-term vision?</li> <li>What is the Offeror’s R&amp;D philosophy and process?</li> <li>What network and connections can the Offeror leverage to sustain and amplify this project?</li> </ul> <p><b>3. What is the Offeror’s experience with producing one or both of the products specified in Appendix 2?</b></p>	25%
Project Schedule	<p><b>1. What is the timeline for the project?</b></p> <ul style="list-style-type: none"> <li>Provide best estimations for when the first CSC will be processed and sold</li> <li>Include any anticipated lead times and/or risks impacting the project timeline, including anticipated reliance on subcontractors</li> </ul> <p><b>2. What are the estimated annual raw CSC tonnage for years 1-4 of the contract?</b></p> <p><b>3. What, if any, new infrastructure is required to meet the contract requirements?</b></p> <ul style="list-style-type: none"> <li>This section should also address experience with or willingness, to the best ability, to purchase, acquire, or use goods, products or materials produced in the United States (including, but not limited to, iron, aluminum, steel, cement and other manufactured products.</li> </ul>	20%
Processing Cost (per tonne CSC processed)	<p><b>State the proposed \$/tonne to process CSCs for this Project*.</b> This is the amount the Offeror would require in order to execute this contract. Include any relevant information about the cost drivers impacting your proposal.</p> <p>*The above dollar amount should be for processing the CSC. Do not include, but be aware, a \$3.00 premium for marketing and up to \$5.00 premium for project MMRV will be paid in addition to the base price outlined above.</p>	15%

<p>Reporting Requirements</p>	<p><b>1. Identify the anticipated marketing channels:</b></p> <ul style="list-style-type: none"> <li>• What CSC processed soybean product(s) will you be marketing?</li> <li>• What marketing channel will be used?</li> <li>• What is the anticipated number of buyers?</li> <li>• Which geographic area(s) do the anticipated buyers represent?</li> </ul> <p><b>2. What is the Offeror’s approach to data collection, storage and reporting?</b></p> <ul style="list-style-type: none"> <li>• Review Appendix 3 which outlines specific data collection and reporting requirements. Provide a detailed description of how the Offeror will approach meeting the requirements.</li> </ul> <p><b>3. What is the Offeror’s approach to traceability of CSC through the Offeror’s processing facility?</b></p> <ul style="list-style-type: none"> <li>• Please provide in more detail the data collection and record keeping the Offeror will implement regarding traceability of the CSC.</li> </ul>	<p>20%</p>
<p>Risk Register</p>	<p><b>1. Please identify, analyze and provide detailed, strategic, and proactive mitigation strategies for each identified risk associated with the Offeror’s operations, examples may include:</b></p> <ul style="list-style-type: none"> <li>• Regulatory shifts</li> <li>• Supply disruption</li> <li>• Raw product sourcing</li> <li>• Market commitments and demand</li> <li>• Traceability method and enabling technologies</li> </ul> <p><b>2. Of the data requirements outlined in Appendix 3: Table 1, are there any concerns regarding the tracking or reporting of these data points?</b></p>	<p>5%</p>



Community Connection and Values Alignment	<p>Selected Offerors will play a key role in communicating CSC practices and funding opportunities to growers. Offerors should share, in the context of the questions below, in what ways they are prepared to promote and engage the local grower community. See Appendix 3: Table 1 for quarterly reporting requirements.</p> <p><b>1. What is the Offeror’s approach to community engagement?</b></p> <ul style="list-style-type: none"> <li>Describe the Offeror’s existing and prospective relationships within the farmer community at large. How have these relationships been established and maintained? What plans does the Offeror have to cultivate new relationships within this community?</li> </ul> <p><b>2. What is the Offeror’s approach to engagement with Small and/or Historically Underserved Farmers?</b></p> <ul style="list-style-type: none"> <li>Outline the Offeror’s strategy for engaging specifically with small and/or historically underserved farmers. Discuss both established connections and potential relationships, detailing how the Offeror intends to initiate and foster these connections.</li> </ul> <p><b>3. How will the Offeror support and amplify CSC opportunities and achievements?</b></p> <ul style="list-style-type: none"> <li>Discuss the types of activities and outreach strategies the Offeror plans to employ as engagement efforts. This should include initiatives for knowledge sharing, technical assistance, community involvement, and support specific to the unique needs and challenges of small and/or historically underserved farmers.</li> </ul>	10%
Letters of Reference &/or other supporting documentation (Bonus)	Additional points awarded for letters of reference from previous growers, customers, or supporting businesses, preferably located in the Region. Maximum of 3 letters.	5%
<b>Total</b>		<b>105%</b>

**PROCEDURE FOR SUBMITTING PROPOSALS**

Offerors must submit one electronic copy of a project proposal to Carbon A List. Proposals must be received by 11:59 PM on September 16, 2024. Proposals must be submitted via the Online Proposal Submission form available at <https://www.transformf2c.com/processorscorner>.

## **PROPOSAL EVALUATION, SELECTION, AND NEGOTIATION**

Selection of proposals will be based upon the degree to which proposals meet the requirements outlined in this RFP and scoring of the selection criteria outlined above. Proposal evaluations will be based on a weighted percentage. Additional information regarding proposal evaluation and review criteria is available at [www.transformf2c.com/proposalevaluation](http://www.transformf2c.com/proposalevaluation).

Eligible proposals will be reviewed and ranked by Carbon A List with input from a third-party, expert review committee. Carbon A List will make selection decisions based on review committee rankings and will send a notice of tentative selection to Offerors as outlined in the Proposal Timeline section of this document. Upon tentative selection, selected Offerors will enter contract negotiations with Carbon A List to begin on the anticipated start date.

## **PROJECT DURATION**

Awarded Offeror's contracts will conclude on or before June 1, 2028. No reimbursement payments will be made for work completed after this date. Only CSC tonnage processed before June 1, 2028 will be eligible for reimbursement regardless of any delays or shortcomings in total processed tonnage compared to maximum total tonnage contracted.

## **ELIGIBLE EXPENSES**

Contracts will be paid on a quarterly reimbursement schedule. An agreed upon flat rate per metric tonne of CSC will be eligible for reimbursement. This incentive includes an additional rate of up to \$5/tonne for MMRV which will support administration, segregation, traceability, contamination risks, and reporting to third-party verifiers. In addition to the flat rate per tonne, each contract will include a \$3.00 per tonne premium to market the CSC to potential buyers and marketing efforts attracting suppliers to contribute to building a CSC market.

## **DISBURSEMENT OF FUNDS**

Awarded Offerors will be paid on a quarterly reimbursement schedule. Funds will only be dispersed if terms and conditions of the contract are met – including requirements for data reporting by Offeror to Carbon A List. Any delay or deviation from reporting schedule could result in delayed or withheld reimbursement fund release.

## **CONTRACTOR PERFORMANCE REQUIREMENTS**

Carbon A List prohibits discrimination in its programs on the basis of race, color, national origin, sex, religion, age, disability, political beliefs and marital or familial status.

Offerors must be willing to certify their status as an Equal Employment Organization and that the organization complies with the minimum-wage and maximum-hour provisions of the Federal Fair Labor Standards Act.

Selected Offerors must agree to acknowledge USDA support in all publications or media funded by this RFP.

Proposals approved for funding will be required to enter into a project agreement with Carbon A List. Offerors will utilize the standard service contract provided by Carbon A List. The Carbon A List standard service contract is available upon request. Interested Offerors can request a copy by emailing [proposals@transformf2c.com](mailto:proposals@transformf2c.com).

Selected Offerors will be required to submit quarterly and final project reports utilizing forms and guidance provided by Carbon A List and subject to USDA terms and conditions of the Partnership for Climate-Smart Commodities funded program.

## Appendix 1 – Definitions

- **Blockchain** - a shared, immutable ledger that facilitates the process of recording transactions and tracking assets in a business network. An *asset* can be tangible (a house, car, cash, land) or intangible (intellectual property, patents, copyrights, branding)<sup>1</sup>
- **Book and claim** - is a flexible model for verified information to flow — or chain of custody model — that allows clean fuel or materials producers to “book” the emissions savings of a good they’ve produced in one place, and customers to “claim” the emissions benefit from these goods for climate disclosures in a different place<sup>2</sup>
- **Chain of Custody** - the sequential documentation or trail that accounts for the sequence of custody, control, transfer, analysis, and disposition of physical or electronic evidence<sup>3</sup>
- **Climate-Smart Commodity (CSC) and Climate-Smart Commodity Plus Program** - for the purposes of this funding opportunity, a climate-smart commodity is defined as an agricultural commodity that is produced using farming, ranching or forestry practices that reduce greenhouse gas emissions or sequester carbon<sup>4</sup>. The Climate-Smart Commodity Plus program will enhance and extend the definition of USDA climate-smart commodities to connect downstream value to the farm.
- **Climate-Smart Practices** - all agricultural best management practices listed in Climate-Smart Agriculture and Forestry (CSAF) Mitigation [Activities List for FY2024](#).
- **Contractor(s)** - successful Offerors awarded a contract through this RFP.
- **Eligible Practices** - agricultural best management practices allowable for funding under the Transforming the Farmer to Consumer Supply Chain with Climate-Smart Agriculture Partnerships Project
- **Grain Segregation/Identity preservation (IP)** - is a practice of maintaining segregation of a field crop raw material from pre-planting during the growing season, into handling, storage, processing and delivery through to processing and distribution in order to ensure their is full separation of grain to deliver a specific contracted trait or quality to the end market. Grain Segregation / IP begins with the seed and can be continued as far through the supply chain as valuable to the end user<sup>5</sup>.
- **MMRV** - Measurement, Monitoring, Reporting, and Verification
- **Mass balance** - in the context of carbon accounting for Scope 3 greenhouse gas (GHG) emissions in the food industry, retailers, and agricultural input providers, "Mass Balance" is a tracking method for carbon flow within supply chains. It involves monitoring carbon movement from the production of agricultural inputs to the consumption of food products, ensuring that carbon inputs (e.g., emissions from production and transportation) match outputs while considering changes in carbon storage. This approach aids in assessing and managing the environmental impact of products and supports informed sustainability decisions<sup>6</sup>.
- **Offeror** - a person or entity submitting a proposal in response to this RFP.

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<sup>1</sup> [What is blockchain?, n.d.](#)

<sup>2</sup> [Koch Blank et al., 2023](#)

<sup>3</sup> [Badiye, Kapoor and Menezes, 2023](#)

<sup>4</sup> [Partnership for Climate-Smart Commodities, 2022](#)

<sup>5</sup> [SCGA, n.d.](#)

<sup>6</sup> [The Mass Balance Approach in Feedstock Substitution, n.d.](#)

- **Project** - Carbon A List’s Transforming the Farmer to Consumer Supply Chain with Climate-Smart Agriculture Partnerships Project funded by the USDA’s Partnership for Climate-Smart Commodities program.
  - **Proposal** - an offer to perform the work described in this RFP, in accordance with the terms, conditions and specifications of this solicitation.
  - **RFP** - a Request for Proposals. It is the document used to solicit proposals. In the case of this program, the RFP becomes the basis for a contract upon award.
  - **Record keeping** - is a form of record and information management used to organize information about the history of institutional or individual activity <sup>7</sup>
  - **Region** - state or specific grouping of states identified for the purpose of the Transforming the Farmer to Consumer Supply Chain with Climate-Smart Agriculture Partnerships Project.
  - **Registry with certification** - typically refers to a system or database where verified information about products, materials, or suppliers is recorded and certified by relevant authorities or organizations. Certified Register of volume, documented by independent protocol.
  - **Small Farm** - as defined by USDA a “small farm” is an operation with less than \$350,000 in annual gross cash farm income.
  - **Supply shed** - a group of suppliers in a specifically defined geography and/or market (e.g., at a national or sub-national level) providing similar goods and services that can be demonstrated to be associated with the company's value chain<sup>8</sup>
  - **(Grain) Traceability** - the ability to identify at any specified stage of the grain supply chain from farmer to consumer where the food products come from (one step back) and where they end up (one step forward)<sup>9</sup>
  - **Historically Underserved Farmer** - USDA has defined Historically Underserved Status for any producer who has one or more of the following attributes: (please see [this webpage](#) for full definitions):
    - Beginning farmers - less than 10 years of farming experience.
    - Socially disadvantaged farmers - American Indians or Alaskan Natives, Asians, Blacks or African Americans, Native Hawaiians or other Pacific Islanders, and/or Hispanics.
    - Veteran farmers
    - Limited resource farmers - please use this [USDA determination tool](#) to determine if you qualify for this designation.
    - Women farmers
  - **Unique identifier (UID)** - is a numeric or alphanumeric string that is associated with a single entity within a given system. UIDs make it possible to address that entity, so that it can be accessed and interacted with<sup>10</sup>
- Volume proxy** – typically refers to a method or measure used to estimate the volume of grain stored in a facility or being handled in a particular operation. It serves as a surrogate or substitute for directly measuring the volume of the grain. This estimation is often employed when obtaining precise measurements is impractical or time-consuming.

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<sup>7</sup>[ISO 15489:2001, 2001](#)

<sup>8</sup>[GHG-P Value Chain \(Scope 3\) Interventions..., 2021](#)

<sup>9</sup>[Grain Traceability, n.d.](#)

<sup>10</sup>[Wigmore, 2019](#)

## Appendix 2 – Quality Specifications

**Climate-Smart Commodity of Interest:**

Soybeans

**Product Description:**

Feed-grade, identity preserved, roasted soybeans or soybean meal

**Ingredient Statement:**

Conventional, Non-GMO, or USDA Certified Organic Soybeans

**Processing Facility Region/Location:**

Facility must be located in California, Idaho, Illinois, Indiana, Kansas, North Dakota, South Dakota, Maryland, Michigan, Minnesota, Nebraska, New Mexico, New York, Ohio, Pennsylvania, Texas, Utah, and Wisconsin.

**Safety and Quality:** The processed CSC soybean product, whether roasted soybeans or soybean meal, are intended to be marketed as feed for dairy cattle and should meet the required safety and quality specifications typically accepted by the industry.

**SEE BELOW AS A TYPICAL ANALYSIS. ADJUSTMENTS CAN BE DETERMINED DURING CONTRACT NEGOTIATION BASED ON CUSTOMER DEMANDS OR SHIFTS IN MARKET REQUIREMENTS**

**Proximates and Chemical Analysis- Roasted Soybeans:**

	Target	Range	Test Method
Crude Protein	39%	32 - 45	NIR
Crude Fat	22%	15-25	NIR
Moisture	<8%	5-10	NIR

*NIR = Near Infrared Spectroscopy*

**Physical Analysis**

	Target	Range	Test Method
Harvested bean size before dehulling	Whole, round, not split or discolored		Visual
Test Weight	56	54-60	Bulk Density Testing
Foreign materials	< 1%	0 – 2% by weight	Physical separation

**Proximates and Chemical Analysis- Soybean Meal:**

	Target	Range	Test Method
Crude Protein	46%	44 - 48	NIR

Crude Fat	7%	6-8	NIR
Moisture	<10%	8-12	NIR

*NIR = Near Infrared Spectroscopy*

**Physical Analysis**

	<b>Target</b>	<b>Range</b>	<b>Test Method</b>
Harvested bean size before dehulling	Whole, round, not split or discolored		Visual
Test Weight	56	54-60	Bulk Density Testing
Foreign materials	< 1%	0 – 2% by weight	Physical separation

**Non-GMO Testing:**

Where applicable, Incoming loads of soybeans will be tested before dehulling utilizing a rapid test method/PCR and adhering to the above-mentioned limits.

**Special Instructions:**

Soybeans must be grown and sourced from farms within 500 miles of processing facility. All soybeans must be grown on fields with at least one CSC practice implemented during the growing season.

### Appendix 3 – Data Collection Requirements

To ensure comprehensive traceability and transparency of climate-smart commodities, the following data collection requirements are integral:

**Table 1: RFP Data Requirements**

<b>Description</b>	<b>Expanded description</b>	<b>Allowed values or Documentation</b>	<b>Frequency</b>
<b>Farmer and Farm Information</b>	All CSC oats must be sourced, traced and verified from farmers enrolled in the TransformF2C Project. Records documenting the farm and tonnage of CSC oats sourced must align with the tonnage of processed oats being requested for reimbursement. Name or UID plus tonnage sourced must be reported  A farmer affidavit/contract should be kept on record accounting for every metric tonne of CSC processed	Farmer Affidavit, Farmer Contract, Inbound Grower Ticket	Monthly
<b>CSC Tonnes Processed</b>	Total volume of CSC processed, segmented by type (Organic, Non-GMO, etc.) and variety.	Bin volume and Scale tickets	Monthly
<b>Quality Metrics</b>	Quality grading and assessments of the CSC.	Quality Control Checks, Lab Analysis and/or COA	Available for Audit
<b>Certifications Documentation</b>	Certification of the oats (whether GMO or Organic)  Where applicable testing should be completed on oats before processing for Non-GMO status	Certificate of Analysis (COA) or other certifications (e.g., Non-GMO, Organic)	Available for Audit
<b>Transport and Handling</b>	Records of transportation and handling through the supply chain per shipment	Bill of Lading (BOL)	Available for Audit
<b>Traceability Data</b>	Traceability documentation supporting agreed-upon segregation or other tracking requirements for processing steps, locations, and volumes	Processed oat records	Available for Audit



<b>Type of marketing channels used</b>	List a single type of marketing channel used to sell the commodity produced by farmers enrolled in the project. If a single commodity is marketed through multiple channels, use additional rows of the worksheet to report each combination of commodity and marketing channel. If “other” is chosen, use the additional column to enter the other marketing channel type(s) as free text.	<ul style="list-style-type: none"> <li>· Agricultural marketing board</li> <li>· Biorefinery</li> <li>· Commodity broker</li> <li>· Direct to consumer</li> <li>· Direct to institution</li> <li>· Direct to restaurant</li> <li>· Distributor (including grain elevators)</li> <li>· Food hub or cooperative</li> <li>· Food processor</li> <li>· Non-food byproducts processor</li> <li>· Retailer</li> <li>· USDA</li> <li>· Other (specify)</li> </ul> <b>Reporting Form provided by Carbon A List*</b>	Quarterly
<b>Number of buyers in marketing channel</b>	List the number of individual firms or buyers in this marketing channel.	1-500 <b>Reporting Form provided by Carbon A List*</b>	Quarterly
<b>Names of buyers in marketing channel</b>	Provide the names of all buyers in this marketing channel. Separate each name with a comma.	Text <b>Reporting Form provided by Carbon A List*</b>	Quarterly
<b>Geography of buyers in marketing channel</b>	The primary geography of the type of marketing channel. Primary geography means the scale at which most of the activity of buying and selling happens. Local means within a single state or directly neighboring states. Regional means within a five-to-ten state area. National means across the United States. International means specific locations outside of the United States. Global means across the world or not to a specific international location.	<ul style="list-style-type: none"> <li>· Local</li> <li>· Regional</li> <li>· National</li> <li>· Global</li> </ul> <b>Reporting Form provided by Carbon A List*</b>	Quarterly
<b>Value of commodity sold by marketing channel</b>	The dollar value of the commodity <b>sold</b> in this marketing channel this quarter (non-cumulative).	\$1-\$100,000,000 <b>Reporting Form provided by Carbon A List*</b>	Quarterly

<b>Volume of commodity sold by marketing channel</b>	The volume of the commodity sold in this marketing channel this quarter (non-cumulative).	1-100,000,000 <b>Reporting Form provided by Carbon A List*</b>	Quarterly
<b>Unit of volume sold</b>	The unit associated with the volume of the commodity sold in the marketing channel. If “other” is chosen, use the additional column to enter the appropriate unit as free text.	· Bales (500 pounds) · Bushels · Carcass pounds · Gallons · Kilograms · Linear board feet · Liveweight pounds · Metric tons · Pounds · Short tons · Other (specify) <b>Reporting Form provided by Carbon A List*</b>	Quarterly
<b>Price premium</b>	If applicable, price premium* of commodity in marketing channel  *Any additional premium received by processor from buyer outside of premium funded through project involvement	Price (USD) <b>Reporting Form provided by Carbon A List*</b>	Quarterly
<b>Price premium to producer in marketing channel</b>	If applicable, percent of price premium* provided to commodity producer sold in marketing channel  *Any additional premium received by producer from processor outside of premium funded through project involvement	0-100% <b>Reporting Form provided by Carbon A List*</b>	Quarterly
<b>Payment on sale</b>	If applicable, any incentive payment provided to the producer upon sale of the commodity included in the contract. Full payment means the full incentive amount for any contract held by the producer is paid upon sale. Partial payment means that only part of the full incentive	· Full payment · Partial payment · No payment <b>Reporting Form provided by Carbon A List*</b>	Quarterly, if applicable

	amount for any contract held by the producer is paid upon sale. No payment means that none of the full incentive amount for any contract held by the producer is paid upon sale.		
<b>Product differentiation method(s)</b>  Up to three	Provide the methods used to differentiate the CSC in this market channel. Product differentiation methods are ways to distinguish or differentiate the CSC in the marketplace. Include up to 3 methods, based on which methods are most commonly used for this project.	<ul style="list-style-type: none"> <li>· Certification/verification for internal insetting</li> <li>· Farm certification</li> <li>· Label or badge used on packaging or marketing</li> <li>· Third party certification/verification</li> <li>· Trademark</li> <li>· Other (specify)</li> </ul> <b>Reporting Form provided by Carbon A List*</b>	Quarterly, if possible
<b>Marketing channel identification method(s)</b>  Up to three	Provide the marketing channel identification method(s) used for this commodity in this market channel. Market channel identification methods are the ways that processors generate interest amongst farmers producing and buyers purchasing the CSC. Include up to 3 methods, based on which methods are most commonly used for this project.	<ul style="list-style-type: none"> <li>· Educational tours for buyers</li> <li>· In-person lead generation</li> <li>· Negotiated contract with buyers</li> <li>· Partnership network or project partner</li> <li>· Other (specify)</li> </ul> <b>Reporting Form provided by Carbon A List*</b>	Quarterly
<b>Marketing method(s)</b>  Up to three	Provide the method(s) used to market this commodity in this market channel. Marketing method is the way that potential buyers of the CSC are engaged by the processors as the sellers or facilitators of sale. Include up to 3 methods, based on which methods are most commonly used for this project.	<ul style="list-style-type: none"> <li>· Label or badge used on packaging or marketing materials</li> <li>· Marketing partnership (e.g., promotion by buyer)</li> <li>· Print marketing campaign</li> <li>· Social media and digital marketing campaign</li> <li>· Verbal marketing campaign (e.g., radio, word of mouth)</li> <li>· Other (specify)</li> </ul>	Quarterly

<p><b>Supply chain traceability method(s)</b></p> <p>Up to three</p>	<p>Provide the traceability method(s) used for the CSC in this market channel.</p> <p>Traceability methods are ways to trace the CSC or the climate-smart claims through the supply chain. Include up to 3 methods, based on which methods are most commonly used for this project.</p>	<ul style="list-style-type: none"> <li>· Barcode or unique ID</li> <li>· Blockchain</li> <li>· Book and claim</li> <li>· Chain of custody</li> <li>· Mass balance</li> <li>· Recordkeeping</li> <li>· Registry with certification</li> <li>· Segregation</li> <li>· Supply shed</li> <li>· Volume proxy</li> <li>· Other (specify)</li> </ul> <p><b>Reporting Form provided by Carbon A List*</b></p>	<p>Quarterly</p>
<p><b>Community and Social Impact</b></p>	<p>Data on Offeror community involvement, job creation, social programs, educational efforts, technical assistance to growers of CSC, etc.</p>	<p><b>Reporting Form provided by Carbon A List*</b></p>	<p>Quarterly</p>
<p><b>GHG Processor Data</b></p>	<p>Basic energy data, waste stream and outflow by products of processor facility</p>	<p>Self-reporting / 3<sup>rd</sup> party LCA</p>	<p>Available for Audit</p>
<p><b>Technology Use</b></p>	<p>If applicable, use of technology (precision tools, lot devices, etc) used by processing facility</p>	<p><b>Reporting Form provided by Carbon A List*</b></p>	<p>As implemented</p>
<p><b>Innovations Implemented</b></p>	<p>If applicable, Innovation practices or technologies adopted by processing facility</p>	<p><b>Reporting Form provided by Carbon A List*</b></p>	<p>Quarterly, as required</p>
<p><b>Risk Assessment</b></p>	<p>If applicable, Identified risks and risk management strategies.</p>	<p><b>Reporting Form provided by Carbon A List*</b></p>	<p>Quarterly, as required</p>

**\*Reporting forms to facilitate simplified monthly and quarterly reporting to be developed upon contracting with Selected Offeror.**