



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

About the TransformF2C Project

The Transforming the Farmer to Consumer Supply Chain (TransformF2C) project is leveraging expertise and positioning of strong partnerships to deliver on a \$70 million U.S. Department of Agriculture Partnership for Climate Smart Commodities grant. Serving as a collaboration between industry partners, the project is designed to develop end-to-end supply chain partnerships with the goal of both producing climate smart commodities and marketing them via brands and retailers to consumers.

The Project strives to develop localized marketing opportunities for climate-smart commodities. This project is collaborating to provide a suite of financial, technical, and agronomical services to interested growers in support of the production, record keeping, marketing, and promotion of climate-smart soybeans. In coordination with its Project Partners and Service Providers, Carbon A List aims to enroll more than 350 participating farms in its climate-smart commodity incentive programs.

Contracted Field Managers

Multiple Contracted Field Managers positions will be filled to support growers in the North Central Midwest and Great Plains regions.

Contracted Field Managers will be responsible for providing agronomic assistance, decision support services, and troubleshooting to growers as they enroll in Carbon A List incentive programs, implement climate-smart practices, and participate in the required reporting. Contracted Field Managers will collaborate with a contracted Climate-Smart Processor and serve as a local presence on behalf of the TransformF2C project.

The project is seeking experienced individuals with the technical familiarity and experience in implementing soil health practices to NRCS standards, and the communication and organization skills to support growers throughout the growing season and contract period.

Carbon A List will be initially prioritizing proposals from contractors in Ohio, Illinois, and Kansas to support immediate needs, with the goal of minimizing travel burdens and optimizing support to farmers across all contracts.

Position Responsibilities

Carbon A List seeks contractor support for the following scope of work:

Farmer Engagement and Relationship Management

- Establishes key relationships with contracted CSC Processor staff and originator team.
- Supports communications, farmer recruitment, contracting and enrollment for the Transform project to meet USDA PCSC requirements.
- Establishes and manages key relationships with assigned network farmers.
- Supports and collaborates with key regional and/or national stakeholders, project partners and contractors.
- Coordinates with contracted CSC Processor to plan and manage logistical details for project-supported field days.
- Networks and coordinates with local agricultural and non-agricultural groups to enhance collective efforts and project synergies to improve transitions to climate smart agricultural systems.

Education and Assistance

- Provides technical assistance to network farmers in implementing system and practice changes in accordance with contract deliverables and required NRCS practice standards.
- Organizes and delivers training and educational materials and coaching for network farmers.
- Demonstrated competence in providing advanced agronomic and precision agricultural business planning recommendations.

Reporting and Compliance

- Supports reporting and compliance as required by the TransformF2C project and USDA PCSC requirements.
- Assists in managing the logistical detail involved with field-based applied programs.
- Coordinates the collection and management of georeferenced soil sampling, georeferenced harvest yield, economic data information, and other supply chain sustainability data requirements (e.g., SBTi and others).

Qualifications

- Education and/or experience equivalent to a Bachelor of Science Degree in Agronomy, Soil Science, Plant Pathology, Horticulture or related discipline with at least 4 years of work experience in an agronomic field. A Master of Science in Agronomy, Soil Science, Plant Pathology, Horticulture, or related discipline may be substituted for years of work experience.
- Strong experience in working directly with farmers to support agronomic and business transitions.
- Experience with Project-relevant crops, practice codes, and crop systems.
- Preferred Certified Crop Advisor (CCA) or Technical Service Provider (TSP) certification.
- Strong knowledge base in agronomy, farm business and soil sciences.
- Preferred Experience in precision agricultural data management and software programs (Ag Leader SMS).
- Demonstrated ability to plan and manage on-farm evaluations for sustainable agricultural practices.
- Demonstrated competence in providing advanced agronomic and precision agricultural business planning recommendations.
- Willingness to travel extensively within the assigned territory, with occasional national travel.
- Strong written and verbal communication skills.

Core Competencies

- Customer support - Responsive to the needs of members and prospects. Takes personal responsibility for service delivered. Is courteous and responsive to members. Sets realistic expectations with members regarding requests for additional services.
- Team support - Is seen as a collaborator, and one who can contribute in a team setting. Encourages all members to participate, and keeps team focused on goals and objectives. Demonstrates a willingness to work with all those involved in the task at hand.
- Initiative - Acts independently while working to achieve performance objectives. Takes action to improve or remedy situations that may be problematic by offering solutions, insights, and suggestions to those involved.
- Adaptability - Adapts to change, is open to new ideas, takes on new responsibilities, handles pressure, and adjusts plans to meet changing needs.
- Results Focus - Can be counted on to meet or exceed goals; pushes self and others for results; is a conscientious worker who can be relied upon to handle unforeseen obstacles.
- Customer Focus - Meets internal and external customer expectations; delivers upon commitments; build customer confidence; follows through on requests gaining trust and respect.
- Judgement - Uses good problem solving and analytical skills in making decisions. Thinks through the impact of decisions and actions on other people and programs.

Submission Process

Submissions must be provided through [the submission portal](#) in order to be considered. Any issues with the submission portal and/or process can be directed to proposals@transformf2c.com.

The following evaluation deadlines apply. Proposals received after 11:59 PM on the deadline will be evaluated in the following cycle.

- September 30, 2024
- October 7, 2024
- October 14, 2024
- October 21, 2024
- October 28, 2024

Compensation and Budget

The anticipated budget for this work is expected to fall below \$150,000 (including travel costs) for the contract's duration. These will be annual contracts with potential for extension.

About Carbon A List

Carbon A List helps farmers and partners unlock transformative action in a way that creates sustainable, transparent, and continuous improvements. Carbon A List offers strategic consulting, methodology development and design, and project development services to a wide range of organizations.

Terms & Conditions

Contract duration

The contract will be negotiated by Carbon A List and the selected proposer for an annual contract, with the potential for extension.

Payment terms

Payments are made on a monthly basis. Payment is made depending on the contractor's compliance with payment standard operating procedures and processes.

For full information on this opportunity, please see the full [request for proposals document](#)

It is the policy of Carbon A List to provide equal employment opportunities to all employees, employment applicants and other covered persons without regard to unlawful considerations of race, color, religion or creed, gender, sex (including pregnancy), national origin or ancestry, ethnicity, citizenship status, genetic information, military or veteran status, age, physical or mental disability, or any other classification protected by applicable local, state, or federal laws.

Should contractor choose to work with Carbon A List, they will adopt the above language for any work subcontracted to fulfill the obligations of this agreement.

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