



Flowers Canada Growers, 45 Speedvale Ave. E., Unit 7, Guelph, ON N1H 1J2 1-800-698-0113

Invitation to Tender

BIOCONTROL PROJECT TECHNICIAN: Adoption of innovative applied biological controls for
British Columbia flower growers on seasonal crops

Date Issued: December 4th 2015

Proposal Deadline: December 18th 2015



The Request for Proposal (RFP) consists of the following sections:

1. **Submission Information**
2. **Timing**
3. **Background for the Request for Proposal**
4. **Objectives**
5. **Approach and Methodology**
6. **Deliverables**
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8. **Other Criteria**

1. Submission Information

A single electronic copy or two hard copies of the proposal must be received no later than **4:00 p.m. on Friday December 18th 2015** to the following addresses:

Cary@fco.ca

or

Flowers Canada Growers Inc.
ATTN: Cary Gates
45 Speedvale Ave E
Unit 7
Guelph, Ontario
N1H 1J2

2. Timing

The project will begin on the awarding of a contract, which is expected to occur by January 22nd, 2016. The project must be completed by Nov 2nd, 2017.

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Inquiries with respect to this request for proposal can be directed to:



Cary Gates
Pest Management Director
Flowers Canada Growers
By email to Cary@fco.ca

3. Background for the request for proposal

Flowers Canada Growers (FCG) is the non-profit trade and professional association of Canadian floral farmers. It has served the floral industry for over 50 years and its members include greenhouse growers of cut flowers, potted plants, bedding plants, cut greens and propagating material plus floral distributors and importers/exporters. FCG's mission is to enhance the profitability and competitiveness of Canada's floriculture sector by helping members address common issues, challenges and opportunities to retain and enhance Canada's preeminent position in the floriculture industry in North America.

Safe and effective pest management in ornamental greenhouses is of great concern to flower farmers. Pest management tools are critical in ornamental production as there is a very low tolerance by consumers for crop damage. The availability of safe and effective pest management tools is necessary to grow viable crops and sourcing these tools is an increasing challenge. As large volumes of the ornamental crops produced in Canada are sent to the United States, ensuring that those exports are disease and pest free is very important to alleviate shipping delays and potential quarantine issues.

To consistently manage pest threats some growers have utilized biological control agents (i.e. biopesticides, nematodes, entomopathogenic fungi, arthropods etc.) with considerable success. However, some growers appear reluctant to utilize biological technologies as they have little experience in this pest management approach and coupled with the cost associated of **BCA's** can be a barrier to transition. The proposed project and technician will attempt to address this by providing guidance in the form of group meetings with peers and industry experts, farm visits as well as the subsidization of the cost of biological pest management tools.

4. Objectives and Requirements

Key Objective: Oversee the establishment of small grower groups (based on crop) that will be assisted in establishing or augmenting biocontrol programs on individual farms. This will be buttressed by the periodic hosting of grower meetings with industry experts as well as individual on-farm visits and reporting, by participating growers on their experiences. Please note that it is anticipated that the contractor will spend approximately 20 hours per week conducting this project



4.1) Develop adoption plan and sign up ~30 flower growers as on-farm sites for 4 cropping periods, over 18 months (spring, summer, fall, winter):

Initially a regional oversight group (ROG) comprised of grower groups, extension specialists (BCMA), Biocontrol Suppliers and growers will be created. The ROG will collaborate and create a research plan that all participants of the project will use to ensure that all data collected is consistent and comparable. This will also ease the adjustment some growers will need to make when adding biological control agents to their growing approaches and while working with a BCA supplier. Four plans will be drafted for four seasonal crop periods corresponding to when the grower trials are expected to be conducted.

4.2) Conduct on-farm trials and host grower meetings:

Once the ROG is established growers will be invited to be a part of the project. The technician and project manager will review applicants admissibility and acceptance will be reviewed by the ROG. Once growers have applied to participate in the project and have been selected, an initial grower meeting will be held to go over the details of the project, data collection and reporting procedures and set up dates for subsequent grower meetings. Introductions will also be made, to growers, to extension personnel and BCA suppliers in their region. A schedule will also be created where a member of the ROG can visit the farm of participants to have a more detailed review of the greenhouse and also discuss pest management plans, pest pressures at that specific location, pest management history, crops details etc.

4.3) Analyze data generated at 30 test sites:

Once the trial has been completed growers will be requested to submit card count and pest identification data for review. All data will be kept confidential and shall be grouped to provide more comprehensive results that will benefit the industry. Trials shall run for approximately 12 – 16 weeks – based on the seasonal temperatures and the crop produced during this time.

4.4) Develop final report and recommendations and distribute to all FCG:

After data has been evaluated best management practices will be built and discussed with the ROG for accuracy and agreement. Once an acceptable framework has been constructed final recommendations will be disseminated to all floriculture farmers for use.



4.5) Other project/association duties as required:

Periodically there will be requirements to interact with floriculture farmers and participate in industry related events/meetings in an effort to ensure the successful completion of the project.

5. Approach and Methodology

In order to ensure that all proposals received from bidders are unbiased and credible, any conflicts of interest and previous work done for this sector in Canada or elsewhere in the past five years must be disclosed.

Proposals are expected to be sufficiently detailed to enable the reviewers to clearly understand the methodology that will be used to complete each phase of work.

Bi-weekly conference calls to report on progress of the project shall be hosted with the FCG Project Manager, the FCG Executive Director or the ROG.

6. Deliverables

These deliverables correspond to each requirement stated in s. 4

- 6.1 The ROG is expected to be composed of researchers, extension specialists, regional industry leaders and input (biocontrol suppliers, chemical distributors etc) suppliers. With some assistance from the ROG a thorough evaluation of the industry is to be prepared to determine groups of growers producing similar crops that can be amalgamated into group for this project. It is anticipated that there will be 3 – 4 grower groups and they should produce crops that differ (i.e. bedding plants/ cut flowers/ potted ornamentals & seasonal crops). A report detailing crops and grower recommendations should be prepared and delivered to the project manager and the ROG prior to commencement of the project. In addition, interim reports and a final report will be periodically required as determined by the project manager.
- 6.2 A “short-list” summarizing grower applicants will be prepared for the project manager and the ROG and will provide detail on each applicant and their suitability to participate in the project and relevant grower group (1-4).
- 6.3 In coordination with the project manager and the ROG interim reports at the conclusion of each grower group will be provided. Interim reports will summarize a general overview of the grower meetings and on-farm visits as well as grower experiences. Detail on card count data, individual pest management approaches used (biocontrol,



conventional pesticides, biopesticides etc.) should be included as well as recommendations for future grower groups.

- 6.4 Compose a final report both to the funding agency (Investment Agriculture Foundation (IAF)) and Flowers Canada Growers Inc. summarizing the entire project in detail. Report to the IAF should be consistent with the reporting guidelines and the project proposal (available for review after candidate selection). General Best Management Practices (BMP's) and future recommendations are also required.

All final versions of reports that have been accepted by Flower Canada Growers Inc. must be delivered: (a) in Microsoft WORD and a PDF electronic format from which it can be readily reproduced. Translation costs do not need to be included in the proposal. However, original source files for all tables, graphs and other visual material that may be inserted or embedded in the final document must be provided to enable translation.

Communication in this project between the consulting team and the client's representatives will occur in the English language.

7. Evaluation and Selection Criteria

Flowers Canada Growers Inc. reserves the right to withdraw any offer, re-issue the request for proposal and/or award the project to one or more parties

Final project approval is at the sole and absolute discretion of Flowers Canada Growers Inc..

All decisions are final and there is no basis for appeal.

Recommended Proposal Content:

- Summary of past experience working within the floriculture sector and in a managerial role
- Brief overview of a project plan with a general annual budget required for project completion
- 2-3 references with assumed permission for FCG to contact them
- Optional: c.v. detailing work/educational experience if desired

The criteria for choosing the consultant will include:

- the competencies of the consultant with regard to floriculture, general conventional and biological pest management knowledge and ability to interact with the ornamental industry in British Columbia



- the ability to manage and coordinate research projects
- the presentation skills of the consultant, both with respect to report organization and writing and with respect to delivering possible presentations
- the past record of the consultant in delivering reports on time and communicating effectively with clients' representatives
- the transparency of the proposed project budget in indicating personnel assignments, anticipated travel requirements and other project costs
- the value of insights that the consultant or consulting team offers in their proposal

Bidders are expected to provide a minimum of two references with their proposal for recent work of a similar nature, which provision will be taken as permission to contact. Copies of recent work done for other sectors and organizations are encouraged as part of the submission of the bid. The inclusion of an updated CV for individual applicants is encouraged.

8. OTHER CRITERIA

The successful bidder's relationship with the FCG shall be that of an independent contractor and not that of an employee or agent. **The successful candidate will be required to hold liability insurance, that in FCG's sole and absolute discretion, is deemed acceptable both in terms of its level and scope. Tenders submitted are required to include a signed copy of the confidentiality agreement in Schedule 1 of this document.**



SCHEDULE 1 – CONFIDENTIALITY AGREEMENT

Confidentiality:

Protection of privacy and release of information

- (a) Unless otherwise specifically agreed to between the bidder and Flowers Canada Growers Inc., all proposals and supporting material will be used by Flowers Canada Growers Inc. solely for the purpose of evaluating the proposal and may be disclosed by Flowers Canada Growers Inc. to third party references, partners or Flowers Canada Growers Inc. advisors as part of the approval process.
- (b) The bidder will provide Flowers Canada Growers Inc. upon request with any consent necessary to enable Flowers Canada Growers Inc. to access information from the Government of Canada, the Government of British Columbia or any agency of either of same in accordance with the applicable Freedom and Protection of Privacy legislation.
- (c) All proposals and supporting material shall become the property of Flowers Canada Growers Inc. and Flowers Canada Growers Inc. shall not be required to return the application or any supporting material.

Certification:

By submitting this proposal to Flowers Canada Growers Inc., the bidder acknowledges and agrees that:

- (a) Flowers Canada Growers Inc. may reject any proposal for any reason it considers proper, may impose terms and conditions to its approval, and its decisions are final and binding on the applicants without any right of appeal. Flowers Canada Growers Inc. may choose, at its discretion, to return the documentation of any unsuccessful applicants.
- (b) Flowers Canada Growers Inc. in accepting the proposal undertakes to consider the proposal for approval but assumes no other obligation or risk and the approval or denial of a proposal raises no liability to Flowers Canada Growers Inc. nor any cause of action to any third party placing reliance on same.
- (c) Flowers Canada Growers Inc. has permission to contact references disclosed and provided in the proposal.



Dated this _____ day of December, 2015.

Name of Key Contact Person: _____

Legal Name of Contracting Firm: _____

Signature:

