Request for Proposals

Marine Living Resource Needs and Opportunities in Transportation and Logistics

Seafood Economic Accelerator for Maine (SEA Maine)
New Opportunities & Emerging Technologies Subcommittee

Issue Date: December 1, 2021

Closing Date: January 31, 2022

1. SEA MAINE BACKGROUND

The Seafood Economic Accelerator for Maine (SEA Maine), is an industry-led initiative committed to growing Maine's seafood economy by developing a roadmap and action plan that will ensure a vibrant, innovative and resilient marine economy. Funded by the U.S. Economic Development Administration, Maine Technology Institute, and FocusMaine, SEA Maine brings together leaders from aquaculture and commercial fishing to identify strategies and targeted investments to help transition our heritage seafood economy into a modern engine for sustainable economic and job growth.

This cross-sector effort builds on substantial existing research in many areas of the seafood sector, and partners share their research to forge a new vision for the future of Maine's economy. Co-led by Curt Brown, Ready Seafood, and Bill Mook, Mook Sea Farm, the SEA Maine steering committee includes approximately 35 members located across the state including public and private entities including industry, associations, non-profits, academia, and research and development. Maine Development Foundation serves as the project manager for SEA Maine and will coordinate the RFP and selection process.

SEA Maine is a 3-year, $2.1 million project, initiated in June of 2020, to strategically plan for the future of Maine's seafood economy. The results of our final report and the network we have established is intended to endure far into the future. Read more at SEAMaine.org.

2. PROJECT BACKGROUND

The SEA Maine New Opportunities and Emerging Technologies Subcommittee seeks a consultant to develop a study on the needs and opportunities in logistics and transportation for Maine's marine living resource economy. Marine living resources are

defined as: any marine organism coming out of the ocean, or land-based systems, from which value is derived, including both seafood and non-seafood uses.

Maine seafood industries and stakeholders need a detailed, accurate, and integrated understanding of the current baseline availability and functionality of fresh and frozen product transportation throughout the Maine marine living resource economy and the mapping of its activity within Maine and greater New England. The subcommittee is seeking assistance to map the volume and location of distribution-ready product, type of product being distributed, the frequency of transportation need, and to gauge industry interest in opportunities for cooperation and/or centralization of transportation infrastructure.

3. PROJECT PURPOSE AND DESCRIPTION

Purpose: To develop a more efficient transportation system to make it easier and more cost-effective to get products to market.

We seek a consultant to collect and synthesize existing and accessible data about transportation infrastructure, material handling needs, and shipping processes for Maine's marine living resource products and identify opportunities for new efficiencies. SEA Maine recognizes that individual harvesters have had issues finding suitable transportation for products, both fresh and frozen - particularly those who operate outside of Portland. Understanding where commonalities exist between products including what can be transported together, what the transportation needs of producers are including the viable distance for transportation from boat to temporary storage and identifying potential replicable approaches from other regions and sectors will be vital to sustaining the marine living resource economy's ability to efficiently reach relevant markets. There is interest to understand what the utility needs are for the transportation system and what will be necessary to modernize it including for the future of electric fleets. Lastly, identifying opportunities for backhauling compatible products from south to north is desired as part of this scope of work.

Plainly, this project will investigate the following questions:

1. What types of product are being transported?
2. How do these products need to be treated for transportation? What regulations apply?
3. How much of each product is being moved?
4. How frequently is each product being moved?
5. What are the commonalities of the products being moved?
6. Where is the product landing?
7. How far will the harvester/producer transport before it needs to be transported by someone else?
8. Where is the product ultimately going?
9. What is needed to prepare Maine's transportation infrastructure for electrification?

10. How important is it to harvesters and producers for their product to move with a smaller carbon footprint?
11. What technology is already in use that could be maximized for efficiency or what technology is available that could be used to improve efficiency in transportation?

Description: SEA Maine is seeking a consultant with logistics and transportation expertise to gather existing and available data, analyze it, and identify opportunities for increased efficiency.

Analysis should outline data gaps and provide a proposal on best methods for acquiring that data. Analysis should also include a general understanding of transportation infrastructure already in place, an understanding of Maine's Clean Transportation Roadmap project, and the ability to incorporate applicable recommendations, as well as the utility needs of interim storage to inform specs for any retrofitting or new construction.

Final report should illustrate comparable global solutions and allow for easy communication of results with marine living resource harvesters, producers, transportation providers, and others

Example Relevant Deliverables:

- GIS Maps
- Quantitative Data Tables
- Coded/Tagged Qualitative Data
- Summaries and analysis
- Additional resource listings

All studies will be designed to be relevant to Maine. SEA Maine participants will assist the consultant in the collection of relevant data and making introductions to sector members. SEA Maine will also assist the contractors in the identification of data sources and other relevant resources. Sources can be assured that data findings will not be shared out at the individual, business, or organizational level and that this information will remain confidential to the contractor and SEA Maine. Collected data will be analyzed, summarized, and publicly shared at a state-wide level.

Potential Data Sources:

- Producers
- Transportation companies

Contractors will meet regularly with representatives from SEA Maine to ensure tight project management, make timely decisions, and glean insights from both SEA Maine and the consultant. This project may require some collaboration and sharing or data with other contractors hired by SEA Maine.

4. REQUEST FOR PROPOSALS AND PROJECT TIMELINE

All responses to this RFP are due electronically by 5:00 pm EST on January 31, 2021 to Adam Burk: aburk@mdf.org.

Questions concerning the project must be submitted by 12:00 pm, January 28, 2021.

Evaluation of proposals will be completed by February 15, 2021.

Upon selection of a successful applicant contract negotiations will begin immediately.

5. BIDDER QUALIFICATIONS AND PROPOSAL MATERIALS

Proposals will be accepted until 5:00 PM, January 31, 2021. Proposals must be no longer than 5 pages including a project narrative that clarifies the proposed study method, an itemized project budget, a budget justification, an example study outline, a list of proposed resources and references to be used in the generation of the studies and a project timeline. Respondent qualifications and references may be submitted in addition to the 5-page limit and should include any experience with logistics and transportation studies. No overhead charges will be allowed. Specific contract terms and conditions will be negotiated upon the determination of the selected proposal.

Suggested proposal outline:

A. Detailed description of the methodology being proposed.
B. Work program outline detailing:
    a. Tasks to be performed.
    b. When each will be completed (timeline).
    c. Tentative allocation of person days by task.
    d. Schedule of work products.
C. Methods the Consultant proposes to use to manage the project and communicate with SEA Maine as to project progress and reviews.
D. Identification of key personnel to be assigned to the project and their roles, with resumes of all key personnel.
E. Budget: including hourly rates (inclusive of overhead and profit) for personnel or personnel categories.
F. Data expected to be provided by SEA Maine.

Thank you for your interest in working on the Maine marine residual management analysis project with the SEA Maine New Opportunities and Emerging Technologies Subcommittee. Please contact us at aburk@mdf.org if you plan to submit a proposal. We greatly look forward to hearing from you.