



Ontario Soil and Crop Improvement Association

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Request for Proposals Living Lab – Ontario Profitability Mapping Services

Project Background:

Living Lab – Ontario is a five-year innovation project delivered by the Ontario Soil and Crop Improvement Association (OSCIA) on behalf of Agriculture and Agrifood Canada (AAFC). This project brings together farmers, organizations, researchers, and other experts to co-develop, test, and evaluate beneficial management practices (BMPs) that address climate change challenges in livestock and cropping systems.

Living Lab – Ontario is one of thirteen living labs across Canada that are part of AAFC's Agricultural Climate Solutions (ACS) program. The project builds on the success of the previous living lab project in Ontario (2019-2023) but with a focus on identifying, evaluating and adopting BMPs that address climate challenges and solutions in livestock and crop production systems, including reducing greenhouse gas emissions and increasing carbon sequestration on farms.

Researchers from AAFC and Universities will be developing projects with producers to evaluate BMPs at approximately 40 farm sites across Ontario.

The BMPs to be tested in this project include:

- nitrogen efficiency and use
- cover cropping and grazing management
- manure storage management
- field edge practices

OSCIA is leading the delivery of this project on behalf of a consortium of agricultural organizations. OSCIA will be using service providers to support various aspects of the project including land management and operation data collection, agronomic sampling, and profitability mapping.

Services Required and Purpose: Profitability Mapping

Approximately 15-20 Living Lab – Ontario cooperators have expressed interest in having profitability maps developed for their farms. Potential cooperators will have unique farm operations, field histories, and varying historical data management. The successful service provider will work with OSCIA, researchers, and the cooperators to develop a data collection framework and uniquely relevant partial budgets before mapping; OSCIA will collect the relevant operational management and production data and transfer data from cooperators to the profitability mapping service provider.

The service provider will develop field level profit-mapping to identify field areas where input costs have exceeded crop-value. The maps will be used by Living Lab – Ontario researchers to identify optimal areas to improve management practices or convert low-profit areas to pollinator habitat. Researchers will follow up on the profit mapping process by interviewing cooperators to understand the impact of high-resolution profit mapping on decision making within the field.

Activities:

- 1) Contribute to the development of a data collection framework guiding the partial budget determination for profit mapping in Living Lab – Ontario.
- 2) Support OSCIA and the cooperators with the transfer of the required input data.
- 3) Develop profitability maps, and share results with OSCIA, the Living Lab – Ontario consortium of partners, researchers, and cooperators.
- 4) Through regular activity reports and ad hoc, contact OSCIA and cooperators to provide updates on service activities and project results.
- 5) Optionally, propose other additional services which are complimentary to those listed above and offered by your business that could demonstrate value for the project.
- 6) Optionally, presentations may be made by the successful service provider at one or more Living Lab – Ontario events to connect your work directly with farmers, researchers, and other industry stakeholders.

Outputs and Deliverables:

- 1) Development of profitability maps for approximately 15-20 Living Lab – Ontario sites.
- 2) Optionally, presentations at one or more Living Lab – Ontario events.
- 3) Regular activity reports of work completed with related invoicing.

Submission Requirements:

All interested organizations must submit their proposal organized as follows:

- 1) A description of your organization’s mandate and experience with this work.
- 2) Technical proposal - plans identifying how key activities will be accomplished, approaches and timeframes you might expect to take for developing partial-budgets, and software your organization will use for mapping.
- 3) Budget - an itemized and realistic cost estimate for all activities.
- 4) Up to three references that can provide similar past performance experience and evaluation, and/or a portfolio of relevant sample projects.

Evaluation Criteria:

Proposals will be evaluated based on the following criteria

- Relevance of prior project experience and/or organizational technical expertise
- Budget and indications of scalability

Questions:

Questions should be emailed to: livinglab@ontariosoilcrop.org.

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Applications must be received no later than August 1st, 2024.

OSCIA anticipates sending out a decision by August 15th, 2024.