

**Department of General Services**

Jeffrey A. Gasaway, Director



**Divisions**

Administrative and Business Services  
Contract and Purchasing Services  
Facility and Property Services  
Fleet Services

**County of Sacramento**

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**REQUEST FOR AGRICULTURAL LEASE PROPOSAL REQUIREMENTS**

**AGRICULTURAL PROPERTY.** County of Sacramento Real Estate Division, on behalf of the Department of Waste Management and Recycling (DWMR), is seeking proposals for the lease of land for agricultural purposes/grazing use, for an initial ten (10) year term, with the option to extend for two (2) five (5) year periods upon mutual consent of the parties, of approximately 1,474 net acres of agricultural land, consisting of APNs 067-0100-003, 067-0100-009 and 067-0100-010 located north of the intersection of Kiefer Boulevard and Grant Line Road in the City of Rancho Cordova, CA; and APNs 126-0080-002 and 126-0080-022 located south of the intersection of Kiefer Boulevard and Grant Line Road in Sloughouse, CA. The main access to the leasehold will be from Grant Line Road. The County does not control and is not responsible for the water supply to the property. The County does not own the fencing around the property; therefore, the proposed tenant will need to replace, if applicable.

**PROPOSAL.** Proposals must be received in the office of the County of Sacramento Real Estate Division located at 3711 Branch Center Road, Sacramento, CA 95827 (Attn: Mike Colbert), **no later than 2:00 P.M. PDT on Monday, September 30, 2019.** Postmarks will not be accepted. Proposals received after the final filing date and time will be rejected. The property is currently leased and there is no authorized public access to the site. If you wish to walk the property before submitting a proposal, please contact Dave Ghirardelli with the Department of Waste Management & Recycling at (916) 875-4557 or [ghirardellid@saccounty.net](mailto:ghirardellid@saccounty.net) to schedule a site visit.

- All applicable information is to be completed on the attached application form. If a section does not apply, please write "N/A". Otherwise answer **all** questions in the application.
- In describing the proposed operation, include the rent to be paid annually. Only cash rent will be considered.
- Include other information you believe will aid in evaluating the proposal.
- The County of Sacramento reserves the right to schedule and conduct interviews with proposers as part of the evaluation process.
- Standard County of Sacramento lease will be used with only minor changes considered and should be reviewed carefully before submitting a proposal. A sample lease is enclosed.

**EVALUATION CRITERIA.** The following will be used to evaluate each proposal:

- Proposed rent
- Farming experience including demonstrated practice in conscientious environmental land management

- Comprehensive plan of proposed operation as described in the responses to questions in Section 5
- Business practice and financial information
- References

**QUALIFICATION OF PROPOSAL.** The following factors will qualify a proposal for consideration:

- The proposer must indicate at least one name, phone number, and email for someone who will be an emergency, local contact 24 hours per day.
- The proposer must propose agricultural activities that are consistent with habitat conservation, according to practices articulated by the South Sacramento Habitat Conservation Plan (SSHCP), specifically planting only crops *other* than those identified (on the date of release of this Request for Proposals) in the SSHCP, Appendix D2, Exhibit E, Item 6, “Prohibited Agriculture.”

**DECISION FACTORS FOR QUALIFIED PROPOSALS.** Decision will take the following into consideration:

- The rental rate will not necessarily be the deciding factor in determining and evaluating the most acceptable lease proposal. All information will be considered in the evaluation.
- A selection committee will evaluate proposals based on the listed criteria.
- County reserves the right to select the proposal that provides the most favorable response to the Evaluation Criteria.
- County reserves the right to accept or reject any or all proposals, or waive any irregularity in any proposal. Exceptions or discrepancies to the proposal requirements should be fully explained.
- County reserves the right to contact any applicant or outside party for additional information to assist in evaluating proposals.
- County reserves the right to negotiate minor deviations to proposal of potential Lessee.

COUNTY SHALL BE THE SOLE JUDGE IN THE DETERMINATION OF THESE MATTERS.

If you have any questions about this application, contact Mike Colbert, Real Estate Division, at (916) 876-5335.