



# **Macon-Bibb County, Georgia**

## **REQUEST FOR PROPOSAL**

FOR

**Lease of Land for Agricultural Use**

971-35

RFP NUMBER: 24-025 - LH

ISSUED: March 23, 2024

BIDS DUE NO LATER THAN 12:00 NOON ON THURSDAY, May 23, 2024

Macon-Bibb County Procurement Department  
700 Poplar Street  
Suite 308  
Government Center  
Macon, Georgia 31201

## Lease of Land for Agricultural Use

### I. GENERAL

#### A. Invitation

1. Notice is hereby given that the Macon-Bibb County Board of Commissioners will receive sealed proposals (**original plus 4 copies with Flash Drive**) in the Procurement Department, Suite 308, Macon-Bibb City Hall, 700 Poplar Street, Macon, Georgia 31201, until **12:00 o'clock NOON** at the time legally prevailing in Macon, Georgia on **Thursday, May 23, 2024**, for **Lease of Land for Agricultural Use** for the Macon- Bibb County, Georgia.

**NO PROPOSALS WILL BE ACCEPTED AFTER THIS DESIGNATED TIME.**

2. Proposals will be publicly opened in the Macon-Bibb County Procurement Department Conference Room on **Thursday, May 23, 2024, at 2:00 pm.**
3. Minority, Women Owned and other Disadvantaged Business Enterprises are encouraged to participate in the solicitation process. Additionally, respondents are encouraged to use M/W/DBE subcontractors where possible. Small and other disadvantaged businesses requiring assistance with the competitive process can contact Charise Stephens, Small Business Affairs at (478) 300-2297 or [Cstephens2@maconbibb.us](mailto:Cstephens2@maconbibb.us).

#### B. Solicitation Documents

Announcement of this Request for Proposal may also be posted on the Macon-Bibb County website at [www.maconbibb.us/purchasing](http://www.maconbibb.us/purchasing) and on the Georgia Procurement Registry website [https://ssl.doas.state.ga.us/PRSapp/PR\\_index.jsp](https://ssl.doas.state.ga.us/PRSapp/PR_index.jsp)

#### C. Pre-Submittal

The County will provide voluntary access to the Airport during the week of May 6, 2024, for those interested in responding to the RFP. Proponents need not visit the site in order to submit a proposal. Proponents interested in a site visit can contact Heather Lowe at [Hlowe@maconbibb.us](mailto:Hlowe@maconbibb.us) to arrange a site visit. Deadline to submit questions is Friday, May 10, 2024. All questions must be submitted by email only to [Lhardwick@maconbibb.us](mailto:Lhardwick@maconbibb.us)

One (1) original (duly marked with Flash Drive) and four (4) copies of the Technical Proposal binder, and one (1) original (duly marked/ Flash Drive) and four (4) copies of the Financial Proposal binder shall be delivered in separate envelopes.

#### D. Sealed Proposals

*SEALED Proposals* shall be delivered or mailed to:

**Macon-Bibb County Procurement Department  
700 Poplar Street, Suite 308  
Macon, GA 31201**

**Mark the outside of the envelope “RFP # 24- 025 -LH – “Lease of Land for Agricultural Use”**

Submissions may not be withdrawn for a period of one hundred-twenty (120) days after the deadline on date of closing. Macon- Bibb reserves the right to reject any and all submissions and to waive technicalities and formalities. Respondents shall carefully read the information contained herein and submit a complete response to all requirements and questions as directed. Submittals and any other information submitted by in response to the RFP shall become the property of Macon-Bibb County.

The Owner assumes no responsibility or obligation to the respondents and will make no payment for any costs associated with the preparation or submission of the proposals. Costs incurred in responding to the request for qualifications are the Respondents' alone and the Owner does not accept liability for any such costs.

E. Forms

1. "Attachment A" must be completed and included with the Proposal; failure to include completed, signed, and notarized forms (as applicable) may deem the Proposal non-responsive.

F. Local Preference

Macon-Bibb County reserves the right to award bids to County businesses and merchants whose bid is within 5% (five percent) of the lowest responsive and responsible bid which conforms to the Request for Proposal

G. Reservations

Macon-Bibb County reserves full freedom (in addition to the right to reject any and all bids) in awarding bids to consider all available factors including, but not limited to, price, the provision of needed and unneeded features, usefulness to the using department and prior Macon-Bibb County experience. Hence, Macon-Bibb County may award bids not based on best price if, in the judgment of the Board of Commissioners, the interest of the County will be best served by award to another. Any required information not submitted with bids shall deem bid non- responsive.

## II. INSTRUCTIONS TO BIDDERS

A. Definitions

1. Wherever the term "Owner", "County", or "Macon-Bibb County" occur in these specifications, it shall mean Macon-Bibb County, a political subdivision of the State of Georgia acting through the Macon-Bibb County Board of Commissioners.
2. The terms "You", "Your" or "Proposer" shall mean local parties interested in leasing specified property in this Proposal and submitting a proposal. "Proposal" shall be submissions made in response to this Request for Proposal.
3. "Airport" shall mean the Middle Georgia Regional Airport located in Macon-Bibb County, Georgia.
4. "Property" shall mean the four (4) parcels of property with a total area of approximately 184.48 acres more particularly described below that are offered in this Proposal for the intended use of farming/agricultural activities.
5. "Lease" or "Contract" shall mean the lease for the Property entered into with the successful Proposer.

B. Proposer's Representation. Each Proposer, by making his Proposal, represents that he has:

1. Read and understands the bidding documents;
2. Visited the sites and became familiar with the local conditions.

C. Document Discrepancies

1. Should the Proposer find discrepancies in, or omissions from the documents, he shall at once notify the Macon-Bibb County Procurement Department.
2. Any subsequent instructions to Proposers will be issued in the form of addenda to the specifications and sent to the Proposer. All addenda shall be enumerated in the Proposal.
3. Any questions related to this Request for Proposal shall be directed to the following contact person. No contact is to be made to anyone other than the contact listed. Such contact may result in disqualification from the proposal process. Email: [Lhardwick@maconbibb.us](mailto:Lhardwick@maconbibb.us) .**All questions or concerns regarding the RFP should be made via email only. The Deadline for questions is Friday, May 10, 2024, at 3:00 PM EST.**

D. **Selection Criteria**

The evaluation of the proposals will be based upon consideration of the demonstrated capabilities of the respondents that will result in an award that is in the best interest of the Owner. The Owner may, at their discretion, short-list and interview firms.

Scoring Breakdown

Experience 40 pts Project

Approach 25 pts

Project Timeline 25 points

Proposal/Compensation 10 pts

E. **Background & Scope of Services**

Macon-Bibb County, owner and operator of Middle Georgia Regional Airport, solicits the proposals from Proposers interested in leasing specified Airport Property located in Macon-Bibb County, Georgia for the intended use of farming/agricultural activities.

The areas available for agricultural production include four (4) parcels of property with a total area of approximately 184.48 acres. The parcels of property are as follows.

- Tract 1 – 21.39 acres,
- Tract 2 – 12.62 acres, and
- Tract 4 – 17.23 acres.

See **Attachment "B"** for a detailed map of said parcels.

Each Bidder shall submit a proposal on all areas. That is, there will be one successful proposal for all four (4) areas. The parcels will not be divided among multiple Bidders.

Airports, including Middle Georgia Regional Airport, are regulated by State and Federal Aviation

Agencies with policies and procedures in place to reduce wildlife hazards relating to the operation of the facility. Agricultural production will be limited regarding cultivation of crops and/or farming practices that may attract wildlife and adversely affect aircraft operations (i.e. cotton or hay). All other proposed agricultural use and the selection of crops may be approved at the discretion of the Airport, but only in coordination with FAA recommended practices.

The County intends to enter into a five-year lease agreement with the selected Bidder.

### III. PROPOSAL REQUIREMENTS

The Proposer must be certain to provide detailed information within the general categories identified below:

- A. Agricultural Activities – Proposed use of the Property, including intended crops and rotating schedule of agriculture and cultivation methodology along with a detailed listing of what natural and/or chemical pest management practices will be utilized. As well as a list of any chemicals that will be used in order to promote sustainable use of soil within the Property.
- B. Property Maintenance and Upkeep – Provide a written proposal of planned maintenance and upkeep of the portion of the Property whereby activities will take place, including adjacent areas that may have impact on or be impacted by farming practices. Furthermore, the Proposer will submit an additional plan, to include detailed renderings, for any proposed drainage improvements that the Proposer feels would increase productivity and/or be considered a “best practice” improvement for soil retention and stewardship of the land.
  1. The winning Proposer will pay for all utilities furnished to the site and used throughout the term of the Lease, and all other costs and expenses of every kind whatsoever in connection with the use, operation, and maintenance of the Property and all activities conducted thereon.
- C. Related Project Experience – Provide a description of examples of experiences the Bidder has with similar activities as will be required for the Proposal.
- D. Compensation – Provide the County with a detailed compensation plan and a proposed method for surety of payment.
- E. Liability; Indemnity – Proposer shall hold County harmless from and defend County against any and all claims or liability from any injury or damage to any person or property whatever: (i) occurring in, on, or about the Property or any part thereof, regardless of cause, and (ii) occurring in, on, or about any facilities (including without limitations, elevators, stairways, passageways or hallways), the use of which Bidder may have in conjunction with others, when such injury or damage shall be caused or alleged to be caused in part or in whole by the act, neglect, fault of, or omission of any duty with respect to the same by Proposer, its agents, servants, employees or any other person entering the Property with express or implied invitation of Proposer, including but not limited to assignees.
- F. Insurance – All insurance policies shall be written by a company that is licensed to do business in the State of Georgia. All policies shall be written with a company that has an A BEST rating or better, unless written permission is received by Macon-Bibb County. Any changes to the policy require notification to Macon-Bibb County Aviation Director within 30 days. A new certificate of insurance shall be sent to the Macon Bibb County Aviation Department and Risk Management Department.
  1. Casualty Insurance – Proposer shall carry casualty insurance on Proposer’s fixtures, goods, ware, merchandize, equipment or property.
  2. Commercial General Liability Insurance – Proposer shall carry Commercial General Liability insurance with a minimum of \$1,000,000 with \$0 deductible. Macon-Bibb County shall be named as additional insured with waiver of subrogation.

3. Automobile Liability – Proposer shall carry Automobile Liability in the amount of \$1,000,000. Macon-Bibb County shall be named as additional insurance with waiver of subrogation. Any deductible would be the responsibility of the Proposer.
4. Workers' Compensation—Proposer shall carry statutory workers' compensation insurance.

G. Additional Considerations

1. If the Proposer files for bankruptcy, the Lease cannot be used as part of Proposer's assets. The Lease will be terminated.
2. Proposers are required to operate under all local, state, and federal laws and regulations.
3. All persons working on Airport Property must meet background screening requirements, possess a valid vehicle operator's license and successfully complete an airport operations area training program.

The County assumes no obligation in the solicitation of this general statement of interest and qualifications and all costs shall be borne by the interested Bidders. The County will evaluate all pertinent information and will endeavor to select the most qualified Bidder from those proposals submitted.