



## **Request for Agribusiness Partners for Supplemental Nitrogen Management Services in Pennsylvania's Chesapeake Bay Basin**

**Proposals will be reviewed on a rolling basis until all funding has been obligated.**

**Proposal review will begin after Monday, February 2, 2026. Additional review deadlines will be added as needed.**

### **I. Project Overview/General Information**

#### **A. Purpose of Request**

The goal of this project is to reduce nitrogen (N) loss in the Pennsylvania Chesapeake Bay Basin through expanded adoption of liquid manure injection and supplemental N management.

This Request for Proposal (RFP) seeks qualified agribusinesses with clients located in the Pennsylvania portion of the Chesapeake Bay Basin who are interested in working with the Manure Injection Partnership to expand adoption of supplemental nitrogen (N) management on acres that are treated with manure injection. Combining supplemental N management with manure injection will ensure farmers using manure injection have the information they need to reduce N application rates, thereby improving both farm profit and water quality.

Qualified agribusiness partners, who have relationships with clients injecting manure in PA's Chesapeake Bay Basin (identified in the map below) and who can deliver supplemental N management consulting services, are welcome and encouraged to apply. Project partners will connect eligible contractors with training resources, as necessary, to support the development of skills needed to provide advanced, supplemental nitrogen management services to their clients.

**Note: Funding will be awarded for the **implementation of supplemental nitrogen management on acres where manure is injected.****

To ensure that the project benefits a wide range of farms rather than concentrating efforts on a few large operations, we are committed to maximizing farmer participation opportunities across the agricultural community. To support this, annual incentives may be capped at 400 acres per farm and/or require a minimum number of participating farms relative to the total acreage being advanced. A suite of approved advanced nitrogen assessment tools—including N-loss risk assessment models, yield mapping, PSNT, CSNT, and/or potentially others— must be used as a basis for supplemental N recommendations and implementation on participating farms.



## B. Agribusiness Partner Requirements/Deliverables

We are seeking qualified **nutrient management agribusiness partners** who are ready, willing, and able to perform the following work on acres that receive manure injection within the boundaries of the PA Chesapeake Bay Watershed:

1. Participate in project orientation and supplemental training webinars (as needed) to ensure the skills necessary to implement the project.
2. A farm-specific manure analysis that includes both total nitrogen and ammonia nitrogen is required. A test conducted within the past year is recommended. If a current (within the past 3 years) analysis is not available, estimated book values may be used during the first year. If analysis includes pre-sidedress nitrate tests, etc., these must also be documented.
3. Verify all pertinent plans are updated to reflect manure injection as necessary per PA regulations (manure management, nutrient management).
4. Provide nutrient management planning services that support a farmer in implementing core N and supplemental N.
5. Ensure core N has been met via mass balance calculation that credits all N sources (legumes, previous manure application, etc.).
6. Ensure implemented supplemental N practices, including N rate, timing, and placement (for fertilizer), are approved by the project team and creditable within the Chesapeake Bay Model<sup>2</sup>.
7. Perform work on farms located in the PA Chesapeake Bay Basin that are injecting manure. Note: proposals that include delivery of services to clients trying supplemental N management paired with manure injection for the first time will be more competitive.
8. Ensure nutrient management assessment tools, including but not limited to PSNT/CSNT, N loss modelling, Split N applications, and others, are approved by the project team and creditable within the Chesapeake Bay Model.
9. Document and track project results and nutrient management implementation information in a database, provide field-level GIS files, nitrogen analysis data, and photos to project partners.
10. Verify implementation of core N and planned supplemental N practices.
11. Complete a brief evaluation activity annually, and, if requested, be willing to meet with project partners annually to evaluate progress, lessons learned, and adapt future approaches as necessary to accelerate project outcomes.

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<sup>2</sup> [Final BMP Panel Report. Definitions and Recommended Nutrient Reduction Efficiencies of Nutrient Management Practices. For Use in Phase 6.0 of the Chesapeake Bay Program Watershed Model. 2016](#)

12. When relevant, present the project at agribusiness events, highlighting its implementation and the benefits it offers to farmers, and share a brief event summary with Sustainable Chesapeake.
13. Receive payment for supplemental nitrogen management implementation on a per-acre, reimbursable basis. Note that we are proposing to contract directly with agribusiness partners, not individual farmers.
14. Sign a subaward with Sustainable Chesapeake (lead project partner) and comply with all requirements for Sustainable Chesapeake's terms and conditions (available upon request).

### **III. Proposal Instructions and Evaluation**

#### **A. Proposal Contents**

Nutrient management agribusiness partners are asked to submit clear and concise qualifications detailing their ability to deliver supplemental N management consulting services for clients in the PA Chesapeake Bay Basin. The proposal should include responses to the following:

1. Provide the legal name of your business and the state in which you are located.
2. Provide detailed information confirming how you will meet the requirements outlined above in the "Agribusiness Partner Participation Requirements/Deliverables" section of the Scope of Work.
3. Please tell us about your customer base. Specifically, how many customers you anticipate will be interested in participating. How many are new to manure injection and/or supplemental nitrogen management?
4. Please estimate how many acres of supplemental nitrogen management you could plan and implement on farms that will receive injected liquid manure. How many of these acres do you believe already inject manure? Please note the potential 400-acre limit per farm, and that all participating farmland must be in the PA Chesapeake Bay Basin.
5. Please tell us about your business and its qualifications to deliver supplemental nitrogen management services.
6. Please tell us what professional certifications and experience you and your staff have to support the project goals.
7. What payment rate per acre and minimum number of acres would you need to make participation in this project feasible for your business and your clients? Please provide a per acre, annual payment rate.

8. Please stipulate your anticipated duration of engagement in the project and an annual schedule illustrating the timing of implementing annual supplemental nitrogen (N) management practices.
9. How can we reach you if we have additional questions?

#### B. General Process

Project Partners will evaluate and assess the agribusiness partner's submission through criteria outlined in section C. The Project Partners reserves the right to accept or reject responses on any basis it deems appropriate.

#### C. Selection Criteria

The point system detailed below will be used to assist staff in making awards. This point system will not be the only determining factor in the selection process but will play a large role in determining the agribusiness that is the best fit to meet the requirements.

1. Capacity to do the work (20 points)
2. Qualifications/experience (20 points)
  - Experience and certifications needed to complete the work in accordance with applicable Federal, State, and local laws, regulations, policies, and guidelines
3. Cost Breakdown (20 points)

### IV. Submission

#### A. Questions

Potential applicants are welcome to reach out with any additional questions to **Natasha Rathlev** [natasha@susches.org](mailto:natasha@susches.org).

#### B. Deadline and submission requirements

1. Please submit the proposal via mail or email:

By email:  
Natasha Rathlev  
[natasha@susches.org](mailto:natasha@susches.org)

OR

By mail:  
Sustainable Chesapeake  
2918 Springhill Ave.  
Richmond, VA 23225

2. Submissions should be 20 pages or less (20 single-sided, 10 double-sided).
3. Submissions will be accepted on a rolling basis. Proposal review will begin after Monday, February 2, 2026. Additional review deadlines will be added as needed.

C. Freedom of Information Act Disclosure

All documents submitted for this RFP may be subject to requirements of the Freedom of Information Act and may be deemed public records.

D. No Discrimination

All businesses will be afforded the full opportunity to submit qualifications and will not be discriminated against on any grounds in consideration for award.

E. PA 4R Alliance and Sustainable Chesapeake reserve the right to accept or reject a proposal without a stated cause. Further, PA 4R Alliance and Sustainable Chesapeake reserve the right to terminate, restructure, or amend the stated process at any time. If no proposals are satisfactory, PA 4R Alliance and Sustainable Chesapeake have the right to re-issue or cancel the RFP.