

1. Description of Operation

The first-year operation will be cattle only, bringing 20-30 head of 400# calves on the property in late May or early June. The calves will feed until autumn at which point we will offer our livestock for “local grass-fed meat” to our private customers and then the remainder to the local market. Limiting the grazing from May to Sept (~45AUM) will protect the soil from winter trampling, give their manure more time to decompose and remove the need to harrow in the early spring.

Grazing management will consist of keeping the cows off the lowland grass basins and marshy areas near 61st ST, with an emphasis west of the line of cracked willow trees and near the southern border. The two existing water sites and salt placement are expected to be sufficient.

Irrigation is required on the sloped areas from the lateral that runs parallel to Nbfd. The three head gates that feed the lateral, and the two large interior, diagonal laterals are sufficient to keep the pastures green and productive. The irrigation practiced by Jerry Straty during the 70s and 80s will be replicated, when he ran 60 head of black angus on this parcel. The laterals and head gates will require silt and debris removal, then they will be ready for use.

Conserving soil means limiting damage from hooves and grazing, then building fertility from animal wastes. At our farm, across the street, we practice no-dig, no-till to maintain soil structure and it has worked for over a decade. The Straty-Cline parcel is the same type of land as ours,(was part of the same farm prior to our purchase from Straty.) We are confident that running the animals will build the soil just as it has on our farm.

2. Ag Background

We’ve practiced organic, no-till farming on our Valmont farm across the street from the proposed lease for over 10 years in Boulder County since 2010. We are familiar with irrigation flooding utilizing our existing water shares to irrigate our operation since 2003. We are committed to sustainable, regenerative farming without use of toxic chemicals. We follow the teachings of Charles Dowding (<https://charlesdowding.co.uk/advice-on-making-compost/>), which focuses everything on natural, sustainable soil health.

Our farming emphasizes a commitment to keep food local. Our interest, now, is expanding our local food production based on customer demand, into locally grown, grass fed meat. We are advocates of the movement for Boulder County branded meat. This operation will support those goals and reflect these values.

Our experience with grazers comes with the expertise of our team member Cappy Pruett, who operates a stock-dog training facility just north of DIA, in Hudson, CO (<http://cappypruett.com.tares.arvixe.com/indexa.asp>). Cappy has over 40 years of experience ranching with sheep, goats and cattle and now keeps animals for his trade in dog training. Having him on our team comes with a lifetime of caring for grazing stock. He is our connection to handling the stock from initial placement until shipping to market. With his horse-riding skills and a pair of well trained border collies, animal movements are covered.

3. Soil Observation

Our contact for questions related to soil health and plant choice has been with the CSU County Extension, Jennifer Cook & Kara Hardage - small acreage management consultants. We have worked with them on our own farm over the past 7 years to address soil fertility, weed management, and selection of cover crops, native tree and plant choices. We have implemented changes in our own farm based on recommendations from the County extension to best manage soil fertility and limit erosion. These practices include a detailed plan for holistic grazing with cover crop planted to avoid bare soil. crop chosen to increase soil fertility as well as provide additional fodder nutrition for livestock. Rotational grazing is used to prevent overgrazing with careful observation of average grass height across the field to gauge and prevent overgrazing. soil testing to be performed twice yearly for measurement of both growth in soil fertility and for planning purposes to address any changes needed in current and future seasons for amendments, crop choice etc.

4. Improving Viability and Stewardship

We currently focus on seasonal vegetables and fruit, and the eggs from our dozens of pasture raised hens. Incorporating grazers and meat supply into our current mix, creates a full spectrum ag offering from our farm. Our Existing Naughty Goat Farms farm stand works with 2 adjacent farms to provide a cooperative offering of more local food in one location. The adjacent farms currently have an extensive local customer base for selling their pasture raised goats and sheep for grass fed meat. They are unable to fully meet the demands of our customers and we have an immediate proven market for the meat through our customer base.

Our regenerative farming comes with a commitment to rebuilding soil, utilizing holistic grazing management, and implementation of cover crops, which are sensitive to native plants and perennials that have historically existed within Valmont's natural ecosystem. We recognize the importance of preserving and maintaining wetland areas with native plant preservation and sufficient water to maintain current hydrology.

5. Finance and Marketing

We have enough capital saved to purchase the calves and make the lease payment for the first year. Labor payments to team members are covered by current farm stand sales and additional savings. This operation will not incur debt or require a business loan. Sales and marketing of beef will be handled through our existing farm stand business in cooperation with Andrus Farm's CSA shares, as well as individual sales agreements with local restaurants who have an interest in local, grass-fed beef.

6. Future Improvements

The potential in this land lies in diversification. The current fencing will only accommodate cattle. Our plan is to add 5' field (temporary)fencing along the east and west perimeters, tacking to the existing fence posts, which can be easily removed, or changed as needed. Adding a cross fence from the Airport Blvd gate, East to the edge of Pit D will open this land up for sheep and goats, as a way to boost soil fertility. Secondly, the flat meadow lands near 61st ST could be fenced for forage crops. The high-water table under the meadows minimizes the need for irrigation, suitable for native perennials like yarrow, milkweed, vetch, which will attract pollinators like birds, butterflies, and hundreds of varieties of native and domestic Colorado honey bees, focusing on high nutritional crops either for sale or animal feed. Our goal is to add field type perimeter (temporary) fencing to protect those crops by the end of year 3.

7. Equipment

Expanding the corral area next to the loafing shed will require 5 to 7 additional panels. The existing chute and squeeze clamp are in working order. Setting fence posts corners will require an auger for drilling, supplied by our 40hp diesel tractor. Temporary fencing will use iron t-posts and 5' field fencing. Miscellaneous fence repair will need high tensile wire, stretchers and related hardware. General tools are already in hand and available in our farm across the street. The loafing shed will need metal panels to protect the roof We have existing material available for this repair.. In summary, we currently own a tractor and attachments as well as any fencing or general tools needed to repair and maintain existing fences and structures. We own trucks and livestock trailers. We have temporary fencing available to use as needed.

Also, because we live less than 100 yards from the property, we can respond immediately to broken fences, escaped animals, predators, incimate weather, and anything else that may disrupt operations at a moment's notice; this is our most valuable tool, and the way we will keep our animals and the property safe.

8. Labor

This operation is structured as a worker co-operative with 5 members Including Mary and Hep Ingham. Mary is our farm manager for existing operations and works full time in this role. All other members are committed to 25% allocation of time. Cappy is our consultant for all things cattle related. Frequent monitoring of the herd and perimeter fence will be handled by myself and my spouse, which is practical since our full time residence is across the street. Maintenance labor of this property is expected to be 10-15hrs per week.

9. Underserved Producer

Maria Juarez and Jorge Gaytan are employed by our current operations for farm labor. They are first generation Mexican-American members of the cooperative. We are not eligible for underserved producer at this time, however, we are committed to integrating and employing underserved producers into our operation.

10. Proposed Bid

40 AUM x \$45 = \$1800/year

REFERENCES

Provide personal references that are familiar with your agricultural experience including the following, as possible. Please provide only names and contact information. Do not include reference letters as part of your submission.

- Two neighboring landowners to proposer’s current operation;
- A landowner who leases or has agreed to allow proposer to use their land;
- A ditch rider, lateral captain or water commissioner who has worked with proposer on their current operation;
- A customer or buyer of proposer’s current agricultural product;
- Any additional similar references that proposer believes would be helpful in evaluating the proposed operation;

Name	E-mail address and Phone Number	Relationship
Todd Smith/Owner Andrus Farm	[REDACTED]	Neighboring landowner
John Quinlan	[REDACTED]	Neighboring landowner
Bob Juhl	[REDACTED]	Ditch Rider current operation
Kris Campbell	[REDACTED]	Customer
Brian Coppom	[REDACTED]	Boulder Cty Farmers Market Executive Director
Laurel Fox	[REDACTED]	Customer

*Please note that bidders may be asked to provide financial reference(s) and information upon request.

PROPOSAL FORM- REQUIRED

Failure to complete, sign and return this signature page with your proposal may be cause for rejection.

Contact Information	Response
Company Name including DBA	Naughty Goat Farms DBA
List Type of Organization (Corporation, Partnership, etc.)	Sole Proprietarship
Name and Title of Person Authorized to Contract with City of Boulder	Hep or Mary Ingham owners
Name and Title of Person Submitting Bid	Mary Ingham
Email Address for Person Submitting Bid	[REDACTED]
Company Address	[REDACTED]
Company Phone Number	[REDACTED]
Company Website	NaughtyGoatFarms.com
Company Fax Number	NA

By signing below I certify that:

I am authorized to bid on my company's behalf.

I am not currently an employee of City of Boulder.

None of my employees or agents is currently an employee of City of Boulder.

I am not related to any City of Boulder employee or Elected Official.

I am not a Public Employees' Retirement Association (PERA) retiree.



Signature of Person Authorized to Bid on Company's Behalf

March 16, 2021

Date

Note: If you cannot certify the above statements, please describe in a statement of explanation.