

NORTHWEST FLORIDA WATER MANAGEMENT DISTRICT

MEMORANDUM

TO: Governing Board

THROUGH: Brett Cyphers, Executive Director
Guy Gowens, Assistant Executive Director

FROM: William O. Cleckley, Director, Division of Land Management and Acquisition

DATE: October 7, 2014

SUBJECT: Consideration of Invitation to Bid 16B-001; 2015 Upland Wiregrass Seed Collection *(Supplement)*

Recommendation

Staff recommends that the Governing Board approve the bid submitted by Southern Habitats, LLC for the collection and sale of upland wiregrass seed at a per bulk pound price of \$3.06.

Background

At the 2:30 p.m. opening time on October 7, 2015, the District received one bid for Invitation to Bid No. 16B-001 for 2015 Upland Wiregrass Seed Collection.

The bid received is detailed below.

<u>Firm</u>	<u>Bid Amount</u> <u>(Per Bulk Pound)</u>
Southern Habitats, LLC	\$3.06

On September 29, 2015, the District held a mandatory pre-bid meeting and tour of upland wiregrass seed collection sites. Southern Habitats, LLC (Southern Habitats) was the only prospective bidder to attend the mandatory pre-bid meeting and be eligible to submit a bid.

Over the years, Southern Habitats has been involved in District mitigation plant restoration activities and operations and has experience in the collection of a variety of native groundcover plant seed, as well as the propagation of wetland native plant material for groundcover habitat restoration at District mitigation sites. Southern Habitats has indicated that they desire to rent the

District's wiregrass seed collection equipment. If so, this rental would be subject to the rental terms and conditions contained in the agreement, i.e., \$150/day, \$450/week or \$1,250/month, plus a \$5,000 equipment damage, repair or replacement bond.

This is the District's third attempt to sell wiregrass seed in this manner. In the first sale, the District sold 1,169 pounds of bulk wiregrass seed for \$6.75 per pound and generated \$7,890.75 in revenue. Last year, the District sold 546.4 pounds of bulk wiregrass seed for \$6.12 per pound and generated \$3,343.96 in revenue. It should be noted that the previous year's seed collection bidder only collected seed for three days utilizing two or three collectors and last year Southern Habitats started their collection late due to prior commitments and only collected four days or enough to meet their seed order. If these two previous bidders had standing orders for large quantities of bulk seed in the marketplace and had collected over a normal three to four week collection window, e.g. collected approximately 2,500 pounds, then at an average price of \$6.43 per pound, the District may have realized revenues in excess of \$16,000.

Although not a significant revenue source to date and given that wiregrass seed is difficult to propagate in a commercial nursery environment, the potential for native seed collection to create an additional revenue source for District land management operations may be realized as the demand for native groundcover seed increases in the marketplace, especially when bulk seed availability for direct seeding restoration activity becomes better known in the private and public sector. Based on previous harvest quantities for these same collection sites and Southern Habitats assurance that they intend to start collecting seed as soon as conditions warrant and significantly increase the weight collected from last season, staff estimates that the District may realize several thousand dollars in expected revenues from the collection and sale of upland wiregrass seed at \$3.06 per bulk pound.

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