

**American Farmland Trust  
PROPOSAL FORM**

TO ENTER A CONTRACT FOR COVER CROP DRONE SEEDING  
in fulfillment of the 2025 Batch and Grow Watershed cover crop incentive program

**Purpose:**

American Farmland Trust (AFT) is launching and supporting farmer-led groups to improve soil health, promote continuous living cover, and keep nutrients on the land in partnership with Sand County Foundation. Farmer-Led Advances in Soil Health - FLASH is a statewide initiative in Illinois where farmers are leading efforts in priority watersheds to improve soil health and protect water quality. FLASH groups are organized by farmers, for farmers, with each group tailoring conservation efforts to address local needs and priorities.

**Job:** AFT is seeking an aerial drone seed application company to apply cover crop seed mixes in the fall of 2025 for up to 2500 acres in Coles County Illinois. Final acreage and locations to be confirmed prior to planting in the Coles County - Lake Paradise/Lake Mattoon Watershed area.

**Bidding deadline:** Proposals must be received no later than 12:00 P.M., Wednesday, July 16, 2025. Please email to Julie Larsen - [jlarsen@farmland.org](mailto:jlarsen@farmland.org)

If you have any specific questions, please don't hesitate to email or call, 815-209-0524

**Job completion date range:** August 11 – September 23, 2025

**Job specifications:** see below

**Business Name:** \_\_\_\_\_

**Website (if applicable):** \_\_\_\_\_

**Employer Identification Number:** \_\_\_\_\_

**Name of Owner or Chief Executive:** \_\_\_\_\_

**Email** \_\_\_\_\_

**Phone** \_\_\_\_\_

**Address** \_\_\_\_\_ **City** \_\_\_\_\_ **State** \_\_\_\_\_ **Zip** \_\_\_\_\_

## Equipment and Personnel

Please provide descriptions of equipment and staffing you expect to use to fulfill the bid's services. If you intend to subcontract additional drone pilots for this work, include their business names here. Include an approximate average number of acres of cover crop seed that can be applied per day, and an average number of days that you will operate per week. Please limit response to 500 words or less.

Please provide a description of your capacity to receive and store seed from a seed vendor. Including the type of storage facility, means to unload seed, days/times available to receive seed, and the maximum number of 2,000 lb totes (or other containment) that you can hold at any given time. If none, enter "N/A". Please limit response to 500 words or less.

**Capacity**

If you prefer to work with a specific seed vendor, pick up seed from a specific location, and/or pick up seed in a specific type of container or loading system, please state these preferences here:

Please state the maximum number of acres for which you can commit to apply cover crop seed according to the specifications and timeline of this project:

Please share any other information you feel is relevant. 500 words

## Budget

Bidder should complete the budget table below based on per acre seeding cost. Please note any additional cost for picking up seed, if applicable.

Seed mix	Seeding Rate (via Drone) lbs/acre	Price per acre for drone seeding	ADDITIONAL per acre charge to pick up seed*	Total Price per acre
<b>Mix 1 Oats/Radish</b>	<b>Oats – 50 Radish - 2</b>	\$	\$	
<b>Mix 2 Winter Barley/Crimson Clover</b>	<b>Winter Barley – 36 Crimson Clover - 7</b>	\$	\$	

\* from a to-be-determined storage facility

The bidder hereby certifies that no other principal is involved in or has an interest in this proposal; that the bidder has thoroughly examined the plans and specifications and this proposal form and is aware of the special provisions contained herein; that the bidder has examined the site of the work and understands that the quantities of work required by the plans and specifications are approximate only and are subject to increases and decreases; that the bidder understands that all quantities of work actually required must be performed and that payment therefore shall be at the unit prices stipulated herein; and that the bidder proposes to timely furnish the specified materials in the quantities required and to furnish the machinery, equipment, labor and expertise necessary to competently complete this project by the time specified.

Acceptance of a bid by American Farmland Trust is subject to confirmation and review and no contract enforceable by the bidder is created until execution of a written contract by all parties. If this bid is accepted, bidder agrees: to execute a formal contract within thirty days of the date of approval for award. Upon execution of a written contract by all parties, the contractor agrees to begin work in accordance with the contract documents and to either complete the work within the contract period or pay liquidated damages, which shall accrue for each additional working day the work remains uncompleted; to perform all “extra work” required to complete the project at unit prices or lump sums to be agreed upon in writing prior to commencement of such “extra work” or, if prior agreement cannot be reached, to perform the work on a “force-account basis” as provided in the specifications.

The signing of this Bid document shall serve as an unsworn declaration that I (the owner, partner, President, other corporate officer, or an authorized representative) hereby certify under penalty of perjury under the laws of the United States that I have read, understand, and accept the Bidding Certifications and other provisions contained in the proposal notice/notice to bidders.

Signature

Date

Printed Contact Name

**American Farmland Trust  
COVER CROP DRONE SEEDING SPECIFICATIONS**

The contractor shall apply seed as designated in the specifications. The contractor shall apply seed between August 11 and Sept. 23 of 2025 according to a schedule of operations to be provided by American Farmland Trust. The contractor is to apply seed at seeding rates to be specified by American Farmland Trust. American Farmland Trust will provide the contractor with access to an online mapping tool detailing each field to be seeded and contact information for field owners or operators. The contractor shall give the listed field owner or operator notice of fields scheduled for seeding at least 24 hours prior to arrival. The contractor shall follow instructions provided by producers and/or American Farmland Trust staff regarding field access or other constraints. The contractor shall schedule applications in the following order according to current crops; corn grain fields first, then corn silage fields, then soybean fields. This may require more than one visit to a given farm if the farm grows more than one crop type. The contractor will record the date, seed mix, seed weight, seeded acres, and relevant notes regarding each field seeded in the online mapping tool within 24 hours after seeding. The contractor shall provide American Farmland Trust with geospatial data files of the drone flight paths and/or total seeded area on a monthly basis.

All required seed will be provided by one or more seed dealers contracted separately by American Farmland Trust. The contractor shall work with the specified seed dealer(s) to determine when and how seed will be picked up or delivered. The contractor is responsible for communicating to the seed dealer(s) any preferences or limitations in the packaging or method of transferring seed.

The specific fields and total number of acres to be seeded by the contractor will be determined by American Farmland Trust. In the likely event that multiple drone applicators are contracted for this project, American Farmland Trust will provide all applicators with an opportunity to state their preference to serve specific farm clients with whom they have existing business relationships. American Farmland Trust reserves the right to remove, add, or limit the number of acres assigned to any contractor to balance the workload among all contractors and complete the project in the given timeframe.

All drone operators, including sub-contracted operators, must have current and appropriate FAA certification and must comply with all federal, state, and local regulations.

Successful bidders must provide a certificate of insurance within 30 days of the date of the approval for the awarding of a contract.

**Terms and Conditions**

American Farmland Trust (AFT) reserves the right to reject any or all proposals, negotiate with vendors, and award contracts based on the best overall value. This RFP does not constitute an offer to contract. This RFP is grant funded. AFT will pay its vendors after receiving reimbursement from our grant funders.

Notice - Project is Subject to the Availability of Funds to be Provided by a Federal Grant. This project is being funded by a United States Department of Agriculture - Natural Resources Conservation Service under a Regional Conservation Partnership Program Grant award made to Sand County Foundation (the "Award"). American Farmland Trust is a subgrantee of Sand County Foundation.

Accepted proposals or contracts made in connection with this RFP are subject to the availability of funds provided under the Award. All AFT payments and other liabilities of whatever nature shall be subject to prior receipt by AFT of the corresponding funds from the USDA under the Award. In the event of any pause, suspension, delay in receipt of funds, or early partial or full termination of the Award, AFT, in its discretion may elect to cancel this RFP or suspend or terminate any accepted proposal or contracts. AFT will notify of such action as soon as is reasonably practicable. During any suspension, you must take all appropriate action to minimize the incurrence of costs. Upon any termination, you must cancel outstanding commitments.