

Request for Proposals

Exploring Options
For Producer Involvement
In Wheat and Barley
Variety Development



1. Background

Global investments in wheat and barley variety development are lagging behind other major crops. The level of public investment in wheat and barley variety development in Canada could impact the competitiveness of wheat and barley in farmers' rotations without increased investment from the private corporate and/or private producer sectors. The scale of investment required is so significant that collaboration is needed if producers are to have a meaningful impact on wheat and barley variety development in Canada.

The formation of new wheat and barley producer organizations and the implementation of new check-offs has created an opportunity for the organizations to collaborate on this initiative. Wheat and barley check-off based producer organizations in western Canada have formed a Working Group to explore options for producer involvement in wheat and barley variety development.

The Member Organizations are:

- Alberta Barley Commission
- Alberta Wheat Commission
- BC Grain Producers Association
- Manitoba Wheat and Barley Growers Association
- Saskatchewan Barley Development Commission
- Saskatchewan Wheat Development Commission
- Saskatchewan Winter Cereals Development Commission
- Winter Cereals Manitoba.

The Western Grains Research Foundation (WGRF) is acting as facilitator for the Working Group.

2. Objectives of the Study

The goal is to have world class sustainable wheat and barley variety development programs contributing to increased net profitability per acre for Canadian farmers through the continual improvement of wheat and barley varieties. The Working Group requires a Consultant to conduct an objective business case analysis of a range of options for producer involvement in wheat and barley variety development. The Consultant will collaborate with the Working Group to identify the options, the evaluation criteria and the process. The study will be used to assist WGRF and Member Organizations in providing leadership and directing future investments into wheat and barley variety development.

3. Deliverables

12 PM (CST) Friday March 6:	Deadline for Proposal Submission
Wednesday March 25:	Contract signed
Friday April 10:	Meeting with Working Group to identify options, evaluation criteria and process. Finalize reporting criteria.
Monday June 15:	Interim report due
Thursday June 25:	Review interim report with Executive Directors
Wednesday July 15:	Review interim report with Working Group
Friday October 30:	Review draft final report with Executive Directors
Friday November 27	Review draft final report with Working Group
Friday December 11, 2015	Final report received by WGRF

4. Scope of Project

- Wheat and barley variety development opportunities for farmers in Manitoba, Saskatchewan, Alberta and the Peace River region of British Columbia.
- Identification and description of a range of existing business options for crop variety development in public, private corporate, private producer and partnership programs in North America, Europe and Australia.
- Identification and description of potential business options for wheat and barley variety development involving some level of producer involvement and/or investment.
- Development and application of assessment criteria on the existing and potential business options applicable to some level of producer investment in wheat and barley variety development.
- Evaluation of the business options based on the assessment criteria.
- Assessment of the feasibility of the most promising options.

5. Out of Scope

Areas not identified in Section 4.

6. Deadline for Proposals

**Proposals must be in electronic format and received by WGRF by
12 PM (CST) Friday March 6, 2015.**

7. Budget

The anticipated budget is \$100,000 including GST however consideration will be given to levels above or below depending on the merit of the proposal

8. Proposal Submission

The Proposal should describe:

- Proposed methodology for completing the work as described.
- All fees associated with completion of the project, including GST.
- The names of all persons contributing to billable hours on the project.
- The CVs of the principals in the project.
- References from two previous clients.
- Other information that the consultant believes important to the success of the project.

9. Completion Date

This study is expected to be completed by Friday December 11, 2015.

All proposals will be kept confidential.

The successful consultant will not be considered an employee of WGRF and will not be entitled to the benefits of being an employee.

All those who submit a proposal will be notified after a successful candidate has been awarded the contract.

10. Contact Information

Garth Patterson, Executive Director
Western Grains Research Foundation
garthpatterson@westerngrains.com
Phone: 306-975-2081
214-111 Research Dr.
Saskatoon, Saskatchewan
S7N 3R2

Or

Gina Feist, Research Program Manager
Western Grains Research Foundation
ginafeist@westerngrains.com
Phone 306-975-0201