

Property Proposal for Straty - Cline  
for 63rd St. Farm, LLC use

- 1. Please describe the operation you propose for this property. Include details regarding your proposed grazing management practices, vegetation / forage management and irrigation management practices. Please include practices that you currently employ, and management results from them, to conserve soil, water, and forage resources.***

The 63<sup>rd</sup> Street Farm has identified the OSMP Straty-Cline property as ideal grazing pastures for our growing herd of cattle and alpacas. At 63rd St. Farm, we have been using rotational grazing methods for all our animals for many years. This has helped us diversify the grazing crops in the fields as well as allow some areas to grow while others are being grazed. By not over grazing the entire field, we allow the vegetation to regrow before it is completely decimated. Having access to these additional pastures at the Straty-Cline property would allow us to rotate our current livestock onto these parcels while allowing our other OSMP parcels to lay fallow. Ultimately, we would like to have 15 head of cattle and 5 head of alpaca to move onto the Straty-Cline pastures that would rotate paddocks every other week. By rotating paddocks we could avoid over grazing any one section and to add into the organic matter of the soil as animals place their excrement down in the fields. We raise all of our animals on a holistic rotational grazing system. This has proven to help the soil and grasses have time to regrow while adding nutrients from the animals' feces and urine. Not only has it been proven to benefit the health of the soil but also the health of the animals. We look forward to the opportunity to expand our animal production utilizing these same sustainable methods on the Straty-Cline property.

During the first year, we would have only 10 head of cattle and 5 alpacas rotating on the pastures as we become more familiar with the irrigation on the property and how the public uses the land. In year two, we would like to add another 5 head of cattle and hay the north section of the property for a single cutting and possibly add in our pigs and chickens into the rotation if possible. We would like to see the flood irrigation in action and learn if we'll need to adjust the laterals to get better irrigation for the pastures. Having this extra parcel to rotate our animals onto will also free up other currently leased land at the OSMP Poor Farm as well as Andrus South and North parcels, to allow regrowth and rest periods. One of our main goals is to not have any ruminants grazing on the haying portion of the OSMP Poor Farm, so that we can maximize cuttings on that property. Finally, we are interested in raising more cattle to feed members of our growing CSA program at the 63<sup>rd</sup> street farm.

At the 63rd St. Farm, we are considered "Eco-Ganic". We have had to pair up with other farmers to find a word to express how we farm who are not certified Organic. We do not use any pesticides or herbicides or any chemicals of any kind on anything we grow and will always try natural methods of dealing with pests before using a certified OG product. At our farm we currently use ruminants, pigs, chickens or turkeys to rotationally graze with one another which is a diversified rotation on the farm. By having the cattle or alpacas begin "mowing" pastures and then

have the pigs follow behind with the chickens or turkeys behind that makes for a richer pasture and healthier soil with less pests. At 63<sup>rd</sup> Street Farm, we are committed to sustainable practices that align closely with the goals of the OSMP for the long-term health of our agricultural lands.

***2. Please describe your agricultural background and any existing agricultural enterprise(s). Include general location information, and the years of experience implementing the agricultural practices you have proposed.***

We have been farming on the 63<sup>rd</sup> Street Farm in Boulder County since 2008, just east of the Straty-Cline OSMP property, and are uniquely situated to take advantage of this opportunity. Our home farm is a minute drive down the road from the Straty-Cline property and we would be able to arrive very quickly if something has gone awry! We have a very successful CSA program, starting with only 65 families and now serving approximately 350 families, and we are very active members of our community. We currently grow a variety of vegetables on 10 acres of land and have: apple trees (240), a vineyard (100 vines), egg laying hens (300), meat chickens and turkeys (575+/yr.), pigs on pasture (8 sows this year), grass fed cattle (10 this year), honey bees (12 hives), and alpacas for fiber (19).

Amanda Scott currently runs the 63<sup>rd</sup> Street Farm. When Amanda was younger she grew up on a dairy farm in upstate New York with cows, chickens and horses. Amanda went to college to study hotel and resort management. During that time she worked and managed upscale restaurants for 15 years. After this extensive experience in food service and management, she coupled it with her background in animal husbandry and crop production to develop the 63<sup>rd</sup> Street Farm. Brian Scott, after moving to Colorado in 1993 got involved in two things: food and construction. Brian pursued an apprenticeship in construction specializing in masonry and stone and has been running his own business in Boulder County for over 24 years. He brings all that valuable experience to our farming, running heavy equipment, building and maintaining structures, and taking care of many other various farm maintenance related tasks. Together with these combined skill sets, we feel we are more than qualified to manage and maintain the Straty-Cline property, and believe this expansion will increase our ability to expand our market and increase the viability of the 63<sup>rd</sup> St. Farm, helping to meet our personal goals and those of the City of Boulder.

Starting this year, Amanda and Brian have partnered with J. Barber. Barber is now part owner of 63<sup>rd</sup> St. Farm after working on the farm for the past 5 years starting off as an intern and working hard to get to Farm Manager which he has been for the past 3 years. Bringing younger farmers into the community to learn the techniques and sustainable practices is critical to keeping farming going strong in Boulder County. Our CSA has also become a very strong community. Over the past couple of years, our CSA members have started demanding more opportunity to purchase locally raised, sustainable meat. We had also had demand from local restaurants for meat production. As outlined above, one of the goals of accessing the Straty-Cline property

would be to increase access to locally raised, sustainable food in our community. We all need to plan to feed ourselves now but also need to plan to feed our children healthy food in the future!

***3. Describe your proposed vegetation and soil sampling protocol or observations and how you will use this information to modify management practices.***

At the 63<sup>rd</sup> Street Farm, we currently work with Elizabeth Black on the CSSHP (Citizen Science Soil Health Project) to evaluate our soil samples. The City has also taken on sampling of our pastures to provide feedback on what can be improved. As outlined above, we observe and rotate the herds regularly to maintain soil quality; using rotational grazing systems assists with building soil and promoting vegetation regrowth. We are currently in need more pasture to allow other pastures to lay fallow for better quality grazing and better life of the soil.

***4. Describe how the City of Boulder agricultural land you are proposing to lease improves the viability of your existing agricultural operation or improves agricultural stewardship of your existing property(ies)?***

We are hoping access to the OSMP Straty-Cline property will alleviate the OSMP Poor Farm land of cattle grazing and open up the opportunity for increased hay production on that property. We would like the OSMP Poor Farm property to be the main source of hay for the operation instead of grazing large animals as we will need all of that hay to feed our animals throughout the winter. We would like to rotate ruminants on and off the OSMP Andrus South and OSMP Andrus North properties throughout the year, allowing some lands to be able to lay fallow for longer periods of time while others are under grazing. Having an additional 50+ acres on the Straty-Cline land, would eventually allow for 15-20 head of cattle (we only have 5-10 currently), 19 alpacas, 8 sows, 300 laying hens, 125 meat chickens, and 75 turkeys to all be rotating on our properties throughout the summer. Our current land will not support this level of animal rotation. Increasing the available space for raising animals and growing hay for the animals is critical to the long-term success of our farm, to meeting the demands of our customer base, and to meeting the long-term goals of the City of Boulder sustainability plans.

***5. Describe your ability to finance the implementation of your proposed operation. Include information regarding any necessary capital or operating loans that will be required. Please describe how and where you will market the products grown on the property.***

Since we are fortunate to have a very successful CSA program currently, we are able to reinvest in our farm annually. We will not need any loans to make this expansion project possible and are ready to begin immediately. We are hoping to add cattle to our operation by gaining access to the Straty-Cline land while alleviating pressure on the OSMP Poor Farm and OSMO Andrus South properties. Currently, we purchase 5 steer per year to process for our 350 CSA members to purchase. This season we have 5 steer already purchased and pre-sold to our CSA members for

the 2021 season and the members are still wanting more. We would like to increase to 10 steer for purchasing and harvesting in future seasons, and believe that there is sufficient demand from our CSA members to meet this increase in supply. Purchasing beef in from other farms has made it financially unviable in the past to offer beef to our members. The price variation each year is hard to calculate for our members share cost along with the size of the animal and how many shares will there be. Having our own cattle alleviates that stress of loosing money to offer beef to our members.

**6. Please describe any kind(s) of infrastructure improvement(s) that you envision for the property.**

We would propose to have the roof on the loafing shed redone for the alpacas to over winter in. We would also propose the City purchase the materials and allow the 63<sup>rd</sup> Street team to build the new roof. Brian Scott has a construction company and would be in charge of the building process. Splitting the cost of improvements for the property seems beneficial for both parties.

**7. Please describe the machinery and equipment needed to implement your proposed grazing and vegetation management operations on the property and how you will meet those needs; e.g.: own, lease, borrow, hire custom, etc. Please only list or describe the machinery or equipment you will be using on the property; e.g.: seed drill, portable corrals, temporary fencing, etc.**

Firstly, we recognize that we will need temporary fencing for the Straty-Cline land. We currently own what is needed or will purchase what is needed for this project to proceed. For haying, we will hire this out as we have done for the past 3 years at the OSMP Poor Farm property. Hiring out the haying is the most cost-effective strategy since we will not need to purchase any new equipment. We do own a skid steer that will be able to assist in fixing any laterals, as well as a mini excavator that is available from Brian's construction business.

**8. Describe how you will meet the labor demands for the proposed operation. Are you involved in your agricultural enterprises on a full-time basis? If not, what percentage of your time is dedicated to agricultural pursuits?**

Amanda and J. are involved in agricultural work on a full-time basis. At the 63<sup>rd</sup> Street Farm, we have a team of vegetable farm hands as well as a team of animal farm hands that tend to the animals needs every season. Amanda and J. also work directly with the animals on a daily basis.

**9. Please provide any information pertaining to your eligibility as a U.S. Department of Agriculture historically underserved producer. ( <https://www.nrcs.usda.gov/wps/portal/nrcs/main/national/people/outreach/slbfr/> ).**

While we are not eligible for designation as a historically underserved producer, we are working in partnership with J. Barber this year. Barber is a beginning farmer, having started as an intern at 63<sup>rd</sup> Street Farm in 2016, and is now working as our Farm Manager and is a part owner of the farm.

**10. What is your proposed per AUM bid for this property?**

- \$13 AUM per steer
- \$15 AUM per alpaca
- \$30/acre for hay. Only 1 cut per year.

# 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   | 63rd St. Farm, LLC          |
| List Type of Organization (Corporation, Partnership, etc.)           | LLC                         |
| Name and Title of Person Authorized to Contract with City of Boulder | Amanda Scott - Farmer/owner |
| Name and Title of Person Submitting Bid                              | Amanda Scott Farmer/owner   |
| Email Address for Person Submitting Bid                              | [REDACTED]                  |
| Company Address  | [REDACTED]                  |
| Company Phone Number   | [REDACTED]                  |
| Company Website  | 63rdstfarm.com              |
| Company Fax Number   | N/A                         |

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.



3/15/21

Signature of Person Authorized to Bid on Company's Behalf

Date

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

## 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.

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

| Name                      | E-mail address and Phone Number | Relationship                 |
|---------------------------|---------------------------------|------------------------------|
| Bob Isel                  | [REDACTED]                      | Ditch Rider                  |
| Keeloy Stokes             | Keeloy Stokes<br>303            | CSA member                   |
| Todd Smith                | rob<br>3                        | Neighbor - Andrus farm       |
| Daphne & Cameron Kingsley | [REDACTED]                      | fellow farmer                |
| Justin Garber             | justin.garber@ws.org            | teacher @ neighboring school |
| Jan Decourtney            | col                             | CSA member                   |

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

