



REQUEST FOR PROPOSALS

Project Name:	Study: Return on Investment in Irrigation Expansion within MB
Type of Service:	Quantitative and qualitative economic study, report development
Project Timeline:	October 15, 2021 to January 31, 2022
Proposal Deadline:	9:00am on October 11, 2021
Project Cost:	Not to exceed \$150,000

Background

The Enterprise Machine Intelligence and Learning Initiative (EMILI) is an industry-led non-profit organization established to accelerate the growth of the agri-food industry in Manitoba, and the other prairie provinces, by promoting digital agriculture and digital agriculture technologies.

In 2021, the Province of Manitoba provided EMILI with a grant to establish a Water Strategy Fund as part of the creation of a new provincial water management strategy. Part of the fund is to be used to enable projects that can be applied to support climate change adaptation, environmental sustainability and agricultural productivity. The Water Strategy Fund is overseen by a Committee responsible for governance of the fund, including the evaluation of project proposals. The Province's announcement of the creation of a new water management strategy can be found [here](#).

Key Issues

- More reliable, and reliably adequate supplies of water provide opportunity for growers to pursue high-value crops including potatoes, vegetables, plant-based proteins and organics;
- Global population growth is on pace to expand from 7.8 billion people in 2020 to 9.7 billion in 2050, opening up the opportunity for Manitoba to become a global leader in food exports, especially sustainable protein.
- Hotter, drier summers in the future due to climate change, and increasing variability in water availability as projected as one of the impacts of climate change in Manitoba, may also convince many more growers to newly irrigate crops out of economic necessity, further increasing demand for water.
- A well-designed irrigation system could enable climate adaptation in Manitoba, and boost agricultural production while also ensuring that the province mitigates the risk of water shortages in municipalities.
- Other neighbouring jurisdictions, notably Alberta and Saskatchewan, are investing heavily into expanding their own irrigation systems, applying best practices learned from elsewhere.



Targeted Outcome

Delivery of a report providing findings and recommendations from a comprehensive study on the potential economic return on investment for Manitoba if the Province were to expand irrigation capacity that could in turn help expand agriculture and agri-food industries, while also offsetting drought and flood conditions.

Services Requested Summary

- Establish a baseline on the current state of irrigation capacity in Manitoba, before looking at where, when, and how irrigation can be better enabled in the province, and the estimated cost of doing so;
- A scan of best practices when converting traditional, rainfed farmland to irrigated acres in other comparable regions -- particularly the experience of southern Alberta -- that allows for the delivery of irrigation in a consistent way throughout the entire crop life cycle to better support the growth of agriculture and agri-food industries;
- Study and analysis should include detail on lost economic potential of missed water capture opportunities in times of excess moisture (i.e. flooding), and the potential economic benefits of better capturing water in the future for multifunctional use;
- Calculations and recommendations on the long-term ecosystem needs for water, to ensure that these are sustainably maintained, even as water consumption experiences growth through expanded irrigation;
- Other relevant analysis deemed appropriate based on applicant's areas of expertise and specialization;
- Provide regular progress update reports to EMILI, including meetings with identified expert advisors from the Province at beginning, mid-point and end of project to allow for input and to review process and outcome; and
- Methodology, findings, analysis and recommendations detailed in both a pre-deadline draft report and final report to be submitted to EMILI upon project completion date; and
- Commitment to presenting report findings in a meeting with a group of key provincial stakeholders at a future date (both TBD), allowing for adequate time for Q&A.

Bidder Qualifications

The following entities are not eligible bidders:

- Any provincial government body, entity, agency, organization, Crown Corporation, or any "reporting organization" as defined in *The Financial Administration Act* (MB)
- The federal government
- The government of another province or territory within Canada or any government entity outside of Canada

Notwithstanding the above exclusions, the following are eligible-bidders:

- A watershed district established or continued under *The Watershed Districts Act* or an entity established for similar purposes under a law of Manitoba or Canada;
- A university as defined in section 1 of *The Advanced Education Administration Act* or an entity established for similar purposes under a law of Manitoba, Canada, or another jurisdiction.



Proposal Format

The proposal should be no more than 10 pages, and must contain the following items and be presented in the following order:

1. Letter of Introduction
A letter introducing the bidder with a high-level summary of the proposal and narrative explaining the overall value proposition of the proposal
2. Bidder Qualifications
A professional summary of the bidder organization and key individuals involved in the project
3. Project Approach
An outline of how the bidder intends to approach to achieving the project deliverables including summary of management structure, technical approach, methodologies used, and value-added services to be provided in addition to the project requirements.
4. Project-Specific Requirements
Any technical requirements bidder anticipates EMILI and other stakeholders will need to provide in order to fulfill project objectives
5. Project Timeline
An outline of the sequencing and expected start/end times of work entailed within the project.
6. Project Scope
Clearly articulated listing of elements within the scope of the proposed project and those excluded from the scope.
7. Costing Summary
A listing of billable components of the project, the associated costs, and the payment schedule.

Proposal Inquiries

For inquiries relating to the RFP, please contact:

Kyle Hiebert
Senior Program & Policy Analyst
water@emilicanada.com

Proposal Submission

Interested bidders will electronically forward their submission as a single PDF file by email to:

Kyle Hiebert
Senior Program & Policy Analyst
water@emilicanada.com

Mention “Proposal Submission: ROI Study on Irrigation Expansion” in the subject line of your email.

Deadline for application: 9:00am on October 11, 2021.



We thank bidders for their interest, however only those selected for further consideration will be contacted.

Evaluation Criteria and Process

The evaluation criteria for the proposals are as follows:

- Bidder qualifications
- Project approach
- Value for money
- Timetable
- Unique added value and/or additional project elements bidder can propose to enhance the targeted outcome
- Bidder's environmental footprint and stewardship efforts

The above list of criteria is not exhaustive and other criteria may be considered.

EMILI's Water Strategy Fund Committee will serve as the evaluation committee. The committee may, at its sole discretion, retain additional committee members or professional advisors as is determined to be prudent or necessary.

The RFP evaluation process is a selection procedure. It will be finalized through completion of the following stages:

1. Bidders submit proposals to EMILI in response to this RFP.
2. EMILI will screen each proposal to ensure that the proposals meet all the mandatory requirements of this RFP as outlined in the above Proposal Format section. At this time, at its sole discretion, EMILI may also request missing or supplemental information from some or all of the bidders.
3. Proposals that meet the mandatory requirements of this RFP will be evaluated and ranked by the EMILI Water Strategy Fund Committee to determine which Proposals provide the best overall value. As requested by the committee, EMILI may at this time again request supplemental information from some or all of the bidders.
4. Final project selection is based on the established evaluation criteria, as well as other factors such as the Water Strategy Fund Committee's strategic priorities.

Final project selection is also subject to mutual agreement of the terms of the engagement.