

Q&A - RFP Grow Contract

Q. Will NNRG be paying the full price of the seedling, or can the nursery expect to collect some portion of its revenue from sales to the ultimate user?

A. Nurseries should consider the amount they propose to be paid by NNRG as a down payment or minimum guarantee of payment they will receive, whether the seedlings are sold or not. Subsequently, as stated in the RFP, "The seedlings will be sold at or below market rates by the nursery."

Q: What are the distribution years the plants are needed? *To produce 1–2-year-old seedlings we typically need 1-3 years depending on each species stratification/propagation requirements, as well as seed availability. For example, we have already sown the seeds for the 2026 growing season. Those seeds were requested over 1 year ago. Some of those seeds sown will be available for 2026/2027 distribution (December - April) and some will be for the 2027/2008 and 2028/2029 distribution (December - April). If plants are needed for the 2026/2027 distribution season (December - April) depending on species, we would need to have already procured, stratified, and sown the seed, based on species requirements.*

A: The project covers two growing seasons (2025-26 and 2026-27). Seedlings whose seeds are stratified in December 2026 would be expected to be delivered as 1-year-old plants the following winter. The grant which funds this work concludes in mid-2027, and the RFP's payment schedule is designed to correspond with that timetable. Thus, the final deliverable for the 2026-27 growing year would be to sprout and begin growing the seedlings, on track for delivery the following winter. A final invoice would be due to NNRG by April 1, 2027, which the nursery can think of as a down payment for that year's crop of seedlings. The nursery can, of course, collect payment from purchasers of the seedlings upon delivery, even if that occurs after the primary grant has ended.

It is our understanding that for some species, stratification can begin as late as early December. We are also open to the possibility of shifting the final deliverable date later than March 1, 2027, so that the progress of that year's crop of seedlings can more properly be assessed.

Q: What are the species, stock types, seed sources, and quantities per species being requested for each distribution year? *Pricing varies per species, stock type, and quantity requested. Along with the distribution year(s) we need a list of quantities per species, with stock types and seed sources needed, so we can provide the information you are requesting for Appendix B.*

A: The exact species, stock types, seed sources, and quantities will be determined annually based on seed availability and projected demand. The project may include up to 15,000 seedlings per year over a two-year period. Proposals can include a price list by species, stock type, and range of quantities to account for this uncertainty.

For reference, some species of interest include (but are not limited to) western redcedar, big leaf maple, cottonwood, spruce, and ponderosa pine sourced from western WA pocket populations; lodgepole pine sourced from the Darrington area; Douglas fir, valley ponderosa, and western redcedar from the central Willamette Valley; and western hemlock from the coast range of Oregon (around Forest Grove and Willamina). Other areas of interest for sourcing include Coos Bay and the southern OR coast, and some northern CA.

Q: Who will gather requests for seedlings from area restoration practitioners?

A: NNRG will gather the initial orders for seedlings from buyers and pass these on to the nursery. The contractor will subsequently have the opportunity to advertise any unordered seedlings to buyers.

Q: When will those requests be made available to the awarded contractor to review?

A: Seedling requests will be provided to the contractor at least annually, with appropriate time for review and discussion before December 1 each year.

Q: What happens if this provision cannot be met? "The exact number of seedlings will be determined each year by Dec. 1, based on seed availability and projected demand." *If the contract is not signed until December 1st, it will be quite difficult to review requests, determine a species plan, and source seed, also by December 1st.*

A: We recognize that it may be challenging to complete all planning and seed sourcing steps by December 1, 2025. In that case, please propose an alternative timeline in your response that reflects a realistic schedule for completing those activities. For instance, NNRG would be willing to move up the timeline to have a contract in place by Nov. 24 so that seed could be stratified as early in December as possible.

Q: Will NNRG be available to help source seed the week of December 1st?

A: Yes. We can help, though we do not have seed reserves of our own. We recognize that seed for this year will need to come from previously collected seedlots, since it is too late to collect seeds for custom orders this year.

Q: Is the scope of the species list limited to conifers? Trees? Other riparian species? Can you provide any other information on possible species, provenances, acceptable stocktypes? *It is difficult to give a firm price when we don't know what we will be growing.*

A: The scope is not limited to conifers, though tree species are the primary focus of this project. Other riparian species may be accepted, though this decision would be made in collaboration with PSSP partners.

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Proposals can include a price list by species, stock type, and range of quantities to account for the uncertainty in exactly what will be grown.