



**Council of Western State Foresters**

*Wood Wool Cement and Wood Fiber Insulation Feasibility  
Analysis*

# Request for Proposals

**Issue Date:** May 10, 2022

**Submission Deadline:** June 30, 2022 4:00 p.m. MDT

**Email Request To:** Laura Schweitzer, Executive Director  
[info@westernforesters.org](mailto:info@westernforesters.org)

## **BACKGROUND**

The Council of Western State Foresters (CWSF) Forest Products Committee (FPC) is a collaboration of state forestry professionals from across the western United States and Pacific Islands. The CWSF established the FPC to address a wide scope of forest utilization issues of western regional significance. The FPC supports sustainable forest management and other forest-based benefits by working with CWSF leadership to maintain and enhance markets for traditional and non-traditional forest products. The FPC is responsible for sourcing information to create recommendations for CWSF leadership consideration and action.

## **PROJECT OVERVIEW and STATEMENT OF PURPOSE**

The FPC produces annual forest product or biomass “Emergent Market” reports based on recommendations developed by FPC membership and determinations made by CWSF leadership. These annual reports represent current consensus and expertise on emerging markets for innovative and profitable biomass utilization to support regional forest health, wildfire, and climate resiliency priorities. Emphasis is that these reports represent achievable business investment opportunities for existing and entrepreneurial entities.

## **SCOPE OF WORK**

The FPC requests quotes from qualified respondents to research, prepare, and present a written report and presentation format summary on wood wool cement products and wood fiber insulation. The members of the FPC have completed initial reviews on wood wool cement and wood fiber insulation. The FPC will make these members available to the awarded vendor so a final report will be inclusive of information the FPC has already developed. Successful responses to this RFQ will include feedstock requirements and characteristics, required capital investment, manufacturing processes, current and potential domestic markets.

The rollout of the national Infrastructure Law represents an opportunity to align expected woody biomass removals with feedstock requirements of wood wool cement and wood fiber insulation manufacturing facilities. Successful responses to this RFP will investigate anticipated biomass feedstock removals, including quantity and quality, and how these expected feedstocks align with process and production requirements for wood wool cement and wood fiber insulation. Feedstock discussion should include preferred species, size, and annual volume requirements as well as required equipment and methods, facility outputs and product margins, and number of jobs created. Successful respondents to this RFP will also include key financial, regulatory, and certification barriers. Final report will detail the range of products and their applications produced by each of these technologies; and highlight any noteworthy product performance attributes.

## **DELIVERABLES**

A completed report in searchable pdf format and a presentation format (PowerPoint, webinar etc.) summary to the FPC and CWSF leadership. Content may be expressed in text, tables, graphics, and videos to convey material for maximum impact and ease of interpretation.

Methodology must be described and all non-proprietary data sources must be provided in footnotes. All work products become publicly available, free of charge, and property of the Council of Western State Foresters. Authorship will be attributed to selected contractor.

### **PROJECT TIMELINE**

The final product will be submitted as a report no later than December 30, 2022. It is also anticipated that a summary presentation will be made by the winning proposer to CWSF leadership and FPC membership in fall/winter 2023.

### **BUDGET**

A maximum award of \$35,000 is available for completing the project. Please include your best estimate needed to accomplish the items outlined in the Scope of Work. Furnished equipment including computer and workspace will not be provided by CWSF and are expected to be provided by the selected proposer.

### **SUBMISSION AND EVALUTATION PROCESS**

Proposals should be submitted in writing no later than 4:00 p.m. Mountain Time on June 30, 2022 to the contact listed below. Late responses will not be considered.

#### Email:

To: Laura Schweitzer  
Info@westernforesters.org

#### Hard copy (by mail):

To: Laura Schweitzer  
2255 Sheridan Blvd.  
Suite C-327  
Edgewater, CO 80214

Proposal submissions must also include:

- A certification statement that the submitter is not presently suspended or debarred from conducting business with the Federal government;
- Ability to provide proof of liability insurance should the proposer be selected;
- Ability to provide proof of eligibility to work in the United States should the proposer be selected;
- Completed Respondent Information Form (Appendix A);
- Statement of interest that references the solicitation and Scope of Work, a brief description of the individual or organization, and contact information;
- Resume outlining the Respondent's experience, the experience of key team members,

- and a response to the experience criteria;
- Disclosure of any conflicts of interest;
  - Budget proposal for this project; and
  - The principal of the company or organization must sign the submission. An electronic signature is acceptable.

Proposers shall have the following:

- Experience with elements as specified in the Scope of Work; and
- Proven capacity to deliver project requirements on time and on budget.

Proposals for the contract award of this project will be evaluated on responsiveness to the RFP, inclusivity of CWSF member states, proposed outcomes, and total cost. All RFPs and supporting documents, evaluation notes, and other information created during the process are confidential and will not be shared publicly. CWSF retains the right to cancel or amend the RFP, its contents, or the selection process.

The winning proposer will be notified by mid-July 2022.

#### **POINTS OF CONTACT**

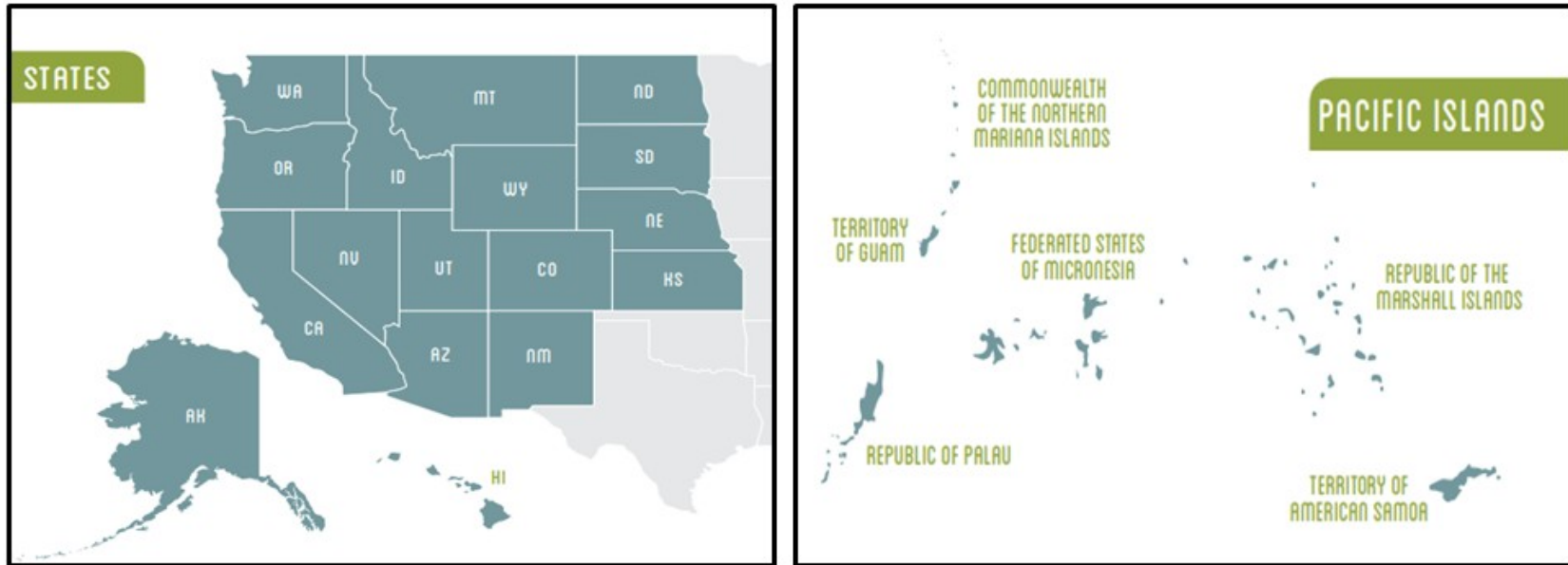
For questions regarding project scope and deliverables contact:

Tim Reader  
Program Specialist  
Wood Products Utilization & Marketing  
Colorado State Forest Service  
[tim.reader@colostate.edu](mailto:tim.reader@colostate.edu)  
(970)759-2443 cell

For questions regarding bid process, award, and contracting:

Laura Schweitzer  
Executive Director  
Council of Western Foresters  
[info@westernforesters.org](mailto:info@westernforesters.org)  
(303)893-0365

## Appendix A: CWSF Region, Member States and Entities



RFP APPENDIX A

**Respondent Information Form**

Provide the following information regarding the Respondent.

*(NOTE: If Respondent is proposing as a team or joint venture with each entity signing the Contract, if awarded, each should complete this information. Subcontractor(s) are not co-Respondents and should not be identified here.)*

Question	Response
<b>Respondent Information</b>	
Respondent Name: <i>(NOTE: Give exact legal name as it will appear on the contract, if awarded.)</i>	
Principal Address, City, State and Zip Code:	
Telephone number:	
Fax number:	
Website address:	
Year established:	
Provide the number of years in business under present name:	
Social Security number or Federal Employer Identification number:	
DUNS Number:	
<b>Business Structure</b>	
Indicate the business structure of the Respondent: Individual or Sole Proprietorship (List assumed name if any); Partnership; Limited Liability Company; For Profit Corporation; Nonprofit Corporation; Domestic; Foreign or Other (list business structure)	
Annual revenue:	
Total number of employees:	

Total number of current clients/customers:	
Briefly describe other lines of business that the company is directly or indirectly affiliated with:	
List related companies:	
Printed name of contract signatory and title:	
Provide any other names under which Respondent has operated within the last 10 years and length of time under for each:	
Provide address of office from which this project would be managed (Address, City, State and Zip Code. Telephone number and Fax number):	
<b>Contact Information</b>	
List the one person who CWSF may contact concerning your proposal or setting dates for meetings. (Address, City, State and Zip Code. Telephone number and Email Address):	
Does Respondent anticipate any mergers, transfer of organization ownership, management reorganization or departure of key personnel within the next twelve (12) months?	
Where is the Respondent's corporate headquarters located?	
<b>Previous Contracts</b>	
Has the Respondent ever failed to complete any contract awarded? If YES, state the name of the organization contracted with, services contracted, date, contract amount and reason for failing to complete the contract.	
Has any officer or partner proposed for this assignment ever been an officer or partner of some other organization that failed to	

<p>complete a contract? If <i>YES</i>, state the name of the individual, organization contracted with, services contracted, date, contract amount and reason for failing to complete the contract.</p>	
<p>Has any officer or partner proposed for this assignment ever failed to complete a contract handled in his or her own name? If <i>YES</i>, state the name of the individual, organization contracted with, services contracted, date, contract amount and reason for failing to complete the contract.</p>	