

**Request for Proposals
To Operate an Organic Farm
At the former Grossmann Farm
in Malverne, NY
for the Nassau Land Trust**

Background and Information

The Nassau Land Trust is seeking a farmer to operate an organic farm located at the former Grossmann Farm at the intersection of Hempstead Avenue and Ocean Avenue in the Village of Malverne. Malverne is located on the south shore of western Long Island, just a few miles outside of Queens. Nassau County is in the process of purchasing this



property from the Grossmann family who successfully farmed it for generations from the late 1800s to 2007. The Nassau Land Trust, an independent 501(c)3 not-for-profit organization, has been selected by Nassau County to manage this property as a working educational vegetable farm.

The Grossmann's Farm, with 4.5 arable acres in densely populated suburban environment, has always been a focal point of the Village of Malverne. Community residents and civic leaders are pleased that the farm will be preserved and that they will be able to continue to visit the farm and purchase locally grown food as they have for generations. The Grossmann Farm represents a successful effort by the Nassau Land Trust to preserve open space in Nassau County and to increase the amount of farmland in active use.

The goals of this project include:

- Returning the agricultural land to active farming with an emphasis on food production for human consumption;
- Supporting a sustainable and viable farm operation by selling directly to Nassau County residents;
- Honoring the history of Long Island agriculture and the Grossmann Farm by continuing the tradition of farming in Nassau County;
- Engaging local residents in the life of the farm through farming and gardening educational programs;
- Developing cooperative farming and gardening educational programs with area schools and organizations.

The Nassau Land Trust expects to select a farmer in early 2010. The timing of this selection is, however, contingent upon Nassau County finalizing the purchase of the farm from the Grossmann family.

Property Description:

The property consists of an agricultural area totaling 4.5 +/- acres of arable farmland. The property is currently undergoing a Phase II Environmental Assessment and detailed soil analysis. Soil test data will be made available to applicants upon completion of these analyses.

This RFP for the farm operation is being issued during the early planning stages of the architectural and educational aspects of this project. It is anticipated that the Nassau Land Trust and Nassau County will raze rather than restore the existing structures on the farm. Replacement structures are in the planning stages but most likely will include greenhouse, machine/equipment storage, commercial kitchen, refrigeration, educational, and retail sales facilities. We anticipate that the rejuvenation of the soil and the growing of crops will commence before the restoration or replacement of structures is complete. The farmer may participate in the planning, design, and construction process. Temporary storage for machines, equipment, and supplies may be provided in the interim.

Land Preservation and Land Use Restrictions

This property is being purchased by Nassau County with Bond Funds dedicated to the preservation, in perpetuity, of open space and farmland. Usage of this land will be subject to any and all restrictions on land purchased with such funds and by the terms set forth in the final lease and license agreement between Nassau County and the Nassau Land Trust. Details of these terms will be available when completed.

Arrangement between Nassau Land Trust and the Farmer:

Nassau Land Trust's goal is to develop a self-sustaining, working educational farm on this property. The Nassau Land Trust recognizes that it will take several seasons for the farm to be productive enough to support the farmer and family. Community farms across the Northeast have established diverse revenue arrangements between the farmer, the nonprofit and the community they serve. When a farmer has been selected for this project, the Nassau Land Trust and the Grossmann Farm Committee will work with the farmer to create a viable economic arrangement that will augment support of the farmer until the agricultural operation is self-sustaining. There is also potential for access to housing and health benefits.

Farmer Selection:

The Nassau Land Trust will select the proposal that is the best fit based on the following criteria:

- Only proposals for food or fiber for production for human use will be considered.

- Farm Enterprise: The farming enterprise described in the proposal:
 - (a) is well suited to the size, soils and configuration of the farmland;
 - (b) incorporates sustainable organic farming practices;
 - (b) is adaptable to the needs of the local community; and
 - (c) is economically feasible.

- Farming Experience: Demonstrated farming experience and training that relates to the proposed farm operation.

If you are interested in this farming opportunity, please submit the following as soon as possible:

- a letter of interest
- resume
- three references with contact information

Please submit your materials electronically to MalverneFarm@gmail.com. Members of the Grossmann Farm Committee, comprised of Malverne and Nassau residents and members of the Nassau Land Trust Board of Directors, will review submitted letters of interest and interviews will be held with prospective candidates.

Following a successful interview with the farm committee, you will be asked to follow up with a proposal consisting of the following information:

1. Your business and land use plan for the farm. Please give a detailed three-year plan and a broader picture of the ongoing direction of your farming operation. Please indicate any changes and improvements that you envision.
2. Your qualifications that indicate your ability to successfully execute your business plan. Strong agricultural references would be very helpful.
3. Any other information that you think is important for us to consider.

The Nassau Land Trust will acknowledge receipt of all proposals. The Nassau Land Trust strives to select a farmer in early Spring of 2010.

If you have any further questions about the property or process, please contact Lisa Mitten at LisaMitten@gmail.com or 631-266-1926.

We look forward to hearing from you.

Sincerely,

Lisa Mitten
Grossmann Farm Committee
Nassau Land Trust
LisaMitten@gmail.com
631-266-1926

Aerial Photograph (circa 2007) of the Grossmann Farm from Bing Maps



The property is bordered on the north and east sides by major roads and to the south by rail road tracks. East of the farm are some houses and a church. Please note that this aerial map does not match the existing conditions of the property, as this is an old picture taken from Bing.com Maps while crops were still in production. The only buildings that currently remain are the barn and the short hoop house to the left of the barn. Only the front portion of two of the five greenhouses still remain. Nassau County is giving small portion of the property on the bottom left of the photo to the Village of Malverne for a future community center.