

QUESTIONS BY EMAIL
NN Ranch Unit Competitive Bid
Received by Wednesday, January 6, 2010, 5:00 pm
PRELIMINARY – Requires review !!!

Questions from N. Tom:

1. Q. Since Elkins Units 4, 5, and 7 have the same carrying capacity. Can one bid be submitted for all three? Same for Units 1, 2 and 3?

The reason being that “Under minimum qualifications” or “Eligibility” – applicants can only lease no more than 2 range units. In addition, we were informed verbally at the December 2009 Tribal Ranch Meeting that Elkins will only have two units.

A. No. Each ranch unit must have one application with an associated bid.

2. Q. If each unit has carrying capacity at 50 and the bidder bids for 2 units. What will that lessee be required to pay? Does he pay for 50 head or 100? Please clarify.

A. If the potential bidder wins two ranch units and each ranch unit has 50 head - the winning bidder pays for 100 head.

3. Q. Is it mandatory to put in 50 head or can the bidder put less than 50 and gradually increase capacity base on the condition of the range. If so, what is the bidder required to pay? Pro-rated fees to number of head or the full capacity?

A. You must bid on the carrying capacity of the ranch unit. The carrying capacity of each ranch unit is indicated on the “Proposed NN Ranch Units Out for Bid” under the column “# of Cattle”.

4. Q. What is the minimum bid? Is the minimum bid the same for all the ranch units?

A. The minimum bid is \$4.00/head and this rate applies to all ranch units.

5. Q. What is the Navajo Nation responsible for on the lease? For example - water wells, windmills, waterline repairs, maintenance, fences, roads, cattle guard, etc?

A. Please see 3 NNC § 501-511, specifically you can see §507. Operation. And §508. Terms of the Lease. In addition, any NN and Lessee obligations will be listed on the lease agreement.

6. Q. Are bid openings open to the bidders on January 14, 2010?

A. No. A Review and Selection Committee will be responsible for this task.

7. Q. There are no maps available “On Line”, showing what range improvements, roads, etc.

A. A map is available at the NNDA offices. During the Pre-bid meeting maps of the ranch units were made available for public viewing. We are facing a challenge in posting a map to the website at this time due to the way the maps are digitally formatted.

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Questions from J. Yazzie:

1. Q. What is the purpose of the Financial Projections under the Range Unit Management Plan? Do the projections indicate the financial gain to become from the ranch?

A. According to the Navajo Nation Code the Applicant must “demonstrate their ability to pay the established fees and manage land and livestock”. In addition the code also delineates Terms of the Lease. Thus there is a burden on the Lessee to manage the range unit appropriately.

In viewing the Lessee as a business person seeking to achieve a successful business, the Ranch Management Plan is essentially a tool for the Lessee. Any successful, growing business needs a business plan to convince others of the products and services it provides. The financial projections are an important of any business plan and should be developed after you’ve analyzed the market and set clear objectives. The Financial Projections will help you allocate resources efficiently. Your Financial Projects should demonstrate an ability to support your overall business plan including what is expected of each Lessee according to the lease terms.

Each Application and attachments will be assessed before the sealed bid is opened. Therefore your Ranch Management Plan is essential to the bid process.

2. Q. What is the purpose of the Marketing Plan under the Livestock Management Plan? Is the Marketing Plan for the bidder’s interest and the Navajo Nation is the entity the bidder markets too? Or is the Navajo Nation interested in the bidder’s market and how the bidder will obtain market share?

A. Please see the answer to Question 1 above.

In addition, the Marketing Plan is also an important part of your business plan. Customers are essential in order to earn revenue which is needed to financially support your lease payments and your obligations as a Lessee. Your marketing plan helps the NN Ranch Program understand how the Applicant plans to achieve this portion of their business.

3. Q. Could we as bidders get more information on each topic that needs to be address in the plan?

A. No. Currently, the “Ranch Management Plan – suggested format” is what we are prepared to provide to all potential bidders.

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Questions from K. Fowler:

1. Q. Is there a minimum x amount of dollar per head the tribe is willing to accept without forcing them into rebid for this project? I notice that in the sample bid sheet they had used \$10 per head.
 - A. The minimum bid for all ranch units is \$4.00 per head. All available ranch units are subject to competitive bid. The \$10.00 per head referenced in the Sample Bid Sheet is used purely as an example to demonstrate the math involved.

2. Q. I tried looking on-line for the layout map of the ranch units. Where can I find them?
 - A. A map is available at the NNDA offices. During the Pre-bid meeting, maps of the ranch units were made available for public viewing. We are facing a challenge in posting a map to the website at this time due to the way the maps are digitally formatted.

3. Q. How was the turn out for the pre-bid meeting and are the sign in sheets available on line?
 - A. There were 43 people present at the Pre-bid meeting. The sign-in sheets will not be posted to the website.

Question from L. Gene, Dine' Ranchers Association:

1. Q. The success and functionality of a group of small ranchers primarily the elders have been active for number of year. These Ranchers would like to know why they are recognized nor allow to bid as a group (Association). They believe they have shown a great success when working together.
 - A. As discussed during the Pre-Bid Meeting - individuals can apply as Applicant and Co-Applicant. Associations are not eligible as Applicant or Co-Applicant. The NN code infers that applicants be individuals as eligibility refers to a minimum age of 21, must be an enrolled member of the NN, etc.