

## **PRE-BID MEETING**

**NN Ranch Unit Competitive Bid - Wednesday, January 6, 2010, 9:00 am to 12:30 pm**

**Parks and Recreation Conference Room, Window Rock, AZ**

**PRELIMINARY – Still requires review !!!**

Questions from the Pre Bid meeting:

### *Legal Ad Reading*

1. Q. Regarding Grazing Permits, it says 75 sheep units, is there a minimum?  
A. The eligibility per NNC states – if you have a grazing permit with more than 75 sheep units then you are NOT eligible. If you have 76 sheep units you cannot participate.
2. Q. I always wondered about the sheep units. How does that translate to number of head of cattle?  
A. The conversion for a regular grazing permit from BIA is 4 sheep units equal one cow.
3. Q. You said Non-Navajo are not eligible. Isn't Big Boquillas being leased to a "Whiteman?"  
A. Yes but it is contrary to the NN code. That lease will be expiring next year.
4. Q. Will I be eligible to lease Big Boquillas after that lease expires?  
A. The ranch will be available to public bid after the lease expires.
5. Q. Will I be able to bid for another unit?  
A. Yes. You are allowed to bid for as many ranch units as you want but you can only win two ranch units.
6. Q. What if I decide to drop one ranch unit after I get awarded the bid? Can I bid on another ranch unit?  
A. No. We will look at your lease terms. The lease is a contractual obligation. Once you are awarded a ranch unit you are signing an agreement for ten years.
7. Q. If I need a larger ranch unit, can't I buy out the lease and bid on a larger ranch unit?  
A. Yes you can buy out your lease. But in regards to bidding on a larger ranch unit, again it goes back to the lease and the terms. You will be obligated for ten years for a ranch unit. If you want a larger ranch unit you will have to bid on that ranch unit. We would also have to look at the code.
8. Q. What if I have a loan with Navajo Nation and there is an outstanding balance. But I have a good payment history. Would I still be eligible to bid?  
A. The Navajo Nation procurement clearance will only look to see if you have any outstanding balances and you are not in good standing with the Nation. If you have an outstanding balance but you are making payments and you are in good standing then you should be eligible. But if you defaulted on a loan then you will not be eligible. Depending on the individual situation we will meet with DOJ to assure we are following the code. If the NN is owed money, we can't lease to individuals that owe money. That is the purpose for the NN procurement clearance.

## PRE-BID MEETING

NN Ranch Unit Competitive Bid - Wednesday, January 6, 2010, 9:00 am to 12:30 pm  
Parks and Recreation Conference Room, Window Rock, AZ

**PRELIMINARY – Still requires review !!!**

9. Q. How do I handle the allotment percentage? I have an allotment but the percentage is so small. Am I still eligible?
- A. That request for Individual Indian Allotment information is on the application because within the code part of the eligibility requirement are allottees must not have 100% interest in an allotment of 160 acres. It is rare to have a full allotment so do the best you can in figuring out the percentage and attach your documents. We will confirm the information on documents submitted.
10. Q. The Legal Ad asks for a sealed bid. Do we use the checklist to submit our bid?
- A. No. That is a checklist that has an example of how your bid should look. You can use a separate blank sheet of paper that contains your bid information. We developed a Sample Bid Sheet you can use. We have copies available to you today and you can get a copy on the website too.
11. Q. When you ask for a “sealed bid”. What do you mean?
- A. The Legal Ad asks for a sealed bid within a sealed application. First – you place your bid information on a sheet of paper, fold it and put it in a letter size envelope. You seal it by making sure it is closed and can't be open. That is the sealed bid. Second – you place your Application with the attachments in a manila envelope. Along with the Application and documents, you also take your sealed bid and put it in the manila envelope. Now seal the manila envelope. Third - You now have your sealed bid within your sealed Application. The reason for this process is the Review and Selection Committee will open the manila envelop first and assess the application and attachments. Once these are assessed, then the top applicant's sealed bids will be opened. **Remember – Clearly mark your sealed bid – “NN Ranch Unit Bid – DO NOT OPEN” with a black marker.**
12. Q. We can bid on 2 ranches. Can we put both applications in one envelope?
- A. No. You can bid on as many ranch units as you want, but, you are allowed to win two bids. You must have a separate Application and bid for each ranch unit. If you bid on all the ranch units then you have to have 23 separate Applications with 23 bids.
13. Q. How come Arviso Unit 1 is not on the list?
- A. That question is about the ranch units. Right now we are talking about the Legal Ad. The ranch units are further down on the agenda. You can ask that question when we get to the ranch units.
14. Q. In the Legal Ad there is a term Non-responsive. What does that mean?
- A. If you do anything other than what the Legal Ad indicates as a method to submit your bid then you will NOT be considered as responding to the bid. For example the Legal Ad states no faxed or emailed

## **PRE-BID MEETING**

**NN Ranch Unit Competitive Bid - Wednesday, January 6, 2010, 9:00 am to 12:30 pm  
Parks and Recreation Conference Room, Window Rock, AZ**

**PRELIMINARY – Still requires review !!!**

bid accepted. If you fax your bid we will not accept your bid. If you email your bid, we will not accept your bid.

15. Q. Are all bids supposed to be hand delivered to the Office?
  - A. Yes, that is the best method. If you choose to deliver any other way – US Postal service, FedEx, your neighbor, etc. then you are taking that risk. If you mail your bid two weeks prior but we don't receive it in our mailbox by the deadline then you are non-responsive. If FedEx can't find us and doesn't deliver your bid, then you are non-responsive. If you ask your neighbor to drop it off for you and they forget, then you are non-responsive. You take that risk if you do not hand deliver your bid.
16. Q. What about the post mark on the envelope? If it is postmarked by the deadline but not in your mailbox by the deadline – is that okay?
  - A. No. Your bid has to physically be in our mailbox by the deadline. It will be a risk that you are taking if you mail your bid. If the Post Office doesn't deliver your bid so that it doesn't make the deadline then that is your risk. How you deliver your bid is your choice. As long as it isn't contrary to the Legal Ad.
17. Q. The Legal Ad asks to clearly mark your bid. Where on the envelope do you want it – front, back?
  - A. It should be marked in the front. The office receptionist opens all Departmental mail, so to make sure she doesn't accidentally open your bid, we need your bid clearly marked. That way we know that envelope has ranch unit competitive bid information and we can process it properly.
18. Q. What if the bid comes to your office and it gets lost. What happens then?
  - A. That absolutely will not happen. We have met with our staff and they are aware of how to handle the bid. We have a safe place for the bids to be stored. If you hand deliver your bid to the NNDA offices, you can ask the person receiving your bid to note the time, the day and their initials that they received your bid. You can use that as proof you submitted your bid.
19. Q. What if we give our bids to one of the staff within the Department of Agriculture. Is that still taking a risk in submitting our bid?
  - A. Yes. Giving your packet to any staff from NNDA or anyone else is still taking a risk. They may accidentally lose your bid or they may forget to submit your bid. You can't hold them responsible for submitting your bid. Again it is a risk you are taking.
20. Q. You mentioned the bids are due the 13<sup>th</sup> and opening of bids on the 14<sup>th</sup>, then the top 5 bidders are notified. How does this work? I don't understand.
  - A. The deadline to receive bids is January 13, 2010, 3:00 pm MST. We will start opening bids January 14, 2010. There will be a Review and Selection Committee to assess the Applications and attachments.

## PRE-BID MEETING

NN Ranch Unit Competitive Bid - Wednesday, January 6, 2010, 9:00 am to 12:30 pm  
Parks and Recreation Conference Room, Window Rock, AZ

### PRELIMINARY – Still requires review !!!

The top 5 applications for each ranch unit will then have their bids opened. From these bids, the highest bidder wins. If there is a tie then we will contact the two top bidders and ask them to resubmit a new bid. From those two top bids, the highest bidder will win. This process will be repeated until the highest bidder wins. This is covered in the Bid Procedures and Instructions. When the tie bidders are contacted, we will ask them for a new sealed bid.

21. Q. In the Legal Ad there is an email given to send questions - [rjune86515@yahoo.com](mailto:rjune86515@yahoo.com). Who would I be communicating with? I am just wondering how to address the email.
- A. That would be Roxie June, Principal Planner, NNDA.

### *Application Reading*

22. Q. On the Application, does the grazing permit qualification refer to the Co-Applicant?
- A. **Yes. Everything on the Application will refer to the Applicant and the Co-Applicant. There must be a Co-Applicant. Please provide all your contact information - phone numbers, email, etc. If you submitted on of the tie bid then we will be trying to contact you to submit another sealed.**
23. Q. On the Checklist it says “Provide documents demonstrating ability to pay the fees.” Then on the Application it asks for Source of Income. Do you want a dollar amount?
- A. Yes. Whatever you put as your source of income and the amount then we would look at how you verify that information. Remember this is a competition so whoever best demonstrates their income and verifies it with documents such as check stubs, IRS tax documents, cattle sale receipts, etc. is likely better off then someone that just puts a dollar amount. The code does state under eligibility the applicant must “demonstrate their ability to pay the established fees.”
24. Q. Proving your ability to pay, will it be like going to a loan office and showing proof of income, like a check stub?
- A. Yes. It is entirely your choice on how you do this. You can have a check stub for one month or 12 months. You can submit your tax records, you bank statements, etc. Just remember this is a competition.
25. Q. On the Name of Co-applicant. If I get a ranch unit for ten years and something happens to me. Will the ranch unit automatically be granted to my Co-applicant to finish out the lease term?
- A. Yes, the Co-Applicant will finish out the remainder of the lease. The Co-Applicant does NOT receive a new ten year lease.
26. Q. If you get a ten year lease and your cattle are not profitable. Can we decide to switch to sheep?

## PRE-BID MEETING

NN Ranch Unit Competitive Bid - Wednesday, January 6, 2010, 9:00 am to 12:30 pm  
Parks and Recreation Conference Room, Window Rock, AZ

### PRELIMINARY – Still requires review !!!

- A. Yes. But cattle is preferred for the ranch units. The ranch units are designed for cattle not sheep.
27. Q. If you site a maximum number of cattle on your application. When it comes to other applicants, can we both put down the same amount? Say like 15 head?
- A. No. You must bid on the “# of Cattle” as listed for each ranch unit. If a ranch unit has the carrying capacity of 45 head and you bid for 30 head, you will be charged for the carrying capacity (45 head) of the ranch unit.
28. Q. Is there a way to negotiate to increase your number of head? Say the maximum number of head is 45. The range improves to accommodate an increased number. Can we increase the number of head?
- A. We will go according to the lease agreement. Whatever number is on the lease is what you have to abide by. There is a set carrying capacity for each ranch unit and you cannot go beyond that carrying capacity. We would have to follow the established carrying capacity until a new assessment is made.
29. Q. Some Ranchers have made ranching their career. They make money from the profits they make off their cattle. How do you look at them in comparison to someone that has a full time job?
- A. Everyone has to demonstrate they can pay the established fees. So whether you are a rancher or have a full time job, you have to be able to demonstrate you can pay the fees. You can do this in many ways if you are a rancher. You can copy your cattle sale receipts, your bank statements, your tax return, etc. If you're a sliver smith, you can do the same thing. It is up to you to decide how you will prove you make a certain income amount and what documents you will submit. Also within your management plan you should delineate your number of head from the start up phase to maybe 50 head. Then within your income you have to prove you can support this management plan in addition to the fees you need to pay for the ranch unit.
30. Q. As far as qualifying income with capacity to pay. Looking at qualification. Will income play a major part of the selection for the ranch units?
- A. No. At the minimum you have to be able to pay the established fees and to financially support your range management plan. If you will recall the comment on the selection process. The Review and Selection Committee will look at the Application and attachments including the range management plan first. The sealed bid won't even be opened until after the applications are assessed. As part of the application, the range management plan is important. It will inform the committee your intent and plan to produce quality cattle, taking care of the ranch unit, etc. We want good quality ranchers.
31. Q. If I were to get a ranch with 50 head. Is that cow/calf? Is there a difference?

## PRE-BID MEETING

NN Ranch Unit Competitive Bid - Wednesday, January 6, 2010, 9:00 am to 12:30 pm  
Parks and Recreation Conference Room, Window Rock, AZ

**PRELIMINARY – Still requires review !!!**

- A. **Yes. One cow with calf - the calf must be under 6 months. After 6 months old the calf is considered “one animal unit.”**
32. Q. The code says payments are due on November 2, January 15. When the fall season comes around and you make some cattle sales. Can you pay after the sale instead of in November or January?
- A. Yes. We’ll take early payments. However the office does bill the lessees according to the code (payment schedule as listed in the code was passed out to the meeting attendees).
33. Q. With the support of the Resources Committee, 27 ranches were made available to the highest bidder. How are you going to include the former lessees? The new comers may bid higher.
- A. The competitive bid process will be followed. We’ll look at the code, the eligibility. Again, the process will be followed no matter the Applicant.
34. Let’s say the Applicant has 50 sheep units. The Co-applicant has 40 sheep units. Do you add those together and now there are 90 sheep units? Will that disqualify the Applicant and Co-applicant?
- A. **No. The sheep units apply to the individual Applicant and Co-applicant. If each individual has no more then 75 sheep units, then they are eligible (less then 75 sheep units). The sheep units are not combined.**
35. Q. The sheep units limit is 75. If you have 80 sheep units, does it disqualify you?
- A. Yes.
36. Q. Say you have 20 individuals sharing an allotment and you have .007 % interest. How do we answer that question on Individual Indian Allotments?
- A. Answer the best you can even if your interest is very small. You are not eligible only if you have sole interest at 100% of over 160 acres or more.
37. Q. What if you don’t have the grazing permit from the Navajo Nation but you have a State brand?
- A. That is okay.
38. Q. If you buy more cattle and they already have a brand. Can we show you the paperwork that indicates we are the owner? Do we have to brand on top that brand? There will be too many brands on the animal.
- A. It goes back to the lease. What is on the application regarding the brand has to be on the animals that are on the ranch unit.
39. Q. Permit brand, is that the same that’s on the brand card?
- A. Yes. Again, what is in your application has to match what is on the animal.
40. Q. If I buy quality cattle. We can’t brand within 30 days. Is there any leeway in meeting that requirement of matching brands with the lease and the animal?

## PRE-BID MEETING

NN Ranch Unit Competitive Bid - Wednesday, January 6, 2010, 9:00 am to 12:30 pm  
Parks and Recreation Conference Room, Window Rock, AZ

**PRELIMINARY – Still requires review !!!**

- A. Yes. Notify our office. Please know we do not allow multiple brands on the ranch units.
41. Q. Will the inventory of the cattle start at the beginning of the lease?  
A. Yes.
42. Q. Brands - what if your Applicant and Co-applicant have different brands. Can we use both brands?  
A. One brand should be the primary. Again you can only have one brand on the ranch unit.
43. Q. When we list our employer, are you going to check with our employers?  
A. Yes.
44. Q. On the Application, under “For Official Use Only” it says Annual salary. Who does this apply to?  
Applicant or co-applicant?  
A. Don’t fill out the portion under “Official Use Only”. That will be for the bid winners when their package goes through the SAS process. Don’t fill it out at this time.
45. So, we don’t fill out anything under the “For Official Use Only” part of the application?  
A. Yes.
46. Q. If you owe Navajo Nation money but your loan is in good standing. Does that disqualify you?  
A. No. If you have an outstanding balance that is not being paid on a timely basis then you’ll have problems with the procurement process.
47. Q. How many days do we have to come up with our payment? Is there a grace period, maybe ten days, if we are the highest bidders?  
A. On the Application it says “Ranch lease payment is expected prior to stocking.” On the Checklist it says “Payment is due 10 working days after final approval by the Navajo Nation. Lessee shall not occupy the ranch until full payment is received by the Navajo Nation.”
48. Q. On the Application it asks for the livestock count. Is that the number that goes on the lease?  
A. Yes.
49. Q. The ranch unit that bid on. Does it have water, how is the range? What if the range is bad and it can’t carry the capacity you listed. Do you still pay for the number of head indicated on the lease? What is the provision for the lessee if the range unit does not have the carrying capacity stated?  
A. The NNTR staff conducted inventories of all ranches out for bid. The ranch units are in various states. To bid the ranch unit out they must have water, good fencing, and good forage. If you think the stocking rate should be less than what is listed, then you put that information in your range management plan. Again we do have to abide by the lease terms. You pay for the number of head listed in the lease.

## **PRE-BID MEETING**

**NN Ranch Unit Competitive Bid - Wednesday, January 6, 2010, 9:00 am to 12:30 pm  
Parks and Recreation Conference Room, Window Rock, AZ**

**PRELIMINARY – Still requires review !!!**

50. Q. Can we pay in full up to five years or ten years?
- A. No. Currently the payment is based on a calendar year. Payment for 2011 would be made in 2010 - payment is expected in advance. Due to the bid schedule, the payment for this year will start until April 2010. The billing would be for 9 months depending on the SAS process. We can begin work to accommodate those that want to make payment in advance for several years.
51. Q. Where do we put the number of head we are bidding?
- A. You can use the Sample Bid Form that was provided today. Remember that is sealed separately from the Application.
52. Q. Providing the ability to pay. Do you want us to provide tax returns and cattle sales?
- A. Yes. It is entirely your choice. It isn't required but the better you support your income with documentation the better your application.
53. Q. Can we put you down as Navajo Nation contact?
- A. No. You need to list contacts that have helped increase your knowledge of ranch management or conservation or business practices.
54. Q. Can we put Mr. Roanhorse down as Navajo Nation contact?
- A. Yes. If you took any training that was provided the NN Ranch Program
55. Q. We attended Ranch meetings last year. Can we include that in our bid packet?
- A. Yes. If it contained training materials and instruction. There are types of trainings that are important that you can include. Anything that demonstrates you as a rancher that wants to be productive and successful rancher. That shows you are trying to acquire more knowledge about your business.
56. Q. Applicant and Co-applicant. If you have an association as an Applicant, how would that be handled?
- A. First, individuals only can be Applicant and Co-Applicant. Second, an individual can lease up to two ranch units. Associations would not be eligible as the NN code infers that applicants be individuals as the eligibility refers to a minimum age of 21, must be an enrolled member of the NN, etc.
57. Q. Applicants with sheep units and Co-applicants, are they qualified?
- A. Yes. As long as the Applicant and Co-Applicant do not have more than 75 sheep units.
58. Q. What happens to all the lessees that lose their ranch and aren't able to get another ranch? Is Department of Agriculture willing to assist?
- A. That would be your responsibility. But NNDA can get contact numbers to outside, private ranches that might be available. Then it is your responsibility to do the follow up.
59. Q. Are these bids in dollar amount? Will \$4.01 make a difference?

## **PRE-BID MEETING**

**NN Ranch Unit Competitive Bid - Wednesday, January 6, 2010, 9:00 am to 12:30 pm  
Parks and Recreation Conference Room, Window Rock, AZ**

**PRELIMINARY – Still requires review !!!**

- A. Yes, you can use dollars and cents. But remember this is a competitive bid. \$5 will beat \$4.01.
60. Q. When was the eligibility added to the code?
- A. The code subsections have different years but subsection 501 was created in September 1960 and hasn't changed. The subsection on Eligibility hasn't changed since 1986.
61. Q. If one bids for the ranch that is currently being leased. Will the current lessee be given an option to bid against the new bid? Or to bid first?
- A. No.
62. Q. If three bidders submit a bid for the same ranch, how will that go? What if there's only one high bidder?
- A. The application are assessed first. From these application the top five are selected. From these top five then the sealed bids will be opened. From those five sealed bids we will look for the highest bidder. If there are two or more high bidder – three bid \$10.00 then those three will be asked to bid again. From these three the highest bidder will win. If there is only one high bid then that bid wins.
63. Q. Two bidders have the same high bid. Will we have to appear in person? Will we have to submit sealed bids or how will that go?
- A. No you don't have to appear in person. Yes, you will be have to resubmit another sealed bid.
64. Q. You are not leading us on, are you? The highest bidder wins?
- A. No. This is the process. The highest bidder for each ranch unit wins.
65. What if there is a tie bid, can you go by the better management plan?
- A. No. With tie bidding the winner is the highest bid so the tie bidders have to resubmit a sealed bid.
66. Q. I thought earlier you said the management plan will be a major part of the selection?
- A. Yes. Remember the process has two sections. First is the application and attachments assessment. Second, is the sealed bids of the top five applications and attachments. So from the assessment portion, the Ranch Management Plan does take a strong role.
67. Q. The number of head listed on the "Proposed NN Ranches Out for Competitive Bid". Is that the maximum number of cattle you can have on the ranch unit?
- A. Yes.
68. Q. Since there is no limit on the bid. Then someone can bid \$20.00 per head? If someone puts \$50.00 per head is the Program going to accept the bid?
- A. Yes. There is no bid limit. But there are controls within the system. Remember the applications and attachments will be assessed before the sealed bids are opened. It is your choice to make a bid and the

## PRE-BID MEETING

NN Ranch Unit Competitive Bid - Wednesday, January 6, 2010, 9:00 am to 12:30 pm  
Parks and Recreation Conference Room, Window Rock, AZ

### PRELIMINARY – Still requires review !!!

bidder will have to be financially responsible for that amount for the next ten years. Be realistic about your bid amount. Also remember the Legal Ad states “Bidders are responsible for all costs associated with the bid.”

69. Q. On the application, do we draw the actual brand and location of the brand?  
A. Yes.
70. Q. What ranches will be available for the next competitive bid? Do we go your office?  
A. We will publish which ranches become available through public notice.
71. Q. Are the original lessees still leasing all these ranches?  
A. The ranch units are different. Some don't have lessees. Some are being occupied currently as holdovers.
72. Q. I thought you notified your lessees? Then there were 28 ranch units up for bid – did you notify them through certified mail? How come some of these ranches are still being used?  
A. There were 28 ranch units listed but since the ranch unit inventories were conducted, the staff advised some ranch units be taken off the list. There were different reasons - no water, fence lines down, range isn't too good. Yes the current lessees affected by this competitive bid were notified. They are aware that they have holdover leases. They do not have a formal lease in place.
73. Q. The five ranches that were withdrawn from the competitive bid. These ranch units can't hold livestock?  
A. For some ranch units there is no working water source, fence lines are down, and/or forage is not good.
74. Q. Elkins #6, why is it not on the available ranch units? When will it be available?  
A. We will let you know when it becomes available through public notice.
75. Q. Will you give the Rancher an option of taking a ranch to improve before we move our cattle on there, is that possible? Say we work with the ranch unit to improve on it before we start leasing the ranch unit.  
A. No. We have made side deals in the past and sometimes the lessee blames the NN Ranch Program for leasing the ranch unit with no water, fence line needing maintain or poor range. So we are not making any side deals and we are leasing ranch units in good condition.
76. Q. EA portion of the ranch units. How do we handle that?  
A. There is none in New Mexico, only on Peaks Ranch in Arizona. But we are doing that through the program.
77. Q. Can the Applicant and Co-applicant sign the bid together?

## PRE-BID MEETING

NN Ranch Unit Competitive Bid - Wednesday, January 6, 2010, 9:00 am to 12:30 pm  
Parks and Recreation Conference Room, Window Rock, AZ

**PRELIMINARY – Still requires review !!!**

- A. No.
78. Q. Can we have additional livestock, that is over the stocking rate, on the ranch units? What does that mean?
- A. No. The ranch units each have an established capacity. If you will see the “Proposed NN Ranch Units Out for Bid”, you will see a column that indicates “# of cattle”. This the capacity for that ranch unit. You cannot have more cattle then the number that is established for the capacity of that ranch unit.
79. Q. If you go into a Ranch with 50 cattle but you actually put 40 cattle on the ranch unit. When your program conducts an inventory and counts 43, do we pay for the extra head?
- A. It goes back to the lease. According to the NN Code § 509. Payment. E. Any additional livestock over the stocking rate allowed per the lease agreement will be assessed at five times the current grazing fee and the Lessee shall remove all excess livestock within 30 days or the lease will be terminated.
- For example – you are paying \$4.00 per head (per your lease agreement), your lease stocking number is 40, inventory finds 50. Then the charges are:  $(5 - \text{five times the current grazing fee} \times \$4.00 - \text{current per head rate per lease}) \times (10 - \text{number of animals over the stocking rate per lease agreement}) = (5 \times \$4) \times 10 = \$200$ .
80. Q. When your program does the ranch unit tally. Will you at that time consider increasing the number of head, if the range unit forge permits it?
- A. You may request an increase in head for your range unit through our office. An assessment will have to be accomplished first.
81. Q. If we are a current lease holder and we don't win the bid for the ranch unit. Can we extend the date to move our cattle?
- A. We will work on this issue on an individual basis - case by case. Remember the bid winners will be expecting to move their cattle unto the ranch unit as well.
82. Q. For the unsuccessful bidder- if they want to move their cattle right away. How will payments be worked out? Will the Department be able to assist them to another area?
- A. Yes, it will be limited. It is ultimately your responsibility to move your cattle however the program can find contact numbers to outside available ranches. But you are responsible for the actual contact.
83. Q. If current lease holders lose the bid, can we partner with other potential bidders that win?
- A. We have to go according to code regarding eligibility.

## **PRE-BID MEETING**

**NN Ranch Unit Competitive Bid - Wednesday, January 6, 2010, 9:00 am to 12:30 pm  
Parks and Recreation Conference Room, Window Rock, AZ**

**PRELIMINARY – Still requires review !!!**

84. Q. Will the sealed bid opening be open to the public? In the procurement act and federal regulations, it states sealed bids are open to the public. Will you allow the bidders, ranchers to be present?
- A. No. It is stated in the packet we gave to you today - the bid opening is NOT open to the public. The Review and Selection Team will assess the application. Once the applications are assessed then certain sealed bids will be opened. Thus far the Review and Selection Team is comprised of Roxie June, Prunell Charley, Glenda Davis with the Vet Program and per Resources Committee - one current or former lessee- of which one should be young and one should be an older lessee. We are attempting to have 5 – 6 people on the committee and trying to get people from outside the NNDA.
85. Q. How many individuals will be present at the competitive bid opening?
- A. Possibly six. We are also attempting to have NN Business Regulatory present.
86. Q. After the bid opening will you be taking it (the application package and bid) back to DOJ?
- A. It will go through the SAS process with various NN Divisions signing off on the packets. Yes, DOJ will be part of the SAS review process.
87. Q. Does everyone know what the SAS process is?
- We will try to post the SAS review process on-line so you can see how the packets will be processed.
88. Q. When you receive the packet, how are you going to correlate the application and the envelope?
- A. Everything will be kept together. We will likely staple the sealed bid to the application so they are never separated.
89. Q. Is the “bid opening” open to the public? Is it open for us?
- A. No.
90. Q. Can the lessees be recommended to be on the selection committee?
- A. There will be two lessees that will be a part of the committee. This is a directive from the Resources Committee.
91. Q. When will you announce the bids?
- A. Once the bid winners are known and verified. Perhaps a couple of days after the bid opening. We will check with DOJ to see if we can make the names known publically.

***MEETING ADJOURNED AT 12:20 P.M.***