



REQUEST FOR PROPOSALS

FOR 2026 TARGETED CATTLE GRAZING CONTRACT ON POINT REYES NATIONAL SEASHORE

December 1, 2025

The Nature Conservancy (The Conservancy) is inviting written proposals from all interested persons to contract for targeted cattle grazing on approximately 2,026 acres of a portion of Point Reyes National Seashore located in Marin County, California (see Map 1). The contract shall commence no earlier than March 1, 2026 and end when forage utilization goals (described below) have been met, and no later than October 15, 2026, pursuant to the terms and conditions of the contract. There will be no opportunity for extension. Following the term of this contract, there will be future contracts for grazing pursuant to a long-term plan to be developed by the Conservancy and National Park Service (NPS). The Conservancy intends to establish contract arrangements that are mutually beneficial and feature shared stewardship values for the Seashore.

Background

In January 2025 The Conservancy entered into a [Cooperative Agreement](#) with NPS to cooperatively manage a portion of the Seashore. The protection and management of the Seashore is of vital importance to The Conservancy, the National Park Service (NPS), and the public.

The specific objective for this 2026 targeted grazing RFP is to reduce the aboveground biomass of non-native grasses, notably Purple velvet grass (*Holcus lanatus*) and other plants that may be negatively impacting Threatened, Endangered and Special-Status Species ([2020 FEIS](#) Appendix M) within this portion of the Seashore. Targeted grazing in this context will require operational flexibility (e.g., moving cattle) based on forage utilization monitoring, infrastructure, and natural resource conditions, determined in collaboration with staff from The Conservancy and NPS.

Approximately 2,026 acres of pasture will be available for cattle grazing on this portion of the Seashore from spring through summer of 2026. This contract follows Seashore Animal Unit Equivalent standards for calculating stocking rates (see Addendum B). Productivity on this portion of the Seashore-- historic F and G ranches-- varies from year to year. In an average year, forage could support 3000 Animal Unit Months (AUM)¹, however infrastructure limitations, legal obligations (e.g., avoiding areas with protected

¹ Calculated using Forage, a package for R statistical software that simulates residual dry matter on dairy and beef ranches at Point Reyes National Seashore, developed for the 2020 FEIS.

species at certain times), the seasonal nature of the grazing contract, and the presence of sensitive resources will reduce forage available for grazing. We will consider proposals for stocking with cow-calf pairs, stockers, dry heifers or a mixed operation. Sheep, goats and other species of small stock such will not be permitted.

The portion of the Seashore proposed to be grazed under this contract in 2026 contains 15 pastures ranging in size from 4 to 1038 acres. 1657 acres will have some grazing timing stipulations due to the presence of sensitive natural resources, while the other 313 acres will be flexible (see Table 1 and Map 1).

A minimum of one set of corrals will be available. Road access to the pastures include public paved roads and some gravel or two-track roads; a UTV is needed for access to certain pastures.

Water infrastructure is limited (see Map 1); potential lessees should plan to deploy mobile water infrastructure. NPS-supplied water from the “Beaches” water system will be available at an established point for filling mobile water tanks, and water will be billed at a negotiated rate with NPS. An additional water pump and limited distribution to existing troughs may also be available at G ranch, pending evaluation and improvement by The Conservancy and NPS.

Housing is not available, however, a trailer pad (without hookup) or limited use may be available as negotiated.

This Request for Proposals (the “Request”) describes the process of preparing and submitting proposals and necessary materials. All terms relating to an actual contract shall be set forth in a separate contract agreement. Before submitting a proposal, all interested parties (each a “Proposer”) shall carefully examine the materials and information set forth in the Request and fully inform themselves of all existing conditions and limitations.

Summary of Contract Terms

The contract shall be for a period of no more than seven and one half months (7 1/2)—at which time the contract will automatically expire—or upon an earlier date when targeted grazing goals have been met. The Conservancy may terminate the contract with one month’s notice.

The property will be available for grazing from March to mid-October 2026, as negotiated between The Conservancy, NPS, and contractor. Subject to NPS’s 2025 Settlement Agreement, the Cooperative Agreement and the 2025 [Revised Record of Decision](#), the maximum stocking rate is determined by The Conservancy and NPS based on site conditions. See Table 1 for estimated timing of targeted grazing in each pasture. Forage utilization will be monitored throughout the grazing contract period by The Conservancy and/or NPS. Cattle move-off dates for each pasture will be determined based on targeted grazing objectives (e.g., utilization of target plant species), through collaboration and agreement between The Conservancy and the contractor. Aboveground biomass or

residual dry matter (RDM) must not fall below an average of at least 1,200 lbs/acre in any pasture; if biomass falls below this threshold destocking will be required.

The grazing contract will allow the contractor to use existing storage structures, and ranching infrastructure, subject to approval by NPS. The Conservancy and/or NPS will be responsible for maintaining permanent infrastructure, except to the extent the contractor, its cattle or agents cause damage to the infrastructure. Contractor shall be responsible for timely repair of all damage to the infrastructure due to the contractor's activity related to the contract, and any minor repairs needed to ensure infrastructure function during the period of the contract. Infrastructure will be available in as-is condition. No large infrastructure projects will take place during the contract.

Vehicle access is restricted to paved and dirt/gravel roads except as necessary to carry out repairs to infrastructure or for delivering stock water. Utility vehicles may be used off established roads as required for management of the cattle operation only, conducted to minimize soil disturbance. Vehicle use should be avoided in wetlands and other sensitive resource areas as identified in consultation with The Conservancy and NPS.

All terms and conditions of the contract, including the payments for grazing access, shall be set in the contract. Strict compliance with the terms of the contract is mandatory. Grazing contractors are also expected to comply with the terms and conditions described in The Conservancy's Cooperative Agreement with NPS and NPS's 2025 [Revised Record of Decision](#). Experience with grazing in the unique conditions similar to those present at the Seashore is strongly preferred. Any lessee entering into the contract will perform the grazing on the Seashore in its existing, "as is" condition, with no representations or warranties of any kind by The Conservancy.

Submission and Selection Process

The Conservancy will provide opportunities for individual Proposers to tour the portion of the Seashore available for targeted cattle grazing through this RFP from December 8 through December 19, 2025. Proposers shall submit their proposals to The Conservancy in accordance with this Request. Proposals shall include detailed information about the Proposer's qualifications and experiences, as set forth below. Each proposal shall be submitted (electronic format) to The Conservancy no later than January 9, 2026 to the address listed below.

sgennet@tnc.org

The selection process will be carried out without discrimination, with Proposers treated in an open, fair, and transparent way. The Conservancy reserves the right to reject any or all proposals, waive minor informalities or irregularities in proposals, and to make award decisions in accordance with the evaluation criteria subject to the terms of the Cooperative Agreement. The Conservancy has no obligation or liability arising from the issuance of this RFP or any actions taken in connection with it.

The Conservancy anticipates that it will make a selection within three (3) weeks following the date proposals are due, although The Conservancy may, in its sole discretion, extend the selection date. The Conservancy may choose to interview some or all of the Proposers, and Proposers may need to make themselves available for interviews as requested.

Any selected Proposer will be required to execute the contract and deliver it to The Conservancy within 10 business days of being notified of selection. Any selected Proposer should also be prepared to pay a deposit of one-quarter of the anticipated payment for grazing access upon execution of the contract. In the event that any selected Proposer fails to execute and deliver the contract or otherwise comply with The Conservancy's requirements, The Conservancy may elect to reject the Proposer and select a different party to contract the Seashore.

Proposal Requirements

Each Proposer shall submit the following materials, which collectively constitute a proposal.

1. Statement of Proposer: An introductory letter setting forth the name of the Proposer. If the Proposer is a joint venture, partnership, corporation, or other entity besides an individual, the Proposer shall include a description of its ownership structure; the names of the individual owners, officers, partners, or venturers; federal identification number for a business entity or social security number for an individual; a certificate of good standing and, if the Proposer was not incorporated or formed under California law, evidence of that the Proposer is qualified to do business in the State of California.
2. Proposed Payment for Grazing Access: The dollar amount per AUM that the Proposer is willing to pay for roughly 2,026 acres of dry pasture, managed and stocked as described in Summary of Contract Terms. Maximum stocking rate will be determined by The Conservancy based on site conditions. Forage utilization will be monitored throughout the grazing contract period by The Conservancy and/or NPS. Cattle move-off dates for each pasture will be determined based on targeted grazing objectives (e.g., utilization of target plant species), through collaboration and agreement between The Conservancy and the contractor. Aboveground biomass or residual dry matter (RDM) must not fall below an average of at least 1,200 lbs/acre in any pasture; if biomass falls below this threshold destocking will be required. See Addendum B for Animal Unit definitions and calculations. An "Animal Unit Month" ("AUM") shall be defined for each calendar month as one AU grazing for all or any portion of that calendar month.
3. Experience & Operations: A written summary, in narrative form up to two single-spaced pages of the Proposer's relevant experience and operations. This summary should include the scope and location of historical and current operations and may be supported by photographs, maps and other documentation that provides evidence of the Proposer's grazing management experience. The Seashore has unique

vegetation, climatological, and other conditions, therefore experience grazing in areas with similar conditions is desirable. Each Proposer should address areas of resource operation and management experience, including but not limited to the following:

- Rangeland management (especially water management where permanent water points or distribution are limited, and where conditions require adaptive movement of livestock between paddocks during the grazing period)
 - Range utilization methods (pasture rotation using, e.g., temporary electric fencing, water and mineral distribution)
 - Range monitoring practices
 - Supplemental feeding practices
 - Herd health management practices
4. Describe how you would staff the property and manage it. How will you physically move herds of cattle, ensure they remain in their pastures and reduce the occurrence of water system leaks and failures? How far away will personnel be based, in the event that immediate action is required: e.g. move cattle.
 5. List of References: Provide contact information for other landlords, partners, and/or agency staff that can be contacted about your grazing and operations practices.
 6. Proposed Operation for the Seashore: Provide for a description of the proposed grazing operation for the pastures described in Table 1, including animal type, timing of use, and potential pasture rotation strategy and improvement projects that could be taken on in cooperation with the Conservancy and NPS during the period of the contract.
 7. Financial Qualifications: Written evidence of the Proposer's ability to make contract payments. This evidence may include federal or state tax returns, certified financial reports, or a certified statement of financial condition (e.g. asset/liability balance sheet) for each entity or individual that will be a signatory to the contract. "Certified" as used above shall mean certified as true and correct by an officer of the Proposer and does not mandate an audit or certification by a certified public accountant.
 8. Certificate: A certificate in the form attached (Addendum A), duly executed in the original by the Proposer.
 9. Conflicts-of-Interest Disclosure Form: Information requested regarding the relationship of the Proposer and its partners and employees to the Conservancy: [link](#).

In selecting a Proposer to contract the Premises, the Conservancy will consider not only the payment for grazing access offered by the Proposer but also the Proposer's land stewardship practices. While payment rate is one factor that will be considered by the Conservancy, it will not be the sole deciding factor.

Proposers should only submit information that will be incorporated into the Proposal and any contract that may result from such Proposal. The contents of the submitted Proposals will be considered obligations of the successful Proposer. Proposers should ensure that their proposals are valid throughout the RFP process and, if selected for contract award, valid until the contract is executed.

If there is any inconsistency between the terms in this RFP and any other contract documents from The Conservancy, the contract document terms shall prevail.

All material submitted in response to this RFP will become the property of The Conservancy and may be returned only at the option of The Conservancy and at the expense of the Proposer.

General Information

Notwithstanding anything to the contrary set forth in this Request, this is only a request for proposals. While the Conservancy is coordinating with NPS, the Conservancy reserves its rights under its agreements with NPS, including the rejection of proposals. The Conservancy will consult with NPS regarding proposal selection.

Successful and unsuccessful Proposers will be notified of the completion of this RFP process by email from Sasha Gennet on behalf of The Conservancy. The Conservancy shall have no legal obligations to the selected contractor unless and until both the contractor and The Conservancy have approved and executed a formal contract for grazing.

The NPS manages the Seashore according to the 2025 Revised Record of Decision, Point Reyes National Seashore and the North District of Golden Gate National Recreation Area, General Management Plan Amendment and Final Environmental Impact Statement (FEIS). This contract provides for a portion of the grazing described in section 34 of a [Settlement Agreement](#) that NPS signed in January 2025 to resolve litigation regarding the Seashore, and as further described in section 7.1.2 and section 7.7.1 of the [2025 Revised Record of Decision](#) that documents NPS's current management plan. The Conservancy is managing this RFP in coordination with NPS.

Additional Requests for Proposals may be issued for contracts during this interim timeframe for grazing on other portions of Point Reyes National Seashore.

Before selecting a Proposer, the Conservancy anticipates needing:

- Proof of Insurance (minimum \$2 million liability) with The Conservancy and NPS as additional named insured.
- Completion of a Conflict of Interest inquiry

If you have questions regarding the proposal process, please contact Sasha Gennet at sgennet@tnc.org.

Map 1. 2026 Targeted Grazing Area and Existing Infrastructure

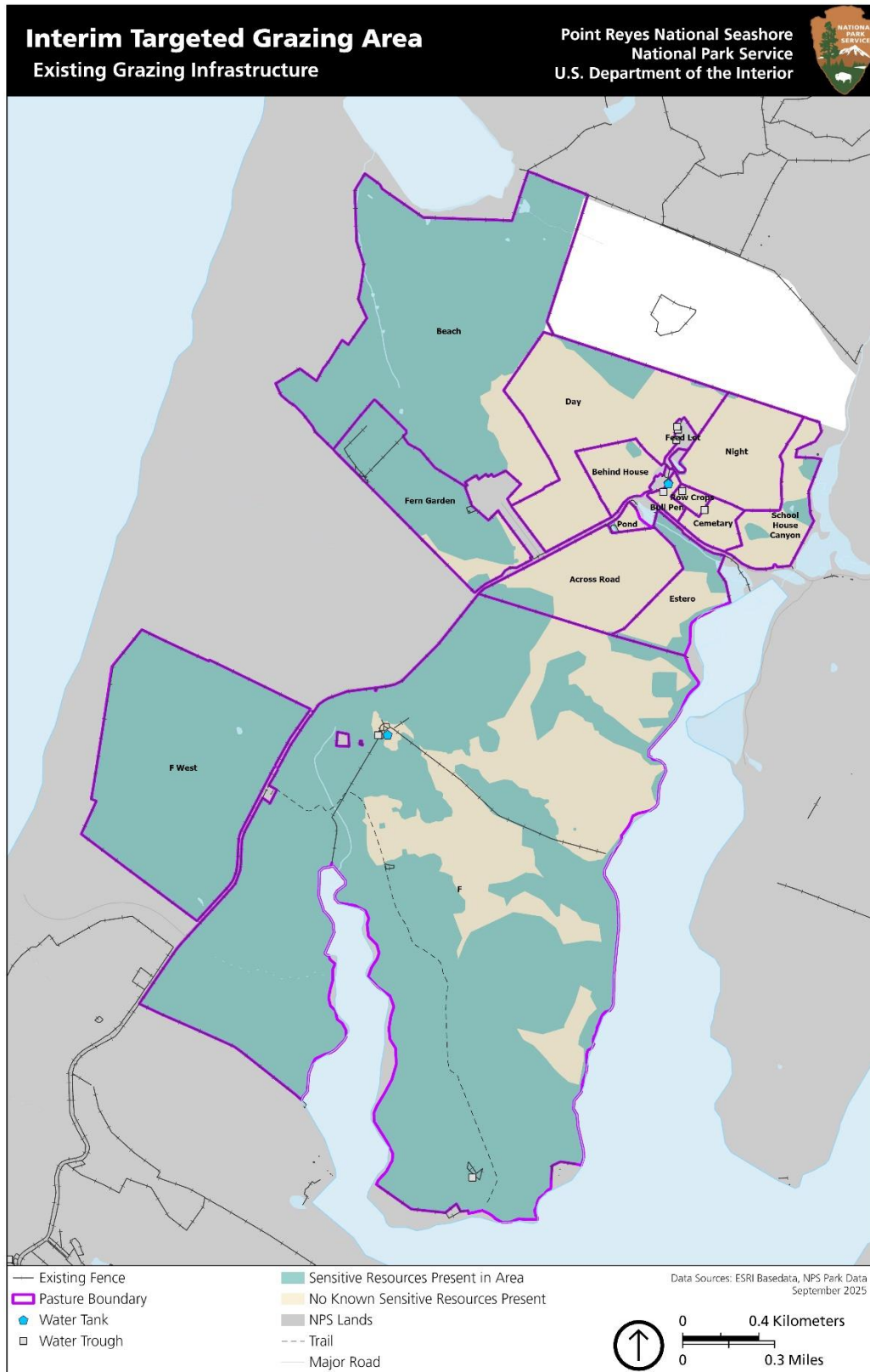


Table 1. Acres, range productivity estimates (from NRCS soil survey), and proposed approximate timing of grazing for pastures on G and F ranches.

Ranch Name	Pasture Name	Area (acres)	Normal Range Productivity x Acres	Normal Range Productivity - 1200 lb/acre RDM x Acres	Timing of Grazing
G	Across Road	71	174202	88724	Flexible
G	Beach	330	793209	397793	Early Spring/Fall
G	Behind House	26	63056	32297	Summer/fall
G	Bull Pen	5	12842	6678	Flexible
G	Cemetery	14	31027	16320	Flexible
G	Day	150	359276	179686	Flexible
G	Estero	26	53161	27644	No? (or summer/fall)
G	Feed Lot	4	9799	4925	Flexible
G	Fern Garden	93	222745	111372	Early Spring/Fall
G	Night	65	169838	92344	Flexible
G	Pond	4	10473	5426	No? (or summer/fall)
G	Row Crops	4	11117	5781	Flexible
G	Schoolhouse Canyon	40	104747	57128	Early Spring/summer/fall
F	F	1038	2469159	1269861	Early Spring/late summer
F	F West	156	372669	186334	Early Spring/late summer
Grand Total		2,026	4,857,318	2,482,313	

ADDENDUM A

Certificate

The undersigned hereby certifies to The Nature Conservancy that the undersigned has/have carefully read and understands all of the terms of the Request for Proposals for the Cattle Grazing contract on the Seashore and the lease form; that if the Proposer is an entity, the Proposer has received approval and been duly authorized to submit this proposal; and that all of the information submitted with this proposal is true and correct. The undersigned is/are not aware of any reason why the undersigned cannot perform and fulfill all obligations under the proposed lease, if the undersigned is awarded the same.

Dated as of _____

Proposer

By: _____

Name: _____

Title: _____

By: _____

Name: _____

Title: _____

ADDENDUM B

Animal Unit Equivalent Definitions

Cattle stocking rates for this contract are in alignment with how the Seashore has calculated them on its ranching leases, which is based on the USDA [NRCS 2022](#) National Range and Pasture Handbook Subpart H, Table H-12.

An Animal Unit (AU) is defined as one mature cow of approximately 1000 pounds and a calf as old as 6 months (together, one “pair”), or their equivalent. One AU consumes approximately 26 lbs of forage per day. A mature animal is a female that has given birth to at least one calf or any animal approximately 24 months of age or older. A yearling is an animal that is between one and two years old. An animal unit month (AUM) is the amount of forage required by an AU for 1 month (1AU x 12 months = 12 AUMs). Animal Unit equivalents are:

<u>Type of animal</u>	<u>Animal Units</u>
Cow with or without unweaned calf at side, or heifer 2 years or older	1.0
Bull, mature	1.35
Young cattle, under 2 years	0.8
Weaned calves and yearlings	0.6