REQUEST FOR PROPOSAL

SUBMISSION DEADLINE
June 22, 2020 5:00PM CST

RFP TITLE: EVALUATION OF ADVANCED SOY PROTEIN AS A FEED INGREDIENT FOR PACIFIC WHITELEG SHRIMP

RFP CONTACT:
Name: Kristen Basala
Phone #: 314.707.2147
Email: kbasala@ussec.org

PROPOSAL DEADLINE: JUNE 22, 2020 5:00PM CST

INTRODUCTION:

Shrimp production is a growing and rapidly changing aquaculture sub-sector that presents opportunities for U.S. soy as a feed ingredient. As the industry transitions to more intensive production systems, there is increasing demand for high-quality, “functional feeds” that promote growth performance and support health management. Research has already demonstrated the value of soybean meal as a shrimp feed ingredient. However, given the changes in the shrimp sector, advanced soy proteins may be better suited to meet producer demand.

PURPOSE OF RFP:

Through this project, USSEC seeks a contractor to conduct studies to evaluate the impact of using advanced soy proteins as a partial or total replacement for soybean meal on the growth performance and disease tolerance of Pacific whiteleg shrimp (Litopenaeus vannamei). The contractor must have expertise in shrimp culture, shrimp disease and health management, and shrimp nutrition. Specifically, the contractor will: 1) conduct a study on the impact on growth performance; 2) conduct a study on disease tolerance to common shrimp diseases, particularly to acute hepatopancreatic necrosis disease; 3) develop informational materials to communicate results to the shrimp industry.

BACKGROUND & PURPOSE OF PROJECT:

There have been many studies to investigate the optimization of the use of plant protein sources in shrimp aquafeeds. Many focus on improving shrimp feed formulation approaches with the aim of reducing the dependence on forage fish/fishmeal and improving shrimp health through feed. A recent paper: “Complete replacement of fishmeal by soybean and poultry meals in Pacific whiteleg shrimp feeds: Growth and tolerance to EMS/AHPND and WSSV
challenge”, Aquaculture Volume 527, 15 October 2020, 735383 has demonstrated that a better formula can also improve shrimp health in disease challenge tests.

This project will build on this body of research to see how other soybean products may improve performance and health management. Soybean protein is already known as a great source of high-quality protein that can improve digestibility of feeds, improve growth performance and may increase the tolerance to pathogens. This study will attempt to show that there is significant added value that the next generation of advanced soybean products can deliver.

Currently, there are a number of companies in the U.S. that are producing advanced soy proteins, such as fermented soy products and soy protein concentrates, with the potential for use in shrimp feed formulations. At present, USSEC is aware of several feedmills in Vietnam that are developing “functional feed” products using advanced soy proteins. With further scientific research, there is the potential to grow the market for advanced soy proteins as a shrimp feed ingredient.

**TARGET AUDIENCE:** The USSEC team will use the results of the studies and the informational materials to communicate with feedmills and the broader shrimp aquaculture industry.

**SCOPE (SERVICES) OF WORK:**

- Evaluate the effects of partially and completely replacing soybean meal by advanced soy proteins on growth performance in Pacific whiteleg shrimp juveniles (*Litopenaeus vannamei*) through in-vivo research trials in a country with a significant Pacific whiteleg shrimp aquaculture industry.
  o Test soy products made from U.S. soy by U.S. or non-U.S. manufacturers. USSEC is currently aware of several advanced soy protein products including those from ME-PRO, ENZOMEAL, and Nutrivance.
  o Submit a full report following standard scientific reporting approaches for trials for possible submission to a journal if warranted (after internal discussion and agreement with USSEC).
  o Develop a PowerPoint presentation targeting 45 minutes that details the study and outcomes. Images during the course of the study should be taken and included.
  o Submit a video of someone involved in the study giving the presentation. This can be done at a home/office setting and does not require use of professional videography services.

- Evaluate the effects of partially and completely replacing soybean meal by advanced soy proteins on tolerance against Acute Hepatopancreatic Necrosis Disease (AHPND) in Pacific whiteleg shrimp juveniles (*Litopenaeus vannamei*) through in-vivo research trials in a country with a significant Pacific whiteleg shrimp aquaculture industry.
Test soy products made from U.S. soy by U.S. or non-U.S. manufacturers. USSEC is currently aware of several advanced soy protein products including those from ME-PRO, ENZOMEAL, and Nutrivance.

Submit a full report following standard scientific reporting approaches for trials for possible submission to a journal if warranted (after internal discussion and agreement with USSEC).

Develop a PowerPoint presentation targeting 45 minutes that details the study and outcomes. Images during the course of the study should be taken and included.

Submit a video of someone involved in the study giving the presentation. This can be done at a home/office setting and does not require use of professional videography services.

- Creation of informational materials from the results of the shrimp trials for possible provision to the commercial shrimp industry
- Develop a white paper summarizing critical information from both studies for possible use in a USSEC technical bulletin. The white paper should also describe any additional research required.

Note: Information generated from these studies will remain under the control of USSEC. Written permission from USSEC is required prior to publishing, sharing, or using the information.

**DELIVERABLES:**

<table>
<thead>
<tr>
<th>Completion Date</th>
<th>Description of Deliverables</th>
</tr>
</thead>
<tbody>
<tr>
<td>Within 5 business days of contract start date</td>
<td>Finalize study design in consultation with USSEC</td>
</tr>
<tr>
<td>September 30, 2020</td>
<td>Submit preliminary reports on the growth performance and disease resistance studies (two reports); Draft PowerPoint presentations on each</td>
</tr>
<tr>
<td>October 15, 2020</td>
<td>Submit draft white paper covering both studies</td>
</tr>
<tr>
<td>October 31, 2020</td>
<td>Submit final reports; final PowerPoints; final white paper; final video presentations</td>
</tr>
</tbody>
</table>

**PROJECT TIMELINE:** July 1, 2020 – October 31, 2020

**RFP TIMELINE:**

- **RFP Distribution:** June 8, 2020
- **Q&A Timeframe:** Last day to submit questions June 15, 2020 by 5:00PM CST
- **Project Proposals Due:** June 22, 2020 by 5:00PM CST
- **Selections Made By:** June 30, 2020
INSTRUCTIONS:
Proposals must contain at a minimum the specific criteria listed below:

1. Please email the proposal to RFP@USSEC.ORG by 5:00PM Central Time on June 22, 2020

2. A description of Prospective Contractor’s capabilities, resources and experience. Emphasis should be placed on experience related to this RFP.

3. A thorough proposal outlining Prospective Contractors planned work, deliverables and timeline to complete the work.

4. Resumes for each of the Prospective Contractor’s personnel assigned to work directly on the implementation of the contract.

5. Provide a minimum of two names and contact information for other similarly sized clients for reference purposes.

6. Detailed Fee and Expense Breakdown
   - All bids for services must provide a breakout of how the fee was derived including but not limited to a breakdown of hourly rate and the amount of effort they anticipate to do the work.

7. Proposals should be no longer than 10 pages (8 ½” x 11”).

NOTES:

- Prospective Contractors are hereby notified that proposals will be duplicated for internal review only. Every effort will be made to maintain confidentiality of all information presented. The appropriate representatives from staff and legal counsel will review proposals. Proposals will not be returned.
- USSEC reserves the right to retain all proposals submitted. Submission of a proposal indicates acceptance by the submitter of the conditions contained in the request for proposal, unless clearly and specifically noted in the proposal submitted and confirmed in the contract between USSEC and the contractor selected.
- Confidentiality - Without USSEC’s prior written consent, Prospective Contractors and its officers, employees, agents, representatives, affiliates, and subcontractors shall not disclose to any third party any documents, materials or information that the Prospective Contractors learn from or is provided in relation to the RFP request.
- During the evaluation process, USSEC reserves the right to request additional information or clarifications from proposers, or to allow corrections of errors and omissions.
- USSEC reserves the right to reject any proposal that is in any way inconsistent or irregular. USSEC also reserves the right to waive proposal defects or deficiencies, to
request additional information, and/or to negotiate with the Prospective Contractor regarding the proposal.

- Prospective Contractor agrees that Fees are in lieu of any and all other benefits, including, but not limited to, repayment of any and all taxes related to contractor service fees, health and life insurance, administrative costs and vacation.
- Prospective Contractor agrees that any income taxes, value added taxes or any other form of direct or indirect taxes on compensation paid under the contract shall be paid by Contractor and not by USSEC or Funding Sources.
  - Prior to any payment to a Contractor, a contractor must provide a W-9, W-8, or W-8BEN upon agreement signature
- Non-Competition. Contractor shall not act as agent or representative for any product or service directly or indirectly competitive with U.S. soybeans or soybean products for the length of the contract.
- USSEC and Prospective Contractor agrees to comply with the provisions of Equal Employment Opportunity (EEO). USSEC provides EEO to all employees and applicants for employment without regard to race, color, religion, gender, sexual orientation, gender identity or expression, national origin, age, disability, genetic information, marital status, amnesty, or status as a covered veteran in accordance with applicable federal, state and local laws.
SUPPLEMENTAL INFORMATION AND BACKGROUND

BUILDING A PREFERENCE FOR U.S. SOY

USSEC’s strategy can be found here: http://ussec.org/about-ussec/vision-mission/
USB’s Long Range Strategic Plan can be found here: http://unitedsoybean.org/about-usb/strategic-planning/

We are a dynamic partnership of key stakeholders representing soybean producers, commodity shippers, merchandisers, allied agribusiness and agricultural organizations.

Through a global network of international offices and strong support in the U.S., we help build a preference for U.S. soybeans and soybean products, advocate for the use of soy in feed, aquaculture and human consumption, promote the benefits of soy use through education and connect industry leaders through a robust membership program.

Our 15-member board of directors is comprised of four members from the American Soybean Association (ASA), four members from the United Soybean Board (USB), and seven members representing trade, allied industry, and state organizations.

New board members are seated annually. We are receiving funding from a variety of sources including soy producer checkoff dollars invested by the USB and various state soybean councils; cooperating industry; and the American Soybean Association’s investment of cost-share funding provided by the United States Department of Agriculture’s (USDA) Foreign Agriculture Service.

The United Soybean Board, created by the 1990 Farm Bill to manage and direct the National Soybean Checkoff, is dedicated to marketing and research for the soybean industry. USB is comprised of 73 volunteer soybean farmers representing the interests of fellow growers nationwide. Each board member is nominated by Qualified State Soybean Boards (QSSBs) and appointed by the U.S. Secretary of Agriculture.

Because of the limitations on administrative and salary costs established in the Act, USB outsources the majority of its program management responsibilities to USB’s three primary contractors:

- SmithBucklin-St. Louis for domestic marketing, new uses, production research and Board initiative activities;
- Osborn & Barr Communications for communications/public relations activities and;
- U.S. Soybean Export Council (USSEC), Inc. for international marketing and global opportunities activities.

As one of these three primary contractors USSEC may also undertake initiative activities on behalf of USB. USB considers primary contractor staff (approximately 60 people) as core USB staff. These three primary contractors use a number of subcontractors and, together, these entities carry out approximately 450 projects each year for USB. USB also manages approximately 10 subcontractors.
Non-Discrimination Statement

In accordance with Federal civil rights law and U.S. Department of Agriculture (USDA) civil rights regulations and policies, the USDA, its Agencies, offices, and employees, and institutions participating in or administering USDA programs are prohibited from discriminating based on race, color, national origin, religion, sex, gender identity (including gender expression), sexual orientation, disability, age, marital status, family/parental status, income derived from a public assistance program, political beliefs, or reprisal or retaliation for prior civil rights activity in any program or activity conducted or funded by USDA (not all bases apply to all programs). Remedies and complaint filing deadlines vary by program or incident.

Persons with disabilities who require alternative means of communication for program information (e.g., Braille, large print, audiotape, American Sign Language, etc.) should contact the responsible Agency or USDA’s TARGET Center at (202) 720-2600 (voice and TTY) or contact USDA through the Federal Relay Service at (800) 877-8339. Additionally, program information may be made available in languages other than English.

To file a program discrimination complaint, complete the USDA Program Discrimination Complaint Form, AD-3027, found online at How to File a Program Discrimination Complaint and at any USDA office or write a letter addressed to USDA and provide in the letter all of the information requested in the form. To request a copy of the complaint form, call (866) 632-9992. Submit your completed form or letter to USDA by: (1) mail: U.S. Department of Agriculture, Office of the Assistant Secretary for Civil Rights, 1400 Independence Avenue, SW, Washington, D.C. 20250-9410; (2) fax: (202) 690-7442; or (3) email: program.intake@usda.gov.

USDA is an equal opportunity provider, employer, and lender.
Civil Rights Clause

Contractor agrees that during the performance of this Agreement it will not discriminate against any employee or applicant for employment because of race, color, religion, gender, national origin, age, disability, political beliefs, sexual orientation, marital or family status, parental status or protected genetic information. Contractor further agrees that it will fully comply with any and all applicable Federal, State and local equal employment opportunity statutes, ordinances and regulations, including, without limitation, Title VII of the Civil Rights Act of 1964, the Americans with Disabilities Act of 1990, the Age Discrimination in Employment Act of 1967, and the Equal Pay Act of 1963. Nothing in this section shall require Contractor to comply with or become liable under any law, ordinance, regulation or rule that does not otherwise apply to Contractor.