

## REQUEST FOR PROPOSALS

### Spatial Assessment of Remnant Habitats and Marginal Lands (the “RFP”)

Nature United is a conservation organization that has worked for over a decade in Canada to support healthy communities and sustainable economic development by driving locally and globally significant conservation outcomes. Our vision is for a sustainable Canada where nature is the foundation of human well-being, prosperity, and opportunity for future generations.

Nature United builds partnerships with Indigenous and local communities, governments, industries, and other groups to define new pathways towards a sustainable future; to advance reconciliation; and to conserve nature, the foundation of all life on Earth. With the backing of the world’s largest conservation organization, we bring global science, innovation, and resources to Canada. Our priorities and impact are detailed on our [website](#) and in our [2025 Impact Report](#).

### BACKGROUND

The project associated with this RFP will support the [Aspen Parkland Agricultural Initiative](#) (APAI), a Nature United–led effort to advance sustainable agriculture practices in the Canadian Prairies. The Aspen Parkland ecoregion is a highly modified but ecologically important region, containing a mosaic of cropland, wetlands, forests, and grasslands. Within this working landscape, there are significant opportunities to protect or restore biodiversity and ecosystem carbon while minimizing impacts to agricultural productivity. APAI aims to advance sustainable agriculture and protect natural habitats over up to 2.9M hectares while delivering benefits for producers, nature, and the global climate over 2024-2030.

Remnant natural habitats and marginal or low-productivity agricultural lands are widely recognized as important contributors to biodiversity conservation and climate mitigation in agricultural regions. However, in the Aspen Parkland, integrated, spatially explicit information on these lands remains limited.

This information gap limits the ability of producers, conservation organizations, and partners to prioritize actions that deliver high ecological value at low economic cost and to translate analysis into effective producer-facing extension and outreach.

### REQUEST FOR PROPOSALS

It is the intention of Nature United to solicit proposals for a contractor to lead an analysis of remnant habitats and marginal lands in the Aspen Parkland (the “**Project**”).

The objectives of the project are to identify:

1. Natural areas as candidates for protection due to their high value for biodiversity or ecosystem carbon.
2. Marginal or low productivity cropland where restoration can occur.

Those receiving this RFP are referred to as a “**Candidate**.” Each Candidate’s submitted response to the RFP shall be referred to as a “**Proposal**.”

### PROPONENT QUALIFICATIONS

This RFP is intended for consulting firms or independent consultants with demonstrated experience in GIS and spatial analysis in agricultural or conservation landscapes, integrating biodiversity, carbon, and economic considerations, and delivering applied, client-ready outputs.

### PROPOSED SCOPE OF WORK

The successful Candidate’s Proposal will outline a methodology, process, and realistic timeline for completing the following primary activities (the “**Proposed Scope of Work**”):

A practical, decision-oriented spatial analysis focused on wetlands, forests, and grasslands in the Aspen Parkland, including:

1. An assessment of the land's capability to support agriculture, focusing on identifying low productivity areas with limited opportunities for cropping.
  - a. Within these areas, the analysis will map existing natural land cover (wetlands, forests, and grasslands).
  - b. These natural areas will be attributed with information about biodiversity, ecosystem carbon, land ownership status, land values or other spatially explicit economic data related to opportunity or implementation costs of conservation or restoration. We are also interested in economic benefits, such as carbon offsets or ecosystem service payments, that may be associated with protection or restoration activities.
2. Production or application of a transparent prioritization framework to systematically identify and evaluate or rank areas of high importance for biodiversity and carbon, but that also have with low opportunity costs for agricultural production.
  - a. Of interest is also the ownership or tenure status of these lands, i.e., whether they occur on Indigenous lands, provincial or federal Crown lands, or already protected spaces.

#### Data and Methods

Analyses should address natural areas suitable for protection and marginal cropland suitable for restoration. Spatial resolution should be approximately 10–30 m to support within-farm decision-making. Proponents may propose their own prioritization framework, provided it is transparent, reproducible, and clearly documented.

#### Expected Deliverables

Deliverables include geospatial datasets (GeoPackage or ESRI-compatible formats), a spatial prioritization or ranking of sites, a 10–15 page technical memo describing methods and assumptions, and a small set of communication-ready maps or figures. All outputs must include appropriate metadata.

Candidates should also identify any additional proposed activities that may be necessary for carrying out their proposed methodology, process and timeline and successfully addressing the goals and objectives of the Project, as described within this RFP.

### **PROPOSAL REQUIREMENTS**

Each Candidate should provide the following as part of their Proposal for consideration:

- Methodology, process, and realistic timeline for completing the Proposed Scope of Work (note: we anticipate a Project kick-off as soon as possible after contract award and that the anticipated level of effort is approximately 30 working days)
- Proposed budget outlining staff time, administrative costs, and any other relevant expenses
- Examples of recent work that is relevant to this Project
- Executed Conflict of Interest Disclosure Form (attached to RFP)

### **BUDGET**

The total budget available for this project is up to CAD \$75,000, inclusive of all fees, expenses and applicable taxes. Proposals must clearly indicate how the activities outlined in the Scope of Work will be delivered within this budget

Nature United requests firm fixed pricing within their proposal. If a particular Candidate is selected as the successful Candidate to continue further discussions in response to this RFP and any additional costs are presented at the time of negotiation or implementation of the eventual contract, Nature United reserves the right to terminate negotiations with the Candidate and has no obligation to pursue the eventual contract with the Candidate, or any Candidates, in connection with this RFP.

### **TIMELINE & PROPOSAL SUBMISSION**

**All proposals are due no later than May 15, 2026 and must be submitted by email to Ronnie Drever, Senior Conservation Scientist, at [cdrever@tnc.org](mailto:cdrever@tnc.org) and Emilie Lesage, Emerging Strategies and Portfolio Manager, at [emilie.lesage@tnc.org](mailto:emilie.lesage@tnc.org)**

Deadline to submit questions: April 30, 2026

Responses to questions provided to all Candidates: May 6, 2026

Evaluation of proposals: May 18-22, 2026

Candidates, or a subset of Candidates, may be selected to meet with key project leaders to discuss their proposals and evaluate fit. These interviews are projected to take place the week of May 25, 2026.

Selection of winning bidder will be made by June 1, 2026

Prior to finalization of the Project, all content will be handed over to Nature United to determine how to proceed with the work.

## **CONTACT**

For all inquiries, please contact:

Ronnie Drever, Senior Conservation Scientist  
[cdrever@tnc.org](mailto:cdrever@tnc.org)

## **CANDIDATE OBLIGATIONS**

The Candidate must analyze and respond to all sections of this RFP providing sufficient information to allow Nature United to evaluate the Proposal. The Candidate, by submitting its Proposal, agrees that any costs incurred by the Candidate in responding to this RFP are to be borne by the Candidate and may not be billed to Nature United.

The Candidate's Proposal must match the order in which the RFP was submitted or clearly state where the information resides. If Nature United have any confusion or difficulty in retrieving the required information from a Candidate's Proposal, it may result in such Proposal to be rejected. The Candidate may not have the ability to resubmit their Proposal following the deadline. No information should be submitted that is not intended to be incorporated into the Proposal.

The Candidate may revoke their Proposal at any time. The submission of a Proposal in response to this RFP is not intended to create binding legal obligations for either the Candidate or Nature United, or any of their respective affiliates.

## **ROLE OF NATURE UNITED AND EVALUATION OF PROPOSALS**

This is an invitation for Proposals and not a tender call. In soliciting Proposals in response to this RFP, Nature United intends only to discuss an opportunity to collaborate with respect to the Project. Nature United reserves the right to waive immaterial technicalities or requirements and to consider and evaluate the Proposals based on what is in the best interest of the organization, and that of their affiliates, which shall be determined in the sole and absolute discretion of Nature United. Nature United is not obligated to select to continue discussions with any Candidate with respect to Proposals received in response to this RFP and may cancel this RFP at any time. Notwithstanding the foregoing, the Candidate acknowledges and agrees that the Candidate's obligations of confidentiality under this RFP shall be binding.

The Candidate acknowledges and agrees that activities contemplated within this RFP and the Candidate's Proposal, including the Proposed Scope of Work, will remain subject to further discussions, internal approval processes and will be guided by Nature United's obligations as a Canadian registered charity.

Nature United will provide notice to all Candidates if any revisions to the timelines or process set out in this RFP are required.

By participating in this RFP, the Candidate acknowledges and agrees that Nature United, or any of their affiliates, shall not incur any obligation or liability whatsoever by reason of issuance of this RFP or action by anyone relative thereto.

### **DISPOSITION OF PROPOSALS**

All data, documentation or other material submitted in response to this RFP will become the property of Nature United and may be returned only at the option of Nature United and at the expense of the Candidate. Candidates will be notified in writing whether Nature United wishes to continue discussions with respect to their Proposal. Nature United shall not be obligated to detail any of the results of the evaluation or discussions in connection with this RFP.

### **CONFLICT OF INTEREST DISCLOSURES**

It is the policy of Nature United to identify actual, potential or perceived conflicts of interest in any situation in which Nature United has a significant business interest. To assist Nature United in complying with this policy, we request that all individuals and/or organizations that will be involved in the Project complete their Conflict of Interest Disclosure Form. This relates to people who will be working, directly or indirectly, to respond to this RFP, as well as may be doing the resultant work after successful negotiation with Nature United.

Please complete the Conflict of Interest Disclosure Form attached to this RFP and send with the Candidate's Proposal.