



# Fort Valley State University Foundation, Inc.

---

1005 State University Drive  
Fort Valley, Georgia 31030-4313

## **Invitation to Participate in a Request for Qualifications (RFQ)**

**\*\*\* Updated\*\*\* Previous submitters must resubmit in  
order to be considered under this updated RFQ**

Industrial Hemp and Medical Cannabis Research Program at Fort Valley  
State University (FVSU) Request for Collaboration in Research and  
Education

I. Purpose:

The purpose of this Request is to solicit proposals/responses to establish contracts between FVSU and corporations, companies or businesses in the hemp industry to support the University's research and education mission related to the agriculture of industrial hemp, cannabinoids and future exploration into varieties and strains of *Cannabis*.

Period of performance: Beginning with the contract award through March 1, 2023 with four one-year renewal options agreeable to both parties.

Fort Valley State University previously issued an Invitation to Participate in a Request for Qualifications (RFQ) entitled "Industrial Hemp Research Program" to identify potential partners related to "industrial hemp, cannabinoids, and future exploration into varieties and strains of Cannabis." Since the previous submission deadline of February 19, 2021, there have been many new developments in the State of Georgia regarding both hemp and medical marijuana cultivation which provide more insight and clarity on how Fort Valley State University should position itself.

It is the obligation of Fort Valley State University and Fort Valley State University's Foundation to ensure that it makes strategic decisions that are in its best interest regarding partner selection and maximization of benefits to the University. Therefore, this amended document contains updated information regarding proposal requirements.

Submissions should provide the best available information to explain how acceptance of such proposal(s) will benefit Fort Valley State University. Those who have previously submitted proposals to the original RFQ should resubmit either new or updated proposals that address the guidelines stated below.

II. Statement of Needs:

A. Overview:

Fort Valley State University is one of the universities designated in "Georgia's Hope Act" ([HB 324](#)) to conduct research with industrial hemp. The "Georgia Hemp Farming Act" ([HB 213](#)) encourages exploration and academic research by the universities into the growth, processing, uses and development of varieties of hemp. Therefore, FVSU plans to develop its research program to provide information that can be used to support the practical needs of farmers and to meet its educational, teaching, outreach and research mission.

B. Scope of Service and Specific Requirements

Fort Valley State University plans to develop the infrastructure for an industrial hemp and medical cannabis research program consisting of, though not limited to, the following:

- Demonstration plots to determine the types of hemp that are best suited to grow in Georgia,
- Tests of growth and seed characteristics,
- Processing of hemp products, supply chain and marketing, and
- Genetics and plant ultrastructure studies on the strains and varieties of hemp.

The overall goal is to establish best agricultural practices for the growth of industrial hemp and medical cannabis-based economies in Georgia, specifically middle Georgia. FVSU plans to disseminate

research to farmers and other constituencies as part of its education mission.

Such a research/education program is beneficial to farmers and the state of Georgia, FVSU recognizes the value of collaboration with strong industry partners. Specifically, an industrial collaborator should be capable of meeting the following expectations:

1. Be knowledgeable of laws and other regulations related to doing business in Georgia.
2. Be able, with expertise and training, to support and contribute to the research effort by identifying research priorities and needs of the industry.
3. Be able to support and contribute, with appropriate communication skills and technical expertise, to the educational mission by collaborating regularly in workshops and seminars as necessary to appropriately serve and educate the agricultural community.
4. Be able to be onsite at the University at least quarterly to assist in resolving technical issues or in helping to focus and help develop strategies to advance the research and teaching agenda.
5. Provide access to university personnel to the plant or laboratories of the industrial collaborator for educational purposes as well as to help inform the research agenda.

### III. Financial Expectations:

The industrial collaborator must have the funding capacity to be able to provide financial support for FVSU's research program on hemp and medical cannabis as described in the Scope of Service and Specific Requirements.

### IV. Questions for Prospective Industrial Collaborators (to be answered in response to this RFQ):

1. What can you bring to the FVSU teaching and research mission that will add value?
2. How will you engage in helping to educate farmers in middle Georgia?
3. How will you help FVSU to define the priorities and goals of its research program with hemp and medical cannabis?
4. What technical expertise will you bring to the research agenda on hemp and future research on medical cannabis?
5. How many years of experience do you have in hemp and/or medical marijuana cultivation? Please include information regarding where you are currently cultivating, the number of square feet (indoor) and/or acreage (outdoor) and related licenses that you possess permitting you to cultivate.
6. Describe your medical dispensing experience and any state or DEA licenses that permit you to dispense drugs.
7. What experience do you have working in the state of Georgia or with Georgia legal bodies?
8. What is the percentage of minority ownership in your company/entity?
9. By what measures would you consider your contribution to be successful to the FVSU hemp and medical cannabis research program?
10. Describe both the non-financial and financial benefits that this proposal offers FVSU.
11. Describe the timeline for this project to include the length of time it will take to ramp up the project, the expected date to begin producing and any conditions that are required for your operational success?
12. How will you assist, support and collaborate with FVSU in the development of new

programs?

V. Intellectual Property:

There must be a clear understanding of intellectual property and the desire, as an educational institution, for FVSU to be able to freely share knowledge in partnership with industrial collaborators and publish research results related to hemp and medical cannabis.

VI. General Instructions:

Please format your responses to best represent your organization using the questions, scope of service and expectations above. Please use documentation to support your statements so that the review team can best judge the merits of your responses. For example, the expertise question (#4 above) may be evaluated with the attachment of CVs and the capacity question in III could be answered with financials. Please use the same outline in your responses as the above II-V.

Please format responses in PDF or Word documents that can be reproduced for team review and attach it to an email addressed to: [proposals@fvsu.edu](mailto:proposals@fvsu.edu) and include the contact person's information that is representing your organization. Please submit all applicable materials as attachments in one email by **5:00 pm EST on October 29, 2021.**

The Selection Committee reserves the right to select one or more partners, based on what is perceived to be in the University's best interest.

If you have any further questions or concerns about this process, you may contact Dr. Anthony Holloman, Executive Director of the Fort Valley State University Foundation.