

Alaska Mariculture Cluster

AMC Carbon Sequestration RFP

REQUEST FOR PROPOSALS
RFP #2025-07

Date of Issue: May 28, 2025

~~Closes: July 21, 2025~~

Closes: August 4, 2025

Summary

Southeast Conference is soliciting proposals from individuals, companies, or organizations, as part of the Alaska Mariculture Cluster (AMC) program, to explore and advance opportunities for carbon sequestration market development for the benefit of Alaska's mariculture industry. Projects should improve our understanding of Alaska's potential competitive advantages in the emerging marine carbon dioxide removal (mCDR) sector. Projects can also be proposed that focus on related markets that do not fall into the strict definition of mCDR. Multiple awards may be made to support a range of approaches.

Background

Southeast Conference – the state and federally recognized economic development organization for Southeast Alaska – is the lead institution administering a federal grant from the United States Economic Development Administration (EDA) to grow Alaska's mariculture industry through the Build Back Better Regional Challenge (BBBRC) program. The Alaska Mariculture Cluster (AMC) grant coalition includes a diverse group of stakeholders including Alaska state regulatory agencies, Alaska's university system, Economic Development Districts, trade organizations and more. A Governance Body, composed of AMC coalition leads as well as Tribal representatives from each of the project regions, guides the work and evaluation of the overall grant.

The AMC grant is composed of eight component projects (listed below), which have been purposely designed to be complementary to address barriers to growth and break out of the “chicken or egg” cycle of industry development:

- Revolving Loan Fund
- Governance, Coordination and Outreach
- Workforce Development
- **Research and Development**
- Market Development
- Green Energy
- Equipment and Technology
- Grant Administration

The full project period for the AMC BBBRC project is October 1, 2022 – September 30th, 2026. More information on the Alaska Mariculture Cluster (AMC) is available at www.alaskamariculturecluster.org, including the Overarching Narrative, which explains how the eight components work together to grow the mariculture industry.

Related AMC Projects

Applicants are encouraged to review and consider existing AMC research and initiatives related to this RFP, including but not limited to the following:

- [Carbon Sequestration Report](#): The memo provides an overview of marine carbon dioxide removal (mCDR) approaches and explores how Alaska’s natural assets and mariculture industry might contribute to this evolving sector.
- [Green Energy Research](#): The Green Energy Mariculture component project is designed to ensure that the industry develops sustainably and minimizes fossil fuel combustion by improving energy efficiency and using renewable energy when feasible.

- [Kelp Biostimulant Market Development](#): AMC recently announced funding for three groundbreaking projects that will help propel Alaska’s mariculture industry by researching kelp-based biostimulants for agricultural markets.
- See [AMC Airtable Database](#) for more projects that may also be relevant.

Scope of Work

The Alaska Mariculture Cluster seeks to explore and advance opportunities for carbon sequestration market development for the benefit of Alaska’s mariculture industry. The goal is to identify and support the most promising pathways to generate additional income or otherwise support marketability of Alaska mariculture products. Projects should improve our understanding of Alaska’s potential competitive advantages in the emerging marine carbon dioxide removal (mCDR) sector. Project can focus on related markets that don’t fall into the strict definition of mCDR.

Successful projects will balance practical constraints (such as available timeline) with the potential for meaningful impact on Alaska’s mariculture industry. This may include building upon existing initiatives, piloting new methods, or outlining strategic pathways for long-term industry growth.

Proposals may address a variety of topics, including but not limited to the following focus areas:

- **Innovative Uses of Kelp & Complementary Materials**
Investigating opportunities to combine kelp with other natural or locally sourced materials with potential carbon sequestration properties—such as glacial flour—for applications in agriculture (e.g., bio-stimulants), industrial uses (e.g., construction materials), and other sectors.
- **Roadmap for a Marine Carbon Dioxide Removal (mCDR) Hub in Alaska**
Developing a roadmap or strategy to establish a hub for further mCDR research and development in Alaska. The roadmap could include key partnership opportunities, infrastructure and permitting needs, and policy considerations – as well as promising locations, collaborators, and implementation pathways.
- **Biodiversity Credits & Other Related Market Development**
Exploring and clarifying any opportunities to generate and quantify non-carbon environmental

benefits through mariculture activities and products—such as biodiversity credits, habitat restoration, water quality improvements, or carbon intensity reduction—in ways that create marketable value and new revenue streams for producers. This may include considering the feasibility of kelp-farming techniques that maintain permanent beds/biomass for sequestration, habitat restoration, or other purposes.

- **Kelp to Biochar & Value-Stacking Applications**

Pilot or test production of biochar or similar products from Alaska-grown kelp or kelp byproducts. Analysis of the market potential of these products.

- **Kelp Sloughing Studies & Modeling**

Using modeling and other methods to explore the suitability of Alaska’s farming regions to monetize carbon sequestration through kelp sloughing.

Proposers may also **suggest additional ideas or focus areas** not listed here that align with the overarching goal of the RFP.

All deliverables produced under this RFP will become publicly available upon completion. Specific deliverables, deadlines, and project scopes will be refined in collaboration with selected contractor(s), building upon proposals submitted through this RFP.

Funding Available:

A total of \$400,000 in funding available, secured through the AMC’s [Research & Development](#) component project. Multiple contractors will likely be selected to fund a range of work areas.

General Requirements:

Timeline. A notice of intent to award is expected to be announced by August 8th, 2025. Project work is to begin short after. Selected proposals will be funded through August 2026.

Single Point of Contact. The selected entity will designate one person as the project manager and point of contact with SEC.

Progress Reports. Updates will be submitted to SEC monthly, detailing progress to date, any difficulties encountered in accomplishing the work, and next steps planned.

Disbarment. Applicants must have or acquire a UEI through SAM.gov prior to award finalization. Applicants, including any subcontractors, must not be disbarred from receiving federal funds.

Public Information. All products produced under this RFP will become publicly available on completion.

Proposal Contents:

Proposals are expected to be no more than 6 pages in length, excluding attachments such as resumes, project examples, letters of support, and/or budget templates. Proposals should include the following components:

1. Introduction and Project Understanding

- Summarize your understanding of the project's goals and its relevance to Alaska's mariculture industry.

2. Methodology

- Outline your approach to accomplishing the scope of work, including anticipated deliverables, timeline, and major activities.
- Describe how the project will advance Alaska's mariculture industry.
- Explain how success will be measured for each component of the proposed project.

3. Experience and Qualifications

- Describe relevant experience of the firm, key team members, and any subcontractors.

4. Management Plan

- Describe how the work will be managed and coordinated, including the role of each key team member and subcontractor.
- Provide a project timeline with major milestones.
- Explain quality control measures.

5. Budget and Cost Effectiveness

- Provide a summarized budget in the proposal as well as spreadsheet budget using the [Contractor Budget Template](#). Details will be further refined and negotiated with the selected contractor.
- Include a table that breaks down costs by major activity/deliverable.
- Include fully loaded hourly rates for personnel working on the project.

Proposal Submission Process:

Deadline. Submit proposals by July 21, 2025, via email to Stephane Granato at stephane@seconference.org and Dan Lesh at dan@seconference.org.

- Proposers are encouraged to verify with SEC that the proposal has been received prior to the deadline.
- Additional information provided after the deadline may also be considered but only if such information can be accommodated by the review process.

Public Information: Proposals and work plans may be distributed throughout the organization for review and comment. Proprietary information should not be submitted in any proposal. SEC will not knowingly reveal the contents of a proposal that is not subsequently accepted for contract; however, SEC accepts no liability should such contents inadvertently be revealed to third parties.

Changes. Any changes or addendum to the RFP will be posted on the [Alaska Mariculture Cluster website](#) and sent directly to respondents who have specifically requested notification.

Preparation Costs. SEC is not liable for any costs incurred by the proposer for proposal preparation.

Questions. Inquiries shall be directed to Dan Lesh (dan@seconference.org).

Evaluation Criteria and Award Process:

Criteria for evaluating proposals are as follows:

- **Impact (30%):** The proposal demonstrates clear potential to advance carbon sequestration or other environmental benefit-generating outcomes while supporting the growth and innovation of Alaska's mariculture industry.

- **Feasibility (30%):** The proposal presents a realistic and achievable plan. Strong proposals will outline a clear work plan, address uncertainties, and demonstrate the team's capacity to execute the proposed work within available time and budget.
- **Experience (20%):** Experience with similar projects and relevant subject matter.
- **Cost Effectiveness (20%):** The reasonableness of the proposed budget relative to the scope of work and expected outcomes. Efficient use of resources and clear budget justification.

Scoring of each proposal against the criteria listed above will be conducted by an RFP review committee. SEC reserves the right to reject any and all of the proposals received. If necessary, SEC may select the proposals that, in its sole view, most nearly conform to its needs as outlined in this RFP and then negotiate directly with that proposer to refine the proposal to achieve a contract that fully satisfies SEC's needs.

About Southeast Conference:

As the state and federally designated regional economic development organization for Southeast Alaska, Southeast Conference serves as the collective voice for advancing the region's economy. SEC has 240 member organizations, representing governments and businesses from the region's 35 communities and 19 Tribes. The mission of Southeast Conference is to undertake and support activities that promote strong economies, healthy communities and a quality environment in Southeast Alaska. Southeast Conference formed in 1958 with a group of people supporting the establishment of a regional transportation system in Southeast Alaska, which led to the formation of the Alaska Marine Highway System (AMHS). After that success, Southeast Conference stayed together through more than a half-century to focus on concerns unique to the region, including transportation, maritime, tourism, timber, seafood, mining, health care, government, and overall quality of life.