



# STATE OF INDIANA

DEPARTMENT OF ADMINISTRATION

Commissioner's Office

Eric J. Holcomb, Governor

Indiana Government Center South  
402 West Washington Street, Room W469  
Indianapolis, IN 46204

## Award Recommendation Letter

Date: March 5, 2024

To: L. Erin Kellam, Deputy Commissioner  
Indiana Department of Administration

From: Stephanie Nelson, Procurement Consultant  
Indiana Department of Administration

Subject: Recommendation of Selection for Negotiated Bid #24-78899,  
Pheasants for the Indiana Department of Natural Resources

**Initial contract term of two (2) years, and one optional two (2) year renewal, with a total estimated contract amount of \$257,440.00**

Based on the evaluation of the responses received for Negotiated Bid #24-78899, the following respondents are recommended to receive the award for the following:

- **GSP Farms** is recommended to receive the award for Roosters and Hens for Atterbury FWA and Glendale FWA.
- **J&R Gamebirds** is recommended to receive the award for Roosters for Pigeon River FWA, Roush Lake FWA, Tri County FWA, Willow Slough FWA, and Winemac FWA. **J&R Gamebirds** is also recommended to receive the award for Hens for Roush Lake FWA and Tri County FWA.

Terms of this recommendation are outlined in this letter.

The State received responses from four (4) vendors:

- Decker Pheasants
- GSP Farms
- J&R Gamebirds
- Pleasant Creek Pheasant Farm

The bid submissions were evaluated according to the criteria established in the bid documents and their adherence to requirements. When necessary, the State clarified with the respondent(s) to ensure specifications were met for each item.

All respondents met the required specifications and were evaluated on price and preferences.

### **Purchasing Preferences Claimed**

**Decker Pheasants** claimed the Buy Indiana/Indiana Business Preference but did not qualify.

**GSP Farms** did not claim any purchasing preferences.

**J&R Gamebirds** did not claim any purchasing preferences.

**Pleasant Creek Pheasant Farm** did not claim any purchasing preferences.

Preferences claimed were applied to the bid and were considered in the evaluation<sup>1</sup> (if applicable).

The evaluation for each respondent is detailed in the tables below.

**Decker Pheasants LLC**

Items	Property Name	# Rooster Pheasants	# Hen Pheasants	Total # Pheasants	Daily Pheasant Quota	Price Per Rooster	Total Rooster Price	Price Per Hen	Total Hen Price	Extended Price
1	Atterbury FWA	715	715	1,430	150	\$ 19.00	\$ 13,585.00	\$ 19.00	\$ 13,585.00	\$ 27,170.00
2	Glendale FWA	1,270	1,270	2,540	230 to 450	\$ 19.00	\$ 24,130.00	\$ 19.00	\$ 24,130.00	\$ 48,260.00
3	Pigeon River FWA	3,180	0	3,180	350		\$ -	N/A	\$ -	\$ -
4	Roush Lake FWA	1,590	1,590	3,180	350	\$ 19.00	\$ 30,210.00	\$ 19.00	\$ 30,210.00	\$ 60,420.00
5	Tri County FWA	915	915	1,830	200	\$ 19.00	\$ 17,385.00	\$ 19.00	\$ 17,385.00	\$ 34,770.00
6	Willow Slough FWA	2,100	0	2,100	230		\$ -	N/A	\$ -	\$ -
7	Winamac FWA	1,830	0	1,830	200		\$ -	N/A	\$ -	\$ -
<b>Total</b>										<b>\$ 170,620.00</b>

**GSP Farms**

Items	Property Name	# Rooster Pheasants	# Hen Pheasants	Total # Pheasants	Daily Pheasant Quota	Price Per Rooster	Total Rooster Price	Price Per Hen	Total Hen Price	Extended Price
1	Atterbury FWA	715	715	1,430	150	\$ 16.00	\$ 11,440.00	\$ 16.00	\$ 11,440.00	\$ 22,880.00
2	Glendale FWA	1,270	1,270	2,540	230 to 450	\$ 16.00	\$ 20,320.00	\$ 16.00	\$ 20,320.00	\$ 40,640.00
3	Pigeon River FWA	3,180	0	3,180	350		\$ -	N/A	\$ -	\$ -
4	Roush Lake FWA	1,590	1,590	3,180	350		\$ -		\$ -	\$ -
5	Tri County FWA	915	915	1,830	200		\$ -		\$ -	\$ -
6	Willow Slough FWA	2,100	0	2,100	230		\$ -	N/A	\$ -	\$ -
7	Winamac FWA	1,830	0	1,830	200		\$ -	N/A	\$ -	\$ -
<b>Total</b>										<b>\$ 63,520.00</b>

**J&R Gamebirds**

Items	Property Name	# Rooster Pheasants	# Hen Pheasants	Total # Pheasants	Daily Pheasant Quota	Price Per Rooster	Total Rooster Price	Price Per Hen	Total Hen Price	Extended Price
1	Atterbury FWA	715	715	1,430	150		\$ -		\$ -	\$ -
2	Glendale FWA	1,270	1,270	2,540	230 to 450		\$ -		\$ -	\$ -
3	Pigeon River FWA	3,180	0	3,180	350	\$ 16.00	\$ 50,880.00	N/A	\$ -	\$ 50,880.00
4	Roush Lake FWA	1,590	1,590	3,180	350	\$ 16.00	\$ 25,440.00	\$ 16.00	\$ 25,440.00	\$ 50,880.00
5	Tri County FWA	915	915	1,830	200	\$ 16.00	\$ 14,640.00	\$ 16.00	\$ 14,640.00	\$ 29,280.00
6	Willow Slough FWA	2,100	0	2,100	230	\$ 16.00	\$ 33,600.00	N/A	\$ -	\$ 33,600.00
7	Winamac FWA	1,830	0	1,830	200	\$ 16.00	\$ 29,280.00	N/A	\$ -	\$ 29,280.00
<b>Total</b>										<b>\$ 193,920.00</b>

<sup>1</sup> Prices were evaluated factoring in the percentage for preference claimed. [ProcTraining\\_DPAPManual.pdf](#) – see page 39-40

### Pleasant Creek Pheasant Farm

Items	Property Name	# Rooster Pheasants	# Hen Pheasants	Total # Pheasants	Daily Pheasant Quota	Price Per Rooster	Total Rooster Price	Price Per Hen	Total Hen Price	Extended Price
1	Atterbury FWA	715	715	1,430	150		\$ -		\$ -	\$ -
2	Glendale FWA	1,270	1,270	2,540	230 to 450		\$ -		\$ -	\$ -
3	Pigeon River FWA	3,180	0	3,180	350	\$ 16.75	\$ 53,265.00	N/A	\$ -	\$ 53,265.00
4	Roush Lake FWA	1,590	1,590	3,180	350		\$ -		\$ -	\$ -
5	Tri County FWA	915	915	1,830	200		\$ -		\$ -	\$ -
6	Willow Slough FWA	2,100	0	2,100	230		\$ -	N/A	\$ -	\$ -
7	Winamac FWA	1,830	0	1,830	200		\$ -	N/A	\$ -	\$ -
									Total	\$ 53,265.00

### Award Summary

The final award summary is detailed in the table below.

				Awarded Respondents					
				Decker Pheasants		GSP Farms		J & R Gamebirds	
Items	Property Name	Price Per Rooster	Price Per Hen	Price Per Rooster	Price Per Hen	Price Per Rooster	Price Per Hen	Price Per Rooster	Price Per Hen
1	Atterbury FWA	\$ 19.00	\$ 19.00	\$ 16.00	\$ 16.00				
2	Glendale FWA	\$ 19.00	\$ 19.00	\$ 16.00	\$ 16.00				
3	Pigeon River FWA		N/A		N/A	\$ 16.00	N/A	\$ 16.75	N/A
4	Roush Lake FWA	\$ 19.00	\$ 19.00			\$ 16.00	\$ 16.00		
5	Tri County FWA	\$ 19.00	\$ 19.00			\$ 16.00	\$ 16.00		
6	Willow Slough FWA		N/A		N/A	\$ 16.00	N/A		N/A
7	Winamac FWA		N/A		N/A	\$ 16.00	N/A		N/A

  

Properties Awarded				
Rooster:	None	1,2	3,4,5,6,7	None
Hen:	None	1,2	4,5	None

During the course of evaluation, the State scrutinized the bids to determine the viability of the proposed business solution to meet the needs of the State. The Indiana Department of Administration evaluated the bids based on the stipulated criteria outlined in the bid documents.

Pending successful contract negotiations, the initial term of the contract shall be for a period of two (2) years from the date of contract execution. There may be one (1) two-year renewal for a total of four (4) years at the State's option.

Stephanie Nelson  
Procurement Consultant