



Harvesting Services for the Development of the Reed Value Chain

We are seeking service providers (entrepreneurs, companies, or municipalities) interested in establishing or developing a reed harvesting service for coastal areas. The aim is to harvest a total of 40–50 hectares of common reed growing along coastal areas, collect the reed material, and transport it to designated end-users. This effort will remove nutrients from coastal waters and promote the development of a sustainable reed value chain as part of the BalticReed project (2024–2026).

Project Scope and Requirements

Service Description:

The service involves mowing, collecting, and transporting 20–25 hectares of reed material to end-users during 2025. Harvesting can occur in summer/fall or winter, following the sustainable reed harvesting guidelines provided by the John Nurminen Foundation: [John Nurminen Foundation Coastal Reed Project](#).

- A single harvesting operation may consist of multiple separate mowing sites (max. 25 ha/bid).
- The harvested reed material should be removed from the mowing area and delivered for repurposing as either a product component or soil amendment for fields. The proposed end-use should be specified in the bid.
- Harvesting activities must take place along the Baltic Sea coast within the Central Baltic program region, specifically in Satakunta, Southwest Finland, Uusimaa, and Kymenlaakso.
- Service providers are required to present a long-term business plan for how they will ensure the management and use of coastal reed in the future.
- Providers may submit multiple bids for different target areas.

We invite interested service providers to submit a proposal containing the following information:

- Harvesting Area:** Define the coastal areas designated for harvesting, specifying the area size (including maps and information about required/applied permits for the area)
- Harvesting Schedule:** Indicate planned harvesting dates.
- End Use:** Describe the intended use and user of the harvested reed material if it is not the provider. Ideally, include a statement or

potential agreement from the intended user. A formal agreement is not required, but the end-user must be known.

Nutrient Removal:	Estimate the amount of nitrogen and phosphorus removed through harvesting. Nutrient levels depend on reed density, height, and harvest timing. Literature suggests that in July–August, one hectare of reed contains an average of 5–10 kg of phosphorus and 50–100 kg of nitrogen; in autumn, these levels decrease as nutrients are drawn into the root system, leaving 1–3 kg of phosphorus and 10–30 kg of nitrogen per hectare by winter.
Business Plan:	Present a plan for continuing operations beyond 2025. Include a description of the business, objectives, products and services, timeline, team, financial plan, and market analysis.
Price:	Offer a price for the described service based on the actual area harvested, €/ha.

Up to two service providers will be selected, with a maximum payment of €20,000 (including VAT) for each provider. Providers may submit two bids if they are for separate areas.

Upon completion of reed harvesting and repurposing, the service provider must submit a **report** to the John Nurminen Foundation that includes:

Dates of Work:	Dates for harvesting and transportation. Date and confirmation of reception of the material from the end-user.
Harvesting Area Map:	Detailed map of the harvested area.
Harvest Quantity:	Amount of harvested reed (in tons and m ³).
Nutrient Removal:	Estimate of nitrogen and phosphorus removed with the reed mass.
Lessons Learned:	Summary of insights and observations for improving service development.

The John Nurminen Foundation reserves the right to inspect both the harvesting area and the end use of the reed material.

Selection Criteria

Proposals will be evaluated based on the following weighted criteria:

- Service Price (30 %)
- Nutrient Removal Efficiency (20 %): Efficiency of nitrogen and phosphorus removal by season. Reed contains the most nutrients from July to September,

with significantly lower levels from December to March. The proposed harvest timing is important.

- Environmental Sustainability of Operations (20 %): Appropriateness and sustainability of harvest sites, with assessments if ELY review is required.
- Feasibility and Continuity of the Business Plan (30 %): Plans for continuing operations beyond 2025.

Provider Responsibilities

Selected providers are responsible for:

- Ensuring all necessary permits and licenses are in place before beginning mowing and harvesting.
- Covering all costs related to harvesting, transport, and final use of the reed material.
- Managing logistics and operational arrangements.
- Maintaining contact with landowners.
- Bearing liability for any damage to landowners or third parties resulting from or related to the work.

This request for proposals aims to support the creation of sustainable business models for reed harvesting and utilization on coastal areas. We encourage innovative and committed service providers to submit proposals and contribute to sustainable development in the Baltic Sea reed sector. Proposals may be submitted in Finnish, Swedish, or English.

Incomplete proposals or those submitted after the deadline will not be considered. The John Nurminen Foundation reserves the right not to select any proposals.

Proposal Submission Deadline: December 15, 2024

Please submit proposals to: maiya.salmiovirta@jnfoundation.fi

Questions may be sent by December 1, in Finnish, Swedish, or English to maiya.salmiovirta@jnfoundation.fi. Questions and answers will be published on the same website alongside the request for proposals by December 5, 2024.