

REQUEST FOR PROPOSALS:
Planning for Agriculture & Housing in New Hampshire

Issued: July 1, 2026
Response Deadline: August 7, 2026

I. Background

Across New Hampshire, communities face dual pressures: the urgent need for affordable and workforce housing, and the rapid loss and fragmentation of productive agricultural land. As a result, housing development and farmland conservation have long been viewed as competing priorities, often placing housing advocates and conservation leaders on opposite sides of difficult community decisions.

The Housing & Farmland Protection Workgroup, convened in service of the New Hampshire Food and Agriculture Strategic Plan and coordinated by the NH Food Alliance, brings together housing professionals, planners, farmland conservation leaders, developers, and policy advocates to address the intersection of housing development and agricultural land protection in New Hampshire.

The work of the Housing & Farmland Protection Workgroup reflects a growing recognition that these goals do not have to be in conflict—and that by working together, the housing and conservation communities can identify creative solutions that support both thriving farms and vibrant communities.

II. The Project

While many innovative models, ordinances, financing tools, and partnerships exist to protect farmland and create housing—both within New Hampshire and in surrounding states—these examples are not systematically documented, analyzed, or made accessible in a way that allows communities to replicate or adapt them to local communities. Since launching in October 2025, the workgroup has:

- Mapped existing projects and policies at the housing–farmland intersection
- Identified priority examples within and beyond New Hampshire
- Organized these existing projects, policies, and examples into clear thematic groupings

This project aims to develop a practical, user-centered toolkit to support “win-win” solutions at the intersection of housing development and farmland protection in New Hampshire. The toolkit will include case studies, model approaches, and implementation guidance to help municipalities, land trusts, housing developers, planners, and state agencies advance integrated solutions that both protect farmland and create housing opportunities.

This project directly addresses the following recommendation from the NH Food and Agriculture Strategic Plan: [House agriculture-friendly tools and land use regulations on a central website](#), which is in the [Land Use Planning Brief](#). The proposed toolkit will be inspired by and loosely modeled after the [NH Housing Toolbox](#), a widely used resource

developed by the New Hampshire Department of Business and Economic Affairs in partnership with New Hampshire's regional planning commissions. Like the Housing Toolbox, this project will organize practical tools, case studies, and implementation guidance in a format that is accessible to municipal officials, planners, and community leaders.

The project must be completed by June 30, 2027. Cost estimates are not to exceed \$50,000. Any variances in either the timeline or the cost must be agreed on by both the workgroup leads and the consultant.

Proposals are due by **Friday, August 7, 2026 at 5:00 PM ET.**

III. Project Leads

The consultant will work closely with the Housing & Farmland Protection Workgroup leads:

- Noah Hodgetts, Principal Planner for the Office of Planning and Development, Department of Business and Economic Affairs
- Sarah Wrightsman, Manager of Community Engagement and Education for New Hampshire Housing
- Jamie Pottern, Senior New England Program Manager for American Farmland Trust
- Nicole Cardwell, Director, NH Food Alliance

The Housing & Farmland Protection Workgroup will serve in an advisory role to the project. The consultant will be expected to participate in monthly meetings of the workgroup on the third Wednesday from 10-11:30 am on Microsoft Teams. Some workgroup members will participate by generating content and conducting research for this project. The consultant will support these workgroup members by creating a template to guide the research and final presentation.

IV. Eligibility and Contract Terms

The consultant will contract with New Hampshire Housing for this project. With support from the workgroup leads, New Hampshire Housing will select and fund one award through this RFP. This will be a fixed-price, deliverables-based consultant contract. This consultant should work with other consultants and subject matter experts as necessary to complete the work.

V. Scope of Work

Task 1: Project Meetings

- Host an initial kick-off meeting with the workgroup leads and NH Food Alliance staff.
- Attend monthly meetings of the Housing & Farmland Protection Workgroup on the third Wednesday of each month from 10-11:30 am on Microsoft Teams.
- Oversee and support the work of workgroup members, as applicable.
- Host shorter monthly check in meetings with the workgroup leads.
- *Deliverable: Bi-monthly meetings with workgroup and leads*

Task 2: Project Refinement

- Work with the workgroup leads to refine the project scope..
- Review and confirm priority examples selected for deep documentation.
- Organize and group case studies and models to best serve all audiences.
- *Deliverable: Final toolkit framework and project plan*

Task 3: Research and Draft Toolkit

- Research each model or tool selected. Create a template to support local authors researching models or tools.
- Examine the legal and zoning mechanisms, conservation structures, financing, ownership model, political and community context, barriers, and replicability in NH.
- Conduct interviews with municipal staff, housing developers, land trusts, and state officials.
- *Deliverable: Draft toolkit and case studies*

Task 4: Revise, Finalize, and Design

- Incorporate feedback from workgroup and leads.
- Standardize and incorporate the work of local authors, as applicable.
- Finalize content of the toolkit and case studies.
- Design toolkit and case studies for accessibility and appearance.
- *Deliverable: Final toolkit and case studies*

Task 5: Presentation and Fact Sheet

- Create a presentation in Microsoft PowerPoint to accompany the toolkit and case studies
- Create a one-page fact sheet handout highlighting the case for housing and farmland protection and noting the key tools and models
- Present the final toolkit and case studies to the workgroup
- *Deliverable: PowerPoint presentation and one-page fact sheet*

The timeline for deliverables by the consultant will be agreed to by both the workgroup leads and the consultant prior to signing the agreement for services. The consultant will be required to prepare a payment schedule where payment is tied to deliverables.

VI. Proposed Project Framework

This proposed framework was created by the members of the Housing & Farmland Protection Workgroup. In late 2025 and early 2026, the workgroup created a master list of tools, models, and projects that support housing development and land conservation; this master list included dozens of examples from New Hampshire and beyond. Next, the workgroup prioritized and grouped this master list and came up with the following groupings. **The consultant will be tasked with supporting the workgroup to refine this proposed project framework.**

CASE STUDIES: *Working Farm and Housing Models*

These examples explore models where housing directly supports farm viability, including agrihoods, worker housing, accessory dwelling units, conservation subdivisions, and farm-centered residential development.

- [Nubanusit Neighborhood & Farm](#), Peterborough, NH
- [Jacobson Farm Agrihood](#), Amherst, NH
- Burley Farm: SELT, Epping, NH
- [Hawthorne Valley Farm](#), Ghent, NY
- [Bread and Butter Farm](#), Shelburne, VT
- Tuckaway Farm, Lee, NH
- [Terrell Farm](#), Nashua, NH

CASE STUDIES: *How Conservation Orgs and Developers can Collaborate*

These examples demonstrate partnership models where conservation and housing entities work in parallel or in coordinated fashion — often on adjacent parcels — allowing each to operate within their core expertise while achieving shared community goals.

- [Tinker Brook in Berlin](#), NH
- [Chaplin Place Housing](#) and [Chaplin Forest](#), Rochester, NH
- [Kestrel Land Trust](#), Easthampton, MA

CASE STUDIES: *State Level Planning Programs and Support*

While not all are currently viable in New Hampshire due to budget constraints, they offer important structural lessons regarding coordination, funding alignment, and regional planning.

- NH Housing & Conservation Planning Program (2008-2010)
- Vermont's Housing & Conservation Board
- Hudson Valley Alliance for Conservation and Housing

Local Planning Tools

- Transfer of Development Rights (TDR), including municipal guide to TDR with a section dedicated to how TDR can support a municipality's agricultural goals.
- Accessory Dwelling Units (ADUs)
 - Oregon Revised Statutes 215.278
 - New Hampshire RSA 674:71-73

- Conservation subdivisions, open space subdivisions, cluster housing
 - Ensuring this is done well to discourage low density development and is thoughtful of high value conservation land
- Cottage courts, pocket neighborhoods
- Agricultural–Residential Zoning models that allow working farms, employer housing, and open space protection on the same parcel

Other Promising Tools to Explore

- Options to Purchase at Agricultural Value (OPAVs) and other land conservation tools
- Community Land Trusts (e.g., Kawasiwajo Community Land Trust, Eastern Slope Land Alliance)

The audience for this publication includes municipal boards and committees, local elected officials, regional planning commissions and municipal planners, conservation organizations and commissions, land trusts, housing developers, farmers and food system organizations, housing advocates, and state agencies and state-level decisionmakers. The final deliverable should strive to provide guidance, recommendations, and insights for each of these stakeholders, where applicable.

VII. RFP Submission Guidelines and Requirements

Submit your company’s proposal as a PDF (printable on 8.5 by 11- inch paper). The cover page should include the title of the RFP, as well as contact information for your company. The length of the proposal should not exceed eight pages and should include the following:

Project Narrative (scored)

- **Cover Letter** (5%, not included in the page limit): Include the name and contact information of the main point of contact and fiscal point of contact for contract execution and payment purposes, if selected.
- **Organization Background** (10%): Describe your organization's mission and structure.
- **Qualifications & Experience** (30%): Describe your organizational and staff qualifications and experience providing similar goods or services. Identify key staff responsible for completing proposed work and provide sufficient detail to demonstrate knowledge, skills, and abilities to perform the functions outlined in the RFP. Include three references for which you have performed similar work to the requirements of this RFP, and include (as an attachment, which is not counted towards the 8-page count) at least two examples of previous work that demonstrates the organization’s capability to produce the work outlined in the Scope of Work.

- **Methodology, Project Deliverables, & Timeline (35%):** Describe, in detail, your proposed methodology for meeting all project requirements and provide a realistic work plan including intermediate steps for achieving project requirements, expected product deliverables, and timeline for completion, based upon this RFP's Scope of Work.
- **Budget (10%):** Fixed-price cost proposal with major line items.

Proposals are due by Friday, August 7, 2026 at 5:00 p.m. ET. New Hampshire Housing reserves the right in its sole discretion to accept or reject late proposals. New Hampshire Housing also reserves the right to issue amendments or changes to this RFP, and to make changes in the proposal submission and selection schedule. Submissions should be sent via email to Sarah Wrightsman at swrightsman@nhhousing.org.

The final scope of work is subject to negotiation between the workgroup leads and the chosen consultant.

VIII. Selection Criteria

The following criteria will be used to assess proposals:

- Quality of written proposal
- Completeness of proposal and responsiveness to RFP requirements
- Project description and approach
- Consultant's prior experience in conducting similar studies
- Consultant's training, expertise, and professional credentials
- Quality of references
- Reasonableness of cost proposal

Incomplete applications will not be reviewed.

RFP Contract Timeline:

Milestone	Date
RFP Released	Wednesday, July 1, 2026
Proposal Submission Deadline	Friday, August 7, 2026
Notification of Shortlisted Vendors	Wednesday, August 12, 2026
Vendor Interviews	August 17 — August 20, 2026
Final Selection / Notification	Friday, August 21, 2026
Contract Start Date (anticipated)	September 2026

Proposals are due by **Friday, August 7, 2026 at 5:00 pm ET**. The selected vendor will be required to confirm participation and agreement with the contract scope of work after receiving a notification. The designated point of contact for selection must be available to receive and respond to the notification and any necessary budget revisions within five business days.

IX. Contact Information

Any questions regarding the RFP should be emailed to (no phone calls, please):

Sarah Wrightsman
Manager, Community Engagement & Education
New Hampshire Housing
swrightsman@nhhousing.org