

Request for Proposal

SUBMISSION DEADLINE:
September 10, 2025 - 12:00 PM EDT (-4 GMT)

**RFP TITLE: GLOBAL SURVEY ON THE UTILIZATION OF ANIMAL BY-PRODUCTS IN
AQUACULTURE FEEDS**

RFP CONTACT: rfp@nara.org

INTRODUCTION:

The North American Renderers Association, Inc. (NARA) formally requests proposals from qualified individuals or firms to design and implement a comprehensive global survey assessing the use of animal by-products in aquaculture feeds.

The study will address current gaps in global knowledge by documenting the types, sources, volumes, regulatory contexts, and perceptions surrounding the use of animal by-products (e.g., blood meal, poultry by-product meal, feather meal, meat and bone meal, and fishery discards) in aquaculture feeds. The study will identify current aquaculture-producing countries, along with emerging and potential markets, and analyze their present sources of feed ingredients. This information will guide innovation, evidence-based policymaking, sustainable feed development, and strategic industry advancement.

Through its international network, NARA advocates for a sustainable food chain, public health, and environmental protection through the marketing of rendered animal products and used cooking oil (UCO). This project aligns with NARA's mission to promote responsible business practices and highlight rendering's role in the circular bioeconomy.

PURPOSE OF RFP:

NARA routinely issues RFPs to ensure that projects are managed in an open and competitive manner, determining fair market value for services and selecting the best contractor based on qualifications, experience, and cost-effectiveness.

The purpose of this RFP is to engage a research organization or consultant with demonstrated expertise in global aquaculture, feed ingredients, and policy analysis to conduct the survey and deliver actionable insights.

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PROJECT OBJECTIVES:

Primary Objective:

Conduct a comprehensive survey to assess the global usage, types, sources, trade flows, and regulatory frameworks of animal by-products in aquaculture feeds.

Specific Objectives:

- Quantify the various animal by-products utilized in aquafeeds worldwide.
- Compare regional practices, preferences, and customization of feed formulations.
- Identify current global aquafeed ingredient sourcing and trade flows.
- Assess perceptions, industry benefits, and concerns regarding animal by-products.
- Document country-specific regulations governing by-product use in aquaculture.
- Identify barriers to adoption and opportunities for expanded utilization.
- Develop a matrix that plots aqua-producing countries and potential countries by market size, market opportunity, and market accessibility to for use as a market development selection and prioritization tool.

SCOPE (SERVICES) OF WORK:

1. Survey Design & Planning

- Identify and quantify all aquaculture-producing countries and their current consumption and projected demand.
- Develop a mixed-methods survey combining structured questionnaires and semi-structured interviews.
- Pre-test survey tools to ensure clarity and cultural relevance across regions.

2. Target Respondents

- Feed manufacturers, aquaculture producers, industry associations, regulatory agencies, and academic/research institutions.

3. Geographic Scope

- All major aquaculture-producing regions (Asia-Pacific, Europe, North and South America, Africa, and the Middle East) and a sampling of emerging markets.

4. Data Collection

- Conduct online surveys (quantitative and multiple-choice).
- Conduct semi-structured interviews (qualitative).
- Review secondary data sources (literature, regulatory documents, industry reports).

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5. Data Points

- Species-specific feed compositions.
- Types and volumes of animal by-products used.
- Regulatory frameworks.
- Supply chain logistics, including where aqua-producing countries are currently sourcing.
- Stakeholder perceptions (sustainability, safety, ethics).

6. Analysis & Synthesis

- Compile and analyze data to identify global trends, regional differences, and key challenges/opportunities.
- Recommend new market development opportunities and prioritize them based on market size, market opportunity, and market accessibility.

7. Outputs & Dissemination (All materials must be suitable for adaptation in multiple languages.)

- Prepare final report, regional factsheets, policy briefs, and visual data maps.
- Provide recommendations for policymakers, industry, and researchers.
- Develop materials suitable for peer-reviewed publication.
- Provide draft communications plan for multi-media distribution campaign.

DELIVERABLES:	
Completion Date	Description of Deliverables
Within 10 business days of contract signing	Conduct a kick-off meeting with NARA to brainstorm ideas and finalize the scope
October 15, 2025	Finalize survey design and pretesting report
November 17, 2025 - May 15, 2026	Data collection (online survey, interviews, secondary research)
August 14, 2026	Draft analysis report for review
September 14, 2026	Deliver final global report, regional factsheets, policy briefs, visualizations, and communications plan

PROJECT TIMELINE:
<ul style="list-style-type: none"> • Phase 1: Kickoff meeting and planning – 1 month • Phase 2: Survey design and pretesting – 1 month • Phase 3: Data collection – 6 months • Phase 4: Data analysis and synthesis – 3 months • Phase 5: Report writing and dissemination – 1 month

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RFP TIMELINE:

- **RFP Distribution:** August 8, 2025
- **Project Proposals Due:** September 10, 2025, by 12:00 PM Eastern Time
- **Selections Made By:** September 15, 2025
- **Prospective Contractors Notified By:** September 19, 2025

INSTRUCTIONS:

Proposals must contain at a minimum the specific criteria listed below:

- Please submit three (3) hard copies of your proposal to the address below by 12:00 PM EDT (GMT-4) on September 10, 2025. Proposals should be mailed or delivered by courier to: NARA, Attn: NARA Management, 500 Montgomery Street, Suite 310, Alexandria, VA 22314.
- A description of Prospective Contractor's capabilities, resources, and experience. Emphasis should be placed on experience related to this RFP.
- A thorough proposal outlining Prospective Contractors' approach to the project and timeline to complete the work.
- A summary of the credentials for each of the Prospective Contractor's personnel assigned to work directly on the implementation of the contract.
- Provide a minimum of two names and contact information for other similarly sized clients for reference purposes.
- All bids for services must provide a breakout of the contractor proposed fees.
- Proposals should be no longer than 12 pages (8 ½" x 11" Letter or A4) with 12pt font, but shorter proposals are encouraged. Proposals certainly need not be that long if all the requirements can be met with fewer pages. As an annex, Prospective Contractors are allowed to add information such as resumes, budget narrative, reference letters etc. which may exceed the 12-page limit.

SELECTION CRITERIA

Proposals will be evaluated based on the following criteria:

<u>Criteria</u>	<u>Weight</u>
Proposal structure	10%
Proposed Contractor's technical skills and rendering industry knowledge	30%

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Cost-effectiveness	10%
Approach and methodology	30%
References from previous clients (U.S. Cooperators or other ag groups)	20%

NOTES:

Prospective Contractors are hereby notified that proposals will be duplicated for internal review only. Every effort will be made to maintain confidentiality of all information presented. The appropriate representatives from staff and legal counsel (when necessary) will review proposals. Proposals will not be returned.

NARA reserves the right to retain all proposals submitted. Submission of a proposal indicates acceptance by the submitter of the conditions contained in the request for proposal, unless clearly and specifically noted in the proposal submitted and confirmed in the contract between NARA and the selected contractor.

Confidentiality - Without NARA's prior written consent, Prospective Contractors and its officers, employees, agents, representatives, affiliates, and subcontractors shall not disclose to any third party any documents, materials, or information that the Prospective Contractor(s) learn from or is provided in relation to the RFP request.

During the evaluation process, NARA reserves the right to request additional information or clarifications from proposers, or to allow corrections of errors and omissions.

NARA reserves the right to reject any proposal that is in any way inconsistent or irregular. NARA also reserves the right to waive proposal defects or deficiencies, to request additional information, and/or to negotiate with the Prospective Contractor regarding the proposal. Prospective Contractor agrees that Fees are in lieu of any and all other benefits, including, but not limited to, repayment of all taxes related to contractor service fees, health and life insurance, administrative costs, and vacation.

The prospective Contractor agrees that any income taxes, value added taxes or any other form of direct or indirect taxes on compensation paid under the contract shall be paid by the Contractor and not by NARA or Funding Sources.

Prior to any payment to a U.S.-based Contractor, the contractor must provide a signed W-9. Non-Competition. Contractor shall not act as agent or representative for any product or service that directly competes with rendered products and UCO from the U.S. for the length of the contract.

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NARA and Prospective Contractor agree to comply with the provisions of Equal Employment Opportunity (EEO). NARA provides EEO to all employees and applicants for employment without regard to race, color, religion, gender, sexual orientation, gender identity or expression, national origin, age, disability, genetic information, marital status, amnesty, or status as a covered veteran in accordance with applicable federal, state, and local laws.

ORGANIZATIONAL PROFILE & SUPPLEMENTAL INFORMATION

A link to NARA's strategy can be found on the RFP page on its website:

<https://nara.org/request-for-proposals/>.

NARA is the international trade association for the rendering industry which safely and efficiently recycles animal by-products and used cooking oil (UCO) from restaurants into rendered material that is used in the sustainable production of valuable products for the animal food, chemical, personal care, and biofuel industries. Rendering is sometimes called “the invisible industry” because many people are unaware that roughly 50% of an animal is considered inedible by North American standards. This leaves a large amount of leftover material that would be treated as food waste were it not for rendering.

Rendering reclaims this otherwise wasted material (like protein, bone, fat etc.), as well as UCO from restaurants, and safely and hygienically processes it into rendered material for use in new products so nothing is wasted. This sustainable process transforms and upcycles what would have been food waste into safe, clean, and valuable ingredients for countless new goods – saving landfill space, and recycling 99% of this unwanted material. These rendered ingredients are then used in the sustainable production of new goods like safe and nutritious pet food, animal feed, household and industrial products, biofuels/renewable diesel, and many more common items that we use or come into contact with every day.

NARA's 35 member companies operate more than 175 rendering plants in the U.S. and Canada. Members represent more than 95% of North American production by independent renderers (many of which are multi-generation family-owned companies) and integrated packer/processor renderers (those rendering only their own animal by-products).

The U.S. rendering industry produces sustainable rendered products used to create a wide variety of ingredients for products critical to other industries. Companies are also developing new products, such as fuels and enzymes, to meet changing consumer preferences and commercial trends worldwide. Rendered products include fats, animal protein meals, chemicals, fatty acids, tallow, and hides. These high-quality fats and proteins improve the nutrition of farm animals, poultry, fish, and pets.

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Renderers also contribute essential ingredients for industrial and consumer products, including lubricants, plastics, printing inks and explosives, and many common items that consumers rely on every day — including cosmetics, shaving cream, deodorant, perfumes, soap, polishes, cleaners, paints, candles, and caulking compounds. Rendered fats are also an essential raw material for use in biofuels and renewable diesel in the U.S. and abroad.

NON-DISCRIMINATION STATEMENT

In accordance with Federal civil rights law and U.S. Department of Agriculture (USDA) civil rights regulations and policies, the USDA, its Agencies, offices, and employees, and institutions participating in or administering USDA programs are prohibited from discriminating based on race, color, national origin, religion, sex, gender identity (including gender expression), sexual orientation, disability, age, marital status, family/parental status, income derived from a public assistance program, political beliefs, or reprisal or retaliation for prior civil rights activity in any program or activity conducted or funded by USDA (not all bases apply to all programs). Remedies and complaint filing deadlines vary by program or incident.

Persons with disabilities who require alternative means of communication for program information (e.g., Braille, large print, audiotape, American Sign Language, etc.) should contact the responsible Agency or USDA's TARGET Center at (202) 720-2600 {voice and TTY} or contact USDA through the Federal Relay Service at (800) 877-8339. Additionally, program information may be made available in languages other than English.

To file a program discrimination complaint, complete the USDA Program Discrimination Complaint Form, AD-3027, found online at [How to File a Program Discrimination Complaint](#) and at any USDA office or write a letter addressed to USDA and provide in the letter all information requested in the form. To request a copy of the complaint form, call (866) 632- 9992. Submit your completed form or letter to USDA by:

1. By mail:
U.S. Department of Agriculture
Office of the Assistant Secretary for Civil Rights 1400 Independence Avenue, SW
Washington, DC 20250-9410.
2. By fax: (202) 690-7442; or
3. By email: program.intake@usda.gov.

USDA is an equal opportunity provider, employer, and lender.

CIVIL RIGHTS STATEMENT

Contractor agrees that during the performance of this Agreement it will not discriminate against any employee or applicant for employment because of race, color, religion, gender, national origin, age, disability, political beliefs, sexual orientation, marital or family status,

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parental status or protected genetic information. Contractor further agrees that it will fully comply with any and all applicable Federal, State, and local equal employment opportunity statutes, ordinances and regulations, including, without limitation, Title VII of the Civil Rights Act of 1964, the Americans with Disabilities Act of 1990, the Age Discrimination in Employment Act of 1967, and the Equal Pay Act of 1963. Nothing in this section shall require Contractor to comply with or become liable under any law, ordinance, regulation, or rule that does not otherwise apply to Contractor.