



**The Nature Conservancy in New York:  
Reforestation Demonstration  
Nursery Incubation Program**

**REQUEST FOR PROPOSAL**

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8 Nature Way  
Keene Valley, NY 12943*

*October 2<sup>nd</sup>, 2025*

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## 1.0 Introduction and Overview

It is the intention of The Nature Conservancy (“Conservancy” or “TNC”) to solicit Proposals for the provision of “Reforestation Demonstration Nursery Incubation Program RFP.” Those receiving this Request for Proposal (“RFP”) are referred to as “Applicant”.

The Conservancy has offices in over 79 countries globally. Our mission is to conserve the lands and waters on which all life depends. Please visit [www.nature.org](http://www.nature.org) for more details on what the Conservancy does and where we work.

New York’s reforestation goals are ambitious and require an exponential increase of native tree stock to be achieved. The Nature Conservancy in New York has launched a Reforestation Demonstration project to test methods to increase tree planting in New York state. The demonstration project is primarily focused in the northwestern and southern-tier regions. As part of this program, **TNC will be awarding a total of \$340,000 in Nursery Incubation Program funds to eligible entities.** The number of awards will be determined in the evaluation process.<sup>1</sup> Applicants can apply for an award amount not below \$50,000 and not exceeding \$340,000, the total amount of available funds. TNC intends to pair the awards with a multi-year advance procurement contract (APC)<sup>2</sup> to build nursery capacity and enable further investments to meet future demand. The total value of the APC will vary by applicant and is in addition to the Incubation Program awarded funds. TNC requests proposals from nursery professionals for the Incubation program to increase native tree production capacity. **As part of this program, TNC is interested in partnering with recipients to expand seed collection processes, invest in nursery infrastructure and workforce development, and improve coordination and logistics.** The goal of this program is to show a measurable increase of native trees in the NY reforestation supply chain by investing in native tree nursery capacity. This award, paired with an APC, aims to increase the number of trees in the NY reforestation supply chain by up to 100,000 trees by 2029.

TNC will serve as a partner with recipients throughout the project term to support the growth of their operations. TNC intends to enter into a multi-year APC with award recipient(s) for sale seasons Spring 2028 and Spring 2029; the ultimate APC size and delivery dates will be flexible based on nursery capacity. Additional TNC support will be determined with the recipient(s) prior to contract execution, and may include the following, subject to the recipient’s needs and available TNC resources:

1. Work with current and prospective nursery customers to understand needs, enhance communication and coordination regarding forecasting future native seedling demand
2. Provide technical support if needed
3. Support recipients in seeking additional capital (e.g., loans or other funding opportunities) if needed

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<sup>1</sup> In the first round of funding ([announced in January 2025](#)), TNC received 18 pre-proposal applications and moved 9 applicants to the full proposal round. Two applicants were selected for the Nursery Incubation Program that equated to approximately \$360,000 in incubation funds distributed.

<sup>2</sup> Advance procurement contract (APC): TNC intends to enter into a contract with recipients to purchase seedlings in 2028 and 2029.

The award application process will consist of two selection rounds: a pre-proposal round and a full proposal round. A review committee will evaluate applications at both stages. **All applicants will submit a pre-proposal** including an Applicant questionnaire, employee resumes, and a statement of purpose.

*Note: Applicants who submitted pre-proposal applications for the January 2025 funding round are welcome to reapply. If reapplying, applicants can reuse information (e.g., the statement of purpose) from their prior submission where the same or similar information is requested. Applicants can request a copy of their previous responses by reaching out to the RFP point of contact (listed in Section 1.6.1).*

After evaluating the pre-proposals, **TNC will invite a select number of applicants to submit a full proposal**, which will include a detailed business plan with optional accompanying narrative, description of stock provenance tracking processes, and references. Upon the completion of the full proposal stage, TNC will select one or more award recipients. More information on this process is in the remainder of this RFP.

*Note: If applicants in the January 2025 RFP were selected to submit a full proposal, those applicants will have the option to modify the January 2025 full proposal materials for this submission.*

## 1.1 Additional Project background

Data collected by TNC indicates that New York has more than 1.7 million acres of land suitable for reforestation, or 680m trees worth of reforestation and afforestation opportunity. In addition, [in an initial survey](#), 60% of New York landowners expressed interest in converting their land to forest. However, despite significant reforestation opportunity, fewer than 1,000 acres of trees are being planted in the state annually. Increasing the rate of reforestation in New York requires every aspect of the process to expand, including seedling production, workforce development, planting activities, follow-up monitoring and landowner participation.

The Nature Conservancy is committed to advancing diversity, and respect for people, communities and cultures through the implementation of this program. Proposal evaluation will, in part, include an assessment of the applicant's potential impact on disadvantaged communities in NY state, employment opportunities created, and provision of living wages for existing and prospective employees. For further information on the definition of in-state disadvantaged communities, please see the [NY State Energy Research and Development Authority Disadvantaged Community designations](#). For further information on TNC's commitment to diversity, please consult TNC's website for an overview of [TNC's Mission, Vision and Values](#).

## 1.2 The Conservancy's Application Process

The application process will be conducted without discrimination and with Applicants given fair treatment. In keeping with the objective of the incubation program application process to build nursery capacity, cost per unit must reflect true cost as currently understood.

This award does not entitle TNC to preferential pricing from applicants for any current or future contracts.

### 1.2.1 Eligibility

**Applicants can apply for this award if they meet the following eligibility criteria:**

- 1. Eligible entity types:**
  - a. Non-profit organizations;

- b. Local government agencies (e.g., city parks department);
- c. Quasi-government agencies (e.g., soil and water conservation district, state university program);
- d. For-profit organizations;
- e. Tribal-run nurseries; or,
- f. Cooperatively-run organizations

**2. Eligible nursery types:**

- a. Existing native tree nurseries (nurseries with native species accounting for approximately >50% of total stock);
- b. Entities intending to start a nursery with awarded funds;
- c. Farms or nurseries growing non-tree crops, horticultural grade perennials, or agroforestry crops (e.g., orchard trees, ball and burlap) interested in incorporating conservation-grade native trees as a crop into their operations.

**3. Eligible nursery operations:** Bareroot and/or tubeling. Container nurseries can apply if they are able to supply products within TNC's target price point (\$1-5).

**4. Eligible nursery locations:**

- a. Nurseries located in New York State;
- b. Nurseries growing stock sourced from states that share [seed collection zones](#) with New York state, which include: Maine, New Hampshire, Vermont, Massachusetts, Connecticut, Rhode Island, New York, Pennsylvania, New Jersey, Ohio, West Virginia, Indiana, and Michigan; or,
- c. Nurseries growing stock sourced from states *not* listed above can offer justification for seed collection processes during the application process. To effectively evaluate seed collection protocols, additional details on nursery seed tracking processes will be requested by TNC as needed in the full proposal stage.

**5. Examples of eligible activities:**

This program aims to fund activities that support overall seedling production capacity. Examples of eligible activities that can be funded through this program include but are not limited to:

- Investing in seed scouting, collecting, processing capacity and/or developing supporting technology to increase seed supply for operation and NY reforestation industry at large.
- Incorporating the development of workforce training into the business model.
- Utilizing existing expertise to scale up the NY native tree supply chain, including expansion of delivery and logistics services, seed procurement support, equipment hub development, etc.
- Supplying seedlings to tribal-led projects.

**6. Examples of non-eligible projects include but are not limited to:**

- New or existing nurseries exclusively expanding cultivars of native stock for retail-based sales.
- New or existing nurseries that are unable to grow capacity beyond supplying 1,000 stems per year by the final delivery of trees in 2029.

### 1.3 The Conservancy's Procurement Process

As part of the Program, the recipient will also receive an APC. The Procurement activities will be conducted without discrimination, with Vendors given fair and equal treatment, and will be evaluated within the complete application process.

The Conservancy reserves the right to reject any or all offers for any reason, waive technicalities, and pursue purchasing in a manner that is in the Conservancy's best interest.

### 1.3 Conservancy's Obligations

The Conservancy incurs no obligation or liability because of the issuance of this RFP or action by anyone relative to it.

### 1.4 Applicant's Obligations

The Applicant must respond to all sections of this RFP and provide sufficient information to allow the Conservancy to evaluate the Proposal. By submitting its proposal, the Applicant agrees that any costs incurred by them in responding to this RFP are the Applicant's responsibility and may not be billed to the Conservancy.

If the Conservancy has any confusion or difficulty retrieving information from an Applicant's proposal, the Conservancy may seek clarification from the Applicant. Unless requested by the Conservancy, the Applicant will not be allowed to resubmit their proposal to the Conservancy.

The Applicant shall not use the names, logos, images, or any data or results arising from the anticipated contract for advertising without the Conservancy's prior written consent.

### 1.5 Proposal Pricing Structure

The pricing under this award will include the incubation program component and the advanced procurement of the seedlings component. The advance procurement of seedlings will be for delivery in Spring 2028 and 2029. Therefore, the Conservancy requests an estimate of firm fixed pricing for incubation program and seedling delivery in the full proposal.

*In **Firm-Fixed Pricing**, the Applicant estimates the costs at a pre-determined price, i.e., the price remains constant.*

If an Applicant selected for the award presents additional costs during contract negotiations or implementation, the Conservancy has the right to reject that Applicant.

### 1.6 Applicant Submission Requirements

All proposal responses will follow the instructions indicated in Section 2. Applicants may provide hyperlinks to their website or online documentation as part of their response to reduce the size of their proposals via the document upload section of the Pre-proposal application form linked in Section 2.1.

**NOTE:** Such hyperlinks must go directly to the information required and Applicants must include which section on their website it can be found.

### 1.6.1 Applicant Confirmation of Intent to Participate

Upon receiving the RFP packet, Applicants must submit their confirmation of intent to participate in this RFP process by submitting the pre-proposal form (upon request) by 5PM EDT/EST on the date indicated in Section 4.

Questions can be directed to The Nature Conservancy's RFP point of contact, Mandy St. Hilaire, NY Reforestation Manager, at [ReforestNY@tnc.org](mailto:ReforestNY@tnc.org).

### 1.6.2 Nature of Proposals

All material submitted in response to this RFP will become the property of the Conservancy and may be returned only at the option of the Conservancy and at the expense of the Applicant.

### 1.6.3 Contractual Commitment of Proposal

The contents of submitted Proposals will be considered obligations of the successful Applicant. Applicants should ensure that their proposals are valid throughout the RFP process and if selected for contract award, valid until the contract is executed. Applicants should not submit information that will not be incorporated into the Proposal and any contract that may result from such Proposal.

If there is any inconsistency between the terms herein and any other Conservancy contract documents, the other Conservancy contract document terms shall prevail.

### 1.6.4 Submission of Applicant's Queries on the RFP

The Conservancy welcomes clarifying questions throughout the proposal phase. All Applicant queries must be submitted to [ReforestNY@tnc.org](mailto:ReforestNY@tnc.org). It is the Applicant's responsibility to seek clarification if they do not fully understand elements of the application process.

It is the Conservancy's policy to avoid situations that:

- Place it in a position where its judgment may be biased;
- Create an appearance of conflict of interest concerning rendering an impartial, fair, technically sound, and objective decision before selection; or
- Give an unfair competitive advantage to competing Applicants.

Therefore, to ensure an ethical and transparent procurement process, all inquiries or other communications regarding this RFP shall *exclusively be directed* to [ReforestNY@tnc.org](mailto:ReforestNY@tnc.org). Responses to Applicant queries received will be shared by e-mail with all Applicants. However, the Conservancy is not required to answer all questions that are not pertinent to the RFP or considered to be the Conservancy's proprietary information.

If the Applicant or its affiliates, officers, employees, agents, consultants, and subcontractors violate these restrictions, they will be disqualified from the RFP and their proposal rejected.

### 1.6.5 Proposal Submission

All responses must be submitted to TNC via the pre-proposal form and the full proposal materials no later than 5PM EDT/EST on the designated RFP response deadline date indicated in Section 4. Any proposal received after that date and time shall be disqualified from proceeding to the evaluation stage.

If the Applicant experiences any issues sending their proposals, they should contact Mandy St. Hilaire at [ReforestNY@tnc.org](mailto:ReforestNY@tnc.org).

TNC will not accept hard-copy proposals for the pre-proposal; all submissions must be made through the pre-proposal application form. Full proposal materials will be submitted as hard copies through email.

## 2.0 Proposal Format

### 2.1 Pre-proposal

The following will be requested in the pre-proposal form, [accessed here](#).

1. Applicant questionnaire: information including Applicant name, location/address, year established, ownership structure, number of employees, employee wage information, nursery type (i.e., wholesale, retail, bareroot, container), stem sales per year (volume), annual gross revenue, estimated funding request, and the ability of the Applicant to execute on an APC.
  - a. If an applicant selects “no” for ability to hold an APC with TNC, they will still be considered, however they will be evaluated with the same criteria as new and existing nurseries who can show how their proposal directly increases seedlings in the supply chain during the project period with an APC.
2. Statement of purpose: Written statement outlining any combination of the following, included at the applicant’s discretion: the history of the business, current scale of operations and customer base, rationale for seeking funding, history of community or industry engagement, experience coordinating delivery logistics for large volumes (particularly for delivery in New York), and partnership interest with The Nature Conservancy (max. 500 words).
3. Employee resumes: 1-2 key employee resumes, ideally from the following employees:
  - a. Primary nursery owner and/or nursery manager
  - b. Production manager

### 2.2 Full proposal

If selected to submit a full proposal, applicants will have 21 days to provide the following:

1. Business plan: overview of the Applicant’s plan to leverage funding to develop or expand seedling production capacity and sustain it for species found in the [Collaborative Priority Species List for Reforestation in NY](#), as well as a financial plan detailing how funds will be used, and other sources of financing that will be sought during the project period, if any. Business plan template to be provided to applicants. Assistance in creating the elements of the business plan may be available upon request.
  - a. Budget and financial plan: budget demonstrating how funds would be used to expand production capacity, additional financing (e.g., loans, additional funding) that may be sought to complement TNC funding, and an overview of labor needs. The budget set forth in the proposal should reflect commitment to keeping tree planting accessible and affordable for current practitioners.



- b. Production targets: an overview of current seedling volumes and production targets through 2030 by species and estimated seedling volumes available for an APC with TNC. Total production targets should reflect operational capacity and ambition given current trajectory + incubation funds, not only production capacity to supply seedlings allocated to TNC APC if production value is greater.
          - i. Production targets can include all native tree and shrub species the entity is targeting for scale if the applicant chooses. Native tree species are required.
          - ii. The APC should only reflect priority tree species for TNC projects. See Appendix G. Provided template for APC will include these priority species.  
*Note: Applicant can choose to provide a quote for any number of species listed in the template; applicant is not required to grow every species listed.*
        - c. Optional business plan narrative: If desired, applicants can submit a written document expanding on the pre-proposal statement of purpose and accompanying the business plan. Please note you can provide commentary in the business plan template as well, if you choose. This document is considered supplementary to the business plan template and can be included if the applicant finds the commentary section in the business plan template is insufficient for describing the investments.
          - i. Submission will be as a separate Word Doc or PDF with all full proposal materials. This narrative is optional; if you choose not to submit a narrative, it will not negatively impact the evaluation of your application. (max 1,500 words)
2. Stock provenance detail: Description of existing or planned stock provenance tracking process (including, but not limited to seed collection, storage, and labeling protocol), material sourcing range (including description of seed source, region location of production stock source, seed-collection zones, region location of alternative sources of stock for fulfilling this proposal), and any relevant limitations related to provenance tracking and sourcing. Wild collected seed and seed orchard collected seed (with known provenance) is prioritized. Nurseries are encouraged to describe reasoning for sourcing limitations from listed Eastern Seed-Collection zones and/or justify alternative seed-collection zones. (max 500 words)
  - a. TNC is seeking nursery professionals with experience in the seed supply network to collaborate in further developing seed collection best practices that can both serve nursery operations and conservation goals (TNC plans for this information to be available more broadly once developed).
  - b. Nurseries are encouraged to describe reasoning for sourcing limitations from listed Eastern Seed-Collection zones and/or advocate for alternative seed-collection zones. [Eastern Seed Collection zone draft viewer linked here.](#)
  - c. Priority seed-collection zones for provenance and expansion: 1, 3, 4, 14, 15, 25, 92.
  - d. Find more detailed information on the Eastern Seed-Collection Zones Data Viewer draft [here](#) or in Appendix F.
3. References: Minimum of 2; considered Letters of Support.
  - a. For existing operations, references should be from current or recent customers and describe business performance, customer experience, or product quality.
  - b. For new operations, professional industry references from colleagues or associates (present or former) and/or references from future customers will be accepted.
  - c. These can be informal without letterhead, for example as an email PDF.
  - d. All references should include the reference's full name, affiliation, and contact information (email and/or phone number). References may be contacted by TNC during evaluation.
4. Mutual non-disclosure agreement with TNC (found in Appendix E)
5. Conflict of Interest form with TNC (found in Appendix A.1 and A.2)
6. Completed W-9 form (found in Appendix D)

### 3.0 Evaluation and Project Selection Process

The Conservancy's evaluation process is based on a confidential scoring method involving ratings and weighted scores that will not be shared with the Applicants. In general, the Proposals will be evaluated based on the following evaluation criteria during Stage 1 (pre-proposal) and 2 (full proposal).

#### Stage 1: Pre-proposal Evaluation

##### **Pre-proposal will be evaluated using the following criteria:**

1. Applicant suitability: Evaluated through the Applicant questionnaire, statement of purpose, and employee resume(s). Evaluation of this criterion will consider information such as operational experience, ability to supply seedlings for reforestation projects, and past financial performance.
2. Partnership interest: Evaluated through the statement of purpose. Evaluation of this criterion will consider information such as previous experience partnering with organizations for growing nursery capacity for native seedling supply and willingness to partner with TNC on similar efforts in New York state.
3. Social impact: Evaluated through the Applicant questionnaire. Evaluation of this criterion will consider information such as the extent to which the Applicant can create economic opportunity for the surrounding area and/or ensure favorable working conditions and benefits for employees.

#### Stage 2: Full proposal Evaluation

##### **The Full proposal will be evaluated using the following criteria:**

1. Business plan
  - a. Budget and financial plan: Evaluation of the budget and financial plan will consider information such as effectiveness of proposed investments with awarded funds and proposed integration of awarded funds.
    - i. If submitted, the optional business plan narrative will inform the evaluation of the criteria listed above.
2. Production targets: Evaluation of production targets will consider information such as planned seedling volumes, sales targets for the next five years, per unit costs, and the volume of seedlings available for an APC with TNC. Greater volumes of seedlings will not necessarily be scored higher; instead, evaluation will consider the growth of the entity compared to current scale of operation. *Note: for APC, TNC is targeting a cost per unit of \$1-\$5.*
3. Applicant qualifications: Evaluated through pre-proposal information and references. The extent to which the Applicant demonstrates it can achieve the objectives of its business plan, produce seedlings of high quality, and contribute to reforestation in New York state. Evaluation of this criterion will consider information such as past operational and service performance, operational experience, ability to supply New York reforestation projects, and past financial performance.
4. Stock provenance: Evaluated through stock provenance detail. The extent to which the applicant can effectively describe sourcing and tracking the provenance of stock from target seed collection zones. Evaluation will also consider limitations to increasing seed collection within the Eastern seed zones, experience implementing provenance or tracking protocols, proposed ideas for integrating tracking protocols, and processes for securing seed and/or stock

sources of known provenance (whether in or out of Eastern seed collection zones shared with New York state).

5. Social impact: Evaluated through workforce information. Evaluation of this criterion will consider information such as the extent to which the Applicant can create employment opportunities within and beyond the grant period.

### Stage 3: Applicant selection and contract negotiation

The Conservancy will clarify any other assignment requirements and may allow the Applicant to revise the draft agreement and APC based on the negotiations agreed upon. The Conservancy will have the right to review and negotiate further before selecting an Applicant for contract award.

**Note:** Award is not finalized until both parties mutually accept and sign in writing. In an instance where neither the Conservancy nor the Applicant reaches an agreement, the Conservancy reserves the right to rescind the award notification and either begin discussions with the second-ranked qualifying Applicant, re-start the RFP process, or terminate the project.

### 3.1 Applicant Notification of Evaluation Outcome

Successful and unsuccessful Applicants will be notified of the evaluation outcome in writing via email. The Conservancy shall not be obligated to provide specific details of any of the scores or results of the evaluation. The Conservancy RFP point of contact will be available for phone calls or meetings with Applicants after notification.

### 3.2 Certificate of Insurance

If selected, the Applicant will be required to provide a certificate of commercial general liability insurance in the amount of at least \$2,000,000 per occurrence, naming the Conservancy as an additional insured party for the period of grant.

## 4.0 Key RFP Timelines

Thank you in advance for your response. We appreciate the time and resources required to review and respond to our comprehensive requirements. So that the Conservancy can best evaluate the RFQ responses, we ask that you follow the timeline and response structure defined below.

Activity	Date
RFP Release date	October 2 <sup>nd</sup> , 2025
Pre-proposal submission deadline	October 22 <sup>nd</sup> , 2025
Full Proposal Request notification	October 29 <sup>th</sup> , 2025
Full Proposal due	November 19 <sup>th</sup> , 2025
Final recipient selection notification	December 5 <sup>th</sup> , 2025
Project start	January/February 2026
Project completion	June 30 <sup>th</sup> , 2029

## 5.0 Assignment Scope of Work

Major challenges in implementing large-scale reforestation include the limited commercial availability of native plant stock and a lack of coordination between reforestation projects and the nurseries supplying them. Two ways that the Conservancy is addressing this is, 1) creating a collaborative priority species list for reforestation in New York state, 2) implementing advance procurement contracts (“forward grow”) for future planting years, and 3) providing nursery incubation funding, which is the focus of this RFP.

### Deliverables and Due Dates:

<b>Deliverable</b>	<b>Description</b>	<b>Quantity</b>	<b>Date Due</b>	<b>Estimated Payment Schedule</b>
A. Award and Advance Procurement Contract (APC) executed	After receiving award notification, TNC and Applicant will agree on a final contract for the project period, which will include the incubation program and APC requirements.	1	(no later than) February 28, 2026	Full Incubation Program award, plus 25% payment on total APC
B. Quarterly virtual check-ins	Quarterly check-ins between TNC and Applicant are a requirement of receiving award. Includes inventory check points for APC.	12	Quarterly January 2026 – June 2029	Payment included in full Incubation Program Award.
C. Annual in-person visits to the nursery	TNC will visit the nursery in-person three times over the course of the grant period.	3	July 2026 – June 2029	Payment included in full Incubation Program Award.
E. Final project report (template will be provided)	Due at end of project term	1	June 30, 2029	Payment included in full Incubation Program Award.
F. Advance procurement contract deposits	Deposits for multi-year APC: <ul style="list-style-type: none"> <li>25% will be paid upon contract execution (Deliverable A),</li> <li>subsequent 25% deposits will be paid each year one year prior to delivery date.</li> </ul>	2	Paid by June 30 2027 & June 30, 2028	Deposit amount contingent on contract value.
G. Advance procurement contract – Delivery payment(s)	Remaining APC payments will be made upon delivery per sales cycle.	2	Paid Net 30 upon receipt of trees (target June 30, 2028 and June 30, 2029)	Amount contingent on contract value.

Note:

1. Estimated payment schedule may be modified for individual circumstances.
2. Optional, though highly encouraged for inclusion in proposal: participation in working groups organized by TNC. Working groups will be a diverse set of partners focused on increasing reforestation in New York State.

## **6.0 RFP Appendices**

All linked items in the Appendix can be found in a public folder, [accessed here](#).

### **Appendix A.1: For-profit Conflict Inquiry Form**

[Follow this link for the for-profit Conflict Inquiry Form.](#)

### **Appendix A.2: Non-profit Conflict Inquiry Form**

[Follow this link for the non-profit Conflict Inquiry Form.](#)

### **Appendix B: Standard Terms and Conditions for Contracts**

[Follow this link to find the Standard Terms and Conditions for Contracts.](#)

### **Appendix C: Additional Terms and Conditions for APC**

[Follow this link for Additional Terms and Conditions for APC.](#)

### **Appendix D: Blank W9**

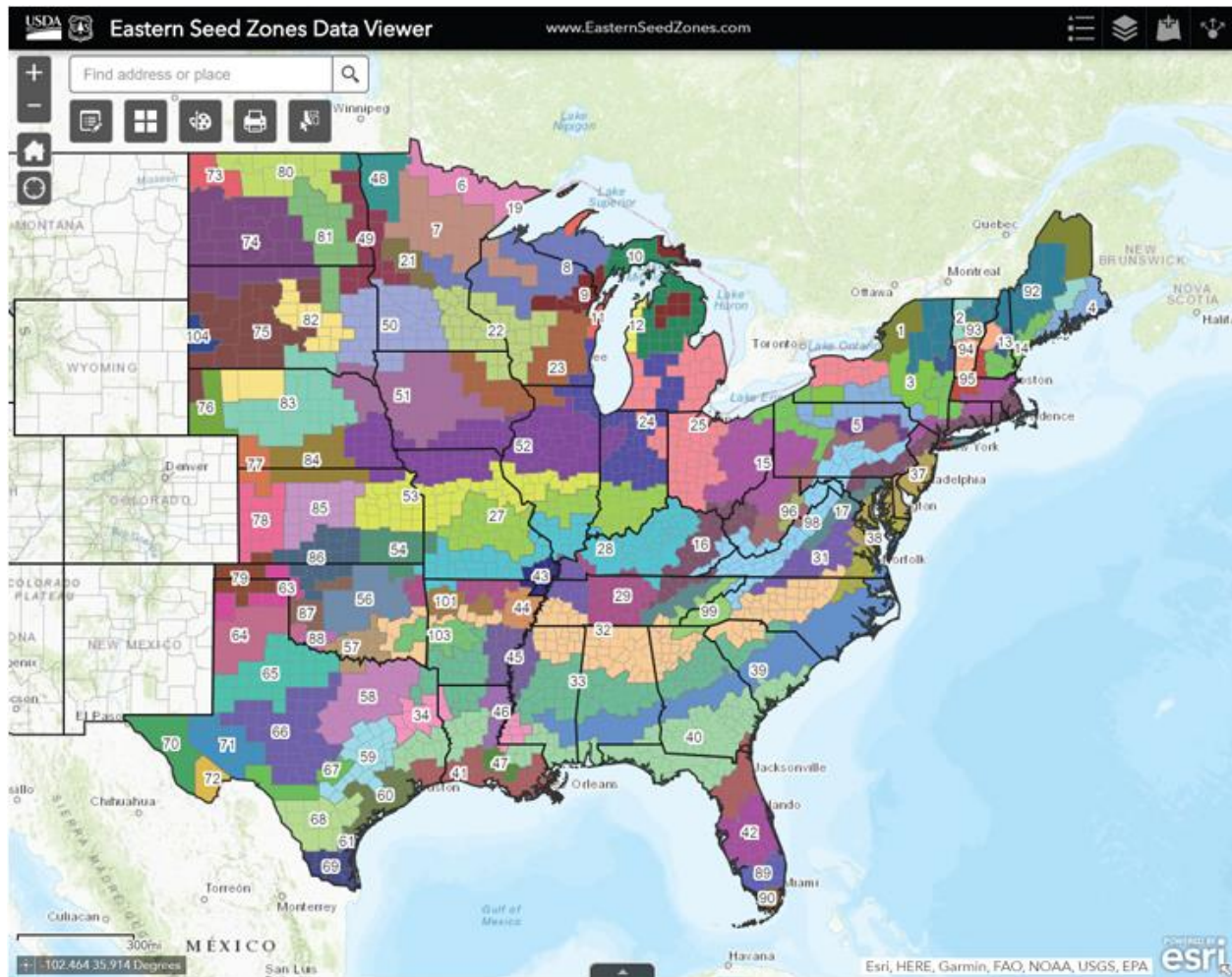
[Follow this link for a blank W9 to submit with full proposal materials.](#)

### **Appendix E: Mutual Non-Disclosure Agreement**

[Follow this link for the Mutual Non-Disclosure Agreement to submit with full proposal materials.](#)

## Appendix F: Eastern Seed Collection Zone Map

It is recommended to use the online viewer for the Eastern Seed Collection zones, [linked here](#). Additional recommendations on best ways to use this map can be found in the paper [“New Seed-Collection Zones for the Eastern United States: The Eastern Seed Zone Forum”](#) by Carolyn Pike, et al (2020).





**Appendix G: Species for Advance Procurement Contract**

Species common name	Species Latin name	Percentage target*
Boxelder	<i>Acer negundo</i>	1%
Red maple	<i>Acer rubrum</i>	7%
Silver maple	<i>Acer saccharinum</i>	3%
Sugar maple	<i>Acer saccharum</i>	4%
Yellow birch	<i>Betula alleghaniensis</i>	4%
Sweet birch	<i>Betula lenta</i>	1%
River birch	<i>Betula nigra</i>	3%
Paper birch	<i>Betula papyrifera</i>	2%
Gray birch	<i>Betula populifolia</i>	1%
Bitternut hickory	<i>Carya cordiformis</i>	1%
Pignut hickory	<i>Carya glabra</i>	substitution
Shagbark hickory	<i>Carya ovata</i>	2%
Common hackberry	<i>Celtis occidentalis</i>	2%
Mockernut hickory	<i>Carya tomentosa</i>	substitution
Flowering dogwood	<i>Cornus florida</i>	substitution
Black walnut	<i>Juglans nigra</i>	4%
Eastern red cedar	<i>Juniperus virginiana</i>	substitution
Tamarack	<i>Larix laricina</i>	6%
Tulip tree	<i>Liriodendron tulipifera</i>	3%
Sweetgum	<i>Liquidambar styraciflua</i>	substitution
Black gum	<i>Nyssa sylvatica</i>	1%
American hophornbeam	<i>Ostrya virginiana</i>	substitution
White spruce	<i>Picea glauca</i>	6%
Red spruce**	<i>Picea rubens</i>	1%
Pitch pine	<i>Pinus regia</i>	substitution
Red pine	<i>Pinus resinosa</i>	1%
Eastern white pine	<i>Pinus strobus</i>	10%
American Sycamore	<i>Platanus occidentalis</i>	2%
Cottonwood	<i>Populus deltoides</i>	4%
Quaking aspen	<i>Populus tremuloides</i>	1%
Black cherry	<i>Prunus serotina</i>	5%
White oak	<i>Quercus alba</i>	3%
Swamp white oak	<i>Quercus bicolor</i>	2%
Bur oak	<i>Quercus macrocarpa</i>	2%
Chestnut oak	<i>Quercus montana</i>	substitution
Red oak	<i>Quercus rubra</i>	9%
Black oak	<i>Quercus velutina</i>	substitution
Black willow	<i>Salix nigra</i>	2%
Northern white cedar	<i>Thuja occidentalis</i>	substitution
Basswood	<i>Tilia americana</i>	6%

Priority species list with guiding percentage allocations above. Total quantity in estimates within full proposal will be based on nurseries total ambition for supplying trees to APC.

*\*Percent totals are ideal targets, estimate can be adjusted based on availability, nursery production, etc. Justification must be provided if target percentages are adjusted. It is encouraged to provide an estimate with quantities by species that represent bulk ordering costs as the priority, instead of adhering to the percentage targets. Final species selection at time of contract and throughout contract period is subject to change. In contract, nurseries will be asked to provide order flexibility based on periodic updates with project plans.*

*\*\*TNC has a red spruce restoration project that may be able to supply red spruce for NY reforestation projects.*

*\*\*\* Substitutions can also be made within priority species list to meet inventory quantity during inventory updates throughout the project period. If a species in the list is marked as "substitution" it means that species is not as high level a priority, however, can be used to supplement the total order.*