



USDA Feasibility Studies

Scope of Work

Scope of Work for Feasibility Studies used for USDA loan programs guarantees and grants



United States Department of Agriculture (USDA) for a Feasibility Study in accordance with USDA requirements set forth in 7 CFR Appendix E to Subpart b of Part 4280 and Appendix A of the August 6, 2010 Federal Register Notice, RD Instructions 4279-B Appendix A, Section 4279.150 and Technical Report Guidelines at <http://www.rurdev.usda.gov/Home.html>

USDA Feasibility Study Guidelines

RD Instruction 4279-B Appendix A. Pages 1, 2 and 3.

- **Economic Feasibility:** Information related to the project site; availability of trained or trainable labor; utilities; rail, air, and road service to the site; and the overall economic impact of the project.
- **Market Feasibility:** Information on the sales organization and management, nature and extent of market and market area, marketing plans for sale of projected output, extent of competition, and commitments from customers or brokers.
- **Technical Feasibility:** Technical feasibility reports shall be prepared by individuals who have previous experience in the design and analysis of similar facilities or processes proposed in the application. The technical feasibility reports shall address the suitability of the selected site for the intended use including an environmental impact analysis. The report shall be based upon verifiable data and contain sufficient information and analysis so that a determination may be made on the technical feasibility of achieving the levels of income or production that are projected in the financial statements. The report shall also identify any constraints or limitations in these financial projections and any other facility or design-related factors which might affect the success of the enterprise.

The report shall also identify and estimate project operating and development costs and specify the level of accuracy of these estimates and the assumptions on which these estimates have been based. For the purpose of the technical feasibility reports, the project engineer or architect may be considered an independent party provided neither the principals of the firm nor any individual of the firm who participates in the technical feasibility report has a financial interest in the project, and provided further that no other individual or firm with the expertise necessary to make such a determination is reasonably available to perform the function.

- **Financial Feasibility:** An opinion on the reliability of the financial projections and the ability of the business to achieve the projected income and cash flow. An assessment of the cost accounting system, the availability of short-term credit for seasonal business, and the adequacy of raw materials and supplies.

- **Management Feasibility:** Evidence that continuity and adequacy of management has been evaluated and documented as being satisfactory.

USDA Feasibility Study Team



Donald Safranek, MSc

Donald Safranek, MSc is experienced in feasibility studies, highest and best use studies, architectural feasibility studies, financial analysis and market research of commercial and land uses having completed feasibility, market and highest and best studies for projects throughout the world and areas of the United States. He has over 20 years of direct experience in providing such studies for public and private developers. He also possesses investment banking experience as a former Lehman Brothers Holding, Inc. asset manager managing an equity portfolio of over \$1.2 billion in commercial real estate, manufacturing, mining and agriculture. Mr. Safranek earned a Master's Degree in Economics from the prestigious London School of Economics and Political Science in 1991. He has performed feasibility studies on hundreds of projects from hotels, businesses to aquaculture, manufacturing, community and educational facilities worldwide.



Dallas Terry – MBA, LEED AP

Dallas Terry is a LEED AP with an extensive background in various subsectors of sustainability, especially in the sustainable energy and green building fields. He holds certificates of proficiency in feasibility analysis for Solar PV and Wind Energy projects, a BS in Environmental Science, an MFA in creative writing, and an MBA with an emphasis in sustainability. Over the past years Dallas has embarked on a number of different positions in and outside of the sustainability field including: technical recruiter, clean energy feasibility consultant, clean energy project manager, business development consultant, MBA program teaching assistant, blogger, and writer/editor for a magazine focused on the organic retail industry.

Dallas has recently conducted studies for Wind and Solar energy projects as well as a storm water solutions study for a municipality in the United States. One of his top priorities is to help clients around the world move in the direction of a more sustainable way doing business through identification of lucrative opportunities that value people, profit and the planet.

As an in-house energy expert, Dallas also participates in feasibility studies in a variety of sectors.

Dallas is fluent in French, German, and a native English speaker.



The following is a list of recent projects we have completed for USDA programs.

- Blue Oasis Super Intensive Shrimp Farm, North Las Vegas, Nevada
- Vitreous China Porcelain Manufacturing Plant, Kokomo, Indiana
- Closed Loop Salmon Farm, Maine
- Super Intensive Shrimp Farm, Ridgeland, South Carolina
- Super Intensive Shrimp Farm, Martinsville, Indiana,
- Mojave Breeze Air Conditioning System Manufacturing – Boulder City Nevada, USA
- Recycled Lube Oil Refinery –Texas
- Assisted Living Facility, Vero Beach, Florida
- Bright Futures Community Center, Mental Health, Educational and Child Care Center, South Carolina
- Taw Caw Community and Educational Center, South Carolina
- Canola Oil Refinery, Bowersville, Georgia
- Out Patient Substance Abuse Treatment Clinic, Somers Point, New Jersey
- Community Medical Center, Aurora Colorado
- Oyster Farm, Northern California
- Tilapia, Oysters and Shrimp Farm, Fellsmere, Florida
- Marine Engine Manufacture, South Carolina
- 106 Bed Assisted Living Facility, Land O' Lakes, Florida
- Limited Service Hotel Glendive, Montana
- Critical Access Care Hospital, Arizona
- Charter School, Arizona

Other Recent Non-USDA Feasibility Studies

- Hard Rock Casino and Resort – Panama
- Moulin Rouge Resort and Casino – Las Vegas
- Robels del Rio Resort – Carmel California
- Lakeside Paper Lots Residential Subdivisions (14,000+ Lots) – Various Areas of California
- Multi-family condominium development – St. George Utah
- Onyx Fractional Resort and Condominium – Las Vegas, Nevada
- Hotel Resort and Residential Fractional in Eleuthera, Bahamas
- Super Intensive Shrimp Farm, Doha, Qatar
- Oil Refinery, Dubai, U.A.E.
- Residential Condominium Subdivision – Lake George, Utah
- Residential, Golf Resort – Bear Lake, Utah
- Restaurant – Cape Verde, Islands
- Cold Storage Facility - American Samoa
- Marine Engine Manufacture – South Carolina
- Nursing Home – Ocala, Florida
- Hotel Renovation / Conversion – St. Louis, Missouri
- Dickey's BBQ Family Restaurants - Henderson and Las Vegas, Nevada



REFERENCES

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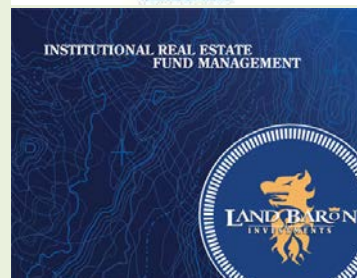
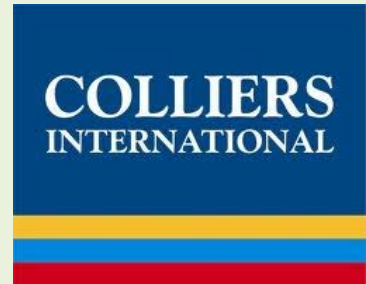
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