

PROPOSAL TO LEASE CITY OF VISALIA OPEN GROUND PROPERTY

RFP No. 25-26-15

Submitted by

Correia Custom Farming Inc.

Submitted to:
City of Visalia – Purchasing Division

Date: March 2026

Executive Summary

Correia Custom Farming Inc. respectfully submits this proposal to lease and responsibly manage approximately 408 acres of City-owned open land located near Highway 99 and Highway 198 in Visalia, California. Our proposal focuses on responsible agricultural production, soil improvement, and careful water management while protecting the interests of the City of Visalia. The land will be actively farmed using rotational crops that improve soil health while maintaining the property in excellent condition.

Company Overview

Correia Custom Farming Inc. is a Tulare County-based agricultural management company with extensive experience in row crop production, orchard management, irrigation operations, and agricultural land stewardship throughout California's Central Valley. As a third-generation family farming operation, our company has deep roots in the local agricultural community and a long-standing commitment to responsible land stewardship. We manage large-acreage farming operations using modern agricultural equipment and experienced personnel to implement efficient, responsible, and sustainable farming practices while maintaining a high standard of property management.

Experience and Qualifications

The company has extensive experience managing farmland throughout Tulare County including row crops, almonds, walnuts, and other agricultural operations. Correia Custom Farming Inc. specializes in soil fertility programs, irrigation management, water conservation, and farming operations designed to maximize productivity while maintaining soil health. Our company is very familiar with the property and have been farming dry land wheat on this location for the last 2 years.

Property Description and Understanding

The City-owned property consists of approximately 408 acres of open agricultural ground. Correia Custom Farming Inc. understands the importance of maintaining the land in productive condition while protecting the City's interests. Active farming ensures weed control, soil health, and long-term land productivity.

Proposed Agricultural Plan

The proposed agricultural plan is designed to maintain the property in productive agricultural use while managing the risks associated with dryland farming. Based on current commodity prices, dryland farming alone provides limited economic viability and is highly dependent on seasonal rainfall. In the event of a dry spring, the property may not have the ability to produce a marketable crop. Allowing the use of surface water when available helps reduce this risk by providing a more reliable water source that can support productive crop growth and justify the cost of necessary farming inputs. The use of available surface water supports regional groundwater sustainability objectives under SGMA. Maintaining active farming on the property ensures proper land stewardship, including weed control, field maintenance, and overall property upkeep, while preserving the long-term productivity and value of the land. These farming practices will help to maintain weeds on the property as well as mitigate dust. All agricultural activities will comply with state and local regulations.

Water Management and SGMA Compliance

Water management will follow all applicable regulations and groundwater sustainability requirements. During the duration of the lease, the property will be added to the lessee's water management account. The lessee will manage all SGMA compliance requirements associated with the property and will be responsible for all fees related to groundwater sustainability programs. Surface water may be utilized during flood release events or through privately owned surface water shares that do not negatively impact the City. When available, the use of surface water prevents the property from being classified as groundwater-dependent, thereby avoiding higher groundwater assessments under the Mid-Kaweah Groundwater Sustainability Agency (GSA). The beneficial use of flood-release surface water also provides an opportunity to recharge the underlying aquifer, supporting regional groundwater sustainability objectives established under the Sustainable Groundwater Management Act (SGMA). This practice will have no impact on the City of Visalia's water account or allocation, as no City water supplies are required. Instead, it generates regional benefits by improving groundwater recharge, strengthening aquifer reliability, and supporting long-term water sustainability for the surrounding community.

Infrastructure and Improvements

Temporary agricultural improvements such as irrigation infrastructure or field preparation improvements may be installed as necessary to support farming operations. All improvements will comply with City regulations and will be coordinated with the City as required under the lease agreement. All irrigation improvement costs will be the Lessee responsibility.

Environmental and Community Benefits

Active farming of the property provides multiple benefits including maintaining soil health, preventing land degradation, and supporting local agricultural economic activity. Responsible water management practices may also provide opportunities for floodwater management and groundwater recharge when appropriate.

Operational Capacity

Correia Custom Farming Inc. operates modern agricultural equipment capable of managing large acreage efficiently. The company has experienced personnel, tractors, planting equipment, irrigation systems, and harvesting equipment necessary to maintain and farm the property effectively. I am actively engaged in regional water management and groundwater sustainability efforts. I currently serve as Chairman of the Advisory Committee for the Mid-Kaweah Groundwater Sustainability Agency (GSA) and serve on the Board of Directors for the Persian-Watson Ditch Company. My involvement in these organizations provides valuable insight into regional water policy and SGMA implementation. Compliance with the Sustainable Groundwater Management Act (SGMA) is a critical factor in the long-term success and sustainability of agriculture in Tulare County, and I am committed to responsible water management practices that support both agricultural productivity and groundwater sustainability.

Financial Proposal

Correia Custom Farming Inc. proposes a lease structure that supports long-term stewardship of the property while allowing the lessee to make necessary investments in agricultural infrastructure. The proposed payment structure is designed to allow for necessary infrastructure improvements that will enhance the long-term value, productivity, and overall condition of the property. The proposed lease payment structure is **\$25 per acre annually for an initial five (5) year term, with two (2) additional five (5) year renewal options**, allowing for a potential total lease term of fifteen (15) years. The proposed lease rate reflects the current condition of the property and the level of investment required to bring the land into productive agricultural use. The lessee agrees to transfer **ten percent (10%) of any flood-release surface water applied to the property** to the City of Visalia's water account. This provision provides a direct water supply benefit to the City and creates the potential for additional financial value beyond the annual per-acre lease payment, depending on the availability of flood-release water. This arrangement provides the City of Visalia with an opportunity to increase its water resources without requiring any capital investment or operational responsibility. Allocating a portion of flood-release surface water to the City's water account helps strengthen the City's long-term water portfolio while also supporting regional groundwater recharge and SGMA sustainability objectives. This creates a mutually beneficial outcome by improving groundwater reliability for the surrounding area while providing the City with additional water assets that may hold long-term financial and strategic value. This lease structure allows the lessee to invest in irrigation infrastructure improvements that will enhance the long-term productivity, value, and condition of the property. These improvements will provide lasting benefits to the City of Visalia while ensuring the land is actively maintained and responsibly managed. Establishing a reasonable lease rate encourages responsible stewardship and allows for the capital investment necessary to improve the property over time.

Compliance and Certifications

Correia Custom Farming Inc. will comply with all City of Visalia proposal requirements including non-collusion affidavits, equal employment compliance, ownership disclosures, ADA compliance, and all applicable state contracting certifications required under the RFP.

Conclusion

Correia Custom Farming Inc. has been actively managing the property for the past two years to establish a winter wheat crop. During this time, we have invested considerable effort into improving the condition of the property, including clearing weeds and debris, improving access roads, and addressing general maintenance needs.

Our family farming operation has been based in Tulare County for more than 30 years and has built a strong reputation for maintaining agricultural properties with a high level of care and attention to detail. We have successfully rehabilitated and managed several agricultural properties in the region, bringing them back into productive use while maintaining their long-term value.

In addition, we currently farm property adjacent to the City of Visalia wastewater treatment facility and have developed a positive working relationship with City staff. Open communication and transparency are core values of our small family farming operation and have been key factors in our long-term success.

Having already invested time and effort into improving the property and gaining familiarity with its condition, access, and management needs, we are well positioned to continue responsible stewardship of the land moving forward.

Correia Custom Farming Inc. is committed to maintaining the City's property in excellent condition while supporting productive agricultural use. As a long-standing local farming operation, we take pride in responsibly managing land within our community and look forward to continuing a productive partnership with the City of Visalia.

Correia Custom Farming Inc. is committed to responsible land stewardship and maintaining the City's property in excellent condition. Our experience in agricultural operations, water management, and soil improvement makes our company well qualified to manage this property successfully. We appreciate the opportunity to submit this proposal to the City of Visalia.

EQUAL EMPLOYMENT OPPORTUNITY COMPLIANCE CERTIFICATE

Equal Opportunity Clause

Unless exempted by rules, regulations or orders of the Secretary of Labor issued pursuant to Executive Orders 28925, 11114 or Section 204 of Executive Order 11246 of September 24, 1965, during the performance of each contract with the City of Visalia, the contractor agrees as follows:

1. The vendor will not discriminate against any employee or applicant for employment because of race, color, religion, gender, national origin or political affiliation. The contractor will take affirmative action to ensure that applicants are employed, and that employees are treated during employment, without regard to their race, color, religion, gender, national origin or political affiliation. Such action shall include, but not be limited to, the following: employment upgrading, demotion or transfer, recruitment or recruitment advertising, layoff or termination, rates of pay or other forms of compensation, and selection for training, including apprenticeship. The contractor agrees to post in conspicuous places, available to employees and applicants for employment, notices to be provided by the contracting officer setting forth the provisions of this nondiscrimination clause.
2. The vendor will, in all solicitations or advertisements for employees, placed by or on behalf of the contractor, state that all qualified applicants will receive consideration for employment without regard to race, color, religion, gender, national origin or political affiliation.
3. The vendor will send to each labor union or representative of workers with which he has a collective bargaining agreement or other contract or understanding, a notice to be provided by the agency contracting officer, advising the labor union or the workers' representative of the contractors' commitments under Section 202 of Executive order 11246 of September 24, 1965, and shall post copies of the notice in conspicuous places available to employees and applicants for employment.
4. The vendor will comply with all provisions of Executive Order 11246 of September 24, 1965, and the rules, regulations and relevancy orders of the Secretary of Labor.
Vendor will furnish all information and reports required by Executive Order 11246 of September 24, 1965, and by the rules, regulations and relevant orders of the Secretary of Labor, or pursuant thereto, and will permit access to his books, records and accounts by the contracting agency and the Secretary of Labor for purposes of investigation to ascertain compliance with such rules, regulations and orders.
5. In the event of the vendor's non-compliance with the non-discrimination clauses of this subcontract or with any of such rules, regulations or orders, this subcontract may be canceled, terminated or suspended, in whole, or in part and the vendor may be declared ineligible for further government contracts in accordance with the procedures authorized in accordance with Executive Order 11246 of September 24, 1965, and such other sanctions may be imposed and remedies invoked as provided in Executive Order 11246 of September 24, 1965, or by rule, regulation or order of the Secretary of Labor, or otherwise provided by law.
6. The vendor will include the provisions of Paragraphs (1) through (7) in every subcontract or purchase order unless exempted by rules, regulations or orders of the Secretary of Labor issued pursuant to Section 204 of Executive Order 11246 of September 24, 1965, so that such provisions will be binding upon each Subcontractor or vendor. The contractor will take such action with respect to any subcontract or purchase order as the contracting agency may direct as a means of enforcing such provisions including sanctions for non-compliance. Provided, however, that in the event the contractor becomes involved in, or is threatened with litigation with a subcontractor or vendor as a result of such direction by the contracting agency, the contractor may request the United States to enter into such litigation to protect the interest of the United States.

Certification on Non-Segregated Facilities

The contractor hereby certifies that it does not or will not maintain segregated facilities not permit its employees to work at locations where facilities are segregated on the basis of race, color, religion, gender, national origin or political affiliation.

Correia Custom Farming Inc

Name of Firm

Authorized Signature

3/31/26

Date

The following disclosure and statement apply to the Bidder/Proposer/Contractor/Lessee/ Vendor/Supplier or Company:

1. submitting a bid or proposal in response to a solicitation by City of Visalia; or
2. as Awardee of a contract/purchase order which is subject to approval by the Visalia City Council.

OWNERSHIP DISCLOSURE

Correia Custom Farming Inc

Name of Bidder/Proposer/Contractor/Lessee/Vendor/Supplier or Company

1434 N West St Tulare Ca 93274

Address

List the names of all principals, partners, and/or trustees. For corporations, provide names of officers, directors and all stockholders owning more than 10% equity interest in corporation:

Eric Correia

CALIFORNIA LEVINE ACT STATEMENT

California Government Code Section 84308, also know as the "Levine Act," can prohibit members of the Visalia City Council from participating in any action related to a contract if he or she receives any political contributions totaling more than \$250 within the previous twelve (12) months, and for twelve (12) months following the date a final decision concerning the contract has been made, from the person or company awarded the contract. The Levine Act also requires disclosure of such contribution(s) by a party to be awarded a specific contract.

The following website contains a list of current Visalia City Council Members, https://www.visalia.city/government/city_council/default.asp. You are responsible for reviewing the names of Visalia City Council Members prior to making the following disclosure:

1. Have you or your company, or any agent on behalf of you or your company, made any political contributions of more than \$500 to a Visalia City Council Member in the twelve (12) months preceding the date of the submission of your proposals or the anticipated date of any City Council action related to this contract?
YES: _____ NO: X If yes, please identify the City Council Member(s) and date(s) of contribution in the space below:

Council Member(s) Name

Date of Contribution(s)

Answering YES, does not preclude the City of Visalia from awarding a contract to your firm or from taking any subsequent action related to the contract. It does, however, preclude the identified Visalia City Council Member(s) from participating in any actions related to this contract.

NOTICE: The disclosure duty under state law continues for twelve (12) months after the award. If the above information regarding contributions changes during this time after the award, then the awardee is required to update this disclosure form.

Correia Custom Farming Inc

Print or Type Name of Bidder/Proposer/Contractor/Lessee/Supplier/Vendor/Company

Signature of Company Authorized Individual

Eric Correia

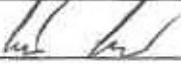
Print or Type Name of Authorized Individual

AMERICANS WITH DISABILITIES ACT COMPLIANCE CERTIFICATE

By submission of a bid, the BIDDER certifies it will comply with the Americans with Disabilities Act, 42 U.S.C., 12101 et. seq., and will maintain compliance throughout the life of this Contract. By commencing performance of the Contract work, the selected BIDDER certifies to the Americans with Disabilities Act compliance.

Company: Correia Custom Farming Inc

Business Address: 1434 N West St Tulare Ca 93274

Signature: 

Name of Signing Official: Eric Correia

Title of Signing Official: CEO

Date: 3/31/26

Company Seal (if any):

STATE OF CALIFORNIA
DRUG-FREE WORKPLACE CERTIFICATION
 STD.21 (REV.12-93)

CERTIFICATION

I, the official named below, hereby swear that I am duly authorized legally to bind the contractor or grant recipient to the certification described below. I am fully aware that this certification, executed on the date below, is made under penalty of perjury under the laws of the State of California.

CONTRACTOR/BIDDER FIRM NAME Correia Custom Farming Inc	FEDERAL ID NUMBER 45-4800730
BY (Authorized Signature) 	DATE EXECUTED 3/31/26
PRINTED NAME Eric Correia	TELEPHONE NUMBER (Include Area Code) (559) 901-9201
TITLE CEO	
CONTRACTOR/BIDDER FIRM'S MAILING ADDRESS 1434 N West St Tulare Ca 93274	

The contractor or grant recipient named above hereby certifies compliance with Government Code Section 8355 in matters relating to providing a drug-free workplace. The above named contractor or grant recipient will:

1. Publish a statement notifying employees that unlawful manufacture, distribution, dispensation, possession, or use of a controlled substance is prohibited and specifying actions to be taken against employees for violations, as required by Government Code Section 8355(a).
2. Establish a Drug-Free Awareness Program as required by Government Code Section 8355(b), to inform employees about all of the following:
 - (a) The dangers of drug abuse in the workplace,
 - (b) The person's or organization's policy of maintaining a drug-free workplace,
 - (c) Any available counseling, rehabilitation and employee assistance programs, and
 - (d) Penalties that may be imposed upon employees for drug abuse violations.
3. Provide as required by Government Code Section 8355©, that every employee who works on the proposed contract or grant:
 - (a) Will receive a copy of the company's drug-free workplace policy statement, and
 - (b) Will agree to abide by the terms of the company's statement as a condition of employment on the contract or grant.
4. At the election of the contractor or grantee, from and after the "Date Executed" and until _____ (NOT TO EXCEED 36 MONTHS), the state will regard this certificate as valid for all contracts or grants entered into between the contractor or grantee and this state agency without requiring the contractor or grantee to provide a new and individual certificate for each contract or grant. If the contractor or grantee elects to fill in the blank date, then the terms and conditions of this certificate shall have the same force, meaning effect and enforceability as if a certificate were separately, specifically, and individually provided for each contract or grant between the contractor or grantee and this state agency.

IRAN CONTRACTING ACT CERTIFICATION
(Public Contract Code Section 2200 et seq.)

As required by California Public Contract Code Section 2204, the Contractor certifies subject to penalty for perjury that the option checked below relating to the Contractor's status in regard to the Iran Contracting Act of 2010 (Public Contract Code Section 2200 et seq.) is true and correct:

- ☒ The Contractor is not:
- (1) Identified on the current list of persons and entities engaged in investment activities in Iran prepared by the California Department of General Services in accordance with subdivision (b) of Public Contract Code Section 2203; or
 - (2) A financial institution that extends, for 45 days or more, credit in the amount of \$20,000,000 or more to any other person or entity identified on the current list of persons and entities engaging in investment activities in Iran prepared by the California Department of General Services in accordance with subdivision (b) of Public Contract Code Section 2203, if that person or entity uses or will use the credit to provide goods or services in the energy sector in Iran.
- ☒ The City has exempted the Contractor from the requirements of the Iran Contracting Act of 2010 after making a public finding that, absent the exemption, the City will be unable to obtain the goods and/or services to be provided pursuant to the Contract.
- ☒ The amount of the Contract payable to the Contractor for the Project does not exceed \$1,000,00 over the life of the contract (up to 5 years).

Signature:  Printed Name: Eric Correia
Title: Owner Agency Name: Correia Custom Farming Inc
Date: 3/31/26

Note: In accordance with Public Contract Code Section 2205, false certification of this form shall be reported to the California Attorney General and may result in civil penalties equal to the greater of \$250,000 or twice the Contract amount, termination of the Contract and/or eligibility to bid on contracts for three years.

NON-COLLUSION AFFIDAVIT

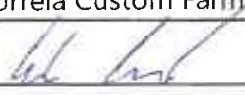
TO: THE CITY OF VISALIA

The undersigned, in submitting a proposal for performing the following work by contract, being duly sworn, deposes and says:

That he/she has not, either directly or indirectly, entered into any agreement, participate in any collusion, or otherwise taken any action in restraint of free competition in connection with such contract.

Work to be Done: RFP No. 25-26-15 City of Visalia's Open Ground Land Lease

Proposer's Name: Correia Custom Farming By Eric Correia

Signature of Proposer: 

Title: Owner

Business Address: 1434 N West St Tulare Ca 93274

Place of Residence: Tulare

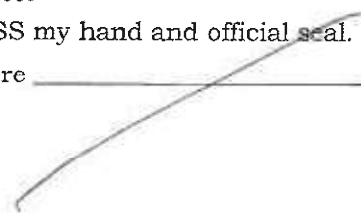
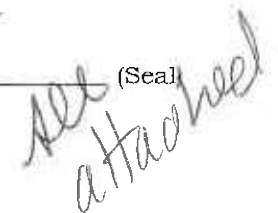
State of California

County of Tulare

On this 31st day of March 2016 before me, V. Rios, a Notary Public, personally appeared Eric Correia, who proved to me on the basis of satisfactory evidence to be the person(s) whose name(s) is/are subscribed to the within instrument and acknowledged to me that he/she/they executed the same in his/her/their authorized capacity(ies), and that by his/her/their signature(s) on the instrument the person(s), or the entity upon behalf of which the person(s) acted, executed the instrument.

I certify under PENALTY OF PERJURY under the laws of the State of California that the foregoing paragraph is true and correct

WITNESS my hand and official seal.

Signature  (Seal) 

CALIFORNIA ACKNOWLEDGMENT

CIVIL CODE § 1189

A notary public or other officer completing this certificate verifies only the identity of the individual who signed the document to which this certificate is attached, and not the truthfulness, accuracy, or validity of that document.

State of California }

County of TulareOn 3/31/2020

Date

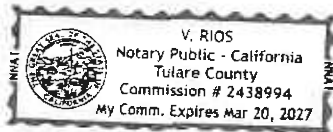
before me, V. Rios, notary public

Here Insert Name and Title of the Officer

personally appeared Eric Correia

Name(s) of Signer(s)

who proved to me on the basis of satisfactory evidence to be the person(s) whose name(s) is/are subscribed to the within instrument and acknowledged to me that he/she/they executed the same in his/her/their authorized capacity(ies), and that by his/her/their signature(s) on the instrument the person(s), or the entity upon behalf of which the person(s) acted, executed the instrument.



I certify under PENALTY OF PERJURY under the laws of the State of California that the foregoing paragraph is true and correct.

WITNESS my hand and official seal.

Signature

Signature of Notary Public

Place Notary Seal and/or Stamp Above

OPTIONAL

Completing this information can deter alteration of the document or fraudulent reattachment of this form to an unintended document.

Description of Attached DocumentTitle or Type of Document: Non-collusion Affidavit

Document Date: _____

Number of Pages: _____

Signer(s) Other Than Named Above: _____

Capacity(ies) Claimed by Signer(s)

Signer's Name: _____

☐ Corporate Officer – Title(s): _____☐ Partner – ☐ Limited ☐ General☐ Individual ☐ Attorney in Fact☐ Trustee ☐ Guardian or Conservator☐ Other: _____

Signer is Representing: _____

Signer's Name: _____

☐ Corporate Officer – Title(s): _____☐ Partner – ☐ Limited ☐ General☐ Individual ☐ Attorney in Fact☐ Trustee ☐ Guardian or Conservator☐ Other: _____

Signer is Representing: _____