



REQUEST FOR PROPOSAL

Agricultural Economic Plan

ABSTRACT

The Yakama Nation has the opportunity to develop agriculture lands that can generate additional trust revenue through production and harvest

Owner

Confederated Tribes and Bands of the Yakama Nation

Request for Proposals

1 INVITATION TO SUBMIT PROPOSALS:

The Confederated Tribes and Bands of the Yakama Nation is seeking proposals from suitably qualified and experienced organizations to develop a phased agricultural expansion plan of newly designated lands to include short term and long term income generation. The Yakama Nation seeks a firm that realizes US agriculture is changing and that the Tribe has an opportunity to transform with it. The plan is funded wholly by the Yakama Nation. Proposals will be considered from professional firms that demonstrate experience and success in conducting agricultural planning. Preference will be given to firms with experience in providing new market studies and trends for food producers with agricultural resources that can reflect a Tribe's unique cultural needs.

Submission of Proposals:

- Digital copies must be received by 2pm Pacific Daylight Time (PDT) on Friday, July 14, 2017 at bkent@yakama.com. Proposals received after that time will not be accepted.

2 BACKGROUND & DESCRIPTION

The Confederated Tribes and Bands of the Yakama Nation is a sovereign Tribal Nation whose reservation covers approximately 1.4 million acres. It is comprised of approximately 650,000 acres of forest, 450,000 acres of rangelands, and 200,000 acres of farm lands. The land of the Yakama Nation is irrigated by 5 lake reservoirs and snow melt from the Cascade Mountain Range.

Beginning in the early 1980's, the Yakama Nation began experiencing a large increase in lands not being leased and becoming idle for long periods of time. This was spurred by the loss of the sugar beet refinery outside Toppenish in 1979 and the accompanying loss of leases from farming. Not having the lands leased means the costs of operations and maintenance (O&M) was placed on the land owner, both enrolled members and/or the Tribe. Putting idle lands back into production would generate a number of benefits to the Yakama Nation and economy of the Reservation. At minimum, if they were leased to farm operators, the land owners would receive lease payments and be relieved of the obligation to pay the O&M fees. However, if the Tribe was able to farm the idle lands themselves, rather than leasing them out, the benefits of putting the idle lands back to use would be far greater.

The Yakama Nation has the unique opportunity to either put the idle lands back into production or transfer the water rights to better suited lands which are concentrated together in order to maintain efficiencies from irrigation and farming. Our end goal is to bring around 7,000 acres of idle land into production. We will have a different structure and focus than the typical farm operation. We have access to special markets and will be able to label our products as unique. Made/Produced by American Indians is a trademark the Intertribal Agriculture Council (IAC) promotes as a means to successfully and clearly identify actual American Indian products from federally recognized Tribes. The trademark has been test marketed and is currently certified for use on three Classes and additional certifications are ongoing as the use increases.

3 PROJECT COORDINATION AND ADMINISTRATION

The Yakama Nation Agricultural Development Program will respond to all questions in writing, correspondence will be shared as an addendum on www.yakamanation-nsn.gov.

Questions may be submitted by e-mail, fax, or postal mail. Questions must be received no later than 4:00 pm (PDT) on June 29, 2017. All questions must be submitted in writing and should be addressed to:

The Confederated Tribes and Bands of the Yakama Nation
Agricultural Development Coordinator
P.O. Box 151
Toppenish, WA 98948
Fax: (509)865-7570
bkent@yakama.com

A courtesy non-mandatory site visit and tour is scheduled for 9am Friday, June 23, 2017 beginning at the Yakama Nation Land Enterprise Site, 282 Buster Road, Toppenish, WA 98948. Costs for attendance at this site visit are the responsibility of the prospective bidder; the Yakama Nation assumes no responsibility for costs or liability for travel to the site. Please address RSVP to bkent@yakama.com by 4pm June 16, 2017.

4 SCOPE OF WORK

This is a proposal to evaluate feasibility of varying crops and lay out a strategic plan for the Yakama Nation to increasingly take over its rich agricultural resources and become more involved in agriculture as a producer and marketer of products, rather than primarily as a landlord of leased land. The primary purpose is to provide the Yakama Nation with a planning document that will facilitate formulation and selection of options for an Agricultural Development Project. The objective of planning for an Ag Development project is to develop land and water resources that best serve the overall interest of the Tribe. The scope of this report is to identify the irrigable acreage within the project area, denote suitable crops for the area and the associated water requirements, and apply sound principles of economics to analyze project feasibility. The plan would assess land and water resources, as well as current Tribal agricultural operations, including ranching and orchards. This report will provide the basic information required to create and compare various options to best meet the goals and objectives.

Agricultural products would be evaluated to determine highest value production potentials and the potential for value added products. Regional, national and export markets would be evaluated, along with the best channels to access those markets.

The plan would include, but not be limited to:

- Assessment of available Tribal resources
 - Description and Analysis of Yakama Nation Resources
- Identify Tribal management objectives that integrate
 - Quality of Life
 - Production and Preservation Goals

- Tribal Codes and Laws
- Develop an overall business concept and feasibility plan
 - Opportunities and Challenges
 - Identify costs and benefits
 - Develop a budget outline
 - Identify a schedule of activities and timing sequence to include phased development and expansion of operations
 - Provide crop variety and rotation
 - Identify internal capacity and outside resources, including potential partnerships
 - Recommendations for vertical integration and specialized markets
 - Suggested opportunities for phased project implementation that can assist with funding development
 - Economic and Market Feasibility Studies

5 PROPOSAL REQUIREMENTS

Please submit general statements about your organizations qualifications and other information deemed necessary. Include at minimum the following:

- Firm name, business address, telephone, e-mail address, website address and fax numbers
- Contact person(s) with title(s)
- Professional history and affiliations
- Current professional registrations
- Range of professional service capabilities
- Impact of current workload and ability to meet the requirements of this RFP
- Previous experience with Tribal Communities

Provide descriptions of at least three projects that have been executed by your firm. The projects described shall be similar in scope and complexity to the project described within this RFP. Please include at least the following:

- Project size (acres)
- Construction value
- Basic project program
- Project delivery approach
- Photographs
- Project owner with current address and telephone number

Please submit resumes for personnel proposed to complete the project. State their proposed project responsibilities.

Submit a minimum of three references to contact

6 LEGAL PROCEEDINGS

Identify any on-going legal proceeding or pending legal proceeding (arbitration, complaint, or court action) filed by an Owner or contractor against your firm for any project in the past five years.

7 EVALUATION AND AWARD PROCESS

Proposals will be evaluated by a five-person panel comprised of 2 Tribal Council representatives, 1 DNR staff, 1 YNLE staff and the Agricultural Development Coordinator. Prior to the final selection, the selection Panel may select a short list and may require firms to make presentations and/or may require submittal of further documentation regarding the firms' capabilities and qualifications. Evaluation criteria are as follows:

- Technical Capability and Solution Approach
 - Understanding Project requirements
 - Ability to meet timelines
- Managerial and Staff Capability
 - Past performance
 - Past work for Tribal Nations
 - Community engagement experience
 - Key personnel
 - References
- Cost

8 TIMELINE

- May 26, 2017-RFP Issued
- June 16, 2017-RSVP for non-mandatory site visit & tour
- June 23, 2017-Courtesy/non-mandatory site visit & tour
- June 29, 2017 (4:00pm)-Deadline for submitting questions
- June 30, 2017 (4:00pm)-Addendum and answers to questions posted on www.yakamanation-nsn.gov
- July 14, 2017 (2:00pm)-Responses Due
- July 28, 2017 (on or before)-Firm selection
- November 20, 2017 Final Report Completed and Submitted

9 TERM OF CONTRACT

The Yakama Nation and the evaluation team reserve the right to reject any and all proposals and to waive informality, technical defect, or clerical error in any proposal, as the interest of the Yakama Nation may require.

10 PAYMENTS

The Yakama Nation's contract payment terms will be thirty (30) days from the receipt of approved invoices from the Consultant.