



## **REQUEST FOR PROPOSAL**

### **MOTEL ENHANCED FEASIBILITY STUDY**

Makah Tribe – Hobuck Beach Resort is seeking qualified firms or consultants to conduct a feasibility study for the development of a motel at Hobuck Beach. This study will assess the market demand, financial viability, and other critical factors necessary for the successful planning and development of the motel.

The project area is on the Makah Indian Reservation near Hobuck Beach in Neah Bay, in the northwest corner of the state of Washington. The motel is envisioned as a key driver of economic growth and a central part of the community's tourism and hospitality infrastructure. This feasibility study will be crucial in determining the next steps in the project, ensuring the long-term success of the development.

#### **Scope of Work**

The selected firm/consultant will be responsible for conducting a comprehensive visioning session, site evaluation, environmental studies, a market analysis, and preparation of a 30% design document and Master Plan and Enhanced Feasibility Planning Study that addresses the following key areas:

#### **Market Analysis**

- Assess local and regional demand for hotel accommodations.
- Identify current and future trends in tourism and business travel in the area.
- Analyze the competitive landscape.
- Evaluate potential demand for meeting and event spaces.
- Complete a cost/benefit analysis.

#### **Financial Feasibility**

- Provide detailed cost estimates for construction, operations, and maintenance.
- Develop a financial model that includes projected revenue.
- Identify potential funding sources, including government grants and loans.
- Conduct a sensitivity analysis to assess how changes in market conditions might affect financial performance.

#### **Risk Assessment**

- Identify potential risks (economic, environmental, regulatory) and propose strategies for mitigation.
- Evaluate the potential barriers to project success, including competition, financing, and community support.

#### **Deliverables**

The Successful bidder must be able to perform the following services:

- A detailed report outlining the findings of the market, financial, and site analysis.
- A financial model with projections for at least 5 years.
- Recommendations for the most viable development path, including size, scale, and amenities for the hotel.
- Draft 30% Schematic Design & Costs Estimates
- Final 30% Schematic Design
- Draft and Final Enhanced Feasibility Planning Study

## **Proposal Requirements**

### **Company Profile**

- Overview of the firm/consultant, including relevant experience in hotel feasibility studies.
- Case studies or examples of similar projects completed in the past.
- Qualifications and experience of key personnel assigned to the project.

### **Project Approach**

- A detailed methodology and work plan for completing the feasibility study.
- Timeline for completing each phase of the project, including major milestones.

### **Budget**

- A breakdown of the proposed budget, including fees for each component of the study and any additional costs (e.g., travel, materials, etc.).

## **SELECTION PROCESS**

An evaluation panel designated by the Tribe, will review all proposals. The selection panel will choose the firm, which, in its opinion, best meets the requirements set forth in this RFP. The Tribe will then generate a contractual agreement for the selected bidder.

The Tribe reserves the right to:

- Amend, modify, or withdraw this RFP;
- Require supplemental statements or information from Proposers;
- Extend the deadline for responses to this RFP;
- Accept or reject any and all proposals pursuant to this RFP, in whole or part;
- Waive or correct any irregularities in proposals after prior notice to the Proposers;
- Negotiate or refuse any proposed contract; and
- Negotiate with alternative Proposers if a contract proposal that the Tribe concurs with cannot be reached in a reasonable amount of time.

The Tribe shall incur no liability or obligation to any Proposer except pursuant to a written contract of services, duly executed by the Proposer and an authorized signatory for the Tribe.

#### **REQUESTS FOR INFORMATION**

Questions concerning this Request for Proposals and the Scope of Work described herein may be submitted by prospective firms in writing as a Request for Information (RFI). All RFIs shall be received no later than two weeks before the proposal submission deadline.

#### **PROPOSAL DEADLINE AND SUBMISSION INSTRUCTIONS**

Responsive firms will provide one (1) hard copy Proposal, along with the cost estimate.

Responsive firms will submit their proposals by mail on or before June 18<sup>th</sup>, 2025 in a sealed envelope addressed to the ***Makah Tribe: C/o Laurette Venske, at P.O. Box 115, Neah Bay, WA. 98357.*** Or Makah ***Tribe: C/o Laurette Venske, at 161 Resort Drive, Neah Bay, WA 98357*** for FedEx or UPS. Emailed proposals will not be accepted. Technical or general questions should be emailed directly to [joy.cooke@makah.com](mailto:joy.cooke@makah.com).

#### **POINT OF CONTACT INFORMATION**

Makah Business Enterprises

Joy Cooke, Manager

P.O. Box 115

Neah Bay, WA. 98357

Office: 360-645-2200

Fax: 360-645-2127

email: [joy.cooke@makah.com](mailto:joy.cooke@makah.com)