



Request for Proposal: Meat Processing Plant Feasibility Study

The Rosebud Economic Development Corporation (REDCO), the tribally-chartered economic development entity of the Rosebud Sioux Tribe (RST), is seeking proposals to conduct a feasibility study for the creation of a meat processing plant on the Rosebud reservation. Proposals are due on Friday, May 22nd at 5pm CDT.

Contact

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Introduction

Rosebud Economic Development Corporation (REDCO) is a wholly-owned arm and entity of the Rosebud Sioux Tribe. REDCO is part of the Three Sisters who work under a shared vision of a safe, healthy, helpful, and prosperous Oyate (nation or people), with each sister working to achieve that vision through different approaches. REDCO focuses on enterprise, policy, and leadership development.

REDCO operates several subsidiary businesses in a variety of industries. These businesses provide essential services to local communities and the profits from those ventures are re-invested to expand economic and community development efforts. REDCO seeks to establish a meat processing plant to increase local food security and create economic opportunity.

Project

There is currently no meat processing facility on Rosebud tribal lands. Community members must transport game and herd meat over large distances, which is costly for them and also amounts to money leaving the community. In some instances, hunters and livestock managers harvest and process their own meat, which presents a potential health concern.

Additionally, REDCO is beginning a multi-year process to stock a 1,500 head buffalo herd at the Wolakota Buffalo Range. The establishment of a processing plant creates the opportunity for a partnership to create a distribution network for meat from Wolakota's grass-fed, holistically managed buffalo. This partnership would have the benefit of supplying the Sicangu Oyate (people of Rosebud) with traditional, healthy, and locally sourced meat while also enabling REDCO to distribute tribally-branded, ethical buffalo products regionally in markets such as Denver, Omaha, Minneapolis, Rapid City, Sioux Falls, and others.



Project Goals and Deliverables

Phase 1:

The deliverable will be a feasibility study that assesses the market potential, economic sustainability, and potential impact of a meat processing plant and mobile harvesting unit. Additionally, the study should assess the added cost and legal requirements to process and package meat on the Rosebud Reservation and market and distribute those products regionally.

Phase 2:

If it is found to be financially feasible to establish a processing plant with a mobile harvesting unit and/or a meat product line, the contractor shall provide an investment-grade business plan and accompanying material that REDCO can use to secure a loan and/or investment.

Considerations and elements of the study and business plan shall include, but are not limited to:

- Any federal, state, or county laws that are enforced upon such businesses
- Evaluation of the market opportunity based on the regional competitive landscape, costs, and demand
- The impact that the COVID-19 pandemic may have on food supply chains and demand for a decentralized food processing system
- The existing local capacity for harvesting (e.g. grocery store meat cutters, self-employed harvesters) appropriate staffing level and employee compensation
- Cost to purchase and retrofit a vehicle to meet safety and sanitation specifications for mobile harvesting and transport
- Evaluation of the market opportunity for a processing plant that focuses on grass-fed processing, based on the regional competitive landscape, costs, and demand
- Traits of successful ventures in the local meat processing industry, contrasted with those efforts that have failed
- Additional costs and legal processes (e.g. FDA) that would be required to package and distribute meat products
- Identify current and future training that will be required to maintain FDA requirements
- The added value of producing and marketing 100% grass-fed buffalo meat
- The added value of producing and marketing Lakota-owned, managed, harvested, and distributed buffalo meat
- Creation of pro forma financial model with identification of key variables
 - o Monthly income and expense for 2 years
 - o Annual income and expense for years 3-5
 - o Monthly cash flow for first 2 years
 - o Annual cash flow for year 3-5
 - o Annual balance sheets
- Assist REDCO owned construction and design firm in design of facility and identifying following:
 - o Floor plan



- Detailed list of required fixtures, equipment, furniture

Anticipated Timeline

The Request for Proposal timeline is as follows:

Publish Request: April 27th, 2020

REDCO Available for Questions: April 27th – May 22nd, 2020

Due Date for Bids: May 22nd, 2020 at 5:00 PM CDT

Review of Bids: May 22nd – June 5th, (or sooner) 2020

Due Date for Completion of Phase 1: August 14th, 2020

REDCO and Contractor Discussion of Phase 1 Results and Determination of Phase 2: August 14th, 2020 – August 28th

Due Date for Completion of Phase 2 (if applicable): October 30, 2020

Submission Requirements

Potential partners wishing to be considered shall submit information as follows:

1. Submit your firm's qualifications, background and experience relating to the specific projects described in this Request For Proposal. Such qualifications may include narratives, resumes, (including education and years of project specific experience), successful previous projects, etc.
 - a. Address how your qualifications and experience illustrate your ability to deliver excellent project results relating to this specific feasibility study.
 - b. Indicate by name and title, the team members you are proposing, and the project roles and functions each team member will have in the project.
 - c. Describe your experience with, and/or approach to providing such services within the boundaries of an established Indian Reservation.
2. Submit a separate proposed budget for both Phase 1 and Phase 2 of the project, including a breakdown of the time and cost requirements for each aspect of the deliverable and key considerations.
3. Submit the name and contact information for a minimum of one (1) reference from a previous project of similar scope and nature.



Submission Instructions

Submit one (1) electronic PDF copy, and three (3) printed hard copies of the Proposal. Electronic copies must be received no later than May 15th, 2020 at 5:00 PM CDT. Hard copies must be postmarked no later than the same date. Due to the COVID-19 outbreak, hand-delivered submissions will not be accepted at this time. No late or faxed submissions will be accepted. Hard copies of submissions shall be in a sealed envelope clearly marked (Subject: "Meat Processing Plant Feasibility Study") on the front of the envelope. The submission of the hard copies of the "Meat Processing Plant Feasibility Study" shall be sent or delivered to:

REDCO
c/o Wolakota Buffalo Range
27565 Research Park Drive
Mission, SD 57555

Electronic submissions should be emailed to:

wolakota@sicangucorp.com

For more information, call (715) 896-1051 or email wolakota@sicangucorp.com. Due to the current restrictions resulting from COVID-19, please allow one to two business days for a response. Additionally, if the current work restrictions prevent you from mailing a hard copy, please inform REDCO of your situation in your electronic submission.

REDCO reserves the right to amend this RFP at any time.

As an entity of the Rosebud Sioux Tribe, REDCO must follow RST Procurement rules. As such, Indian preference may apply and Tribal Employment Contracting Rights Office (TECRO) compliance is mandatory. This means that if selected, the contractor must receive a Tribal Business License from the Rosebud Sioux Tribe Department of Revenue to negotiate contracts with REDCO. If applicable, the selected contractor must also submit a compliance plan with the Rosebud Sioux Tribe TECRO office. Proposals from entities or individuals who appear on the Office of the Inspector General's Exclusion list will not be considered.