

BAY MILLS INDIAN COMMUNITY
"GNOOZHEKAANING" PLACE OF THE PIKE



WEBSITE: BAYMILLS.ORG

BAY MILLS TRIBAL ADMINISTRATION
12140 West Lakeshore Drive
Brimley, Michigan 49715

PHONE: (906) 248-3241
FAX: (906) 248-3283

REQUEST FOR QUOTES

Request for Quotes for Feasibility Study for Bay Mills Indian Community King's Club Casino Redevelopment Project

The Bay Mills Indian Community is requesting quotes from qualified individuals and firms for a feasibility study for the proposed King's Club Redevelopment Mixed-Use facility to be located on Tribal land of the Bay Mills Indian Community in Brimley, Chippewa County, Michigan.

Background:

Bay Mills Indian Community received grant funding through the Michigan Economic Development Corporation for the completion of a Feasibility Study for the redevelopment of the old King's Club Casino.

In 2020, Bay Mills Indian Community developed an Economic Diversification Strategy (EDS) to identify new opportunities to foster local economic growth. EDS recommended a mixed-use town center sited at the Tribal Administration, King's Club Casino, and old Ellen Marshall Health Center area with commercial and residential spaces and a business incubator/shared workspace. With the permanent closure of King's Club Casino, and General Tribal Council voting in-favor of developing a mixed-use facility, the vision of a mixed-use town center as put forth in the Economic Diversification Strategy is coming to fruition. A feasibility study is needed to determine the particulars of the future mixed use facility.

This project is defined as follows:

The project site is located at 12140 W. Lakeshore Drive, Brimley, Michigan, on Lake Superior waterfront (see attached map). BMIC envisions re-developing the old King's Club Casino into a mixed-use facility that meets the needs of the community. For the mixed-use facility development to be successful, a feasibility study with market analysis must be completed to fully understand the project scope, including the optimal mix of uses, how many/what types of commercial spaces will be made available, how many housing units are needed, explore the possibility of a business incubator/shared workspace, should the building be renovated or torn down and reconstructed, etc.

Scope of Work:

The successful Proposer shall perform the tasks listed below for this project and shall be expected to work closely with designated Tribal personnel to accomplish these goals:

Feasibility Study

1. A review of the historic operating and customer data for BMIC's existing enterprises.
2. Identification of pertinent economic and demographic data for the site's immediate and broader market areas. This analysis should include, but not be limited to, residential locations, income levels, age, occupations, trades, actual and potential customers, and other relevant demographic data necessary to support development decisions.
3. Projections of demographic trends for the next five years of operation.

4. The creation of lifestyle clusters combining traditional economic and demographic data with media measurements, consumer preference surveys, and any other information creates a more comprehensive picture of the habitats and preferences of the residents in the area under analysis.
5. Analyzation of the travel and tourism industry in and around the Brimley area including historical trends, origins of demand (convenience, residential, destination, and day vs. overnight), transportation infrastructure and other factors affecting the site's overall appeal. This should include a discussion of local and regional attractions.
6. A study of traffic patterns and the surrounding highway infrastructure as it pertains to demand for the project.
7. A survey of existing apartments and rental properties in the area.
8. Estimation of the demand for rental housing in the Bay Mills area for the next five years. This should include a discussion regarding sizing, quantity, recommended amenities, and the likely price range and absorption time for residential development at the proposed site.
9. Recommendations for the types of residential, retail, hospitality, entertainment and/or service business tenants that are deemed suitable for the project. This should include a discussion regarding sizing and quantity for tenant space, as well as price range per tenant space.
10. Recommendations on tying the proposed development into adjacent government facility and single family residential. (see attached map)
11. Estimations of revenue (base rent, percentage rent, common area maintenance, and revenue from other sources) that BMIC can expect from the proposed development.
12. Projections of expenses (operating costs, vacancy/turnover, marketing, tenant improvement, allowances, and other expenses) that BMIC can expect to incur in operating the proposed development, including the level of cash flow available for debt service for the initial five years of operation.
13. Audit project cost estimates with project team members and provides reasonable assumptions if necessary.
14. Report of the annual Return on Investment (ROI) for the proposed project for the next five years of operation.

Quotes to assist with these services must be submitted to Bay Mills Tribal Administration by Friday August 26, 2022, 4:00pm EST.

Please email quotes in PDF format to Rachel Lyons at rlyons@baymills.org. Proposals received after the deadline will not be accepted. Please contact Rachel Lyons via email or at 906-248-8132 with any questions you may have regarding this Request for Proposals or any of the requirements outlined in the scope of work to be completed.

Proposal Requirements:

1. Cover letter
2. Resumes and/or Bios: Please include resumes and/or bios of key principals and individuals who will be overseeing or involved with this project.
3. Description of Experience related to design services:
 - a. Please describe the general experience of the firm including number of years the firm has been in operation.

- b. Please describe the specific experience of the firm in providing services for feasibility studies.
- c. Description of experience in Indian Country: Please describe any relevant experience of the firm, involved principals and any assigned staff in projects located on Native American land.
4. Associations: Please provide a description of any associations with other firms or any form of subcontracting that is planned for the project. Please include pertinent information as to subcontracted firms.
5. Certifications and Licenses: Please include a copy of any pertinent licenses or certifications.
6. References: Please include a minimum of three references that can be contacted by the Owner.
7. Disclosure of Claims: Please disclose any claims, lawsuits, or formal disputes for work or services previously or currently being performed.
8. Methodology: Please provide explanation of methodology for all services.
9. Cost proposal: Please detail all costs required to assist with these services and required timelines for payments.
10. Indian Preference (Optional): Please provide any evidence to demonstrate that the firm is a qualified, Indian-owned enterprise, with at least 51% active ownership by a member of federally recognized Indian tribe.

Project Award

The rating factors and values to be used in award of this contract are as follows and out of a possible 100 points:

Criteria	Points
Relevant Experience:	
Demonstrated experience with feasibility studies for projects on a similar scale	20
Demonstrated experience with feasibility study services for Tribes	15
Successful experience with BMIC	20
Qualifications	20
Schedule	5
Cost	15
Indian Preference	5

The Tribe, at its sole discretion, may elect to interview selected firm(s). If a firm is requested to take part in an interview (via Tribal arranged remote means), the key proposed project staff will be expected to take part. The interview will be an opportunity for the Tribe's selection team to review the firm's proposal and other matters deemed relevant to the evaluation.

Compensation

The proposal should provide a cost for all work associated with the provision of these services. The final cost of services may be negotiated, prior to award of the contract.

Attachments

- Project Location Map

Project Location Map

