



FEBRUARY 4, 2009

**YUROK TRIBE
REQUEST FOR PROPOSAL**

**YUROK FISH PROCESSING PLANT AND CANNERY
GENERAL ENGINEERING SERVICES**

**Please Respond By Closing Date Of:
- February 19, 2009 at 4 PM -**

Contact Person:

Keith Parker

Yurok Economic Development Corp.

Tel: (707) 482-0657

Cell: (707) 954-1843

Fax: (707) 482-0729

Email: kparker@yuroktribe.nsn.us

INTRODUCTION

The Yurok Economic Development Corporation (YEDC) is planning to develop a commercial fish processing plant and cannery near the town of Klamath, California. The YEDC is requesting proposals from well qualified engineering firms to perform general engineering services, listed below, during the entire course of this project. This project is to be partially funded by the Pacific States Marine Fisheries Commission under NOAA Grant NA07NMF0337.

BACKGROUND

The Yurok Economic Development Corporation is responsible for conceiving of, constructing and managing economic development projects for the Yurok Tribe, headquartered in Klamath. The YEDC manages 16 employees who are governed by a Board of Directors and an Executive Director that meet on a monthly basis. Currently, the YEDC manages the Pey-Mey Fuel Mart and Convenience Store and the Requa Resort and RV Park.

The Pem-Mey operation is located in the Klamath Townsite just off of Highway 101. It includes a Subway restaurant, espresso bar, small convenience store, gas, diesel, and propane. Recently approved upgrades that are in the process of being built are a car wash operation and a gaming operation of twenty to twenty-four Class II slot machines. After recent negotiations, Pem-Mey will also be identified as an official visitors center by several organizations including America's Wild Rivers Coast, the North Coast Tourism Council, and the Del Norte County Visitors Bureau.

The Requa Resort and RV Park is located near the mouth of the Klamath River in Requa, which is approximately four miles from the Klamath Townsite. The Resort has approximately one-quarter mile of river frontage on the Klamath Estuary. The Resort's amenities include 29 campsites with water, electrical, and sewer hookups, paved roads and parking lot, full landscaping, a locking gate, picnic tables, campfire rings with cooking grills, a net drying rack, cleaning station, and a fully stocked convenience store with hot cooked meals. The Resort also has a recently completed new boat ramp and boat docks. The new boat ramp is the only suitable ramp for launching large fishing boats on the lower river. This ramp, along with other local ramps were previously damaged or destroyed by winter flood waters.

The Yurok Tribe operates a commercial salmon fishery on the Klamath River and the Requa Resort property is the center of operations. Tribal members use gill nets in the Klamath Estuary to harvest the fish during the months of August and September. The fish are typically sold to commercial fish buyers, who bid on the opening poundage price during the pre-season. After the bid is awarded, they set up a temporary facility for weighing, purchasing and packing the fish for transport. The Tribal members are not required to sell to these designated commercial buyers. They have the option of purchasing transportation fish tickets and selling their fish to other buyers they may have developed in their own private market. Last season (2008), the Yurok commercial harvest was 12,652 salmon. The majority of these fish were sold to the commercial buyers at an average price of \$4.52 per pound. See the attached document titled 'Draft Overview of Fall 2008 Yurok Tribal Commercial Fishery' for detailed information.

PROJECT DESCRIPTION

The plant should be capable of processing all of the fish caught by Tribal members during the commercial season and have additional capacity for fish that may be acquired from other commercial sources. The fish would be processed into various products including fresh, frozen, canned and smoked then sold commercially, both wholesale and retail. The facility should be

designed to process other types of fish, crab, and shell fish.

In addition to the plant, the desired project objectives are to have a retail sales shop where fresh, smoked, and canned salmon is sold on-site and a café / restaurant. Phased development may be necessary to accomplish these objectives depending on the final project budget and overall costs.

The goals of the project are to provide sustainable employment for Tribal members, a predictable and fair poundage price to the Tribal fishermen, and to create profit for the Yurok Tribe.

SCOPE OF WORK

The YEDC wishes to retain an engineering firm to perform general engineering services to include, but not necessarily limited to, the following:

➤ **Economic feasibility study**

- Development of a conceptual plan for the processing equipment line with recommended throughput poundage of fish per day. The economic feasibility consultant will work with a fish processing plant consultant chosen by the YEDC in development of the processing line.
- Development of a conceptual plan for the building (square footage and layout) that includes the processing equipment line, a smoke house, a canning kitchen, a walk in freezer, indoor dry storage, packing shipping and receiving, office space and employee facilities.
- Development of a conceptual plan for the site (square footage, traffic flow and layout).
- Prepare an estimate of the capital costs to purchase the land and design and construct the facility.
- Determine the sewer, water, gas and electrical service requirements.
- Determine the number of employees required to run the plant.
- Determine the operations and maintenance costs for the facility.
- Determine the approximate market value of the finished products.
- Determine the transportation costs to deliver the finished products to markets.

- Prepare cash flow projections and a Pro-forma for the project.
 - Other factors that may affect the economic feasibility of the project.
-
- **Project and construction management**
 - **Facility siting studies**
 - **Green building design with LEED Certification**
 - **Environmental impact assessment and mitigation by design**
 - **Storm water pollution prevention planning**
 - **Phase 1 and 2 site assessments**
 - **Energy usage/conservation evaluation and planning**
 - **Waste reduction, recycling and zero waste planning**
 - **Green house gas emissions evaluation and reduction planning**

PROPOSAL CONTENT

Proposals should provide detailed descriptions of the following elements:

- statement of the consultant's understanding of the project
- an explanation of the consultant's approach to the project
- descriptions of similar projects completed in the last five years with references
- qualifications and credentials of all who would work on the project, including subcontractors, if any
- the complete scope of services being offered with deliverables and schedule
- a fee proposal that lists the hourly rate for professional services

Proposals should be no longer than 20 pages in length.

All materials included in the proposal will become the property of the YEDC and the consultant will receive no compensation for development and delivery of the proposal.

INQUIRIES

Inquiries should be in writing, addressed to Keith Parker and received at the address below or via

email by February 14th. Answers to the questions will be posted on the Yurok website on February 16th.

SUBMITTAL PROCESS

Three copies of the proposal must be received in a sealed envelope at the YEDC headquarters by February 19th, 2009 at 4 PM. The bids will be opened and publically read aloud. The physical address of the YEDC is 144 Klamath Blvd, Klamath, CA. The mailing address to mail proposals is:

Yurok Economic Development Corporation

Attn: Keith Parker

Fish Processing Plant Bid

190 Klamath Blvd

Klamath, CA 95548

SELECTION PROCESS

The selection will be based on qualifications and experience, approach, and price. The Director of the YEDC will select the proposal that best serves the interest of the Tribe, based on the four assessments listed above. Once selected, a Notice of Award will be mailed to the selected party.

OTHER REQUIREMENTS

Preference in the award of this Contract shall be given to Indian and Alaskan Native organizations and economic enterprises. The Owner shall give preference to a 51% Indian-owned Economic Enterprise so long as the bid by this enterprise does not exceed the lowest bid submitted by more than five (5%) percent and the Indian-Owned Business is willing to match the lowest qualified bid submitted. "Indian-owned Economic Enterprise" means any Indian-owned commercial, industrial, or business activity established or organized for the purpose of profit, provided that such Indian ownership shall constitute not less than 51 percent of the enterprise, and that ownership shall encompass active operation and control of the enterprise. All preferences shall be publicly announced at the bid opening. Any contractor claiming Indian preference shall complete and submit, with his bid, the form entitled "Statement of Qualifications, Alaska Native or Indian Owned Enterprise."

The Yurok Tribe's Tribal Employment Rights Ordinance (TERO) shall apply. A copy of this ordinance can be viewed at:

www.yuroktribe.org/departments/personell/documents/TEROOrdinance2005.pdf

or a copy obtained from the Tribal TERO Officer listed below. Consultants will be responsible to pay the required 1/2 of 1% TERO fee of the total contract amount for the project. This 1/2 of 1% fee should be included in the submitted bid of the hourly rate for professional services. Any questions regarding the TERO ordinance should be forwarded to the Yurok Tribe's TERO officer:

Sandra Lowry

190 Klamath Blvd.

Klamath, CA 95548

(707) 482-1350

Sample contract documents, including TERO forms, can be obtained at the Yurok Economic Development Corporation, 144 Klamath Blvd., Klamath, California, 95548. *Please contact the Yurok Economic Development Corporation at (707) 482-0657 for more information.*

This project is to be partially funded by the Pacific States Marine Fisheries Commission under a NOAA Grant. Either State or Federal wage rates (whichever is higher) will be considered to be the prevailing wage rates. Consultant will be required to comply with any changes in these wage rates as they are updated by the Federal government at no cost to the Owner.

The Yurok Tribe reserves the right to postpone the date and time for the opening of proposals at any time prior to the date and time announced in the advertisement in accordance with applicable law.

The Yurok Tribe reserves the right to reject any and all bids or to waive any defects or irregularity in bidding in accordance with applicable law.

All bids will remain valid for 60 days after the bid opening. Except as permitted by law and subject to all applicable remedies, including forfeiture of bidder's security, bidders may not withdraw their bid during the 60 day period after the bid opening.

DATE: FEBRUARY 4, 2009

KEITH PARKER, EXECUTIVE DIRECTOR

YUROK ECONOMIC DEVELOPMENT CORPORATION

144 KLAMATH BLVD.

KLAMATH, CA 95548

(Attachment Below)

Draft Overview of Fall 2008 Yurok Tribal Commercial Fishery¹

Summary of Harvest

Fall Season

As of October 26, the Yurok Tribe had harvested approximately 20,774 fall Chinook salmon of the 24,952 fall Chinook allocation. During the fall season, we additionally harvested approximately 300 spring chinook salmon (based upon coded wire tag recoveries). The fall Chinook harvest by area is presented in Table 1.

Table 1. Fall Chinook salmon harvest by area on the Yurok Reservation, 2008.

Area	Estimated Fall Chinook Harvest	Estimated Fall Chinook Commercial Harvest	Estimated Spring Chinook Commercial Harvest	Estimated Total Commercial Harvest
Estuary	18,123	12,329	323	12,652
Mid-Klamath (101 bridge – Surper Creek)	1,085	165	0	165
Up-Klam (Surper Creek – Weitchpec area)	1,566	0	0	0
Total	20,774	12,494	323	12,817

Commercial Fishery Harvest/Season Structure

A commercial fishery was held from August 1st – September 7th, 2008. The Tribe sold approximately 12,817 chinook salmon during the commercial fishery; approximately 12,494 of these fish were fall Chinook and the other 323 were spring Chinook salmon that entered the estuary during early August.

The 2008 Harvest Management Plan allocated 10,952 fall Chinook to the commercial fishery, with the realization that additional fish could be rolled over from the subsistence quota if it appeared that they were not going to be caught. On September 7th, the commercial fishery was shut down at noon, when estimates indicated the commercial quota would be reached. Because September 6th turned out to be the largest harvest day of the year (Figure 1), the estimated cut-off time was later than necessary to stay within the commercial allocation.

¹ All numbers used in this report are preliminary/draft numbers not to be cited until QA/QC data base procedures have been completed.

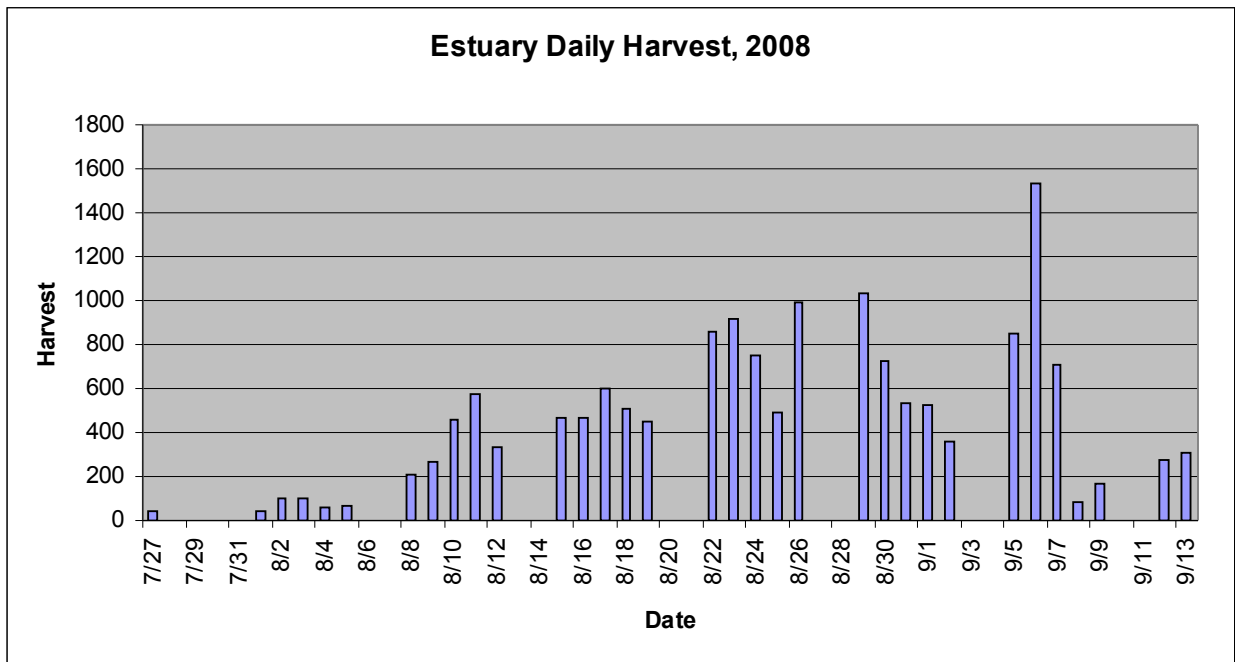


Figure 1. Daily harvest in the Yurok estuary fishery, 2008.

Economic Overview of Fishery

Revenue Received

Tribal members gross revenue for fresh sales during the 2008 fishery was approximately \$984,876. An additional 165 fish were permitted to be smoked and later sold, however we do not have an estimated value for these fish. On average, Tribal members received substantially more per pound than during recent Tribal fisheries; Find Own Market prices ranged from \$4.00/lb to \$8.50/lb (average price \$5.17), while prices at the Requa buying station ranged from \$3.75/lb to \$6.00/lb (average price \$4.52).

The relatively high price paid for Yurok salmon during 2008 is partially the result of the depleted status of other West Coast stocks. The ocean troll fishery was essentially shut down largely because Sacramento fall Chinook, which is the primary stock that typically drives ocean fisheries south of the Columbia River, was in extremely low abundance during 2008. In addition, the reputation of Yurok salmon has improved over the last few years; largely because of ice being readily available and improved fish handling procedures being followed by Tribal members.

Demographics of the Commercial Fishery

The distribution of revenue between the Tribal Districts from the commercial fishery is illustrated in Figure 2.

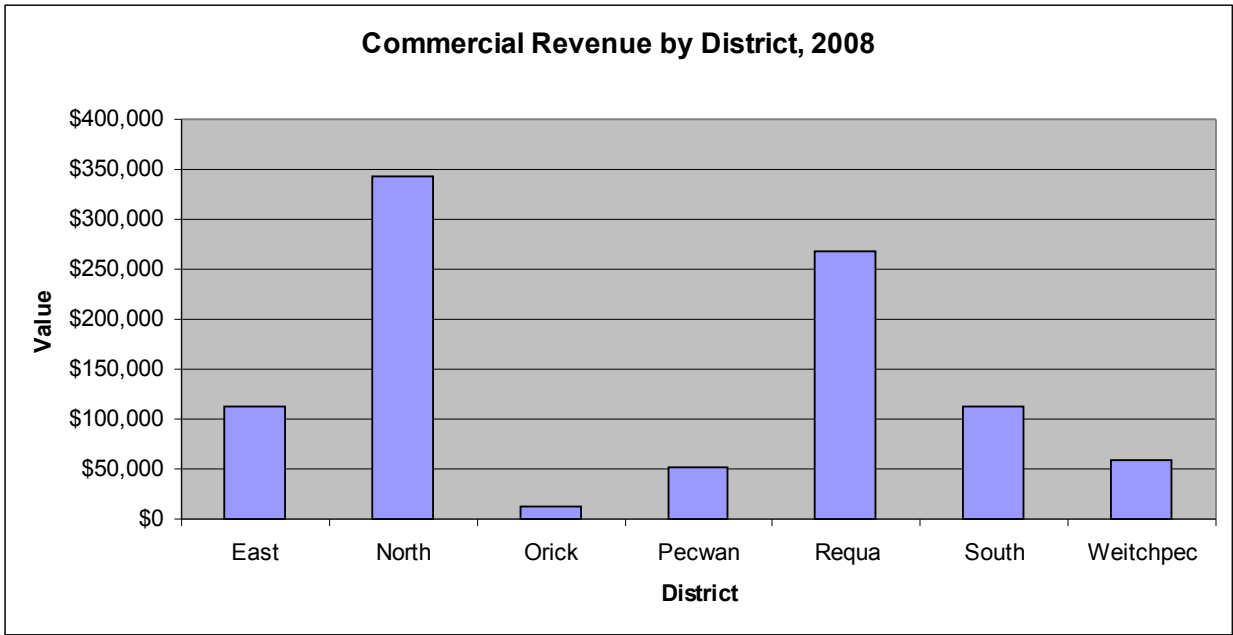


Figure 2. Revenue by District during the Yurok fall 2008 commercial fishery.

Figure 3 illustrates the number of Fishers which sold a quantity of fish within a particular range. For example, 271 Fishers sold 20 fish or less, 89 Fishers sold between 21 and 40 fish, and one Fisher sold more than 400 fish.

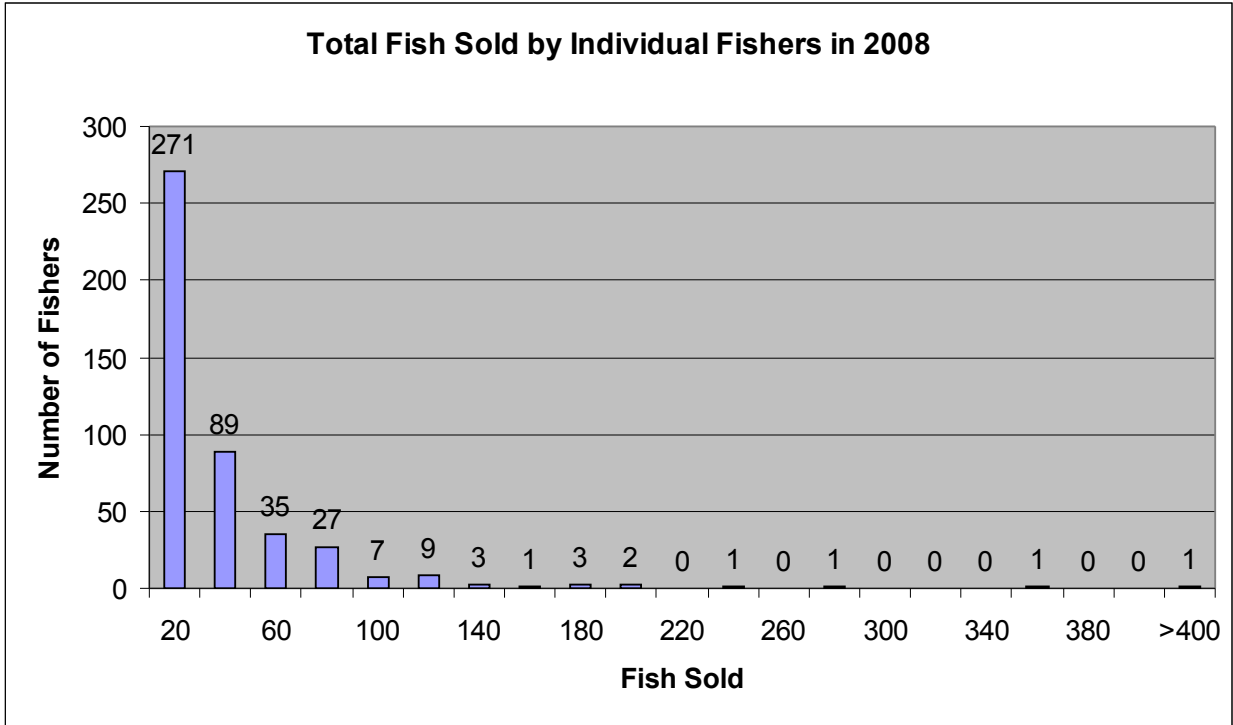


Figure 3. Number of Fishers that sold fish within represented ranges.

Figure 4 illustrates the number of fishers which earned income within specific ranges during the commercial fishery. For example, 151 Fishers earned \$500 or less, 70 Fishers earned between \$500.01 and \$1,000, and 16 Fishers earned more than \$10,000. It is likely that some Fishers' income actually represents what a crew earned, rather than an individual, because one individual may have sold the fish from several people's efforts.

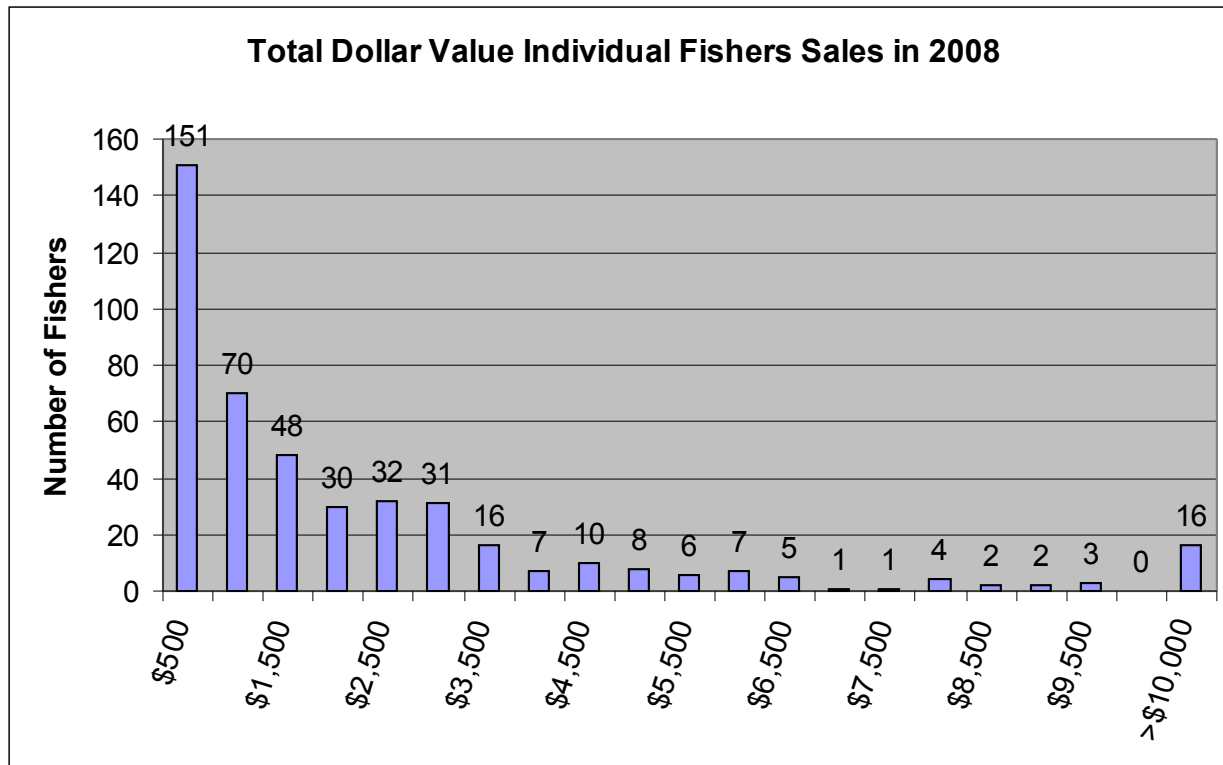


Figure 4. Number of Fishers that received income within specific ranges, 2008.

Problems/Issues Associated with the Commercial Fishery

As was done following the 2007 commercial fishery, Fisheries Staff recommends that an evaluation of the problems associated with the 2008 commercial fishery occur with the intent of developing measures to minimize these problems in future years. Such an evaluation should begin with an identification of the primary problems encountered during the recent fishery.