



SALISHSEAS
Musqueam. Tla'amin. Tsleil-Waututh.

REQUEST FOR PROPOSAL (RFP)

RFP: 2021-042
LICENCE: FH (12 in total)
SPECIES: Roe Herring
GEAR TYPE: Gillnet
TERM: January 25th until May 31st, 2021
CLOSING DATE: January 25th, 2021 - 4:30 pm
INQUIRIES TO: salishseaslp@gmail.com

BACKGROUND

Salish Seas Fisheries Limited Partnership (Salish Seas LP) is a wholly Indigenous owned entity. It represents a unique joint venture between Musqueam, Tla'amin and Tsleil-Waututh Nations. By working together on this innovative partnership, each community is able to benefit from this fishery model focusing on capacity building, Indigenous involvement, and environmental sustainability.

LICENCE REQUEST FOR PROPOSAL

This is a request (commonly referred to as a Request for Proposal (RFP)) that proposals be developed and submitted to Salish Seas LP based on set criteria. Salish Seas LP will consider entering into a lease agreement for the implementation of the most acceptable proposal which will be determined according to the evaluation criteria set out in this RFP. In addition, the acceptability of the lease agreement terms and conditions upon which the respondent would be prepared to undertake the implementation of the proposal will be measured against the lease agreement terms and conditions set forth in this RFP.

The Herring licences are the first RFP process. Salish Seas Fisheries also holds two communal prawn licences and a communal crab licence for which the RFP process will occur around March and May 2021 respectively.

ELIGIBILITY

Preference will be given first to registered members of the three partnering Nations. If there are no acceptable proposals, Salish Seas LP will consider an external RFP process.

ENQUIRIES

All enquiries regarding this RFP must be submitted in writing to salishseaslp@gmail.com as early as possible during the RFP period. Enquiries must be received no less than 3 calendar days prior to the RFP closing date. Enquiries or issues received after that time may not be able to be answered prior to the RFP closing date. To ensure consistent information is provided to all applicants, Salish Seas LP will issue regular updates on frequently asked questions regarding RFPs via email only to applicants that have submitted an Enquiry or an application. Meetings will not be held with individual Applicants prior to the closing date/time of the RFP.

VALIDITY OF PROPOSAL

Any proposal must remain open for acceptance for a period of not less than 30 days after the closing date of the RFP. After the RFP closing date, no amendments to the proposal will be accepted. However, during the evaluation, Salish Seas LP may require clarification from or conduct interviews with Applicants.

RIGHTS OF SALISH SEAS LP

Salish Seas LP reserves the right to:

- a. Reject any or all proposals received in response to this RFP.
- b. Enter into negotiations with Applicants on any or all aspects of their proposal.
- c. Accept any proposal in whole or in part without prior negotiation.
- d. Cancel and/or re-issue this RFP at any time.

- e. Award one or more lease agreements; and
- f. Retain all proposals submitted in response to this RFP.

INSTRUCTIONS TO APPLICANTS

It is essential that the elements contained in your bid be stated in a clear and concise manner. Failure to provide complete information as requested will be to your disadvantage in the RFP process.

EVALUATION OF PRICE

The price of bids will be evaluated in Canadian dollars and assessed against current fair market value. Monetary units for the price bids must be in the following format:

- CAN \$ per Roe Herring Licence for the 2021 Season.
- Payment is due upon execution of the Lease Agreement

Previous market value assessments can be found in the Castlemain Analysis of Commercial Fishing Licence, Quota, and Vessel Values Report. This can be provided upon request.

LICENCE AND MONITORING FEES AND EQUIPMENT

Applicants are responsible for paying all required licencing and monitoring fees and supplying required monitoring equipment for the 2021 Herring Season.

FORMAT AND CONTENT

Applicants shall prepare a proposal addressing all the requirements of this RFP. The proposal must include the cover sheet included at the end of this RFP properly completed and signed. The Applicants signature indicates acceptance of the terms and conditions set out herein. Ensure that the proposal includes a contact name, address and phone number. A sample proposal template is provided in the Appendices.

Your proposal should be concise and should address, but not necessarily be limited to the points that are subjected to the mandatory requirements and evaluation criteria set out below. It is suggested you address these criteria in sufficient depth in your proposal as items not addressed will be given a score of zero for that specific criteria. The proposal will be evaluated solely on its content. All Lease Applications must include the Signed Cover Sheet located at the back of this RFP package.

EVALUATION CRITERIA

Salish Seas LP will determine at its discretion the Proposals meeting the RFP eligibility requirements, that is most cost effective and best meets Salish Seas LP's objectives. Proposals may be accepted in whole or in part, with or without negotiation. Any resultant lease agreement will be issued to the best value Applicant.

Proposal should be completed in the following format and will be assessed against the following criteria at weighted on the following scale:

CRITERIA	WEIGHT
Price and Payment Schedule	40%
Indigenous Involvement in Crew	15%
Applicant's Role in Crew	15%
Follow Through on Previous Licence Leases (Timely Payment, The Applicant Playing the Role in Crew Outlined in Proposals and having Crew Members as Outlined in Proposals, Track Record of Complying with Fishing Regulations, Timely Submission of Log Book, Etc.)	15%
Commercial Fishing Experience of Skipper	5%
Crew Combined Commercial Experience with Licence Species	5%
Completion of Safety Training Courses (SVOP, MED3 and Restricted Radio Operation)	5%
Total	100%

Salish Seas LP may, but is not obliged to, seek further information and clarification from Applicants concerning their Proposals. Applicants should **not** assume that an opportunity will be given to clarify and/or supplement incomplete or unresponsive Proposals before or during the evaluation process.

POST PROPOSAL SUBMISSION PROCESS

Salish Seas LP may invite in person Proposal presentations from one or more, but not necessarily all or any, Applicants.

Salish Seas LP, at its discretion, may engage in written and/or in-person discussions with one or more, but not necessarily with any or all, Applicants, after Proposal submission. The purpose of such discussions, if any, may include clarification of the Proposal or any part thereof and/or negotiation of amendments to the Proposal whether as to prices or other terms and conditions. Any such discussions will be determined by Salish Seas LP.

Post-Proposal submission discussions, including negotiations, if any, will be undertaken with an Applicant solely upon Salish Seas LP's invitation. Applicants should not assume that they will be invited to engage in discussions. Accordingly, all Applicants should endeavor to prepare Proposals that are complete, clear and capable of being fairly evaluated without post-Proposal submission discussions.

Salish Seas LP, in its discretion, may determine and limit the scope and schedule of post-Proposal discussions. Salish Seas LP will notify, by the date shown in the RFP Timetable, each Applicant, if any, with which it intends to conduct post-Proposal discussions of the scope and schedule of those discussions.

Salish Seas LP, in its discretion, may reject any or all Proposals, accept one or more Proposals, conduct post-Proposal discussions, including negotiations, with one or more Applicants, and decline to conduct such

discussions with any or all Applicants. Salish Seas LP further reserves the right to terminate such discussions with any Applicant at any time. Discussions with more than one Applicant may be conducted concurrently, in whole or in part, but will not necessarily be concluded at the same time. Salish Seas LP is not obliged to disclose, or offer, to any Applicant terms and conditions offered to any other Applicant or accepted by Salish Seas LP from any other Applicant.

Discussions are confidential, and all Applicants agree to strict confidentiality by submitting a Proposal.

All Proposals, whether or not amended as a result of post-Proposal discussions, are subject to Salish Seas LP's final evaluation, approval by Salish Seas LP's executive management and/or board of directors and signing of a final lease agreement. Conclusion of discussions, confirmation of Proposal amendments, if any, and Salish Seas LP approvals will not necessarily occur concurrently as to any or all successful Proposals.

Successful Applicants will be advised by notice of award from Salish Seas LP within one week on the RFP closing date.

No legal obligations or liabilities whatsoever will be created or arise between Salish Seas LP and any Applicant unless and until a final agreement is fully signed and delivered, except only in regards to Confidentiality.

RFP TIMETABLE

RFP Release:	January 11 th , 2021
RFP Submission Deadline:	January 25 th , 2021
Post Proposal Discussions:	January 26-27 th , 2021
Final Agreement Decision:	January 28-29 th , 2021

PROCESS FOR THE SUCCESSFUL APPLICANT

The successful applicant must:

- (a) Have a registered vessel in good standing with DFO and Transport Canada at the time of application as well as the time of being notified of a successful proposal
- (b) Sign a lease agreement with Salish Seas LP within two days after the being notified of their successful proposal
- (c) Make full payment—to be negotiated—within two business days after being notified of their successful proposal



REQUEST FOR PROPOSAL COVER SHEET

SALISH SEAS LP RFP: 2021-042
LICENCE: Roe Herring Gillnet Licences (12)
ISSUE DATE: 11 January, 2021
CLOSING TIME: Proposals must be received before 4:30 pm PM (PT) on: **25 January 2021**

SALISH SEAS LP CONTACT PERSON:

All enquiries to this RFP, including any requests for information and clarification, are to be directed, in writing; to salishseaslp@gmail.com . Information obtained from any other source is not official and should not be relied upon. Enquiries and any responses will be recorded and may be distributed to all Applicants at the option of Salish Seas LP.

DELIVERY OF PROPOSALS:

Proposals must be submitted by e-mail to salishseaslp@gmail.com by the Closing Time listed above. Proposals received after the Closing Time will not be considered by Salish Seas LP.

APPLICANT SECTION:

A person authorized to sign on behalf of the Applicant **must** complete and sign the Applicant Section (below), leaving the rest of this page otherwise unaltered, and include the originally-signed and completed page with their copy of the proposal.

The enclosed proposal is submitted in response to the above-referenced Request for Proposal, including any addenda. Through submission of this proposal we agree to all of the terms and conditions of the Request for Proposal and agree that any inconsistent provisions in our proposal will be as if not written and do not exist. We have carefully read and examined the Request for Proposal, and have conducted such other investigations as were prudent and reasonable in preparing the proposal. We agree to be bound by statements and representations made in our proposal.

Signature of Authorized Representative

Address of Applicant

Printed Name of Authorized Representative

Phone

Legal Name of Applicant (and Doing Business as name if applicable)

Email



Salish Seas Fisheries Limited Partnership Proposal Template (expand as required)

Applicant Name:

(Required to be a member of the either the Musqueam, Tla'amin or Tsleil-Waututh Nation)

(Status Card can be requested)

Licence(s) Requested:

Vessel Name (a vessel must be specified):

Vehicle Registration Number (a registration number must be provided):

Vessel Length (vessel length must be provided):

Licence Lease Price

I am partnering (backed by) a seafood company:

Y N

If yes, please provide the name of the partner company:

*Please fill out all 8 information boxes for each person that will be a part of this fishery (See first row for example). If someone isn't listed and participates in the fishery it can negatively affect future applications.

Name	Role on Crew	Full-time/ Part-time/ Partner only	Commercial fishing experience (In Years)	Commercial fishing experience w/ licence species (In Years)	Indigenous (If Yes, what nation?)	Recommended Training (SVOP, MED3, Restricted Radio)	Other relevant Training
*Example Joe Smith	-Skipper -Sr Deckhand (Over 5yrs experience) -Deckhand (under 5yrs experience) -Other	-F/T -P/T -Partner Only	-10 years plus -5-9 years -2-4 years -Under 2 Years -None	-10 years plus with Herring -5-9 years with Herring -2-4 years with Herring -Under 2 years with Herring -None	-Yes – Tseil-Waututh -Yes – Other First Nation -No	-SVOP ✓ -MED3 ✓ -Restricted radio ✓ ✓ If Yes × If No	-No
						-SVOP -MED3 -Restricted radio	
						-SVOP -MED3 -Restricted radio	
						SVOP -MED3 -Restricted radio	
						SVOP -MED3 -Restricted radio	
						SVOP -MED3 -Restricted radio	

Follow Through on Previous Licence Leases (please check one)

- Complete follow through on all previous licence leases including timely payments, the applicant playing the role in crew outlined in previous proposals, having crew members as outlined in previous proposals, track record of complying with fishing regulations and timely submission of log books. If yes, please describe:

- Incomplete follow through. If yes, please describe:

Any Other Relevant Information (optional):