



LUMMI INDIAN BUSINESS COUNCIL

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RESOLUTION #2021-137 OF THE LUMMI INDIAN BUSINESS COUNCIL

TITLE: Authorization to Accept a Grant Award through the Bureau of Indian Affairs – Tribal Tourism Grant Program (CFDA #15.133) for Development of a Lummi Cultural Heritage Tourism Project Feasibility Study and Business Plan

WHEREAS, the Lummi Indian Business Council (LIBC) is the duly constituted governing body of the Lummi Nation by the authority of the Constitution and Bylaws, as amended, of the Lummi Tribe of the Lummi Reservation, Washington; and

WHEREAS, the LIBC is delegated the responsibility and authority to safeguard and promote the peace, safety and welfare of the Lummi Reservation, pursuant to Article VI, Section (1) of the Lummi Constitution; and

WHEREAS, it is the mission of the LIBC *“To Preserve, Promote and Protect our Sche Lang en”* (LIBC Resolution #2012-025); and

WHEREAS, the LIBC is responsible for promoting the general social, cultural and economic welfare of its community members; and

WHEREAS, the LIBC seeks to create and improve tribal and community assets, and tourism is an important and growing contributor to the economy; and

WHEREAS, the Lummi Cultural Heritage Tourism Project aims to support the Lummi Community, businesses and individuals to develop cultural values-based tourism, through planning, training, technical assistance, and access to capital; and

WHEREAS, the Bureau of Indian Affairs solicited grant proposals from Indian Tribes and Tribal Organizations for funding to support Tribal tourism feasibility studies and/or Tribal tourism business plans through the Tribal Tourism Grant Program with an award range of \$25,000 to \$150,000 and no cost sharing or matching requirement (attached as Exhibit A); and

WHEREAS, in Resolution #2021-107, the LIBC authorized the submission of a fiscal year 2021 Tribal Tourism Grant Program grant application; and

WHEREAS, the Lummi Office of Economic Policy submitted a fiscal year 2021 Tribal Tourism Grant Program grant application to the Bureau of Indian Affairs to fund the development of a Lummi Cultural Heritage Tourism Project feasibility study and/or business plan (attached as Exhibit B); and


WHEREAS, on September 17, 2021, the Bureau of Indian Affairs issued an award letter approving the Lummi Tribal Tourism Grant Program funding proposal in the amount of \$75,000.00 to support Tribal Cultural Heritage Tourism (attached as Exhibit C).

NOW, THEREFORE BE IT RESOLVED, that the LIBC authorizes the acceptance of the fiscal year 2021 Tribal Tourism Grant Program grant award in the amount of \$75,000.00 to fund the development of a Lummi Cultural Heritage Tourism Project feasibility study and/or business plan; and

BE IT FURTHER RESOLVED, that the Office of Economic Policy Director will oversee the award; and

BE IT FINALLY RESOLVED, that the Chairman (or Vice Chair in his absence) is hereby authorized and directed to execute this resolution and any documents connected therewith, and the Secretary (or the Recording Secretary in his absence) is authorized and directed to execute the following certification.

LUMMI NATION




William Jones Jr., Chairman
Lummi Indian Business Council

CERTIFICATION

As Secretary of the Lummi Indian Business Council, I hereby certify that the above Resolution #2021-137 was adopted at a **Regular/Special** Meeting of the Council held on the 23rd day of November, 2021, at which time a quorum of 8 was present by a vote of 7 for, 0 against, and 2 abstention(s).





Nickolaus Lewis, Secretary
Lummi Indian Business Council



Council Operations Action Form

Please turn in with resolution & attachments or with your agenda item, to Council Operations, the Wednesday prior to the Council meeting by

4:30 PM If you have questions contact

TeresaB@lummi-nsn.gov or ext. 2142

To be completed by Originator:

| | | | | | |
|---|----------------|-------------|-----------------|---|---|
| Clearances | Initial | Date | Comments | Resolution # 2021-137 | Agenda Date: 9/24/2021 11/23/21 |
| Originator | SL | 11/2/21 | | Title: Authorization to accept a grant through the Bureau of Indian Affairs – Tribal Tourism Grant Program (CFDA 15.133) for Development of a Lummi Cultural Heritage Tourism Project Feasibility Study and Business Plan | |
| ORA | JH | 9/24/21 | | Name of Presenter: Sean Lawrence | |
| Depart. Director | SL | 11/2/21 | | Financial impact (if yes attach Executive Summary) | Budgeted Y N # of Pages Attached: 51 |
| Cultural Department <small>If applicable</small> | | | | Distribution (departments or individuals who will need a copy of the certified resolution Circle all that apply): | |
| CBC Chairperson | | | | Planning | Economic Development |
| General Manager <small>If applicable</small> | | | | Human Resources | Reservation Attorney's |
| Treasurer <small>Only if funding needed</small> | | | | General Manager | Other: <i>Fordling</i> |
| Chairman or Vice Chairman | | | | Date / Name of Person Dropping off at Council Operations <i>Sean Lawrence</i> | |

Please give a brief narrative of your agenda item: Acceptance of BIA Tourism Grant Funds

By signing below, I have completed the Action form assuring that there is approval from all listed parties before submitting it to Council Operations also; "Sign here" tabs have also been placed in all areas in need of signature.

Signature of Department: *Jim Pomeroy*

Date & Time *11/19/21 10:21 am*

Signature Received by: *Sx Lade Lane*

Date & Time *10/20* **RECEIVED NOV 19 2021**

To be completed by Council Operations staff:

| |
|-----------------------------------|
| Council Follow Up |
| Date Sent to Originator or other: |
| Staff Signature: |

Resolution # 2021-137

Exhibit A

BIA Grant Proposal Solicitation

(4337-10)

DEPARTMENT OF THE INTERIOR

Bureau of Indian Affairs

[212D0102DR/DS5A300000/DR.5A311.IA000118]

Office of Indian Economic Development, Tribal Tourism Grant Program (TTGP), part of the NATIVE Act

AGENCY: Bureau of Indian Affairs, Interior.

ACTION: Notice.

SUMMARY: The Secretary of the Interior (Secretary), through the Office of Indian Economic Development (OIED), Division of Economic Development (DED), solicits proposals from Indian Tribes and Tribal organizations (as defined in the NATIVE Act) to receive grants to support Tribal tourism feasibility studies and/or Tribal tourism business plan development. The Program supports Tribes and Tribal organizations to increase their capacity to plan, develop and manage tourism and related infrastructure in support of economic development and the NATIVE Act. The Program will provide funding for Tribes and Tribal organizations to conduct tourism feasibility studies that will empower them to make informed decisions on potential tourism project(s). The Program will also provide funding for Tribes and Tribal organizations to develop business plans on completed tourism feasibility studies. In addition to the feasibility study, tourism grants may fund business plans for Tribal tourism businesses recovering from the economic impacts of the COVID-19 pandemic.

DATES: Grant application packages must be submitted to the [Grants.gov](https://www.grants.gov) no later than 9 p.m. Eastern Daylight Time, August 13, 2021. OIED will not consider proposals received after this

time and date.

ADDRESSES: The required method of submitting proposals is through Grants.gov. For information on how to apply for grants in Grants.gov, see the instructions available at <https://www.grants.gov/help/html/help/Applicants/HowToApplyForGrants.htm>. Proposals must be submitted to Grants.gov by the deadline established in the **DATES** section.

FOR FURTHER INFORMATION CONTACT: Mr. James R. West, Tribal Tourism Grant Program (TTGP) Manager, Office of Indian Economic Development, Room 6049-B, 12220 Sunrise Valley Drive, Reston, Virginia 20191; telephone: (202) 595-4766; e-mail:

jamesr.west@bia.gov. Additional Program information can be found at <https://www.bia.gov/service/grants/ttgp>

SUPPLEMENTARY INFORMATION:

- I. General Information
- II. Number of Projects Funded
- III. Background
- IV. Eligibility for Funding
- V. Who May Perform Feasibility Studies Funded by TTGP Grants?
- VI. Applicant Procurement Procedures
- VII. Limitations
- VIII. TTGP Application Guidance
- IX. Mandatory Components
- X. Incomplete Applications
- XI. Review and Selection Process
- XII. Evaluation Criteria
- XIII. Transfer of Funds
- XIV. Reporting Requirements for Award Recipients
- XV. Conflicts of Interest
- XVI. Questions and Requests for OIED Assistance
- XVII. Paperwork Reduction Act
- XVIII. Authority

I. General Information.

Award Ceiling: \$150,000

Award Floor: \$25,000

CFDA Number: 15.133

Cost Sharing or Matching Requirement: No

Number of Awards: 20-35

Category: Business Development

II. Number of Projects Funded. OIED anticipates award of approximately twenty (20) to thirty-five (35) grants under this announcement ranging in value from approximately \$25,000 to \$150,000. The program can fund projects only one year at a time. OIED will use a competitive evaluation process based on criteria described in the Review and Selection Process section at section XII of this notice.

III. Background. The Office of the Assistant Secretary – Indian Affairs, through OIED, is soliciting proposals from Indian Tribes, as defined in 25 U.S.C. 4352(2), and Tribal organizations, as defined in 25 U.S.C. 4352(4), for grant funding to retain consultants to perform feasibility studies on Tribal tourism and tourism business plan development. The Program supports Tribes and Tribal organizations to increase capacity to plan, develop and manage tourism and related infrastructure in support of economic development and the NATIVE Act (Public Law No: 114-221 (09/23/2016)). Consultants may include universities and colleges, private consulting firms, non-academic/non-profit entities, or others. The feasibility studies will help facilitate informed decision-making regarding Tribes' economic futures. Feasibility studies may concern the viability of a tourism project. In addition to the feasibility study, TTGP grants may fund business plans for proposed businesses or recovering Tribal businesses.

The OIED administers this program through its Division of Economic Development (DED).

These grants will be funded under a non-recurring appropriation of the BIA budget. Congress appropriates funds on a year-to-year basis. Thus, while some projects may extend over several

years, funding for successive years depends on each fiscal year's appropriations.

The funding periods and amounts referenced in this solicitation are subject to the availability of funds at the time of award, as well as the Department of the Interior (DOI) and Indian Affairs priorities at the time of the award. Neither DOI nor Indian Affairs will be held responsible for proposal or application preparation costs. Publication of this solicitation does not obligate DOI or Indian Affairs to award any specific grant or to obligate all or any part of available funds. Future funding is subject to the availability of appropriations and cannot be guaranteed. DOI or Indian Affairs may cancel or withdraw this solicitation at any time.

IV. Eligibility for Funding: Indian Tribes and Tribal organizations, as defined in 25 U.S.C. 4352, are eligible. Note: The U.S. Department of the Interior Office of Native Hawaiian Relations is managing NATIVE Act tourism grants to Native Hawaiian Organizations. For additional information on grants to Native Hawaiian Organizations, please contact Ka'i'ini Kaloi, Director, Office of Native Hawaiian Relations, (202) 208-7462, Ka'ini_Kaloi@ios.doi.gov.

V. Who may Perform Tourism Feasibility Studies or Develop Tourism Business Plans Funded by TTGP Grants? The applicant determines who will conduct its feasibility study or business plan. An applicant has several choices, including but not limited to:

- Universities and colleges, including but not limited to Tribal colleges and universities;
- Private consulting firms; or
- Non-academic, non-profit entities.

VI. Applicant Procurement Procedures. The applicant is subject to the procurement standards in 2 CFR 200.318 through 200.326. In accordance with 2 CFR 200.318, an applicant must use its

own documented procurement procedures which reflect Tribal laws and regulations, provided that the procurements conform to applicable Federal law and standards identified in title 2 of the Code of Federal Regulations.

VII. Limitations. TTGP grant funding must be expended in accordance with applicable statutory and regulatory requirements, including 2 CFR part 200. As part of the grant application review process, IED may conduct a review of an applicant's prior IED grant awards(s).

Applicants that are currently under BIA sanction Level 2 or higher resulting from non-compliance with the Single Audit Act are ineligible for a TTGP award. Applicants at Sanction Level 1 will be considered for funding.

An applicant may submit more than one grant application; however, applications should address only one Tribal tourism project per application. Any submissions that contain multiple project proposals will not be considered. OIED will apply the same objective ranking criteria to each proposal.

The purpose of TTGP grants is to fund feasibility studies and business plans for proposed tourism projects. An application can request funding for a feasibility study and a business plan. Applications may also request either a feasibility or a business plan, depending on the Tribe's needs. Generally, feasibility studies cost up to \$50,000 and business plans between \$5,000 - \$20,000.

TTGP awards may **not** be used for:

- Establishing or operating a Tribal office;
- Indirect costs or administrative costs as defined by the Federal Acquisition Regulation (FAR);

- Purchase of equipment that is used to develop the feasibility studies, such as computers, vehicles, field gear, etc. (however, leasing of this type of equipment for the purpose of developing feasibility studies is allowed);
- Creating Tribal jobs to complete the project. An TTGP grant is not intended to create temporary administrative jobs or supplement employment for Tribal members;
- Legal fees;
- Application fees associated with permitting;
- Training;
- Contract negotiation fees;
- Feasibility studies of energy, mineral, energy legal infrastructure, or broadband related projects, businesses, or technologies that are addressed by OIED's Energy and Mineral Development Program (EMDP), Tribal Energy Development Capacity (TEDC); and
- Any other activities not authorized by the grant award letter.

VIII. TTGP Application Guidance. All applications are required to be submitted in digital form to grants.gov. For instructions, see <https://www.grants.gov/help/html/help/Applicants/HowToApplyForGrants.htm>. In very limited circumstances, OIED may accept a non-digital application. Please contact OIED at least a week prior to the submission deadline for approval.

IX. Mandatory Components. There are seven mandatory components (forms) that must be included in each proposal package. Links to the mandatory forms can be found under the "package" tab on the TribalTourismFY2021 grant opportunity page at www.grants.gov. The following are the names of the required forms:

Application for Federal Assistance (SF-424) [V3.0]

Budget Information for Non-Construction Programs (SF-424A) [V1.0]

Budget Narrative Attachment Form [V1.2]

Project Abstract Summary [V2.0]

Project Narrative Attachment Form [V1.2]

Attachments [V1.2]

Key Contacts [V2.0]

Application for Federal Assistance SF-424

It is required that the applicant complete the Application for Federal Assistance SF-424. Please use a descriptive file name that includes Tribal name and project description. For example: TTGPSF424.Tribalname.Project

Project Abstract Summary and Project Narrative Attachment

The first paragraph of the project narrative must include the title and basic description of the proposed Tribal tourism feasibility study and/or Tribal tourism business plan. The Project Narrative must not exceed 15 pages. At a minimum, it should include:

- A technical description of the project and, if applicable, an explanation of how the proposed new study and/or business plan would benefit the applicant and does not duplicate previous work;
- A description of the project objectives and goals;
- Deliverable products that the consultant is expected to generate, including interim deliverables (such as status reports and technical data to be obtained) and final deliverables (the feasibility study); and
- Resumes of key consultants and personnel to be retained, if available, and the names

of subcontractors, if applicable. This information may be included as an attachment to the application and will not be counted towards the 15-page limitation.

- Please use a descriptive file name that includes Tribal name and project description.

For example: TTGPNarrative.Tribalname.Project

In addition, unless prohibited by Tribal procurement procedures, please include a description of the consultant(s) the applicant wishes to retain, including the consultant's contact information, technical expertise, training, qualifications, and suitability to undertake the feasibility study.

These documents may be included at the end of the Project Narrative and will not be counted toward the 15-page limitation.

Project Narratives are not judged based on their length. Please do not submit any unnecessary attachments or documents beyond what is listed above, e.g., Tribal history, unrelated photos and maps.

Budget Information for Non-Construction Programs (SF-424A) [V1.0] and Budget Narrative Attachment Form [V1.2]

It is required that the budget be submitted using the SF-424A form. Please use a descriptive file name that includes Tribal name and project description. For example:

TTGPBudget.Tribalname.Project.

The budget must identify the amount of grant funding requested and a comprehensive breakdown of all projected and anticipated expenditures, including contracted personnel fees, consulting fees (hourly or fixed), travel costs, data collection and analysis costs, computer rentals, report generation, drafting, advertising costs for a proposed project and other relevant project expenses, and their subcomponents.

- Travel costs should be itemized by airfare, vehicle rental, lodging, and per diem, based on

the current Federal government per diem schedule.

- Data collection and analysis costs should be itemized in sufficient detail for the IED review committee to evaluate the charges.
- Other expenses may include computer rental, report generation, drafting, and advertising costs for a proposed project.

Key Contacts [V2.0]

Applicants must include the Key Contacts information page that includes:

- Project Manager's contact information including address, email, desk, and cell phone number;
- If there is more than one contact, please provide an additional key contacts form.
- Please use a descriptive file name that includes Tribal name and identifies that it is the critical information page (CIP). For example: TTGPCIP.Tribalname.Project.

Attachments [V1.2]

Utilize the *attachments form* to include the Tribal resolution issued in the fiscal year of the grant application, authorizing the submission of a FY 2021 TTGP grant application. It must be signed by authorized Tribal representative(s). The Tribal resolution must also include a description of the feasibility study and/or business plan to be developed. The attachments form can also be used to include any other attachments related to the proposal.

Special Note

Please make sure that SAM number used to apply is active, not expired;

Please make sure an *active* Automated Standard Application for Payment (ASAP) number is provided. Applicants *must* have an ASAP number to be eligible;



United States Department of the Interior

OFFICE OF THE SECRETARY
Washington, DC 20240

SEP 17 2021

The Honorable Lawrence Solomon
Chairman, Lummi Nation
2665 Kwina Road
Bellingham, Washington 98226

Dear Chairman Solomon:

On behalf of the Office of Indian Economic Development, Division of Economic Development (DED), I am pleased to inform the Lummi Nation that the Tribal Tourism Grant Program funding proposal to support tribal tourism feasibility studies and/or tribal tourism business plan development has been approved in the amount of \$75,000 supporting Tribal Cultural Heritage Tourism.

Congratulations on being awarded this grant and for pursuing economic progress for the Lummi Nation's community. The grant award will be administered in accordance with 2 CFR Part 200, Uniform Administrative Requirements, Cost Principles, and Audit Requirement for Federal Awards.

A grant assistance package will be developed in Grant Solutions (Notice of Award, NOA) and will include the terms and conditions of the award, including reporting requirements. Details on reporting requirements will be discussed at the award kick-off meeting that will be scheduled in early October 2021.

The award funding will be transferred through the Automated Standard Application for Payments (ASAP) system. The terms and agreements, including reporting requirements, will be available in the Grants Solutions system. Once a grantee completes the initial draw down from the ASAP system, the award is considered fully active. The grant will be administered by Ms. Jo Ann Metcalfe, Grant Officer, Division of Acquisition, Bureau of Indian Affairs, Central Office, Reston, Virginia.

The DED has assigned Mr. James R. West, Program Analyst, to serve as Program Officer. Mr. West can be reached by email at jamesr.west@bia.gov or by phone at (202) 595-4677. He will be available to discuss or advise on technical issues of the project. In addition, all written correspondence concerning the project should be addressed to him, including required quarterly reports. All final decisions to approve or decline a request are the responsibility of the Grant Officer.

Exhibit C

BIA Grant Award Letter

Interim Deliverables

While each phase of the project is being completed, the consultant will provide a monthly status report to the director of economic policy to incorporate into quarterly reporting, as required. If there are issues that extend timeframe, consultant will provide those issues and director will work collaboratively to bring project back on track,

Project timeline

This section will cover the timelines for the project through the period of performance, to ensure the deliverables are achieved on-time and within budget.

| Description | Days | Complete | Cost |
|---|------|------------|----------|
| Notification of Award | 0 | 10/12/2021 | |
| Negotiation on award terms and conditions | 30 | 11/11/2021 | |
| Draft RFP | 15 | 11/26/2021 | |
| Post RFP | 30 | 12/26/2021 | |
| Review RFPs and select contractor | 15 | 1/10/2022 | |
| Contract negotiations | 15 | 1/25/2022 | |
| Project Kickoff/Start feasibility study | 0 | 1/25/2022 | |
| Complete Feasibility Study | 90 | 4/25/2022 | |
| Review Draft feasibility study | 30 | 5/25/2022 | |
| Review final feasibility study | 15 | 6/9/2022 | \$50,000 |
| Start Business Plan | 0 | 6/9/2022 | |
| Draft Business Plan | 45 | 7/24/2022 | |
| Review Draft Business Plan | 30 | 8/23/2022 | |
| Review Final Business Plan | 15 | 9/7/2022 | |
| Approval of Final Business Plan | 15 | 9/22/2022 | \$25,000 |
| Project Close out/Next Steps | 25 | 10/17/2022 | |

In the past, the Lummi Nation had secured vendors to complete a feasibility study, and the average cost for such work product, was \$50,000. We anticipate the same costs would be allocated to complete the feasibility study for the Tribal Cultural Heritage Tourism proposal. Additionally, the Lummi Nation had secured and produced business plans for about half of the cost of a feasibility study, averaging about \$25,000. The total cost for completing this project is estimated at \$75,000.

Conclusion

The Lummi Nation is very excited to submit a grant proposal for the Tribal Cultural Heritage Tourism feasibility study and business plan development. The sections that we had covered in this grant application had included an overview of the tribal government, the economic situation and benefits, project deliverables, and project timeline. The final outcomes of this feasibility study and business plan will have lasting impacts on the Lummi Community.

2. Market demands/analysis
3. SWOT Analysis
4. Regional competition
5. Organizational structure
6. Management structure
7. Financial Model (proforma statements, including return on investment)

Once the draft business plan is completed, it will be submitted to the team and reviewed prior to final being issued.

Goal #4 – Improve visibility and viability

Once the business plan had been completed and presented, the team (not the consultant) must bring attention to proposed business venture. This can be achieved by:

1. Providing paid advertising in prominent locations to attract target customers (omni-channel)
2. Securing additional viable partners to provide goods and/or services

Goal #5 – Secure additional funding

In order to successfully bring the proposed business venture to reality, the nation must undergo a financial analysis to bring additional funding for implementation and operations. By having an independent contractor, objectively analyzing the feasibility and providing a business plan, the nation would be better suited to gain access to capital for infrastructure development, as well as business development from lenders, if needed.

Deliverables

This section will review the deliverables that are required to bring the business venture to reality for the Lummi Nation. These deliverables will be provided electronically to the team now, and into the future.

Resolution to Accept Grant Funds

As part of the applicant process, applicants were required to submit a resolution authorizing such a feasibility study and/or business plan be conducted under the Tribal Tourism Grant Program. As part of the LIBC process, we must return to LIBC for approval to accept grant funds, if awarded. A certified copy of the acceptance of grant funds resolution will be submitted to grant agency.

Request for Proposals and Executed Contract

See Goal #1

Feasibility Study

See goal #2

Business Plan

See goal #3

Tourism in the United States and in Indian Country is one of the largest and fastest growing sectors of economic development and jobs creation (NATIVE Act, S-1579, September 2, 2016). The Lummi Indian Business Council is seeking to create a destination management plan for the Lummi Nation, which includes the Lummi Nation, Whatcom County, towns of Ferndale, Bellingham, Blaine/Birch Bay, the San Juan Islands and Puget Sound.

This proposed project focuses on:

1. Fieldwork and preparation of a draft Directory of existing, tribal, open-to-the-public festivals, ceremonies and events for the 18 *Lushootseed* fishing tribes in the Puget Sound/Salish Sea region of Washington State;
2. Local and regional capacity-building in Native Heritage Tourism development and management; and
3. Improving local and regional coordination of Native Cultural Heritage Tourism programs and activities.

By the end of this project, Lummi nation would be able to successfully offer Tribal Cultural Heritage Tourism to the local and surrounding communities. This project would be supported by the Tribal Government through securing infrastructure (physical, legal, and administrative) and partnering with Lummi Tribal Entrepreneurs.

Goals and Objectives

This section of the proposal will outline the goals and objectives for the cultural heritage tourism feasibility study and business plan.

Goal #1 – Secure Consultant

At the time of writing this grant application, the Lummi Nation does not have a contractor/consultant in mind, so if awarded funds, we will have to complete a request for proposals. This would be our first objective. The second objective would be to evaluate the proposals received along (but not limited to) the following criteria:

1. Consultant qualifications
2. History of successful projects
3. Ability to adhere to budget and time constraints
4. Understanding of cultural sensitivity of subject matter

Goal #2 – Conduct Feasibility Study

After a consultant had been selected, it would be time to start conducting the feasibility of offering cultural heritage tourism. In order to achieve this goal, the consultant must:

1. Conduct quantitative research on the industry
2. Conduct qualitative research through interviews with tribal elders and leaders
3. Review attractions that are typically offered, and ability of tribe or entrepreneurs to meet those
4. Provide draft feasibility study to team for comment prior to final study

Goal #3 – Develop Business Plan

Once the feasibility study had been completed, the business plan typically comes next. The business plan must incorporate the findings from the feasibility study, but must also incorporate:

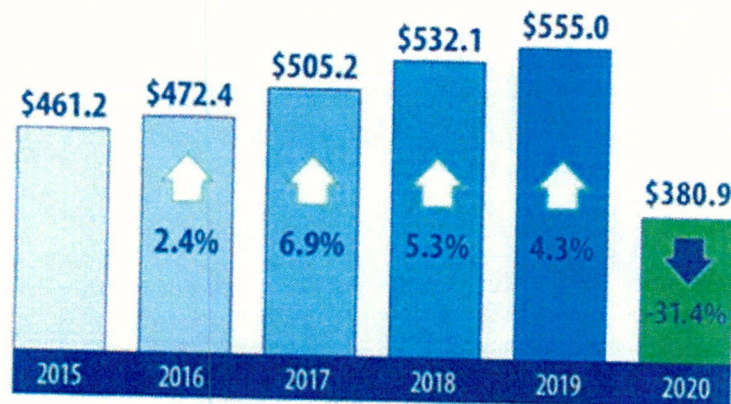
1. Site analysis

Whatcom County

In 2019, there were 3 million visitors to Bellingham and Whatcom County that supported 7,443 jobs. In 2020, primarily due to COVID-19 pandemic, this number had dropped to 4,199 jobs being supported in our region.

A study completed by Whatcom County provided that daytime travelers typically spend \$58 a day, while overnight travelers typically spend \$271 each, compared to \$145 for overnight friends and family travelers.

In 2020, the tourism industry revenue had dropped by 31.4% to \$380.9 million, as compared to \$555.0 in 2019. For the previous five years, the average growth rate had been 4.8%. If this trend continues, we can see an estimated \$581.4 million in FY2022 and \$609.0 million in FY2023, based on this data. Lummi Nation is anticipating capturing a portion of this local market.



Visitor Spending Trends

\$Millions. Year-over-year percentage change.

In 2019, the Lummi Hotel Tax collections were \$154,085 and in 2020 this decreased to around \$98,000. This represents a decrease of nearly 37% in hospitality spending.

The Whatcom County region had been negatively impacted by the COVID-19 Pandemic, and the restrictions related to essential travel, gatherings, and businesses. In the Fall 2020, the Western Washington University Border Policy Research Institute issued a report on the local impacts of COVID-19 on the tourism industry and closure of the US-Canada border. According to Tourism Vancouver, Visitor Centre traffic is currently down by 90% and it is likely the region will continue to feel the effects of the restrictions.⁵

Technical Description of Project

⁵ Border Policy Research Institute, Western Washington University, "COVID-19 and the US-Canada Border Report 3: Impacts on the Tourism Industry in Whatcom County" (2020). Border Policy Research Institute Publications. 124. https://cedar.wvu.edu.bpri_publications/124.

Lummi Stommish Water Festival

The Lummi Stommish Water Festival had started in 1946, as a way to honor our veterans that were returning home from World War II. This tradition continues to this day, having just completed our 75th annual celebration. "Please join us at the ...Stommish Water Festival to experience our culture and traditions with canoe races, traditional barbequed salmon, crab, shrimp, arts and crafts, Sla-Hal games, and so much more." – Henry Cagey, 2019. Facebook: <https://www.facebook.com/LummiNationStommishsince1946/>

First Salmon Ceremony

"Salmon is as important to the Lummi people as the air we breathe; it sustains our schlangen (way of life). Since time immemorial, our people honored the salmon each year by holding a salmon ceremony to respect the gift that the salmon woman provides to us, the sacrifice of her salmon children, and to pass down the tradition of respect taught to us by our leaders." <https://www.lummi-nsn.gov/Website.php?PageID=190>

Annual Canoe Journey

Each year, tribal nations from the United States and Canada, travel the highways of our ancestors by canoe. Each year, this journey can bring 10s of thousands of visitors from start to finish, with a majority of visitors during the "landing and protocol" that is week-long. <https://www.facebook.com/OfficalTribalJourneys/>

Marketing Strategy

As part of the tourism program to be offered at Lummi Nation, the Lummi Tribal Business Phonebook will be provided to guests that would like to participate in festivities. Further, to garner interest into the program from customers willing to make our program a destination, Lummi Nation will consider partnering with American Indian and Alaska Native Tourism Association (AIANTA) as a participating member. Additionally, Lummi Nation would provide paid advertising via omni-channel delivery.

Tourism Industry Overview

This section will provide an overview of the tourism industry at the national and regional levels to assess in economic benefits to be provided.

United States

In the US, the cultural heritage tourism industry had an economic impact of \$123.6 billion dollars and 30% of adults had specified that arts or a cultural or heritage event influenced their destination.⁴ Additionally, 49% of cultural travelers will pay more for lodging that has a distinctive cultural or heritage component.

Washington State

Visitor volume increased by 2.0 percent last year to a total of 110 million visitors in the **state**, and direct **visitor** spending totaled \$21.9 billion, up 4.5 percent in current dollars over 2018. On average, visitors spent \$60 million per day in **Washington State** last year.

⁴ The Important of Cultural Heritage Tourism. American Indian Alaska Native Tourism Association. Accessed August 2, 2021.

develop business expertise in the management and administration of tribal retail and commercial enterprises, and to enhance employment opportunities for tribal members.

Lummi Comprehensive Economic Development Strategy (CEDS)

The purpose of this process pursuant to [42 U.S.C. § 3162](#) and [13 C.F.R. Chapter III, Part 303, Section 303.7](#), the Comprehensive Economic Development Strategy (CEDS) is designed to bring together the public and private sectors in the creation of an economic roadmap to diversify and strengthen the regional economy. The CEDS should analyze the regional economy and serve as a guide for establishing regional goals and objectives, developing and implementing a regional plan of action, and identifying investment priorities and funding sources.

As stated in the Lummi CEDS Plan, a few of the region's weaknesses are: topography, high cost of physical infrastructure, lack of broadband, education gap, taxation, trust jurisdiction, to name a few. These weaknesses hamper the economic growth of our region by having high barriers of entry, lower educational attainment, higher development costs, lower connectivity and bandwidth to support commercial activities throughout the region. These barriers of entry can be brought down through opportunities that are identified in our CEDS. Our fisherman can provide value added processing of their shellfish and finfish, most of which already provide these products to local fish buyers during and at the end of a fishery. Further, these fishermen already have the infrastructure (boat, engine, and gear) to continually offering these to the community. These value-added products can be leverages in a cultural heritage tourism program, similar to a "sea-to-table" concept.

Lummi Member Owned Businesses

Each year, businesses are required to obtain a business license from the Lummi Indian Business Council, if they intend on engaging in business within our region. (Lummi Codes of Law Title 24: Business Regulation). In 2018, Lummi Indian Business Council through the Office of Economic Policy, implemented the [Lummi Tribal Business Phonebook](#), which provides contact information for businesses that are currently licensed by category. The two categories that may benefit the most from tourism promotion, strategy, and market growth, would be arts and crafts, and catering/food services. Out of these two categories, the top 10 business licenses can include:

1. Coastal Salish Custom
2. House of the Salish Sun Arts
3. Jason Laclair Coastal Works
4. Native Knits
5. Native Spirits Supplies
6. Battle's Kitchen
7. Boochi's
8. Native Catering
9. Wild West Seafoods
10. Wuggers Smoked Fish

Annual Events

This section will provide a sample of annual events that are related to Cultural Heritage Tourism that can be completed as part of a feasibility study and business plan.

| | | | |
|----|------------|-----------------------|--|
| 7 | Position G | Term expires Nov 2021 | Travis Brockie, Vice-Chairman Council Member |
| 8 | Position H | Term expires Nov 2022 | Lisa Wilson, Council Member |
| 9 | Position I | Term expires Nov 2022 | Kathy Pierre, Treasurer Council Member |
| 10 | Position J | Term expires Nov 2022 | Lawrence Solomon, Chairman Council Member |
| 11 | Position K | Term expires Nov 2022 | Clifford Cultee, Council Member |

The LIBC provides social, economic, and governmental services for the enrolled membership of the tribe and Reservation residents through six (6) primary executive departments:

1. Office of Economic Policy
2. Education
3. Health & Human Services
4. Law & Justice
5. Natural Resources
6. Planning & Public Works

The LIBC also consists of ancillary administrative departments that provide support services to the (7) executive departments:

1. Accounting
2. Finance
3. Human Resources
4. IT
5. Funding
6. Cultural
7. Legal

The administrative structure of the Lummi Indian Business Council reflects its long-term experience and commitment to the provision of services for implementing the Nation's goals and objectives

Office of Economic Policy

The Lummi Office of Economic Policy is a policy department that reports directly to the LIBC Treasurer. The mission of the Office of Economic Policy is to analyze, plan, implement, and administer government economic policies and actions necessary for advancing self-determination and improving the sustainable economic health and prosperity of Lummi Nation's public and private sector to empower our tribal members and entities to do more, now and in the future in order to preserve, promote and protect our Schelangen. As part of our mission fulfillment, we regularly review funding opportunities as well as business opportunities for the nation and its members, including small businesses/entrepreneurs to undertake. Currently, the Lummi Office of Economic Policy manages the business license directory for the [nation businesses](#) and [individually owned business](#).

Lummi Commercial Company

The Lummi Commercial Company (LCC) was established by LIBC Resolution 2000-120, to maintain and operate Lummi Nation owned retail and commercial for-profit enterprises as delegated by the LIBC; to generate revenue for the strengthening of tribal self-government; to

Only 46.6% of rural tribal lands are covered at the same service level, a gap of 27 points behind non-tribal rural areas. This data points a picture in the area that Lummi is currently facing as well. An important element of the Tribal Cultural Heritage Tourism would be connectivity throughout the Lummi Nation and surrounding homelands that may comprise portions of the project.

Tribal Government Description

This section of the proposal will include the description of the tribal government, and the key players that would be responsible for implementation after the completion of a feasibility study and business plan.

Lummi Indian Business Council

Since time immemorial, the Lummi has been a fishing community. We built a subsistence-based culture and economy by following the resources of the land and sea, which have sustained us for thousands of years. Our Anthem, "Che Shesh Whe Wheleq", meaning "survivors of the flood", tells us that our ancestors survived the Great Flood and that we, the Lummi People, have adapted over thousands of years to prosper and evolve with the times. Today we manage 13,000 acres on the Lummi Reservation, operating aquaculture, business and programs that benefits a population of 5641 Lummi Tribal Members, our neighbors, and northwest Washington.

Lummi Indian Business Council

The Lummi Indian Business Council (LIBC) is the duly elected governing body of the Lummi Tribe of the Lummi Indian Reservation by authority of the Constitution and By-Laws of the Lummi Nation as approved on April 10, 1970 by the Assistant Commissioners of Indian Affairs.

The Council members are elected officials who represent the highest decision-making authority for the Nation and are strong advocates of the Economic Development planning process. The LIBC is comprised of eleven (11) enrolled Lummi tribal members who are elected to three-year staggered terms by members of the Lummi Nation General Council. A minimum of seven (7) members must live on the reservation. Following each election, the LIBC at their first meeting elect Officers from their own membership to serve for one-year terms. The LIBC elected Chairman, Vice-Chairman, Secretary and Treasurer carry out the constitutional duties of their offices in accordance with the Lummi Constitution, Codes and legislative action.

The responsibilities of the Council include maintaining a government-to-government relationship with federal, state, county, city and other tribal governments.

Per the Lummi Constitution, the governing body of the Lummi Tribe is a business council consisting of eleven (11) members duly elected to serve for a three-year term, provided that a minimum of seven (7) members must live on the reservation.

| | | | |
|---|------------|-----------------------|---|
| 1 | Position A | Term expires Nov 2023 | Maureen Kinley, Council Member |
| 2 | Position B | Term expires Nov 2023 | Terrance Adams, Council Member |
| 3 | Position C | Term expires Nov 2023 | William Jones Jr., Secretary Council Member |
| 4 | Position D | Term expires Nov 2023 | Yvonne Cagey, Council Member |
| 5 | Position E | Term expires Nov 2021 | Nickolaus Lewis, Council Member |
| 6 | Position F | Term expires Nov 2021 | Henry Cagey, Council Member |

force while also aiming to reduce the unemployment rate in the region. The Tribal cultural heritage tourism industry requires individuals that know the culture and history, to take an active role in delivering such goods and/or services to customers.

During the COVID-19 pandemic, the Lummi Nation had suffered from an unemployment rate of nearly 60%. This unemployment rate is far higher than the national average. Through the tribal tourism grant, and attraction of businesses, we aim to reduce this unemployment rate.

Educational Attainment

Regional economic success depends heavily on the educational attainment of its workforce. The table below will review the educational attainment at multiple levels.

| Educational Attainment ³ | United States | Washington State | Whatcom County | Lummi Reservation |
|-------------------------------------|---------------|------------------|----------------|-------------------|
| White | | | | |
| -High school Diploma or higher | 89.9% | 93.4% | 94.9% | 92.8% |
| -Bachelor's degree or higher | 33.5% | 36.3% | 35.4% | 26.8% |
| AIAN | | | | |
| -High school Diploma or higher | 80.3% | 83.4% | 80.5% | 83.1% |
| -Bachelor's degree or higher | 15.0% | 14.7% | 14.5% | 12.8% |

Table 2: US Census Bureau Table S1501

From reviewing the census data above, AIAN are disproportionally impacted by their educational status when compared to their white counterparts at all levels. Specifically, the greatest caps in education occur in Whatcom County for AIAN and the completion of a high school diploma (-14.4%) and within Washington State for the completion of a bachelor's degree or higher (-21.6%). Despite these gaps in education attainment, our community can still benefit from implementing a cultural heritage tourism facility or business. Our community can provide the goods and services by being taught our culture and history, in our home. The ability to attain a college degree can make the facility or business competitive, in that it can be managed by a community member.

Infrastructure Needs – Broadband

In 2019, the Lummi Nation had completed a broadband roadmap that had outlined the needs for broadband on the Lummi Peninsula. Broadband would be an asset for the prospective customers to have access to while also beneficial for the Lummi Nation and prospective tribal tourism to be offered. Further in 2019, the FCC had release a new study that showcases the digital divide that Tribal lands have, process has been made, but there is still room for improvement. From the study, there were about 92% of housing units on urban tribal lands that have access to internet service of at least 25/3 Mbps broadband speeds, a gap of 6 points behind non-tribal urban areas.

³ Educational Attainment. US Census Bureau. Table S1501 2019 5-year estimates. Data.census.gov. Accessed August 2, 2021.

Approximately 38 miles of highly productive marine shoreline surround the reservation on all but the north and northeast borders. Much of the high-density development to date has occurred along the marine shoreline. The reservation also features a relatively low topographic relief and a temperate marine climate. Today the reservation uplands encompass approximately 12,500 acres and the tidelands are approximately 7,000 acres.

The Lummi Nation also owns additional Tribal lands outside of the reservation and they include: Loomis Trail, Salish Village, Lummi Island, Orcas Island, and Portage Island.

Archaeological evidence shows that the San Juan Islands supported hunting and gathering areas 6,000 to 8,000 years ago. The Lummi people followed patterns of seasonal movement between the islands and the mainland and from large winter villages to smaller resource camps occupied in other seasons. Because of the exposure to severe winter winds and storm of the Strait of Juan de Fuca, those sites found within were considered more likely seasonal, rather than permanent settlements, but still of the utmost importance to the Lummi people today.

Unemployment

According to an article published by the United States (US) Bureau of Labor Statistics (BLS) in 2019¹, "...AIAN unemployment rates were higher than those of the total population..." This section will further support the article that was published in 2019, as this trend continues.

| Geography ² | United States | Washington State | Whatcom County | Lummi Reservation |
|---------------------------|---------------|------------------|----------------|-------------------|
| All Races | | | | |
| Labor Force Participation | 63.4% | 64.5% | 62.4% | 55.7% |
| Unemployment Rate | 5.3% | 5.0% | 5.7% | 6.7% |
| AIAN | | | | |
| Labor Force Participation | 58.2% | 57.1% | 55.2% | 54.3% |
| Unemployment Rate | 10.2% | 10.5% | 8.9% | 8.2% |

Table 1: US Census Bureau Table: S2301

As of March 30, 2021, the Lummi Nation had 5,632 enrolled members. The table above provides the economic disadvantages that the Lummi Reservation, specifically, the American Indian and Alaska Native (AIAN) population suffers. At the national level (US), AIAN unemployment rate is nearly double when compared to all races combined (10.2% to 5.3%, respectively) At the state level (WA State), the unemployment rate is more than double the state average for all races at 5.0%, while AIAN are at 10.5%. This pattern is continued, but less severe, at the local levels (County and reservation). This project would support more individuals to participate in the labor

¹ American Indians and Alaska Natives in the U.S. labor force. United States Bureau of Labor Statistics, Monthly Labor Review. November 2019. Accessed August 12, 2021.

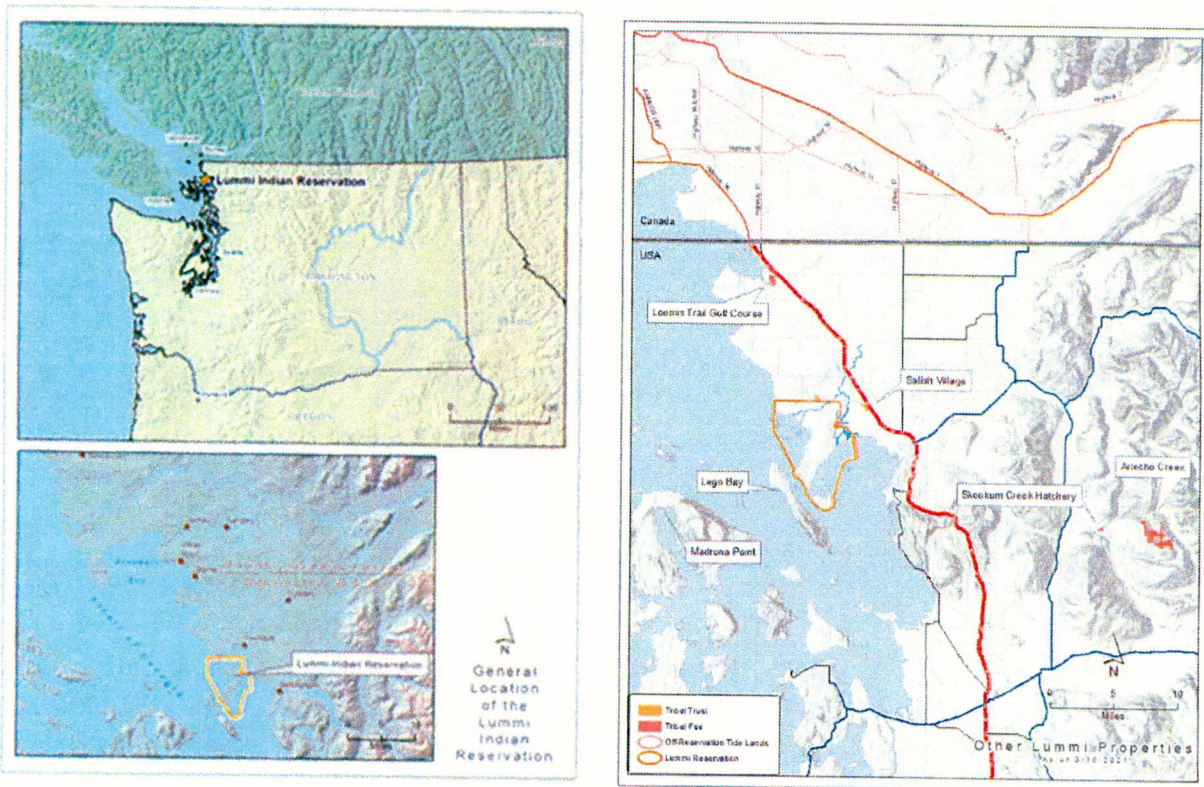
² Employment Status. U.S. Census Bureau. Table S2301 2019 5-year Estimates. Data.census.gov. Accessed August 2, 2021.

Projects Economic Benefits

This section of the proposal will describe, in detail the economic situation in which the Lummi Reservation faces. Further, this section will detail the unemployment rate, workforce development, and tie the proposed tribal cultural heritage tourism feasibility study and business plan with the positive impacts on the community.

Geographic Location

Understanding the Lummi Nation economy begins with understanding the geography of the Lummi Indian Reservation and surrounding areas. The Lummi Indian Reservation is located approximately 8 miles west of Bellingham, Washington, 90 miles north of Seattle, Washington, and 60 miles south of Vancouver, British Columbia, Canada.



The Reservation is comprised of a five-mile-long peninsula, which forms Lummi Bay on the west and Bellingham Bay on the east; a northern upland area and the smaller peninsula of Sandy Point on the west; the flood plains and deltas of the Lummi River and the Nooksack River; Portage Island; and associated tidelands.

The Nooksack River, on the eastern boundary of the Reservation, drains a watershed of 786 square miles and discharges into Bellingham Bay (and partially into Lummi Bay via the Red River, during flooding). Because the main peninsula is south of the Nooksack and Red Rivers, each year it is completely isolated from trade partners and emergency services, such as fire departments and ambulances, due to flooding.

Executive Summary

In this grant application, you will see why offering a Tribal cultural heritage tourism project that provides:

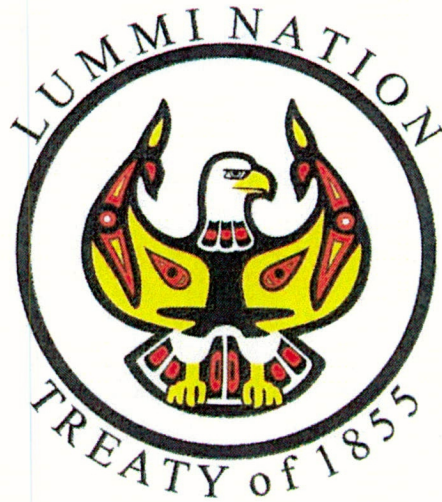
1. fieldwork and preparation of a draft Directory of existing, tribal, open-to-the-public festivals, ceremonies and events for the 18 *Lushootseed* fishing tribes in the Puget Sound/Salish Sea region of Washington State;
2. local and regional capacity-building in Native Heritage Tourism development and management; and
3. improving local and regional coordination of Native Cultural Heritage Tourism programs and activities.

By the end of this project, Lummi nation would be able to successfully offer Tribal Cultural Heritage Tourism to the local and surrounding communities. This project would be supported by the Tribal Government through securing infrastructure (physical, legal, and administrative) and partnering with Lummi Tribal Entrepreneurs.

The Lummi Nation is currently economic disadvantaged due to high unemployment rates (pre- and during the COVID-19 pandemic), lower educational attainment rates, and lack of access to infrastructure. This project hopes to leverage the cultural history and knowledge of the Lummi Community to support a tribal cultural heritage tourism business venture, and entice members to attain a college education. By obtaining a college education, the members would ensure the sustainability of a tourism project by becoming and remaining the managers of a business providing goods and services in this industry.

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Tribal Cultural Heritage Tourism

Lummi Indian Business Council

August 12, 2021

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Prepared for:

Bureau of Indian Affairs
Office of Indian Economic Development
Tribal Tourism Grant Program
Part of the Native Act

“We are the Lhaq’temish, the Lummi People. We are the original inhabitants of Washington’s northernmost coast and southern British Columbia. For thousands of years, we worked, struggled, and celebrated life on the shores and waters of the Puget Sound. We are fishers, gatherers, and harvesters of nature’s abundance. We envision our homeland as a place we enjoy an abundant, safe, and health, life in mind, body, society, environment, space, time, and spirituality; where all are encouraged to succeed, and none are left behind.” – Author unknown

www.lummi-nsn.gov

Exhibit B

BIA Grant Application

XVII. Paperwork Reduction Act: The information collection requirements contained in this notice have been reviewed and approved by the Office of Management and Budget (OMB) under the Paperwork Reduction Act, 44 U.S.C. 3504(h). The OMB control number is 4040-0004. The authorization expires on 12/31/2022. An agency may not conduct or sponsor, and you are not required to respond to, any information collection that does not display a currently valid OMB Control Number.

XVIII. Authority: This is a discretionary grant program authorized under the NATIVE Act (25 U.S.C. 4354(b)). The NATIVE Act authorizes the head of an agency with assets or resources relating to travel, recreation, or tourism promotion or branding enhancement for which Indian Tribes, Tribal organizations, or Native Hawaiian organizations are eligible may be used: (1) to support the efforts of Indian Tribes, Tribal organizations, and Native Hawaiian organizations to tell the story of Native Americans as the First Peoples of the United States; (2) to use the arts and humanities to help revitalize Native communities, promote economic development, increase livability, and present the uniqueness of the United States to visitors in a way that celebrates the diversity of the United States; and to carry out 25 U.S.C. 4354.

Bryan Newland,
Principal Deputy Assistant Secretary – Indian Affairs.

best available science and providing the American people with enough information to thoughtfully and substantively evaluate the data, methodology, and analysis used by the Department to inform its decisions.

- **Use of Data.** The regulations at 2 CFR 200.315 apply to data produced under a Federal award, including the provision that the Federal Government has the right to obtain, reproduce, publish, or otherwise use the data produced under a Federal award as well as authorize others to receive, reproduce, publish, or otherwise use such data for Federal purposes.
- **Availability of Data.** The recipient shall make the data produced under this award and any subaward(s) available to the Government for public release, consistent with applicable law, to allow meaningful third-party evaluation and reproduction of the following:
 - The scientific data relied upon;
 - The analysis relied upon; and
 - The methodology, including models, used to gather and analyze data.

XVI. Questions and Requests for IED Assistance. OIED staff may provide technical consultation, upon written request by an applicant. The request must clearly identify the type of assistance sought. Technical consultation does not include funding to prepare a grant proposal, grant writing assistance, or pre-determinations as to the likelihood that a proposal will be awarded. The applicant is solely responsible for preparing its grant proposal. Technical consultation may include clarifying application requirements, confirming whether an applicant previously submitted the same or similar proposal, and registration information for SAM or ASAP.

be of competitive interest to that recipient or sub-recipient.

Notification

- Non-Federal entities, including applicants for financial assistance awards, must disclose in writing any conflict of interest to the DOI awarding agency or pass-through entity in accordance with 2 CFR 200.112, Conflicts of Interest.
- Recipients must establish internal controls that include, at a minimum, procedures to identify, disclose, and mitigate or eliminate identified conflicts of interest. The recipient is responsible for notifying the Financial Assistance Officer in writing of any conflicts of interest that may arise during the life of the award, including those that have been reported by sub-recipients.
- Restrictions on Lobbying. Non-Federal entities are strictly prohibited from using funds under this grant or cooperative agreement for lobbying activities and must provide the required certifications and disclosures pursuant to 43 CFR Part 18 and 31 U.S.C. 1352.
- Review Procedures. The Financial Assistance Officer will examine each conflict of interest disclosure on the basis of its particular facts and the nature of the proposed grant or cooperative agreement, and will determine whether a significant potential conflict exists and, if it does, develop an appropriate means for resolving it.
- Enforcement. Failure to resolve conflicts of interest in a manner that satisfies the Government may be cause for termination of the award. Failure to make the required disclosures may result in any of the remedies described in 2 CFR 200.338, Remedies for Noncompliance, including suspension or debarment (see also 2 CFR part 180).

Data Availability

- Applicability. The Department of the Interior is committed to basing its decisions on the

In addition, this funding opportunity and financial assistance award must adhere to the following provisions.

XV. Conflicts of Interest

Applicability

- This section intends to ensure that non-Federal entities and their employees take appropriate steps to avoid conflicts of interest in their responsibilities under or with respect to Federal financial assistance agreements.
- In the procurement of supplies, equipment, construction, and services by recipients and by sub-recipients, the conflict of interest provisions in 2 CFR 200.318 apply.

Requirements

- Non-Federal entities must avoid prohibited conflicts of interest, including any significant financial interests that could cause a reasonable person to question the recipient's ability to provide impartial, technically sound, and objective performance under or with respect to a Federal financial assistance agreement.
- In addition to any other prohibitions that may apply with respect to conflicts of interest, no key official of an actual or proposed recipient or sub-recipient, who is substantially involved in the proposal or project, may have been a former Federal employee who, within the last one (1) year, participated personally and substantially in the evaluation, award, or administration of an award with respect to that recipient or sub-recipient or in development of the requirement leading to the funding announcement.
- No actual or prospective recipient or sub-recipient may solicit, obtain, or use non-public information regarding the evaluation, award, administration of an award to that recipient or sub-recipient or the development of a Federal financial assistance opportunity that may

officer for this grant and until the recipient receives notice of such availability, to be confirmed in writing by the grant officer.

All payments under this agreement will be made by electronic funds transfer through the ASAP. All award recipients are required to have a current and accurate DUNS number to receive funds. All payments will be deposited to the banking information designated by the applicant in the System for Award Management (SAM).

XIV. Reporting Requirements for Award Recipients. The applicant must deliver all products and data required by the signed Grant Agreement for the proposed TTGP feasibility study and business plan project to OIED within 30 days of the end of each reporting period and 90 days after completion of the project. The reporting periods will be established in the terms and conditions of the final award.

OIED requires that deliverable products be provided in digital format. Reports can be provided in either Microsoft Word or Adobe Acrobat PDF format. Spreadsheet data can be provided in Microsoft Excel, Microsoft Access, or Adobe PDF formats. All vector figures should be converted to PDF format. Raster images can be provided in PDF, JPEG, TIFF, or any of the Windows metafile formats. The contract between the grantee and the consultant conducting the TTGP funded feasibility study must include deliverable products and require that the products be prepared in the format described above.

The contract should include budget amounts for all printed and digital copies to be delivered in accordance with the grant agreement. In addition, the contract must specify that all products generated by a consultant belong to the grantee and cannot be released to the public without the grantee's written approval. Products include, but are not limited to, all reports and technical data obtained, maps, status reports, and the final report.

The reviewers will determine if the proposal describes in detail applicable proposed deliverables. For example, a mountain biking tour study would include deliverables such as, but not limited to, site analysis, market demographics, marketing strategies, drive-time market, regional competition, market demands, and a financial model that includes investment and return on investment projections.

Project Tasks and Timeline: 10 points

The reviewers will determine if a comprehensive timeline has been developed to address tasks that are needed to successfully complete the objectives outlined in the scope of work.

Costs of Proposal/Budget: 10 points

The reviewers will assess the costs listed in the budget to determine if the overall value of the project is competitively priced and in accordance with the goals stated within the proposal/scope of work.

Specificity: 10 points

In addition, the reviewers understand that applicants may retain consultant(s) that prepare the Tourism proposal to also conduct the feasibility study if the grant is awarded. This does not prejudice an applicant's chances of being selected as a grantee. However, the Committee will view unfavorably proposals that show little evidence of communication between the consultant(s) and the applicant or scant regard for the applicant community's unique circumstances. Facsimile applications prepared by the same consultant(s) and submitted by multiple applicants will receive scrutiny in this regard.

- **XIII. Transfer of Funds.** IED's obligation under this solicitation is contingent on receipt of congressionally appropriated funds. No liability on the part of the U.S. Government for any payment may arise until funds are made available to the awarding

Proposals (both feasibility and business plans) will be formally evaluated by an OIED review committee using the five criteria listed below. Each criterion provides a percentage of the total maximum rating of 100 points.

The Project's Economic Benefits: 50 points

Project Deliverables: 20 Points

Feasibility Process and Analysis: 10 points

Costs of Proposal: 10 points

Specificity: 10 points

The Project's Economic Benefits: 50 points

The reviewers will determine if the proposal's scope of work clearly states the tourism opportunity to be studied. Factors that the reviewers will consider when awarding points are, but not limited to:

- Does the tourism proposal address what is needed to increase tourism capacity?
- Does the proposal describe the benefits that the tourism project would have if implemented?
- Does the proposal describe i how the project will address economic development challenges -- such as unemployment, workforce development, and infrastructure needs -- and stimulate economic activity within a Native community?
- Does the proposal address sustainability planning, ensuring that the project has long-term benefits for the community?
- Does the proposal identify any partnerships with non-profit or private sector resources that might increase the potential that the tourism project will succeed?

Project Deliverables: 20 points

It is helpful to list counties where the project is located and congressional district number where the project is located.

X. Incomplete Applications. Applications submitted without one or more of the five mandatory components described above will be returned to the applicant with an explanation. The applicant will then be allowed to correct any deficiencies and resubmit the proposal for consideration on or before the deadline. This option will not be available to an applicant once the deadline has passed.

XI. Review and Selection Process. Upon receiving a TTGP application, OIED will determine whether the application is complete and that the proposed project does not duplicate or overlap previous or currently funded OIED tourism projects. Any proposal that is received after the date and time in the **DATES** section of this notice will not be reviewed. If an application is not complete and the submission deadline has not passed, the applicant will be notified and given an opportunity to resubmit its application.

The OIED Review Committee, comprised of OIED staff, staff from other Federal agencies, and subject matter experts, will evaluate the proposals against the ranking criteria. Proposals will be evaluated using the five ranking criteria listed below, with a maximum achievable total of 100 points.

Final award selections will be approved by the Assistant Secretary--Indian Affairs and the Associate Deputy Secretary, U.S. Department of the Interior. Applicants not selected for award will be notified in writing.

XII. Evaluation Criteria