

**Inter-Tribal Food Hub Cooperative
Request for Proposal
Feasibility Study
RFP Due: November 14th 2022**

Table of Contents:

Summary and Timeline 3

About the Inter-Tribal Food Hub Cooperative **Error! Bookmark not defined.**

Reason for RFP 5

A – Agency/Vendor Overview 6

B – Client Experience..... 7

C – Costs 8

D – Selection Criteria 9

E – RFP Contact and Delivery Details.....100

Summary and Timeline

The purpose of this Request for Proposal (RFP) is to secure the services of an agency that will conduct a feasibility study that determines whether the components exist at a scale to create a successful Inter-Tribal Food Hub Cooperative. The end goal will be recommendations that can be implemented to invest in an Inter-Tribal Food Hub Cooperative, or decide that an Inter-Tribal Food Hub Cooperative is not feasible at this time.

RFP sent to vendors: November 1st

Clarification questions sent to Lauren Knaus: November 7th

Answers to vendors: November 8th

RFP submissions due: November 14th

Vendor interviews: November 21st

Vendor decision: November 28th

About the Inter-Tribal Food Hub Cooperative

Racial, ethnic, and economic injustice is epitomized by two hundred fifty years of federal efforts to undermine Tribal food systems as both a method of control and to seize vast landscapes of valuable agricultural and natural resources. In recent years, a growing Indigenous food sovereignty movement has sought to revive food systems to promote community health, cultural revival, and sustainable economic development. This effort is a critical element in supporting Indigenous food sovereignty.

The Menominee Community experiences the highest diabetes prevalence, highest heart disease rates, and lowest life expectancy in the State of Wisconsin, which can all be attributed to a high rate of food insecurity, limited access to healthy foods, and high rate of poverty for individuals, families and children, and the disruption of cultural lifeways.

It is the vision of the Menominee Indian Tribe of Wisconsin (MITW) to renew a culturally vibrant agriculture and food system that addresses the lingering effects of historical trauma and social determinants of health, while creating opportunities for the Menominee people to renew a strong sense of cultural identity. Despite the significant loss of land, language and culture, the Menominee Nation has the knowledge, momentum, and resources to rebuild the agriculture and food systems to be strong enough to withstand pandemics, economic downturns, high food costs, and other catastrophic events. The MITW will leverage this experience to lead the development of a thriving Great Lakes Inter-Tribal Food System through revived traditional trade routes.

The coalition of stakeholders that have convened on a weekly basis since early 2021 for the Tribal Elder Box program have developed a working group to address food system issues across a broad perspective beyond the initial program. Our collaborative team has identified several key gaps in the food system that our team would like to explore and work toward building solutions with the creation of an Inter-Tribal Food Cooperative.

- Many Tribal communities lack access to traditional, culturally-relevant, and healthy food.
- Many of the historical trade routes and Inter-Tribal relationships to share Indigenously-produced food have been disrupted in modern times. There is a mutual desire between many Native Nations to revive these relationships and trading opportunities.
- There are fewer Indigenous food producers operating with inadequate production to serve their own communities, much less opening for sales to non-Native buyers.
- Many Indigenous producers are operating at a small scale, and lack the resources to make their production, logistics and marketing efficient and competitively-priced to ensure an adequate profit-margin.
- Coordinating product demand, sourcing, logistics, infrastructure capacity, storage, packaging and distribution take a considerable number of resources and expertise to manage.

Reason for RFP

What are the metrics we need to study to determine the feasibility of a successful Inter-Tribal Food Hub Cooperative?

Business Plan

- What capital purchases would need to be made for this to be a successful Inter-Tribal Food Hub Cooperative? (brick and mortar building, vans, etc)
- What do we need to focus on first? Transportation, other food hub models, logistics, inventory, ordering system?
- What would the HR needs be? (someone to lead and support Inter-Tribal Food Hub Cooperative)
- Who are possible vendors/suppliers?
- What would the marketing plan look like?
- What operational needs would be required? (logistics, technology)
- Creation of financial projections and funding sources
- Estimation of timeline for feasibility study
- Creation of timeline leading to launch of Inter-Tribal Food Hub Cooperative

Current/Potential Resources

- Discuss with current producers to see where they can expand, what issues/barriers they face
- Who are the potential growers/producers?
- Breaking down in greater detail, what is potential production, barriers, how to expand production?

Current/Potential Market

- Where are complimentary sales?
- Who is purchasing the products now/future?
- Is this business to business model or business to consumer model?

Funding

- What funding is out there to sustain current program?
- How would it sustain itself in the future?

A – Agency/Vendor Overview

1. General information
 - a. Agency Name
 - b. Website/relevant blogs/social/etc.
 - c. Key contact for follow-up
 - d. Year founded
 - e. Offices/locations
 - f. What is your agency mission/vision/values?

2. Your Process and Capabilities
 - a. Do you have a defined process from strategy to execution? Describe.
 - b. What role does data play to inform/validate your insights/work?
 - c. Detail the capabilities of your Analytics department
 - d. Describe your core areas of expertise/competencies
 - e. How will you collect intelligence across potential service area?

B – Client Experience

1. Please provide current or recent client experience with similar project.

C - Costs

1. Provide us a clear presentation of all costs associated with the study and implementation of recommendations
2. Provide any information on nonprofit rates or pro bono opportunities

D – Selection Criteria

We will be evaluating submissions based on the following criteria.

- Experience with food related projects
- Experience with nonprofit organizations
- Experience with Tribal Nations
- Ability to meet Inter-Tribal Food Systems Team timeline and goals with flexibility/speed/scale

E – RFP Contact and Delivery Details

RFPs should be submitted electronically by EOD November 14th 2022 to:

Lauren Knaus at lknaus@feedingamericawi.org

Questions can be submitted via email to the address above.