



**Request For Proposal**

**Cannabis Retail Dispensary**

**Multiple Locations – Isabella Reservation**

## **Introduction**

The Saginaw Chippewa Indian Tribe of Michigan is a federally recognized Indian Tribe with Trust Lands and operations in Isabella and Arenac Counties within the State of Michigan. The Tribe operates two major gaming and entertainment venues: The Soaring Eagle Casino and Resort and the Saganing Eagles Landing Casino and Hotel. The Tribe also operates two gas stations, retail mall, Soaring Eagle Waterpark and Hotel and various land holdings as part of its non-gaming business portfolio.

The Tribe is seeking proposals to operate a retail cannabis dispensary within select facilities and Tribal Trust Land. Currently, potential new venues include Suites 2 and 3 of the Arnold J. Sowmick Sr. Plaza, the retail store within the Soaring Eagle Casino, and a vacant parcel of land.

Tribal Council will be adopting its first regulations by ordinance, allowing commercial cannabis activities within Tribal Trust Lands. These regulations will become effective sometime during the first quarter of 2021. Tribal Council will create the cannabis ordinances to refine definitions; allowed testing, manufacturing and cultivation businesses to apply for permits to operate within the Tribes' facilities and properties. Final ordinances will be delivered to the selected applicant and the acceptance of their proposal will be conditional upon their acceptance of the new Tribal Cannabis Ordinance.

At this time the Tribe is issuing this RFP for retail dispensary businesses only.

## **Proposed Schedule**

1. RFP Opens – March 2021
2. RFP Due – April 8th 2021
3. RFP Evaluated by Tribal Representatives – April 2021
4. RFP Awarded – May 2021
5. Project initiated – June 2021

## **RFP Items**

All applicants must timely submit the following (all late submissions will be returned unopened):

1. Provide a Statement of Qualifications. Describe the Cannabis Business Owner's qualifications relative to the proposal, including experience running existing cannabis business and/or non-cannabis businesses. CV/resumes may be attached as an exhibit to this Section of the proposal. Statement of Qualifications must include State of Michigan Marijuana Regulatory Agency (MRA) License.
2. Saginaw Chippewa Indian Tribe of Michigan Request for Proposals for Cannabis Business Operating Permit. There are three potential cannabis dispensary locations under consideration within this RFP: Soaring Eagle Casino and Resort Retail Store, Arnold J. Sowmick Sr. Retail Plaza, and an undeveloped plot of land with M-20 access next to Taco Bell and across from the Soaring Eagle Waterpark. For each location the applicant wishes to operate a retail cannabis outlet, please provide the following information (if requesting multiple outlets may submit foundation information requested in this bullet point once, then specifics for each property):

- a. Confidentiality Disclaimer: The information required by this Section shall be confidential, and shall not be subject to public inspection or disclosure except as may be required by Tribal, federal, state or local law. Disclosure of information pursuant to this Section shall not be deemed a waiver of confidentiality by the applicant or any individual named in the application. The Tribe shall incur no liability for the inadvertent or negligent disclosure of such information.
- b. Proposal Implementation. Provide verifiable, detailed descriptions and other background information for any Cannabis Business Owner. Describe other resources, including financial resources, dedicated to implement this application. (Confidential) (500 word maximum)
- c. Understanding and Approach. Provide a statement demonstrating the applicant's understanding and approach to running the proposed cannabis business (including in store payment options and adherence to appropriate banking regulations) and how that approach will integrate the business into the existing Tribal operations and community in which it is located. (500 word maximum)
- d. Tribal Hire Program/Tribal Community Benefit (optional). Responding to this Section is voluntary. Describe the business plan, if any, to maximize the following:
  - i. Tribal Member hire program: Applicants may provide a plan demonstrating how they would hire Tribal Members. A Tribal hire plan could address:
    - 1. A minimum percentage of the business' employment base hired from Tribal Membership or enrolled Tribal Members.
    - 2. A recruitment plan for new hires, including outreach methods.
    - 3. The hourly wage of the lowest-paid employee.
    - 4. Estimated number of employees in the first year, second year, third year, fourth year and fifth year.
    - 5. Available job pathways and career advancement.
    - 6. Describe any plans to train and promote Tribal employees.
    - 7. Estimated number of full-time and part-time positions in years one through five. (500 word maximum)
- e. Community benefit: Describe how the applicant's proposal will impact the Tribal Community. (500 word maximum)
- f. Proposed schedule. Provide a schedule for opening the cannabis business. The schedule should include dates for the following:
  - i. Design review, if applicable
  - ii. Signage approval, if applicable
  - iii. Tribal permit process, if applicable
  - iv. Issuance of other regulatory permits
  - v. Completion of construction
  - vi. Opening and commencement of operations
- g. Additional sources of revenue to the Tribe that have not been identified by this RFP that the applicant proposes to be considered as part of their submission.
- h. Potential future partnership opportunities between the Tribe and the applicant to increase the economic potential of any business arrangement between the Tribe and the applicant.

3. Soaring Eagle Casino Retail Site:
  - a. Lease rate per square foot **and/or**
  - b. Percentage revenue share with Tribe
  - c. Estimated annual revenue for this location
  - d. Duration of lease
4. The Arnold J. Sowmick Sr. Plaza, Suites 2 and/or 3:
  - a. Lease rate per square foot **and/or**
  - b. Percentage revenue share with Tribe
  - c. Estimated annual revenue for this location
  - d. Duration of lease
  - e. Construction Responsibility – Tenant or Tribe  
Estimated shell cost  
Estimated build-out cost  
Responsibility of the Tribe  
Responsibility of the Tenant
5. New dispensary construction on M-20 plot:
  - a. Lease rate per square foot **and/or**
  - b. Percentage revenue share with Tribe
  - c. Estimated annual revenue for this location
  - d. Duration of lease
  - e. Construction Responsibility- Tenant or Tribe  
Estimated shell cost  
Estimated build-out cost  
Responsibility of the Tribe  
Responsibility of the Tenant
6. The applicant with the highest scoring proposal will receive a virtual meeting to negotiate a Letter of Intent followed by formal permit documentation and other agreements needed as determined by the Tribal Cannabis Commission.

### **Submittal Instructions**

The proposal shall be signed by an individual(s) authorized to execute legal documents on behalf of the applicant. Failure to provide all required submittals may result in a proposal being found non-responsive and given no consideration.

One electronic PDF version of the proposal no later than April 8, 2021, 5:00 PM to the following address:

Economic Development Director Brian Smith, [basmith@sagchip.org](mailto:basmith@sagchip.org)

Late proposals will not be considered. The Tribe assumes no responsibility for delays.

Any proposal received prior to the submittal date may be modified or withdrawn by written request from the applicant to the Tribe up to the submittal deadline.

### **Questions**

For information concerning RFP procedures (i.e., submission deadline, required forms, etc.), interested parties may contact:

Brian Smith  
Economic Development Director  
[basmith@sagchip.org](mailto:basmith@sagchip.org)

Questions or answers from SCIT, if deemed to be relevant to the submitting parties shall be shared with the parties via email.

### **Applicant Scoring Matrix**

Scoring matrix results are considered confidential and shall not be released to any outside party. RFP submissions will be scored according to the following matrix:

<b>1. Statement of Qualifications describing the applicant's experience, abilities, knowledge, and overall qualifications to run the cannabis business</b>		25
Has applicant provided a detailed description of the applicant's experience in operating the same or similar type business?	6	
Has applicant provided information that demonstrates the means and skills for operating the proposed business?	6	
Has the applicant demonstrated via factual information, practical and theoretical experience and the knowledge to run the proposed business?	6	
Has the applicant demonstrated that it has the overall qualifications and breadth of knowledge for running the proposed business?	7	
<b>2. Verifiable detailed description of persons and type of resources, including financial resources, committed to implement the proposal</b>		20
Has the applicant provided resumes/CVs and other relevant materials, such as authored reports, for and about primary and significant persons that will be responsible for implementing key portions of the proposed business?	6	
Has the applicant submitted a financial statement, balance sheet, and tax returns that attest to its financial health and ability to finance and operate the proposed	6	
Has the applicant committed to initial investment amounts and shown how it will reinvest in the business over time?	4	
Does the applicant show that it is investing in equipment, technology and facilities that are appropriate for the nature of the business?	4	
<b>3. Description of the applicant's understanding of, and approach to, running the cannabis business</b>		21
Has the applicant provided a full description of the proposed business, including proposed staffing levels, products, product types, testing protocols, licensing requirements, etc., demonstrating how it will operate its business?	6	
Has the applicant described what methods and means it will take to ensure that the business is integrated into the community?	6	
Has the applicant adequately described its overall approach to operational safety as it relates to employees, customers, businesses, and the community?	9	
<b>4. Local hire (optional)</b>		15
If a local hire program is proposed, does it contain a viable local hire recruitment plan, including outreach methods?	5	
If a local hire program is proposed, does it estimate the number of potential local employees in the first through fifth years?	5	
If a local hire program is proposed, does it describe job pathways for its employees, allowing them to be promoted within the company, such as pay for employee(s) tuition or substantially reduce the cost of tuition, etc.?	5	
<b>5. Proposed schedule</b>		5
Does the schedule clearly provide realistic milestones for the following items? Design review, if applicable Signage approval, if applicable Issuance of Tribal permits Issuance of any other regulatory permits Completion of Construction Opening and commencement of operations	3	
Does the schedule provide a detailed, comprehensive timeline for starting operations of the business?	2	
<b>Total</b>		<b>86</b>

### **Additional Terms and Conditions**

- A. **Nondiscrimination** The Tribe will not discriminate against any interested individual, firm or applicant on the grounds of race, religious creed, color, national origin, ancestry, handicap, disability, marital status, pregnancy, sex, age, or sexual orientation.
- B. **Tribe's Right to Modify the RFP** The Tribe reserves the right at its sole discretion to modify this RFP (including but not limited to the requirements and/or the selection criteria) should the Tribe deem that it is in its best interests to do so. The failure of an applicant to read any addenda shall have no effect on the validity of such modification.
- C. **Tribe's Right to Suspend or Cancel the RFP** The Tribe reserves the right at its sole discretion to suspend or cancel this RFP in part or in its entirety should the Tribe deem that it is in the Tribe's best interests to do so.
- D. **Tribe's Right to Reject All Proposals** The Tribe reserves the right, in its sole discretion, to reject all proposals and not to award the right to operate a retail cannabis outlet to any applicant should the Tribe deem that it is in its best interests to do so.
- E. **Tribe's Right to Extend RFP Deadlines** The Tribe reserves the right to extend any of the deadlines listed in this RFP by written addenda should the Tribe deem that it is in its best interests to do so.
- F. **Cost of Proposals** All costs incurred during proposal preparation or in any way associated with the applicant's preparations, submission, presentation or oral interview shall be the sole responsibility of the applicant.
- G. **Liability for Proposal Errors** Applicants are solely responsible for all errors and omissions contained in their proposals.
- H. **Permits and Licenses** Applicants, at their sole expense and at the appropriate time, shall obtain and maintain all appropriate permits, certificates and licenses including, but not limited to, a Tribal business license, land use permit or other permits as required in connection with their proposal.
- I. **Fees and Taxes** Cannabis businesses are responsible for paying all applicable fees and taxes. It is anticipated that Tribal taxes will be assessed on cannabis businesses in the future.
- J. **Commencement of Operation** All the requisite approvals to begin commencement of operations, including without limitation, obtaining a land use permit, business license, and operator's permit, must be obtained within the applicant's proposed schedule, or one (1) month from the date of the notice of the award of a retail outlet.