



REQUEST FOR PROPOSAL (RFP)

Indigenous Cultural Advisor Services

Goldbelt Aaní Development Project

Goldbelt, Inc.

3025 Clinton Drive
Juneau, Alaska 99801
(907) 790-4990
July 27, 2026

PROPOSALS DUE

August 30, 2026, at 2:00 p.m. Alaska Time

Submit electronically to michael.williamson@goldbelt.com

Table of Contents

1. Invitation to Propose	3
2. Scope of Work	3
3. Information for Proposers	7
4. Proposal Content	9
5. Proposal Evaluation	12
6. Fee Proposal and Certification	13

1. Invitation to Propose

Goldbelt, Inc. (referred to herein as “Goldbelt” or the “Owner”) is developing a new cruise ship terminal on West Douglas Island known as Goldbelt Aaní. The development will include visitor amenities, public spaces, cultural experiences, commercial facilities, and supporting infrastructure designed to create an authentic Alaska Native-owned destination.

Goldbelt is seeking proposals from qualified individuals, firms, partnerships, or multidisciplinary teams to serve as the Indigenous Cultural Advisor for the Goldbelt Aaní project. The selected advisor will guide the respectful, authentic, and place-based integration of Tlingit culture throughout planning, design, construction, and future operations. The advisor will help Goldbelt establish culturally appropriate engagement processes, identify the appropriate cultural authorities and knowledge holders for specific project decisions, and provide ongoing guidance to support cultural integrity throughout the life of the project.

Goldbelt recognizes that no single individual or organization represents all Tlingit perspectives or possesses the cultural authority, lived experience, or expertise to speak on every aspect of Tlingit culture. The Indigenous Cultural Advisor is expected to serve as a facilitator, advisor, and connector, helping Goldbelt identify when additional engagement with Elders, artists, language speakers, clans, houses, Tribal governments, cultural institutions, or other knowledge holders is appropriate.

2. Scope of Work

2.1 Purpose

The selected consultant will serve as Goldbelt’s Indigenous Cultural Advisor throughout the planning, design, construction, and operational development of Goldbelt Aaní.

2.2 Contract and Delivery Method

Services will be provided under a Professional Services Agreement using a time-and-expense compensation structure unless otherwise negotiated. The selected proposer may utilize qualified subcontractors or specialty advisors identified in its proposal. Professional licensure is required only where applicable by law for specific services.

The consultant will coordinate with Goldbelt and the project’s marine, uplands, design, construction, communications, and operational teams to support consistent and culturally appropriate decision-making throughout the project.

2.3 Cultural Governance and Engagement

The consultant will advise Goldbelt on an appropriate cultural engagement structure for the project, including recommendations regarding advisory groups, review panels, artist selection committees, language review processes, and other culturally appropriate governance structures. Goldbelt will determine final appointments and retain decision-making authority.

- Recommend culturally appropriate engagement processes.
- Help identify the appropriate cultural authorities and knowledge holders for individual project topics.
- Advise when broader community engagement is appropriate.
- Recommend checks and balances so cultural decisions are informed by multiple appropriate perspectives rather than one individual.
- Assist Goldbelt in documenting permissions, cultural recommendations, unresolved issues, and final decisions.
- Help establish review procedures and decision points for cultural content throughout the project.

- Advise on culturally appropriate compensation and acknowledgement practices for Elders, artists, language speakers, cultural reviewers, and other knowledge holders participating in the project.

2.4 Pre-Design and Early Planning

- Advise Goldbelt regarding engagement with Tribal governments, ANCSA corporations, Aak'w Kwáan, Taku Kwáan, clans, houses, cultural organizations, Elders, artists, language speakers, and other appropriate knowledge holders.
- Recommend when Indigenous Knowledge or Traditional Ecological Knowledge should be incorporated into project planning and identify the appropriate knowledge holders or specialists to assist Goldbelt, including topics such as marine mammals, fish runs, weather patterns, and seasonal subsistence use in the area.
- Review available cultural, historical, archaeological, and traditional land-use mapping to help identify potential cultural or archaeological sensitivities associated with building, dredging, or site development.
- Help define what meaningful involvement should entail for specific project decisions, including advisory input, co-design, review, or other appropriate participation.
- Coordinate with Goldbelt Communications to support an engagement and communications plan through which community concerns and recommendations can be gathered, documented, and addressed.

2.5 Design Phase

- Provide cultural guidance regarding architecture, landscape design, public art, visitor experiences, naming, language, interpretive spaces, wayfinding, exhibits, gathering spaces, and cultural storytelling.
- Review environmental design choices, including lighting, noise, and water-discharge considerations, for cultural relevance or potential community concerns.
- Help shape interpretive and educational spaces so they reflect appropriate community voices, cultural context, and permissions.
- Coordinate with the vertical design-build team and other project partners at established review points throughout the design process.

2.6 Public Art and Artist Engagement

- Recommend culturally appropriate artist solicitation and selection processes.
- Help identify potential Indigenous artists and appropriate selection-panel participants.
- Review proposed public art concepts and placements for cultural appropriateness.
- Advise on permissions associated with crests, stories, designs, names, imagery, and other culturally held content.
- Recommend long-term care, attribution, maintenance, interpretation, and stewardship considerations for commissioned artwork.

2.7 Construction Phase

- Assist Goldbelt in responding to the discovery of cultural materials, archaeological resources, or human remains during construction by providing timely cultural guidance, helping identify appropriate cultural contacts, advising on respectful communication and engagement, and supporting implementation of established response protocols. The Indigenous Cultural Advisor's role is advisory and does not replace the responsibilities of qualified archaeologists, regulatory agencies, law enforcement, or formal government-to-government Tribal consultation.

- Monitor and advise on compliance with culturally related commitments or agreed-upon mitigation measures within the consultant's scope.
- Support culturally appropriate local-hire and workforce-development pathways for Alaska Native and local community members.

2.8 Project-Wide and Operational Responsibilities

- Assist Goldbelt in identifying the appropriate cultural authority for proposed uses of names, stories, designs, artwork, motifs, language, recordings, cultural expressions, or other Indigenous cultural content.
- Assist Goldbelt in securing and documenting appropriate permissions, attribution requirements, restrictions, approved uses, cultural review decisions, and any seasonal or ceremonial limitations on how and when stories or other cultural content may be shared.
- Review or coordinate reviews of all public-facing storytelling for cultural authenticity, including guest experiences, dining, retail, signage, marketing, websites, exhibits, employee training, events, and interpretive materials.
- Coordinate review by qualified Tlingit language speakers regarding spelling, pronunciation, translation, naming, recordings, and other public-facing language, including reference recordings for voice-over talent and port guides when needed.
- Provide guidance on culturally appropriate Tlingit terminology and naming for venues, programs, visitor experiences, and wayfinding.
- Collaborate with Goldbelt, the project team, and appropriate community participants to establish cultural review points, schedules, and reasonable turnaround expectations that support timely project decisions.

2.9 Examples of Potential Assignments

The following examples illustrate the types of services the Indigenous Cultural Advisor may be asked to provide. They are representative and do not limit the full scope of services.

- Advising on culturally appropriate naming of buildings, spaces, programs, or visitor experiences.
- Reviewing interpretive exhibits, educational materials, and storytelling concepts.
- Recommending culturally appropriate artist selection processes and potential Indigenous artists.
- Assisting with public art review, placement, interpretation, and stewardship.
- Identifying appropriate cultural authorities or knowledge holders for specific project decisions.
- Reviewing marketing materials, signage, websites, and visitor communications for cultural appropriateness.
- Advising on retail merchandise, dining concepts, and visitor experiences.
- Supporting development of cultural programming and educational opportunities.
- Reviewing employee orientation and cultural training materials.
- Advising on welcoming ceremonies, special events, or other culturally significant programming.

3. Information for Proposers

3.1 Questions and Communications

Michael Williamson is the sole point of contact for this procurement. Questions regarding this RFP shall be submitted by email to michael.williamson@goldbelt.com no later than August 15, 2026. Responses that

materially affect the procurement may be issued to all known proposers through written addenda. Oral interpretations are not binding.

Proposers shall not contact Goldbelt Board members, executives, evaluation committee members, consultants, or other employees regarding this procurement except through the designated point of contact.

3.2 Proposal Submission

Proposals shall be submitted electronically as one searchable PDF to:

Michael Williamson
michael.williamson@goldbelt.com

Email subject line: Goldbelt Aaní Indigenous Cultural Advisor Proposal – [Proposer Name]

Proposals must be received no later than 2:00 p.m. Alaska Time on August 30, 2026. The time recorded by Goldbelt’s email system will control. Late proposals may be rejected. Goldbelt is not responsible for transmission failures or proposals submitted to an incorrect address.

3.3 Procurement Schedule

Milestone	Date
Questions due	August 15, 2026
Proposals due	August 30, 2026, 2:00 p.m. Alaska Time
Anticipated contract award	September 15, 2026
Anticipated notice to proceed	October 1, 2026

Goldbelt may adjust the schedule at its discretion and may issue written notice of any material changes.

3.4 Addenda

Goldbelt may issue written addenda to clarify, modify, or supplement this RFP. Proposers are responsible for acknowledging all addenda in their proposals. Only written addenda issued by Goldbelt modify the terms of this RFP.

3.5 Reservation of Rights

Goldbelt reserves the right to reject any or all proposals; waive minor irregularities or informalities; request clarifications or additional information; verify references and qualifications; conduct interviews or presentations; negotiate scope, schedule, and fees; request best and final offers; award all or part of the requested services; award to more than one proposer if determined appropriate; cancel, modify, or reissue this RFP; or make no award if Goldbelt determines doing so is in its best interest.

Issuance of this RFP does not obligate Goldbelt to award a contract or reimburse any costs incurred in preparing a proposal.

3.6 Proposal Preparation Costs

All costs associated with preparing and submitting a proposal are the sole responsibility of the proposer. Goldbelt will not reimburse costs associated with proposal preparation, interviews, presentations, due diligence, or contract negotiations.

3.7 Proposal Validity

Proposals shall remain valid for 120 calendar days following the proposal submission deadline unless extended by mutual written agreement.

3.8 Conflicts of Interest

The proposer shall disclose any actual or potential conflicts of interest, including financial, organizational, professional, or personal relationships that could reasonably affect the impartiality of recommendations made under the contract. This includes relationships with artists, cultural organizations, Tribal governments, vendors, subcontractors, or others who may benefit from project recommendations.

3.9 Confidentiality and Cultural Information

The selected consultant shall protect confidential or culturally sensitive information received during the project. The consultant shall not publish, reproduce, distribute, record, disclose, or otherwise use Indigenous Knowledge, cultural information, language, artwork, stories, recordings, or other culturally sensitive materials without written authorization from Goldbelt and any other required rights holder.

The consultant shall promptly notify Goldbelt when information is identified as confidential, culturally restricted, sacred, or otherwise inappropriate for public disclosure, and shall follow any applicable handling, access, storage, or return requirements.

3.10 Authority and Representation

The selected consultant will serve in an advisory capacity and may not represent that the consultant speaks on behalf of Goldbelt, Aak'w Kwáan, Taku Kwáan, any Tribal government, Alaska Native corporation, clan, house, artist, cultural organization, or other entity unless expressly authorized in writing. The consultant may not bind Goldbelt to agreements, expenditures, public statements, or project decisions without written authorization.

Cultural engagement under this contract does not replace any formal government-to-government Tribal consultation or regulatory consultation required by law.

3.11 Contract Form

The selected proposer will be required to enter into Goldbelt's Professional Services Agreement. The agreement is expected to address scope, compensation, insurance, confidentiality, intellectual property and permissions, records, termination, dispute resolution, and other standard terms. Goldbelt may negotiate final contract terms with the selected proposer.

4. Proposal Content

Proposals shall contain the following information in the order presented. Material deviations may cause a proposal to be deemed nonresponsive.

4.1 Proposal Format

- Submit one searchable PDF using 8.5 × 11-inch portrait-oriented pages. Limited 11 × 17-inch landscape pages may be used for schedules or graphics when necessary.
- Limit the proposal to 20 pages, excluding the cover, table of contents, required certifications, insurance documentation, and fee proposal form.
- Use clear headings corresponding to the sections below.

4.2 Cover Letter and Project Understanding

- Provide an overview of the proposer and proposed team.
- Describe the proposer’s understanding of Goldbelt Aaní and the objectives of this engagement.
- Summarize relevant Indigenous cultural advisory experience.
- Explain why the proposer is uniquely qualified for this work.
- Identify the primary point of contact and confirm authority to negotiate on behalf of the proposer.

4.3 Firm and Team Qualifications

Describe firm or individual ownership, time in business, organizational structure, and any material legal actions or professional complaints within the past five years. Identify all key personnel and describe each person’s role, qualifications, relevant experience, and anticipated level of effort. At a minimum, identify, as applicable:

- Lead Indigenous Cultural Advisor
- Project Manager
- Community Engagement Specialist
- Tlingit Language Specialist
- Indigenous Art or Cultural Specialist
- Additional Cultural Advisors or Subject Matter Experts

Replacement of the Lead Indigenous Cultural Advisor or other key personnel after contract award will require Goldbelt’s prior written approval.

4.4 Relevant Experience

Provide at least three examples of work performed by the proposer or proposed team involving similar cultural complexity, community engagement, Indigenous advisory scope, or place-based cultural integration. For each example, include:

- Client and project name.
- Brief description of the work and the proposer’s role.
- Project duration and approximate contract value, if available.
- Key outcomes or lessons relevant to Goldbelt Aaní.
- Client reference name, title, email address, and telephone number.

4.5 Narrative Responses

1. Describe your approach to identifying the appropriate cultural authority or knowledge holder for a project decision.
2. Describe a project where cultural engagement significantly influenced the outcome.
3. Describe how you approach differing cultural perspectives or recommendations.
4. Describe how you determine when additional cultural expertise is required beyond your own experience.
5. Describe your experience working with Alaska Native corporations, Tribal governments, or Indigenous communities.
6. Describe your experience working in Southeast Alaska or with Tlingit culture, if applicable.
7. Describe your approach to protecting confidential or culturally sensitive information.

4.6 Cost Proposal

Provide a proposed fee structure for the services described in this RFP. The cost proposal shall include:

- Hourly billing rates for the Lead Indigenous Cultural Advisor and each proposed team member or service category.
- Any project-management, administrative, or other indirect charges.
- Travel assumptions, including estimated airfare, lodging, ground transportation, per diem, and other reimbursable expenses.
- Rates or estimated costs for proposed subcontractors or specialty advisors.
- Estimated cost for the initial scope of work and a proposed not-to-exceed amount or first-year budget.
- Any annual rate-escalation assumptions.
- Any assumptions, exclusions, optional services, or conditions affecting the proposed fees.

Compensation or honoraria anticipated for Elders, artists, language speakers, cultural reviewers, knowledge holders, or other community participants shall be identified separately from the consultant's professional fees.

The proposed not-to-exceed amount is intended to serve as a good-faith planning estimate. Goldbelt may authorize services by phase, task, or written work order and does not guarantee a minimum amount of work or compensation.

4.7 Insurance

Provide evidence of the ability to obtain and maintain the following insurance, subject to final contract requirements and any approved adjustments appropriate to the proposer's business structure:

- Commercial General Liability: \$1,000,000 combined single limit per occurrence.
- Automobile Liability: \$1,000,000 combined single limit per accident, if vehicles will be used in performance of the work.
- Umbrella or Excess Liability: \$4,000,000 per occurrence.
- Workers' Compensation and Employers' Liability as required by applicable law.

4.8 Alaska Native, Tribal, or Indigenous Ownership and Participation

Describe the extent of Alaska Native, Tribal, or Indigenous ownership, leadership, participation, and decision-making authority within the proposer's organization and proposed project team. Identify any Tribal partnerships, Indigenous subcontractors, or other substantive participation proposed for this engagement.

4.9 References and Certifications

Provide three client references, which may include references listed under Relevant Experience. The proposal shall also certify that:

- The information submitted is true and complete to the best of the proposer's knowledge.
- The signer is authorized to submit the proposal and negotiate on behalf of the proposer.
- The proposer will comply with applicable laws and licensing requirements.
- The proposal was prepared independently and without collusion.
- All actual or potential conflicts of interest have been disclosed.

5. Proposal Evaluation

Proposals will be evaluated using the following criteria. Evaluators may assign points up to the maximum shown for each category.

Evaluation Criterion	Points	What Evaluators Will Consider
Cover Letter and Project Understanding	10	Clear understanding of Goldbelt Aaní, the advisory role, and project objectives.
Qualifications of Firm and Proposed Team	20	Relevant qualifications, cultural judgment, availability, and clarity of roles.
Relevant Experience	25	Demonstrated success with Indigenous cultural advisory work, community engagement, and comparable complexity.
Proposed Approach and Cost Proposal	20	Practicality and cultural appropriateness of the approach, together with clarity, reasonableness, and overall value of fees.
Alaska Native, Tribal, or Indigenous Ownership and Participation	10	Meaningful ownership, leadership, participation, and decision-making within the proposer and project team.
References and Past Performance	10	Quality of references, demonstrated performance, responsiveness, and successful outcomes.
Local Knowledge and Southeast Alaska Experience	5	Relevant knowledge of Southeast Alaska, Tlingit communities, relationships, context, and place.
Total	100	

Goldbelt may request interviews, presentations, references, clarifications, additional information, or best and final offers from one or more proposers. Any such process will be used to clarify or supplement the written proposal and will not change the stated evaluation criteria unless Goldbelt issues a written amendment.

6. Fee Proposal and Certification

COMPANY / PROPOSER NAME:

REPRESENTATIVE'S NAME AND TITLE:

PROPOSED NOT-TO-EXCEED AMOUNT: \$ _____

ESTIMATED FIRST-YEAR BUDGET (IF APPLICABLE): \$ _____

In compliance with this RFP, the undersigned proposes to provide the professional Indigenous Cultural Advisory Services described herein in accordance with the submitted proposal and fee schedule.

The undersigned certifies that the information contained in the proposal is true and correct; that the undersigned is authorized to submit the proposal and bind the proposer for purposes of proposal submission; and that the proposer agrees to negotiate in good faith should Goldbelt select the proposal for contract award.

The undersigned has carefully reviewed this RFP and agrees to the conditions stated herein. The undersigned acknowledges that Goldbelt reserves the right to reject any or all proposals, make no award, and waive minor informalities.

Alaska Business License No. (if applicable): _____

Signature: _____

Printed Name and Title: _____

Date: _____

Phone: _____

Email: _____