



# Wahnapiatae First Nation

259 TAIGHWENINI TRAIL  
CAPREOL ONTARIO P0M 1H0

Phone: (705) 858-0610 Fax: (705) 858-5570  
[www.wahnapiataefirstnation.com](http://www.wahnapiataefirstnation.com)

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## REQUEST FOR PROPOSAL HOTEL FEASIBILITY STUDY

*Wahnapiatae First Nation is seeking qualified firms or consultants to conduct a feasibility study for the development of a **hotel** at the First Nation. This study will assess the market demand, financial viability, site suitability, and other critical factors necessary for the successful planning and development of the hotel.*

*The hotel is envisioned as a key driver of economic growth and a central part of the community's tourism and hospitality infrastructure. This feasibility study will be crucial in determining the next steps in the project, ensuring the long-term success of the development.*

### **Key elements of the project include:**

- 40-50 rooms with conference facility;
- On-site dining and recreational amenities;
- Integration of cultural elements;
- Employment and training opportunities for local residents, particularly from the community.

### **Scope of Work**

The selected firm/consultant will be responsible for conducting a comprehensive feasibility study that addresses the following key areas:

#### **Market Analysis**

- Assess local and regional demand for hotel accommodations.
- Identify current and future trends in tourism and business travel in the area.
- Analyze the competitive landscape.
- Evaluate potential demand for meeting and event spaces.

#### **Financial Feasibility**

- Provide detailed cost estimates for construction, operations, and maintenance.
- Develop a financial model that includes projected revenue from room sales, events, dining, and other services.
- Identify potential funding sources, including government grants, loans, and private investment.
- Conduct a sensitivity analysis to assess how changes in market conditions might affect financial performance.

## **Site Analysis**

- Assess potential locations for the hotel based on accessibility, visibility, and proximity to key attractions or business hubs.
- Evaluate the environmental impact of the proposed development, considering sustainability and green building initiatives.
- Review regulatory requirements for hotel development.

## **Cultural and Community Considerations**

- Explore how the hotel can integrate and promote local Indigenous culture, including design elements, partnerships and programming.
- Assess the social and economic impact on the local community, including job creation, skills development, and partnerships with local businesses.

## **Risk Assessment**

- Identify potential risks (economic, environmental, regulatory) and propose strategies for mitigation.
- Evaluate the potential barriers to project success, including competition, financing, and community support.

## **Deliverables**

- A detailed report outlining the findings of the market, financial, and site analysis.
- A financial model with projections for at least 5 years.
- Recommendations for the most viable development path, including size, scale, and amenities for the hotel.
- A presentation of the findings to key stakeholders, including Wahnapiatae First Nation and community representatives.

## **Proposal Requirements**

### **Company Profile**

- Overview of the firm/consultant, including relevant experience in hotel feasibility studies.
- Case studies or examples of similar projects completed in the past.
- Qualifications and experience of key personnel assigned to the project.

### **Project Approach**

- A detailed methodology and work plan for completing the feasibility study.
- Timeline for completing each phase of the project, including major milestones.
- A description of how cultural and community considerations will be incorporated into the analysis.

### **Budget**

- A breakdown of the proposed budget, including fees for each component of the study and any additional costs (e.g., travel, materials, etc.).

## Selection Criteria

- **Relevant Experience:** Demonstrated experience in conducting feasibility studies for hotel or similar projects.
- **Understanding of Scope:** The extent to which the proposal addresses the specific needs and objectives outlined in this RFP.
- **Proposed Methodology:** The quality and appropriateness of the proposed approach to the study.
- **Cultural and Community Sensitivity:** Ability to incorporate local Indigenous culture and community considerations.
- **Budget and Value:** The competitiveness of the proposed budget in relation to the scope of work.

## Submission Instructions

All proposals must be submitted electronically in PDF format to Lilli Doughty, Economic Development Specialist, Wahnapiatae First Nation. The deadline to submit all proposals and documents is **Monday, November 18, 2024 at 12 pm**. Please use the subject line "Proposal for Hotel Feasibility Study." Submissions must be sent to [Lilli.Doughty@wahnapiataefn.com](mailto:Lilli.Doughty@wahnapiataefn.com).

For any further inquiries, please contact Lilli Doughty at [Lilli.Doughty@wahnapiataefn.com](mailto:Lilli.Doughty@wahnapiataefn.com) or 705-858-0610 ext. 213.

## Terms and Conditions

- Wahnapiatae First Nation reserves the right to accept or reject any or all proposals.
- All costs associated with the preparation of the proposal are the responsibility of the bidder.
- The selected firm/consultant will be required to enter into a contract outlining the scope of work and deliverables.

Thank you for your interest in this project. We look forward to receiving your proposal.