



REQUEST FOR PROPOSAL (RFP)

Resident Cultural Arts Demonstrators

Goldbelt Aerial Tramway

Goldbelt Aerial Tramway, LLC.

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

PROPOSALS DUE

October 22, 2026 at 2:00 p.m. Alaska Time

Submit electronically to tram@goldbelt.com

1. Invitation to Propose

Goldbelt Aerial Tramway, LLC. (referred to herein as “Goldbelt” or the “Owner”) is seeking qualified individuals or teams to provide live cultural art demonstrations during the 2027 Goldbelt Tram Season.

Goldbelt welcomes proposals from qualified individuals, firms, partnerships, and multidisciplinary teams. Qualified Goldbelt shareholders, descendants, and Indigenous individuals and organizations are encouraged to submit proposals.

2. Scope of Work

2.1 Purpose

Goldbelt Tram is seeking qualified cultural artists to serve as Resident Cultural Arts Demonstrators during the 2027 operating season. Selected artists will provide live, on-site demonstrations that showcase and celebrate Alaska Native art, culture, and traditional craftsmanship while creating an engaging and educational experience for Tram guests.

Services may include, but are not limited to:

- Totem pole and traditional carving
- Weaving
- Beading
- Silversmithing and metalwork
- Other approved traditional or contemporary cultural art forms

Selected artists will perform demonstrations in designated areas of the Goldbelt Tram property and are expected to engage guests by providing appropriate context regarding their artistic process, techniques, and cultural significance.

Unless otherwise specified in the final agreement, artwork commissioned or created as part of the contracted demonstration services on Goldbelt Tram premises will become the property of Goldbelt upon completion.

The specific demonstration schedule, hours, workspace requirements, materials, compensation, and expected deliverables will be established through the RFP selection and contracting process.

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

3. Information for Proposers

3.1 Questions and Communications

Jamie Cowan is the sole point of contact for this procurement. Questions regarding this RFP shall be submitted by email to tram@goldbelt.com no later than October 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:

tram@goldbelt.com

Email subject line: RFP – [Proposer Name]

Proposals must be received no later than 2:00 p.m. Alaska Time on October 22, 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	October 15, 2026
Proposals due	October 22, 2026
Anticipated contract award	November 20, 2026
Anticipated notice to proceed	March 1, 2027

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 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.
- 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 Relevant Experience

Please explain in your proposal your relevant experience for the Cultural Art you will be performing. This should include experience length and any past similar roles.

4.4 Narrative Responses

4.5 Cost Proposal

Please include your expected rate for the season.

4.6 Insurance

Be able to provide insurance, if applicable.

4.7 Alaska Native, Tribal, or Indigenous Ownership and Participation

Describe the extent of Alaska Native, Tribal, Indigenous, leadership, participation, and decision-making authority, and, where applicable, Goldbelt shareholder or descendant ownership is represented within your organization and proposed project team.

4.8 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 project objectives.
Relevant Experience	45	Demonstrated Relevant Experience
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, Indigenous, and Goldbelt	10	Meaningful ownership, leadership, participation, and decision-making within the proposer and project team.

Shareholder/Descendant Participation		
References and Past Performance	10	Quality of references, demonstrated performance, responsiveness, and successful outcomes.
Goldbelt Shareholder or Descendant Participation	5	Verified Goldbelt shareholder status or documented lineal descent.
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. Cost and Certification

Contractors should place service cost and their certifications in this section.