



**Catawba Indian Nation
Rock Hill, South Carolina
REQUEST FOR PROPOSALS
Investment Consulting Services**

1. Introduction

The Catawba Indian Nation (“Catawba Nation” or the “Tribe”) is soliciting proposals from qualified firms to provide professional consulting services to promote the Tribe’s long-term economic development and business diversification efforts. The purpose of this Request for Proposals (“RFP”) is to engage experienced consultants who can assist the Tribe in evaluating opportunities, sourcing and assessing potential investments or acquisitions, and providing strategic guidance in support of sustainable economic growth.

The selected firm will work collaboratively with other professionals, the Tribe and its leadership to identify viable business ventures, conduct due diligence, support acquisition processes, and help develop a diversified economic portfolio aligned with the Tribe’s values, mission and long-term goals.

2. Background

The Catawba Indian Nation is the only federally recognized Indian tribe in the state of South Carolina. The Catawba Indians have lived on their ancestral lands along the banks of the Catawba River dating back at least 6,000 years. Before contact with the Europeans, it is believed that the tribe inhabited most of the Piedmont area of South Carolina, North Carolina and the southern parts of Virginia. Our 1,000-acre reservation is located on two non-contiguous parcels of land approximately eight miles east of Rock Hill, South Carolina, in the center of an area that once comprised Catawba territory.

In 1993, the Catawba won the fight for federal recognition with the passage of the Catawba Land Claims Settlement Act. The Act not only restored the Federal Trust relationship between the Catawba Nation and the Federal Government but also marked the path for self-governance. The Tribe recently opened a gaming operation on trust land in Kings Mountain, North Carolina with a \$700 million facility set to open in 2026.

We provide services for approximately 3,000 plus enrolled tribal members in the areas of housing, social services, public works, medical and dental care, economic development, childcare, senior programs, cultural preservation, and transit. The elected leaders of the Tribe oversee the following entities:

- a. ISWA Development Corporation - ISWA Development Corporation, or IDC, is the housing community development arm of the Tribe. It is set up as a separate 501(c)(3). ISWA also oversees early childhood education for the Tribe with a division that encompasses daycare and Head Start programs.
- b. The Catawba Cultural Preservation Project - The mission of the Catawba Cultural Preservation Project is to preserve, promote, and protect the rich cultural heritage of the Catawba Nation. It

focuses on cultural programming, language preservation, food sovereignty including traditional foods, and educational programs.

- c. Catawba Service Unit – This is the medical and dental clinic located on the Reservation; operated under the authority of Indian Health Services.
- d. Senior Center – The Senior Center serves our elders with the greatest economic and social needs, including low-income elders, frail and impaired elders, and the geographically and socially isolated elders through an AoA Title VI grant, which provides congregate, and home delivered meals to tribal elders ages 55 and older.
- e. Tribal Government Administration – The Administration encompasses all of the governmental departments of the Tribe as well as the supportive services to operate the programs. Programs offered include Family Services, Economic Development, Real Estate and Other Rights Protection, Wellness, Environmental Services, Transit, Road Maintenance, Justice Services, and more.

3. Tribe Vision, Mission, and Long-Term Goal

The Catawba Indian Nation has embraced change with our vision and mission which states that the Tribe will become an economically thriving community whose citizens embrace their cultural heritage, enjoy strong self-esteem, lead successful lives and are fully prepared for a future of continuing opportunities and challenges. Tribal leadership promotes the Catawba Nation’s rich culture; works to ensure collective and individual self-sufficiency; promotes excellence in education; provides quality opportunities for health, social, and economic well-being of its citizens; and conducts its affairs with great integrity and commitment.

We show that we are proud of our past by embracing our culture and sharing it with others. We presently have a wide variety of programs and services available to enhance the lives of our citizens. Our long-term goal is to provide financial security for future generations through strategic investment and sustainable growth.

4. Scope of Work

The selected consultant will be responsible for the following tasks:

- a. Evaluation
 - Develop a standardized process to be used in evaluating potential acquisitions
 - Evaluate financial projections
 - Determine ongoing capital needs
- b. Sourcing
 - Identify acquisitions that promote economic diversification and align with Catawba Nation’s vision, mission, and goals
 - Conduct research and present potential opportunities with preliminary feasibility summaries
- c. Acquisition Support
 - Perform acquisition structure analysis
 - Assist with negotiations, documentation, and closing efforts
 - Provide post-acquisition monitoring
- d. Additional Services
 - Conduct regularly scheduled meetings with Catawba Nation Economic Development
 - Make presentations to the Executive Committee or the Tribal General Council as requested

5. Contents of Proposal

If interested, please submit a proposal in response to this RFP. The proposal should include the following information:

- a. Cover Letter:
 - i. Brief introduction of the firm.
 - ii. Statement of interest and summary of why the firm is uniquely qualified.
 - iii. Acknowledgement of the scope of services and the commitment to the Tribe's objectives.
 - iv. Signed by an authorized representative of the firm.
 - v. Explanation of experience and qualifications of the firm, accompanied by resumes of the principal individual(s) to provide direct service.
 - vi. Description of the types of organizations to which the firm has provided services for in the past.
- b. Firm Profile and Qualifications:
 - i. Overview of the firm: history, structure, ownership, and relevant offices.
 - ii. Summary of experience in business diversification strategy, economic development planning, tribal or sovereign entity consulting (if applicable), investment sourcing and acquisition support.
 - iii. Any relevant certifications or professional affiliations.
- c. Team and Key Personnel:
 - i. Names, roles, and qualifications of individuals assigned to this project.
 - ii. Resumes or bios of key personnel.
 - iii. Description of team structure and communication approach.
 - iv. Any Tribal engagement or cultural competency experience.
- d. Proposed Approach and Methodology:
 - i. How the firm will evaluate the Tribe's current economic landscape.
 - ii. Framework for identifying and assessing business opportunities.
 - iii. Process for alignment of investments with the Tribe's vision, mission, and goals
 - iv. Methods for sourcing and vetting acquisitions or investments.
 - v. Process for collaborating with Tribe leadership and staff.
 - vi. Any tools, models, or proprietary resources to be used.
- e. Relevant Experience and Case Studies:
 - i. Descriptions of past engagements, results, and lessons learned.
 - ii. Examples of similar work with tribal nations or comparable governments.
 - iii. At least three references with contact information.
- f. Work Plan and Timeline:
 - i. Preliminary project phases, deliverables, and timelines.
 - ii. Flexibility to adjust based on the Tribe's priorities and pace.
- g. Fee Proposal:
 - i. Detailed pricing structure (hourly, contingent, flat fee, milestone-based, etc.).
 - ii. Any anticipated expenses and reimbursables.
 - iii. Options for phased or modular engagement, if available.

6. Submission

Proposals must be submitted electronically or in hard copy and received by June 25th, 2025 at 5pm.

Submission Contact:

Tiffany Moore
Executive Director of Community Development
Catawba Indian Nation
996 Avenue of the Nations
Rock Hill, SC 29730
839-214-8202
Tiffany.moore@catawba.com

Late submissions will not be considered.

7. Evaluation

The Catawba Indian Nation will review all submitted proposals. The criteria by which an individual or firm will be chosen includes the following:

- a. Relevant Experience and past performance;
- b. Technical capabilities and approach;
- c. Qualifications of key personnel;
- d. Approach to the project as described in the proposal and responsiveness;
- e. Previous performance in the area;
- f. Cost and value; and
- g. Schedule and availability.

Depending on the proposals received, the Catawba Indian Nation may determine that interviews with the top ranked firms are necessary. In the event interviews are not necessary, firms will be ranked, and the Catawba Indian Nation will initiate contract negotiations with the highest ranked firm. The Tribe’s decision is final and the Tribe expressly reserves the discretion to interpret and apply the criteria in a manner it deems appropriate.

8. Schedule

It is anticipated that the project will commence on or about August 1, 2025.

RFP Schedule is as follows:

Request for Proposals Posted	June 10th, 2025
Proposals Due	June 25th , 2025
Selection	July 9th, 2025

9. Additional Provisions

The Catawba Indian Nation reserves the right to reject any or all proposals, waive technicalities and be the sole judge of the suitability of the proposed services for its intended use and further reserves the right to make the contract award in the best interest of the organization. The Catawba Indian Nation also reserves the right to modify the scope of work, add or delete tasks, and modify the proposed project budget in contract negotiations with the firm.

10. Sovereignty:

The Catawba Indian Nation is a sovereign nation, and the selected firm shall adhere to and comply with all laws of the Nation, including the Preferential Hiring Ordinance.

11. Additional Information:

Additional information about the Catawba Indian Nation can be found on our website, www.catawba.com. Questions regarding this RFP should be directed to Tiffany Moore via email at tiffany.moore@catawba.com no later than June 23rd, 2025.