

Sept 2, 2025 ~~Aug 4, 2025~~

Request for Proposals

Kelp Primary Processing Platform (KP₃) Project

Background

Alaska has the potential to grow and process an enormous amount of kelp. For over five years, growers have proven they can seed, grow and harvest kelp in ocean farms. At the same time, companies have been exploring value-added applications for kelp-derived products in a variety of industries:

- Agriculture: Biostimulants to improve crop performance
- Beauty: Bioactives and functional ingredients for skincare and haircare applications
- Food: Hydrocolloids for functional performance in packaged foods
- Packaging: Biomaterials to replace single-use plastics

To access these markets, companies require the same first step after harvesting: primary processing of the raw kelp into value-added intermediates. This initial step brings three benefits to industry buyers: (i) stabilized product formats, (ii) reduced transportation costs, (iii) improved quality.

The **Kelp Primary Processing Platform (KP3)** is a scalable approach to primary processing. It is designed to produce five products: dried whole leaf or chopped kelp, plant biostimulants, liquid kelp bioactive extracts, and dried kelp pulp residue. To advance this project, The Sun'aq Tribe is seeking an equipment supplier to deliver KP3 using a 'turnkey' approach.

The project is sponsored by the Sun'aq Tribe and supported by a significant capital grant from the Alaska Mariculture Cluster. It is a unique partnership between Kodiak's Alaska Native organizations, local kelp farmers, City economic authorities, and industry non-profits and commercial partners. Together they will create a community-based approach to managing and processing orders to customer specifications.



Scope

The Sun'aq Tribe and its technical partners have already developed a conceptual design and bill of materials for the KP3 project. Sun'aq is seeking an equipment supplier to deliver KP3 as a 'turnkey' project including the following steps:

1. **Detailed Design:** Finalized Process flow, PID, control strategies and 3-D models to be presented for approval
2. **Build:** procure, fabricate, and assemble the necessary equipment to build KP3
3. **Pre-Test:** prebuild and test KP3 equipment end-to-end prior to delivery (frozen kelp will be provided)
4. **Deliver:** ship KP3 to Kodiak and deliver it to the designated facility
5. **Commission:** run KP3 end-to-end with local kelp

The Alaska Mariculture Cluster has allocated funds for the purchase of all the equipment. Soft costs and construction costs are not allowed and thus should not be included in any proposal. This project will be paid for using US Federal Government funds. Please note that Buy America provisions do not apply to this grant.

To assist applicants in formulating an accurate and realistic bid, applicants should contact us for the following information:

- Detailed Process flow and narrative
- Comprehensive bill of materials including specifications
- Mass balance

In addition, we will hold an information webinar to answer any questions applicants may have.

Applicants should be reputable equipment supplier firms with prior experience in seaweed bioprocessing or seafood processing. Moreover, they should have a proven track record in successfully delivering turnkey projects in tight timelines.

Project Timeline

RFP Issuance	August 4th, 2025
Information webinar	10am Alaska Time, August 11, 2025
Proposal Submission Deadline	5pm Alaska Time, August 25th, 2025 5pm Alaska Time, September 12th, 2025
Selection Notification	September 5th, 2025



	September 19th, 2025
Delivery to Kodiak for installation	March 27, 2026
Installation & commissioning complete	May 29th, 2026

Proposal Content

To facility review, all proposals should include the following:

1. Cover Letter
 - a. Brief statement describing proposer's understanding of the project, relevant experience and track record, and summary of proposal
2. Relevant experience & track record
 - a. Summaries of similar 'turnkey' projects completed, especially in seaweed / biopolymer/ chemical processing or similar industries especially in remote locations.
 - b. Include resumes of the project manager and key personnel who will be dedicated to the project. Details of any specialist contractors are also to be included.
3. Technical Approach & Project Schedule
 - a. Demonstrate a clear technical understanding of the project, outlining how the applicant intends to complete the project including any key assumptions, risks and potential blockers
 - b. Proposed timeline identifying key completion dates, critical path items, and dependencies aligned with the above project timeline
4. Cost Proposal
 - a. Proposals should include all the described equipment and steps required to deliver the 'turnkey' approach outlined in the scope
 - b. Please include a payment schedule
 - c. Please outline any assumptions or sensitivities
 - d. Please note that any items considered construction are not inside the scope
 - e. Also include a fee schedule for any additional hourly or out-of-scope work

Submission Instructions

Deadline	Proposals must be received by 5pm Alaska Time, Friday September 12th Friday August 29th 2025
Submission	Please email all proposals to Chris Sannito (csannito@alaskan.com), CC Matthew Perkins (matthew@macro-oceans.com) and Kaydee Hughes (khughes@koniag.com)



Subject	Clearly mark submissions as "RFP - KP3 project proposal"
Questions	Direct questions to Chris

Evaluation Criteria

- **Qualifications & Experience (40%)**
 - Different engineering and equipment services and disciplines offered
 - Relevance of project experience in seaweed / biopolymer/chemical processing, especially in remote locations
 - Relevance of key personnel proposed
- **Technical Approach (30%)**
 - Clarity & thoroughness of proposed approach to delivering the project on time and within budget
 - Clear understanding of the key technical factors in seaweed/biopolymer processing and how they will be dealt with.
 - Identification of key assumptions, risks and mitigation measures
 - Degree of local support and services required
- **Cost & Schedule (20%)**
 - Clear cost breakdown of the bill of materials and associated fees, including any outsourced items.
 - Reasonableness and clarity of proposed budget fee and payment schedule
 - Clear and realistic plan to meet proposed timeline
 - Clear milestones and items on critical path

The Sun'aq Tribe reserves the right to reject any or all proposals, to waive any irregularities, and to negotiate contract terms with the top-ranked proposer. The Sun'aq Tribe may choose to award the project in whole or in part based on funding and organizational priorities.

General Conditions

- **Preparation & Presentation Costs**
 - The Sun'aq Tribe is not liable for any costs incurred by proposers, including travel or lodging for presentations.
- **Right to Modify**
 - The Sun'aq Tribe may modify or cancel this RFP at any time.
- **Contract Award**
 - is subject to successful negotiation of terms and budget.
- **Disclosure of Proposal Contents**
 - Proposals are confidential until an award is made. Afterwards, all proposals become part of the public record, subject to applicable laws.

