



Washington Maritime Blue  
1900 W Nickerson St  
Suite 301  
Seattle, WA 98119

# Washington State Offshore Wind Supply Chain Strategic Framework: Tribal Engagement

## Request for Proposals (RFP)

Released May 6, 2026



**Contract Duration:** June 2026 – June 2027

**Client:** Washington Maritime Blue

**Funder:** Washington State Department of Commerce

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## OBJECTIVE

Maritime Blue is developing a statewide action plan to activate Washington's role in the West Coast floating offshore wind supply chain. The contractor for this scope will conduct tribal engagement, sharing progress on the action plan and ensuring tribal priorities are understood and addressed. The final outputs will include a near- and long-term engagement plan for tribal governments and entities to engage in bilateral supply chain outreach and feedback with state government and agencies.

## Background

Washington Maritime Blue is a strategic alliance propelling the Pacific Northwest toward global leadership in ocean-based innovation. We foster collaboration among industry, government, academia, communities, and investors to create sustainable maritime and ocean industries. We empower our region to thrive in the Blue Economy by accelerating innovation and entrepreneurship, centering equity, addressing climate change, restoring marine ecosystems, and building a diverse workforce. In 2023, with support from the state of Washington and a Leadership Committee made up of labor, regional nonprofits, ports, and other partners, Maritime Blue

launched the Blue Wind Supply Chain Collaborative (Blue Wind) as a nonregulatory coalition with a mission to support the strategic development and activation of Washington's participation in the West Coast-wide floating offshore wind supply chain through a collaborative and community benefits approach. Blue Wind works to create mechanisms to convene relevant parties to ensure that this development is equitable, sustainable, and profitable. Blue Wind is staffed by Maritime Blue and operates within Maritime Blue's 501(c)3 nonprofit status.

In 2026, Blue Wind was selected as the Apparent Successful Contractor by the Washington State Dept. of Commerce on RFP NO. OWSCD-12-2025, "Offshore Wind Supply Chain Development." **The state is seeking to explore the economic, community, and workforce development opportunities toward the advancement of Washington state's offshore wind supply chain industry that could result from offshore wind energy development in other states, namely California, rather than Washington.** This tribal engagement scope, along with other analyses and engagement by Maritime Blue, will culminate in the development of a statewide Action Plan to strengthen the statewide supply chain that supports the growth and competitiveness of the state's offshore wind supply chain industry while implementing community priorities, concerns, and needs into actionable strategies and partnerships.

The final action plan will include a Continuous Outreach Plan that is submitted to Commerce in two phases: a 90% Continuous Outreach Plan submitted in October 2026 and a Final Continuous Outreach Plan that is submitted in May 2027. These are both referenced later in this RFP.

**Maritime Blue is now requesting proposals from a third party (herein "subcontractor") to complete a Washington-focused tribal engagement and outreach plan for the statewide offshore wind supply chain strategy.** Contractors should note that the scope of this project only covers the offshore wind energy markets in California and other non-Washington state offshore wind development (e.g. Canada).

## PROJECT TASKS & OBJECTIVES

### Task 1: Near-Term Tribal Engagement Plan

Develop a near-term engagement plan to conduct outreach to all 29 federally recognized tribes in Washington, with the potential to also engage relevant tribal businesses, organizations, and economic development organizations as needed. Initial outreach will focus on understanding tribal interests related to the offshore wind supply chain and engaging with the Action Plan, while also sharing information on the work of Blue Wind and the broader offshore wind supply chain. The project team anticipates meeting with Commerce, the Commerce Office of Tribal Relations, and/or other agencies as required (at least two times for up to 90 minutes each) prior to conducting engagement to ensure alignment with the state on expectations for this process.

**Deliverables: Near-term Engagement Plan.** A draft plan for tribal engagement to be completed over the next 3-12 months will be presented to Commerce for review by no later than July 30, 2026.

## Task 2: Tribal Engagement

The subcontractor will undertake tribal engagement in alignment with the final Near-term Engagement Plan, upon the plan's approval by Maritime Blue and Commerce. Engagement will be completed on behalf of and in partnership with Maritime Blue and may include travel as deemed appropriate. Results of tribal engagement will be reported to Maritime Blue and Commerce, and insights summarized and incorporated into the Action Plan. This task may also include supporting tribal outreach for key events.

**Deliverable: Summary of Engagement.** The subcontractor will track all tribal engagement undertaken, with responses collected, throughout the project. The subcontractor will be expected to integrate a summary of the resulting insights, guidance, priorities, and recommendations into Task 3's Continuous Tribal Engagement Plan.

## Task 3: Continuous Tribal Engagement Plan

The tribal engagement consultant will create an engagement plan for 2027 and beyond that highlights key timings, methodologies, and topics for the state to engage with tribal governments and businesses. Goals will also include incorporating tribal priorities into future Blue Wind work planning where possible, including soliciting tribal participation in Blue Wind leadership. A strong proposal will ensure that:

- Tribal science, priorities, decision-making, and knowledge are incorporated into state planning and understanding of the supply chain
- Coordination between state entities and tribes is carefully considered, with ongoing communication planned in a timely and efficient manner
- Mechanisms are established for the state to inform, consult, empower, and collaborate with tribes on supply chain planning
- Opportunities for state-tribal partnerships are considered and built towards
- Tribal Engagement completed during Task 2 over the course of this project informs the Continuous Tribal Engagement Plan

**Deliverables: Continuous Tribal Engagement Plan.** A strategic mid- and long-term tribal engagement plan to be delivered to Maritime Blue by October 1, 2026 for inclusion by Maritime Blue in the 90% Continuous Outreach Plan, which is the broader outreach plan to communities, businesses, and other stakeholders of the offshore wind supply chain in Washington to be completed by Maritime Blue. A final version of the Continuous Tribal Engagement Plan is to be delivered by April 15, 2027 for inclusion in Maritime Blue's Final Continuous Outreach Plan, the final version of the aforementioned broader outreach plan.

## COMPENSATION & PAYMENT SCHEDULE

Total budget is not to exceed \$60,000 over the course of the engagement, inclusive of any expenses and travel costs.

Payment schedule to be proposed by contractor as part of the proposal (see Selection Criteria below), with preference for milestone- and/or deliverable-based schedule. Maritime Blue is open to the subcontractor proposing flexible methodologies that accomplish the goals and objectives

outlined in this RFP. While the project timeline includes specific interim milestones to ensure integration into Maritime Blue's reporting to Commerce, we are open to accelerated schedules that conclude the engagement prior to the final June 2027 deadline, provided the quality of tribal engagement and all core deliverables are maintained.

## APPLICANT QUALIFICATIONS

1. Contractors must be licensed to conduct business in the State of Washington or submit a statement of commitment that it will become licensed in Washington within thirty (30) calendar days of being selected as the apparent successful contractor.
2. Contractors must be able to successfully complete a subcontractor risk assessment and demonstrate the ability to receive and manage state funds.
3. Demonstrated experience performing tribal engagement.
4. Similar completion of projects involving information collection, engagement, and reporting to governments.

## PROJECT TIMELINE SUMMARY

<b>Date</b>	<b>Key Activities</b>
July 15, 2026	Near-term Tribal Engagement Plan due to Maritime Blue
July 30, 2026	Near-term Tribal Engagement Plan for Commerce Review
October 1, 2026	Draft Continuous Tribal Engagement Plan due to Maritime Blue
April 15, 2027	Tribal Engagement Summary and Final Continuous Tribal Engagement Plan due to Maritime Blue

## DELIVERABLES

The contractor will produce two comprehensive but concise (no more than 50 pages each, including figures, but excluding executive summary and references cited) reports. The first report will cover Task 1, and the second report will cover Task 2. The final products should include:

- Executive Summary: a concise overview of the key findings, conclusions, and recommendations
- Near-Term Engagement Plan
- Continuous Engagement Plan: the mid- to long-term engagement plan that captures best practices for engagement, analysis on where Washington tribes are most interested to engage, considers and elevates tribal concerns for the supply chain process, and details prime areas of interest where the state may continue to engage after June 2027
- Summary of tribal engagement throughout the project scope
- References cited

The schedule for completion of key milestones and delivery of sub-components of the final report (e.g. drafts) should be proposed by the contractor as part of the proposal.

## Audience

The primary audience for this work includes Washington decision-makers and communities, including:

- Washington Dept. of Commerce, Washington elected leaders, and state and local government
  - Washington communities and tribes
  - Maritime companies, component manufacturers, and other businesses operating in Washington
  - Port officials
  - Offshore wind developers and original equipment manufacturers
  - Stakeholders invested in coordinating West Coast collaborative efforts on the West Coast offshore wind supply chain
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## PROPOSAL REQUIREMENTS

### Proposal Contents

The proposal should be concise, no more than 10 pages in length, not counting a cover page, references, resumes, or any appendices. Excessive use of unrelated images and company branding is discouraged. Longer proposals will be disqualified, and there is no requirement to fill the full amount if qualifications can be articulated in less.

Pages shall be standard 8.5" x 11" letter size, using 10 to 14-point size, with 1 to 1.5-line spacing. All pages must maintain a minimum one-inch margin on all sides, and pages must be consecutively numbered. Proposals that do not adhere to these formatting specifications may be considered non-responsive and will not be evaluated.

The proposal must indicate primary staff contributing to the project and their roles (if relevant), and must include all relevant staff resumes in PDF format.

Proposals should include the following components:

- **Cover Page:** A short summary of your proposal and interest in the project, highlighting key strengths and differentiators.
- **Project Approach:** Outline your proposed approach to the project, including a timeline, milestones, and any unique methodologies.
- **Qualifications and Experience:** Provide information on your team's qualifications and relevant experience for similar projects, including applicable references.
- **Cost Proposal:** Clearly outline the cost of your proposed services, including a detailed breakdown of all associated costs.
- **Compliance:** Confirm your willingness and ability to comply with all applicable laws, regulations, and standards.

### Proposal Submission

All proposals must be submitted by **Wed, May 27, 2026, 3:00 PM PDT**. Late proposals will not be considered.

- Proposals should be submitted to [stephanie@maritimeblue.org](mailto:stephanie@maritimeblue.org).
- Please write "Blue Wind Tribal Engagement Proposal - [your name/your company's name]" in the subject line of your email.

## Questions

All questions and communications regarding this RFP should be submitted by Wed, May 20, 2026, 5:00 PM PDT, and should be directed to:

Stephanie Spence  
Blue Wind Senior Program Manager  
[stephanie@maritimeblue.org](mailto:stephanie@maritimeblue.org)

Anonymized questions and answers will be posted on Maritime Blue's website in this document:

### [Questions and Answers](#)

## EVALUATION CRITERIA

Proposals will be evaluated based on the following criteria:

- **Experience and Expertise in Tribal Engagement:** Demonstrated experience and a proven track record of successful tribal engagement in Washington State, including knowledge of tribal protocols, governance, communication styles, institutional capacity, and relationship-building. Preference will be given to proposers who are a tribal- or Indigenous-owned business.
- **Understanding of Public Participation Frameworks:** Understanding and ability to implement meaningful public participatory influence mechanisms, with knowledge of procedural fairness, adaptive governance, collaborative planning, and integration of feedback into policy
- **Understanding of Project Objectives:** Clear understanding of the project's objectives, specifically regarding renewable energy, supply chain, the Blue Wind Collaborative, and the importance of tribal input.
- **Proposed Approach and Methodology:** The clarity, feasibility, and effectiveness of the proposed approach and methodology for delivering on each task and working with Maritime Blue.
- **Responsiveness to Timeline:** The proposal's demonstration of the ability to meet the project's aggressive timeline and deliver the required deliverables on schedule.
- **Budget Reasonableness:** The reasonableness and cost-effectiveness of the proposed budget in relation to the proposed scope of work.

## PROPOSAL SCHEDULE

Milestone	Due Date
Issue Request for Proposals (RFP)	Wed, May 6, 2026
Question period open	Wed, May 6, 2026
Last day to submit questions	Wed, May 20, 2026, 5:00 PM PDT
<b>Proposals due</b>	<b>Wed, May 27, 2026, 3:00 PM PDT</b>

Possible interviews of prospective contractors	Mon, June 1 - Wed, June 5, 2026
Announce "Apparent Successful Contractor" and send notification via email to unsuccessful proposers	Mon, June 8, 2026
Earliest date a contractor could be signed with the Successful Contractor	Mon, June 15, 2026
<b>Project Complete</b>	<b>June 2027</b>

# Standard Terms & Conditions



This agreement is made and entered into by and between Washington Maritime Blue and the below named firm, hereinafter referred to as "Subcontractor."

Subcontractor details

NOW THEREFORE, Washington Maritime Blue and Subcontractor mutually agree as follows:

## **PURPOSE AND SCOPE OF WORK**

The purpose of this agreement is to perform the activities and meet the specifications outlined in Attachment A, "Scope of Work," hereinafter referred to as the "Project." Subcontractor will provide services, and otherwise perform all tasks, functions and activities necessary for or incidental to the performance of the scope of work.

## **ACKNOWLEDGEMENT OF SUBAWARD**

Subcontractor acknowledges that this agreement constitutes a subaward of funds originally awarded by (agency) as grant (number). Subcontractor agrees to comply with the terms & conditions of the prime award, included herein as Attachment B.

## **TERM OF AGREEMENT**

This agreement shall commence on (date) and terminate on (date). Washington Maritime Blue and Subcontractor agree to review and/or renegotiate the terms of this agreement not later than thirty (30) days before its conclusion. Altered and/or added terms, and date(s) of extension, shall be memorialized in a signed amendment. Future amendments to change and/or extend this agreement and/or its amendment(s) are allowed ad infinitum so long as this agreement or one of its amendments remains in effect.

In such case that the agreement is signed by all parties after the agreement's stated effective date, it is to be understood by all parties that by signing this agreement all performance and activities under this agreement are retroactively approved and authorized pursuant to the date that performance commenced.

## **STOP WORK AND TERMINATION**

Washington Maritime Blue may, by written order to the Subcontractor, require the Subcontractor to stop all, or any part, of the work called for by this agreement upon the occurrence of any of the following enumerated circumstances:

- A. Subcontractor is adjudged or becomes bankrupt or insolvent, is unable to pay its debts as they become due, or makes an assignment for the benefit of its creditors; or,
- B. Subcontractor voluntarily or involuntarily undertakes to dissolve or wind up its affairs; or,
- C. Subcontractor is suspended or debarred by the United States government; or,

- D. Subcontractor is in noncompliance with any term of this agreement, including reporting and performance requirements; or,
- E. Washington Maritime Blue learns that Subcontractor has an organizational conflict of interest, or any other conflict of interest, as determined in the sole discretion of Washington Maritime Blue, that Washington Maritime Blue believes, in its sole discretion, cannot be mitigated; or,
- F. The funding source with which Washington Maritime Blue is financing this activity issues an early termination covering all or part of the Project.

A stop work order issued under this section may be applied to the Project in its entirety, or to any portion thereunder. Such an order shall take effect immediately upon receipt by the Subcontractor of Washington Maritime Blue's written order to stop work. Upon receipt of the order, Subcontractor shall immediately comply with its terms. Washington Maritime Blue shall not be liable for costs incurred by the Subcontractor during the period covered by the stop work order, unless such costs are explicitly allowed in said order.

Within a period of 90 calendar days after a stop-work order is delivered to the Subcontractor, or within any extension of that period to which the parties shall have agreed, Washington Maritime Blue shall either cancel the stop-work order or terminate the agreement.

Additionally, either party may terminate this agreement by providing thirty (30) days written notice of such termination.

## **TERMINATION PROCEDURES**

In the event of termination of this agreement prior to project completion, Subcontractor shall immediately (unless otherwise directed by Washington Maritime Blue in its notice if Washington Maritime Blue initiated the termination) undertake all reasonable steps to wind down the project cooperatively with Washington Maritime Blue, including but not limited to the following:

- A. Stop any portion of the project's work that is incomplete (unless work to be completed and a different date for termination of work are specified in Washington Maritime Blue's notice).
- B. Place no further work orders or enter into any further subawards or contracts for materials, services, or facilities, except as necessary to complete work as specified in Washington Maritime Blue's notice.
- C. Terminate all pending project work orders, subawards, and contracts for work that has not yet commenced.
- D. With the prior written consent of Washington Maritime Blue, promptly take all other reasonable and feasible steps to minimize and/or mitigate any damages that may be caused by the failure to complete the project, including but not limited to reasonable settlements of any outstanding claims arising out of termination of project work orders, subawards, and contracts.
- E. Deliver or make available to Washington Maritime Blue all data, drawings, specification reports, estimates, summaries, and such other information and material as may have been accumulated under this Agreement, whether completed or in progress.

In the event of termination, Washington Maritime Blue shall be liable only for those payments for services rendered prior to the effective date of termination and for which Washington Maritime Blue has received payment from the funding source.

## **COMPENSATION**

Total compensation payable to Subcontractor for satisfactory performance of the work under this agreement shall not exceed \$60,000.

## **BILLING PROCEDURES AND PAYMENT**

Company will pay Subcontractor upon acceptance of services provided and receipt of a properly completed invoice, which shall be submitted to the Company's Billing Contact not more than once each calendar month. Invoices must be submitted no later than the 10th calendar day of the month following provision of services. The invoice shall be transmitted to the Billing Contact at the address specified below:

Camille Smith, Contract and Finance Manager  
finance@maritimeblue.org  
(360) 230-8184

Invoices shall describe and document, to the Company's satisfaction, a statement of actual services performed and progress of the project.

Payment will be made on a cost reimbursable basis. Invoices must specify the billing rate and hours of work performed. Non-personnel expenses must be accompanied by a receipt to be eligible for reimbursement. Reimbursement of indirect costs shall be in accordance with 2 CFR 200.414 (Indirect Costs). At any time, Washington Maritime Blue reserves the right to require submission of source documentation, including but not limited to timesheets, cash receipts, contracts or subaward agreements, for any costs where the Subcontractor is seeking reimbursement.

Payment shall be considered timely if made by Washington Maritime Blue within thirty (30) calendar days after receipt of properly completed invoices, subject to receipt of funds from the awarding agency. Payment shall be sent to the address designated by the Subcontractor.

## **PROJECT MANAGEMENT**

The Company's Project Manager shall be responsible for the day-to-day management of and shall be the principal point of contact for the Subcontractor on all matters other than Contract Execution and Amendment. Company's Project Manager is identified as follows:

Name  
email

Subcontractor's Project Manager is identified as follows:

Name

email

## **CONTRACT EXECUTION AND AMENDMENT**

The individuals identified below shall be the individuals designated by the parties to execute the agreement and any amendments thereto. No Contract or Amendment shall be deemed valid unless signed by the designated parties.

Company Representative: Joshua Berger, President/CEO, Washington Maritime Blue

Subcontractor Representative: Name, Title, Organization

## **ASSURANCES**

Company and the Subcontractor agree that all activity pursuant to this agreement will be in accordance with all the applicable current federal, state and local laws, rules, and regulations.

## **SUSPENSION AND DEBARMENT**

Contractor certifies that it has not been suspended or debarred from doing business with the federal government.

## **INDEMNIFICATION**

To the extent permitted by law, and for the limited purposes set forth in this agreement, Company and Subcontractor shall protect, defend, indemnify and hold harmless the other party, their officers, elected officials, agents and employees, while acting within the scope of their duties as such, from and against any and all claims (including demands, suits, penalties liabilities, damages, costs, expenses, or losses of any kind or nature whatsoever) arising out of or in any way resulting from such Party's own negligent acts or omissions related to performance of this agreement.

Company and Subcontractor agree that their obligations under this subsection extend to any claim, demand, and/or cause of action brought by or on behalf of any of its employees or agents. For this purpose, Company and Subcontractor, by mutual negotiation, hereby waive, with respect to the other party only, any immunity that would otherwise be available against such claims under the industrial insurance act provision of Title 51 RCW. This section shall survive termination or expiration of this agreement.

## **ENTIRE AGREEMENT**

This agreement represents all the terms and conditions agreed upon by the parties. No other statements or representations, written or oral, shall be deemed a part hereof.

## **CONFORMANCE**

If any provision of this agreement violates any statute or rule of law of the state of Washington, it is considered modified to conform to that statute or rule of law.

## **DELIVERABLES AND BUDGET**

Subcontractor agrees that all work performed for this agreement is uniquely funded by Washington Maritime Blue, such that the Subcontractor is not being paid by others for the same work.

## **REPORTING**

Washington Maritime Blue will request any data that it finds useful to demonstrate the effectiveness of services, performance measures, and objectives.

## **APPROVAL**

This agreement shall be subject to the written approval of the Company's authorized representative and shall not be binding until so approved. The agreement may be altered, amended, or waived only by a written amendment executed by both parties. This agreement is executed by the persons signing below, who warrant they have the authority to execute the agreement.

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Signature  
Company Authorized Representative

Date

Signature  
Subcontractor Authorized Representative

Date