



# Expression of Interest (EOI)

## *Resort Management Company – Lund Resort & Marina*

Issued by: Tla'amin Resorts and Accommodations Inc. (TRAI), a Tla'amin Management Services Business.

### **1. Introduction**

TRAI invites qualified Resort Management Companies, hospitality operators, or experienced operator teams (including couples) to submit an Expression of Interest (EOI) for the management of the Lund Resort & Marina. This EOI is intended to identify qualified operators and does not constitute a formal procurement process. TRAI may proceed to direct negotiation or a limited RFP with shortlisted proponents.

### **2. About the Lund Resort & Marina**

The Lund Resort & Marina is a year-round gateway to Desolation Sound, located in Tla'amin Territory. The asset includes a 31-room hotel, restaurant and pub, banquet facilities, marina, fuel dock, long-term moorage, a full-service retail store (grocery, beer/wine, deli), surface parking, and leased commercial units.

### **3. Scope of Opportunity**

Operators will manage:

- Hotel and guest services
- Marina, fuel dock, and moorage operations
- Parking operations

- Retail store operations
- Staffing, recruitment, and training
- Routine maintenance oversight
- 24/7 onsite or on-call management presence
- Internet and social media marketing
- Monthly financial and operational reporting
- Upholding guest experience and Tla'amin cultural protocols

#### **4. Desired Operator Profile**

TRAI seeks operators with:

- Hospitality or lodging management experience
- Capacity to manage multi-unit operations
- Strong financial and administrative capability
- Cultural awareness and willingness to participate in Tla'amin cultural training
- Ability to live onsite or staff consistent onsite coverage
- Incorporation capacity if not already incorporated
- Experience operating in coastal, remote, or semi-remote locations is considered an asset.

#### **5. EOI Submission Requirements**

EOIs should be 5–10 pages and include:

- Operator background (company or team bios)
- Operational approach and management concept
- Proposed fee structure concept (not a formal bid)
- Cultural alignment statement
- Three references

#### **6. Process & Next Steps**

1. EOI Deadline: 5pm, December 15, 2025
2. Review & Shortlisting: TRAI will identify qualified proponents

3. Interviews: Shortlisted operators may be invited to meetings
4. Negotiation or Second-Stage RFP: TRAI may negotiate directly or issue a detailed RFP

TRAI reserves the right to proceed with one, multiple, or none of the submissions.

## **7. Submission Instructions**

EOIs must be submitted by email to:

Braden Smith, CEO, Tla'amin Management Services

Email: [braden.smith@tmslp.ca](mailto:braden.smith@tmslp.ca)

Deadline: 5pm, December 15, 2025