

**PRE-SOLICITATION
 SUMMARY OF CC-SEKI004-16 OPERATIONS
 Site Visit, October 9, 2014**

The National Park Service (Service) intends to release a Prospectus for Lodging, Food and Beverage, Retail, and Other Services at Sequoia National Park (Park) in the first quarter of calendar year 2015. In order for interested business entities to observe the operation during the operating season, the Service will host a one day site visit on October 9, 2014 at the Park. During the site visit the Service will conduct a tour of the facilities at Lodgepole Village and Wuksachi Village in the Park. The one day site visit will NOT include a tour of Bearpaw High Sierra Camp. Participants can submit questions in writing for response by the Service once the Prospectus is issued.

This document provides a summary of the key elements of the Draft Concession Contract CC-SEKI004-16 ("Draft Contract"). The terms of the business opportunity and the elements of the Draft Contract are subject to change before the Service releases the Prospectus. In the event of any inconsistency between the Prospectus, the Draft Contract and this Summary, the Draft Contract will control.

The Concessioner must provide the Required Services and may, at its option, provide the Authorized Services.

Required Services	Location
Lodging	Wuksachi Lodge; Bearpaw High Sierra Camp
Food & Beverage	Wuksachi; Lodgepole; Bearpaw
Retail	Wuksachi; Lodgepole
Public Showers and Public Laundry	Lodgepole
Winter Equipment Rentals	Wuksachi
Camping Equipment Rental	Lodgepole
Wireless Internet Service	Lodgepole
Authorized Services	Location
Mobile Food Carts	Wuksachi Village, Lodgepole Village, Giant Forest Museum
Lodge Guest Shuttle	Wuksachi, Fresno Airport, Amtrak Station, Crystal Cave
Group Events and Tours	Wuksachi; Lodgepole
Interpretive Services	Wuksachi; Lodgepole
Campsite Setup	Lodgepole

Term of Draft Contract

The Draft Contract has a term of ten (10) years with an estimated beginning date in early 2016. The effective date of the Draft Contract is subject to change prior to award if determined necessary by the Service.

Preferred Offeror

The Director has determined that no Preferred Offeror for this Draft Contract exists pursuant to the terms of 36 C.F.R. Part 51. This solicitation for commercial services is fully competitive.

Proposed Minimum Franchise Fee

The Service will publish the minimum franchise fee in the Prospectus.

Historical Annual Gross Receipts

	2011	2012	2013
Gross Receipts	\$8,687,012	\$9,106,483	\$9,461,380

Sequoia National Park Concession Facility Summary

Facility	Description	Category
Lodging		
Wuksachi Lodge	102 rooms, 3 buildings	Midscale Lodging
Bearpaw High Sierra Camp	6 rustic cabins	Rustic
Food & Beverage		
Wuksachi Restaurant	107 seats indoor, 60 seats outdoor ¹	Upscale (Full Service)
Wuksachi Lounge	22 seats	Bar and Cocktail Lounge
Lodgepole Food Service	68 seats indoor, 25 seats outdoor	Limited Service Fast Casual and Quick Service
Bearpaw Dining Tent	Capacity 13	
Retail		
Wuksachi Gift Shop	Approx. 800 square feet	
Lodgepole Gift Shop and Market	Approx. 13,513 square feet	
Shower and Laundry		
Lodgepole Village		
Employee Housing		
Wuksachi Village	15 cabin units; Approx. 21 seasonal trailer spaces with limited utilities	
Lodgepole Village	13 dormitory rooms; 2 one bed apartments	
Bearpaw High Sierra Camp	6 employee tents	

¹ Through a Concession Facilities Improvement Program (CFIP) described below, the Concessioner must construct a dining deck and patio off the Wuksachi Lodge Building to provide space for 60 additional dining seats.

Concession Facilities Improvement Program (CFIP)

The Draft Contract requires the Concessioner to undertake and complete a CFIP to construct a dining deck and patio off the Wuksachi Lodge building. The deck must provide space for 60 additional dining seats and be no less than 2,400 square feet and no more than 3,600 square feet in size. The Service estimates these projects will cost the concessioner between \$450,000 and \$550,000 in 2016 dollars. The Service will credit appropriate Leasehold Surrender Interest for these projects in accordance with the Draft Contract. To support the CFIP, the Concession must also invest in related personal property (included in the Estimated Initial Investment value below).

Lodgepole Food Service Area

The current configuration of the Lodgepole Grill and Deli leads to long wait times and unmet demand in the high-season, particularly in the middle of the day. The Service believes the configuration can be changed using the existing and new personal property (included in the Estimated Initial Investment value below).

Estimated Initial Investment

Item	Estimated Amount (2016 Dollars)
Possessory Interest ¹	Under Review
Personal Property ²	\$1,400,000
Inventory	\$450,000
Start-up Costs	\$250,000
Working Capital	\$400,000
Deferred Maintenance (to be addressed in 2016 and 2017)	\$320,000
CFIP: Wuksachi Dining Deck (to be addressed in 2016 and 2017) ³	\$500,000
TOTAL⁴	\$3,320,000

¹ The value for Possessory Interest is currently being finalized and will be included in the Prospectus. The Existing Contract requires the Existing Concessioner to sell and transfer to its successor its Possessory Interest in Government Improvements.

² The Existing Contract requires the Existing Concessioner to sell and transfer to its successor other tangible property used or held for use in connection with the operation. The estimate includes new personal property to support the operation on the new dining deck at Wuksachi and the Lodgepole Grill and Deli area.

³ Through a Concession Facilities Improvement Program (CFIP) described above, the Concessioner must construct a dining deck and patio off the Wuksachi Lodge Building estimated to cost between \$450,000 and \$550,000.

⁴ The Total Estimated Initial Investment value does not include Possessory Interest.