

Shenandoah National Park

Pre-Solicitation Site Visit November 16, 2011

The NPS will offer a one-day site visit to view the concession facilities at Shenandoah National Park. The tour will begin at 9:00 am at the Elkwallow parking lot at mile 24 of the park road. Participants must provide their own transportation. If you are interested in attending the site visit, you must RSVP to Ethan McKinley via email at Ethan_McKinley@nps.gov by 4:00 PM (Eastern Time) on Thursday, November 10, 2011. Please include in your email the number of people who will be attending. The tour can accommodate a maximum of four people from each entity. The NPS will use this contact information to provide updates to the prospectus and additional information as needed.

The purpose of this summary is to provide a synopsis of the key elements of the National Park Service Concession Contract, for the general concession operations at Shenandoah National Park.

The terms of the business opportunity are subject to change before the Prospectus is released. In the event of any inconsistency between the terms of the Prospectus and this Summary, the Prospectus will prevail.

Shenandoah National Park Concession Facility Summary

Elkwallow – Mile 24 – Typically Open April 16 through November 7

Gift Shop/Convenience Store – 2181 square feet

Snack Bar – No seats

Firewood Sales

Employee Housing – Small residence, not currently in use due to lack of water

Skyland – Mile 41.7 – Typically Open April 1 through November 28

Guest Rooms – 178 rooms

Dining Room – 150 seats

Bar – 60 seats

Gift Shop – 1410 square feet

Stables – 16 stalls

Conference Hall/Meeting Room – 3025 square feet. Used for special events including weddings (has a kitchen), capacity is between 90 and 140 people depending on the seating configuration/type of use.

Employee Housing – 39 rooms (approximately)

Maintenance Building/Storage – 1822 square feet

Big Meadows Wayside – Mile 51 – Typically Open March 19 through November 28

Restaurant/Snack Bar – 85 seats

Gift Shop/Convenience Store – 5679 square feet

Gas Station (3 grades – no diesel)

Big Meadows Lodge – Mile 51 – Typically Open May 20 through November 7

Guest Rooms – 97 rooms, 2 accessible

Gift Shop – 695 square feet

Restaurant – 134 seats (approximately)
 Bar/Taproom – 90 (approximately)
 Employee Housing – 24 rooms

Big Meadows Public Shower/Laundry – Mile 51 – Typically Open March 26 through November 28

Shower Stalls – 10 (approximately)
 Washers and Dryers
 Firewood Sales
 Convenience Store – Extremely limited sales area for a few convenience items for hikers

Lewis Mountain – Mile 57.6 – Typically Open April 9 through November 7

Gift Shop/Convenience Store – 1666 square feet
 Overnight Cabins – 10 primitive guest rooms
 Showers – 2 stalls with toilets
 Employee Housing – 1 room

Loft Mountain Campstore Complex – Mile 79.5 – Typically Open May 21 through October 31

Convenience Store – 2772 square feet
 Public Showers – 8 stalls
 Public Laundry – 504 square feet
 Employee Housing – 7 rooms

Loft Mountain Wayside – Mile 79.5 – Typically Open April 30 through November 7

Snack Bar (with kitchen) – 66 seats
 Gift Shop – 1932 square feet

Note: The square footage listed above generally includes all areas of the facility including store rooms and other services.

Required Services for the Contract

Service	Location
Lodging	Skyland, Big Meadows, Lewis Mountain
Food and Beverage	Elkwallow , Skyland, Big Meadows, Loft Mountain
Retail	Elkwallow, Skyland, Big Meadows, Lewis Mountain, Loft Mountain
Automotive Services	Big Meadows
Vending	Big Meadows, Skyland, Lewis Mountain, Loft Mountain, Elkwallow
Horseback Riding	Skyland
Shower-Laundry	Big Meadows Campground, Loft Mountain Campstore, Lewis Mountain Campstore

Authorized Services for the Contract

The Concessioner is authorized but not required to provide the following visitor services during the term of the Draft Contract. All activities and activity locations are subject to NPS review and approval.

Service
Guided Interpretive Activities (hiking, climbing, star gazing and similar)
Catering of Special Events Outside of the Concession Facilities, but inside Area/Park boundaries
Taxi and Shuttle Services
Other Horseback Riding Services such as Wagon Rides

Historical Annual Gross Receipts

2008	2009	2010
\$13,667,399	\$12,764,962	\$13,567,579

Required Repair and Maintenance Reserve

The Draft Contract requires the Concessioner to establish a Repair and Maintenance Reserve, to be used to carry out, on a project basis, the repair and maintenance of Concession Facilities that are non-recurring within a seven-year time frame. The funds in the Reserve are set aside as a minimum for these purposes. Any additional funds that may be needed are to be provided by the Concessioner under the terms of the Draft Contract.

Estimated Initial Investments

The estimate will include initial investments of:

- Existing personal property (owned by Existing Concessioner)
- Merchandise (Inventory)
- Deferred Maintenance (DM not covered by RMR or regular operating expenses)
- Leasehold Surrender Interest (LSI)
- Concession Facility Improvement Program (CFIP) including associated personal property
- Personal Property Improvement Program (PPIP)

All CFIP, CFIP-related personal property, and PPIP projects are required to be completed by opening day of the third year of the contract. It is assumed that one-half of the project investment occurs in year one of the Contract.