

**SUPPLEMENTAL QUESTIONS
COMMERCIAL USE AUTHORIZATION**

U.S. DEPARTMENT OF THE INTERIOR



**National Park Service
Dry Tortugas National Park
Attention: Chief Ranger's Office/Everglades National Park
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2012

COMMERCIAL VISITOR SERVICES: Seaplane Service

SUPPLEMENTAL QUESTIONS

I. MULTI-LEVEL NPS QUALIFICATION AND AWARD PROCESS

Only to those applicants that are determined by the Superintendent to be qualified to provide round trip Seaplane Service to from Key West to Dry Tortugas National Park (DRTO) will be considered within the potential pool of applicants to be evaluated for the single Commercial Use Authorization (CUA) for Seaplane Service to DRTO. The Seaplane CUA will be awarded to the most qualified operator as determined by the panel on the basis of (1) visitor safety, (2), resource protection, (3) relevant experience and credit history.

If there is more than one qualified applicant for the Seaplane CUA, the National Park Service (NPS) will process the CUA applications in two stages in order to address fully Park safety and resource matters. The first stage represents an initial qualification, using the information provided in the Application Form, to ensure that specific requirements are met and all of the required information has been provided. Failure to submit complete information as required within five (5) days following the deadline may result in the rejection of your application without further consideration. The NPS will determine an application's initial qualification on a pass/fail basis. An application is initially qualified when it manifests the applicant's assent to the terms and conditions of the CUA, provides all of the information required by the application, including signature and completion of the Application Form, and narrative responses to the following Supplemental Questions.

If there are more qualified applicants having passed the initial minimum qualifications than the single CUA available, the NPS will perform a second qualification round. The Superintendent will rank the applications using equally weighted factors for each of the narrative responses to (1) visitor safety, (2) resource protection,

(3) relevant experience and (4) credit history.

II. GENERAL INFORMATION

The approved General Management Plan Amendment for Dry Tortugas National Park (DRTO) limits seaplane service to a single operator. Since it will take time to evaluate and prepare a prospectus package for a Concessions Contract, a CUA will be issued for two years.

GENERAL NARRATIVE RESPONSE FOR ALL APPLICANTS

Each Applicant must address the following information in writing:

(1) Visitor Safety – The Park is committed to providing a safe experience to its visitors.

- (a) Describe the safety history of your company.
- (b) Describe the formal **aviation** safety training by you and your staff and any certifications held.
- (c) Describe the safety training completed by you and your staff and any certifications held, including Emergency First Aid, CPR and AED.
- (d) Describe all aviation/marine violations, accidents, casualties, and incidents, including any from the Federal Aviation Administration and the U.S. Coast Guard, State of Florida, NOAA, and the National Park Service. Incidents including, but not limited to; aircraft crash, loss of primary propulsion, collision, flooding, capsizing, fire, explosion, loss of life or reportable injury incurred or received for the period beginning five years prior to the submission of your proposal. Failure to report aviation violations, accidents, casualties, and incident may result in the rejection of your proposal.

For each Incident, please provide the following information:

- Description of incident
- Date of occurrence
- Aircraft involved
- Organization involved
- Resolved (Yes or No)
- How resolved (if applicable)

Pilots that have **not** experienced any Incidents, please expressly state in the proposal that the applicant and listed pilots have not experienced any such aviation/marine violations, accidents, casualties, and incidents. State how you will ensure that Incidents will be avoided.

(2) Resource Protection – The Park may only issue CUAs that are consistent with the preservation and proper management of Park resources and values. One objective of the Park in evaluating CUA applications

is to assure the protection of fragile and protected marine and terrestrial resources.

(a) Dry Tortugas National Park is a fragile ecosystem where the conservation or preservation of the natural environment is sustained by park controls and/or grants. The islands within Dry Tortugas National Park are environmentally sensitive and support many colonies of endangered and threatened migratory and nesting bird species. Describe the flight operating procedures you will employ while within the park, particularly arriving and departing, that would minimize the impact of your aircraft on the wildlife residing in the park.

(b) Landing seaplanes in the ocean presents higher risk than landing in sheltered waters of lakes or rivers. (a) Describe the procedures you will employ to recover aircraft in the event that an aircraft becomes unable to fly when within the park due to mechanical difficulty. (b) Describe the procedures you will employ to contain spills of hazardous materials, such as aircraft fuels or oils, when within the park.

(c) Describe any formal or informal training and/or education that you have obtained about the National Park Service and, specifically, Dry Tortugas National Park.

(d) Describe any experience and/or training you have in the realm of responsible environmental practices that are pertinent to the seaplane services at Dry Tortugas National Park..

(e) Describe the content and manner, (ex. headsets for passengers) of the orientation you will provide your patrons and staff regarding the park's history, Research Natural Area, marine birds, turtles, fish, corals, etc.

(f) Describe how your business practices will help promote the implementation of the Research Natural Area and the protection of the park's natural and cultural resources.

(g) Describe any resource violations that have occurred in the Applicant's operations, including, without limitation, the Federal Aviation Administration, U.S. Coast Guard, the State of Florida, NOAA, and the NPS. Resource violations include, but are not limited to, fishing violations, groundings, reef or coral damage, and closure violations received in the last five (5) years prior to the submission of the proposal.

(3) Relevant Experience and Credit History – The Park is looking for a business entity that has experience and competence in providing the specific commercial visitor service being applied for and also demonstrates a satisfactory business credit history with sufficient financial resources to meet the working capital, fixed asset, and operating requirements of the authorization. General questions related to experience and credit history are listed below.

(a) Provide the total number of years that your company has provided seaplane service. In your response

provide specific examples, if possible, related to your experience in, and knowledge of DRTO. What types of sea and weather conditions have you encountered? What are your weather and sea condition cancellation policies?

- (b) Provide a Current business credit report (within the last six months) from a major credit reporting company such as Equifax, Experien or Dun & Bradstreet. In the event Applicant is an individual, provide a current personal credit report.
- (c) Provide an estimate of revenue and breakdown of expenses anticipated for the two year period.

4. STANDARD OPERATING PLAN

All applicants must prepare a *Standard Operating and Safety Plan*. The *Standard Operating and Safety Plan*, at a minimum, should include:

- (a) An explanation of how you will provide services.
Fully describe the aircraft(s), by type and configuration that you plan on utilizing for your operation including how many passengers each aircraft can hold. Please include interior and exterior photos of the aircraft.
- (b) A copy of your proposed rate sheet and brochure (if available).
- (c) Provide a roster of individuals working under this CUA.
Provide a summary of the number of flight hours flown by each listed pilot and indicate the number of hours specific to seaplanes, particularly of the type of aircraft proposed to be used for this CUA.
- (d) A description of the passenger briefing that will be given prior to each take-off.
Include environmental/educational information that will be provided.
- (e) A description of your accident prevention program, including safety and/or sanitation precautions/procedures that apply to your service.
- (f) A list of resource protection measures /guidelines that you will take to avoid impacts to the ecosystem.
- (g) A description of the desired visitor experience you want to provide your passengers.
Will you be providing snorkeling gear, guided tours of the fort, coolers and/or cold non- alcoholic drinks to your passengers?
- (h) An explanation of the procedures to be followed in case of accidents or other emergencies.

- (i) A proposed schedule of daily flights. In order to enhance the visitor experience, particularly to manage aircraft noise levels, the Park would prefer a schedule that offers fewer take offs and landings at Dry Tortugas National Park.