



Gettysburg National Military Park
Pennsylvania

Request for Proposals

**MASTER LEASE FOR
SHORT-TERM RENTAL OF HISTORIC HOMES
Gettysburg, Pennsylvania**



Bushman Farmhouse

Key dates for this Request for Proposals are as follows:

RFP Release Date: January 23, 2023
Site Tour: By appointment only between January 30 and March 6, 2023 Monday through Friday between 8am and 4pm
Question Submission Deadline: March 13, 2023
Proposal Submittal Deadline: March 27, 2023
Anticipated Date for Selection of Qualified Proposals: Six Weeks after Submittal Deadline
Anticipated Lease Effective Date: June 1, 2023 - Subject to Negotiation

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SUMMARY OF LEASING OPPORTUNITY

This Request for Proposals (RFP) provides the opportunity for any interested individual or organization, hereinafter referred to as “Offeror” to submit proposals to the National Park Service (NPS, ‘Lessor’) to lease NPS property at Gettysburg National Military Park. This initially includes the Bushman Farmhouse, Slyder Farmhouse, and Althoff Farmhouse. The Rose Farmhouse will be added upon completion of renovations expected for January 1, 2026. When the renovations are complete the Lease will be amended to add this property. Each farmhouse will include a small curtilage surrounding the home. At the Slyder Farmhouse, HVAC installation is planned for winter 2023, it is expected to be ready for use by May 1, 2023. The Offeror should propose any renovations considered necessary to the Althoff Farmhouse or other structures, as well as outdoor living space, as part of their proposal.

The selected offeror (Offeror, ‘you’, ‘your’) will have exclusive negotiation rights to enter into a Lease based on the attached Sample Lease (See Attachment A). Elements of your proposal may be incorporated into the Lease at Lessor’s discretion.

Overview of Property Offered for Lease

Bushman Farmhouse

The historic Bushman Farmhouse is located at 30 South Confederate Avenue, Gettysburg, PA 17325. The two-story stone and brick home consists of approximately 1,976 square feet including a full kitchen, one-and-a-half bathrooms, three guestrooms, living room, and dining room. One guestroom, half bath, and other living spaces are located on the first floor; two guestrooms and a full bath are located on the second floor. Heating and air conditioning provide comfort year-round. A small outdoor patio provides scenic views of the iconic Little Round Top and surrounding area. An enclosed garden area, woodshed, pump house, and springhouse are included in the lease curtilage. The home is equipped with an electronic keypad for guest access that is controlled remotely. Easy access to the trail system provides walking opportunities to popular visitor destination areas including Devil’s Den and Little Round Top. Other outbuildings on the property (barn) will continue to be used and maintained by the NPS. The home was fully restored and updated in 2017 and is fully furnished with a period theme. The home is appropriate for a maximum of six occupants and three vehicles.

Slyder Farmhouse

The historic Slyder Farmhouse is located at 1492 Emmitsburg Road, Gettysburg, PA 17325. The two-story stone home consists of approximately 850 square feet including a small kitchen and dining area, one full bathroom, one guestroom, a living room and an entryway with washer and dryer hook up. The large bedroom is located on the second floor. A small summer kitchen is included within the lease curtilage. Other outbuildings on the property including a blacksmith shop, smokehouse, chicken house/pig pen, and barn will remain in use by the NPS. Educational programs may be held behind the home on weekdays during the spring and fall and occasionally during the summer months. Step out the front door to the trail system and an easy walk to popular visitor destination areas including Devil’s Den and Little Round Top. A complete external rehabilitation was completed in 2013. Standard upgrades to the kitchen and bathroom were completed in 2003. The home will be updated in 2023 with HVAC, but the structure remains unfurnished. The home is appropriate for a maximum of three occupants and two vehicles.

Althoff Farmhouse

The Althoff Farmhouse is located at 201 Wheatfield Road, Gettysburg, PA 17325. This 964 square foot, two-story home includes a kitchen/dining area, utility room with washer and dryer hook up, and living room on the first floor and two small bedrooms, a dressing room/sitting room, and full bathroom on the second floor. Air conditioning is provided via window units. A summer kitchen is included within the lease curtilage. One outbuilding, a small barn/garage, exists on the property that will remain in use by the NPS. Walk down the driveway past monuments to Battery C, 3rd Massachusetts Artillery and the men in the 3rd Brigade and 3rd Division of the 6th Army Corps (Nevin's Brigade) and find yourself only a short walking distance to popular visitor destination areas such as Devil's Den and Little Round Top. The home is appropriate for a maximum of four occupants and two or three vehicles.

Rose Farmhouse

The historic Rose Farmhouse is located at 1300 Emmitsburg Road, Gettysburg, PA 17325. The two-story stone home consists of approximately 2,766 square feet. Complete renovation of this house is scheduled to occur between 2023 and 2026. After renovation, the first floor will include a sitting room, large kitchen, dining room, parlor, and a full bathroom with washer and dryer hookup. The second floor will include three guestrooms, and a full bathroom. Heating and air conditioning will provide comfort year-round. A small outdoor patio provides scenic views of the Rose Woods and surrounding area where some of the fiercest fighting of the Battle of Gettysburg took place. A summer kitchen and smokehouse are also within the lease curtilage. The home is unfurnished. The home is appropriate for a maximum of six occupants and three vehicles.

Consideration will only be given to proposals that include all four historic properties. The Offeror may present a proposal that includes renovations for the Althoff Farmhouse and any upgrades to other structures or outdoor living spaces considered necessary. Preference will be given to proposals that include renovations to the Althoff Farmhouse that will improve its condition and environmental sustainability/energy conservation. The Rose Farmhouse should be included in the offeror's plans for the properties; however, it will not be included in the initial lease. After renovations are complete the Lease will be amended to add this property.

A description of the historic properties overall and buildings that would be included in the lease is contained in **Attachment B**.

Overview of Lease Terms and Conditions

The offeror may propose a lease term of a maximum of ten (10) years for all properties. Lease terms may be negotiable based on renovations proposed for the Althoff Farmhouse and improvements proposed for other properties. The properties will be leased as-is, with the lessee expected to provide furnishings at the Snyder Farmhouse, Althoff Farmhouse, and eventually Rose Farmhouse. Offerors will have the option of making improvements considered necessary or desirable to improve condition, use, and/or marketability. The Bushman Farmhouse, Snyder Farmhouse, and Althoff Farmhouse have current certificates of occupancy for residential use. Upon completion of renovations at the Rose Farmhouse the Lessor will issue a certificate of occupancy for this structure. Any required updates to certificates of occupancy will be the responsibility of the offeror. Lessor may provide an Inventory and Condition Report and the NPS Unit Condition Standards for use in the determining potential improvements and repair and maintenance needs. Improvements to historic buildings must be approved in advance by NPS and carried out in accordance with the [Secretary of Interior's Standards for the Treatment of Historic Properties](#). The lessee will be expected to perform routine inspection and maintenance on all buildings and grounds throughout the term of the lease including inspection, preventative maintenance, and minor repairs for major systems. The National Park Service will

be responsible for replacement and significant repairs of major systems such as roofs and HVAC systems when they reach the end of their life cycle.

The Bushman Farmhouse and Slyder Farmhouse are in good condition. The interior of the Bushman Farmhouse is in excellent condition. The Althoff Farmhouse is in overall fair condition. The exterior of the home is in poor to fair condition and the home interior is in fair condition. The Rose Farmhouse is currently in poor condition and is awaiting renovation and updating. Upon completion of NPS renovations the home interior will be in excellent condition and the exterior will be in good condition. The National Park Service will remain responsible for landscape management outside of the property land assignments and maintenance of roadways and lanes leading to and from the properties. NPS will also be responsible for the maintenance of outbuildings identified as outside the property land assignment for their sole use.

The Bushman Farmhouse is the only property that is fully furnished. The Althoff Farmhouse is partially furnished. These assets are the personal property of the United States government. The offeror will have the option of utilizing some or all of these assets in the homes or replacing them. If the Lessee decides to utilize these furnishings, they will be responsible for their maintenance or replacement. The Lessee must purchase any additional assets (trade fixtures) necessary for the operation of leased properties; those assets will remain the property of the Lessee. A detailed description of the lease terms and conditions is in **Attachment A: Sample Lease**.

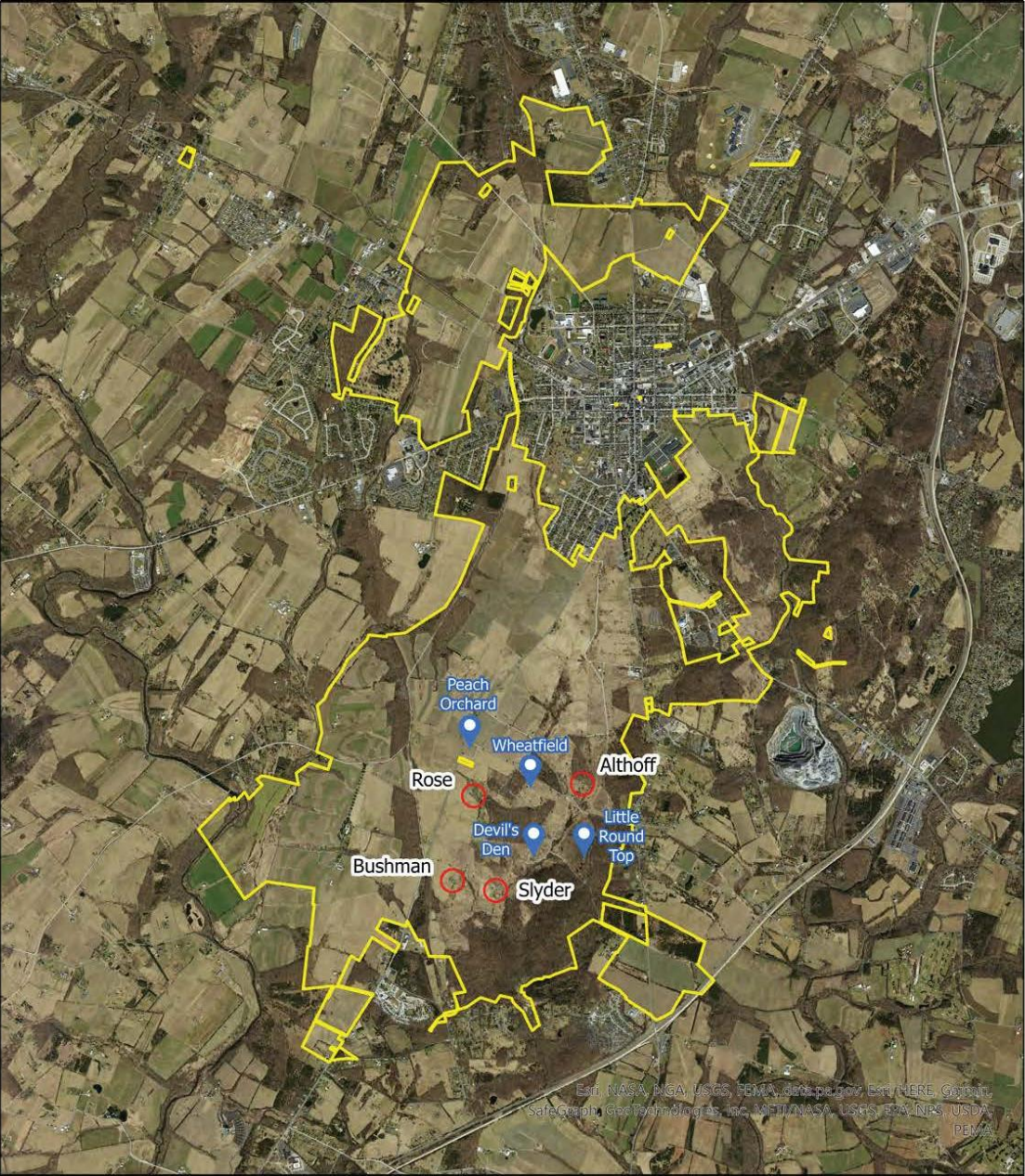
The location of the proposed properties for lease are shown in **Exhibit 1**, below.

Lease Premises

The Lease Premises under this RFP is shown in **Exhibit 2**, below. The premises include the exteriors and interiors of the four homes and a small land assignment surrounding the homes.

Descriptions, photos, and floor plans for each building that will be included in the lease are in **Attachment B**.

Exhibit 1: Location of the Bushman Farmhouse, Slyder Farmhouse, Rose Farmhouse, and Althoff Farmhouse (circled in red) and Nearby Points of Interest.



Gettysburg National Military Park

Proposed Lease Properties

Legend

- Proposed Lease Properties
- Park Boundary
- Points of Interest

0 0.5 1 Miles

Map created by
USDI NPS GNMP
RS&P GIS 10/11/2022

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Exhibit 2: Gettysburg National Military Park Lease Premises

Bushman Farmhouse



Slyder Farmhouse



Althoff Farmhouse



Rose Farmhouse



Use of the Leased Property

Lessee may use the historic homes offered for the purpose of short-term vacation (Airbnb/VRBO style) rentals in accordance with federal, state, and local law. Key information about the authorized use is summarized below.

Key Information About Authorized Use

- Lessee is responsible for the cost and implementation of all repairs, replacements, and improvements considered necessary or desirable to improve use and marketability of buildings. Lessee may request rent payment offsets for the material and labor costs of these improvements but must receive prior written approval for any of the costs to be considered.
- Building maintenance and repair will be conducted in accordance with a Maintenance Plan developed by the lessee and approved by the NPS. Lessee will be responsible for regular inspection, minor repairs, and preventative maintenance of major systems but Lessor will be responsible for major repair and replacement of these systems including roof, window framing (excluding glass), siding/brick/stone replacement, foundation, interior structure (walls/ceilings/plaster), interior components (stairs/steps/flooring), HVAC replacement, plumbing component replacement, electrical system/component replacement, and fire system replacement.
- Lessee shall make all arrangements with appropriate utility providers (including the Lessor for all utilities furnished to the Premises, including, without limitation, gas, oil, electricity, other power, water, cable, telephone and other communication services, septic systems, and waste removal. Cable television is not available at any of the properties and unless already present no exterior structures such as satellite dishes are permitted.
- NPS will work collaboratively with the lessee to develop interpretive themes for each property as necessary.
- The premises may be used year-round, seven days a week.
- Leasing for commercial purposes outside of a vacation rental is not permitted (e.g., office, retail, food service, etc.).
- Lessee and any employee or contractor hired by the Lessee must comply with all applicable regulations and maintain any required licenses, permits, insurance, and/or certificates needed to operate the premises.
- Lessee is responsible for all landscape management within the lease curtilage as described in the **Grounds Maintenance** section below.
- Lessee is granted exclusive use of the buildings and lease curtilage unless otherwise designated. The surrounding NPS property shall remain fully accessible to the public.
- Fires are not allowed in any fireplaces and candles, or any other open flames, are not permitted in any buildings.
- The exterior of all properties and the cultural landscape surrounding historic homes must be maintained free of clutter and maintain their historic character for the continued enjoyment of park visitors. Modern outdoor furniture, decorations, trash receptacles, grills, etc. must be kept in established outdoor areas approved by the Lessor so they are not visible to the public from the street/trail.
- Lessee may not post signs on the Premises of any nature without the Lessor's prior written approval.
- Smoking and pets are not permitted in leased structures.
- Lessee may not disturb or damage any protected sites or archeological resources located within the premises.

Term of the Lease

The Lease term could commence as early as June 1, 2023, with rent and property insurance beginning upon lease commencement. However, the actual lease commencement date is subject to negotiation between the NPS and the selected Offeror. The maximum lease term is ten (10) years but may be subject to negotiation between the NPS and the selected Offeror based on level of renovations proposed for the Althoff Farmhouse and proposed improvements to other properties.

Rent

NPS is required under 36 CFR Part 18 to receive, at a minimum, fair market value rent. The amount of rent will be negotiated subsequently with the selected offeror, provided that, the final rent must at least equal fair market rental value as determined by the National Park Service.

Rent Payment Offsets may be considered for expenditures on initial and ongoing capital investment made towards improving the properties. It is expected these Rent Payment Offsets could substantially reduce Rent Payments.

The minimum Fair Market Value Rent for this opportunity will be 70% of Gross Revenues. Offerors must, at a minimum, include this percentage in their proposal. Offerors may offer to pay a higher percentage rent to enhance the competitiveness of their proposal.

Offerors will also be required to charge a nightly rate above a minimum value as shown on the table below. Minimum Nightly Rates are intended to set a floor value and do not account for the desirability of property locations in popular and historically significant areas on the battlefield compared to comparable structures in the surrounding area. Please provide your proposed nightly rates, cleaning fees, and any other service fees in Criterion 5 of your proposal, which is described in more detail in **Proposal Content & Evaluation and Selection Process**.

Property	Peak Season Nightly Rate	Off-Season Nightly Rate
Bushman Farmhouse	\$265	\$225
Slyder Farmhouse	\$120	\$105
Althoff Farmhouse	\$130*	\$115*
Rose Farmhouse	To Be Determined	To Be Determined

*The minimum nightly rates for Althoff Farmhouse will only be valid if the Offeror utilizes the property within the first year of the lease agreement. If the property is utilized at a later date a new minimum nightly rate will need to be determined.

Insurance

During the term of this Lease, the Lessee shall maintain property insurance. Further information regarding insurance requirements can be found in **Attachment A** (Sample Lease).

Lessee's insurance coverage amounts will be periodically reviewed by the Lessor. These reviews will ensure the Lessee has appropriate coverage in light of any changing circumstances.

Other Terms and Conditions

The proposed terms and conditions of the offered Lease are as described in **Attachment A**, (Sample Lease) included in this RFP and are consistent with 36 CFR Part 18.

Premises Condition

Facility will be delivered to Lessee, "As-is with all faults."

Contractors

Lessee may utilize contractors to perform repairs, replacements, and improvements approved by Lessor.

- Contractors must abide by all Lease provisions as well as all local and national laws and regulations.
- Lessee will require Contractors to maintain appropriate insurance coverage that names the Lessee and the United States of America as an additional insured.
- Lessee will develop and implement, subject to NPS prior approval, a contractor informational document, which will inform the contractor(s) of all pertinent information about the site.

Utilities

The Lessee is solely responsible for all utilities necessary to operate the buildings including electricity, heating, oil, water, pumping and inspection of septic systems and internet access. Testing of well water and inspection and testing of fire alarm/sprinkler systems is negotiable. None of the properties currently have telephone or cable service. Provision of utilities that are not currently supported with existing infrastructure will require prior approval by NPS. External additions such as satellite dishes are not permitted on or around historic structures. Subject to advance written approval by the Lessor of any utility service, the Lessee at its sole expense shall make all arrangements with appropriate utility providers (including the Lessor where applicable), for all utilities not provided by the Lessor and furnished to the Premises. Any utility service provided by Lessor will be subject to the Lessor's established policies and procedures for provision of utility services to third parties.

Sustainability

The Park manages its sustainability program under an Environmental Management System, which sets forth goals ranging from solid waste and energy conservation to renewable energy and climate change education.

- Lessee shall require that hazardous and universal waste generated from the site is disposed of in accordance with state and local laws.
- Lessee shall ensure that all trash, recycling, and composting meet applicable federal, state, and local requirements and goals.
- Lessee shall make every effort to reduce, reuse, and recycle solid waste.
- Lessee shall make every effort to reduce use of plastics.
- Lessee shall make every effort to utilize efficient energy and develop and implement a comprehensive plan for energy and water conservation.

Grounds Maintenance

The Lessee is responsible for all landscaping and grounds maintenance on the premises. This includes maintaining the grounds of the of the premises in good condition, including, without limitation, regular grass mowing, ornamental plantings, tree trimming, pest control, trash removal, and snow removal within the property land assignment. Lessor will be responsible for all tree removals (e.g., hazardous trees) unless agreed to in advance and in writing by both parties. Any pesticides used on the property must receive prior approval from NPS. The Lessor will be responsible for snow removal in parking areas and on driveways/lanes approaching the property.

Some of the landscape features, such as springhouses, are historic and must be maintained in compliance with the Secretary's Standards for Historic Properties.

Parking

Limited parking is present at all premises that is suitable for the maximum number of guests/vehicles at each property. Parking at the Bushman Farmhouse, Slyder Farmhouse, and Rose Farmhouse is considered unimproved and is located outside the property curtilage. Parking improvements may be considered during lease negotiations.

Jurisdiction

Under concurrent jurisdiction, the United States Federal Government and the Commonwealth of Pennsylvania hold and exercise all the rights accorded a sovereign, with the broad qualification that such authority is held concurrently. Concurrent jurisdiction allows the NPS to enforce Federal criminal statutes and also to assimilate State law under Title 18 U.S.C. 13, when no applicable Federal law or regulation exists. State and local law enforcement entities have the authority and the jurisdiction to enforce state law on the concurrent federal jurisdiction lands. The state has the right to levy and collect all state taxes.

The Lessee must comply, at its sole cost and expense, with all Applicable Laws and Requirements (including Federal, State, and local laws, rules, regulations, requirements, and policies) in fulfilling its obligations under the Lease. It is the responsibility of the Lessee to pay all taxes and assessments imposed by federal, state, or local agencies applicable to the leased property or to Lessee activities.

It is also the responsibility of the Lessee to determine whether it is subject to specific taxes and assessments and abide by those applicable statutes. Any comments made by the NPS in this RFP do not alter those responsibilities, if any, nor should they be construed to take a position nor express a view on behalf of the Lessee.

Competitive Process

This Lease opportunity is open to all interested persons and businesses on a competitive basis. Whoever submits the proposal judged best under the proposal selection criteria will be given an opportunity to negotiate a final Lease agreeable to both the selected offeror and NPS.

To be selected by the NPS you must demonstrate that you have the capacity to plan and finance your proposal. Evaluation criteria and the process for selecting the Lessee are described in detail in the sections called "Proposal Selection Criteria" and "Evaluation and Selection Process" in this Request for Proposals. The NPS reserves the right to reject one or all proposals or terminate lease negotiations at any time prior to executing a final lease without penalty or liability.

Appointments-Only Site Tour and Additional Information

Site tours will be available by appointment only during the 60-day period between the release of the RFP and the submittal deadline, from January 30 to March 6, 2023. Tours may be conducted Monday through Friday between 8:00am and 4:00pm. Requests for site tours must be made via email to deanna_harrison@nps.gov.

Questions not addressed in this RFP will be collected and responded to through issuance of Question & Answers (Q&A) to all interested parties. Questions must be submitted by March 13, 2023 via email to deanna_harrison@nps.gov. Q&A's along with this RFP and attachments can be found at the Park's website <https://www.nps.gov/gett/getinvolved/do-business-with-us.htm>.

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Site Tour	By appointment only between January 30 and March 6, 2023 Monday through Friday between 8am and 4pm
Questions Submission Deadline	March 13, 2023
Proposal Submittal Deadline	March 27, 2023
Anticipated Date for Selection of Lessee	Approximately 6 weeks after submittal date
Lease Effective Date	June 1, 2023 – Subject to Negotiation

Proposal Submission Protocol

Proposals may only be submitted electronically. Proposals that are not received at the designated electronic address by the specified deadline will not be considered. NPS will not consider hardcopy proposals.

Telephonic proposals, faxes, e-mail, and other means of transmittal will not be considered. Please refer to the **Proposals Considered Public Documents** section, in this RFP if you believe that a proposal contains trade secrets or confidential commercial and financial information that you do not want to be made public.

Authority

This RFP is issued under the authority of 36 CFR Part 18. This RFP and the offered lease are subject to and incorporate all terms and conditions of Part 18 as applicable. In the event of any conflict between the terms of this RFP and Part 18, Part 18 controls.

The NPS has the authority to lease historic buildings through the Historic Leasing Authority (54 USC 30621), the National Park Service General Leasing Authority (54 USC Ch. 1021), which authorizes the NPS to lease federally owned property within boundaries of the park, and other applicable authorities.

NPS Policy requires all leases with the NPS to receive Fair Market Value Rent.

NATIONAL PARK SERVICE AND GETTYSBURG NATIONAL MILITARY PARK

America’s National Park Service was created by Congress to “conserve the scenery and the natural and historic objects and the wildlife therein, and to provide for the enjoyment of the same in such a manner and by such means as will leave them unimpaired for the enjoyment of future generations.” Additionally, Congress has declared that the National Park System should be “preserved and managed for the benefit and inspiration of all the people of the United States.” In meeting its mission, the National Park Service cooperates with partners to extend the benefits of natural and cultural resource conservation and outdoor recreation throughout this country and the world. To learn more about the National Park Service, visit the website at www.nps.gov. This site includes information about who we are, our mission, NPS policies and individual parks.

The purpose of Gettysburg National Military Park is to “preserve, protect, and interpret for this and future generations the resources associated with the 1863 Battle of Gettysburg during the American Civil War, the Soldiers’ National Cemetery, and their commemorations.” In so doing, park managers work cooperatively with surrounding communities and the public to achieve conservation goals. To learn more please visit the park website at: www.nps.gov/gett

Gettysburg National Military Park encompasses 6,032 acres of land in Gettysburg, Pennsylvania. Gettysburg National Military Park is the site of the American Civil War Battle of Gettysburg. In the summer of 1863, General Robert E. Lee led his Confederate Army of Northern Virginia north into Maryland and Pennsylvania. The Union Army of the Potomac, commanded by Major General George Gordon Meade, met the Confederate invasion near the Pennsylvania crossroads town of Gettysburg, and what began as a chance encounter quickly turned into a desperate, ferocious battle. Fought during the first three days of July 1863, the Battle of Gettysburg was a crucial turning point in the Civil War. The battlefield was also the inspiration for President Abraham Lincoln's immortal Gettysburg Address, delivered at the dedication of the Gettysburg National Cemetery on November 19, 1863. After the battle, preservation and commemoration of the battlefield as a memorial to the Union Army that fought here started almost immediately. Today the landscape includes 1328 monuments and markers, 368 cannon and carriages, 73 miles of fences and stone walls, 112 acres of orchards, 33 miles of trails and pathways, 31 miles of historic avenues, and 147 historic structures that allow park visitors to immerse themselves in the landscape and understand the momentous nature of what happened here on this hallowed ground.

Visitor can experience Gettysburg on foot, bike, horseback, carriage, Segway, and other means. Park rangers and Licensed Battlefield Guides interpret the events of the battle and the lives of those fighting here and the connection between the battle and residents of the town of Gettysburg. A state-of-the-art Museum and Visitor Center is operated by the Gettysburg Foundation. Approximately one million visitors come to the park each year.

HISTORY OF BUSHMAN, SLYDER, ROSE, AND ALTHOFF FARMHOUSES

Bushman Farmhouse

The historic Bushman Farmhouse witnessed the Battle of Gettysburg. At the time, the farm was owned by Reverend Michael Bushman and his wife Amelia. The original portions of the house date to 1808 and a brick addition with the dining room and kitchen was added in 1860. The Reverend Bushman was nationally known as a minister in the German Baptist Brethren Church, known today as the Church of the Brethren. Along with his wife Amelia, they served the local Brethren community and were well respected citizens of Gettysburg. In addition to his religious responsibilities, Michael Bushman was also a productive farmer, and grew wheat, vegetables, and other crops. In 1863 a small orchard stood just west of the house.

On July 2nd, 1863, Confederate artillery and infantry belonging to the division of Major General John Bell Hood occupied the property. As many as 7,000 Confederates moved through the farm that afternoon on their way to assault the Union position at Little Round Top, Devils Den, and the Wheatfield. As General Hood was making his way through the Bushman Orchard, he sustained a grievous wound which took him out of the fight for the remainder of the battle. The Bushman barn may have been used as a temporary Confederate field hospital.

When Michael and Amelia Bushman returned to their property following the battle, they found their crops trampled and destroyed, their fields pockmarked with trenches and graves, their livestock missing, and many of their personal possessions taken by the opposing armies. Like other Gettysburg families they attempted to rebuild their shattered lives. Amelia died in 1875. Michael Bushman lived until 1893. The Bushman's had no children and therefore, the following year their property was sold to the Gettysburg Battlefield Memorial Association and preserved within the battlefield park.

Slyder Farmhouse

In 1863 the Slyder farm was composed of some 75 acres, on the western side of Big Round Top, and just to the south of Devil's Den. It was the home of John and Catherine Slyder, along with three of their children: John, age 20, Hannah, age 17, and Jacob Isaiah, age 9. The Slyders had purchased the property in 1849 and had worked diligently to transform it into a prosperous and productive farm. By the time of the battle, it featured a two-story house and barn, a blacksmith and carpenter shop, along with peach and pear orchards, thirty acres of timber and eighteen acres of meadow. The future for the Slyder family looked bright.

On July 2, 1863, the Slyder Farm was occupied by elements of the Second United States Sharpshooters. The federal soldiers of Companies E & H, sporting their distinctive green jackets and carrying their deadly Sharps Rifle descended on the property and transformed the stone walls, outbuildings, and fences lines into a formidable defensive position. With their home now a battlefield, the Slyder family reluctantly evacuated, leaving their life's work at the mercy of the contending armies.

That afternoon the Confederate army would launch a devastating assault against the left of the United States Army's position south of Gettysburg. That assault would begin in the Slyders back yard. Alabamians and Texans of Evander Law's and Jerome Robertson's Confederate brigades advanced across the property until they encountered the concealed position of the United States Sharpshooters. A deadly battle ensued for control of the property before the Union troops were driven back.

In the aftermath of the fighting the Slyder House and outbuildings were converted into temporary field hospitals. At least eighteen graves were recorded on the property. With the family's possessions looted or spoiled, and their idyllic life disrupted, John sold the farm and moved his family to Ohio in September. The farm then passed to the Snyder family, who owned it around the turn of the century.

In October of 1889, veterans of the 2nd United States Sharpshooters would return to the farm to dedicate their regimental memorial. It still stands along the Slyder Farm Lane, just north of the house. The prominent hornets' nest carved into the stone is a testament to the ferocity of the sharpshooters who on July 2, 1863, as one Confederate recalled, transformed the Slyder Farm into "a perfect hornet's nest of sharpshooters."

Rose Farmhouse

The Rose Farm would gain tragic notoriety as the "bloodiest farm" in American history. Over the course of three hours on the afternoon of July 2nd, 1863 as many as 20,000 men would battle across the fields, woods, and ridges surrounding the house. As many as 6,000 men would be killed, wounded, or captured, transforming the once peaceful property into a scene of "devastation, desolation, and death."

Purchased by George and Dorothy Rose in 1858, the property included some of the truly iconic locations on the Gettysburg battlefield, including the Wheatfield, Stony Hill, and Roses' Woods. At the time of the fighting the house was occupied by George's brother John, along with his wife Eliza, their seven children and the Francis Ogden family who served as tenant farmers on the property. Like most Gettysburg locals, when the battle descended on their home they fled, seeking safety behind the lines of battle.

Union skirmishers occupied the farm and outbuildings on the afternoon of July 2nd. During the ferocious Confederate assault of that day, elements of Brigadier General Paul Semmes George Brigade, and Brigadier General Joseph Kershaw's South Carolina brigade moved through the property on their way to the Wheatfield. Union rifle and cannon fire from the Wheatfield Road pummeled the property with shot and shell. Confederate General Kershaw would long remember the peculiar sound of cannister rounds hitting the side of the stone house and barn during the assault.

Following the battle, the house and barn were used as temporary aid stations, and the fields surrounding the house were marked by countless mass graves, containing the remains of Confederates who died on the property. On July 5, 1863, Alexander Gardner and his photographic team recorded some of the most famous images of the American Civil War on the Rose farm, capturing forever the human tragedy of the battle of Gettysburg.

With much of their property destroyed or damaged, John and George Rose would struggle financially for the remainder of their lives, never able to completely recover from the aftermath of the battle. In 1910, the stone barn was struck by lightning, burned, and was reduced to ruins that are still present. The farm remained in private hands until the 1950s, when it was acquired by the National Park Service and incorporated into Gettysburg National Military Park.

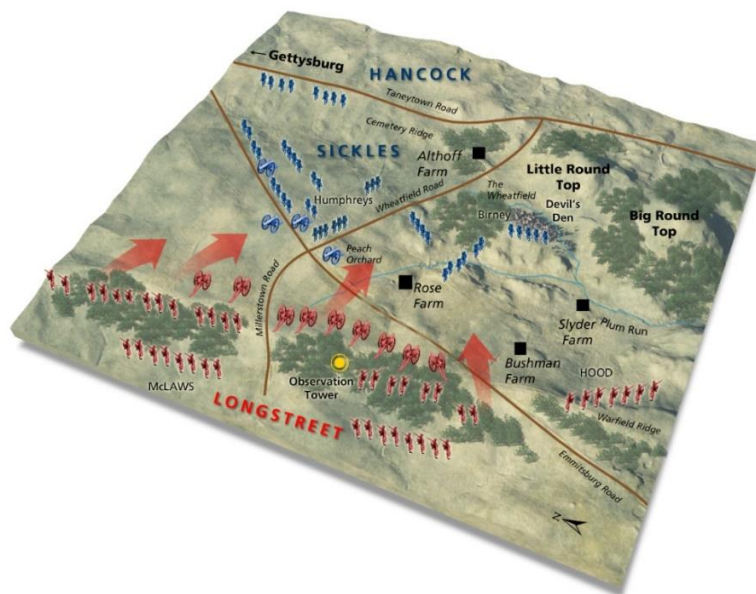
Althoff Farmhouse

The structures on the property do not date from the time of the battle. In 1863 a simple log building stood here and was the home of John and Sarah Weikert. The Weikert's fled at the approach of the battle and left their property in the no-man's land between the opposing armies.

During the fighting on July 2, 1863, advancing Confederate troops briefly occupied the property and took shelter within the log building. From the protection of its thick walls, they were able to fire upon and harass the nearby Union position. At great personal risk, six soldiers of the 6th Pennsylvania Reserves volunteered to take the house and drive out the Confederates. Charging through a hail of rifle fire, these six men stormed the building and captured it from the enemy. In 1897, these six men were awarded the Medal of Honor. The monument to the 6th Pennsylvania Reserves stands just west of the site today. Other monuments marking the position of elements of David Nevin's Brigade of the 6th Army Corp line the farm lane.

Following the battle, the log structure was removed, and the property purchased by Francis Althoff who constructed the two-story house on the site today. In 1896 the land was sold to the United States War Department and incorporated into Gettysburg National Military Park.

Exhibit 3: Property Locations on the 1863 Battlefield – Day 2



PROPOSAL SUBMISSION REQUIREMENTS

Proposals must be submitted electronically to: deanna_harrison@nps.gov

Proposals must be submitted on or before the time and date provided on the first page of this Request for Proposals. The subject line should include the following: "Gettysburg RFP."

Offerors must submit their proposal in electronic format; Microsoft Word or Adobe Acrobat; financial data may be in Microsoft Excel format. Proposals must be formatted to 8-1/2" x 11"-page size. Proposals submitted by mail, in-person delivery, telephone, fax, or other methods will not be considered.

While there is no limit on the file size of your proposal, the total file size of the email submission, including all attachments, is a maximum of 40MB. If your proposal exceeds this limit, you must break it into smaller files and send them in separate emails.

Proposals are limited to 100 pages or less, not including attachments. Any proposals over these limits will be deemed non-responsive and not evaluated further.

Effective proposals should be organized with the same format and naming system as this RFP and will contain clear, concise answers that address all the questions raised. Proposals that do not specifically answer all questions will be deemed non-responsive and not evaluated further.

PROPOSAL SELECTION CRITERIA OVERVIEW

The NPS will select the best responsive proposal received under this RFP under the following selection criteria:

Criterion 1: CONCEPT, MARKETING, AND GUEST SERVICES. *The ability of the Offeror to provide a unique and high-quality experience with respect to daily operations and staffing and connection to a unique historical setting that appeals to a broad public.*

Criterion 2: PROPERTY MANAGEMENT AND HISTORIC PRESERVATION. *The compatibility of the proposal with the historic qualities of the property and adequacy of Maintenance Plan and Historic Preservation Plan to maintain the property in good condition in a manner consistent with policies, rules and regulations pertaining to historic properties.*

Criterion 3: PREVIOUS EXPERIENCE. *The experience of the Offeror demonstrating the managerial capability to carry out the terms of the lease.*

Criterion 4: FINANCIAL CAPABILITY. *The financial capability of the Offeror to carry out the terms of the lease.*

Criterion 5: RENT AND NIGHTLY RATES. *The benefit to NPS of the financial and other terms and conditions of the proposal, including, without limitation, the amount of percentage rent proposed, proposed peak and off-season nightly rates, and other proposed fees for each property.*

Criterion 6: ENVIRONMENTAL STEWARDSHIP AND SUSTAINABILITY. *The ability and commitment of the Offeror to conduct its activities in the Premises in an environmentally enhancing manner through, among other programs and actions, natural resource protection, energy conservation, waste reduction, recycling, and water and soil conservation.*

See the **Evaluation and Selection Process** section for specifics on how NPS will measure and qualify your proposal's responsiveness to the above Criteria.

PROPOSAL CONTENT & EVALUATION AND SELECTION PROCESS

Proposals submitted in response to this RFP must follow the format described below. You are asked to answer questions or supply specific information in response to the specified items. Please label your responses correspondingly and respond fully and accurately to all questions and/or requests.

Transmittal Letter

Submit as the cover of the proposal, a Transmittal Letter to NPS which states that the Offeror in submitting its proposal, is capable of meeting all criteria, has provided all required content, and is authorized to enter into the lease under the Offeror's proposed terms and conditions. The letter of transmittal must provide a single point of contact, mailing and e-mail addresses and telephone and fax numbers (if applicable). See **Attachment C** for a sample letter.

In the letter, you should also identify any factors that would constrain your ability to enter into lease negotiations in or about March/April 2023 and enter into a Master Lease on or about June 1, 2023, as well as any other timing constraints that would impact your proposed schedules. Inability to enter into this agreement within this time frame may result in a lower score.

The NPS will only consider proposals that encompass all properties listed herein.

Information Requested

Offeror Identification

Please provide full identification of the person(s) responsible for each proposal submitted: Name(s), address(es), telephone number(s), e-mail address(es), and fax number(s) if applicable.

Selection Criteria

CRITERION 1. CONCEPT, MARKETING, AND GUEST SERVICES.

Not to exceed 20 pages excluding attachments. The purpose of this criterion is to provide the NPS with your vision of the project and to demonstrate your ability to provide a unique and high-quality visitor experience that it appeals to a broad sector of the public with respect to daily operations, staffing requirements, and the utilization of the unique historical setting. Successful proposals should:

- Provide an overview of your broad concept and vision for this opportunity including how you will connect visitors to the unique historical setting associated with each property in a manner that will separate them from other properties in the Gettysburg area. Please specifically address the compatibility of your proposal with the historic qualities of the properties.
- Describe how you will manage the Premises to ensure a high-quality visitor experience. Describe daily management and operating procedures, including rules and regulations, reservations, your procedures for handling occupant complaints, custodial requirements, rent collection, visitor access to information, accounting practices, and legal compliance as applicable.
- Address marketing and leasing efforts, including advertising and outreach, for this lease. Include any strategy to address special park events such as Battle Anniversary (July 1-3) and Dedication Day (Nov. 19).
- Provide a description of operational reports and visitor statistics you will track for this Master Lease.

- Provide a summary of any special systems, procedures, and technologies (including software and database programs) that will be used to ensure an efficient operation and may be unique to Offeror which would be of direct benefit in overseeing Lessee’s operations.
- Detail staffing for management of the premises. Describe key personnel for both on-site and off-site management of the premises as well as all other personnel who will be assigned to this Master Lease. Please provide position descriptions for managers and required skills for all other key personnel.
- Describe any on-site office or other facility needs.
 - **Please note, a resident manager is not required under this lease.**

CRITERION 2. PROPERTY MANAGEMENT AND HISTORIC PRESERVATION.

Not to exceed 10 pages excluding attachments. The purpose of this criterion is to provide the NPS with the Offeror’s approach to planning and to implementing a Historic Preservation Plan and Maintenance Plan for all of the offered historic properties made available under this RFP.

The Historic Preservation Plan should include details on proposed improvements and historic preservation treatments including ensuring compliance with Section 106 of the National Historic Preservation Act and the Secretary of the Interior Standards for Historic Properties. A successful Historic Preservation Plan should:

- Describe your concept, and provide conceptual plans, for any site improvements you propose including all repairs, replacements, and other improvements.
- Include a timeline for completion of proposed repairs, replacements, and improvements, and timeline for occupancy of buildings.
- Include a description of fixture upgrades, furniture/appliances, outdoor living space improvements, and other physical improvements you will undertake to make the properties more marketable.
- Describe your strategy for completing compliance with the Section 106 of the National Historic Preservation Act in cooperation with the Lessor for both indoor and outdoor improvements.
- Include cost estimates for all building/site repairs, replacements, and improvements; personal property investment (including all furniture, fixtures, and equipment (FF&E)); and all other startup costs you propose in connection with this opportunity.

The Maintenance Plan should include details on the methods and a seasonal schedule of proposed maintenance activities. Lessee will be responsible for regular inspection, minor repairs, and preventative maintenance of major systems. Lessor will maintain responsibility for major repair and replacement of major systems/components including roof, window framing (excluding glass), siding/brick/stone replacement, foundation, interior structure (walls/ceilings/plaster), interior components (stairs/steps/flooring), HVAC replacement, plumbing component replacement, electrical system/component replacement, and fire system replacement. Successful Maintenance Plans should:

- Provide procedures and timelines for property inspections, a cyclic maintenance schedule, and provide details for managing the basic maintenance and repairs of the buildings and landscape.
- Describe your approach to addressing emergency maintenance needs/issues reported by customers.

CRITERION 3. PREVIOUS EXPERIENCE.

Not to exceed 20 pages excluding attachments. Please explain in detail how your experience and background qualify you as being managerially capable of satisfactorily performing the terms and conditions of the offered lease including the successful maintenance and operation of short or long-term rental properties. In order to be considered qualified, responsive, and responsible, an Offeror must submit the

items listed below. If this information is not provided, the Offeror may be determined non-responsive and not be evaluated further. A successful proposal should:

- Describe the Offeror's relevant and specialized experience and its role in current and past projects of similar scope and complexity.
- Describe, in detail, your experience managing at least one similar short-term vacation rental project. Include experience with vacation rental property repairs, maintenance, leasing, and management.
- Include a resume for each key individual/entity.
- Describe any previous experience with the rehabilitation, maintenance, and operation of historic properties including the review and compliance process and any experience working with the State Historic Preservation Office.
- If the Offeror will utilize the services of outside consultants or advisors to plan, design, negotiate leases, manage construction, or otherwise implement your Plans, identify all known parties, and describe the nature and type of their services, as well as qualifications.

CRITERION 4. STATEMENT OF FINANCIAL CAPABILITY and ORGANIZATIONAL STRUCTURE.

Not to exceed 20 pages excluding attachments. The Offeror must be capable of making the financial investment required for the level of service the Offeror proposes. The purpose of this criterion is to demonstrate your financial capability to undertake management of the properties commensurate with your Plans. Your proposal should:

- Describe the organizational structure of your operations including the type of legal entity with which the NPS would contract (e.g., individual, corporation, partnership, joint venture, etc.) including the date, or projected date, of the legal establishment of the entity.
- Include any legal restrictions and/or requirements you will require prior to signing a Master Lease agreement with the NPS.
- Must include the applicable Business Identification and Credit Information Form for the entity and/or individuals that are to be the lessee and its principals (found in **Attachment D**). There are separate forms for individuals, sole proprietors and for Corporations, LLCs, Partnerships, or Joint Ventures. (Forms 10-352, 10-353, or 10-354 respectively)
- Must include the Financial Information for Revenue-Producing Uses form (Form 10-355) and either the Financial Statements and Projections form (Form 10-355a) or Financial Projections form (Form 10-355b in Excel) located in **Attachment E**, explaining in detail the basis of all estimates included on the form.
- Identify the manner by which you propose to fund improvements desired for the premises and maintain the premises in good condition. Provide documentation of the source and availability of funds for the estimated investment costs through bank statements, bank financing commitment letters, or similar documents that convincingly substantiate your financial capability.
- Demonstrate that you have a credible, proven track record of meeting your financial obligations, that your proposal is financially viable and that you understand the financial obligations of the lease. Your proposal must include a credit report for either your business entity or the key individuals of your organization from within the last 30 days.

CRITERION 5. RENT AND NIGHTLY RATES.

Not to exceed 10 pages excluding attachments. The purpose of this criterion is to provide the NPS with the rent you offer to pay for this opportunity and explain your methodology for determining nightly rates for each property. A successful proposal will:

- State the percentage rent you offer to pay. Rent Payments shall be submitted quarterly. The minimum Percentage Rent is 70% of Gross Revenue. The amount of rent will be negotiated

subsequently with the offeror that submitted the best proposal, initially or as amended, provided that, the final rent must at least equal fair market rental value as determined by the National Park Service.

- **Please note, Rent Payment Offsets may be considered for expenditures on initial and ongoing capital investment made towards improving the property.**
- Explain your methodology for determining nightly rates. They must exceed the Minimum Nightly Rate as determined by the NPS.
 - Minimum Nightly Rates are intended to set a floor value and do not account for the desirability of properties located on the Gettysburg battlefield compared to comparable structures in the surrounding area.

Property	Peak Season Nightly Rate	Off-Season Nightly Rate
Bushman Farmhouse	\$265	\$225
Slyder Farmhouse	\$120	\$105
Althoff Farmhouse	\$130*	\$115*
Rose Farmhouse	To Be Determined	To Be Determined

*The minimum nightly rates for Althoff Farmhouse will only be valid if the Offeror utilizes the property within the first year of the lease agreement. If the property is utilized at a later date a new minimum nightly rate will need to be determined.

- Include the cleaning fee and any other service fees you expect to charge to guests.
- Provide your projected Gross Revenue based upon the nightly rates and fees you propose and your estimated occupancy rates.
 - **Please note, a service that collects and analyzes vacation rental data, such as AirDNA or Mashvisor, may prove helpful for these projections.**
- Discuss any terms and conditions in the Sample Lease that you intend to negotiate with NPS.

CRITERION 6. ENVIRONMENTAL STEWARDSHIP AND SUSTAINABILITY.

Not to exceed 10 pages excluding attachments. Describe how you will manage the properties and your operation in an environmentally enhancing manner, your proposal should:

- Describe your plans for energy conservation, waste reduction, and recycling.
- Describe how you will implement and manage compliance with the NPS Integrated Pest Management Program (IPM), which emphasizes preventive measures and restricts use of chemicals and pesticides except in the absence of other alternatives.
- Describe how you will implement and manage land use practices that reduce erosion, water runoff and nutrient leaching into streams.

EVALUATION AND SELECTION PROCESS

The National Park Service will review all responses to this RFP through an evaluation panel assisted by technical consultants as appropriate.

All proposals will first be screened for adherence to the requirements of this RFP. The NPS will not consider non-responsive proposals. A non-responsive proposal is a proposal that was not timely submitted or fails to meet the material terms and conditions of this RFP as determined by the NPS.

It is the intention of the NPS to select the best responsive proposal as determined under the selection criteria without further submittals or presentations. If this cannot be done, the NPS will select those lease proposals that appear most suitable under the selection criteria and will request additional information or presentations from that group so that the best responsive proposal can be selected.

NPS will negotiate the terms of the final Lease with the Offeror determined to have submitted the best responsive proposal under the selection criteria. Award of a Lease to that Offeror is dependent on successful negotiation of the final terms of the lease. If negotiations fail, NPS may negotiate with other Offerors for award of the offered Lease or terminate this solicitation without liability to any person.

NPS may cancel this solicitation or lease negotiations at any time, up until the full execution of the Lease

ADDITIONAL INFORMATION AND MODIFICATION OF PROPOSALS

The NPS may request from any Offeror additional information or written clarification of a proposal after the submission date. However, proposals may not be amended after the submission date unless permitted by the NPS. The NPS may not permit amendment of a proposal unless all Offerors that submitted responsive proposals are given an opportunity to amend their respective proposals.

LEASE TERMS AND CONDITIONS

Term of Lease

The Lease to be awarded under this RFP will have a maximum term of ten (10) years unless negotiated and agreed to in writing. The Lease may be extended once for a period not to exceed one (1) additional year if the deciding official determines that an extension is necessary because of circumstances beyond the control of the NPS. Also, in accordance with applicable policy guidance, all leases with a term of five or more years must contain a CPI adjustment provision; and, and all leases with a term of fifteen or more years must contain a rent reconsideration provision.

Conditions

National Park Service will enter into a Letter of Intent with the selected Offeror prior to entering into a lease. Selection of a proposal does not guarantee a lease for the Offeror. The responsive proposal judged best under the proposal selection criteria will be given an opportunity to negotiate a final lease agreeable to both the Offeror and NPS.

Lease Provisions

The Lease to be awarded under this RFP will contain the provisions required by 36 CFR Part 18 as well as other provisions determined by the NPS to be necessary to assure use of the leased property in a manner consistent with the purposes of the park area, and where applicable, to assure the preservation of historic property. Required provisions include, without limitation:

- A termination for cause or default provision and a termination for convenience provision;
- Appropriate provisions requiring the Lessee to maintain the leased property in good condition throughout the term of the Lease;
- Appropriate provisions stating that subletting of a portion of the leased property and assignment of a lease, if permissible under the terms of the lease, must be subject to the written approval of NPS;
- Appropriate provisions requiring the Lessee to pay for use of all services and utilities not provided by the Lessor and to pay all taxes and assessments imposed by federal, state, or local agencies applicable to the leased property or to Lessee activities;

- Appropriate provisions stating that the Lessee has no rights of renewal of the Lease or to the award of a new Lease upon Lease termination or expiration;
- Appropriate provisions stating that the Lessee may not construct new buildings or structures on leased property except in limited circumstances;
- Appropriate provisions requiring that any improvements to or demolition of leased property to be made by the Lessee may be undertaken only with written approval from the NPS; and
- Appropriate provisions that describe and limit the type of activities that may be conducted by the Lessee on the leased property.

A Sample Lease is attached to this RFP and incorporates these terms.

PROPOSALS CONSIDERED PUBLIC DOCUMENTS

All proposals submitted in response to this Prospectus may be disclosed by the Service to any person, upon request, to the extent required or authorized by the Freedom of Information Act (5 U.S.C. § 552). If you believe that your proposal contains trade secrets or confidential commercial or financial information exempt from disclosure under the Freedom of Information Act, mark the cover page of each copy of the proposal with the following legend:

The information specifically identified on pages of this proposal constitutes trade secrets or confidential commercial or financial information that the Offeror believes to be exempt from disclosure under the Freedom of Information Act. The Offeror requests that this information not be disclosed to the public, except as may be required by law.

You must specifically identify what you consider to be trade secret information or confidential commercial or financial information on the page of the proposal on which it appears, and you must mark each such page with the following legend:

This page contains trade secrets or confidential commercial and financial information that the Offeror believes to be exempt from disclosure under the Freedom of Information Act, and which is subject to the legend contained on the cover page of this proposal.

Information so identified will not be made public by the NPS except in accordance with law. The NPS does not warrant and assumes no liability for the accuracy of the information provided in this RFP.



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ATTACHMENTS

ATTACHMENT A. SAMPLE LEASE

ATTACHMENT B. DESCRIPTIONS, FLOOR PLANS, AND PHOTOS

ATTACHMENT C. SAMPLE OFFEROR TRANSMITTAL LETTER

ATTACHMENT D. IDENTIFICATION AND CREDIT INFORMATION FORMS

Identification and Credit Information (Individual or Sole Proprietor) (Form 10-352 or Form 10-353)

Identification and Credit Information (Corporation, Limited Liability Company, Partnership, or Joint Venture) (Form 10-354)

NOTE: Use the form appropriate for your business or entity.

ATTACHMENT E. FINANCIAL CAPABILITY FORMS

Financial Information for Revenue-Producing Uses (Form 10-355)

Financial Statements and Projections (Form 10-355A)

Financial Projections in Excel (Form 10-355B)