National Park Service
U.S. Department of the Interior

Commercial Services Program

Terms of Contracts

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1998 Concessions Management Improvement Act

A concession contract entered into pursuant to this subchapter shall generally be awarded for a term of 10 years or less. However, the Secretary may award a contract for a term of up to 20 years **if the Secretary determines that the contract terms and conditions, including the required construction of capital improvements, warrant a longer term.**

Section 404

Considerations

Financial models provide information to NPS decision-makers on contract terms from 10 to 20 years.

- Substantial initial investment
  - Initial Leaseholder Surrender Interest (LSI)
  - New construction
  - Unique personal property
- NPS projects that interrupt operations
  - Gov't funded building rehabilitation
- New concession operations with significant concessioner investment
- Reopening suspended operations with significant concessioner investment

Current Contracts with Terms Exceeding 10 Years

GLCA007-03 Antelope Point Marina (20)

GRTE001-07 Jackson Lake operations, Jenny Lake operations, Colter Bay operations (15)

GRTE003-12 Signal Mountain Lodge operations (15)

JODR002-11 Flagg Ranch operations (15)

ROMO002-02 Stable operations (15)

GATE015-03 Aviator recreation operations (20)

CRLA001-02 Lodging operations (15)

HAVO001-12 Volcano House operations (15)

WHIS002-09 Marina operations (20)

Prospective Contracts with Terms Exceeding 10 Years

GRTE004-12 Dude Ranch operations (Triangle X)

YELL077-13 Lodging operations throughout park

MORA002-13 Lodging operations throughout park

Projects in Development

- Over 50 prospectus projects in development
- 8 – 10 of these may meet the criteria for a term longer than 10 years