



## United States Department of the Interior




NATIONAL PARK SERVICE  
INTERIOR REGIONS 6, 7, & 8  
1 Denver Federal Center, Building 50  
Denver, CO 80225

In Reply Refer To:  
Commercial Services  
CC-YELL500-26/CC-YELL50S-26/CC-YELL5XX-26

### Memorandum

To: All Parties Interested in the following Prospectuses:

- *A Concession Business Opportunity to Provide Guided Interpretive Oversnow Vehicle Tours and a Skiers Camp within Yellowstone National Park* (Solicitation No. CC-YELL500-26, one Draft Contract)
- *A Concession Business Opportunity to Provide Guided Interpretive Oversnow Vehicle Tours within Yellowstone National Park* (Solicitation No. CC-YELL50S-26, thirteen Draft Contracts)
- *A Concession Business Opportunity to Provide Guided Interpretive Oversnow Vehicle Tours and Transportation within Yellowstone National Park, Grand Teton National Park, and John D. Rockefeller, Jr. Memorial Parkway* (Solicitation No. CC-YELL5XX-26, nine Draft Contracts)

From: Erica Harris, Acting Regional Commercial Services Program Lead 

Subject: Amendment 1 to the Prospectuses and Responses to Questions to Solicitation Nos. CC-YELL500-26, CC-YELL50S-26, and CC-YELL5XX-26

This notice provides responses to questions received and amends the three Prospectuses for oversnow vehicle tours in Yellowstone National Park that the National Park Service ("Service") issued on June 4, 2025, for Concession Contract Nos. CC-YELL500-26, CC-YELL50S-26, and CC-YELL5XX-26.

### RESPONSES TO QUESTIONS FROM INTERESTED PARTIES

#### Glossary of terms used throughout this document:

- **Commercial Services Guide:** refers to the document that can be found on the Commercial Services website at the following link: [https://www.nps.gov/subjects/concessions/upload/CS-Guide-Final-Ver-3-FINAL-Updated-12-16-21\\_508.pdf](https://www.nps.gov/subjects/concessions/upload/CS-Guide-Final-Ver-3-FINAL-Updated-12-16-21_508.pdf).
- **Concession Facilities:** refers to all Park lands assigned to the Concessioner under the Draft Contract and all real property improvements assigned to or constructed by the Concessioner under the Draft Contract. The United States retains title and ownership to all Concession Facilities.
- **Concessioner:** refers to the new concessioner to be awarded the Draft Contract through this solicitation process.
- **Draft Contract:** refers to the new concession contract to be awarded through this solicitation process.
- **Offeror(s):** refers to the entities that submit a proposal in response to the solicitation for the Draft Contract.

- In addition, throughout this document the Service uses terms defined in the Prospectus documents.

## Part I. Business Opportunity

1. The Business Opportunities for CC-YELL500-26 (West Entrance) and CC-YELL50S-26 (North, East, and West Entrances) state that Concessioners are responsible for securing access to staging areas for OSV tour operations which originate outside the Area. Will the Service require bidders to demonstrate secured access to staging areas at the time of proposal submission to ensure only those with existing infrastructure are eligible?

**NPS Response:** *The Service provides this information for planning purposes only and will not require offerors to demonstrate secured access to staging areas at the time of proposal submission.*

*Offerors should note the nine Draft Contracts under Solicitation No. CC-YELL5XX-26 (South Entrance) require Concessioners to stage in the designated OSV staging area at Flagg Ranch, located within John D. Rockefeller, Jr. Memorial Parkway.*

2. On page 21 of the Business Opportunity for CC-YELL50S-26, the historical use data for the 21/22 and 22/23 seasons shows snowmobile events being utilized at less than 100%, while 23/24 reflects 100% utilization for both snowmobiles and snowcoaches. Since we understand snowmobile events have historically reached full utilization, could you please review and confirm the accuracy of the data provided for each season and event type, or let us know if updated figures are available?

**NPS Response:** *The Service incorrectly reported full utilization of TEs for several contracts in 2023/2024. The table on p21 of the CC-YELL50S-26 Business Opportunity has been updated with revised utilization data for the 2023/2024 season.*

3. Are the BAT and E-BAT requirements for snowmobiles and snowcoaches the same as the 2013 Winter ruling? Or is there an amended set of guidelines for BAT vs EBAT for both Snowmobiles and Snow Coaches outside of the 2013 Final Rule?

**NPS Response:** *As stated in the Snowcoach/Snowmobile Requirements sections of the Operating Plan, all snowmobiles or snowcoaches operating within the Area must meet Best Available Technology (BAT) standards, at a minimum, as defined in the Winter Use Rule. A list of BAT-compliant snowmobiles is provided on the Area website at [www.nps.gov/yell/planyourvisit/ncgsap-logistics.htm](http://www.nps.gov/yell/planyourvisit/ncgsap-logistics.htm). Due to the level of modification and customization needed to retrofit a standard vehicle for oversnow use, snowcoaches must be certified on an individual basis.*

4. The business opportunity for YELL5XX-26 states: “The Service intends to award the Draft Contracts around June 1, 2025, or four weeks prior to the anticipated effective date of July 1, 2025. The Service intends to announce the selected Offerors around April 1, 2025, or two months prior to award.” These dates appear to be incorrect. Can the NPS clarify or confirm these dates?

**NPS Response:** *The CC-YELL5XX-26 Business Opportunity has been updated as follows: “The Service intends to award the Draft Contracts around June 1, 2026, or four weeks prior to the effective date of July 1, 2026. The Service intends to announce the selected Offerors around May 1, 2026, or two months prior to award.”*

5. Would the NPS consider announcing its selection earlier than May 1, 2026, for this solicitation to ensure that the successful offeror has sufficient time to prepare operations before opening day on December 15, 2026?

**NPS Response:** *The Service will make every effort to complete the evaluation and selection process as quickly as possible and will notify selected offerors at such time selections are finalized. However, the Service cannot guarantee offerors that the selection will occur sooner than May 1, 2026.*

6. Does the NPS have any usage data for the past 11 years detailing how many one-way shuttle trips are conducted under the existing version of CC-YELL512-26? If so, can the NPS provide that data publicly?

**NPS Response:** *The Service has data on the number of transportation events that included shuttle transportation, but not on the specific number of one-way shuttle seats that were sold. The Service has updated the Business Opportunities for CC-YELL50S-26 and CC-YELL5XX-26 with data on the number of transportation events that included shuttle transportation, as reported by CC-YELL504-14 and CC-YELL512-14, respectively.*

7. The prospectus for CC-YELL5XX-26 explains that for contract CC-YELL512-26 “One daily transportation event must be used for one-way shuttle service to Old Faithful....” Under this language, does each one-way shuttle trip count as a single daily transportation event such that a round-trip shuttle—where the Concessioner delivers guests to Old Faithful with a one-way trip on the first leg and then returns different guests home from Old Faithful with another one-way trip on the second leg on the same day—count as two transportation events? Or is that a single transportation event, even though it amounts to two one-way shuttles (again, in a single day)?

Related Question: If the Concessioner operates *two* roundtrip shuttle trips in a single day (one in the morning and one in the afternoon), each made up of two one-way shuttles, would this count as one transportation event, two transportation events, or four transportation events?

**NPS Response:** *For trips that include one-way shuttle transportation to Old Faithful, one round-trip by vehicle into the Area counts as one transportation event, regardless of the specific passengers on board. For example, within a single transportation event, the Concessioner may drop off one set of passengers at Old Faithful and pick up another set of passengers for the ride back out of the Area. If the Concessioner repeats the above within the same day, the second round-trip by vehicle into the Area requires another transportation event.*

### Part III. Proposal Package

8. If we would like to apply for both Yellowstone and Grand Teton, can we apply for both at the same time? How would that work?

**NPS Response:** *The Service is soliciting 23 Draft Contracts under three different solicitations, as summarized below:*

- *CC-YELL500-26 (1 contract) requires OSV tours in Yellowstone, originating from the West Entrance, and a Skier’s Camp near Canyon Village.*
- *CC-YELL50S-26 (13 contracts) requires OSV tours in Yellowstone, originating from the North, East, and West Entrances, depending on the Draft Contract.*
- *CC-YELL5XX-26 (9 contracts) requires OSV tours in Yellowstone, originating from the South Entrance, and wheeled vehicle transportation of clients through Grand Teton National Park to the OSV Staging Area located in John D. Rockefeller, Jr. Memorial Parkway.*

*An Offeror may submit proposals for any of the 23 Draft Contracts under any of the three solicitations for which it has the capacity to conduct. Please see the amendments to the Proposal Instructions and Proposal Submission Terms & Conditions section of the Proposal Package for instructions on how to submit proposals for more than one Draft Contract and/or more than one solicitation.*

9. Is it possible for one company to win all contracts under a single solicitation, assuming they are large enough to demonstrate the capacity to operate all of them? Would the Service allow this to happen?

**NPS Response:** *There is no limit to the number of contracts for which a single company may be awarded as long as the company can demonstrate the capacity to operate all of them.*

10. From a contract management perspective, does the Service prefer having one operator for all contracts under a single solicitation versus having a variety of different operators?

**NPS Response:** *The Service has no preference. Each contract is a distinct agreement between the concessioner and the Service and is managed as such, regardless of the number of contracts a single concessioner may hold.*

11. Knowing the vast financial capacity and proposal writing expertise of a large nationwide hospitality company, it seems that such a company would thus have an advantage in the competitive bidding process – does the Service agree? If not, please explain.

**NPS Response:** *The Service does not agree. The resources or capabilities of any specific offeror regarding the preparation of its proposal are outside the Service's control and not part of the evaluation. As the Proposal Instructions, Section 6(b) states, "For each selection factor, the Service will assign a score that reflects the determined merits of the proposal under the applicable selection factor and in comparison to the other proposals received, if any." The Service considers the determined merits of the proposal as the quality and content of the offeror's response, which the Service believes is unrelated to any proposal writing expertise a company may have. The Proposal Instructions, Section 11, also provide cautions to Offerors about how the Service will evaluate proposals.*

12. How will the Service ensure that it does not put small OSV tour operators out of business with its competitive solicitation process?

**NPS Response:** *The Service conducts its solicitation, evaluation, and selection process in accordance with the requirements of the 1998 Concessions Management Improvement Act and of the requirements of 36 C.F.R Part 51. The Service does not guarantee that any operator, regardless of size, will be awarded a Concession Contract.*

The following questions pertain to part 3) on page 2 of the Proposal Package which requests Offerors who submit proposals for multiple contracts to provide a brief summary explaining that the Offeror has the financial capacity to carry out the contractual requirements for the maximum number of contracts it has the capacity to conduct, as identified in the Offeror's Transmittal Letter.

13. Will this brief summary be scored by the Service evaluation panel? If so, how? If not, how will the NPS evaluate these summaries?

Related Question: Will this brief summary be evaluated as part of Principal Selection Factor 4?

**NPS Response:** *No. Proposals are evaluated and scored based on the primary and secondary selection factors contained in the prospectus. The summary is not part of the selection factors, thus will not be scored directly. In the event an offeror submits for multiple contracts, the Service will use the information contained in the summary to confirm the Offeror has demonstrated its financial capability to carry out all its proposals.*

14. Will the NPS please provide clarification regarding the term "financial capability" as it relates to utilization of the contracts? I.e., does the Service require an Offeror to show financials for full utilization of the TEs? If an Offeror submits proposals for two contracts with two daily TEs each, and shows financial capability to operate both contracts at 50% utilization (one daily TE for each contract), would this response be satisfactory to the Service for possibly awarding up to two contracts to this Offeror?

**NPS Response:** *The Service does not require an Offeror to show financials for full utilization of the transportation events associated with the contract(s) for which it is submitting an offer(s). An Offeror*

*should demonstrate it is capable of meeting the minimum operating requirements, defined as utilization of 50% or more transportation events on average over a three-year period, for any contract(s) for which it is submitting an offer.*

15. If multi-contract Offeror is planning to use a subconcessioner, what does the Service require for Offerors to submit to show the “financial capability” of its subconcessioner?

Related Question: In the case where a multi-contract Offeror is planning to operate one of the services (snowcoaches or snowmobiles) and use a subconcessioner for the other service, but plans to determine who that subconcessioner will be AFTER the contracts are awarded, what should that Offeror submit with respect to financial capacity for its yet-to-be determined subconcessioner?

**NPS Response:** *The Service does not require an Offeror to demonstrate the financial capability of a proposed subconcessioner within its proposal. Per the Draft Contract, Amendment 1, Section 3(d), “Any such subconcession contract will be effective only if and when approved by the Director pursuant to 36 C.F.R. § 51.87, including that the subconcessioner is a qualified person as defined in 36 C.F.R. § 51.3.” The determination of the subconcessioner as a qualified person includes the financial capacity of the subconcessioner.*

16. We intend to work with a subconcessioner for the snowcoach portion of the Draft Contract. Our subconcessioner is also going to submit their own proposal which will include working with us as the subconcessioner for the snowmobile portion of the Draft Contract. Where in the proposal should Offerors express intent to work with a subconcessioner? Where would we add an operating agreement between both parties of our intent, and under what conditions; subconcessioner fees, etc.?

**NPS Response:** *Offerors must disclose in the amended Offeror’s Transmittal Letter if they plan to utilize the services of a subconcessioner under one or more contracts for which they have submitted a proposal. The Service does not require Offerors to submit additional information within their proposals regarding arrangements with subconcessioners, such as an operating agreement. The Service will review and approve any requests to utilize a subconcessioner after the initial evaluation and selection process and in accordance with the Operating Plan.*

*Offerors should note that all proposals submitted for a specific Draft Contract will be evaluated in comparison to the other proposals received for the same Draft Contract. While two entities who plan to work together as a concessioner and subconcessioner (and vice versa) may each submit a proposal, these entities will then compete against each other for award of the Draft Contract.*

17. On page 33 of the Proposal Package, states the franchise fee proposed must be a minimum of 6.3%, however, in the Draft Contract, Sec. 5 (a) the franchise fee can be either a percent or a flat fee, please confirm which approach should be taken.

**NPS Response:** *In accordance with the Proposal Package, an offeror must express its proposed franchise fee as a percentage of annual gross receipts. The Draft Contract states: “The Concessioner must pay a franchise fee to the Director as follows: \_\_\_ percent (X%) of the Concessioner’s gross receipts for the preceding year or portion of a year of a flat fee of \$ \_\_\_, whichever is greater. The Service has amended the CC-YELL5OS-26 and CC-YELL5XX-26 Draft Contracts Sec 5. Fees to designate a flat fee of \$1,000.*

18. In Appendix A – Proposal Package Excel Forms provided, 4b Table 8 has lines for F&B revenues only. Could a revised table be provided for the appropriate revenue streams.

**NPS Response:** *The Service has provided a revised Table 8 where the Offeror can identify appropriate revenue streams for its operations under the Draft Contract.*

#### **Part IV. Draft Contract including Contract Exhibits**

## Draft Contract

19. May an operator who offers both snowcoach and snowmobile tours also use a subconcessioner for one of the two services for a portion of their transportation events?

**NPS Response:**

*No. Per the Subconcessions section of the Business Opportunity, the Concessioner may enter into a subconcession contract to offer guided OSV transportation events to visitors by either snowcoach or by snowmobile, but not by both, as the Concessioner shall remain solely responsible for all transportation events using the alternative type of oversnow vehicle. If the Concessioner provides both services, it may not enter into a subconcession contract for snowcoach or snowmobile services. The RECITALS section of Draft Contract Appendix 1: Draft Subconcession Contract states: "The Concessioner will provide all [snowcoach or snowmobile] OSV tours. The Concessioner and Subconcessioner desire that the Subconcessioner provide all OSV tours by [snowcoach or snowmobile]."*

20. May an operator who holds multiple contracts operate with different subconcessioners for different services? For example, could a company who holds three contracts offer tours by both snowcoach and snowmobile for one contract, tours by snowcoach with a snowmobile subconcessioner for the second contract, and tours by snowmobile with a snowcoach subconcessioner for the third contract? Please explain any limitations or restrictions.

**NPS Response:** *Yes. Each contract is a distinct agreement between the concessioner and the Service and is managed as such. Similarly, any subconcession contract between a concessioner and a subconcessioner is associated with a single contract held by the concessioner. A Concessioner which holds multiple contracts may have a different Subconcessioner operating under each of its contracts.*

## Exhibit B Operating Plan

21. We understand that, based on an average over a three-year period, if a concessioner does not utilize 50% or more of its assigned transportation events the Service may, at its discretion, reallocate all or a portion of the consistently underutilized trip allocations to other concession contracts operating out of the same entrance station. In this case, how will the Service decide which other concessions contract(s) receive the unused allocation(s)?

**NPS Response:** *The Minimum use of Transportation Events section of the Operating Plan states: "Underutilized transportation event allocations will be reallocated within the same entrance station to qualified Concession Contracts through a lottery system. A qualified Contract, for the purposes of reallocation, is a Contract that has (1) consistently utilized its allocations, (2) notified the Service of its desire to obtain additional allocations, and (3) not received any less than satisfactory ratings for NPS evaluations performed during the two years previous to the request for additional allocations. If there are no qualified Contracts operating within the same entrance station, the Service may consider alternative reallocation methods as allowed by the Winter Use Rule."*

22. Must the holder of CC-YELL522-26 use the East Entrance? Must the holder of CC-YELL523-26 use the North Entrance? We note that the Draft Contract and its Exhibits are not specific regarding which entrance must be used.

**NPS Response:** *Yes. The charts titled "Guided Interpretive Oversnow Vehicle Tour Contracts and Daily Transportation Event Allocations by Entrance" in the Operating Plan and "Daily Transportation Event Allocations by Contract" in the Business Opportunity, assign CC-YELL522-26 to the East Entrance and CC-YELL523-26 to the North Entrance. The Service has updated the charts in all locations with the correct contract years.*

23. Operating Plan Section 3) Part C) line (a) states: “Entering the Area to haul freight and supplies by OSV does not count against the concessioner’s daily allocation of transportation events.”

Is luggage considered freight or supplies? Is there a list of items considered “freight and supplies”?

**NPS Response:** *There is not a specific list of items. “Freight and supplies” means construction supplies and equipment, operational supplies for overnight facilities, etc. Luggage would not be considered “freight and supplies.” Under CC-YELL500-26, luggage should be carried by the Concessioner as part of an existing tour, should luggage be required.*

24. Are OSVs used for the towing or repair of disabled OSVs within the Area required to be BAT?”

**NPS Response:** *The Concessioner may use a non-BAT snowmobile or snowcoach for towing a disabled OSV out of the Area. Disabled snowmobiles may be towed from the Area by another snowmobile without Service approval. However, due to the size and weight of a snowcoach, the Concessioner must notify and obtain approval from the Service prior to towing a disabled snowcoach from the Area. Operating Plan Section 3) Part K) sec 28) has been updated accordingly.*

25. Are concessioners required to provide BAT-compliant snowmobile rentals as a required service for any specific contact or do all of the draft contracts have the option to offer rentals or not offer rentals?

**NPS Response:** *BAT-compliant snowmobile rental is not a required service in any of the Draft Contracts. The nine Draft Contracts included under Solicitation No. CC-YELL5XX-26 provide the option for BAT-compliant snowmobile rental, with specific requirements in place regarding the transportation of rented snowmobiles through Grand Teton National Park. The 14 Draft Contracts included under Solicitation Nos. CC-YELL500-26 and CC-YELL5OS-26 do not address BAT-compliant snowmobile rental, as such rentals would occur outside the Area and are not within the scope of the Draft Contract(s).*

26. Is the Service able to provide information on the use of snowcoaches with low-pressure tires versus tracks, including when the switch took place and any impact studies that have been completed?

**NPS Response:** *Since 2013, the Service has permitted park operators to operate snowcoaches on large, low-pressure tires (LPTs) in addition to the tracks traditionally used. In 2015, the Service commissioned a study to provide park managers with information regarding how best to manage the park’s snowroads. The study found that LPTs do not have more of an impact than tracks on a groomed road surface and may actually help to compact the road, although they could rut more in soft (non-groomed) snow. Interested parties may request a copy of the study, “Snowroad Deterioration and Oversnow Vehicle impact – Final Report, February 2018”, directly from the Service.*

## AMENDMENT 1 TO THE PROSPECTUSES:

### Inside Cover

1. The Service has added a second Question and Answer period and adjusted the prospectus timeline and due dates accordingly.

### Part I, Business Opportunity

1. In the “Information Regarding This Solicitation” section of the Business Opportunity for CC-YELL5OS-26 and CC-YELL5XX-26, the Service has corrected several incorrect dates associated with these solicitations.
2. In the “Market Area Overview” section of the Business Opportunity (all prospectuses), the Service has updated the Summary of Winter Services Within the Area (chart) to reflect no fuel available at the East Entrance of the Area. The closest fueling stations to the East Entrance are located inside the Area at Fishing Bridge or outside the Area in Cody, WY.
3. In the chart titled “Daily Transportation Event Allocation by Contract” in the Business Opportunity for CC-YELL5OS-26 and CC-YELL5XX-26, the Service has corrected the contract year for CC-YELL522-26 and CC-YELL523-26.
4. In the Historical Use section of the Business Opportunity for CC-YELL5OS-26, the Service has updated the chart with transportation event utilization data to correct the 2023/2024 utilization data reported for 11 of the 13 contracts.
5. In the Historical Use section of the Business Opportunity for CC-YELL5OS-26 and CC-YELL5XX-26, the Service has provided data on the number of reported transportation events that included shuttle transportation for CC-YELL504-14 and CC-YELL512-14, respectively.

### Part II, Proposal Instructions (all prospectuses)

1. Proposal Instructions, Section 1b) has been updated as follows (bolded sentences are added):  
*Offerors must notify the Service of your intent to submit a proposal via email no later than the due date and time shown on the inside cover of this Prospectus for such notice. **The Notice of Intent must state that the Offeror intends to submit a proposal and must identify the specific contract(s) for which it intends to submit a proposal. An Offeror may declare it intends to submit on multiple contracts in one notice as long as each specific contract is clearly identified.** The Service will not accept proposals from entities that do not provide notice on or before the date and time shown on the inside cover of this Prospectus.*
2. In Proposal Instructions, Section 2, delete items f) and g) and replace with:
  - f) *Offerors must submit a separate completed Offeror’s Transmittal Letter and Proposal for each of the Concession Contract(s) for which they wish to apply, under any of the three solicitations to provide oversnow vehicle tours in Yellowstone National Park (CC-YELL500-26, CC-YELL5OS-26, CC-YELL5XX-26).*
    - *If an Offeror submits proposals for more than one Contract, it must state in the Offeror’s Transmittal Letter the specific contracts for which it is applying, the maximum number of*



- contracts it has the capacity to conduct, and list the specific contracts in an order of preference that clearly prioritizes which Concession Contracts it most desires for award.*
- *Offerors submitting proposals for multiple contracts must provide a brief summary along with the Offeror's Transmittal Letter that includes the following:*
    - *The differences, if any, between the proposals (excluding CC-YELL500-26, due to differences in the Proposal Package),*
    - *An explanation that it has the financial capability to carry out the contractual requirements, including minimum use of transportation events, for the maximum number of contracts it has the capacity to conduct as identified in the Offeror's Transmittal Letter, and how its response to PSF4b (Tables 5a, 5b, and 6) and PSF4c for each contract demonstrates the ability to provide the personal property (existing and to-be-acquired), start-up costs, and funding for the initial investment in aggregate for all of the contracts for which it has submitted a proposal.*
  - *If an Offeror submits proposals for more than one Contract, the Service will review each of the proposals on both an individual and an overall basis. Offerors should note they may not be awarded all contracts for which they have the capacity to conduct.*
- g) *For the purposes of scoring, the Service will not consider information found in the summary not also found in the response to a selection factor.*

#### **Proposal Package (all prospectuses, unless noted)**

- 1) Proposal Submission Terms & Conditions, Section 1, has been updated as follows (bolded words are added):
  - 1) *The Offeror's Transmittal Letter set forth below indicates your acceptance of the terms and conditions of the concession opportunity as set forth in this Prospectus. It indicates your intention to comply with the terms and conditions of the Contract. The letter, submitted without alteration **(except where noted)**, must bear original signatures. The National Park Service (Service) will review the entire Proposal Package to determine whether your proposal in fact accepts without condition the terms and conditions of this Prospectus. If it does not accept without condition the terms and conditions of this Prospectus, your proposal may be considered non-responsive, even if you submitted an unconditional Offeror's Transmittal Letter.*
- 2) Proposal Submission Terms & Conditions, Section 3, has been added (CC-YELL500-26) and updated (CC-YELL50S-26, CC-YELL5XX-26) as follows (bolded words are added, where updated):
  - 3) *You must submit a separate completed Offeror's Transmittal Letter and Proposal for each of the Concession Contract(s) for which you wish to apply, **under any of the three solicitations to provide oversnow vehicle tours in Yellowstone National Park (CC-YELL500-26, CC-YELL50S-26, CC-YELL5XX-26).***
    - *If an Offeror submits proposals for more than one Contract, you must state in the Offeror's Transmittal Letter the specific contracts for which you are applying, the maximum number of contracts you have the capacity to conduct, and then list the specific contracts in an order of preference that clearly prioritizes which Concession Contracts you most desire for award.*
    - *Offerors submitting proposals for multiple contracts must provide a brief summary along with the Offeror's Transmittal Letter that includes the following:*
      - *The differences, if any, between your proposals **(excluding CC-YELL500-26, due to differences in the Proposal Package)**,*
      - *An explanation that you have the financial capability to carry out the contractual requirements, **including minimum use of transportation events**, for the maximum*

*number of contracts you have the capacity to conduct as identified in the Offeror's Transmittal Letter, and how your response to PSF4b (Tables 5a, 5b, and 6) and PSF4c for each contract demonstrates your ability to provide the personal property (existing and to-be-acquired), start-up costs, and funding for the initial investment in aggregate for all of the contracts for which you have submitted a proposal.*

- *For the purposes of scoring, the Service will not consider information found in the summary not also found in the response to a selection factor.*
- *If you submit proposals for more than one Contract, the Service will review each of your proposals on both an individual and an overall basis. **Offerors should note they may not be awarded all contracts for which they have the capacity to conduct.***

- 3) For CC-YELL500-26, the Offeror's Transmittal Letter has been updated to include the following: *This Proposal Package is for guided interpretive oversnow vehicle tours, Concession Contract number CC-YELL500-26.*

*If you are applying to more than one contract within any of the three solicitations to provide Guided Interpretive Oversnow Vehicle Tours within Yellowstone National Park (CC-YELL500-26, CC-YELL50S-26, CC-YELL5XX-26), please fill out the following:*

- *The maximum number of contracts you have the capacity to conduct: \_\_\_\_\_*
- *The list of specific contracts in an order of preference that clearly prioritizes which Concession Contracts you most desire for award. You may add lines if needed.*  
*CC-YELL\_\_\_\_\_ -26*  
*CC-YELL\_\_\_\_\_ -26*  
*CC-YELL\_\_\_\_\_ -26*

- 4) For CC-YELL50S-26 and CC-YELL5XX-26, the Offeror's Transmittal Letter, paragraph two, has been updated as follows (bolded words are added):

*If you are applying to more than one contract **within any of the three solicitations to provide Guided Interpretive Oversnow Vehicle Tours within Yellowstone National Park (CC-YELL500-26, CC-YELL50S-26, CC-YELL5XX-26),** please fill out the following:*

- 5) In the Offeror's Transmittal Letter, the following has been added on page 1:

*If you will be utilizing a subconcessioner to provide services under one or more contracts for which you are proposing, list those specific contracts below. You may add lines if needed.*

*CC-YELL\_\_\_\_\_ -26*  
*CC-YELL\_\_\_\_\_ -26*  
*CC-YELL\_\_\_\_\_ -26*

- 6) In the offeror's Transmittal Letter, the following has been added below the table on page 3:

*\* You may add additional lines as needed*

- 7) Selection Factors, Response Format, Section 6, has been updated as follows (bolded words are added):

*Page margins must be 1 inch. Page numbers and identifications of confidential information may appear within the margins **and may be included in smaller than 11- or 12-point font.***

- 8) Under Primary Selection Factor 1, the following has been added:

***Note to Offerors:** Offerors should not include commitments on behalf its subconcessioner, if applicable, but may describe actions the offeror will take to ensure its subconcessioner provides quality, audience-centered interpretive programs, promotes compliance with Area regulations, and limits adverse impacts to park resources.*

- 9) Under Primary Selection Factor 2, the following has been added:

***Note to Offerors:** Offerors should not include commitments on behalf its subconcessioner, if applicable, but may describe actions the offeror will take to ensure its subconcessioner prepares customers for winter conditions and prepares guides to respond to changing or unexpected conditions while leading OSV tours.*

- 10) Subfactor 3(a). Operational Experience, paragraphs two and three have been updated as follows (bolded words are added):

*Describe one example of the experience of the Offeror in the operation and management of Guided Services similar in scope and scale to those required by the Draft Contract. The Service prefers examples that demonstrate experience within the last five years. **The Service will make no distinction between examples that include providing tours by a single type of OSV or by both snowmobile and snowcoach.***

***Offerors should not describe the experience of any subconcessioners, if applicable. If the Offeror is not yet in existence, the Offeror was formed recently and has no financial or operating history, or the Offeror relies on the experience of a related entity, such as an Offeror-Guarantor, explain how such experience will carry over to the Offeror entity directly and how that entity's experience will benefit the Offeror's operations. For your example, provide the following information segmented by operating department.***

- 11) Subfactor 3(a). Operational Experience, Guided Services, delete:

8. *Average number of trips per week*

- 12) Subfactor 3(b). Violations or Infractions, paragraph two, add:

*The Offeror should not include violations or infractions incurred by its subconcessioner, if applicable.*

- 13) Principle Selection Factor 4, Notes to Offeror, paragraphs two and three have been updated as follows (bolded words are added):

*The Offeror must complete all provided forms found at the end of this Principal Selection Factor 4 section, **either in the provided Microsoft Word or Excel files.***

***The Offeror should provide financial information for itself only and not for any proposed subconcessioner, if applicable. The financial capability of any proposed subconcessioners will be assessed as part of the Service's subconcessioner evaluation and approval process, which will occur after the Draft Contract is awarded.***

- 14) For CC-YELL500-26, in Subfactor 4(b), add:

***Note to Offerors:** If you have submitted proposals for more than one Contract, only describe the Personal Property, Start-Up Costs, and Operating Projections for the specific contract for which this Proposal is being submitted.*

- 15) Subfactor 4(b), Section 1) Personal Property, paragraphs one and two have been updated as follows (bolded words are added):

*Using Table 5a, list all currently owned personal property, **including vehicles and equipment**, with monetary value equal to or exceeding \$750 that you will use for your operations inside of the Park and provide an estimate of its current value. Unlike Subfactor 4a, do not include any personal property for your operations outside of the Park.*

*Using Table 5b, list all of the personal property, **including vehicles and equipment**, with monetary value equal to or exceeding \$750 that you will intend to acquire to use for this operation.*

- 16) For CC-YELL5OS-26 and CC-YELL5XX-26, in Subfactor 4(c), delete:

***Note to Offerors:** If you have submitted proposals for more than one Contract, demonstrate your ability to obtain the required funds for start-up costs necessary to conduct all Contracts which you have the capacity to conduct.*

- 16) In associated with Subfactor 4(b), the title for Table 5b has been changed to:

*Personal Property to be used in the Draft Contract: New Investments*

- 17) Under Secondary Selection Factor 1, the following has been added under Note to Offerors:

*Offerors should not include commitments on behalf its subconcessioner, if applicable, but may describe actions the offeror will take to ensure its subconcessioner reduces solid waste, conserves energy resources, and promotes sustainability through environmental purchasing.*

- 18) In Appendix A – Proposal Package Excel Forms for Small Contracts (all prospectuses), the Service has updated Table 8, Section 1, to remove references to Food and Beverage revenues. The Offeror should identify appropriate revenue streams for its operations under the Draft Contract.

## **Part IV, Draft Concession Contract Including Contract Exhibits**

### **Draft Concessions Contract**

1. Draft Contract, Sec. 5 Fees, for CC-YELL5OS-26 and CC-YELL5XX-26, has been updated as follows (bolded words are added):

*(1) The Concessioner must pay a franchise fee to the Director as follows:*

*\_\_\_\_\_ percent (X%) of the Concessioner's gross receipts for the preceding year or portion of a year or a flat fee of **\$1,000**, whichever is greater.*

### **Exhibit B Operating Plan**

1. The chart titled "Guided Interpretive Oversnow Vehicle Tour Contracts and Daily Transportation Event Allocations by Entrance" in the Operating Plan (all prospectuses) has been updated with the correct year for all contracts.
2. Operating Plan Section 3) Part K) Sec 27) (all prospectuses) has been updated as follows:  
*27. Towing and Repair*
  - a) *The Concessioner must make appropriate arrangements to retrieve disabled snowcoaches from the Area as quickly as possible. Prior to towing a disabled snowcoach, the Concessioner must notify and obtain approval from the Service.*
  - b) *Vehicles towing coaches must be adequate for the weight/load ratio in accordance with DOT standards and the manufacturers recommendations and be equipped with a trailer hitch towing package to meet the weight requirements of the trailer. The Concessioner must use appropriate safety chains when needed.*
  - c) *No person may ride in a coach under tow, except for the driver.*

3. In the Snowmobile Requirements Section of the Operating Plan (all prospectuses), the link for the list of BAT-compliant snowmobiles on the Yellowstone National Park website has been updated to:  
[www.nps.gov/yell/planyourvisit/ncgsap-logistics.htm](http://www.nps.gov/yell/planyourvisit/ncgsap-logistics.htm)
4. Operating Plan Attachment G for CC-YELL5XX-26 has been updated with the correct contract year.