

Part I

BUSINESS OPPORTUNITY

Guided Interpretive Saddle and Pack Stock Tours

within

Yellowstone National Park

National Park Service

Department of the Interior

Concession Contract No. CC-YELL1XX-27

Covering Concession Contracts:

CC-YELL102-27
CC-YELL107-27
CC-YELL117-27
CC-YELL122-27
CC-YELL126-27
CC-YELL132-27
CC-YELL141-27
CC-YELL156-27
CC-YELL164-27
CC-YELL170-27

CC-YELL103-27
CC-YELL108-27
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INTRODUCTION

The National Park Service (Service) has determined that certain visitor services are necessary and appropriate to enhance the visitors' comfort and enjoyment of the Park Unit while ensuring that the resources are protected.

The National Park Service (Service) intends to award up to thirty-seven (37) concession contracts to operate guided interpretive saddle and pack stock tours in Yellowstone National Park (Park). This Prospectus describes in general terms the existing business and the future business opportunities for the facilities and services required by the Service. Offerors are responsible for reviewing all sections of this Prospectus and, specifically, the terms and conditions of the Draft Concession Contract CC-YELL1XX-27 (Draft Contract(s)), including its exhibits, to determine the full scope of a future Concessioner's responsibilities under the Draft Contract(s).

The Service is conducting this solicitation in accordance with the National Park Service Concessions Management Improvement Act of 1998 (Public Law 105-391) as implemented by the Service in 36 C.F.R. Part 51. The term "Concessioner" as used in this Prospectus refers to the entity that will be the Concessioner under the Draft Contract(s). The term "Existing Concessioner(s)" refers to the entities that currently provide services under the Existing Concession Contracts (Existing Contracts). The Existing Contracts are available upon request. See the Appendix Table of Contents (Part V of this Prospectus) for how to request a copy.

In the event of any inconsistency between the terms of this Prospectus and 36 C.F.R. Part 51, 36 C.F.R. Part 51 will prevail. In the event of any inconsistency between the description of the terms contained in this Prospectus and the Draft Contract(s), the Draft Contract(s) will prevail.

THE NATIONAL PARK SERVICE AND ITS MISSION

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. (16 U.S.C. § 1)

Additionally, Congress declared that the National Park System should be:

...preserved and managed for the benefit and inspiration of all the people of the United States... (16 U.S.C. §1a-1)

The National Park Service preserves unimpaired the natural and cultural resources and values of the National Park System for the enjoyment, education, and inspiration of this and future generations. The Service cooperates with partners to extend the benefits of natural and cultural resource conservation and outdoor recreation throughout this country and the world. Visit the National Park Service website (www.nps.gov) to learn more about the National Park Service, including its mission, policies, and individual park units.



YELLOWSTONE NATIONAL PARK AND ITS MISSION

On March 1, 1872, President Ulysses S. Grant signed what is commonly referred to as the Yellowstone National Park Act into law, creating the world's first national park. The Yellowstone National Park Act says, in part, that:

The tract of land in the Territories of Montana and Wyoming, lying near the headwaters of the Yellowstone River...is reserved and withdrawn from settlement, occupancy, or sale...and dedicated and set apart as a public park or pleasuring ground for the benefit and enjoyment of the people. (16 U.S.C. § 21)

The mission of Yellowstone National Park, is as stated in the State of the Park's report (1999):

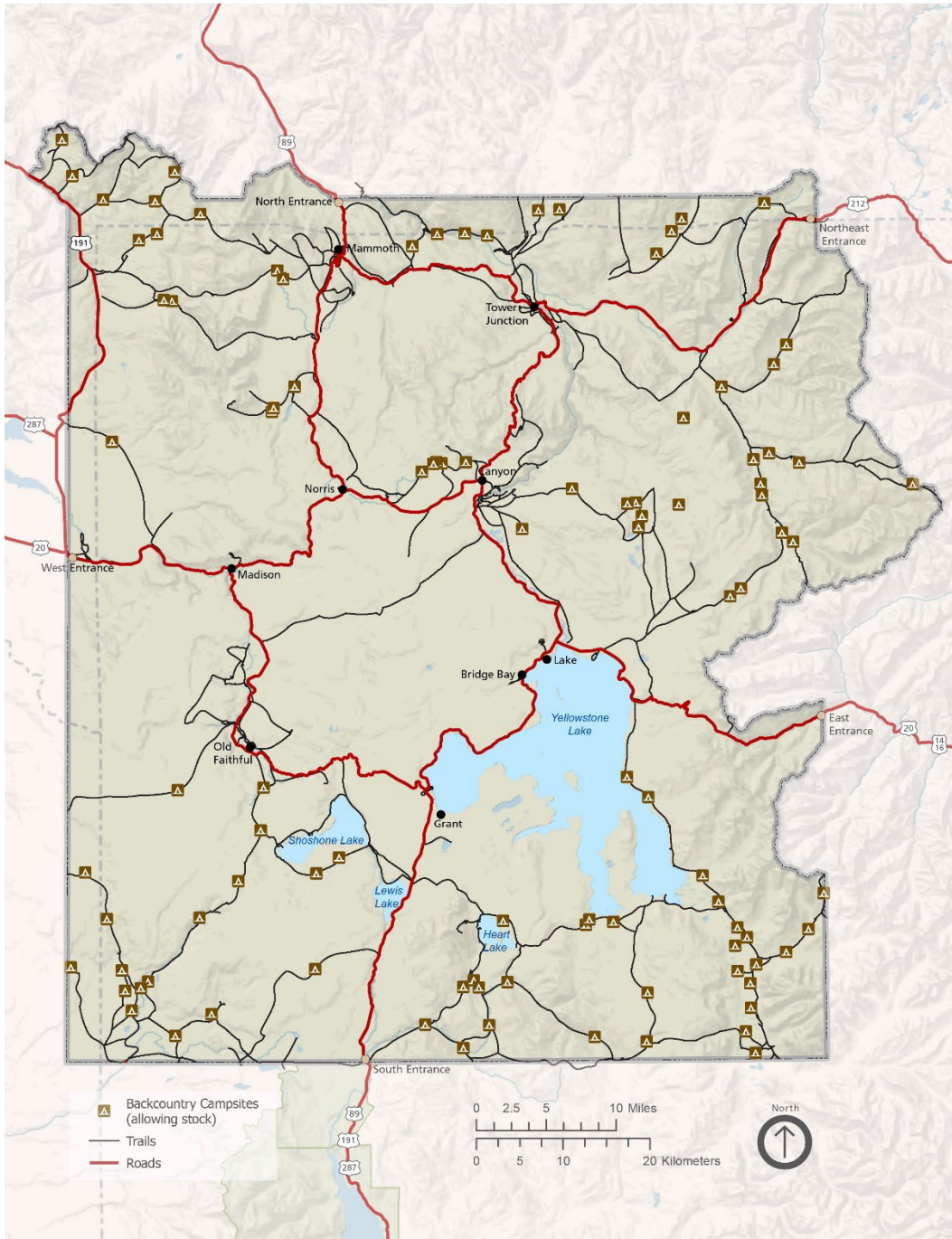
Preserved within Yellowstone National Park are Old Faithful and the majority of the world's geysers and hot springs. An outstanding mountain wild land with clean water and air, Yellowstone is home of the grizzly bear and wolf and free-ranging herds of bison and elk. Centuries old sites and historic buildings that reflect the unique heritage of America's first national park are also protected. Yellowstone National Park serves as a model and inspiration for national parks throughout the world. The National Park Service preserves, unimpaired, these and other natural and cultural resources and values for the enjoyment, education, and inspiration of this and future generations.

The Park considers concessioners and other business operators within the Park as critical participants whose actions have dramatic and important effects upon visitors and Park resources. As such, concessioners should understand and embrace the Park's mission and work to achieve the Park's objectives while also striving to fulfill their own organizational and business goals. In 2019, the Park announced new strategic priorities that revolve around the concepts of *core*, *resources*, *experience*, *infrastructure*, and *partnerships*. Additionally, in 2023, Yellowstone released a *State of the Park* report that highlights substantial successes and challenges over the past two years, along with many of the priorities and actions. Find information about the Park, including the Park's Strategic Priorities and the *State of the Park* report, at www.nps.gov/yell.



Park Map

The map below shows roads, trails, and backcountry campsites open to stock use. Please visit www.nps.gov/yell/planyourvisit/backcountryhiking.htm to view an interactive map showing backcountry trails and campsites, with details regarding dates of use, restrictions, and amenities provided for each campsite.



KEY ELEMENTS OF THE BUSINESS OPPORTUNITY

This section of the Prospectus describes the key elements of the business opportunity for the CC-YELL1XX-27 solicitation for 37 concession contracts to provide guided interpretive saddle and pack stock tours in Yellowstone National Park. If any inconsistency exists between the terms of the Draft Contract(s) and this Business Opportunity, the Draft Contract(s) will prevail.

Visitors have explored the Area from horseback since before it was established as a national park. Park planning efforts continue to see the value of guided saddle and pack stock tours to the visitor experience.



TERM AND EFFECTIVE DATE OF DRAFT CONCESSION CONTRACT(S)

The CC-YELL1XX-27 Draft Contract(s) have a term of ten (10) years beginning on May 1, 2027, and ending on April 30, 2036.

PREFERRED OFFEROR DETERMINATION

The Director, pursuant to the terms of 36 Code of Federal Regulations (C.F.R.) Part 51, has determined that the 37 contracts described in this Prospectus CC-YELL1XX-27 are qualified Contract(s) and, therefore, the Existing Concessioner(s) are Preferred Offerors for these Contracts. The Existing Concessioner must submit a responsive proposal to this Prospectus to be considered for award of the respective Contract. If the Existing Concessioner submits a responsive proposal and that proposal is not selected as the best proposal for that specific Contract, the Preferred Offeror designation allows it to match the terms of the best offer and be awarded the contract for which it submitted the proposal. The Existing Contracts and Concessioners are listed below.

CONCID	Existing Concessioner	Preferred Offeror
CC-YELL102-27	Adventures Outfitting, LLC	Yes
CC-YELL103-27	Triangle X Ranch	Yes
CC-YELL105-27	Absaroka-Beartooth Outfitters, Inc.	Yes*
CC-YELL106-27	Wildland Llamas, LLC	Yes
CC-YELL107-27	Boulder Basin Outfitters, Inc.	Yes
CC-YELL108-27	Sunrise Pack Station, LLC	Yes
CC-YELL110-27	Mountain Sky Guest Ranch, LLC	Yes
CC-YELL115-27	Yellowstone Horse and Mule, LLC	Yes
CC-YELL117-27	Black Mountain Outfitters, Inc.	Yes
CC-YELL118-27	Yellowstone Mountain Guides, Inc.	Yes
CC-YELL120-27	Slough Creek Outfitters, Inc	Yes
CC-YELL121-27	Kenneth Sinay Company (dba Yellowstone Llamas)	Yes
CC-YELL122-27	Ronald D Good (dba Sheep Mesa Outfitters)	Yes
CC-YELL123-27	Duenas Ranch and Outfit, LLC (dba Pioneer Outfitters and Montana Llama Guides)	Yes*
CC-YELL124-27	Jake's Horses, Inc.	Yes
CC-YELL125-27	Cache Creek Outfitters, Inc.	Yes
CC-YELL126-27	Sunrise Pack Station, LLC	Yes
CC-YELL127-27	Thomas M. Heintz (dba Medicine Lake Outfitters)	Yes
CC-YELL130-27	Skyline Guest Ranch and Guide Service, Inc.	Yes
CC-YELL131-27	Hell's A' Roarin' Outfitters, Inc.	Yes
CC-YELL132-27	Nine Quarter Circle Ranch, Inc.	Yes
CC-YELL137-27	R.K. Miller's Wilderness Pack Trips, Inc. (dba Wilderness Pack Trips)	Yes
CC-YELL138-27	AC Enterprises, LLC (dba Yellowstone Roughriders LLC)	Yes
CC-YELL140-27	Black Otter, Inc (dba Black Otter Guide Service)	Yes
CC-YELL141-27	Yellowstone Mountain Guides, Inc.	Yes
CC-YELL146-27	Yellowstone Mountain Guides, Inc.	Yes
CC-YELL147-27	Yellowstone Mountain Guides, Inc.	Yes
CC-YELL148-27	Dry Ridge Outfitters, LLC	Yes
CC-YELL156-27	Heart 6 Ranch, LLC	Yes
CC-YELL157-27	Horsetrack Outfitters, LLC	Yes
CC-YELL158-27	Wilderness Trails, Inc.	Yes
CC-YELL162-27	Rand Creek Outfitters, LLC	Yes
CC-YELL164-27	TNT Ranch LLC (dba Covered Wagon Ranch)	Yes
CC-YELL165-27	The Lone Mountain Ranch Incorporated	Yes
CC-YELL166-27	ER Ranch Corporation (dba Elkhorn Ranch)	Yes
CC-YELL168-27	The Wildland Trekking Company, LLC	Yes
CC-YELL170-27	Rockin' HK Outfitters, Inc.	Yes

*CC-YELL105-16 and CC-YELL123-16 were re-assigned in April 2025. The new concessioners will need to operate satisfactorily in 2025 and 2026 to be Preferred Offerors for CC-YELL105-27 and CC-YELL123-27.



REQUIRED SERVICES AND AUTHORIZED SERVICES

The following exhibit describes the required services (i.e., must be provided by the Concessioner), authorized services (i.e., may be provided at the option of the Concessioner), and service locations as described in the Draft Contract(s). The required and authorized services under this business opportunity are not materially changed between the Existing Contracts and the Draft Contract(s). However, the Draft Contract Exhibit B Operating Plan includes several changes including minimum use requirements (at least one guided trip annually), use of the Backcountry Food and Beverage periodic evaluation (overnight trips), and assessing the Backcountry Recreation Fee for guides, in addition to clients. Please refer to Draft Contract, Exhibit B, Operating Plan for additional details.

Required Visitor Services under the Draft Contract(s).

	Service	Location
i.	Guided saddle and pack stock tours	Designated trails and backcountry campsites in Yellowstone National Park

The term “saddle and pack stock” includes horses, ponies, mules, burros, and llamas for all Draft Contracts except for Concession Contracts CC-YELL106-27, CC-YELL121-27, and CC-YELL168-27, where the term is limited to llamas only.

Authorized Visitor Services under the Draft Contract(s).

	Service	Location
i.	Guided saddle and pack stock tours that include transportation, food service, guided day hiking, photography, and fly fishing	Designated trails and backcountry campsites in Yellowstone National Park
ii.	Drop camp services – stock may carry camping gear, food, or people	Designated trails and backcountry campsites in Yellowstone National Park
iii.	Custom or charter tours for organized groups	Designated trails and backcountry campsites in Yellowstone National Park
iv.	Trips through the Area to access permitted camps on adjacent lands	Designated trails and backcountry campsites in Yellowstone National Park

CHARACTERISTICS OF THE REQUIRED AND AUTHORIZED SERVICES

Guided Interpretive Saddle and Pack Stock Tours. The Concessioner must provide guided interpretive saddle and pack stock tours in Yellowstone National Park. The Area has hundreds of miles of maintained trails open for stock use and tours may access the Area from most designated trailheads within or outside the Area. Tours must be conducted on established trails open to commercial stock use, unless off-trail (cross-country) travel has been approved in advance by the Central Backcountry Office.

Tours may be single-day rides or overnight pack trips. All trailheads in the Area currently have annual limits on the number of day rides and three trailheads require advance reservations for day rides. Concessioners are required to report day rides to the Central Backcountry Office, including those rides occurring on trails requiring an advance reservation. A backcountry use permit is required for all overnight stays in the backcountry and is issued through the Area’s Central Backcountry Office. See additional information below.

Concessioners must provide clients with stock, tack, qualified guides, and any necessary safety equipment. Concessioners may provide personal camping equipment as an included amenity or for a fee. Stock must be well-trained and have a disposition suitable for all riders, regardless of experience level. For all equines used



within the Area, the Concessioner must provide proof of a negative Coggins test performed within the prior 12 months.

The maximum number of stock per day ride is 15. The maximum number of stock per overnight ride is 25, with a maximum of 20 riders. The Concessioner must maintain an employee-to-stock ratio of no less than one employee per ten stock animals.

Guides must be capable of providing meaningful interpretation of the Area's natural and cultural resources. At least one guide on each stock tour must possess a current Service-issued certified guide card.

The operating season typically runs from July 1 through early November. Specific dates of operations may vary based on weather and trail conditions. The Central Backcountry Office manages backcountry use and will notify the Concessioner of area or trail closures for resource protection, such as wet conditions, bear closures, or fire management, or road or trail closures due to maintenance projects.

The Concessioner must operate in accordance with all applicable laws, regulations, and policies and must minimize adverse impacts to Area resources. Draft Contract Exhibit B, Operating Plan, outlines operating requirements developed to minimize the degree and/or severity of adverse impacts.

Guided Interpretive Saddle and Pack Stock Tours that include Client Transportation, Food Service, Guided Day Hiking, Photography, and Fly fishing. The Concessioner may provide client transportation and/or food service in association with its stock tours. All vehicles and equipment used for concessioner, stock, or client transportation must be properly licensed and maintained in accordance with federal and state regulations. Food service may be provided on day or overnight trips. The Concessioner must comply with the relevant portions of the most recent version of the FDA Food Code and NPS Reference Manual 83A. The Concessioner may provide stock tours that include other recreational activities within the Area. Draft Contract Exhibit B, Operating Plan Attachment A provides specific provisions for such guided services.

Drop Camp Services. The Concessioner may provide drop camp services, where stock are used to transport camping gear, food, or people to a backcountry campsite, but the Concessioner does not remain with the clients for the duration of their trip. When providing drop camp services, the Concessioner is not responsible for obtaining a backcountry campsite reservation or backcountry use permits, as it is the responsibility of the clients to obtain the necessary permits for their backcountry trip.

Custom or Charter Tours for Organized Groups. The Concessioner may provide stock tours for organized groups or other entities, including commercial operators who hold a concession contract of Commercial Use Authorization (CUA) to operate in Yellowstone National Park.

Trips to Access Permitted Camps Outside the Area. Concessioners with permitted camps on adjacent public lands may pass through the Area with stock to access such camps, with or without clients. Concessioners must provide a schedule of anticipated trips through the Area at the beginning of each season and provide notice of any changes to this anticipated trip schedule. Trips which include clients are considered day rides and must be reported in accordance with established procedures.

MINIMUM USE

The Draft Contract(s), Exhibit B Operating Plan Section 2)D) identifies minimum use requirements. Concessioners must provide a minimum of one guided stock tour (not a drop camp) during the typical operating season. Concessioners which do not meet the minimum use requirement may be subject to administrative actions ranging from capped Annual Overall Rating scores up to a breach of contract that may result in contract termination.



BACKCOUNTRY USE PERMITS AND BACKCOUNTRY CAMPSITE RESERVATIONS

Any Concessioner providing overnight trips under the Draft Contract(s) is required to have a Backcountry Use Permit. To request a permit, the Concessioner must call the Central Backcountry Office within 48-hours of the start date of the trip, and no later than 10:00am on the day of the trip, and provide the total number of people and stock and the lead guide's name. The Concessioner must carry a printed or digital copy of the Backcountry Use Permit at all times while operating in the backcountry.

The Concessioner may additionally make advance backcountry campsite reservations for campsites open to stock, in accordance with the Annual Backcountry Campsite Reservation Conditions (Operating Plan Attachment J). Reservations are not required but are encouraged to ensure backcountry campsite availability. All reservations for commercial trips must be made through the Central Backcountry Office, who will enter the reservation into <http://www.recreation.gov> on behalf of the Concessioner. See the Investment Analysis for related fees.



INVESTMENT ANALYSIS

LEASEHOLD SURRENDER INTEREST

There is no Leasehold Surrender Interest (as that term is defined in 36 C.F.R. Part 51) under the Existing or Draft Contract(s).

ESTIMATED INITIAL INVESTMENT

The Service expects the Concessioner will incur start-up costs prior to commencing operations, including working capital, personal property, supplies, and inventory. Offerors must make their own determinations of the investment required to support their operations. As described in the Proposal Package section of this Prospectus, concessioners must demonstrate sufficient funding for start-up costs and initial operating expenses in their proposals.

PERSONAL PROPERTY

The Concessioner under the Draft Contract(s) will be required to provide stock, tack, and other personal property and inventory necessary for the proper and efficient operation of the services under the Draft Contract(s). The Service assumes the Concessioner replaces personal property at the end of its useful life, as required by the Draft Contract(s).

ESTIMATED REVENUE AND EXPENSE PROJECTIONS

Rates

The rate approval method for the Draft Contract(s) is Competitive Market Declaration (CMD). The Concessioner can adjust rates without the specific administration of the Superintendent, but rates are subject to review to ensure they remain comparable to similar services offered outside Yellowstone National Park. For more information see the Draft Contract(s) Exhibit B Operating Plan Section 2)B) Rate Determination and Approval and the 2017 Rate Administration Guide and 2024 Rate Administration Guide Addendum.

The 2017 Rate Administration Guide and 2024 Rate Administration Guide Addendum are available on the Commercial Services website at <https://www.nps.gov/subjects/concessions/rate-administration.htm>.

Projected Departmental and Operating Expenses

The Service projects that most departmental and indirect expenses will be within industry average range.

Insurance Requirements

The Service has included minimum insurance requirements in the Draft Contract(s). Interested parties should consider these requirements in preparing their proposals. Insurance requirements are found in Draft Contract(s) Exhibit D, Insurance Requirements.

Park Entrance Fees

Concessioners may pay fees for clients or must inform clients of entrance fee requirements and payment procedures prior to their trip. Guides are exempt from entrance fees when working in the park on behalf of the Concessioner; guides must identify themselves and the Concessioner who employs them at Park entrance stations.



Backcountry Fees

As stated previously, any Concessioner providing overnight trips under the Draft Contract(s) is required to have a Backcountry Use Permit. The Service charges an overnight Backcountry Recreation Fee to obtain a Backcountry Use Permit. The fee is assessed per person, per night, including guides, as reported by the Concessioner at the time the backcountry campsite reservation is made. Adding additional dates or people to a reservation will require additional payment. Cancelling a reservation, reducing the dates or number of people will result in a refund if the changes are completed more than three days before the start of the trip. Current fees are available at www.nps.gov/yell/planyourvisit/backcountryhiking.htm.

If a Concessioner chooses to make advance backcountry campsite reservations (recommended but not required), after the Central Backcountry Office enters the reservation into www.recreation.gov, the Concessioner must log into its account and pay a non-refundable reservation fee. Current fees are available at www.nps.gov/yell/planyourvisit/backcountryhiking.htm.

Minimum Franchise Fee

The minimum franchise fee is three percent (3.0%) of the Concessioner's annual gross receipts or an annual flat fee of \$1,000, whichever is greater, for the term of the Draft Contract(s). Offerors must agree to pay the minimum franchise fee, as set out in Principal Selection Factor 5 of the Proposal Package (Part III of this Prospectus), although Offerors may propose higher franchise fees in accordance with terms of the Prospectus.

In determining the minimum franchise fee, the Service, using available industry data, considered the probable value to the Concessioner of the privileges granted by the Draft Contract. This probable value is based upon a reasonable opportunity for net profit in relation to capital invested and the obligations of the contract including anticipated revenues and expenses.



HISTORICAL CONCESSION OPERATION

EXISTING CONCESSIONS OPERATION

The required services are currently being provided under 38 concession contracts, CC-YELL1XX-16, which expired on December 31, 2025. The Service extended the Existing Contract contracts until December 31, 2026 and intends to extend the Existing Contracts until December 31, 2027 or until the effective date of the new contracts. The Service anticipates the effective date of the Draft Contracts to be May 1, 2027.

HISTORIC RATES

For all Existing Contracts under CC-YELL1XX-16, the Competitive Market Declaration (CMD) rate method applied, and the Existing Concessioner(s) set rates without specific approval of the Superintendent. The CMD rate method will continue to be used in the Draft Contract(s).

HISTORICAL FINANCIAL AND USE DATA

The Proposal Package requires Offerors to develop financial projections based on the required services under the Draft Contract(s). To assist Offerors in the development of these projections, the Service has provided information regarding historical gross revenue, franchise fees, and visitor use. Offerors should be appropriately cautious in the use of historical information. Offerors are responsible for producing their own pro forma financial projections and relying upon their own financial predictions.

Historical Revenue

The following chart presents the 2022 – 2024 historical revenues for each Existing Contract, as reported to the Service. As most Existing Concessioners only report revenue under one department, the Service provides total gross revenues. The services under the Existing Contract(s) are similar to those required under the Draft Contract(s), but without a minimum use requirement.

Contract	2022 Gross Receipts	2022 Franchise Fees	2023 Gross Receipts	2023 Franchise Fees	2024 Gross Receipts	2024 Franchise Fees
CC-YELL102-16	\$38,000	\$1,140	\$48,300	\$1,450	\$78,650	\$2,360
CC-YELL103-16	\$0	\$500	\$0	\$500	\$0	\$500
CC-YELL105-16	\$0	\$500	\$0	\$500	\$0	\$500
CC-YELL106-16	\$243,940	\$12,197	\$178,581	\$8,727	\$110,171	\$5,509
CC-YELL107-16	\$51,275	\$2,051	\$38,365	\$1,547	\$54,000	\$2,160
CC-YELL108-16	\$73,089	\$2,924	\$71,218	\$2,849	\$60,565	\$2,423
CC-YELL110-16	\$0	\$500	\$7,045	\$500	\$17,200	\$688
CC-YELL115-16	\$104,382	\$4,175	\$39,650	\$1,586	\$92,600	\$3,704
CC-YELL117-16	\$25,200	\$1,512	\$30,000	\$1,800	\$18,800	\$1,128
CC-YELL118-16	\$32,670	\$1,307	\$17,600	\$688	\$30,450	\$1,218
CC-YELL120-16	\$37,500	\$2,250	\$49,250	\$2,955	\$55,160	\$3,310
CC-YELL121-16	\$30,350	\$1,214	\$38,912	\$1,556	\$9,220	\$500
CC-YELL122-16	\$17,600	\$704	\$5,400	\$500	\$19,800	\$792



Contract	2022 Gross Receipts	2022 Franchise Fees	2023 Gross Receipts	2023 Franchise Fees	2024 Gross Receipts	2024 Franchise Fees
CC-YELL123-16	\$0	\$500	\$0	\$500	\$0	\$500
CC-YELL124-16	\$9,860	\$500	\$46,270	\$1,851	\$151,273	\$6,051
CC-YELL125-16	\$46,700	\$1,401	\$66,750	\$2,003	\$16,450	\$494
CC-YELL126-16	\$73,089	\$2,924	\$71,218	\$2,849	\$60,565	\$2,423
CC-YELL127-16	\$750	\$500	\$5,400	\$500	\$0	\$500
CC-YELL130-16	\$57,627	\$2,305	\$149,043	\$4,471	\$175,825	\$7,033
CC-YELL131-16	\$0	\$500	\$7,800	\$1,170	\$2,200	\$500
CC-YELL132-16	\$210	\$500	\$0	\$500	\$3,600	\$500
CC-YELL137-16	\$271,764	\$8,153	\$239,100	\$7,173	\$28,600	\$858
CC-YELL138-16	\$49,940	\$1,997	\$255,808	\$10,232	\$316,980	\$12,679
CC-YELL140-16	\$0	\$500	\$0	\$500	\$3,600	\$500
CC-YELL141-16	\$41,580	\$1,663	\$23,650	\$946	\$8,800	\$500
CC-YELL146-16	\$85,600	\$3,424	\$35,630	\$1,425	\$15,400	\$616
CC-YELL147-16	\$89,025	\$3,561	\$30,648	\$1,226	\$0	\$500
CC-YELL148-16	\$28,000	\$1,120	\$0	\$500	\$5,000	\$500
CC-YELL156-16	\$0	\$500	\$0	\$500	\$0	\$500
CC-YELL157-16	\$12,750	\$383	\$142,750	\$4,283	\$234,000	\$7,020
CC-YELL158-16	\$0	\$500	\$58,883	\$2,355	\$63,958	\$2,558
CC-YELL162-16	\$4,200	\$500	\$4,200	\$500	\$5,543	\$500
CC-YELL164-16	\$24,600	\$984	\$21,600	\$864	\$14,400	\$576
CC-YELL165-16	\$12,375	\$500	\$32,550	\$1,302	\$120,000	\$4,800
CC-YELL166-16	\$5,885	\$500	\$5,400	\$500	\$6,300	\$500
CC-YELL168-16	\$61,325	\$1,840	\$165,234	\$8,262	\$99,647	\$2,989
CC-YELL170-16	\$162,429	\$4,872	\$242,753	\$7,283	\$230,050	\$6,902





Historic Use

As stated previously, the Existing Contracts do not include minimum or maximum use requirements and Existing Concessioners provide day and/or overnight rides on a frequency of their choosing. As such, there has been a wide range in usage across the Existing Contracts. The tables below provide an overview of use across the Existing Contracts, with average number of rides calculated across the 2022 through 2024 summer seasons.

Day Rides

Day rides average 4 clients per ride.

Average number of rides per season	Number of Contracts that fall into this range
0	12
1 to 5	8
6 to 10	6
11 to 25	3
26 to 50	6
51 to 100	1
101 or more	2

Overnight Rides

Overnight trips are limited by backcountry campsite availability. Overnight trips are an average of 3.5 nights in length, though trips may be up to 14 nights in length.

Average number of trips per season	Number of Contracts that fall into this range
0	15
1 to 5	18
6 to 10	4
11 or more	1



MARKET AREA OVERVIEW

Yellowstone National Park has a significant role in local economies. The 2024 National Park Visitor Spending Effects Report stated that 4.7 million visitors to Yellowstone National Park in 2024 spent \$709 million in communities surrounding the Park. That spending supported 6,563 jobs in the area.

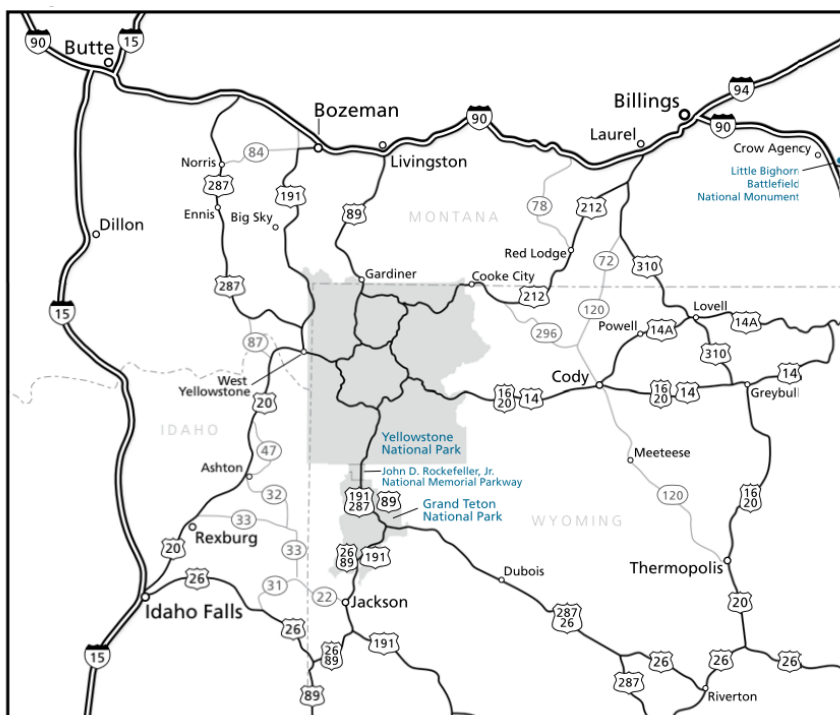
Several gateway communities lie immediately adjacent or within an easy travel distance to an entrance to the Area, as described in the table below. These gateway communities include West Yellowstone and Gardiner, Montana, and Cody and Jackson, Wyoming. All four cities offer lodging, food and beverages, souvenirs, groceries. In addition, all are relatively close to recreational opportunities on federal and private lands outside the Area, including hiking, fishing, horseback riding, and wildlife viewing. Specific information about services and activities in each of these communities are available on their respective city websites.

YELLOWSTONE NATIONAL PARK GATEWAY COMMUNITIES

Community	Location	Population
Cooke City, Montana	4 Miles From the Area’s Northeast Entrance	77
Gardiner, Montana	At the Area’s North Entrance	833
West Yellowstone, Montana	At the Area’s West Entrance	1,272
Cody, Wyoming	53 Miles From the Area’s East Entrance	10,028
Jackson, Wyoming	64 Miles From the Area’s South Entrance	10,760
Livingston, Montana	56 Miles From the Area’s North Entrance	8,040
Bozeman, Montana	82 Miles From the Area’s North Entrance	53,293

Source: National Park Service and U.S. Census Bureau, 2020

Regional Map



Commercial Services in Yellowstone National Park

A variety of commercial services are available to visitors within the Area, including lodging, food & beverage, retail, and recreation. In addition to the 37 stock contracts included under CC-YELL1XX-27, the following services are provided under concession contract within the Area:

- Xanterra Parks & Resorts (Xanterra), operating under Concession Contract CC-YELL077-13, offers lodging, food, beverage, retail, campgrounds, and other services, including livery services at Tower/Roosevelt. Xanterra provides livery activities to an average of 30,000 visitors annually. Livery activities include one- and two-hour horseback day rides, stagecoach rides, and western cookouts. Summer accommodations in the developed parts of the Area include the lodges, inns, and cabins. Together, these accommodations have 2,161 rooms.
- Delaware North Companies Parks and Resorts at Yellowstone, operating under Concession Contract CC-YELL002-24, offers retail, limited grocery, and limited food service at 11 general stores at most developed areas.
- Yellowstone Park Service Stations, operating under Concession Contract CC-YELL004-23, offers pay-at-the-pump gasoline sales, automobile repair, and towing service at most of the developed areas.
- 24 concession contracts require oversnow vehicle transportation during the winter season, with one contract offering a seasonal skiers camp near Canyon Village.

Additionally, the Service issues over 400 Commercial Use Authorizations (CUAs) annually to businesses providing guided recreational services including hiking, biking, skiing/snowshoeing, painting and photography workshops, towing, etc. The Park does not issue CUAs for saddle or pack stock tours.

WEATHER

Most of the Park lies at an elevation of 6,000 above sea level or higher, with moderate summers and cold, snowy winters. Summer daytime temperatures range from 70 to 80 °F with cool nights and frequent afternoon thunderstorms. The table below presents the Area's average temperature, precipitation, and snowfall by month. The typical summer operating season is highlighted.

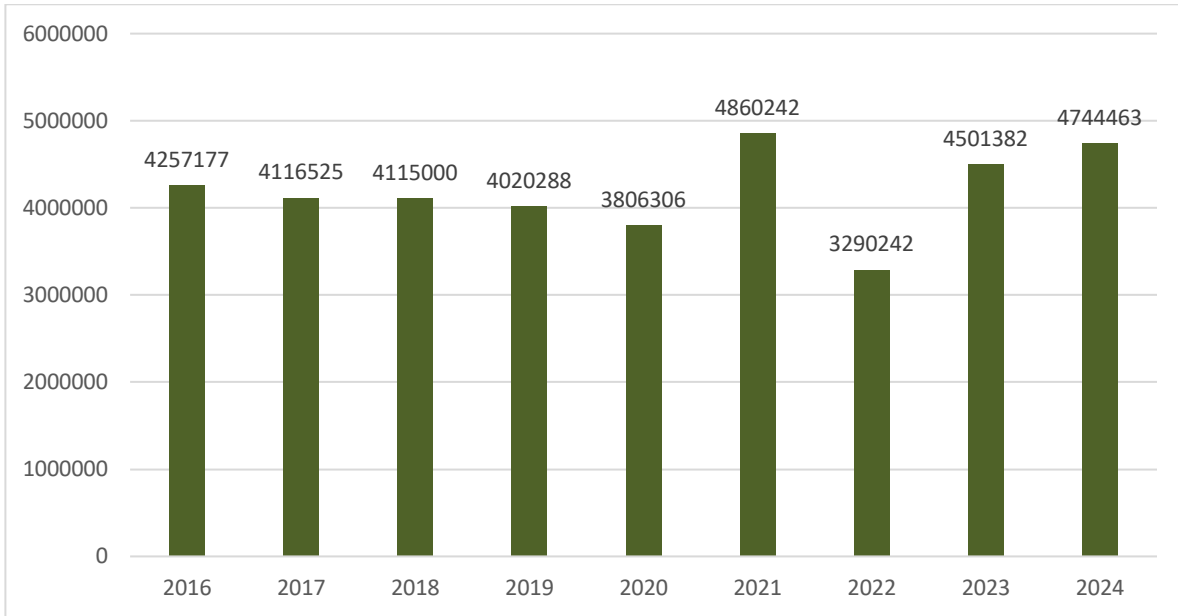
	Average High Temperature (°F)	Average Low Temperature (°F)	Average Precipitation (inches)	Average Snowfall (inches)
January	28.6	9.6	1.1	14.5
February	34.0	13.0	0.75	10.4
March	39.6	17.2	1.1	13.1
April	49.4	26.0	1.2	5.9
May	60.4	34.3	2.0	1.5
June	70.0	41.2	1.5	0.1
July	79.6	46.7	1.5	0.1
August	78.3	45.3	1.4	0.0
September	67.8	37.0	1.3	0.5
October	55.7	29.4	1.0	3.7
November	38.7	19.2	1.0	9.0
December	30.5	11.8	1.0	13.5



YELLOWSTONE NATIONAL PARK VISITATION

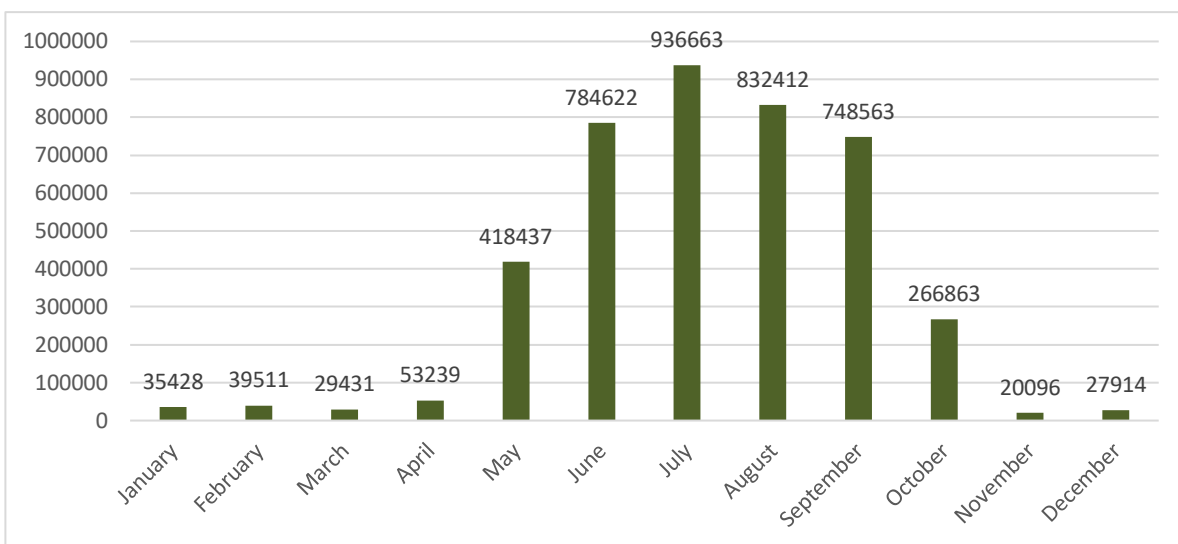
Annual Recreational Visitation to Yellowstone National Park

Yellowstone National Park recreational visitation has fluctuated over the past decade, due in part to the widely publicized 2016 NPS Centennial celebration and the impacts of the COVID-19 pandemic on travel. The graph below displays the total number of recreational visits to the Park from 2016 to 2024.



Seasonality

Visitation to the Park is highly seasonal, with the majority of visitation occurring between May and October. The graph below shows the average monthly visitation for 2016 to 2024.



Additional visitation and visitor use statistics are available at <https://irma.nps.gov/Stats/>



SITE VISIT

No Concession Facilities are associated with the Draft Contract(s); therefore, no site visit will be conducted. Offerors are encouraged to visit the Area to become familiar with physical conditions and limitations involved and become acquainted with the details requisite to operating the Draft Contract(s) services.

QUESTIONS

To submit questions in response to this solicitation, you must submit questions to Erica Harris, Acting Commercial Services Program Lead, NPS Regional Office Serving Interior Regions 6, 7, & 8, via email at IMR_Concessions@nps.gov no later than 4:00 p.m. Mountain Time on the due date listed on the Inside Cover of this Prospectus.

The Service will post responses publicly through an amendment to the Solicitation before the Notice of Intent to Propose due date.

NOTIFICATION OF INTENT TO PROPOSE

If you plan to submit a proposal in response to this solicitation, you must notify Erica Harris, Acting Commercial Services Program Lead, NPS Regional Office Serving Interior Regions 6, 7, & 8, via email at IMR_Concessions@nps.gov no later than 4:00 p.m. Mountain Time on the Notice of Intent to Propose date listed in the Inside Cover of this Prospectus.

The Service will not accept proposals from entities that do not provide notice on or before this deadline.

See Proposal Instructions for additional guidance on how to submit the Notification of Intent to Propose.

-- END Part I: Business Opportunity --

