

Part I

BUSINESS OPPORTUNITY

Guided Interpretive Backcountry Vehicle Tours

Canyonlands National Park
Arches National Park
Glen Canyon National Recreation Area

National Park Service
Department of the Interior

Solicitation No. CC-CANY0XX-27

For Concession Contracts:

**CC-CANY022-27
CC-CANY024-27
CC-CANY025-27**



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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 Area while ensuring that the resources are protected.

The Service intends to award up to three concession contracts to operate Guided Interpretive Backcountry Vehicle Tours within Canyonlands National Park (CANY), Arches National Park (ARCH) and the Orange Cliffs Unit of Glen Canyon National Recreation Area (GLCA), collectively referred to as (Area).

This Prospectus describes in general terms the existing business and the future business opportunities for the 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-CANY0XX-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 each of the Draft Contract(s). The term "Existing Concessioner(s)" refers to the entity that currently provides services under the Existing Concession Contracts (Existing Contract(s)), Moab Scenic Adventures, LLC (CC-CANY022-16); Myke Hughes, Inc, DBA Adrift Adventures # 2 (CC-CANY024-16); and NAVTEC Expeditions (CC-CANY025-16). Information on how to obtain a copy of the Existing Contracts and a website link to 36 C.F.R. Part 51 can be located in Part V -The Appendices.

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.



CANYONLANDS NATIONAL PARK

Located in southeast Utah, near Moab, Canyonlands National Park (Canyonlands) highlights a wilderness of countless canyons and fantastically formed buttes carved by the Colorado River and its tributaries. Rivers divide the park into four districts: Island in the Sky, the Needles, the Maze, and the rivers themselves. Horseshoe Canyon, a detached unit just west of the main park, is administered as part of the Maze District. These areas share a primitive desert atmosphere, but each offers different opportunities for sightseeing and adventure. There are no roads within the park that cross the rivers to directly link any of Canyonlands' districts. Though they may appear close on a map, traveling between districts requires two to six hours by car. Most people find it impractical to visit more than one or two districts in a single trip. Within each of the three land-based districts one can enter the park at one point and exit at another, but only by using backcountry vehicle roads or hiking routes. Backcountry roads require the use of four-wheel drive vehicles.

The Island in the Sky district, in the north of the park, is about 40 minutes from Moab, UT via UT 313. The Island in the Sky district of the park contains approximately 108 miles of four-wheel drive roads; most of that being the well-known White Rim Road.

The Needles district is in the southeast corner of Canyonlands, about 90 minutes from Moab or an hour from Monticello, UT via UT 211. The Needles district contains 55 miles of four-wheel drive roads.

The Maze district, in the west of the park, is the most remote and challenging; its ranger station is down 46 miles of dirt road from UT 24. The Maze district contains 109 miles of four-wheel drive roads, of which 18 miles are within the Maze District and the remaining roads are located in the adjacent Orange Cliffs Unit of Glen Canyon.

Canyonlands is a remote area with few services. The heat and aridity can make conditions hazardous for backcountry tours. The backcountry roads over which the concessioners may operate are maintained only to minimum standards and are subject to flash flood, intermittent quicksand holes, and other hazards, at any time.



View from the Maze, Canyonlands National Park. Photo Credit: NPS, Kait Thomas

Additional information on Canyonlands can be found at <https://www.nps.gov/cany>. An interactive park map showing Canyonlands is available online at: <https://www.nps.gov/cany/planyourvisit/maps.htm>.

Canyonlands National Park was established on September 12, 1964 (78 Stat. 934, 16 U.S.C. § 271) "to preserve an area...possessing superlative scenic, scientific, and archeological features for the inspiration, benefit and use of the public...." The Park's backcountry is significant as one of the last, large, relatively undisturbed areas within the scenic heart of the Colorado Plateau. The whole area presents the scenery of erosion.

GLEN CANYON NATIONAL RECREATION AREA

Glen Canyon National Recreation Area (Glen Canyon), located at the center of the Colorado Plateau, provides for public enjoyment through diverse land and water-based recreational opportunities and protects scenic, scientific, natural, and cultural resources on Lake Powell, the Colorado River, its tributaries, and surrounding lands.

Glen Canyon encompasses over 1.25 million acres. Glen Canyon offers unparalleled opportunities for water-based and backcountry recreation as it stretches hundreds of miles from Lees Ferry in Arizona to the Orange Cliffs of southern Utah. In addition to scenic vistas, geologic wonders, and a vast panorama of human history, 13% of Glen Canyon is Lake Powell, the second largest man-made lake in the United States. Glen Canyon Dam, constructed on the Colorado River from 1956 to 1962, created Lake Powell. In 1972, U.S. Congress established Glen Canyon National Recreation Area.

The Orange Cliffs portion of Glen Canyon is one of the most scenic areas of the Colorado Plateau region. This is dry desert country with an annual average precipitation of 5 - 9" (13 - 23 cm). Elevations vary from approximately 3700' to 7000' (1128 - 2134m) above sea level. Temperatures range from 110°F (43°C) in the summer to -20°F (-29°C) in the winter. Spring and autumn are the best times to visit. Roads in this district are challenging, and visitors must be prepared with the proper equipment to facilitate self-rescue. Carry extra supplies in case it takes a day or two for the road to dry out. Cell phone communication is not reliable.

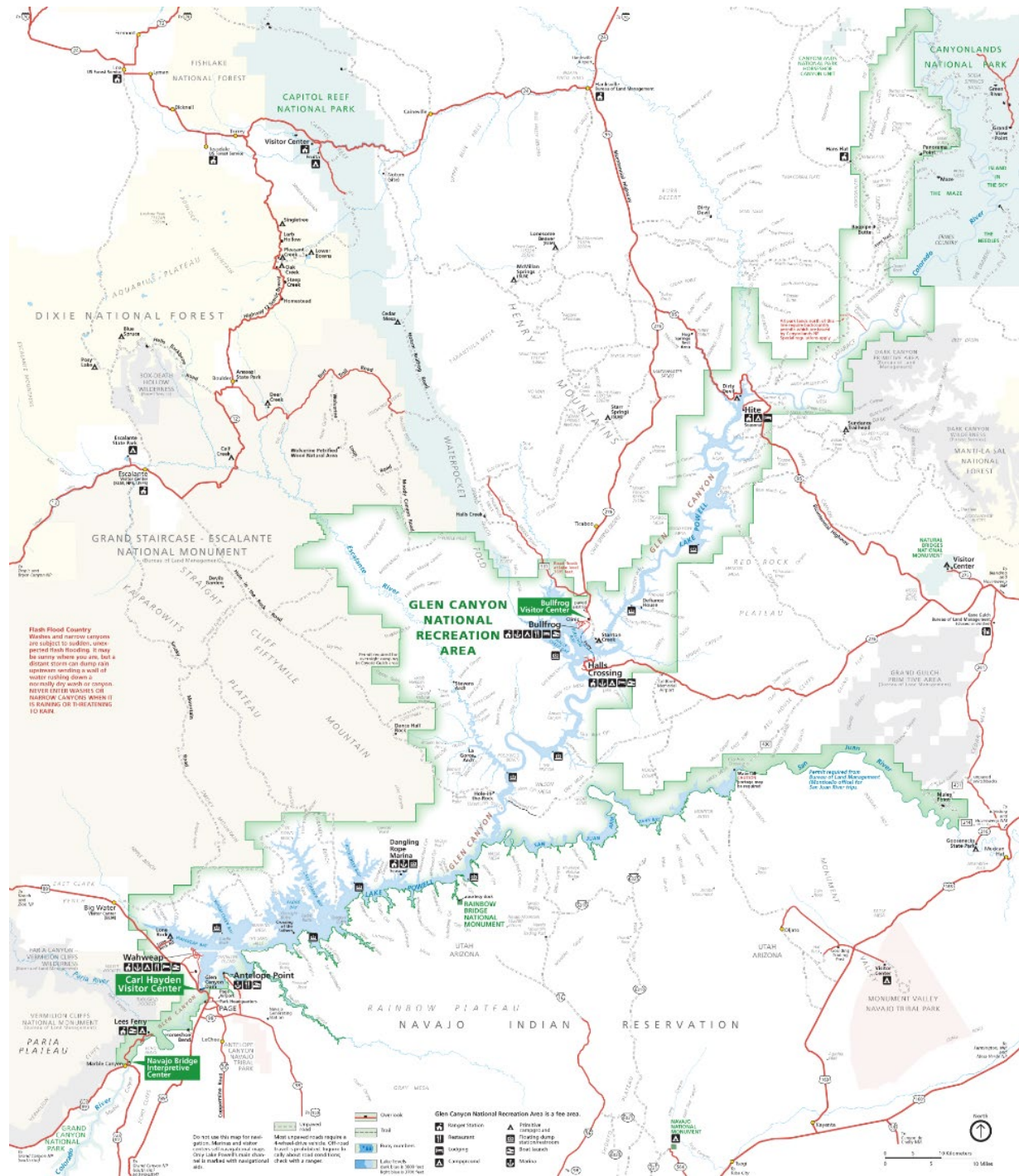
Glen Canyon was established on October 27, 1972 (Public Law 92-593, United States Code under Title 16, Chapter 1, Subchapter LXXXVIII. § 460dd) to "provides for public enjoyment through diverse land- and water-based recreational opportunities, and protects scenic, scientific, natural, and cultural resources on Lake Powell, the Colorado River, its tributaries, and surrounding lands."

For additional information on Glen Canyon, visit www.nps.gov/glca. A map of Orange Cliffs District of Glen Canyon is available at <https://www.nps.gov/glca/planyourvisit/orange-cliffs.htm>.



High Spur Campsite View, Glen Canyon National Recreation Area. Photo Credit: NPS

Glen Canyon National Recreation Area Map



Maps - Glen Canyon National Recreation Area (U.S. National Park Service)

ARCHES NATIONAL PARK

Arches National Park (Arches) is in the high desert country of southeastern Utah, part of the Colorado Plateau. Lying entirely within Grand County, and 5 miles north of Moab, Utah, the park contains 76,519 acres. Sandstone canyon walls, slick rock terraces, towering monoliths, and intricately eroded arches dominate the landscape.

Arches preserves more than 2,000 natural sandstone arches, including the world-famous Delicate Arch, in addition to a variety of unique geological resources and formations. The extraordinary features of the park, including balanced rocks, fins and pinnacles, are highlighted by a striking environment of contrasting colors, landforms and textures. Elevations range from 4,500 feet near the park entrance to nearly 6,000 feet in the Elephant Butte Area.

Access to many features in Arches is readily available via two-wheel drive roads and many park visitors can enjoy the park without the services of commercial tour operators. An unpaved road through Salt Valley is a two-wheel drive road. There are only two backcountry roads in Arches. One runs south of and parallel to the Salt Valley Road and is approximately 11 miles long; the other runs east and west through Willow Flats and Willow Springs between the paved park road and U.S. Highway 191 and is less than five miles long before it exits the park.

The original proclamation, No. 1875, of April 12, 1929, establishing Arches National Monument states that the purpose of the Monument is to "protect extraordinary examples of wind erosion in the form of gigantic arches, natural bridges, windows, spires, balanced rocks, and other wind worn sandstone formations, the preservation of which is desirable because of their educational and scenic value." When the Monument was enlarged in 1938, the wording also included "prehistoric structures" of historic and scientific interest.

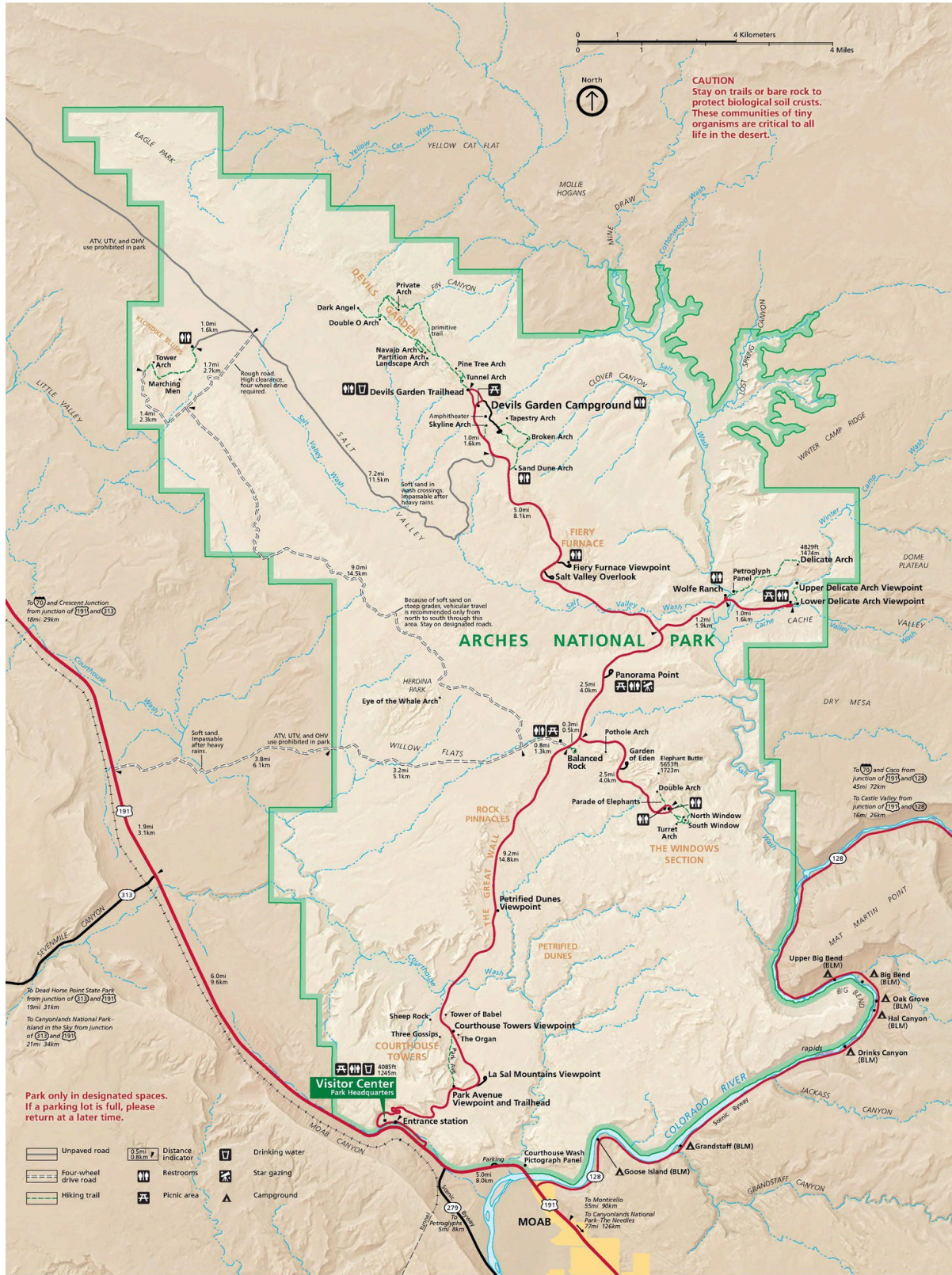
The park contains cultural resources, many of which are listed on, or are eligible for, the National Register of Historic Places.

For additional information on Arches, visit <https://www.nps.gov/arch/index.htm>. A map of Arches is available at <https://www.nps.gov/arch/planyourvisit/maps.htm>.



Eye of the Whale Arch, Arches National Park. Photo Credit: NPS, Neal Herbert

Arches National Park Area Map



Market Area Overview

Moab, Utah is home to Arches and Canyonlands National Parks. Moab is at the center of some of the most stunning red rock landscapes on earth. Moab has a short, mild winter and a long, moderate spring. Spring and fall are the most pleasant times of year with an average high of 79 degrees Fahrenheit in April and 74 degrees Fahrenheit in October. The average annual precipitation in Moab is 9 inches.

Moab is only 5 miles from Arches National Park and less than an hour's drive from the Island in the Sky district of Canyonlands National Park, making this a popular year-round tourist destination. Moab lies in the heart of the Colorado Plateau and thousands of square miles of colorful canyons, mesas and buttes offer world famous mountain biking, hiking, four-wheel driving and river rafting. Arches National Park, with the world's largest concentration of natural sandstone arches, and Canyonlands National Park, the largest national park in the state of Utah, attract visitors throughout the year with the peak visitation during the April through October period.

A number of companies and organizations located in Moab area offer an array of outdoor activities including guided four-wheel drive part-day, full-day or multi-day tours, flatwater river tours, and whitewater raft trips.

UTAH TOURISM MARKET

Approximately 11.2 million visitors recreated in Utah's five national parks (Arches, Bryce Canyon, Canyonlands, Capitol Reef, and Zion National Parks) in 2024. A majority of Utah visitors¹ come from within the State of Utah, followed by top markets of California, Idaho, and Colorado.

Area Visitation Trends

Canyonlands National Park recreational visitation has increased over the past ten years with a low of 493,914 in 2020 to a high of 911,594 in 2021, with overall visitation growing at 85% percent over the term. Recreational visitation for 2025 was 796,057, slightly lower than the record high in 2021. Visitation is highest in May and October, with visitation dropping during the hot summer months and decreasing considerably during the winter. Visitation from April through October accounts for 81% of recreational visits to the park.

Arches National Park recreational visitation has increased over the past ten years with a low of 1,238,083 in 2020 to a high of 1,806,865 in 2021, with overall visitation growing at 46% percent over the term. Recreational visitation for 2025 was 1,511,740, slightly lower than the record high in 2021. Visitation to the park is seasonal. Peak season runs from approximately May through September, low or winter season from November through March, with April and October considered the shoulder seasons.

Glen Canyon National Recreation Area recreational visitation has increased over the past ten years with a low of 2,495,093 in 2015 to a high of 5,206,934 in 2023, with overall visitation growing at 108% percent over the term. Recreational visitation for 2025 was 3,729,502, lower than the record high of 2023. Visitation is highest May through October during peak season, with visitation in the shoulder seasons increasing from previous years, and lower visitation in the off-season winter months.

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

¹ Utah tourism industry report released April 2025. <https://d36oiwf74r1rap.cloudfront.net/wp-content/uploads/2025/04/TT-Report-April2025.pdf>



Key Elements Of The Business Opportunity

OVERVIEW OF THE BUSINESS OPPORTUNITY

The following document presents the key elements of the business opportunity for the CC-CANY0XX-27 solicitation. If any inconsistency exists between the terms of the Draft Contract(s) and this Business Opportunity, the Draft Contract(s) will prevail. This section of this Prospectus describes the commercial visitor services required and authorized under the Draft Contract(s).

The business opportunity authorizes three contracts CC-CANY022-27, CC-CANY024-27 and CC-CANY025-27 to provide single-day guided interpretive backcountry vehicle tours within the Area.

TERM AND EFFECTIVE DATE OF DRAFT CONCESSION CONTRACT(S)

The CC-CANY0XX-27 Draft Contract(s) have a term of ten (10) years beginning on January 1, 2027, and ending on December 31, 2036.

PREFERRED OFFEROR DETERMINATION

The Director, pursuant to the terms of 36 Code of Federal Regulations Part 51, has determined that all the contracts described in this Prospectus CC-CANY0XX-27 are qualified Contract(s) and, therefore, each Existing Concessioner is a Preferred Offeror for this Contract. The Existing Concessioner(s) must submit a responsive proposal to this Prospectus to be considered for award of the respective Contract. If the Existing Concessioner(s) 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 Contract(s) and Existing Concessioner(s) are: Moab Scenic Adventures, LLC (CC-CANY022-16); Myke Hughes, Inc, DBA Adrift Adventures # 2 (CC-CANY024-16); and NAVTEC Expeditions (CC-CANY025-16).

REQUIRED SERVICES AND AUTHORIZED SERVICES

The following table describes the Required Services (i.e., must be provided by the Concessioners), Authorized Services (i.e., may be provided at the option of the Concessioners), 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, Guided Interpretive Day Hiking has been added as new authorized visitor service applicable to all three contracts; and Backcountry Cargo Hauling services previously available in Canyonlands National Park has been added as an authorized service in Orange Cliffs Unit of Glen Canyon National Recreation Area.

Required Visitor Services under the Draft Contract(s)

	Service	Location
i.	Single-Day Guided Interpretive Backcountry Vehicle Tours	Arches National Park Canyonlands National Park Glen Canyon National Recreation Area (Orange Cliffs Unit)

Authorized Visitor Services under the Draft Contract(s)



	Service	Location
i.	Multiple-Day (overnight) Guided Interpretive Backcountry Vehicle Tours	Canyonlands National Park Glen Canyon National Recreation Area (Orange Cliffs Unit)
ii.	Backcountry Cargo Hauling	Canyonlands National Park Glen Canyon National Recreation Area (Orange Cliffs Unit)
iii.	Guided Interpretive Day Hiking	Arches National Park Canyonlands National Park Glen Canyon National Recreation Area (Orange Cliffs Unit)

Characteristics of the Required and Authorized Services

REQUIRED SERVICE: SINGLE-DAY GUIDED INTERPRETIVE BACKCOUNTRY VEHICLE TOURS

Under the Draft Contract(s), the Concessioners will provide guided interpretive backcountry vehicle tours on backcountry roads that require the use of four-wheel-drive (4WD) vehicles. Tours travel into Canyonlands National Park or Arches National Park or the Orange Cliffs Unit of Glen Canyon National Recreation Area for destinations that include remote roads and canyons that would otherwise not be accessible by general passenger vehicles. All use must occur on designated Backcountry roads that are open to public use; no 'off-road' use is allowed.

The Concessioners must provide different guided tour options to appeal to different types of visitor demand. Tours must start and end outside of the Area, as the Draft Contract(s) contain no assigned land or real property for the Concessioner to operate offices and/or store vehicles. Tours are required to take place between sunrise and sunset on the same calendar day, and there is no established minimum length for a tour. Tour lengths are most frequently packaged as half-day or full-day depending on location and itinerary, however the tour duration may vary. See Draft Contract(s) Exhibit B, Operating Plan 5)A for more information.

While in the Area, tours may only utilize high clearance 4WD vehicles, defined as follows:

High Clearance Four-Wheel-Drive (4WD) Vehicle is a Jeep, sport utility vehicle (SUV), or truck type with at least 15-inch tire rims and at least 12 inches of clearance from the break over point (halfway between front and rear wheel hubs across the width of the vehicle). Four-wheel drive vehicles have a transfer case or differential that locks the front and rear drive shafts together when four-wheel drive is engaged and allows manual shifting of the entire gearset to low range. All-wheel-drive (AWD) vehicles do not meet this definition. Electric vehicles designed for off-road use will fit this definition if they offer advanced four-wheel-drive capabilities through independent electric motors at each wheel, or independent electric motors on front and rear axles capable of driving both adjoining axle shafts. Capabilities of electric vehicles must mimic the action of traditional 4x4 functionality in the absence of a conventional transfer case.²

² See Superintendent's Compendium for Canyonlands National Park, available at <https://www.nps.gov/cany/learn/management/compendium.htm>.



Off-highway vehicles (OHVs), including street-legal all-terrain vehicles (ATVs), as defined in 36 C.F.R. 7.70(f), are not permitted under the contract(s). See Draft Contract(s) Exhibit B, Operating Plan 5)(A)(2)(c) for more information.

The following areas are approved for backcountry vehicle tours in Arches National Park under the Draft Contract:

District	Authorized Backcountry Roads	Map Showing Backcountry Roads
Arches	All backcountry roads	Arches Auto Touring

The following areas within Canyonlands National Park are approved for guided backcountry vehicle tours under the Draft Contract:

Canyonlands District	Authorized Backcountry Roads	Map Showing Backcountry Roads
Island in the Sky	All backcountry roads	Island in the Sky District Trails and Roads
The Maze (CANY);	All backcountry roads	The Maze and The Orange Cliffs
The Needles District	All backcountry roads	Needles District Trails and Roads

The following areas are approved for backcountry vehicle tours in Glen Canyon National Recreation Area under the Draft Contract:

Glen Canyon District	Authorized Backcountry Roads	Map Showing Backcountry Roads
Orange Cliffs	All unpaved four-wheel drive roads in the Orange Cliffs Unit of Glen Canyon National Recreation Area.	Orange Cliffs - Glen Canyon National Recreation Area (U.S. National Park Service)

The backcountry roads over which the concessioners may operate are maintained only to minimum standards and are subject to flash flood, intermittent quicksand holes, and other hazards, at any time. All roads are subject to temporary closures as indicated by signs or other means of notification during periods of adverse weather, natural disaster, emergency, or implementation of management responsibilities.

The Concessioner must adhere to all posted closures for resource protection and safety, including specific areas and sites applicable to each Area, and all regulations contained in the Superintendent’s Compendium. See Draft Contract(s) Exhibit B, Operating Plan 5)(A)(2)(f) for more information.



Needles District, Arches National Park.
Photo Credit: NPS, Kirsten Kearse

DAY USE PERMITS AND RESERVATIONS

Arches National Park

Currently, timed entry reservations are not required for concessioners. Entrance fees still apply. Wait times may vary depending on the day and season, and generally between March and October, wait times at the park entrance may exceed 30-45 minutes. Concessioners are not guaranteed parking.

Canyonlands National Park

Currently, Concessioners are not required to obtain a Day-Use Permit for four-wheel-drive travel on the following backcountry roads: White Rim Road (Island in the Sky) and Elephant Hill. A Day-Use Permit is required for Lavender Canyon and Salt Canyon/Horse Canyon roads (The Needles). Future planning may result in the requirement to obtain additional or different permits, similar to existing requirement for the public to obtain day-use permits for four-wheel-drive travel on backcountry roads.

Glen Canyon National Recreation Area

Currently, Concessioners are not required to obtain a Day-Use Permit for four-wheel-drive travel. Future planning may result in permit requirements.

AUTHORIZED SERVICE: MULTIPLE-DAY GUIDED INTERPRETIVE BACKCOUNTRY VEHICLE TOURS

Under the Draft Contract(s), the Concessioners may provide multi-day guided backcountry vehicle tours. Concessioners must provide camping, food services, necessary equipment (tent, sleeping bag, sleeping pad, etc.), and obtain all required permits. Subconcessions are prohibited.

Overnight Permits. All overnight trips in the Canyonlands backcountry and the Glen Canyon the Orange Cliffs area, require an overnight backcountry vehicle permit. Overnight permit reservations are very competitive, and Concessioners are not guaranteed reservations as part of conducting the authorized service of multi-day guided backcountry vehicle tours. See Draft Contract(s) Exhibit B, Operating Plan 5)(B)(2)(g) for more information on overnight backcountry vehicle permits for Concessioners. Additionally, refer to the website <https://www.nps.gov/cany/planyourvisit/backcountrypermits.htm> for general information.

To minimize the impact on park resources, group sizes and number of vehicles are limited in certain areas, including Island in the Sky, the Needles, the Maze, and the Orange Cliffs. See Draft Contract(s) Exhibit B, Operating Plan 5)(B)(2)(i) for more information

Multiple-day tours (overnight use) in Arches is not permitted under the Draft Contract(s).

AUTHORIZED SERVICE: BACKCOUNTRY CARGO HAULING SERVICE

Under the Draft Contract(s), the Concessioners may provide backcountry cargo hauling services to non-commercial groups recreating in the backcountry using the Concessioner's four-wheel drive vehicles. Cargo must be delivered to the person who has contracted for the service and may not be dropped off, cached, or abandoned. See Draft Contract(s) Exhibit B, Operating Plan 5)(C) for more information

Backcountry cargo hauling in Arches is not permitted under the Draft Contract(s).

AUTHORIZED SERVICE: GUIDED INTERPRETIVE DAY HIKING

Under the Draft Contract(s), the Concessioners may provide short hikes to destinations and viewpoints along and adjacent authorized backcountry vehicle roads. Because there are many unlabeled scenic viewpoints in



the Area, Concessioners are authorized to park at pre-established viewpoint, overlook, and/or roadside parking areas and take clients within ¼ mile of the vehicle. The Concessioners must practice principles of Leave No Trace (LNT), specifically ensuring that guide(s) and client(s) walk only on solid rock or in a sandy wash bottom. See Draft Contract(s) Exhibit B, Operating Plan 5)(D) for more information and Exhibit B, Operating Plan Attachment B for a list of authorized guided hiking trails.

OPERATING SEASON AND CONDITIONS

The Draft Contract(s), Exhibit B Operating Plan, identifies the minimum operating season as March through October, although the actual operating season each year varies depending on weather and road conditions. Weather and snow conditions vary from year to year. The Concessioner must submit to the Service an annual request identifying its proposed operating season and trip dates. See Draft Contract(s) Exhibit B, Operating Plan Section 4)A for additional details.

GUIDE QUALIFICATIONS AND CERTIFICATIONS

The Concessioners must ensure vehicle operators and employees working in the Area possess the appropriate qualifications and skills to safely navigate in backcountry areas, and knowledge of emergency procedures and ability to implement medical response procedures in remote locations. All guides are required to have First Aid certification and current CPR certification, in addition to meeting the state of Utah trip leader requirements. Guides leading multi-day tours must have Wilderness First Responder (WFR) certification. See Draft Contract(s), Exhibit B Operating Plan 3)(1)(4) for more information.



Arches National Park, Photo Credit: NPS, Leslie Kobinsky

PARK PLANNING

The Service prepares a variety of planning and environmental documents to help guide management of parks. Results of future planning may include future limitations for backcountry users, including Guided Interpretive Backcountry Vehicle Tour Concessioners.

Canyonlands National Park

CANY is currently operating under the 1993 Commercial Services Visitor Management Plan of the Southeast Utah Group ("CSP") and the 1995 Canyonlands National Park and Orange Cliffs Unit of Glen Canyon National Recreation Area Backcountry Management Plan ("BMP"). Concessioners are required to comply with the terms of the BMP and any future revisions of this plan that might occur during the term of the concession contracts. During the term of the Contract, Area management may review impacts of day use on backcountry roads within Canyonlands National Park, including roads that were not previously addressed in the BMP or CSP. While not a decision document, the park's 2013 Foundation Document identifies the park purpose, significance, and fundamental resources and values, which comprise the foundation upon which all park decisions are made. The document is located here:

<https://www.nps.gov/cany/learn/management/foundation-document.htm>.

Arches National Park

ARCH is currently operating under the 1989 General Management Plan and the 1993 Commercial Services Visitor Management Plan of the Southeast Utah Group (CSP). Concessioners are required to comply with the terms of the GMP and any future revisions of this plan that might occur during the term of the concession contracts. During the term of the Contract, Area management may review impacts of day use on backcountry roads within Arches National Park, including roads that were not previously addressed in the GMP or CSP. While not a decision document, the park's 2013 Foundation Document identifies the park purpose, significance, and fundamental resources and values, which comprise the foundation upon which all park decisions are made. The document is located here:

<https://www.nps.gov/arch/learn/management/foundation-document.htm>.

Glen Canyon National Recreation Area

The primary parkwide comprehensive planning guidance for GLCA is provided through its 1979 General Management Plan, with further planning guidance for Orange Cliffs provided through the 1995 Backcountry Management Plan developed jointly with Canyonlands National Park (BMP). Other relevant planning guidance specific to motor vehicle users is provided by the 2021 Off-Road Vehicle Management Plan. While not a decision document, the park's 2014 Foundation Document identifies the park purpose, significance, and fundamental resources and values, which comprise the foundation upon which all park decisions are made.

The document is located here: <https://www.nps.gov/glca/learn/management/foundation-document.htm>.



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 Contracts.

ESTIMATED INITIAL INVESTMENT

The Service expects each 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 start-up funds in their proposals.

PERSONAL PROPERTY

The Concessioners under the Draft Contract(s) will be required to provide such equipment, personal property, and inventory necessary for the proper and efficient operation of the services under the Draft Contract(s). The Existing Contracts do not require the Existing Concessioner(s) to sell its personal property, merchandise, inventory, or supplies used in the operation to the Concessioner.

The Service assumes each Concessioner replaces personal property at the end of its useful life, as required by the Draft Contract(s).

ADDITIONAL OPERATING REQUIREMENTS

Environmental Management Program. Each Concessioner must develop a documented, written, Environmental Management Program (EMP) to achieve Service Environmental Management Objectives. The Commercial Services Program has developed environmental management standards to assist Concessioners with this process. Refer to the Draft Contract(s) Exhibit B, Operating Plan Section 3)(A) for additional details on EMP requirements. Additional Service information can be found at <https://www.nps.gov/subjects/concessions/environmental-management.htm>.

Risk Management Program. Each Concessioner must develop a documented, written, Risk Management Program (RMP) to achieve Service Risk Management Objectives. Refer to the Draft Contract(s) Exhibit B, Operating Plan Section 3)(B) for additional details on RMP requirements. The Commercial Services Program has developed tools to assist Concessioners with this process, including a *Risk Management Program Sample*. Additional information can be found at <https://www.nps.gov/subjects/concessions/risk-management.htm>.

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 the Area. The Superintendent may rescind the use of this method with 30 days advance notice if it is determined the competitive situation has changed or if another method appears to be more appropriate. For more information see the Draft Contract(s) Exhibit B Operating Plan Section 4)(B), the Rate Administration Guide and the 2024 Addendum.

The Rate Administration Guide and the 2024 Addendum is 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.

Minimum Franchise Fee

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. The Concessioner must pay the franchise fee based on its gross receipts for the preceding year or portion of a year (with each such year commencing on January 1). In determining the minimum franchise fee, the Service, using available recreational 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.

The minimum franchise fee acceptable to the Service for each year of the contract term is three percent (3.0%) of the Concessioner's annual gross receipts or an annual flat fee of \$1,000, whichever is greater.

Historical Concession Operation

EXISTING CONCESSIONS OPERATION

Each Existing Concessioner provides the same required services of single day guided backcountry vehicle tours. The reported average length of tours is ½ day. The reported average client to guide ratio is 1:4.

Historic Rates

The rate method for the Existing Contract(s) is Competitive Market Declaration (CMD).

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 Existing Contract(s) do not contain any requirements regarding minimum or maximum levels of use; therefore, historic revenues reflect the business model of the Existing Concessioner(s) and visitor demand.

The following chart presents the 2023 – 2025 historical revenues for each Existing Contract. The services under the Existing Contracts are similar to those required under the Draft Contract(s).



Contract	2023	2024	2025
CC-CANY022-16	\$180,383	\$252,731	\$151,790
CC-CANY024-16	\$320,311	\$342,168	\$355,857
CC-CANY025-16	\$938,492	\$984,174	\$876,566

Franchise Fees Paid

The following chart presents the 2023 – 2025 franchise fees paid by the Existing Concessioner(s). Each contract has a franchise fee of 3% of Gross Receipts or \$500, whichever is greater.

Contract	2023	2024	2025
CC-CANY022-16	\$4,510	\$6,278	\$4,553
CC-CANY024-16	\$16,016	\$17,108	\$16,840
CC-CANY025-16	\$37,540	\$39,367	\$35,888

Historic Use

The table below presents historical use from 2023– 2025.

Contract	2023 Annual Visitors	2024 Annual Visitors	2025 Annual Visitors
CC-CANY022-16	848	1,299	844
CC-CANY024-16	2,058	2,135	2,368
CC-CANY025-16	11,716	8,710	8,796

The table below presents the reported annual number of trips from 2022 – 2024.

Contract	2023 Number of Trips	2024 Number of Trips	2025 Number of Trips
CC-CANY022-16	249	260	239
CC-CANY024-16	619	653	730
CC-CANY025-16	3,907	1,538	2,519

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

If you plan to submit a question in response to this solicitation, you must notify the Service via email at imr_concessions@nps.gov no later than 4:00 p.m. Mountain Time on the Questions due date listed in the Inside Cover of this Prospectus. The Service will respond to questions by the Notice of Intent to Propose date listed in the Inside Cover of this Prospectus.

Notification of Intent to Propose

If you plan to submit a proposal in response to this solicitation, you must notify the Service 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 --



Shafer Trail Road. Photo Credit: NPS, Collin Gilmore