

# Part I

## **BUSINESS OPPORTUNITY**

Guided Day Use Winter Activities

within

Grand Teton National Park

National Park Service

Department of the Interior

**Concession Contract No. CC-GRTESKI-24**

**CC-GRTE024-24**

**CC-GRTE032-24**

**CC-GRTE033-24**

**CC-GRTE025-24**



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## INTRODUCTION

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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 four concession contracts to operate guided day use winter activities, in Grand Teton National Park (Park). 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-GRTESKI-24 (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 entity that currently provides services under the Existing Concessions Contracts (Existing Contract(s)), EcoTour Adventures Inc. (CC-GRTE024-14), The Hole Hiking Experience, Inc., (CC-GRTE032-14), EcoTour Adventures Inc. (CC-GRTE033-17) and Powder Hounds, Inc. (CC-GRTE025-13). 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](http://www.nps.gov)) to learn more about the National Park Service, including its mission, policies, and individual park units.



## Grand Teton National Park Mission

Grand Teton National Park was established in 1929. Jackson Hole National Monument was created in 1943. The two units were combined to become the present Grand Teton National Park by the Act of September 14, 1950.

The Park encompasses approximately 310,000 acres and protects the Teton Range, Jackson Hole, a 50-mile portion of the Snake River, seven morainal lakes, over 100 backcountry and alpine lakes, and a wide range of wildlife and plant species. It is bordered by the Gros Ventre Mountain Range to the east and John D. Rockefeller, Jr. Memorial Parkway to the north. The Parkway is also managed by the superintendent of Grand Teton National Park.

The Park is a natural and cultural marvel with eight rugged peaks rising over 12,000 feet in elevation, 900 species of wildflowers, 300 species of birds, 17 species of carnivores, six species of hoofed mammals, and a human history dating back to the Paleo-Indians.

According to the Park's Foundations for Planning Document (2017), "the purpose of Grand Teton National Park is to preserve and protect the spectacular scenery of the Teton Range and the valley of Jackson Hole; protect a unique geologic landscape that supports abundant diverse native plants and animals and associated cultural resources; protect wildlands and wildlife habitat within the Greater Yellowstone area, including the migration route of the Jackson elk herd; and to provide opportunities for enjoyment, education, inspiration, and scientific investigation compatible with these resources for present and future generations."

Official information on the Grand Teton National Park can be found at <https://www.nps.gov/grte/index.htm>.

## MARKET AREA OVERVIEW

Located in northwest Wyoming, Grand Teton National Park is bordered by the Teton Mountain Range to the west, Bridger Teton National Forest to the east, and John D. Rockefeller, Jr. Memorial Parkway and Yellowstone National Park to the north. The Park headquarters is located in Moose Wyoming, 13 miles north of Jackson, Wyoming. Park entrance stations are located near Moose, Moran Junction, and near Teton Village on the Moose-Wilson Road.

Jackson Hole's location and surrounding recreational amenities make the area a popular year-round tourist destination. The Bridger-Teton National Forest ("the Forest") surrounds the Jackson Hole area, providing numerous ski opportunities during the winter months, while the Forest, the Snake River and Grand Teton National Park attract visitors during the peak summer visitation period.

The Park is open year-round; however, most commercial services operate between May and October. Other services and facilities provided through concession contracts include a variety of outfitter and guide operations including float trips, fishing, guided youth backpacking, and mountaineering; approximately 800 concessioner-operated lodging rooms; 1,200 concessioner-operated campsites; nine restaurants; fifteen retail outlets; a boat shuttle service, and interpretive boat tour services.

The following map of the Park illustrates the Park and front country areas with visitor services. An interactive park map is available online at: <https://www.nps.gov/grte/planyourvisit/maps.htm>.



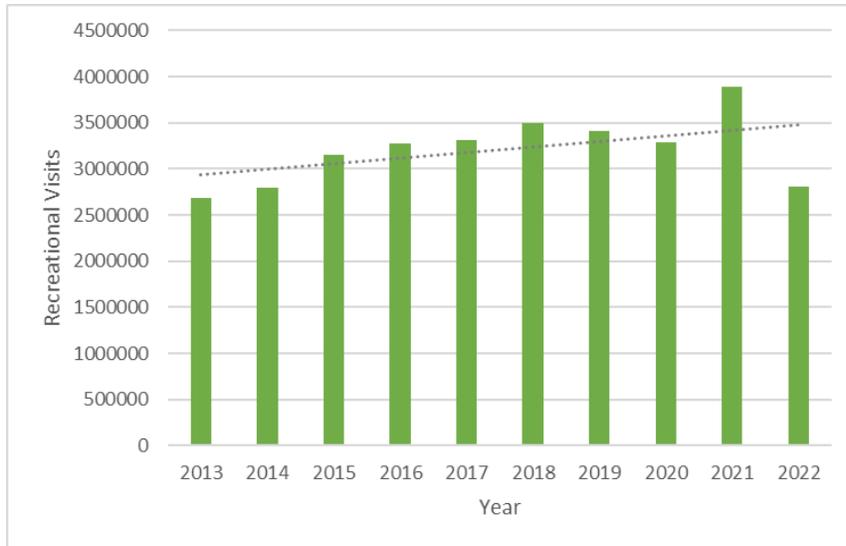


**PARK VISITATION TRENDS**

Grand Teton National Park recreational visitation has shown growth over past ten years with overall visitation growing at 3.7 percent over the term. Recreational visitation for this period reached a high of over 3.8 million visitors in 2021 and was lowest in 2013 at 2.6 million. Park visitation is highest during the summer and early

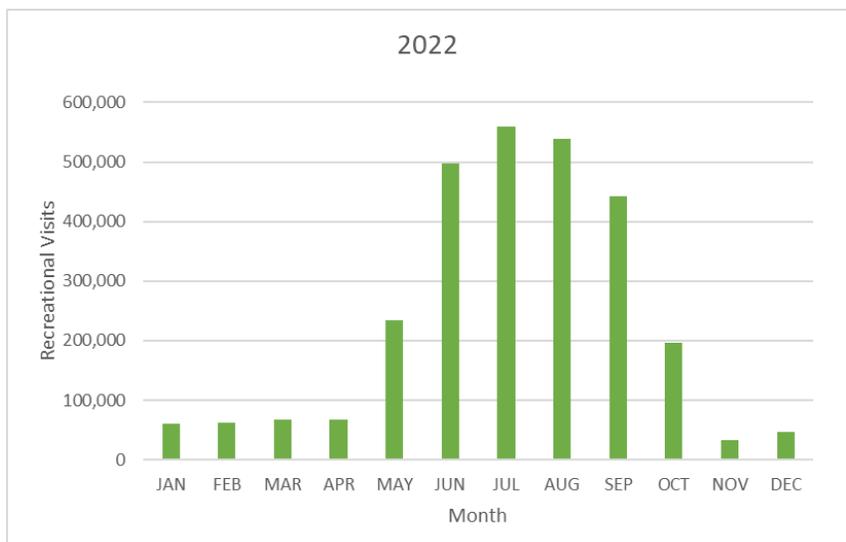
fall, with visitation in June through September accounting for over 73 percent of yearly visitation. The winter operating season accounts for far fewer recreation visits.

**Annual Recreational visitation to Grand Teton National Park**



Visitation to the Park is highly seasonal. Peak season runs from approximately June through September, low or winter season from November through April, and May and October are considered the shoulder seasons.

**Monthly Recreational visitation to Grand Teton National Park 2022**



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

## 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-GRTESKI-24 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).

This Business Opportunity provides for guided day use winter activities of snowshoe and cross-country ski tours and backcountry ski tours. These services are described in more detail in subsequent sections. Guided day hiking, guided ski mountaineering, guided skate skiing, and ski schools are not authorized under the Draft Contract(s).

### TERM AND EFFECTIVE DATE OF DRAFT CONCESSION CONTRACT(S)

The CC-GRTESKI-24 Draft Contract(s) have a term of ten (10) years beginning on November 1, 2024 and ending on October 31, 2034.

### 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-GRTESKI-24 are qualified Contract(s) and, therefore, all four Existing Concessioners are 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.

### 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, in CC-GRTE024-24, CC-GRTE032-24 and CC-GRTE033-24, the previously authorized service of guided snowshoe tours is now a required service; and transportation is now listed as a separate required service rather than being included with Guided Cross Country Ski Tours. In CC-GRTE025-24, the term "backcountry ski tours" is now used to more accurately describe specific activities that were previously performed under the term "guided cross-country ski tours". Additionally, the Draft Contract(s) Exhibit B, Operating Plan, includes new annual Winter Season use allocations. Refer to the Draft Contract(s) Exhibit B, Operating Plan Section 4)B, 4)D and 4)E for additional details. Finally, the rate method for each of the Draft Contract(s) is now Competitive Market Declaration.

Required Visitor Services under the Draft Contract(s) CC-GRTE024-24, CC-GRTE032-24, CC-GRTE033-24:

	Service	Location
i.	Guided Day Use Winter Activities of Snowshoe and Cross-Country Ski Tours including associated food services	Grand Teton National Park
ii.	Transportation	Grand Teton National Park



Authorized Visitor Services under the Draft Contract(s) CC-GRTE024-24, CC-GRTE032-24, CC-GRTE033-24:

	Service	Location
i.	None	Grand Teton National Park

Required Visitor Services under the Draft Contract CC-GRTE025-24:

	Service	Location
i.	Guided Day Use Winter Activities of Backcountry Ski Tours including associated food services	Grand Teton National Park

Authorized Visitor Services under the Draft Contract CC-GRTE025-24:

	Service	Location
i.	Guided Overnight Backcountry Ski Tours including associated food services	Grand Teton National Park

### CHARACTERISTICS OF THE REQUIRED AND AUTHORIZED SERVICES

Many trails used for guided day use winter activities of snowshoe and cross-country ski tours and backcountry ski tours are located within recommended wilderness areas of the Park. Although the Park has no congressionally designated wilderness, it does have land that has been recommended for wilderness protection and which is managed as designated wilderness. All guided activities must include interpretive information of Park natural and cultural resources to foster client appreciation of the Park including, but not limited to, the rules and regulations regarding resource protection, wildlife closures and wildlife viewing, proper backcountry etiquette and Leave No Trace practices (or equivalent), low-impact winter travel techniques, and recreating safely in the Area. See also the Draft Contract(s) and Exhibit B Operating Plan for additional information.

**Guided Day Use Winter Activities of Snowshoe and Cross-Country Ski Tours CC-GRTE024-24, CC-GRTE032-24, CC-GRTE033-24.** The Concessioner must provide guided day-use snowshoe and cross-country ski tours on approved routes/areas within the Park in low-angle, low elevation terrain. Operations in avalanche terrain are not allowed. The Concessioner must provide a half-day group tour, open to the public, and may provide other group tours or private tours of varying lengths. The Concessioner must maintain a guide-to-client ratio of no less than one guide per seven clients. The Concessioner is required to provide snowshoe equipment (snowshoes and poles) to snowshoe tour clients and has the option to allow clients to bring their own equipment. For cross-country ski tours, the Concessioner is not required to supply client equipment; cross-country ski equipment is available for rent within the local market. The Concessioner must communicate to its clients what equipment is provided and what clients must provide on their own. Additionally, the Concessioner must provide its clients with limited food service as an amenity to day-use snowshoe and cross-country ski tours.

Each of the CC-GRTE024-24, CC-GRTE032-24, and CC-GRTE033-24 Draft Contracts are assigned an annual Winter Season Use Allocation and a Moose-Wilson Corridor Use Allocation. Refer to the Allocations and Trip Limits section in this document for more information. The Concessioner is required to operate in approved routes/areas as defined in the Draft Contract(s) Exhibit B, Operating Plan, Section 4)B) and Attachment 1: Ski and Snowshoe Approved Winter Use Routes and Parking Locations. Snowshoe and cross-country ski trails vary in both length and degree of difficulty; they range from short routes in the valley, good for beginners, to longer all-day routes better suited for intermediate snowshoers/skiers.

**Transportation.** To minimize parking congestion at the trailheads, the Concessioner is required to provide transportation of its guides and clients to and from authorized Ski and Snowshoe Approved Winter Use



Routes and Parking Locations. Refer to the Draft Contract(s) Exhibit B, Operating Plan Section 4)B)(2) for more information on transportation requirements.

**Guided Day Use Backcountry Ski Tours CC-GRTE025-24.** The Concessioner must provide guided day-use backcountry ski tours in Park backcountry/wilderness areas, and on land that requires specific skills and qualifications to recognize avalanche terrain and address risks of traveling in avalanche terrain when planning and conducting tours. While there are no designated routes, tours may start and end from the valley floor or higher elevation areas but may not overlap, any more than necessary, with guided day-use snowshoe and cross-country ski tours that operate in lower elevations. The terrain used in providing this required service may necessitate the Concessioner to ensure its participants have intermediate to advanced skiing skills. Guided Day Use Backcountry Ski Tours must use skis or split boards to ascend and/or descend in backcountry terrain. It is not an equivalent service to ski mountaineering, which, in addition to ski touring equipment, requires the use specialized equipment such as harnesses, boot crampons and ropes. Additionally, the Concessioner must provide its clients with limited food service as an amenity to day-use backcountry ski tours.

The Concessioner must provide a full-day group tour, open to the public, and may provide other group tours or private tours of varying lengths. The Concessioner must maintain a guide-to-client ratio of at least one guide per four clients. The Concessioner is not required to provide equipment to tour clients and may allow clients to bring their own equipment.

The CC-GRTE025-24 Contract is assigned an annual Winter Season Use Allocation and a Moose-Wilson Corridor Use Allocation. Refer to the Allocations and Trip Limits section in this document for more information.

**Guided Overnight Backcountry Ski Tours (Authorized) CC-GRTE025-24.** The Concessioner may offer guided overnight backcountry ski tours on routes that originate from the west boundary of the Area and may utilize routes including the Teton Crest Trail, Granite Canyon, Death Canyon, and Cascade Canyon. During guided overnight tours, the Concessioner must provide clients with appropriate overnight winter activity equipment, and winter safety equipment, but is not required to provide clients with ski equipment (skis, boots, poles). Further, overnight tours must include backcountry food service and interpretive information.

The CC-GRTE025-24 Contract is also assigned an annual Overnight Backcountry Allocation for overnight tours. The Concessioner is limited to 50 "use nights" each season. A "use night" is defined as one client staying one night in the backcountry. Refer to the Allocations and Trip Limits section in this document for more information. Tours may be part of broader multi-day/night programs operated and managed by the Concessioner, provided that the Concessioner is responsible for ensuring it obtains any necessary permits from other agencies for travel or camping on other public lands, including Park adjacent USFS lands.

A backcountry permit is required for all overnight backcountry camping within the Park and winter camping parties are limited to 20 individuals. The Draft Contract does not assign any Concessions Facilities, nor does it assign winter overnight camping locations. Each Park backcountry permit allows the concessioner to camp at a designated campsite and is valid only for the number of people, dates and locations indicated on the permit. The Concessioner is required to make reservations through <http://www.recreation.gov>. See also the Draft Contract(s), Exhibit B Operating Plan section 4)E for additional details on backcountry permits.

## OPERATING SEASON AND CONDITIONS

The Draft Contract(s), Exhibit B Operating Plan, identifies the minimum operating season as January through March, although the actual operating season each year varies depending on weather and snow conditions. The Draft Contract(s) does not permit guided activities when there is not sufficient snowpack to perform services without negatively impacting natural resources. 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 3)A for additional details.



## Bighorn Sheep Winter Zone closures

The Concessioner must adhere to all posted closures for resource protection, including Bighorn Sheep Winter Zone closures (December 1 through April 30). Information on Area closures, including a map, can be located at: <https://www.nps.gov/grte/learn/management/wildlife-closures.htm>.

## ALLOCATIONS AND TRIP LIMITS

The Service assigns in the Draft Contract(s) certain use allocations related to the required and authorized services, listed below. These allocations identify the maximum number of clients the Concessioner may provide services to, per season and month. These allocations are based on Park planning and compliance documentation, including the Moose-Wilson Corridor Final Comprehensive Management Plan/Environmental Impact Statement (Final Plan/EIS). Because allocations are based on Park planning, the Service does not anticipate adjustments to allocations during the term of the Draft Contract(s). The Concessioner must operate within these use allocations. See Draft Contract(s) Exhibit B, Operating Plan Section 4)B, 4)D and 4)E for additional details. Use allocations that are new and different from allocations previously contained in the Existing Contract(s) are shown in **bold**.

Contract	Annual Winter Season Use Allocation	Moose-Wilson Corridor Allocation (Sublimit)	Overnight Backcountry Allocation (Sublimit)
CC-GRTE024-24	<b>Maximum of 800 clients each season</b>	Maximum of 167 clients each season and no more than 62 clients each month	None
CC-GRTE032-24	<b>Maximum of 800 clients each season</b>	Maximum of 167 clients each season and no more than 62 clients each month	None
CC-GRTE033-24	<b>Maximum of 800 clients each season</b>	Maximum of 167 clients each season and no more than 62 clients each month	None
CC-GRTE025-24	<b>Maximum of 100 clients each season</b>	<b>Maximum of 25 clients each season and no more than 5 clients each month</b>	<b>50 client use nights per season</b>

## GUIDE QUALIFICATIONS AND CERTIFICATIONS

The Concessioner(s) must establish its own standards for evaluating the qualification of guides and must make these standards available to the Service upon request. The Concessioner must ensure guides possess backcountry skills, including the ability to assess weather and avalanche conditions and navigate safely through backcountry terrain, and knowledge of emergency procedures and ability to implement medical response procedures in remote locations. All guides are required to have Wilderness First Responder certification and current CPR certification. Additionally, as required in CC-GRTE025-24, all guides operating in potential avalanche terrain must be certified through AIARE or American Avalanche Institute (AAI), or equivalent. See also the Draft Contract(s), Exhibit B Operating Plan section 3)H(3) for additional information.



## 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 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 start-up funds in their proposals.

### PERSONAL PROPERTY

The Concessioner 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 Concessioners to sell its personal property, merchandise, inventory, or supplies used in the operation to the Concessioner.

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

### ADDITIONAL OPERATING REQUIREMENTS

**Environmental Management Program.** The 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 3JJ) 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.** The Concessioner will develop a documented, written, Risk Management Program (RMP) to achieve Service Risk Management Objectives. 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

#### Projected Revenues

The table below provides a summary of projected revenues for the first year of the Draft Contract.

Contract	2024
CC-GRTE024-24	\$173,400
CC-GRTE032-24	\$191,700
CC-GRTE033-24	\$195,200
CC-GRTE025-24	\$23,100



## 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 Park. For more information see the Draft Contract(s) Exhibit B Operating Plan Section 3)B) Rate Determination and Approval Process and the Rate Administration Guide.

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

The rate approval method for the CC-GRTE024-24, CC-GRTE032-24, CC-GRTE033-24, and CC-GRTE025-24 Draft Contract(s) is identified in the table below.

Contract	Rate Method
CC-GRTE024-24	Competitive Market Declaration (CMD)
CC-GRTE032-24	Competitive Market Declaration (CMD)
CC-GRTE033-24	Competitive Market Declaration (CMD)
CC-GRTE025-24	Competitive Market Declaration (CMD)

## Projected Departmental and Operating Expenses

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

### Employees and Minimum Wage

The Concessioner must comply with all provisions of Executive Order 14026 of April 27, 2021, (Increasing the Minimum Wage for Federal Contractors) and its implementing regulations, including the applicable contract clause, codified at 29 C.F.R. pt. 23, all of which are incorporated by reference into the Draft Contract(s). Offerors must consider the impacts of these requirements when developing their financial projections.

As stated in 29 C.F.R. Part 23, the United States Department of Labor will increase the actual minimum wage for federal contractors during the term of the Draft Contract(s) each year based on the annual change in the Consumer Price Index for Urban Wage Earners and Clerical Workers (CPI-W).

### 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

All participants aged 16 and older must pay applicable Park entrance fees, applicable passes apply. Guides are exempt from entrance fees when working in the Park on behalf of the Concessioner; guides must identify themselves and the Concessioner at Park entrance stations.

### Camping Permit Fees

The Concessioner will be charged the same permit reservation fee as the public for each permit. Effective as of the 2024 permit season, the fee is \$20 per permit, plus \$7 per person, per night. More information is available at <https://www.nps.gov/grte/planyourvisit/bcres.htm>. Additional information on backcountry



camping zones in the Park, including a map, is available at [https://www.nps.gov/grte/planyourvisit/upload/grte\\_backcountry.pdf](https://www.nps.gov/grte/planyourvisit/upload/grte_backcountry.pdf).

### **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

Guided Day Cross-Country Ski Tours is currently being provided by EcoTour Adventures Inc., (CC-GRTE024-14), The Hole Hiking Experience, Inc., (CC-GRTE032-14) and EcoTour Adventures Inc., (CC-GRTE033-17). Guided Day and Overnight Cross-Country Ski Tours is currently being provided by and Powder Hounds, Inc. (CC-GRTE025-13). The Existing Contract(s) CC-GRTE024-14, CC-GRTE032-14, and CC-GRTE033-17 will expire on October 31, 2024. The Existing Contract CC-GRTE025-13 was extended and will expire on October 31, 2024.

The Existing Concessioner(s) of CC-GRTE024-14, CC-GRTE032-14, and CC-GRTE033-17 each offer guided day use cross-country ski tours and snowshoe tours in varying trip lengths, including, half-day (4 hour) and full-day tours. The Existing Concessioners provided an average of 2 cross-country ski tours, and 11 snowshoe tours, per week. Cross-country ski tours and snowshoe tours operate on designated routes/areas within the Park. The group size varies based on the tour and can range from one client to a larger party size of 14 or more. The required guide to client ratio is one guide for every seven clients.

The Existing Concessioner(s) of CC-GRTE024-14, CC-GRTE032-14, and CC-GRTE033-17 each operated tours within assigned use allocations in the Moose-Wilson Corridor. The Existing Concessioner(s) offer tours solely within the Park or as an activity included with participants' registration in other programming, i.e., sightseeing, photography, etc. that are conducted outside the Park.

The Existing Concessioner of CC-GRTE025-13 primarily offers guided day use and overnight cross-country ski tours, specifically, backcountry ski tours, and provided an average of 2 backcountry ski tours per week during the operating season. The Existing Concessioner did not operate guided overnight backcountry ski tours in 2020, 2021, and 2022.

### Historic Rates

Rates for the Existing Contract(s) are set using Service "Core" rate methodologies. Rates for "core" services are set using the Service Comparability rate method; rates for "non-core" services are set by the Concessioner based on market conditions. The Existing Concessioner(s) may offer reduced rates to children or youth participants. Rates shown may include park entrance fees, transportation, snack or lunch, and equipment (snowshoes, trekking poles, safety equipment).

Approved 2023-2024 Rates for the Existing Concessioner(s) CC-GRTE024-14, CC-GRTE032-14, and CC-GRTE033-17

Core Activity	Tour Participants	Approved Rate
Half Day Group Tour (Snowshoe/Cross-Country Ski Tour)	1-2 People	\$378.00
	3 People	\$567.00
	4 People	\$740.00
	5 People	\$925.00
	6 People	\$1,056.00
	7 People	\$1,232.00
Full Day Group Tour	Various	Market Rate
Private Tours	Various	Market Rate



Approved 2023-2024 Rates for the Existing Concessioner CC-GRTE025-13.

Core Activity	Tour Participants	Approved Rate
Backcountry Ski Tour (Full Day)	1 Person	\$527.00
	2 People	\$750.00
	3 People	\$885.00
	4 People	\$1,060.00
Backcountry Ski Tour (Overnight)	Various	Market Rate

### 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 2020 – 2022 historical revenues for each of the Existing Concessioners. 2020 gross revenues are reflective of the COVID-19 global pandemic. The services under the Existing Contracts are similar to those required under the Draft Contract(s); however, the Existing Contracts did not limit the annual number of clients.

Contract	2020	2021	2022
CC-GRTE024-14	\$141,307	\$168,847	\$171,684
CC-GRTE032-14	\$143,901	\$161,653	\$128,622
CC-GRTE033-17	\$139,062	\$163,928	\$184,723
CC-GRTE025-13	\$28,311	\$17,343	\$21,866

### Historical Franchise Fees

The following chart presents the 2020 – 2022 franchise fees paid by the Existing Concessioners.

Contract	Contract Franchise Fee	2020	2021	2022
CC-GRTE024-14	4.5% of Gross Receipts or \$500 whichever is greater	\$6,358	\$7,598	\$7,226
CC-GRTE032-14	4.25% of Gross Receipts or \$500 whichever is greater	\$6,116	\$6,870	\$5,466
CC-GRTE033-17	4.25% of Gross Receipts or \$500 whichever is greater	\$5,910	\$6,967	\$7,851
CC-GRTE025-13	3% of Gross Receipts or \$500 whichever is greater	\$849	\$520	\$656



## Historical Use

The Existing Concessioners provided services to approximately 2,156 clients in the 2022-2023 winter season. The tables below present historical use from 2020-2023. Additional visitor use statistics for other Park Concessioners and activities are available at <https://irma.nps.gov/Stats/Reports/Park/GRTE>.

Annual number of clients 2020 – 2023.

Contract	2020-2021 Annual Clients	2021-2022 Annual Clients	2022-2023 Annual Clients
CC-GRTE024-14	711	845	705
CC-GRTE032-14	827	868	646
CC-GRTE033-17	695	761	736
CC-GRTE025-13	96	57	69

Annual number of trips from 2020 – 2023.

Contract	2020-2021 Number of Trips	2021-2022 Number of Trips	2022-2023 Number of Trips
CC-GRTE024-14	212	207	208
CC-GRTE032-14	263	267	201
CC-GRTE033-17	221	195	197
CC-GRTE025-13	58	27	35

## 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 questions in response to this solicitation, you must notify Jennifer Parker, Commercial Services Program Lead, NPS Regional Office Serving Interior Regions 6, 7, & 8, via email at [Jennifer\\_Parker@nps.gov](mailto:Jennifer_Parker@nps.gov) no later than 4:00 p.m. Mountain Time on the due date for questions listed in the Inside Cover of this Prospectus. The Service will respond to questions by the Notice of Intent to Propose due date.



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## NOTIFICATION OF INTENT TO PROPOSE

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If you plan to submit a proposal in response to this solicitation, you must notify Jennifer Parker, Commercial Services Program Lead, NPS Regional Office Serving Interior Regions 6, 7, & 8, via email at Jennifer\_Parker@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 --

