

Part I

BUSINESS OPPORTUNITY

Guided Overnight Backpacking for Youth

within

Grand Teton National Park

National Park Service

Department of the Interior

Concession Contract No. CC-GRTEXXX-25

CC-GRTE034-25

CC-GRTE038-25



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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 two concession contracts to operate guided overnight backpacking for youth, in Grand Teton 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-GRTEXXX-25 (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" refers to the entity that currently provides services under the Existing Concession Contracts (Existing Contracts), Wilderness Ventures LLC, (CC-GRTE034-15) and The TVRC Education Foundation, dba Teton Valley Ranch Camp (CC-GRTE038-15). 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.



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, mountaineering, and cross-country ski touring services; 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>.





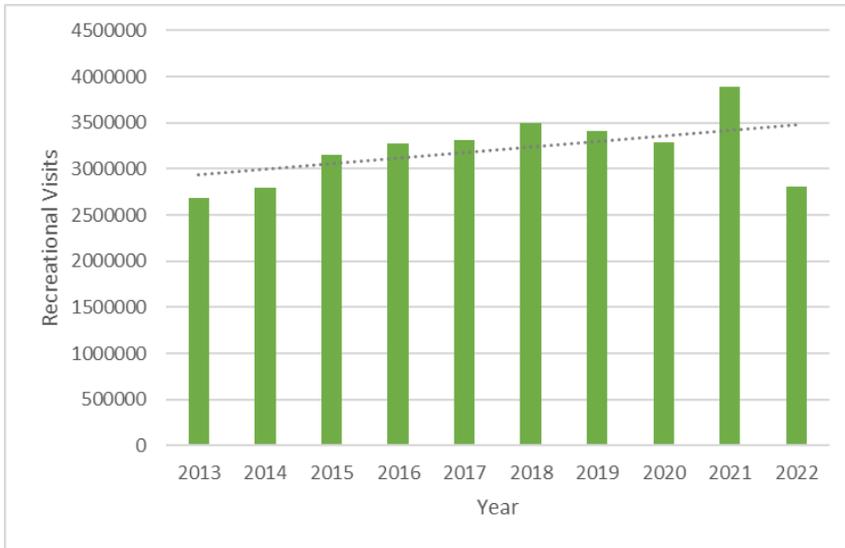
PARK VISITATION TRENDS

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



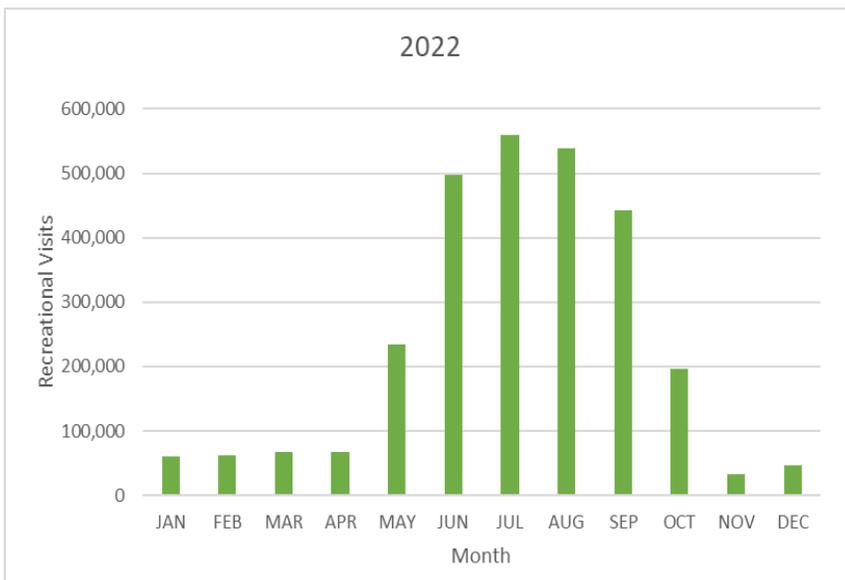
fall, with visitation in June through September accounting for over 73 percent of yearly visitation. The winter operating season accounts for far fewer recreation visits.

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-GRTEXXX-25 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 Park contains over 200 miles of designated trails that pass by pristine lakes, rugged mountain peaks, through wildflower filled meadows, and glacially carved canyons. Although the Park has no congressionally designated wilderness, it does have land that has been recommended for wilderness protection and is managed as designated wilderness. Most trails used for backpacking and day hiking are located within recommended wilderness areas of the park. Trails vary in both length and degree of difficulty; they range from short, easy day hikes to long and strenuous trips over mountain passes or routes that may take several days to complete.

This Business Opportunity provides for guided overnight backpacking for youth (under the age of 21) and guided day hikes for youth. The Concessioner provides youth focused guided overnight backpacking that includes introductory backpacking skills education, incorporating education on backcountry and wilderness etiquette and Park natural and cultural resources. These services are described in more detail in subsequent sections.

Guided overnight backpacking and day hiking for people aged 21 and older are not authorized in this business opportunity. The Park does not authorize, via concession contract, guided backpacking for ages over 21 as the activity is not considered a necessary commercial service. The Park has identified that there are opportunities for the public to recreate backpacking independent of a commercial provider, while ensuring an understanding of backpacking skills, park regulations and natural and cultural resources.

The Concessioner must comply with all applicable law regarding youth-related activities, including obtaining additional licensure, if necessary.

TERM AND EFFECTIVE DATE OF DRAFT CONCESSION CONTRACT(S)

The CC-GRTEXXX-25 Draft Contract(s) have a term of ten (10) years beginning on January 1, 2025, and ending on December 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-GRTEXXX-25 are qualified Contract(s) and, therefore, the existing Concessioner(s) are a Preferred Offeror for this Contract. 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 Concessioners are Wilderness Ventures LLC. (CC-GRTE034-15) and The TVRC Education Foundation (CC-GRTE038-15).

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(s) Exhibit B, Operating Plan, changes the rate method for all services to Competitive Market Declaration (CMD), and increases the group size limit for day hiking to 12 people, with no more than 10 youth clients. Refer to the Draft Contract(s) Exhibit B, Operating Plan Section 3)B and Section 4)C) for additional details.

Required Visitor Services under the Draft Contract(s).

	Service	Location
i.	Guided Overnight Backpacking for Youth	Grand Teton National Park

Authorized Visitor Services under the Draft Contract(s).

	Service	Location
i.	Guided Day Hikes for Youth	Grand Teton National Park

CHARACTERISTICS OF THE REQUIRED AND AUTHORIZED SERVICES

Guided Overnight Backpacking for Youth. The Concessioner must provide guided overnight backpacking trips for youth under the age of 21. Trips typically occur during the summer season, June through early September, when schools and educational institutions are on break. Trips must occur on designated trails and within designated campsites within the Park; travel off-trail and cross-country are not permitted. Trips may vary in length based on the itinerary, campsite location, trip goals, and fitness level. During the trips, guides provide a variety of services, including camp set-up, meal preparation, safety information, and information on wilderness travel, minimum impact practices, and interpretation of the Park's natural and cultural resources. Overnight backpacking groups are limited to a maximum of 12 people per group, with no more than 10 youth participants (clients).

Each Contract is assigned a Backcountry Camping Use Allocation that sets limits on the maximum number of nights a Concessioner can use for backcountry camping within the Park each year. The Concessioner must operate within this use allocation when providing the required service.

In addition to use limits contained in the Backcountry Camping Use Allocation, the Concessioner is required to obtain a Backcountry Camping Permit for all overnight backcountry camping within the Park. Similar to backcountry permits issued to the public, each 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. Backcountry camping at designated group sites is available in several Park backcountry camping zones. The Concessioner is authorized to make a limited number of pre-season reservations (see further explanation Backcountry Camping Permit Reservation System) or is required to make reservations through <http://www.recreation.gov>. Additional information on backcountry camping zones in Grand Teton National Park, including a map illustrating the location of designated group sites, is available at https://www.nps.gov/grte/planyourvisit/upload/grte_backcountry.pdf.

Guided Day Hikes for Youth. The Concessioner may offer guided day hikes on Park trails to youth, under the age of 21. Trips typically occur June through August. Day hike groups are limited to no more than 12 people per group, and no more than 10 youth participants.

Each Contract is assigned a certain number of use days for day hiking. The Concessioner must operate within this use allocation when providing the authorized service.



The Concessioner is allowed to use designated group sites in Park front country campgrounds, subject to availability, as part of providing the authorized service, guided day hikes for youth. The Concessioner is required to make camping reservations through <http://www.recreation.gov>.

Transportation related to Required and Authorized Services. To minimize parking congestion at trailheads, the Concessioner is required to provide transportation of its guides and clients (participants), and associated backcountry food service when providing required and authorized services. Refer to the Draft Contract(s) Exhibit B, Operating Plan Section 4)D additional details. The Concessioner may use Park parking lots, space available, when providing transportation to its clients and guides.

Necessary Permits. 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.

Use Allocations

The Service assigns in the Draft Contract(s) a specific number of annual use allocations related to the required and authorized services, listed below.

- **Backcountry Camping Use Allocation.** The use allocation for backcountry campsites is **120 use nights** per year. A "use night" is defined as one person (participant or guide) staying one night in the backcountry. For groups, the use of a backcountry group campsite for one night equates to 12 use nights, regardless of the group size. Thus, the allocation of 120 use nights is equal to 10 backcountry group campsite nights per year. The use of a backcountry group site for one night always equates to 12 use nights, regardless of a smaller group size.
- **Day Hikes Use Allocation.** The use allocation for guided day hikes is **180 use days** per year. One "use day" is defined as one person (participant or guide) engaging in the authorized service of guided day hikes for youth in the Park per day.

Minimum Use

The Draft Contract(s), Exhibit B Operating Plan Section 4)B(1)(b), identifies minimum use requirements. The Concessioner must operate a minimum of one (1) trip during each operating season. If the Concessioner does not meet annual minimum use requirements, at the end of that season, the Service will notify the Concessioner in writing to request a plan as to how the Concessioner will meet the annual minimum use the next season and may cap the Annual Overall Rating Report score at Marginal for that operating year. If the Concessioner does not meet the annual minimum use requirement for two consecutive seasons, the Service may terminate the Contract.

Backcountry Camping Permit Reservation System

All backcountry camping requires a backcountry permit from the Park. The Concessioner is authorized to submit a request for pre-season reservations of backcountry group campsites stays each season. Pre-season reservations are only available during a specific time period and are limited in quantity. All other camping permit reservations, not reserved or issued through the pre-season reservation process, are subject to availability issued on a first-come, first-serve basis, and must be made by the Concessioner online through <http://www.recreation.gov>. Reservations must not exceed annual use limits as described in Use Allocations. For more information on backcountry permit reservations and the pre-season reservation process, see the Draft Contract(s) Exhibit B, Operating Plan Section 4)B)(f).

The Concessioner will be charged the same permit reservation fee as the public for each permit. All applicable reservation fees apply, there are no discounts or discount passes that apply. Following a rate change effective for the 2024 permit season, the prior permit fee of \$45 for advanced reservations and \$35 for walk-up



permits, regardless of the group size or number of nights, is replaced with a new rate that includes a flat fee and a per person, per night fee. The current reservation fee is \$20 per permit, plus a \$7 per person, per night. More information is available at <https://www.nps.gov/grte/planyourvisit/bcres.htm>.

Operating Season and Conditions

The Draft Contract(s), Exhibit B Operating Plan, identifies the typical operating season as June through early September, although the actual operating season each year varies depending on weather and snow conditions. The Draft Contract(s) does not permit guided activities that require travel over snow.

Weather and snow conditions vary from year to year. Snow typically melts from valley trails, approximately 6,700 feet by mid-June but remains in parts of the high country through much of the summer. It's common during the summer season for precipitation and thunderstorms to occur without advanced warning.

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.

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 3)J) 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>. Refer to the Draft Contract(s) Exhibit B, Operating Plan Section 3)l) for additional details on RMP requirements.

ESTIMATED REVENUE AND EXPENSE PROJECTIONS

Projected Revenues

The exhibit below provides a summary of projected revenue for the first year of the Draft Contract(s).

Contract	2025
CC-GRTE034-25	\$56,000
CC-GRTE038-25	\$44,000

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 Grand Teton National Park. For more information see the Draft Contract(s) Exhibit B Operating Plan Section B)1) 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>.

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

The Concessioner is required to pay the applicable entrance fee rate in effect at the time of arrival at the park entrance station. Entrance Fees are required for visitors aged 16 and older, 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.

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 overnight backpacking for youth is currently being provided by Wilderness Ventures LLC. (CC-GRTE034-15) and The TVRC Education Foundation (CC-GRTE038-15). The original term of the Existing Contracts will expire on December 31, 2024.

The Existing Concessioners each offer overnight backpacking trips for youth solely within Grand Teton National Park or as an activity included with participants’ registration in broader programming conducted outside the Park. The Existing Concessioners each operate backpacking trips within the maximum group size of 12, with no more than 10 youth participants, and within assigned use allocations.

The Existing Concessioners utilize the pre-season reservation process for reserving a limited number of backcountry group campsites and use recreation.gov for all other campsite reservations on a first-come, first-serve basis. Historically, the Existing Concessioners have used the Gros Ventre campground for front country camping.

Historic Rates

The Existing Concessioner(s) historically operated trips that were part of a larger program, thus the Competitive Market Declaration (CMD) rate method applied, and the Existing Concessioner(s) set rates without specific approval of the Superintendent.

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 Contract. 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).

Contract	2020	2021	2022
CC-GRTE034-15	\$6,142	\$49,405	\$66,131
CC-GRTE038-15	\$5,160	\$41,280	\$51,829

Franchise Fees Paid

The following chart presents the 2020 – 2022 franchise fees paid by the Existing Concessioner(s).



Contract	Contract Franchise Fee	2020	2021	2022
CC-GRTE034-15	5% of Gross Receipts or \$1,000 whichever is greater	\$1,000	\$2,470	\$1,842
CC-GRTE038-15	3% of Gross Receipts or \$1,000 whichever is greater	\$1,000	\$1,238	\$1,555

Historic Use

The Existing Concessioners provided services comprising approximately 400 visitors in 2022. The table below presents historical use from 2020 – 2022. Additional visitor use statistics for other Park Concessioners and activities are available at <https://irma.nps.gov/Stats/Reports/Park/GRTE>.

Contract	2020 Backpacking	2021 Backpacking	2022 Backpacking
CC-GRTE034-15	5	40	36
CC-GRTE038-15	0	120	69

Contract	2020 Day Hikes	2021 Day Hikes	2022 Day Hikes
CC-GRTE034-15	11	180	154
CC-GRTE038-15	18	29	144

Note: Some totals may include guides.

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 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.



NOTIFICATION OF INTENT TO PROPOSE

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 --

