

Prospective Offeror Site Visit for CC-GRTE001-25

September 20-21, 2023

GRAND TETON NATIONAL PARK
National Park Service
Department of the Interior

Lodging, Campgrounds, Food & Beverage, Retail, Marina, and Other
Services

Interested Entities may visit public areas and facility exteriors when facilities are open to the public.

Please do not disrupt concessioner operations.



Site Visit General Information

The National Park Service (“NPS” or “Service”) published a notice on SAM.gov on August 17, 2023, of its plans to host a site visit for interested entities in advance of the release of the solicitation.

Online Resources:

- [Plan Your Visit - Grand Teton National Park \(U.S. National Park Service\) \(nps.gov\):
https://www.nps.gov/grte/planyourvisit/index.htm](https://www.nps.gov/grte/planyourvisit/index.htm)
- [Prospectus Releases - Concessions \(U.S. National Park Service\) \(nps.gov\):
https://www.nps.gov/subjects/concessions/prospectuses.htm](https://www.nps.gov/subjects/concessions/prospectuses.htm)

Welcome to the site visit for a prospectus to Provide Lodging, Campgrounds, Food & Beverage, Retail, Marina, and Other Services within Grand Teton National Park

All parties attending the site visit will be expected to sign in and must disclose the entity they represent or the interested entity engaging their professional services.

Attendees should exercise precaution and responsibility for their safety during the site visit.

The NPS will not answer questions about this prospectus or business opportunity during registration or the site visit. Interested entities must submit questions in writing after the release of the solicitation in accordance with the instructions stated in the prospectus.

Anything discussed during the site visit is not an official part of the solicitation record. Verbal comments made are the opinions of individuals present and not necessarily the position of the NPS.

Interested entities are asked not to disrupt concessioner operations during the site visit. Photographs of public areas are permitted. Photographs of “back of the house” areas may not include concessioner employees or any concessioner documentation (e.g., employee schedules, SOPs, etc.) if posted. Attendees are expected not to film or record personal conversations or concessioner employees.

Since the concession operation will still be serving visitors at the time of the site visit, it may be necessary to limit the number of people per entity who are permitted within small spaces, including some kitchen and support areas.

The NPS anticipates publishing the GRTE001 Site Visit Handout on or around September 21st and the publication of the contents of this document ahead of NPS posting on Sam.gov and the Commercial Services Website is not permitted.



Cautions to Prospective Offerors about Submission and Evaluation of Proposals

All information regarding the prospectus for this business opportunity will be issued in writing. No Service representative or other government official is authorized to make substantive oral representations relating to this matter, and no prospective offeror should rely on any oral representations made by government officials with respect to this transaction.

Offerors are responsible for undertaking appropriate due diligence with respect to this business opportunity. All statements made in the prospectus regarding the nature of the business and its likely future are only opinions of the Service. Offerors may not rely on any representations of the Service in this regard.

From 54 U.S.C. § 101913. AWARD OF CONCESSIONS CONTRACTS.

- (1) COMPETITIVE SELECTION PROCESS.—Except as otherwise provided in this section, all proposed concessions contracts shall be awarded by the Secretary to the person, corporation, or other entity submitting the best proposal, as determined by the Secretary through a competitive selection process. The competitive process shall include simplified procedures for small, individually-owned entities seeking award of a concessions contract.
- (2) SOLICITATION OF PROPOSALS.—Except as otherwise provided in this section, prior to awarding a new concession contract (including renewals or extensions of existing concession contracts) the Secretary—
 - (A) shall publicly solicit proposals for the concession contract. . .

Public Law 105-391, November 13, 1998 (codified at 54 U.S.C. § 101913)

Certain federal laws will apply to the solicitation including the National Park Service Concessions Management Improvement Act of 1998 (Title IV, Public Law 105-391, and hereafter referred to as “the 1998 Act”), as amended and codified at 54 U.S.C. §§ 101911 et seq., and its implementing regulations at 36 C.F.R. Part 51. In the event of any inconsistency between the terms of this document and 36 C.F.R. Part 51, 36 C.F.R. Part 51 will control. 36 C.F.R. Part 51 is available at the Government Printing Office’s Electronic Code of Federal Regulations website.¹

¹<https://www.ecfr.gov/current/title-36/chapter-I/part-51>



Schedule Day 1 September 20, 2023

(Except for the start time, all times are approximate)

All times are listed in Mountain Daylight Time

Time:	Location:	Services:	Description:
8:30am	Jackson Lake Lodge Grizzly Conference Room		Introductions and Site Visit Overview
9:30am	Jackson Lake Lodge	Lodging Food & Beverage Retail	Walking Tour of Interior Public Facing Areas, Lodging, Retail, Food & Beverage, and Concessioner Support Areas
10:45am	Jackson Lake Lodge Registration Lobby		15-minute break
11:00am	Jackson Lake Lodge	Lodging Service Stations Guided Horseback Rides and Corrals Employee Housing and Recreation Medical Clinic	Walking Tour of Outdoor Areas, Lodging Cottages, and Concessioner Support Areas
12:45-1:45pm	Jackson Lake Lodge		Lunch 1hr. (on your own) Options include: <ul style="list-style-type: none"> • Pioneer Grill • Mural Room • Blue Heron
1:45pm	Jenny Lake Lodge		Reconvene for Tour of Jenny Lake Lodge 26-minute drive via Teton Park Road
2:15pm	Jenny Lake Lodge	Services: Lodging Food & Beverage Retail Guided Horseback Rides and Corrals Employee Housing and Recreation	Meet at Jenny Lake Lodge Parking Area Tour of Jenny Lake Lodge, Retail, Food & Beverage, and Concessioner Support Areas
3:30pm	Jenny Lake Store and Campgrounds		Drive to South Jenny Area 10-minute drive via Scenic Drive or Teton Park Road
4:00pm	Jenny Lake Store and Campgrounds	Services: Retail Campgrounds	Reconvene at South Jenny Lake Store Walking Tour of Jenny Lake Store and Campground



Schedule Day 2 September 21, 2023

(Except for the start time, all times are approximate)

All times are listed in Mountain Daylight Time

Time:	Location:	Services:	Description:
8:00am	Colter Bay Convenience Store and Service Station.	Service Stations	Reconvene at Colter Bay Village. Meet in parking area.
8:30am	Colter Bay Village	Lodging Employee Housing and Recreation Campgrounds Guided Horseback Rides and Corrals	Driving/Caravan Tour of Colter Bay Village Lodging, Service Areas, and Concessioner Support Areas
11:15am	Colter Bay Grocery Store		15-minute break
11:30pm	Colter Bay Village	Campgrounds Food & Beverage Retail Showers and Laundry	Walking Tour of Colter Bay Village Outdoor Areas, Lodging Cottages, and Concessioner Support Areas
12:00pm			Lunch 1hr. (on your own) Options include: <ul style="list-style-type: none"> • Ranch House • Grocery
1:00pm	Colter Bay Village	Food and Beverage Employee Housing and Recreation Retail Marina Services Lodging	Reconvene for Walking Tour of Colter Bay Village Lodging Areas, Food and Beverage, Marina, and Concessioner Support Areas
3:00pm	Gros Ventre Campground		Drive to Gros Ventre Campground 52-minute drive via Hwy 89/191
4:00pm	Gros Ventre Campground	Campgrounds Retail	Meet at Gros Ventre campground Registration Office. Walking Tour of Gros Ventre Campground and Concessioner Support Areas



Highlights

The NPS anticipates releasing a prospectus for a concession business opportunity to provide Lodging, Campgrounds, Food & Beverage, Retail, Marina, and Other Services within Grand Teton National Park ("Park") in the fourth quarter of calendar year 2023. The prospectus will describe the business opportunity and the terms and conditions of Concession Contract No. CC-GRTE001-25 ("Draft Contract"). General information about this business opportunity and the Draft Contract are provided below.

General Park Information

Grand Teton National Park was established in 1929; Jackson Hole National Monument was created in 1943. The two units were combined to become present-day Grand Teton National Park in 1950.

The Park encompasses nearly 310,000 acres in northwest Wyoming and protects the Teton Range, Jackson Hole, a 50-mile portion of the Snake River, over one hundred 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 in many ways emblematic of the entire National Park System. Located in the heart of the Greater Yellowstone Ecosystem, near the community of Jackson, Wyoming, the Park is an icon for a myriad of nationally significant conservation issues including grazing, winter use, open space, fire and wildlife management, and water and air quality monitoring.

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, seventeen species of carnivores, six species of hooved mammals, and a human history dating back to that of the Paleo-Indians.

More than three million people visit the Park annually to enjoy the broad variety of experiences it has to offer, such as hiking, Snake River rafting, horseback riding, and viewing the Teton Range from different vantage points. The Park is open year-round; however, most commercial services operate only between May and October. Park visitation is highest between Memorial Day and Labor Day.

Grand Teton National Park and John D. Rockefeller, Jr. Memorial Parkway facilities and services include approximately 900 concessioner-operated lodging rooms, 1,200 concessioner operated campsites, several food and beverage and retail outlets, and a variety of outfitter and guide operations including float trips, fishing, mountaineering and horseback riding.

In order to carry out the core mission of resource protection and visitor service, the Park relies on a wide range of assistance from partner organizations, stakeholder groups, park volunteers, and a very active and involved citizenry.

The Service's official nonprofit partner, the Grand Teton Association, has retail outlets at the Craig Thomas Discovery Visitor Center, Jenny Lake, and Colter Bay Visitor Center and uses revenues to support education and research, provide interpretive information and programs, and fund training and staffing.

Grand Teton Recreation Visitation:

Year	Visitors
2018	3,491,151
2019	3,405,614
2020	3,289,638
2021	3,885,230
2022	2,806,223



Concession Opportunity for CC-GRTE001-25 (Draft Contract):

The NPS anticipates the Draft Contract to have a term of fifteen (15) years.

Required and Authorized Visitor Services:

The NPS anticipates the Draft Contract will include the following required and authorized services. This list of services may change between the time of the site visit and release of the prospectus.

Required Services

Service	Location
Lodging	Colter Bay, Jackson Lake Lodge, Jenny Lake Lodge
Campgrounds	Colter Bay, Jenny Lake, Gros Ventre
Food and Beverage	Colter Bay, Jackson Lake Lodge, Jenny Lake Lodge, and backcountry operations
Retail	Colter Bay, Jackson Lake Lodge, Jenny Lake Lodge, Jenny Lake Store
Service Stations	Colter Bay, Jackson Lake Lodge
Marina Services	Colter Bay Marina
Guided Float Trips	Snake River
Guided Horseback Rides and Corrals	Colter Bay, Jackson Lake Lodge, Jenny Lake Lodge
Transportation	Locations throughout the Park
Showers and Laundry	Colter Bay

Authorized Services

Service	Location
Medical Clinic	Jackson Lake Lodge
Retail	Gros Ventre Campground



Existing Services:

Lodging. Existing accommodations range from tent cabins and rustic cabins to motel-style units, lodge suites and upscale cabins. Each location typically experiences very high occupancy during the mid-May through early October operating season.

Campground. Existing campgrounds feature standard amenities including comfort stations and potable water, and most sites feature picnic tables, metal fire pits and grill grates, and bear boxes. Campgrounds also contain government-assigned personal property, including bear boxes, fire rings and recycle/trash bins to support campground operations.

Food and Beverage. Existing outlets seating capacity and Service classification vary by location. Within the main Jackson Lake Lodge building, there are three primary food and beverage outlets: the Mural Room restaurant, Pioneer Grill, and Blue Heron Lounge. There is also a Coffee Cart in the second-floor atrium and a café by the swimming pool. Large group meetings (conventions and banquets) also generate food and beverage revenue in the lodge's conference rooms. Colter Bay Village contains the Ranch House, Café Court, and a Coffee Bar located within the gift shop/grocery building. Jenny Lake Lodge offers fine dining. Backcountry food and beverage service is provided as part of Scenic Boat Tours and Guided Float Trips.

Retail. Existing offerings include a variety of retail, general merchandise, convenience items, and grocery at a range of price points. The Concessioner provides vending services at approved locations throughout the Park.

Service Stations. Existing services include automotive fuel sales (unleaded, diesel, and ethanol if available) and limited retail sales, including oil, lubricants and other automotive supplies, and lock-out services at the service stations at Jackson Lake Lodge and Colter Bay Village. Self-service fuel pumps are offered 24 hours per day. The Colter Bay service station has 5 fuel pumps. The Jackson Lake service station has 2 fuel pumps.

Marina Services. Existing services include wet slip storage and buoy rental, emergency response / towing, marina fuel sales, pump-out facilities, rental vessels, boat trailer storage, and a courtesy dock. Marina services also includes scenic boat tours, guided interpretive kayak tours, and guided lake fishing. Low water impacted marina operations in 2021 and 2022.

Guided Float and Fishing Trips. Existing services include guided scenic rafting trips and guided river fishing on the Snake River.

Guided Horseback Rides and Corrals. Existing services include a limited number of guided horseback trail rides from each corral location, Colter Bay, Jackson Lake Lodge, and Jenny Lake Lodge.

Transportation. Existing services provide transportation for guests, tour participants, and the Concessioner's employees. Trips are provided on a scheduled basis utilizing vans or buses.

Showers and Laundry. Existing services include public showers and laundry at Colter Bay Village. Showers at the Jenny Lake Campground are limited only to campground guests.

Employee Housing, Food Service and Recreation. Existing services provide housing, dining operations, and a recreation program for the Concessioner's employees. Historically, the existing concessioner has housed approximately 1,000 employees at peak season with an occupancy rate over 97%. Employee housing consists of a combination of dormitories, cabin units, single-family housing, and employee RV /tent sites.

Medical Clinic. The existing concessioner provides a medical clinic for employees and guests within the Concession Facilities at Jackson Lake Lodge. The clinic is operated under a Service-approved sub-concession agreement.



Anticipated Investment of the Draft Contract

The NPS anticipates the Draft Contract will require the following types of initial investments: Initial Personal Property Investment, Inventory Investment, Initial Leasehold Surrender Interest, Start-up Costs and Working Capital, Curing of Deferred Maintenance, a Concession Facilities Improvement Program, Personal Property Improvement Requirement.

The NPS anticipates the Draft Contract will include both a Franchise Fee and a Component Renewal Reserve.

Anticipated Concession Facilities Improvement Program (CFIP):

- Fire Protection System Enhancements at Jackson Lake Lodge, Colter Bay, and Jenny Lake Lodge
- New Employee Housing at Jackson Lake Lodge
- Three Additional Employee Housing Sites and Cabins at Jenny Lake Lodge
- New Employee RV Sites at Colter Bay Employee Village Campground
- New RV Electric Hookups at Gros Ventre Campground
- New RV Electric Hookups at Colter Bay Campground
- New Kitchen for Blue Heron Lounge at Jackson Lake Lodge
- Convert Retail Area within Jackson Lake Lodge to a New Food Service Outlet

Anticipated Personal Property Improvement Requirement (PPIR):

- Two Tour Boats with Improved Accessibility
- Beverage Cart and Expanded Terrace Seating at Jackson Lake

The above lists of improvements may change between the time of the site visit and release of the prospectus.

Additional Information:

The existing contract is available on request by email to jennifer_parker@nps.gov.

For more information about the National Park Service Commercial Services Program, concession contracts, and the laws and policies that control and guide them, go to:

<https://www.nps.gov/subjects/concessions/index.htm>

The Park prepared an Environmental Assessment (EA) analyzing potential changes to employee housing, fire protection, accessibility, and other new construction and facility improvements. A copy of the EA can be located at <https://parkplanning.nps.gov/projectHome.cfm?projectID=79731>.

