

AMENDMENT NO. 2
SOLICITATION No. CC-BLRI004-25

To: All Recipients of the Prospectus, CC-BLRI004-25, to Provide Lodging, Food and Beverage, and Retail Services at Peaks of Otter within Blue Ridge Parkway

This notice amends the Prospectus with the following updates and additions. Amendment 2 will be available at <https://www.nps.gov/subjects/concessions/prospectuses.htm>.

In the Prospectus issued June 6, 2024, the National Park Service (“Service”) stated it would respond to questions about the Prospectus if submitted in writing and received by July 5, 2024. Questions were received timely, and the National Park Service responds to those questions below.

In developing this Prospectus, the Service relied on the advice of consultants. The reports, studies, and documents provided to the Service by the consultants are protected by the deliberative process privilege under the Freedom of Information Act, 5 U.S.C. § 552(b)(5). To the extent, if any, that the answers below disclose any information contained in those reports, studies, and documents, such disclosure will not be considered a waiver of the deliberative process privilege by the Service with respect to those reports, studies, and documents as a whole or to any other information contained therein.

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**Service Responses to Offeror's Questions on Solicitation No. CC-
BLRI004-25**

Question 1-1: The prospectus stated that a copy of the current contract was included but they couldn't locate it. They noted that it is a public document and requested we provide it.

Answer: You may request a copy of the current concessions contract from William Gordon, Interior Region 2 Concessions Management Specialist, at william_gordon@nps.gov.

Question 1-2: The map of the NPS Maintenance area shows an above ground diesel tank (AST) as assigned to the Concessioner. That tank was removed in 2013 and should no longer be shown on the map.

Answer: The Service has removed the above ground storage tank (AST) from Exhibit D. The updated Exhibit D is posted to the public concessions website at [Prospectus Releases - Concessions \(U.S. National Park Service\) \(nps.gov\)](#).

Question 1-3: All mention of the Sharp Top Shuttle bus should indicate that it is AUTHORIZED, meaning that minimum days or hours noted in contract are suggestions only.

Answer: The Contract and Business Opportunity state that the shuttle service is "Authorized." Exhibit B Operating Plan lists the Shuttle with minimum hours and under standards on page B-11. The description states "Authorized" and "may offer."

Question 1-4: There are several references to the EV Charging - the EV chargers are DN's personal property (which I'm sure they'd be happy to sell, just clarifying).

Answer: The charging stations are the incumbent concessioner's personal property. As personal property, the incumbent has discretion to sell the property.

Question 1-5: How many sites are at the Peaks of Otter Campground? How many have hook ups?

Answer: The Peaks of Otter Campground has 51 RV sites and 88 tent sites. None of the sites have hookups.

Question 1-6: Connectivity – How is Connectivity?

Answer: The incumbent concessioner at Peaks of Otter Lodge has Wi-Fi through StarLink. The NPS is working with the local community and cell service providers to add connectivity to the Peaks of Otter area.

Question 1-7: Seasonality

Answer: The Operating Plan to the Draft Contract specifies the minimum required operating dates. The incumbent concessioner has chosen to operate seasonally, from May through October.

Question 1-8: Would signage (i.e. sandwich boards) be allowed in the assigned areas?

Answer: Yes, NPS would allow signage in the assigned areas that meets NPS standards and NPS prior approval. Sandwich boards are within NPS standards, but prior NPS approval is required.

Question 2-1: The Proposal Instructions lists in section 2 that the Offeror must send an original hard copy of the Offeror’s Transmittal Letter by the date listed on the inside cover. There is no date listed on the inside cover. By what date should the Offeror submit the hard copy Transmittal Letter?

Answer: The Offeror’s Transmittal Letter is due the same date the proposal is due, August 23, 2024.

Question 2-2: Secondary Selection Factor 3 references the Parkway interpretive themes as being included as an appendix, but this was not provided. Will the Service please provide this appendix or a link to the information?

Answer: You may find the Parkway interpretive themes in the [Blue Ridge Parkway Foundation Document](#), starting on page 7.

Question 2-3: Are floor plans available for any of the assigned facilities?

Answer: Request the floor plans for the assigned facilities from William Gordon, Interior Region 2 Concessions Management Specialist, at william_gordon@nps.gov.

Question 2-4: Can you provide any data/revenue regarding the wedding/group events business? Can you provide a past group events schedule for the last two years? How much of the revenue included in the Business Opportunity document pertains to events business?

Answer: NPS is only able to provide revenue by department. See the answer to Question 2-5 for the departmental revenue.

Question 2-5: Can you provide a breakdown in revenue by location and department?

Answer: The following table shows revenue by department for 2021 through 2023:

Department	2021	2022	2023
Lodging	\$1,633,956	\$1,568,968	\$1,591,579
Food and Beverage	\$90,0942	\$99,5829	\$103,9274
Retail	\$335,724	\$351,523	\$327,580
Transport/Other	\$53,080	\$106,332	\$123,083

Question 2-6: Do the Franchise Fees Paid included on page 17 of the Business Opportunity document include the component renewal fee?

Answer: No, the franchise fees paid included on page 17 of the Business Opportunity document does not include the component renewal fee.

Question 2-7: How many shuttles does the current concessioner have in inventory?

Answer: The current concessioner uses two shuttles, primarily a 20-person bus and secondarily a smaller van.

Question 2-8: Are shuttles required to be ADA-compliant?

Answer: Yes, per the Contract and Exhibit B Operating Plan (page B-6). B-6 states, "The Concessioner must follow all Applicable Laws regarding accessibility, including but not limited to the Americans with Disabilities Act (ADA) and Architectural Barriers Act (ABA)."

Question 2-9: How long is the shuttle route? How long does it take to make a loop for the shuttle service?

Answer: The route to Sharp Top Mountain from the lodge is approximately 5 miles and takes about 20 minutes each way. With loading, unloading, and waiting time, each complete trip takes about one hour, so the shuttle typically runs hourly. A route that runs to Sharp Top Mountain as well as the Flat Top and Falling Water Cascades trailheads is approximately 9 miles and takes approximately 1.5 hours round-trip.

Question 2-10: How many employees are currently in employee housing?

Answer: Note that per Exhibit B Operating Plan, employee housing includes 4 rooms that can hold 2 employees per room for an 8-employee maximum capacity. Thus, the Concessioner may house up to 8 employees.

Question 3-1: Could the service confirm the water and wastewater rates in the prospectus are accurate at \$75.31 per 1000 gal @ 2MM gal for a total of \$150K per year.

Answer: Yes, the water and wastewater rates in the prospectus are accurate at \$75.31 per 1,000 gal @ 2 million gallons for a \$150,000 annual total.

Question 3-2: Where and why are bears a problem? Does the Service have a program around bear safety they would like the concessioner to follow?

Answer: Bears are present throughout the Park. Bear safety recommendations can be found at: [Bear Safety - Blue Ridge Parkway \(U.S. National Park Service\) \(nps.gov\)](https://www.nps.gov/blue-ridge-parkway/learn/management/bear-safety)

Question 3-3: Can the Service provide historic costs (or usage) of electricity, trash, and propane?

Answer: No, the Service cannot give the historic electricity, trash, and propane costs. The incumbent concessioner buys them on the private market.

Question 3-4: Would the Service permit self checkout (sic) for retail and F&B establishments?

Answer: The Service may possibly permit self-checkout for retail and F&B establishments with discussion and specific details that it approves.

Question 3-5: Would the Service permit electric or human powered boat rentals (e.g. canoes) on the lake?

Answer: No, the Service would not permit electric or human powered boat rentals (e.g. canoes) on the lake. 36 C.F.R. § 7.34 does not allow boats on Abbott Lake.

**Service Amendments to Prospectus Documents for Solicitation
No. CC-BLRI004-25**

Inside Cover

The “Notifications of Intent to Propose Due” date was updated from August 5, 2024, to August 9, 2024.

The “Proposals Due” date was updated from August 23, 2024, to August 30, 2024.