

To: All Recipients of the Prospectus, CC-BLRI009-26, to Provide Food & Beverage and Retail Services at Mabry Mill within Blue Ridge Parkway

This notice amends the Prospectus with the following updates and additions. Amendment 1 will be available at <https://www.nps.gov/subjects/concessions/prospectuses.htm>.

In the Prospectus issued June 25, 2025, the National Park Service (“Service”) stated it would respond to questions about the Prospectus if submitted in writing and received by July 24, 2025. 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-BLRI009-26

Question 1: Can multiple organizations submit a proposal together, or does the NPS have any interest in splitting the operations for the site?

Answer: Multiple organizations can submit a proposal together under a singular legal entity identified in the offer as the offeror.

Question 2: Maintenance Plan Page H-9 (c) Sewer indicates that the concessioner's responsibility to maintain sewer lines extends from the building to the grease trap that is in front of the building. Additionally, Maintenance Plan Page H-17 Attachment 1 Deferred Maintenance says we need to cure deferred maintenance associated with 500 LF of sewer lines. While we do not know exactly where the sewer lines are that need replacement, we suspect these contractual requirements might be in conflict because there likely can't be 500 feet of sewer line between the building and grease trap in front of the building or within the footprint of the building. Can you please reconcile this apparent conflict?

Answer: The Park would only ask the concessioner to be responsible for maintaining the sewer system associated with the restaurant/gift shop building up to the grease trap. The grease trap is located approximately 30 feet in front of the building. Specific linear feet of the system is unknown at this time, but the Park could provide an approximate measurement to the new concessioner. The Maintenance Plan was updated to state TBD as the quantity in the deferred maintenance attachment for this asset, and the updated document is posted.

Question 3: Maintenance Plan (Page H-17 Attachment 1 Deferred Maintenance). Can you please show us on the land assignment map the approximate location of the 500 LF of sewer lines that are listed on the Maintenance Plan Page H-17 Attachment 1 Deferred Maintenance table?

Answer: The Park would only ask the concessioner to be responsible for maintaining the sewer system associated with the restaurant/gift shop building up to the grease trap. The grease trap is located approximately 30 feet in front of the building. Specific linear feet of the system is unknown at this time, but the Park could provide an approximate measurement to the new concessioner. The Maintenance Plan was updated to state TBD as the quantity in the deferred maintenance attachment for this asset, and the updated document is posted.

Question 4: Please provide 2024 Mabry Mill revenue for the existing non-profit operator for 2024

Answer: The existing non-profit operator submits aggregated park-wide financial data, and data specific to Mabry Mill is unavailable.

Question 5: When did the non-profit operator start and end operations in 2024?

Answer: In 2024, the current operator operated from May 10-November 3. In 2025, the operation opened April 18 and is expected to end November 11.

Question 6: Please tell us what traffic count location (e.g. 1005, 1006 on website <https://irma.nps.gov/Stats/SSRSReports/Park%20Specific%20Reports/Traffic%20Counts?Park=BLRI>) corresponds to the Mabry Mill location.

Answer: Traffic count station 1004 is the counter near Rocky Knob, closest to Mabry Mill.

Question 7: Insurance Exhibit I states that there is a maximum of 10%/\$50k deductible for property coverage. According to the NPS memo dated February 24, 2025, the NPS is removing the requirement that concession contracts specify deductible and self-insured retention limits. Please clarify if the maximum deductibles apply or if the insurance exhibit will be updated to reflect the updated NPS policy?

Answer: An updated insurance exhibit has been posted to sam.gov and the public website reflecting the change to the NPS policy.

Question 8: Are buildings 225550 and 222255 shown on the Land Assignment – Mabry Mill Map in Exhibit D assigned to the concessioner?

Answer: Yes, the two sheds located in the Back Parking Area (depicted on the map in Exhibit D) will be assigned to the concessioner and are listed in Exhibit E, Assigned Government Personal Property

Question 9: Proposal Package Question PSF2b (Retail) says “Explain how your retail offerings would relate to the Parkway’s interpretive themes presented in Appendix M to this Prospectus. ” Can you please provide Appendix M?

Answer: A link to the themes can be found at <https://www.nps.gov/subjects/concessions/cc-blri009-26.htm>, and is posted to the BLRI009-26 sam.gov website for reference.

Question 10: What is the minimum operating season to keep the public restrooms open? Is it the same as the minimum operating season for the concession overall (Four days / week from May 1 to October 31)?

Answer: Restrooms need to be open whenever the building is open to the public.

Question 12: Are the public restrooms locked at night?

Answer: Yes

Question 13: What are the minimum daily hours the public restrooms must be kept open? Are they the same as the minimum hours the concession must stay open?

Answer: Restrooms need to be open whenever the building is open to the public.

Question 14: When does the NPS anticipate the current Mabry Mill project(s) will be completed?

Answer: The restroom renovation project should be completed before the concession contract begins. Work on the historic mill roof is completed, and the scaffolding is currently being removed.

Question 15: Does the NPS anticipate any more projects on or near Mabry Mill in the near future?

Answer: The pond in front of the historic mill is scheduled to be dredged. The specific timeline is TBD.

Question 16: Is there anything that would prevent us from opening a month earlier (April 1)?

Answer: Opening earlier would be dependent on weather conditions and if the Parkway motor road is open. The Parkway is typically not plowed, sanded, or salted in winter weather. When conditions are unsafe, the road is closed. Also, normally the water system is shut down over the winter. If winterized, opening is dependent on NPS maintenance staff's ability to get the water turned back on (staff availability, potential leak repairs, and passing water quality testing).

Question 17: Is there anything that would prevent us from staying open a month later (November 30)?

Answer: This would be dependent on weather conditions and if the Parkway is open.

Question 18: Is there anything that would prevent us from staying open year-round?

Answer: The Parkway can often have extended periods of road closures in the winter.

Question 19: Can a 501 (c) non profit organization can present a proposal?

Answer: Yes.

Question 20: What is the age of the roof?

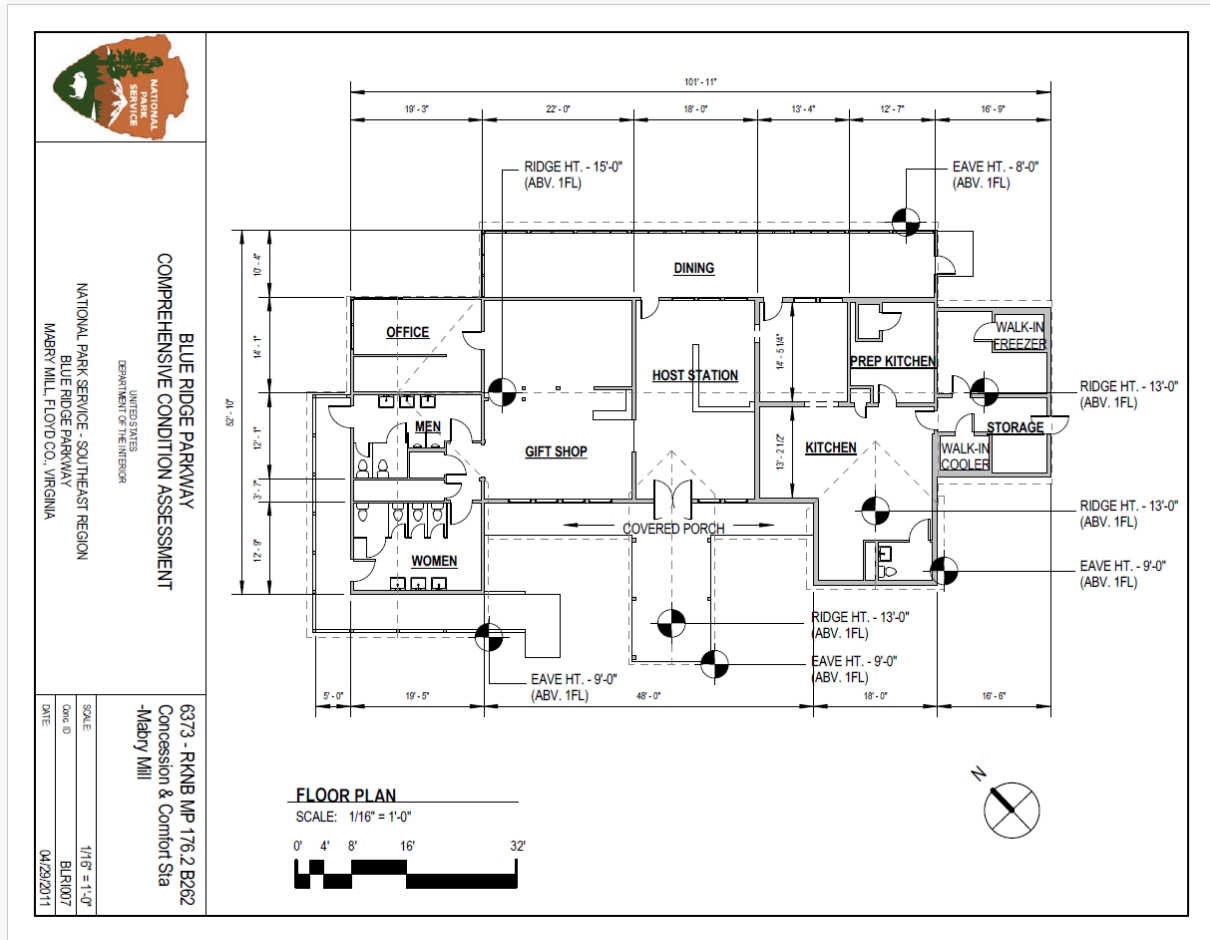
Answer: The roof was Installed in 2000.

Question 21: Is major remodeling of the kitchen and sitting area permitted following the conditions of the prospectus?

Answer: Yes, pending NPS compliance and the conditions in the contract. The park has not proposed any Leasehold Surrender Interest eligible Concession Facilities Improvement Plan as of this time.

Question 22: Can we obtain a copy of the as-built plans for the building?

Answer: As-built plans can be provided to the winning offeror. At this time, the following drawing is available:



Question 23: What is the maximum legal seating capacity for the building?

Answer: The square footage of the building is included in the prospectus documents. Seating capacity will depend on how the square footage is allocated and the style and type of seating provided. Any furniture or obstructions in the room may reduce the available space per person, which could lower the maximum occupancy (for example, bar seating vs table seating).

Question 24: What is the minimum square footage that must be allocated to retail space?

Answer: The park does not have a minimum square footage requirement. This is open for discussion with the new concessioner.

Question 25: Is the building currently equipped with an HVAC system?

Answer: No. The building has a number of electric heaters but does not have a cooling system. When the temperature rose in the past, the incumbent and past concessioners would open windows and run fans.

Question 26: What is the capacity of the building's sewer system?

Answer: 10,800 gallons per day

Question 27: Are water fees included in the concession or lease fees?

Answer: No

Question 28: Would it be possible to include an additional 10-year option in the draft lease or concession agreement?

Answer: No

Question 29: Can the nonprofit's membership structure change during the term of the lease?

Answer: The management of the nonprofit can change, but a change in controlling interest will require NPS approval.

Question 30: Could we have the visitor's data and financial of 2025?

Answer: Traffic count station 1004 is the counter near Rocky Knob, closest to Mabry Mill, and visitor count data can be found at <https://irma.nps.gov/Stats/SSRSReports/Park%20Specific%20Reports/Traffic%20Counts?Park=BLRI>. The existing non-profit operator submits aggregated park-wide financial data, and data specific to Mabry Mill is unavailable.

Question 31: Could you kindly provide additional details regarding SDVOB engagement, requirements, or set-asides associated with this solicitation?

Answer: There are no set-asides for this solicitation. This solicitation is fully competitive.

Question 32: Is it possible to get an estimate on water bill or a history of how much?

Answer: The Business Opportunity includes estimates of utility expenses.

Question 33: Is it possible to switch from electric to propane?

Answer: The park would allow it if all the contract compliance and project requirements were met.

Question 34: Can I do another quick look with my electrical guy?

Answer: After the site visit, prospective offerors can independently visit any publicly available space included in the current operation during public visitor hours.

AMENDMENT NO. 1
SOLICITATION No. CC-BLRI009-26

Exhibit I: Insurance

Insurance – Exhibit I is replaced in its entirety. See updated documentation on <https://www.nps.gov/subjects/concessions/cc-blri009-26.htm> located in Draft and Exhibits. The following amendments have been made:

SEC. 2. LIABILITY INSURANCE, (m) Deductibles/Self-Insured Retentions (p. F-4) is amended by deleting this paragraph:

The Concessioner's self-insured retentions or deductibles on any of the above described liability insurance policies (other than umbrella liability, environmental impairment liability or professional liability, if maintained) may not exceed \$5,000 without the prior written approval of the Director. Deductibles or retentions on umbrella liability, environmental impairment liability and professional liability may be up to \$25,000.

SEC. 3. PROPERTY INSURANCE, (a) Building(s) and Contents Coverage, (7) (p. F-5) is amended by replacing this entire section with the following:

The Concessioner must maintain earthquake coverage at the maximum limit available not to exceed 100% replacement value or its equivalent in whole dollars if the Concession Facilities are located in Seismic Zones Orange or Red.

SEC. 3. PROPERTY INSURANCE, (f) Deductibles (p. F-6) is amended by deleting the following language:

Property insurance coverages described above may be subject to deductibles as follows:

1. Direct damage deductibles must not exceed the lesser of 10% of the amount of insurance or \$50,000 (except flood coverage and earthquake coverage may be subject to deductibles not exceeding 5% of the property value for flood, windstorm and earthquake).
2. Extra expense deductibles (when coverage is not combined with business interruption) must not exceed 72 hours.

SEC. 7. CERTIFICATES OF INSURANCE, (p. F-7) is amended by replacing the first paragraph of this section with the following:

All certificates of insurance required by this Contract must be completed in sufficient detail to allow easy identification of the coverages, limits, deductibles and self-insurance retentions, and coverage amendments that are described above. In addition, the insurance companies must be accurately listed along with their A.M. Best Identification Number ("AMB#"). The name, address, and telephone number of the issuing insurance agent or broker must be clearly shown on the certificate of insurance as well.