

Amendment #2 to the Prospectus for Solicitation Number CC-CALO001-26

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QUESTIONS AND ANSWERS

1. Does the new concession contract grant the holder exclusive rights to ferry service to South Core Banks and Shackleford Banks?

A concession contract does not provide exclusive rights to a service. However, a concession contract must provide a reasonable opportunity for a profit. Therefore, the Park does not intend to issue another concession contract or commercial use authorizations (CUA) for passenger ferry service to South Core Banks (Cape Lookout Lighthouse (LH) area) and Shackleford Banks during the term of this draft concession contract.

Or are there other entities that may also provide this service through Commercial Use Authorizations (CUA) or other permits?

No other entities currently provide passenger ferry service to South Core Banks or Shackleford Banks. Entities provide tours under CUAs. The Park may issue special use permits to entities to conduct research or other related activities.

Please describe in detail, including the number of CUAs, names of CUA holders, and details of the services that are authorized for these other operators.

In 2024, the Park issued 19 CUAs as follows:

- Portsmouth Island Hunting & Guide Service, LLC; hunting and guide service
- Seavision Charters, LLC; guided boat tours for eco-heritage and photographic and film excursions
- Cape Lookout Cabins & Camps Ferry, Inc.; vehicle and passenger ferry service to Great Island and North Core Banks
- Captain Austin's Guide Service; hunting, fishing, and ecotours
- Crystal Coast Ecotours, Inc.; guided ecotours to explore Cape Lookout National Seashore seagrass, barrier islands, horse, birding, and dolphin watching, etc.
- The Surfing Pig, LLC; food service to visitors at Shackleford Banks
- Ridgeback Guide Service, LLC; guided camping service at South Core Banks
- Green River Preserve; summer kayaking camp for students
- Carolina Ocean Studies, Inc.; educational tours for schools
- Seagrass Charters; guided fishing tours
- Tidewater Fishing; fishing charters
- Noah's Ark Fishing Charters, Inc.; fishing charters and ecotours

- Pura Vida Ventures Inc. dba Lookout Cruises; guided tour services on a sailboat
- H2O Captain Eco-Tour Private Boat Excursions; guided environmental tours
- Salty Old Soul Charters, LLC; fishing charters
- Mount Maker Charters; fishing and ecotours
- Slippers, LLC, dba Sea-N-Things Private Excursions; guided ecotours for dolphin and wild horses, and shelling
- Atlantic Beach WaterSports, LLC; jet ski tours
- Portsmouth Island Boat Tours; ferry and tour to Portsmouth Island

2. Does the Service and/or Park limit the number of CUAs that may be granted for ferry Services? If so, please describe these limits and how the Service will go about selecting the operator in the case that more entities request CUAs than are available. Is there a competitive process in that case?

The Park has not limited CUAs for a particular service. See Question 1 for more details concerning CUAs.

3. What are the other CUAs that authorize vessel tours, other than those to South Core Banks and/or Shackleford Banks?

See Question 1.

4. In its estimate of \$30,000 for "Other Personal Property and Inventory" in Exhibit 4 of the Business Opportunity document, did the service include the fuel storage tank and fueling system that is required by the contract? If so, what is the estimate? If not, will the Service please provide?

Yes, the Service estimates the fuel storage tank and fueling system will cost \$15,000.

5. We understand that the Park relies on the concessioner's fueling system at Harkers Island for its vessels and vehicles, is this correct? What is the arrangement between the concessioner and the Park? Please describe any required indemnification and/or special insurance arrangements between the two entities for the future contract.

The fueling system is owned and maintained by the National Park Service (NPS). The Concessioner is assigned a fuel tank by the NPS and is responsible for maintaining it, holding liability insurance for it, and acquiring the fuel for it. The NPS will provide the Concessioner an internet link with password to manage its fuel levels.

6. Please describe the current concessioner's process for fueling the vehicles for the land transportation service. For the UTV rentals? Is there any possibility for the new concessioner to store fuel somewhere on the South Core Banks? Please provide details.

The Concessioner is responsible for acquiring fuel for its vehicles and UTVs to provide the land transportation service and UTV rentals. The Concessioner must transport and store fuel in accordance with all environmental and USCG regulations. The Concessioner may store fuel on the South Core Banks in a location that must be approved by the NPS.

7. The site visit did not include any time actual on land at the South Core Banks, nor were attendees able to see or participate in the required land transportation service. Therefore, we believe this solicitation unfairly advantages the current concessioner because the Proposal Package includes multiple selection factors pertaining to the land transportation service, including the following:

- PSF1a - "Describe your best management practices to protect, conserve, and preserve natural Park resources, keeping in mind the ferries will traverse sensitive coastal waters and the land-based transportation service will be in proximity of cultural resources on the South Core Banks."
- PSF2c - the description of the vehicles/trailers to be used for the land transportation service
- PSF2c - "Describe how passengers with limited mobility will be accommodated when they board at the Lighthouse Area and when they disembark and re-board along the route."
- PSF1b Part 2 - providing visitors with interpretive/educational information

Therefore, to make this solicitation fair for all interested parties, will the Service please remove the above subfactors that reference the and transportation and/or make special note that Offerors are not to include information regarding the land transportation service? If not, why not.

Please see the attached photos and the following video: [Mule Train Route](#). The route shown in the video is the route the Concessioner will use.

8. If the Service will not remove the above-referenced subfactors in fairness to all interested parties, will the Service then please provide EXTREMELY detailed information, including the following:

- Map of land transportation route including distances, times, and stops
- Detailed photos of the land transportation route, including each stop and sights seen along the way
- A video of the land transportation tour, as given by the current concessioner
- Photos of all of the current concessioner's vehicles and trailers approved for use for the required land transportation service
- Specific details on the natural resources encountered during the land transportation service
- Specific details about the cultural resources encountered during the land transportation service
- Specific details about the current concessioner's process for fueling the land transportation vehicles, including any fuel transport or storage
- Operating challenges of the land transportation service
- Any other details.

The Mule Train Route video provided in the answer to Question 7 shows the land transportation route the Concessioner will use. The sand shifts, so the route may change slightly during the term of the contract. Stops are based on the needs of the visitors, so the Concessioner will work with the NPS to determine those. Mile marker map is provided as an attachment.

See the attached photos of the vehicles used by the current Concessioner to conduct the land transportation tour.

See the Park website to become familiar with the natural and cultural resources located at the Park: [Cape Lookout National Seashore \(U.S. National Park Service\)](#)

The Concessioner is responsible for procuring, transporting, and storing fuel tanks to the South Core Banks. The Concessioner may hire a U.S. Coast Guard approved fuel transportation service to transport the fuel tanks or pay the NPS to transport the fuel tanks on NPS vessels.

Operating challenges include unexpected changes in weather to include tropical storms and hurricanes, shifting sand, vehicle and equipment corrosion due to salt water in the air, personal vehicles on the route, endangered species along the route, and high tide.

9. Will the Service please provide estimated dates/months for the following milestones?

- **Contract award notification**
- **Contract start date**
- **First day of operations for concessioner under new contract. What is the anticipated time between contract award notification and first day of operations under the new contract?**

If the contract is awarded to a new concessioner, how long will the new operator have between award notification until they are required to have new and/or interim vessels in operation?

The Service anticipates the contract to be awarded in Fall 2025 with a contract start date of January 1, 2026. The Concessioner must have the appropriate number of vessels to perform passenger ferry service on the first day of the contract. Land transportation service will start March 15, 2026.

10. If a challenger Offeror proposes a fleet of vessels, is awarded the contract, and then subsequently learns that it may purchase different vessels, such as those owned by the outgoing concessioner, will the NPS allow this? Or will the NPS require that the new concessioner only use the vessels it put forth in its proposal?

The Concessioner must provide vessels and vehicles that conform with the requirements specified in the prospectus along with the Draft Contract and its exhibits. Any changes to the vessels and vehicles proposed by the Concessioner must be similar to those proposed by the Concessioner and must be approved in writing by the NPS.

If the Concessioner intends to purchase the vessels of the current Concessioner, it is recommended that this is stated in its offer. The Concessioner should be mindful if the current Concessioner's vessels conform to the requirements specified in the prospectus along with the Draft Contract and its exhibits.

11. For proposed existing vessels to be purchased, will the NPS require any additional information from Offerors beyond what is currently requested in PSF2, Subfactor 2a?

Principle Selection Factor 2 specifies the minimums Offerors must provide. Offerors may provide any additional information it feels is appropriate to respond to the questions.

12. For PSF2a, if all proposed vessel specifications and amenities are otherwise considered equal by the NPS, will a higher/different score be given to an Offeror who has an existing fleet of vessels versus a proposed fleet of newly built vessels? What about an existing fleet versus a proposed fleet of existing vessels to be purchased?

Higher scores will not be given for existing vs purchased vessels (new or used). Scores will be adjusted based on meeting the vessel requirements as specified in the prospectus along with the Draft Contract and its exhibits.

- 13. Are backup vessels required for this contract? If not, why does PSF2a, as amended, request Offerors to include vessel information for “any backup vessels that are used”? It is our understanding that the NPS does not request information in the proposal process regarding services or other aspects of the contract that are not required, and therefore we request that this requirement be removed from the subfactor.**

Backup vessels are not required for this contract. The Park requires three vessels for the operation and one of these vessels may be used as a backup vessel. The Proposal Package is amended to remove the requirement for Offerors to provide backup vessel information.

- 14. For PSF2a, if the Service will not remove the requirement to provide information regarding backup vessel(s), will the NPS give a higher score to an Offeror who proposes and describes backup vessel(s), versus an Offeror who does not propose backup vessel(s)? If so, will the NPS then also award a higher score to an Offeror who proposes three backup vessels versus only one backup vessel?**

The Proposal Package is amended to remove the requirement for Offerors to provide backup vessel information.

- 15. PSF2a, Part 3 requests Vessel Capacity “based on U.S. Coast Guard Certificate of Inspection” – proposed vessels that are to be built will not yet have this certificate, so what should Offerors provide in this case?**

Offerors are to provide documentation that the proposed vessels will be constructed in accordance with U.S. Coast Guard requirements.

- 16. The Service has amended PSF2a to include descriptions of any interim vessels that may be used, however the Service did not increase the page limit for this subfactor. Does the Service expect the descriptions of interim vessels to also be included in the limit of four pages?**

The Service has increased the page limit to 6 pages for Principal Selection Factor 2, Subfactor 2(a). The description of interim vessels must be included in this page limit.

- 17. Is the current concessioner in compliance with all ADA requirements for both vessels and land transportation vehicles/trailers?**

Yes

- 18. What information should Offerors provide for PSF2c if vehicles and/or trailers are either to-be-built or not yet acquired?**

For vehicles and/or trailers that are to be built or not yet acquired, Offerors must provide the information based on the expected specifications of those vehicles, supported by documentation from the manufacturer or vendor showing they are expected to meet all contract requirements.

- 19. Why is Secondary Selection Factor 1, regarding the reduction of waste, the third-most heavily weighted subfactor, after PSF4 and PSF5, and worth 3 points out of 30, or 10% of the total score?**

The weights of Secondary Selection Factor 1, and the other selection factors, are established in accordance with the National Park Service Concessions Management Improvement Act of 1998 (Title IV of Public Law 105-391 and its amendments) and 36 C.F.R. Part 51.

20. Will the NPS provide more details about waste management at the operation and why it is such a critical part of this proposal process? Are there particular problems present?

Waste reduction is an important aspect of environmental stewardship and is a required secondary selection factor per the National Park Service Concessions Management Improvement Act of 1998 (Title IV of Public Law 105-391 and its amendments) and 36 C.F.R. Part 51. The concessioner is responsible for disposing all trash generated from the services provided under the Draft Contract. All trash must be disposed outside of the Park, so no NPS trash cans or dumpsters may be used.

There are no particular problems present.

21. Who owns the docks at Harkers Island? Are the docks assigned to the concessioner as government property? We note that they are not included in Exhibit C or D. If they are assigned to the concessioner, must the concessioner insure the docks? Please provide the insurance replacement value(s). If not, who insures? Please describe any special indemnification and/or insurance arrangements for these docks that are used by multiple entities.

The docks at Harkers Island are owned, self-insured, and maintained by the NPS and are not assigned to the Concessioner. The Concessioner must have liability insurance in case the Concessioner's vessels damage the docks. The Concessioner will acquire, maintain, and use stairs and boarding apparatus that will be Concessioner personal property to load and offload passengers that interface with the NPS docks.

22. Who owns the dock at South Core Banks? Who is responsible for maintaining that dock? Is that dock assigned to the concessioner for use? If so, must the concessioner insure that dock? Please provide the insurance replacement value(s). If not, who insures? Please describe any special indemnification and/or insurance arrangements for these docks that we assume are used by multiple entities.

The dock at South Core Banks is owned, self-insured, and maintained by the NPS and is not assigned to the Concessioner for its use. The Concessioner must have liability insurance in case the Concessioner's vessels damage the dock. The Concessioner will acquire, maintain, and use a rolling ramp that will be Concessioner personal property.

23. We understand that the concessioner will be assigned a 130sq ft space at the Harkers Island Visitor Center for ticketing, and that the NPS will be responsible for maintaining the docks at Harkers Island. Additionally, the Business Opportunity document states that "The Concessioner is not responsible for any Deferred Maintenance or component renewal. Given these factors, it seems that the requirements of Exhibit E: Maintenance Plan for this contract are extremely burdensome. Not only does this exhibit refer to deferred maintenance and component renewal in multiple locations, it requires the concessioner to use a CMMS, submit multiple unnecessary plans and reports (including DM and CR tracking/reporting), Pesticide Management Plans and Reports, etc. Will the NPS please drastically revise this Maintenance Plan to better align with actual maintenance responsibility? If not, why not?

There is no deferred maintenance for this Contract and the Concessioner is only required to repair and maintain assigned facilities per Part B of the Maintenance Plan. The Concessioner is required to develop an Annual Maintenance Plan for its personal property as specified in Part B A) (6) of the Maintenance Plan. Section 3-5 of Part A of the Maintenance Plan is only required as applicable. The Integrated Pest Management Plan, Pesticide Use Report, and other reports specified in the Maintenance Plan are required as applicable.

- 24. Is the current concessioner in compliance with all of the maintenance requirements of its current contract? If not, please provide details.**

Yes

- 25. We appreciate the conservative estimates provided by the NPS in Exhibit 5 Projected Ridership, Year 1 (2026). However, the resulting revenues given in Exhibit 6 Projected Revenue, Year 1 (2026) appear to be approximately 25% higher than the revenues that would be generated using the 2025 rates now charged by the current concessioner. I.e., it is clear that the Service, in its revenue projection, used rates that are about 25% higher than the current rates. Does the Service believe that this operation should have an immediate rate increase of 25% in Year 1? If so, did the Service consider the price elasticity of demand in its analysis using the 25% higher rates to the public?**

Exhibit 5 in the Business Opportunity has been updated to show the appropriate ridership, because it did not include an additional 30% ridership at Harkers Island. Ferry service from Beaufort is an Authorized Service under the Draft Contract, so it should not have been included in the revenue projections. Exhibit 6's revenue is correct and the NPS does not anticipate a 25% rate increase. The updated Exhibit 5 can be found in Amendment 2.

- 26. If ridership dropped in 2024 due to the lighthouse closure, does the Service believe 25% higher rates are warranted? I.e. the visiting public will not get to visit the lighthouse, so does that mean the ferry service should be more expensive? Or rather should it be discounted due to the closure?**

The Service does not anticipate a 25% increase in rates. See Question 25.

- 27. We believe strongly that the Service needs to revisit its franchise fee analysis due to likely decreased demand and an error with the 25% rate increase. Will the Service please re-calculate the franchise fee using a lower projected ridership as well as current rates, rather than significantly higher rates? If not, why not?**

The Service does not anticipate a 25% rate increase. The higher revenue accounts for the Service's assumption that Harkers Island revenue will increase by 30% due to Beaufort not being a Required Service under the Draft Contract. The franchise fee was calculated under this assumption and therefore does not need to be adjusted.

- 28. The published Total revenues for this concessions for 2022 were \$2,778,055 and the Historical Revenue published in the prospectus for 2022 for the Harkers Island Ferry and Land Transportation only was \$1,565,778, with the difference being \$1,212,277. The published TOTAL revenues for this concession for 2023 were \$3,145,848 and the Historical Revenue published in the prospectus for 2023 for the HF Ferry and Land Transportation only was \$1,657,490, with the difference being \$1,488,358. Will the NPS please provide a departmental breakdown of these annual revenue differences of approximately \$1.2 and \$1.5m, respectively? How much of this revenue difference is attributable to the current concessioners required ferry service from Beaufort? How much of this revenue difference is from authorized services, such as UTV rentals, f&b, and retail?**

The revenue differences in both 2022 and 2023 are a result of erroneously including services that will be authorized under the Draft Contract. This includes revenue from the Beaufort ferry service, UTV rentals, food and beverage, and retail. In 2022, the Beaufort ferry service generated approximately \$978,826, contributing around 42% to the total concession revenue.

The other Authorized Services account for 8% of total revenue. In 2023, the difference of \$1.5 million in revenue consists of approximately the same percentages of 42% and 8% of total revenue.

29. What are the annual and monthly passenger boardings from the authorized service originating from Beaufort for the years 2024 & 2023?

See attachments.

30. What are the monthly passenger boardings originating from Harker's island from 2024 and 2023?

See attachments.

31. During the busy period of May 15 to Sept. 15 there are 18 trips per day from HI. Are two vessels to perform the 18 trips, or does one vessel with a quick turnaround work?

The Concessioner is required to provide a minimum of 8 daily departures from Harkers Island. The Concessioner must determine the appropriate mix of vessels and number of trips it will need to handle passenger demand. May thru July is very busy, especially on Memorial Day and 4th of July weekends, and the Concessioner typically transports about 800 passengers from Harkers Island. It does not seem possible to transport that many passengers on those weekends between the hours of 8 am and 6 pm with only one vessel. Please note that the trip to Cape Lookout Lighthouse is a 20-minute ride one-way.

32. The opportunity states "up to 300 passengers per day in the busy period. Is this one way or round trip?

Roundtrip

33. Is there a vessel pump out (sewage) station at the Harker's Island docks?

No

34. Do any of the current docking support structures at HI and CALO belong to the NPS for usage by the Contractor? Items in question are boarding ramps, boarding steps, dock fenders, etc.

The docks at both Harkers Island and South Core Banks are owned by the NPS. The rolling ramp at South Core Banks and the stairs and boarding apparatus at Harkers Island are owned by the Concessioner. See Questions 21 and 22.

35. What is kept in the enclosed tow behind trailer located on Cape Lookout?

The Concessioner keeps its supplies in the tow trailer. These supplies and the tow trailer are personal property owned by the Concessioner.

36. How are the vehicles (transport truck and UTV's) on Cape Lookout refueled on a weekly basis?

The Concessioner is allowed to store fuel containers on the South Core Banks to fuel its vehicles and UTVs. See Question 6.

37. Who manages the docks in the Authorized locations of Beaufort and Morehead City? Are these public entities managed by a City Dockmaster or private piers? Is the NPS able to provide contact information for these managing entities?

The Concessioner is responsible for acquiring a dock at Beaufort and Morehead City if it wants to provide ferry service from these locations. The City of Beaufort manages a dock (public

entity) that is used by the current Concessioner. The City of Beaufort Town Manager can be contacted at (252) 728-2141. The NPS is unsure who manages the dock at Morehead City used by the Concessioner.

- 38. The only place visitors from Harkers Island are dropped off/picked up on Shackleford Banks under the current concession operations is at the beach on the eastside of Shackleford Banks. The draft Operating Plan (Exhibit A at A-5(Sec. 4(B(1)(c))), however, requires the concessioner to drop off/pick up visitors from Harkers Island at two (or potentially more) locations on Shackleford Banks- at the dock and “anywhere on the beach between Shackelford Banks dock and the Beaufort Inlet” (Beaufort Inlet is on the westside of Shackleford Bands).**

For Harkers Island departures, the Concessioner must unload and load passengers on the beach on the east end of Shackelford Banks. For Beaufort and Morehead City departures, the Concessioner must unload and load passengers on the beach on the west end of Shackleford Banks near the Beaufort Inlet.

- 39. Does the draft Operating Plan require the concessioner to drop off/pick up visitors from Harkers Island on the westside as well as the eastside, or just the eastside of Shackleford Banks?**

No, see Question 41.

- 40. In page 5 of the Business Opportunity section of the Prospectus, NPS states that the Draft Contract requires the concessioner to provide tours of “Fort Jefferson.” Because there is no such requirement in the Draft Contract, are we correct that this reference is a typographical error?**

Yes, this is a typo. This entire sentence is removed: “Additionally, the Draft Contract requires the concessioner to provide onboard food and beverage service onboard the ferry, tours of historic Fort Jefferson, equipment rental, and potable water for sale.”

- 41. Can the service provide dock drawings at Harkers Island Visitor Center assigned to the concessioner in plan and profile?**

See attachments.

- 42. Can the service provide drawings of the dock ramp, apron, and shoreside locations where they would prefer visitors to queue for boarding?**

See attachments.

- 43. Can the service provide dock drawings for South Core Banks and Shackelford Banks?**

See attachments.

- 44. The operating plan states that concessioner vehicles are not allowed on the South Core Banks from Jan 1 to March 15th. Please provide further detail on this restriction. Does this mean that concessioner vehicle tours may not be provided? Or that concessioner vehicles may not be driven? Or that concessioner vehicles must be physically removed from the island? Same question as above but relating to UTVs?**

Only emergency vehicles are allowed on South Core Banks during this time frame. Therefore, vehicle tours and UTV rentals are not allowed and concessioner vehicles and UTVs may not be driven. All vehicles and UTVs, including concessioner vehicles and UTVs, must be removed from the Banks. This allows the Banks to renourish after vehicle traffic in the busy season and

provides an opportunity for park staff to clean the parking areas. In addition, winter weather can destroy vehicles leaving debris on the seashore.

45. Can the service provide a list of attendees to the walk through?

The companies that attended the site visit are as follows and are provided as written on the sign-in sheet:

- Island Express
- Seastreak, LLC
- BF Enterprises
- Tour Management Services

46. If 2022 revenue from Harkers Island was 1.3 million and total 2022 concession revenue was 3.1 million, is it correct to assume that approximately 1.7 million or 60% of the total ferry revenue was derived from the Beaufort departure point, which is currently not incorporated into this prospectus? If so, could the Service provide additional information on the 50% revenue growth assumptions for departures from Harkers Island. i.e. what was the methodology used to estimate to how many people are likely to make the extra 30 minute drive from Beaufort to Harkers Island to spend time in the park?

The assumption that approximately \$1.7 million, or 60% of total ferry revenue, was derived from the Beaufort departure point in 2022 is incorrect. The Beaufort ferry service generated approximately \$978,826 in 2022, accounting for about 42% of the total Required Services revenue. In contrast, Harkers Island ferry revenue was approximately \$1,449,544, making up around 52% of the total concession revenue. The remaining revenue came from land transportation and Authorized Services such as UTV rentals, food and beverage sales, and retail operations.

It is not assumed there will be 50% revenue growth for departures from Harkers Island. Rather, it is assumed 30% of Beaufort ridership will shift to Harkers Island upon cessation of the Beaufort ferry service. Note that this cessation may not actually occur. Beaufort ferry service is not a Required Service, but an Authorized Service (under the Draft Contract), so the NPS must make this assumption in the model. However, if Beaufort ferry service is provided, the 30% change in ridership location will not happen.

47. The Op Plan at G) Dock Space states the vessel cannot exceed 14 ft x 50 ft. However, the Business Opportunity states that the vessel cannot exceed 14 ft x 48 ft. Further, does the total length include or exclude engines?

The vessel dimensions provided in the Business Opportunity are correct. The vessel cannot exceed 14 ft x 48 ft. The total length does not include the engines.

48. On page 14 of the Business Opportunity, the estimated revenue number requires clarification: Beaufort departures have historically accounted for 50% of the ridership or more. The business opportunity no longer includes Beaufort, that's clear in the prospectus. What isn't clear is how the revenue and ridership numbers for 2026 align. Is the service assuming that 50% of the riders that would have historically left from Beaufort will make their way to Harker's Island (\$1.5MM + 800K = \$2.3MM per exhibits 8 & 6)? Or, is the service assuming none of the riders that historically left from Beaufort will find their way to Harker's Island (Avg ridership remains between 45-50K

per exhibits 5 & 7)? Or, is the service assuming the ticket price would be raised to \$45 per passenger under CMD?

2023 Harker's Island

Ridership = 56,401

Revenue = \$1,539,064

Ave Ticket = \$27

2026 Harker's Island

Ridership = 45,000-50,000 per Exhibit 5.

Revenue = \$1,900,000 - \$2,200,000

That would give an average ticket price of \$45

Since Beaufort ferry service is an Authorized Service under the Draft Contract, the Service cannot assume this ferry service will be provided. Therefore, the Service assumes in its revenue projections that 30% of ridership will shift to Harkers Island. This projected shift results in a passenger ferry ridership range of 74,000 to 80,000 (see updated Exhibit 5 in Amendment 2), with average fares between \$25.60 and \$27.42 supporting the \$1.9M to \$2.2M revenue range shown in Exhibit 6. See Questions 25-28 and 49 for more details.

Attachment 1
Harkers Island to Shackleford Banks East to South Core Banks Ferry Route



Attachment 2
Harkers Island to Shackleford Banks West Ferry Route



Attachment 3 Harkers Island Dock Ramp Access



Attachment 4
Harkers Island Ferry Wheelchair Ramp



**Attachment 5
Harkers Island Dock Stairs to Deck**

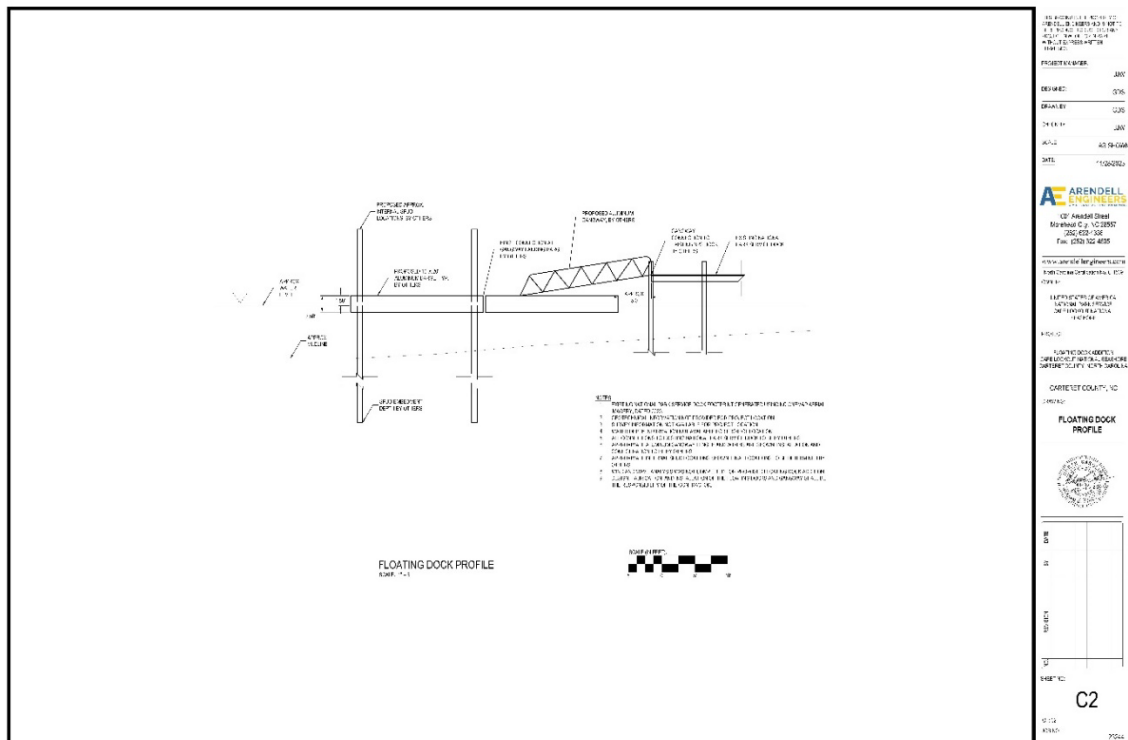


Attachment 6
South Core Banks Dock



Attachment 7

South Core Banks Dock Drawing



Attachment 8
Shackleford Banks East End Beach Landing Area



Attachment 9
Shackleford Banks West End Beach and Dock



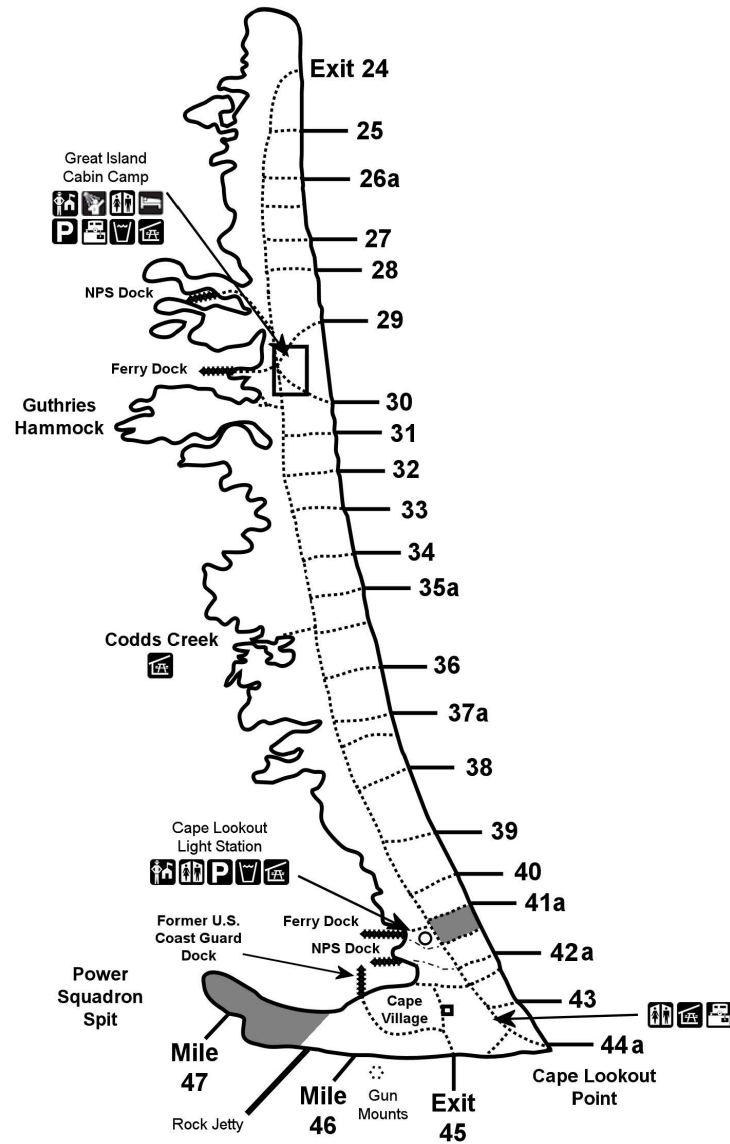
**Attachment 10
Shackleford Banks Dock**



Attachment 11
South Core Banks Mile Marker Map

South Core Banks

Ophelia Inlet



AMENDED PROSPECTUS DOCUMENTS**INSIDE COVER**

The proposal due date has been changed as follows:

Proposals Due: October 15, 2025

BUSINESS OPPORTUNITY**INTRODUCTION, DOING BUSINESS WITH THE NATIONAL PARK, paragraph 5, (p. 5)**

The following sentence is deleted:

Additionally, the Draft Contract requires the concessioner to provide onboard food and beverage service onboard the ferry, tours of historic Fort Jefferson, equipment rental, and potable water for sale.

INVESTMENT ANALYSIS, ESTIMATED INITIAL INVESTMENT, FERRY VESSEL, paragraph 1, (p. 11) is amended as follows:

The Concessioner will use, at a minimum, three vessels to provide passenger ferry services. Two of the vessels will have a minimum capacity to carry 35 passengers and one will have a minimum capacity to carry 13 passengers. The vessels may not exceed a hull size of 48 feet long and 14 feet wide to navigate in the Harkers Island harbor. The Concessioner may propose vessels that have larger passenger capacities, but the vessels may not exceed the maximum vessel size. The Concessioner may propose to use more than three vessels but will need to moor them elsewhere, since the harbor only has capacity to moor three Concessioner vessels. The Concessioner may use one of the three vessels as a backup vessel.

INVESTMENT ANALYSIS, ESTIMATED INITIAL INVESTMENT, OTHER PERSONAL PROPERTY (p. 12) is amended as follows:

The Service estimates the Concessioner will buy a fuel storage tank and fueling system and new office equipment like furniture, computers, file cabinets, etc. needed to conduct administration and support services. The Service estimates these items will cost \$30,000.

INVESTMENT ANALYSIS, MINIMUM WAGE, (p. 13)

The entire MINIMUM WAGE section is deleted.

The Concessioner will follow all provisions of Executive Order 14026 signed 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. The Service considered the full implications of these requirements in the analysis of the minimum franchise fee. Offerors will consider the impacts of these requirements when developing their financial projections. As 29 C.F.R. Part 23 states, the United States Department of Labor will increase the actual minimum wage for federal contractors during

the term of the Draft Contract each year based on the annual change in the Consumer Price Index for Urban Wage Earners and Clerical Workers (CPI-W).

INVESTMENT ANALYSIS, ESTIMATED RIDERSHIP AND REVENUE PROJECTIONS, Exhibit 5. Projected Ridership, Year 1 (2026) (p. 14) is as amended as follows:

Exhibit 5 is replaced with the following:

Exhibit 5. Projected Ridership, Year 1 (2026)

Ridership	Projected Range
Passenger Ferry	74,000 – 80,000
Land Transportation	7,000 – 9,000
Total	81,000 – 89,000

INVESTMENT ANALYSIS, HISTORICAL RIDERSHIP AND REVENUE, Exhibit 7. Historical Ridership, 2021-2023 (p. 14) is amended as follows:

Exhibit 7 is replaced with the following:

Exhibit 7. Historical Ridership, 2021-2023

Year	Beaufort Ferry	Harkers Island Ferry	Land Transportation	Total Ridership
2021	62,621	50,980	7,496	121,097
2022	55,324	43,345	7,268	105,937
2023	48,613	56,401	7,821	112,835

INVESTMENT ANALYSIS, HISTORICAL RIDERSHIP AND REVENUE, Exhibit 8. Historical Revenue, 2021-2023 (p. 14) is amended as follows:

Exhibit 8 is replaced with the following:

Exhibit 8. Historical Revenue, 2021-2023

Year	Beaufort Ferry	Harkers Island Ferry	Land Transportation	Total Revenue
2021	\$1,005,049	\$1,325,045	\$114,293	\$2,444,387
2022	\$978,826	\$1,449,544	\$116,234	\$2,544,604
2023	\$1,213,837	\$1,539,064	\$118,426	\$2,544,604

PROPOSAL PACKAGE

The Proposal Package is replaced in its entirety. Appendix A Proposal Package [Word] is replaced in its entirety. See the updated document at <https://www.nps.gov/subjects/concessions/cc-calo001-26.htm>

PROPOSAL INSTRUCTIONS

The Proposal Instructions document is replaced in its entirety. See the updated document at <https://www.nps.gov/subjects/concessions/cc-calo001-26.htm>

OPERATING PLAN – EXHIBIT A**Sec. 4) Specific Operating Standards and Guidelines, B) Required Visitor Services (1)(c) (p. A-5) is amended as follows:**

- (c) Shackleford Banks drop-off and pick-up locations are located at the Shackleford Banks dock and anywhere on the beach between the Shackleford Banks dock and the Beaufort Inlet.
- For Harkers Island departures, the Concessioner may choose to unload and load passengers from the Shackleford Banks dock or anywhere on the beach between the dock and the Beaufort Inlet.
 - For Beaufort and Morehead City departures, the Concessioner must unload and load passengers on the west side of Shackleford Banks near the Beaufort Inlet.
 - If the Concessioner does not operate out of Beaufort or Morehead City, the NPS may require drop-offs at the west end of Shackleford on an approved area near the current dock.

Sec. 5) Passenger Ferry Service, G) Dock Space (p. A-6) is amended as follows:

The Service will provide dock space to the Concessioner at Harkers Island for up to two mid-size vessels (maximum size must not exceed 14 feet by 48 feet in each slip space) and one smaller vessel (maximum size must not exceed 8 feet by 27 feet in the slip space).

Sec. 5) Passenger Ferry Service, M) Schedule of Operations, (3) Ferry Schedule (f) (p. A-7) is amended as follows:

- (c) The Concessioner will follow the parameters the following schedule defines.

May 15 to September 15	March 1 to May 14	September 16 to November 30	December 1 to February 29
Minimum of 8 daily departures from Harkers Island	Minimum of 5 daily departures from Harkers Island	Minimum of 5 daily departures from Harkers Island	Minimum of 1 daily departure from Harkers Island

Sec. 8) Public Relations, C) Advertisements and Promotional Material, 2) Required Statements (b) (p. A-10) is amended by deleting the following clause in its entirety.

- (b) Advertisements for employment will state that the company is an equal opportunity employer.

Clause (c) Identification (p. A-10) will now become (b) as follows:

- (b) Identification. All advertising material and relevant signage will identify that the Service authorizes Concessioner to operate with a statement like, "The operations conducted within the waters and on the lands of Cape Lookout National Seashore are authorized under a concession contract with the National Park Service." All advertising will clearly show the Concessioner's name, business location, phone number, website, and email address, if applicable.

NONDISCRIMINATION – EXHIBIT B

Replaced in its entirety. See updated documentation on <https://www.nps.gov/subjects/concessions/cc-calo001-26.htm> located in Draft and Exhibits.

MAINTENANCE PLAN – EXHIBIT E**3) PART B – AREA SPECIFIC RESPONSIBILITIES, A) Concessioner Responsibilities, (1) General, (p. E-6) is amended to add the following section:**

11. *Utilities.* Concessioner is responsible for paying the electricity, internet, and phone service used to provide the Required Services under the Contract and used within the Concession Facilities.

4) PART C – CONCESSIONER ENVIRONMENTAL RESPONSIBILITIES, I) Fuel Storage Tanks, (a) (p. E-12) is amended as follows:

- (a) Concessioner must maintain leak detection methods and systems for all fuel tanks, associated equipment like underground and above ground piping, hoses, and dispensing systems that are assigned to Concessioner per Applicable Law. All such methods and systems must be approved by the Service before Concessioner implements them. Concessioner must maintain fuel storage tank system leak detection and maintenance logs and it must make the logs available to the Service on request. The NPS will provide the Concessioner an internet link with password to manage its fuel levels.

INSURANCE – EXHIBIT F

Insurance – Exhibit F is replaced in its entirety. See updated document at <https://www.nps.gov/subjects/concessions/cc-calo001-26.htm> located in Draft and Exhibits. The following amendments have been made.

SEC. 2. LIABILITY INSURANCE, (m) Deductibles/Self-Insured Retentions (F-4) is amended by deleting this entire section that includes 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 this entire section that includes the following:

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, (f) Deductibles (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.