



United States Department of the Interior



NATIONAL PARK SERVICE
INTERIOR REGIONS 6, 7, & 8
1 Denver Federal Center, Building 50
Denver, CO 80225

In Reply Refer To:
Commercial Services
CC-DINOXXX-26

Memorandum

To: All Parties Interested in the Prospectus for *A Concession Business Opportunity to Provide Guided Interpretive Whitewater River Trips within Dinosaur National Monument* (Solicitation No. CC-DINOXXX-26)

From: Erica Harris, Acting Regional Commercial Services Program Lead

Subject: Amendment 2 to the Prospectus and Responses to Questions to Solicitation No. CC-DINOXXX-26

This notice amends the Prospectus and provides responses to the second set of questions received regarding *A Concession Business Opportunity to Provide Guided Interpretive Whitewater River Trips within Dinosaur National Monument* (“Park”) that the National Park Service (“Service”) issued on April 9, 2025, for Concession Contract Nos. CC-DINOXXX-26.

AMENDMENT 2 TO THE PROSPECTUS:

Proposal Instructions

Section 1) line b) is updated as follows (bolded sentences are added):

*b) Offerors must notify the Service of your intent to submit a proposal via email no later than the due date and time shown on the inside cover of this Prospectus for such notice. **The Notice of Intent must state that the Offeror intends to submit a proposal and must identify the specific contract(s) for which it intends to submit a proposal. An Offeror may declare it intends to submit on multiple contracts in one notice as long as each specific contract is clearly identified.** The Service will not accept proposals from entities that do not provide notice on or before the date and time shown on the inside cover of this Prospectus.*

Exhibit B Operating Plan

In Section 2) Part N) sec 1) Entrance Fees, add:

(c) The party responsible for entrance fee payment must carry the receipt (physical or digital) and present it to the Service upon request.

In Section 4) Part D) River Permits, add:

(7) Requesting Location Changes due to Low Water

(a) Requests to change location due to low water flows on the Yampa will be considered if the following apply:

- *The water flow rate at the Deerlodge Park USGS monitoring station is predicted to fall below 1,000 cfs by the date of the launch, as determined by the DINO River Office using currently available data;*
 - *The daily limit for commercial launches on the Green River will not be exceeded.*
- (b) *Requests for changes to location due to low water must be submitted to the DINO River Office by email no more than 14 days in advance of the launch date and will be processed on a first-come, first-serve basis.*

In Section 4) Part E) Cancellations, add:

- (2) *Trips cancelled due to low water on the Yampa River, as defined in Section 4) Part 7) may be cancelled at any time without penalty.*

RESPONSES TO QUESTIONS FROM INTERESTED PARTIES

Glossary of terms used throughout this document:

- **Commercial Services Guide:** refers to the document that can be found on the Commercial Services website at the following link: https://www.nps.gov/subjects/concessions/upload/CS-Guide-Final-Ver-3-FINAL-Updated-12-16-21_508.pdf.
- **Concessioner:** refers to the new concessioner to be awarded the Draft Contract through this solicitation process.
- **Draft Contract:** refers to the new concession contract to be awarded through this solicitation process (CC-DINOXXX-26).
- **Offeror(s):** refers to the entities that submit a proposal in response to the solicitation for the Draft Contract.
- In addition, throughout this document the Service uses terms defined in the Prospectus documents.

Part III. Proposal Package

1. On page 28, subfactor 4(b), 1) Personal Property states: "Using Table 5a, list all currently owned personal property with monetary value equal to or exceeding \$750 that you will use for your operations inside of the Park and provide an estimate of its current value. Unlike Subfactor 4a, do not include any personal property for your operations outside of the park."

Please clarify if this means only personal property physically used inside the Park (watercrafts, groovers, shuttle vehicles, etc.) or if it includes personal property located outside the Park, but used in support of operations within the Park (boat storage, staff housing, etc.)?

NPS Response: *Offerors should include personal property that is located outside the park but is used SOLELY in support of the in-park operations. For example, if a personal property trailer is used for staff housing and used for multiple operations operated by a Concessioner and would not be sold should the Concessioner not retain the contract, do not include that staff housing trailer in the response.*

Part IV. Draft Contract including Contract Exhibits

Exhibit B Operating Plan

1. Regarding Operating Plan Section 2) Part H) sec 2) Guides, line (b): It is acknowledged that both Colorado and Utah state guide requirements are now being used for DNM rather than only Utah, as the previous requirements were. We hope you consider shifting the regulations to be aligned only with the State of Utah requirements as has been traditionally done due to the nature of the differences between river sections in Dinosaur National Monument and Colorado.

NPS Response: *The Service provided a response to this question in Amendment 1, posted to the CC-DINOXXX-26 prospectus website on June 11, 2025. See Amendment 1, question 4. The services required by the Draft Contract take place in both Colorado and Utah. Concurrent jurisdiction requires that concessioners follow both federal and state regulations. The requirement outlined in Operating Plan Section 2) Part H) sec 2) Guides, line (b) will remain.*

2. Regarding Operating Plan Section 2) Part H) sec 3) Trip Leaders, line (a): Due to the nature of our operation, it is difficult to meet the requirement of six trips on whitewater river sections, with at least three of those on the respective river section within the Area as a guide under varied conditions. Can we receive an exception, or can the requirement be adjusted to require a minimum of six trips **in the park** as a guide under varied conditions, with comparable experience as a guide on other rivers substituted for up to three of the requisite six trips, at the discretion of the Concessioner?

NPS Response: *Trip leaders are responsible for the safety of all participants and must have sufficient knowledge and experience to inform decision making, particularly in changing conditions or emergency situations. Although the Yampa and Green Rivers share similarities, each carries unique traits. For example, controlled outflows from the Flaming Gorge Dam create largely dependable conditions on the Green River, while the natural water flows on the Yampa River can lead to highly variable conditions which may surprise those inexperienced with that section of the river. Additionally, each river section has unique topography which creates challenges for communication, evacuation routes, and methods for both. The requirement outlined in Operating Plan Section 2) Part H) sec 3) Trip Leaders, line (a) will remain.*

3. Regarding Operating Plan Section 2) Part N) Entrance, Permit, and Camping Fees, sec 1) Entrance Fees:

- If a guest doesn't have a pass, what happens?

NPS Response: *In accordance with the Operating Plan, if not paying entrance fees for clients, the Concessioner must inform clients of entrance fee requirements and procedures prior to their trip. Should a client arrive without an Annual Pass or proof of entrance fee payment despite the Concessioner informing the client of such requirements, the Service will work with the client to facilitate payment.*

- Do we need proof of payment of fees for all clients, even for clients who choose to pay entrance fees on their own?

NPS Response: *The Service provided a response to this question in Amendment 1, posted to the CC-DINOXXX-26 prospectus website on June 11, 2025. See Amendment 1, question 7. The responsibility for showing proof of entrance fee payment lies with the party which paid the entrance fee. Depending on how the concessioner has structured their service offering,*

this could be the concessioner OR the client. Operating Plan Section 2) Part N) Entrance, Permit, and Camping Fees, sec 1) Entrance Fees has been updated accordingly.

Concessioners should note that it is up to the concessioner to determine if 1) the concessioner will be paying entrance fees for all clients as part of its service offering (included in the trip rate) or 2) clients will be responsible for paying their own entrance fees. Information regarding responsibility for entrance fee payments should be disclosed at the time a trip is booked.

- Is a photocopy of these receipts acceptable?

NPS Response: *No, a valid physical or digital receipt must be available for Service staff to evaluate.*

- Will a photocopy of an annual pass be an acceptable proof of payment for our guests?

NPS Response: *No, a valid physical or digital pass must be available for Service staff to evaluate.*

4. Operating Plan Section 4) Part A) sec 4) Requesting Changes to Launch Calendar, line (a) states: “After the high-use season, the Service will consider proposals from Concessioners who wish to exchange specific launch dates in the upcoming year, as identified in the commercial launch calendar. Concessioners may submit requests to adjust launch dates between October 1 and March 31 only.” Consider removing the current deadline of March 31 for launch date exchanges and instead allowing concessioners to propose and finalize exchanges throughout the entire calendar year.

NPS Response: *The Service provided a response to this question in Amendment 1, posted to the CC-DINOXXX-26 prospectus website on June 11, 2025. See Amendment 1, question 10.*

5. Regarding Operating Plan Section 4) Part A) sec 4) Requesting Changes to Launch Calendar: There is no way of knowing when the Yampa River will be running on March 31 and we need the ability to change, trade, and adjust during the season. We currently have the opportunity to switch to a Gates of Lodore launch if there is no water in the Yampa River. How will the new Operating Plan deal with this situation?

NPS Response: *The Service has historically attempted to make reasonable accommodations for requests to change river locations when possible without exceeding daily launch limits in the new location, and will continue to do so. Operating Plan Section 4) Part D) sec 7) Requesting Changes due to Low Water has been added to clarify procedures for requesting such changes.*

6. Operating Plan Section 4) Part B) Low-use Season Allocations sec 1) states: “The Concessioner is entitled to request a low-use season launch date. Requests must be submitted between October 1 and January 31. The Concessioner may request an additional low-use date after is has used its first launch. Low-use season launches do not count against the Concessioner’s high-use allocation.” Why is there a specific date and timeline associated with this? Consider allowing low-use season launch requests to be submitted up to two weeks before the start of the high-use season and throughout the high-use season for the fall low-use season.

NPS Response: *The Service provided a response to this question in Amendment 1, posted to the CC-DINOXXX-26 prospectus website on June 11, 2025. See Amendment 1, question 11.*

7. Regarding Operating Plan Section 4) Part B) Low-use Season Allocations sec 1): We acknowledge that low-use training trips do not require an assigned launch and can be requested at any time during the low-use season. Requiring concessionaires to book low-use season launches for Commercial trips nine months in advance is extremely difficult in today’s market. Is there any

way to reserve some low-use season launches for commercial use or make available any unused private launches within that season for commercial outfitters that can be picked up closer to the launch date?

NPS Response: *As stated in the NPS response in Amendment 1, question 11, the Service has a defined request period for low-use season launches to ensure concessioners have an opportunity to secure at least one low-use season launch prior to the public release of launches in early March. In accordance with the Operating Plan, a concessioner may request an additional low-use season launch after using its first launch, but the Service makes no guarantee that launches will be available. In accordance with the Dinosaur National Monument River Management Plan, launches will not be set aside for commercial use during the low-use season.*

8. Regarding Operating Plan Section 4) Part D) sec 6), line c) Assigned Campsites: Our campsite changes are not only due to preference, but usually for guest safety or interpretive reasons. The Park Service could help us fulfill the interpretive goals of their themes by assigning unused camps that provide a greater opportunity for interpretation and/or safer access. A seven- to fourteen-day advance notice of changes could help avoid any conflicts.

NPS Response: *The Service provided a response to a similar question in Amendment 1, posted to the CC-DINOXXX-26 website on June 11, 2025. See question 12. There are generally no unused campsites available. The requirement outlined in Operating Plan Section 4) part D) sec 6) line c) Assigned Campsites, will remain.*

9. Operating Plan Section 4) Part E) Cancellations sec 1) states: “The Concessioner must notify the River Program Office of trip cancellations at least 14 days prior to the launch date.” Consider cancellations seven days before the launch date since those launches are not reallocated.

NPS Response: *The Service provided a response to this question in Amendment 1, posted to the CC-DINOXXX-26 prospectus website on June 11, 2015. See question 12.*

10. We acknowledge that 14 days’ notice is sufficient notification for cancellation (Amendment 1, question 13). If 14 days’ notice of cancellation is sufficient notice for cancelling trips, can we apply this time frame to other aspects of the launch calendar, including campsite requests, launch exchanges, low-use launch requests, etc?

NPS Response: *The Service acknowledges the desire for a consistent timeline for all requests and/or notifications. However, the Service requires more than 14 days to process actions such as changes to location or duration of launches. All established timelines for request and/or notifications will remain.*