



United States Department of the Interior

NATIONAL PARK SERVICE
INTERIOR REGIONS 6, 7, & 8
12795 West Alameda Parkway
P.O. Box 25287
Denver, Colorado 80225-0287



IN REPLY REFER TO:
Commercial Services Program
CC-GRTE009-24

Memorandum

To: All Requesters of the Prospectus for a Concession Business Opportunity to Provide Guided Mountain Climbing and Climbing Instruction, Ski Mountaineering and Other Services

From: Commercial Services Program Lead, Interior Regions 6, 7, & 8 JENNIFER PARKER Digitally signed by JENNIFER PARKER
Date: 2023.08.24
13:16:51 -06'00'

Subject: Amendment 1 and Responses to Questions Regarding the Prospectus for Solicitation CC-GRTE009-24

This notice amends the Prospectus and provides responses to questions received regarding *A Concession Business Opportunity Guide Services in Grand Teton National Park* ("Park"), that the National Park Service ("Service") issued on July 18, 2023, for Concession Contract No CC-GRTE009-24.

AMENDMENT 1 TO THE PROSPECTUS

Business Opportunity

Rates, Original Page Number, Page 11

Delete:

Rates

The Service approves rates for climbing instruction using either Comparability or the Competitive Market, depending on activities. For more information see the Draft Contract Operating Plan, Exhibit A, and the National Park Service Rate Administration Guide ("Rate Administration Guide"). A copy of the Rate Administration Guide is available on the Commercial Services website at <https://www.nps.gov/subjects/concessions/rate-administration.htm>.

Current Approved Rates for Required Services

Approved rates for the 2022 season:

Activity	2022 Approved Rate Per Person*
Climbing Instruction	\$213.00 - \$237.00
One-Day Climb – Less Technical	\$402.00- \$447.00
One-Day Climb – Technical	\$487.00- \$542.00
Grand Teton Climb and other Summits	\$450.00- \$500.00
One-Day Backcountry Skiing	\$393.00- \$437.00
One-Day Ski Mountaineering	\$487.00- \$542.00

*Per person rate may vary based on group size and length of tour.

Replace with:

Rates

The Service approves rates for climbing instruction using either Comparability or the Competitive Market, depending on activities. The Concessioner must submit in writing a request for its initial rates for "core" services and provide notice of its anticipated rates for "non-core" services within 30 days following the Contract's effective date. For more information see the Draft Contract Operating Plan, Exhibit A, and the National Park Service Rate Administration Guide ("Rate Administration Guide"). A copy of the Rate Administration Guide is available on the Commercial Services website at <https://www.nps.gov/subjects/concessions/rate-administration.htm>.

Rates for 2022:

Activity	Rates*
Climbing Instruction	\$213.00 - \$237.00
One-Day Climb – Less Technical	\$402.00- \$447.00
One-Day Climb – Technical	\$487.00- \$542.00
Grand Teton Climb and other Summits	\$450.00- \$500.00
One-Day Backcountry Skiing	\$393.00- \$437.00
One-Day Ski Mountaineering	\$487.00- \$542.00

*Rates shown are estimates based on the most recent rate approval and may vary based on group size and length of tour.

Draft Contract

SEC. 10. FEES, Original Page Number, Page 11

Delete:

(1) For the term of this Contract, the Concessioner shall pay to the Director for the privileges granted under this Contract a franchise fee equal to [Franchise Fee alpha number] percent ([Franchise Fee numeric number] %) of the Concessioner's gross receipts for the preceding year or portion of a year.

Replace with:

(1) For the term of this Contract, the Concessioner must pay to the Director for the privileges granted under this Contract a franchise fee as set out below for the preceding year or portion of a year (with each such year commencing on January 1):

____ % of Gross Receipts for Gross Receipts from \$0 to \$500,000; plus
____ % of Gross Receipts for Gross Receipts from \$500,001 to \$1,000,000; plus
____ % of Gross Receipts for Gross Receipts from \$1,000,001 to \$1,500,000; plus
____ % of Gross Receipts for Gross Receipts greater than \$1,500,000

Exhibit A Operating Plan

Exhibit A Operating Plan Sec 3 B) (2) Rate Methods, Original Page Number, A-2

Add:

(f) Transportation. The Service will approve rates for required and authorized services using the Comparability rate method.

Exhibit A Operating Plan Sec 3 B) (3) Rates Approval, Original Page Number, A-2, A-3

Delete:

(a) Annual Rate Requests. The Concessioner must submit, annually, in writing to the Superintendent, rate requests for "core" services by first Monday in September and provide information to justify the requested rate.

(a) Rate Review of Non-core and CMD Rates. The Superintendent has determined that market forces outside the Area provide competitive pricing for the non-core rooms, and the CC-GRTE009-24 Exhibit A: Operating Plan Page A-3 Concessioner is permitted to set and change prices in a free market. However, the Rate Administration Guide states that non-core rates are "...subject to review to ensure that they remain reasonable in comparison to similar services offered outside the Park." Therefore, the Concessioner may adjust rates of non-core rooms without the specific approval of the Superintendent, but rates will be subject to review to ensure they remain reasonable in comparison to similar services offered outside the Area. Furthermore, the Service will annually review the CMD method of rate approval to ensure that significant changes have not occurred in the marketplace necessitating use of another rate approval method. The Superintendent may rescind the use of CMD with 30 days advanced notice if he/she determines that the competitive situation has changed.

Replace with:

(b) Annual Rate Requests. The Concessioner must submit, annually, in writing to the Superintendent, rate requests for "core" services by first Monday in September and provide information to justify the requested rate.

(c) Rate Review of Non-core and CMD Rates. The Superintendent has determined that market forces outside the Area provide competitive pricing for the non-core guided activities, and the Concessioner is permitted to set and change prices in a free market. However, the Rate Administration Guide states that non-core rates are "...subject to review to ensure that they remain reasonable in comparison to similar services offered outside the Park." Therefore, the Concessioner may adjust rates of non-core guided activities without the specific approval of the Superintendent, but rates will be subject to review to ensure they remain reasonable in comparison to similar services offered outside the Area. Furthermore, the Service will annually review the CMD method of rate approval to ensure that significant changes have not occurred in the marketplace necessitating use of another rate approval method. The Superintendent may rescind the use of CMD with 30 days advanced notice if he/she determines that the competitive situation has changed.

Exhibit A Operating Plan Sec 4 C) Backcountry Land Assignment (1)(b), Original Page Number, Page A-16

Delete:

(b) The Concessioner must ensure the ground disturbance at the Lower Saddle campsite is limited to the smallest area possible to reduce disturbance to the location and by using minimum impact camping techniques. Tents and foot traffic must be restricted to previously disturbed areas. The Concessioner must utilize camouflage tent flies or netting to minimize evidence of campsite.

Replace with:

(b) The Concessioner must ensure the ground disturbance at the Lower Saddle campsite is limited to the smallest area possible to reduce disturbance to the location and by using minimum impact camping techniques. Tents and foot traffic must be restricted to previously disturbed areas. The Concessioner must try to camouflage tents and tent flies to minimize the visual impact of the campsite.

Exhibit A Operating Plan Sec 4 E) Routes and Allocations (2)(a), Original Page Number, Page A-17

Remove from E)(2)(a) Summer (June 15 through Labor Day):

(a) One-day Grand Teton ascents allocation. The total number of clients per year that may be guided under this concession contract is fifty (50), including winter ski mountaineering ascents, not including guides.

Relocate to E)(2):

(2) One-day Grand Teton ascents allocation. The total number of clients per year that may be guided under this concession contract is fifty (50), including winter ski mountaineering ascents, not including guides.

Exhibit A Operating Plan Sec 4 G) (1) Summer Transportation, Original Page Number, Page A-18

Delete:

(1) Summer Transportation. The Concessioner must provide transportation for its guided mountain climbing trips to the Lupine Meadows Trailhead area from the Concessioner's parking lot within its land assignment.

(a) Clients and guides utilizing the Lupine Meadows Trailhead may not park outside the Concessioner's land assignment parking lot and parking is prohibited in the South Jenny Lake parking lots.

(b) The Service may make additional client parking available at the west end of the Craig Thomas Discovery and Visitor Center parking lot if requested by the Concessioner in advance.

(c) Transportation to trailheads other than Lupine Meadows is not required.

Replace with:

(1) *Summer Transportation.* The Concessioner must provide transportation for its guided mountain climbing trips to the Lupine Meadows Trailhead area from the Concessioner's parking lot within its land assignment.

(a) The Service will allow the Concessioner to use the Lupine Meadows Trailhead parking area from 6:00pm to 7:00am for its concessioner vehicles; otherwise, Concessioner use of this parking area is prohibited. This allowance is subject to change as authorized by the Service.

(b) The Concessioner, its guides, and its clients, are prohibited from using the South Jenny Lake parking lots to access the Lupine Meadows Trailhead.

(c) The Service may make additional client parking available at the west end of the Craig Thomas Discovery and Visitor Center parking lot if requested by the Concessioner in advance.

(d) Transportation to trailheads other than Lupine Meadows is not required. The Concessioner may choose to provide transportation of its guides and clients to other Area trailheads when providing required or authorized services.

Exhibit E Maintenance Plan 3) Part B (B) (12) Backcountry Land Assignment, Original Page Number, Page E-10

Delete:

(c) The Concessioner must utilize camouflage tent flies or netting to minimize evidence of the campsite.

Exhibit F Insurance Requirements, Original Page Number, Page F-3, F-4

Delete:

(k) Professional Liability, e.g. dive instructor, massage therapist (if applicable)	
Each Occurrence Limit	\$ Click here to enter text
Aggregate Limit	\$ Click here to enter text

Replace with:

(k) Professional Liability, e.g. dive instructor, massage therapist (if applicable)	
Each Occurrence Limit	\$ N/A
Aggregate Limit	\$ N/A

Exhibit F Insurance Requirements, Original Page Number, Page F-5

Delete:

(b) Boiler and Machinery/Equipment Breakdown Coverage

Replace with:

(b) Boiler and Machinery/Equipment Breakdown Coverage (Not Applicable)

Responses to Questions from Interested Parties [Entities]:

Below please find the Service responses to questions regarding the CC-GRTE009-24 Prospectus.

Business Opportunity

1. Business Opportunity document page 6, Operating Plan page A-14, and Operating Plan page A-19 related to client transportation to Trailheads. Our understanding is that transportation to trailheads other than Lupine Meadows is not required, however we would like confirmation of this and consistency throughout the documents.

Service Response: *The Draft Contract requires the Concessioner to transport its clients and guides to the Lupine Meadows trailhead. The Service confirms that transportation to other Area (Park) trailheads is not required but the Concessioner may choose to transport its guides and clients to other Area (Park) trailheads for a fee when providing required or authorized services. Refer to the Draft Contract Exhibit A Operating Plan Sec.4) G) Transportation.*

2. Business Opportunity document page 9. The rates stated do not match the actual 2022 approved rates. Additionally, there is no indication that core activities are also provided privately to individuals and parties who do not want to climb in groups. When provided on a private basis, a private premium applies to the core rate. We would like confirmation that currently approved rates, or any rates that are approved for 2023 will be the basis for a 2024 rate approval.

Service Response: *See Prospectus Amendments (above) to the Business Opportunity. The Concessioner will follow Rate Approval processes for its initial rate request as outlined in Draft Contract Exhibit A Operating Plan Sec.3)B) Rate Determination and Approval Process, so 2022 rates are just for reference.*

3. Business Opportunity document page 9. As operating expenses are significantly increased in the draft contract (property insurance requirements, transportation and associated insurance and staffing, concession fees, maintenance costs, etc.), we would like confirmation that increased rates will be approved for 2024 to cover some/all of these increased expenses.

Service Response: *The Service will review Concessioner rate requests according to rate process outlined in the Draft Contract Exhibit A Operating Plan Sec.3)B)(3)(a) Initial Rate Request and Notice.*

4. Business Opportunity document page 9. As transportation is a new requirement and space is allocated in the prospectus financial spreadsheets for transportation income/expenses, we would like confirmation that a rate for client transportation will be approved. The proposed rate is \$25 per person.

Service Response: *The Concessioner may develop its own estimate of income/expenses attributed to this required service in response to Principal Selection Factor (PSF)4. The Service will review the Concessioner's initial rate requests according to rate process outlined in the Draft Contract Exhibit A Operating Plan Sec.3) B) Rate Determination and Approval Process. See Prospectus Amendments (above) to the Draft Contract Exhibit A Operating Plan Sec.3)B)(2)(f) Transportation for more information on the rate method that will apply to this service.*

5. Business Opportunity document – page 8. We are requesting either a greater number of user days, or the reallocation of the 2400 user days allocated between the two contracts.

Service Response: The Service will not consider a change. This allocation is set based on Park compliance documentation. Because allocations are based on Park planning, the Service does not anticipate any adjustments to allocations during the term of the Draft Contract.

Draft Contract

6. Draft Contract page 4. Section 3, item b1. We would like this statement to reflect that housing for employees will be provided based on availability within the requirements stated in the Operating Plan page A-7, item 9d.

Service Response: The requirement in the Draft Contract Sec. 3(b)(1) corresponds to the conditions of the Draft Contract Exhibit A Operating Plan, including Sec 3)E)(9) Employee Housing.

7. Draft Contract page 11. Section 10, item a1 is unclear and inconsistent with other references to required concession fees. We would like clarification regarding the meaning of this statement.

Service Response: See Prospectus Amendments (above) to the Draft Contract Sec.10. Fees.

Exhibit A Operating Plan

8. Operating Plan page A-16 and Maintenance Plan page E-10. We use high quality, durable mountaineering tents to minimize the need to replace them and the associated environmental impact. Additionally, we use single wall tents (no flies) that can withstand the extreme weather at the lower saddle (public tents are often destroyed by wind and weather). Single wall mountaineering tents are not made in camouflage, and it is highly unlikely that camouflage tent flies of this quality are available. We would like confirmation that if unavailable, this requirement can be eliminated.

Service Response: See Prospectus Amendments (above) to the Draft Contract Exhibit A Operating Plan Sec 4 C) Backcountry Land Assignment. This requirement is removed from the Draft Contract Exhibit E Maintenance Plan.

9. Operating Plan page A-17. We would like to understand the reasoning behind this limit and the opportunity to continue to work as a partner to the park in addressing concerns and issues. We are requesting consideration of the Moose-Wilson Corridor user day allocation for the following reasons: There is no reason given for this restriction, however if the restriction is due to road/parking congestion, We would like an opportunity to address the issue by providing transportation. Alternately, could the Moose-Wilson Corridor map be amended to allow an approach from Bradley Taggart parking lot to ski Wimpy's and Albright. Wimpy's and Albright allow the Concessioner the ability to disperse our clients throughout the backcountry to prevent crowding and lessen the impact to the non-guided public.

Service Response: The Service will not consider a change. Maximum allocations for the Moose-Wilson Corridor are assigned to the Draft Contract. This allocation is set based on the Park's Moose-Wilson Corridor Final Comprehensive Management Plan / Environmental Impact Statement (EIS) and associated Park compliance documentation. Because allocations are based on the EIS and Park planning, the Service does not anticipate any adjustments to allocations

during the term of the Draft Contract. The current management strategy involves monitoring visitor use and the condition of resources in the backcountry, managing public use when necessary, and reviewing management policies and actions to achieve defined management goals.

10. Operating Plan page A-17. We are requesting that the limit remain 50 climbs rather than 50 clients. We are requesting consideration of the 50-client limit on one-day Grand Teton climbs for the following reasons: This is a change from the current limit of 50 one-day Grand Teton climbs, some of which are done at a 2 client to 1 guide ratio. For a client to be approved for a one-day Grand Teton climb, they must be an efficient climber and a fast hiker. These groups typically climb ahead of all other parties and are on and off the mountain with little interaction with other parties. Concessioner guides can efficiently guide 2 qualified clients with negligible additional impact on route congestion or to the mountain environment.

Service Response: *The Service will not consider a change. Maximum allocations are assigned to the Draft Contract. This allocation is set based on Park compliance documentation. This allocation is unchanged from use limits for One-Day Grand Teton ascents contained in the existing contract. Because allocations are based on Park planning, the Service does not anticipate any adjustments to allocations during the term of the Draft Contract. See Prospectus Amendments (above) to the Draft Contract Exhibit A Operating Plan Sec 4 E) Routes and Allocations (2) for changes to clarify the limit applies year-round.*

11. Operating Plan page A-18. We are requesting an allowance for the Concessioner to park at the Lupine Meadows Trailhead between 6:00 pm and 8:00 am.

We are requesting consideration of the parking restriction at the Lupine Meadows Trailhead for the following reasons: One-day Grand Teton climbs and other big mountaineering objectives typically depart between midnight and 2:00 am. Transportation to the trail head by anyone other than the guide is not feasible. Occasionally, due to unforeseen circumstances, climbing parties return to the trailhead very late and therefore a pickup is not feasible. Evening and overnight parking at the Lupine Meadows Trailhead is not a current problem and an allowance to park during these hours would have no impact on park visitors.

Service Response: *See Prospectus Amendments (above) to the Draft Contract Exhibit A Operating Plan Sec 4 G) (1) Summer Transportation.*

Exhibit F Insurance Requirements

12. Insurance page F-5. We are requesting that item b (Boiler and Machinery/Equipment Breakdown Coverage) be removed from the requirements as no machinery/equipment requiring this coverage is in use.

Service Response: *See Prospectus Amendments (above) to the Draft Contract Exhibit F.*