



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-GRTE012-24

Memorandum

To: All Requesters of the Prospectus for a Concession Business Opportunity to Provide Guided Mountain Climbing and Climbing Instruction, and Ski Mountaineering in Grand Teton National Park

From: Commercial Services Program Lead, Interior Regions 6, 7, & 8 **JENNIFER PARKER** Digitally signed by JENNIFER PARKER
Date: 2023.08.24
13:17:21 -06'00'

Subject: Amendment 1 and Responses to Questions Regarding the Prospectus for Solicitation CC-GRTE012-24

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-GRTE012-24.

AMENDMENT 1 TO THE PROSPECTUS

Business Opportunity

Allocations and Route Restrictions, Original Page Number, Page 7

Delete Row 4 Guided Mountain Climbing/Climbing Instruction in the table Allocations and Route Restrictions:

Required Service	Location	Restriction	Applicable Season
Guided Mountain Climbing/Climbing Instruction	Corbet High Camp	Maximum of 16 people, per day, not to exceed 12 clients	June 15 through Labor Day

Replace Row 4 Guided Mountain Climbing/Climbing Instruction in the table Allocations and Route Restrictions with:

Required Service	Location	Restriction	Applicable Season
Guided Mountain Climbing/Climbing Instruction	Corbet High Camp	Maximum of 18 people, per day, not to exceed 12 clients	June 15 through Labor Day

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	\$260.00
One-Day Climb – Less-Technical	\$420.00 - \$515.00
One-Day Climb – Technical	\$459.00 - \$575.00
Grand Teton Climb and other Summits	\$525.00 - \$720.00
One-Day Backcountry Skiing	\$385.00 - \$505.00
One-Day Ski Mountaineering	\$459.00 - \$585.00

*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	\$260.00
One-Day Climb – Less-Technical	\$420.00 - \$515.00
One-Day Climb – Technical	\$459.00 - \$575.00
Grand Teton Climb and other Summits	\$525.00 - \$720.00
One-Day Backcountry Skiing	\$385.00 - \$505.00
One-Day Ski Mountaineering	\$459.00 - \$585.00

*Rates shown are estimates, per person, 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, Page Number A-2

Add:

(d) Transportation (Authorized Service). If the Concessioner chooses to provide this service, the Service will approve rates using the Comparability rate method.

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

Delete:

(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 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:

(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)(a), Original Page Number, Page A-13

Delete:

(a) The Corbet High Camp has a maximum daily capacity of 16 persons, in a ratio of clients to guides determined by the Concessioner, but not to exceed 12 clients.

Replace with:

(a) The Corbet High Camp has a maximum daily capacity of 18 persons, in a ratio of clients to guides determined by the Concessioner, but not to exceed 12 clients.

Exhibit A Operating Plan Sec 4 C) Backcountry Land Assignment (1)(b), Original Page Number, Page A-13

Delete:

(b) The Concessioner must ensure the ground disturbance at the Corbet High Camp 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 Corbet High Camp 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-14

Remove from Summer E)(2)(a) (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 ten (10), 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 ten (10), including winter ski mountaineering ascents, not including guides.

Exhibit E Maintenance Plan

Exhibit E Maintenance Plan 3) Part B (A) (1) Backcountry Land Assignment, Original Page Number, Page E-5

Delete:

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

Exhibit F Insurance

Exhibit F Insurance Requirements Sec 3. Property Insurance, Original Page Number, Page F-4

Delete:

(a) Building(s) and Contents Coverage

Replace with:

(a) Building(s) and Contents Coverage (Not Applicable)

Responses to Questions from Interested Parties [Entities]:

Below please find the Service responses to questions regarding the CC-GRTE012-24 Prospectus.

Business Opportunity

1. Will the Concessioner be allowed to charge a rate if they choose to provide Transportation as an authorized service?

Service Response: Yes, see Prospectus Amendments (above) to the Draft Contract Exhibit A Operating Plan Sec.3) B)(2)(d) Transportation (Authorized Service)for more information on the rate method that will apply to this service.

2. What is the Rate Approval Process?

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 the Draft Contract Exhibit A Operating Plan Sec.3) B) Rate Determination and Approval Process, so 2022 rates are just for reference.

Draft Contract

3. The Franchise Fee is identified as a single ___% fee; however, the Business Opportunity lists multiple fees based on revenue thresholds. Can you clarify?

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

Operating Plan

4. Climbing class locations (page A-9, Operating Plan): Climbing classes are currently limited to boulders on the “morainal ridge northwest of the Cathedral Group Turnout.” The boulders here are less than twenty feet high. May we conduct classes at other locations?

Service Response: The Draft Contract Exhibit A Operating Plan identifies the location currently authorized to conduct guided climbing instruction. The Service has no plans to evaluate new or additional authorized location(s) currently. However, the Service may consider authorizing additional location(s) during the term of the Draft Contract and any new locations are subject to Service environmental compliance reviews, as required, and future approved Area plans. Any new location(s) may be subject to new conditions of use and requirements that introduce new restrictions on routes or allocations and implementing best management practices in authorized areas of operation.

5. Backcountry days (page A-8, Operating Plan): The concessioner’s overnight stays are limited to a total of 120 between June 15 and Labor Day. During the term of this contract, Park total visitation has risen from 2.7 million in 2013 to over 3.8 million in 2021. Will allocations for overnight stays increase during the term of the Contract?

Service Response: The Service will not consider a change. This allocation is unchanged from use limits on overnight stays contained in the existing contract. Allocations are set based on the Park’s Backcountry Management Plan and associated 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.

6. One-Day ascents (page A-9, Operating Plan): Will the number of one-day Grand Teton ascents increase during the term of the Draft Contract? Currently only ten (10) are allowed.

Service Response: *The Service will not consider a change. Maximum allocations are assigned to the Draft Contract. Allocations are 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 adjustment to allocations during the term of the Draft Contract. See Prospectus Amendments (above) to the Draft Contract Exhibit A Operating Sec 4 E) Routes and Allocations (2) for changes to clarify the limit applies year-round.*

7. High camp totals (page A-9, Operating Plan): Guiding is changing. For various reasons—trends in American Mountain Guides Association training and risk management among them—we operate at a three to one (3:1) guest to guide ratio much less frequently than we did ten years ago. The total capacity of the Corbet High Camp is sixteen, with a guest limit of twelve. Can the total limit increase to eighteen to facilitate aligning the camp capacity with a ratio of two guests per guide (2:1 ratio)?

Service Response: *See Prospectus Amendments (above) to the Business Opportunity and Draft Contract Exhibit A Operating Plan Sec. 4 C) Backcountry Land Assignment for changes to the maximum camp occupancy.*

8. The Owen Spalding route (page A-9, Operating Plan): Often guides must make decisions during their ascents to better match the abilities of guests with the terrain especially when weather and other conditions are in flux. The current operating plan precludes the decision to move to the Owen-Spalding Route when, in the judgment of the guide, it is the better option in managing risk while maintaining the visitor experience. Will the Draft Contract allow the Concessioner to occasionally redirect its guests to the Owen Spalding route when conditions warrant?

Service Response: *No. Per the Draft Contract Exhibit A Operating Plan, climbs on the Owen-Spalding route are not allowed during July and August.*

9. Are camouflage print tents required?

Service Response: *See Prospectus Amendments (above) to the Draft Contract Exhibit A Operating Sec 4 C) Backcountry Land Assignment. This requirement is removed from the Draft Contract Exhibit E Maintenance Plan 3) Part B A) (1) Backcountry Land Assignment.*