



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 Program
CC-ROMOXXX-26

Memorandum

To: All Requesters of the Prospectus for a Concession Business Opportunity to provide Instruction and Guide Services for Technical Rock Climbing or Ice Climbing within Rocky Mountain National Park

From: Acting Commercial Services Program Lead, Interior Regions 6, 7, & 8 *Erica Harris*

Subject: Amendment 1 to the Prospectus and Responses to Questions to Solicitation No. CC-ROMOXXX-26

This notice amends the prospectus and provides responses to questions received regarding *A Concession Business Opportunity to provide Instruction and Guide Services for Technical Rock Climbing or Ice Climbing within Rocky Mountain National Park* ("Park"), that the National Park Service ("Service") issued on May 2, 2025, for the award of up to six (6) Concession Contracts (Nos. CC-ROMO003-26, CC-ROMO031-26, CC-ROMO032-26, CC-ROMO033-26, CC-ROMO034-26, CC-ROMO035-26).

Amendment 1 to the Prospectus:

Part II, Proposal Instructions

In Sec 4, add line (d):

(d) Notwithstanding the above, offerors should be aware that, upon request, the Service releases its concession contracts to the public in full without redaction, including elements incorporated into the concession contract from the selected offeror's proposal.

Responses to Questions from Interested Parties [Entities]:

Below please find the Service responses to questions regarding the CC-ROMOXXX-26 Prospectus.

General:

1. In the Business Opportunity document, under the Proposal Overview section, there is mention of one concessionaire being awarded multiple contracts. Can you please share why the Service is allowing one concessionaire to win multiple contracts? Why would one organization need more than one contract, as there are an unlimited number of trips allowed per contract? It mentions that the holder of more than one contract will be required to meet a minimum requirement of trips run. Will that number be ten trips, five trips per contract? This seems to set up a scenario where one concessionaire applies for

more than one contract to intentionally keep other concessionaires from potentially winning and competing, is this the intention of the Service?

***Service Response:** There is no current Service policy that prohibits a Concessioner from holding multiple contracts. One entity may be awarded multiple contracts if they are determined to have submitted the responsive proposal with the highest cumulative point score on each contract as part of the competitive process.*

In the previous solicitation that awarded the existing contracts as new concession contracts, Park planning documents determined that each of the six contracts be awarded to separate entities. This prior determination can no longer be applied to the new solicitation.

However, the Service agrees that under this solicitation, there is no benefit to a Concessioner holding multiple contracts to provide Instruction and Guide Services for Technical Rock Climbing or Ice Climbing within Rocky Mountain National Park as there are an unlimited number of trips allowed per contract. Should an Offeror be awarded multiple contracts, each contract is treated separately, so each contract will be required to provide the minimum number of trips.

If an Offeror is the successful offeror on multiple contracts, the Service intends to confirm that the Offeror indeed wants to hold more than one concession contract.

Business Opportunity

- 2. If a current concessionaire and their contract have been deemed as “Competitive” and not qualified, are they still eligible to put forth a proposal despite the fact their operating history in Rocky Mountain National Park has not met the goals and objectives of the National Park, directly relating to services not being available due to minimal use?**

***Service Response:** Yes. Even if a concessioner loses Preferred Offeror status, they are eligible to compete for a contract.*

- 3. We are continuing to run our operations as normal within Rocky Mountain National Park during the evaluation and proposal review period, including applying for the four different CUA’s we currently hold with the National Park (Hiking, Limited Trip Climbing, Winter Skills, and Backcountry Skiing). If we apply and pay for the CUA’s we normally are authorized for and are awarded a concession contract under CC-ROMOXX-26, will these CUA fees be eligible for rollover into our Proposed Franchise Fee?**

***Service Response:** No. Concession contracts and Commercial Use Authorizations are separate authorizations, and there is no crossover with fees paid to the government.*

Proposal Instructions:

- 4. We are planning to provide a Notification of Intent to Propose by July 7, 2025 no later than 4:00pm. Do we need to submit two different Notifications of Intent to Propose for the two open competitive contracts (CC-ROMO003-26 & CC-ROMO033-26)? As a follow-up question: Do we need to submit two different Proposals for CC-ROMO003-26 & CC-ROMO033-26?**

***Service Response:** While you must submit a Notice of Intent to Propose for each contract that you intend to submit a proposal for, you may provide this in one email. (See Proposal Instructions,*

Section 1 b) “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.”

Yes. See Proposal Instructions, Section 2a)(1), which states, “You must submit a separate completed Offeror’s Transmittal Letter and Proposal for each of the Concession Contract(s) for which you wish to apply.”

- 5. Will an Offeror’s Proposal be evaluated differently under the Five Principal Selection Factors if they specifically identify trade secret information or confidential commercial or financial information believed to be exempt from disclosure under the Freedom of Information Act as part of their proposal?**

Service Response: No. The evaluation of proposals is not connected to the identification of trade secret or confidential commercial or financial information.

- 6. When submitting a Notice of Intent to Propose, does the National Park Service have a letter template that is preferred that aligns with their Microsoft Teams software?**

Service Response: No, there is no letter template. A statement indicating an Offeror’s intent to propose can simply be submitted via email. It 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.

Proposal Package:

- 7. Can an Offeror use references and reviews from other permitting agencies, including priority permits held from the USDA, and client testimonials in their Proposal under Principal Selection Factor 2 - Quality of the Overall Visitor Experience, and Principal Selection Factor 3 - Operational Experience?**

Service Response: The Service cautions Offerors just to respond to the information requested in the subfactor. As stated in the Proposal Instructions, Section 11(e) “This Prospectus includes the selection factors to be used by the Service to evaluate proposals. Under each factor, the Service may identify subfactors to ensure that all elements of the factor are considered. You, the Offeror, should ensure that you fully address all the selection factors and related subfactors.”

In response to Subfactor 3(a). Operational Experience, an Offeror may provide as its one example of the experience of the Offeror, operations similar in scope and scale to those required by the Draft Contract that are provided under a USDA permit.