

# **BUSINESS OPPORTUNITY**

CC-VIIS003-23

*Department of the Interior*

National Park Service

Virgin Islands National Park

**A Concession Business Opportunity to Provide Snorkel and  
Beach Equipment Rental and Instruction at Trunk Bay**

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## INTRODUCTION

### Site Visit and Questions

The Service will host a site visit on the date listed on the inside front cover of this prospectus. The site visit provides interested parties an overview of the concession operation, along with a tour of the Concession Facilities associated with the Draft Contract. If you plan to attend the site visit and would like more information or have questions pertaining to this prospectus, please contact Cherrie Brice via email at [cherrie\\_brice@nps.gov](mailto:cherrie_brice@nps.gov). Questions must be made in writing no later than the date specified in the inside front cover of this prospectus.

Your questions must specify the section of the prospectus that is the subject of your inquiry. The Service will respond to your questions in writing and will provide the questions and responses to all potential offerors and interested parties of this prospectus. Questions submitted after the specified date may not be answered per 36 C.F.R. Part 51.

### Notification to Propose

If you plan to submit a proposal in response to this solicitation, you must notify Cherrie Brice via email at [cherrie\\_brice@nps.gov](mailto:cherrie_brice@nps.gov) no later than the date and time specified on the inside cover of this prospectus. The Service will not accept proposals from entities that do not provide notice on or before the specified date and time.

### General Information

The National Park Service ("NPS" or "Service") intends to award a concession contract at Virgin Islands National Park ("Park" or "VIIS") to provide snorkel and beach equipment rental and instruction at Trunk Bay. This Prospectus describes in general terms the existing business operations and the future business opportunities required and authorized by the Service. Offerors ("Offerors") are responsible for reviewing all sections of this Prospectus and specifically, the terms and conditions of the attached Draft Concession Contract for CC-VIIS003-21, including its exhibits, to determine the full scope of a future concessioner's responsibilities under the Draft Contract.

The Service is conducting this solicitation in accordance with the National Park Service Concessions Management Improvement Act of 1998 (P.L. 105-391), as implemented by regulations in 36 C.F.R. Part 51. The term "Concessioner" as used in this Prospectus refers to the entity that will be the Concessioner under the Draft Contract. The term "Existing Concessioner" refers to the concessioners currently providing services under the Concession Contract CC-VIIS003-21. A copy of 36 C.F.R. Part 51 is included as an appendix to this Prospectus.

In the event of any inconsistency between the terms of this Prospectus and 36 C.F.R Part 51, 36 C.F.R. Part 51 will control. In the event of any inconsistency between the description of the terms contained in this Prospectus and the Draft Contract, the Draft Contract will control.

Given the popularity of the Park and the services required to be made available to the public under the Draft Contract, the Service believes this new concession contract presents an attractive business opportunity for a future concessioner.

## THE NATIONAL PARK SERVICE AND ITS MISSION

In 1916, President Woodrow Wilson approved legislation creating the National Park Service within the Department of the Interior. That legislation stated that Congress created America's National Park Service to:



...conserve the scenery and the natural and historic objects and the wild life therein and to provide for the enjoyment of the same in such a manner and by such means as will leave them unimpaired for the enjoyment of future generations. 54 U.S.C. § 100101(a)

Additionally, Congress has declared that the National Park System should be:

...preserved and managed for the benefit and inspiration of all the people of the United States. . . 54 U.S.C. § 100101(b)

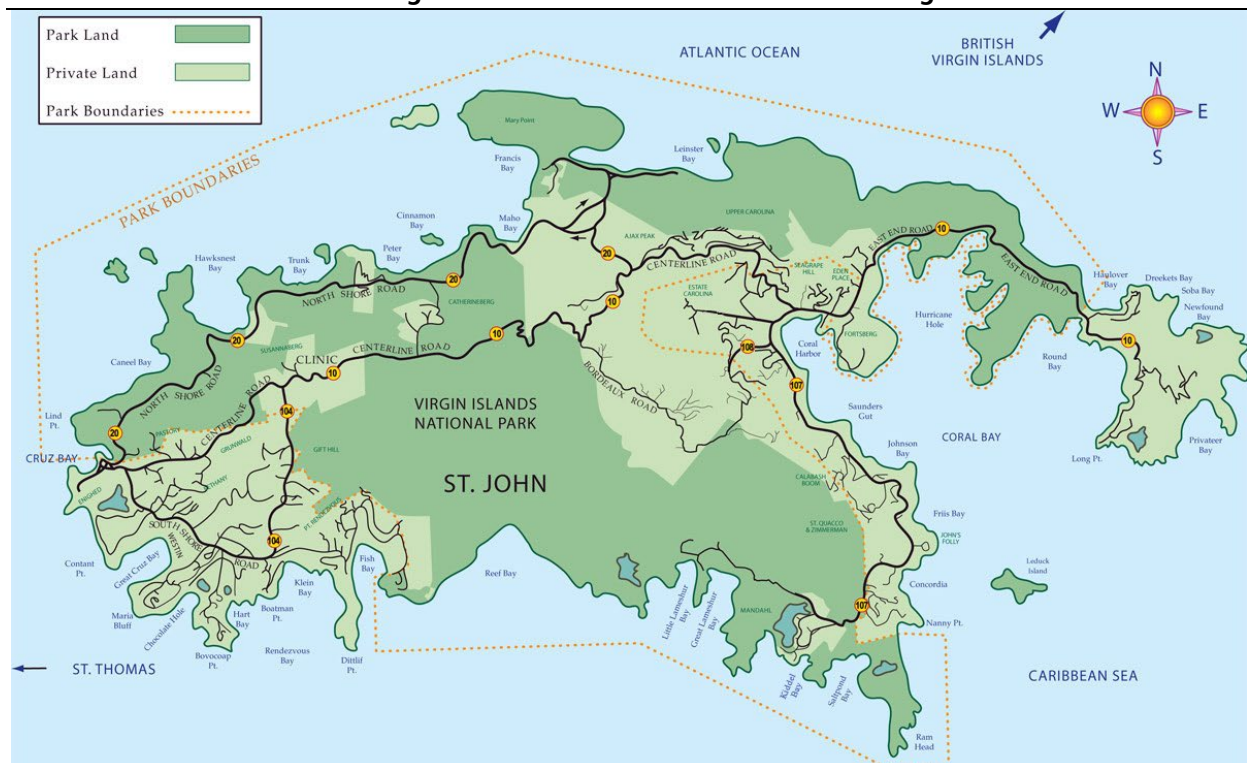
The Service has as its overall mission the preservation and public enjoyment of significant aspects of the nation's natural and cultural heritage. To learn more about the National Park Service, go to this link titled [National Park Service](#). This site includes information about the Service's mission, policies, and individual park units.

## VIRGIN ISLANDS NATIONAL PARK

Virgin Islands National Park (Park), located in the [United States Virgin Islands](#), was established in 1956 and incorporates over 7,259 acres of land and 5,650 acres of adjacent submerged lands. The Park encompasses over 60% of the island of St. John and nearly all of Hassel Island in the Charlotte Amalie harbor on the island of St. Thomas. The Park attracts visitors from all over the world and is well known for its pristine beaches, clear and warm waters, vibrant coral reefs, relaxing atmosphere and culture, and consistently sunny skies.

St. John is located about four miles east of [St. Thomas](#), the location of the [U.S. Virgin Islands](#) territorial capital, [Charlotte Amalie](#), and four miles southwest of [Tortola](#), which is part of the [British Virgin Islands](#). With no airports on St. John, the only access to the island is by boat. Cruz Bay is the main town and commercial area on the island and the point where ferry passengers embark and disembark. Trunk Bay is approximately three miles northeast of Cruz Bay on Route 20. Exhibit 1 provides a map illustrating the location of the concession operations within the Park and the greater island.

**Exhibit 1. Virgin Islands National Park and Surrounding Areas**



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*Source: National Park Service*

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A wide range of visitor activities exist within the Park, including swimming, snorkeling, kayaking, windsurfing, scuba diving, boating, camping, hiking, bird watching, and exploring historic architectural ruins. The large expanses of wilderness also provide ample opportunity for those wanting quiet and solitude. Some of the most popular destinations in the Park are Trunk Bay, Cinnamon Bay, and Hawksnest. All three sites provide direct beach and ocean access and provide a range of visitor services.

Public access to St. John is possible only via passenger and vehicle ferry service. The Park has no designated entrances on the island although two main routes provide most of the access. Route 20, located on the North Shore, provides access to most of the beaches, including Cinnamon Bay, Trunk Bay, and Hawksnest. Route 10 runs through the center of the island and provides access to Salt Pond Bay and Lameshur Bay.

Large and small tracts of private lands are found within the authorized boundary of the Park. Visitors can stay at several lodging alternatives located on the island outside of the Park.

Prior to the hurricanes in September 2017, overnight accommodations within the Park were restricted to more affordable rustic lodging and camping at Cinnamon Bay or the upscale resort at Caneel Bay. Although both locations were damaged by the hurricanes Cinnamon Bay Campground reopened in January 2022.

The Park's terrestrial, coastal, and marine ecosystems include various types of subtropical forests, steep mountain ranges, salt ponds, beaches, mangroves, seagrass beds, coral reefs, sargassum, and algal plains. This diverse landscape contributes to a myriad of habitats for animal and plant life. There are 140 species of birds, 302 species of fish, 50 species of coral, 7 species of amphibians, 22 species of mammals, and 740 species of plants inhabit the island.

The Park has a subtropical climate, with annual rainfall averaging 55 inches. The Park does not typically experience significant seasonal changes, with weather and temperatures fairly consistent year-round and an average annual temperature of 79 °F (26 °C). June, July, and August generally are the warmest months with temperatures in the mid-80s. December, January, and February are slightly cooler – averaging temperatures in the mid-70s. Hurricane season spans from June to November annually, with the wettest months being September through November.

The Park is rich in history – many of the historic ruins (including windmills, sugar factories, and great houses) date back to the plantation era, a period in the Virgin Islands from the early 18th century until 1848. They provide evidence of the European economic growth based on slave-driven plantation farming.

Whereas most of the Park is open year-round 24 hours a day, some areas maintain closing hours. The Park's main Visitor Center at Cruz Bay is open daily from 8:00 a.m. to 4:30 p.m. and is just a short walk from the public ferry dock. Fees at the Park include a same-day user fee of \$5.00 at Trunk Bay and a self-registration fee of \$26.00 for overnight anchoring or mooring in Park waters between 5:00 p.m. and 7:00 a.m.

Concession operations are located at Trunk Bay and Cinnamon Bay situated on the northern part of the island. To view these locations go to this website titled [Virgin Islands National Park](https://www.nps.gov/viis) and click on View Park Map.



## CONCESSION OPPORTUNITY

Park concessioners play a vital role in serving visitors in national parks. Concession contracts offer members of the private sector opportunities to enhance visitors' enjoyment of, and to form lasting connections with, many of our nation's most treasured places. Within Virgin Islands National Park, the Concessioner will manage snorkel and beach equipment rental operations on one of the most picturesque beaches in the world.

The business opportunity provides interested parties a range of equipment rental services in this well-known national park and has the potential to touch the lives of over half a million recreational visitors on an annual basis. The Concessioner will operate at Trunk Bay Beach where the beach and coral reefs are a breathtaking attraction to thousands visiting St. John Island.

Trunk Bay Beach is an iconic destination that attracts visitors not only for its aquamarine waters, but also for the amenities and commercial visitor services that are offered. Visitors to Trunk Bay have access to showers and restrooms, an underwater snorkel trail, food and beverage service, a gift shop and bar, as well as snorkel and beach equipment rentals. Commercial services at Trunk Bay Beach are provided by two different concessioners. Under this contract, the concessioner will operate the snorkel and beach equipment rental operations at Trunk Bay Beach. These services have been available and provided to Trunk Bay visitors since the 1980s. The business opportunity described in this Prospectus describes the snorkel and beach equipment visitor services.

### Required and Authorized Services

Exhibit 1 and 2 below summarizes the Required and Authorized Services under the Draft Contract. Required services are those services the Concessioner must perform. Authorized services are those services the Concessioner may perform with the agreement of the Park.

#### Exhibit 1. Required Services Under the Draft Contract

Service	Location
Snorkel and Beach Equipment Rental and Instruction	Trunk Bay

*Source: National Park Service*

#### Exhibit 2. Authorized Services Under the Draft Contract

Service	Location
Tour Group Snorkel and Beach Equipment Rental and Instruction	Trunk Bay
Locker Rental	Trunk Bay

*Source: National Park Service*

### Required Services: Snorkel and Beach Equipment Rental and Instruction

Under the Draft Contract, the Concessioner will provide snorkel and beach equipment rentals and instruction to individuals. The approved items for snorkel rental include snorkel masks, fins, swim belts, and inflatable vests to be made available in a variety of adult and children sizes. The beach equipment rental items are limited to beach and lounge chairs (appropriate sizes should be used to accommodate various visitor sizes and weights), freestanding sunshades, beach mats, waterproof phone pouches, aqua safes, and underwater cameras. Beach umbrellas that require penetration into the sand are not authorized for rental at Trunk Bay as they could pose a threat to sea turtle nesting sites on the beach. Kayaks, stand-up paddleboards, floats, windsurf boards, paddleboats, sunfish, and motorized water sports equipment may not be rented under this contract. The concessioner is responsible for issuing, setting-up, collecting, and storing rented equipment.



The concessioner must provide snorkel and resource protection (i.e. coral reefs) instruction to its customers. All employees of the concessioner who provide services at and on the beach must be able to respond professionally and appropriately if an emergency occurs.

The Concessioner is required to have, at a minimum, 220 sets of masks, fins, inflatable vests, and snorkels in a variety of adult and child sizes. The Concessioner is required to have, at a minimum, 220 swim belts in a variety of adult and child sizes. The Concessioner is also required to have, at a minimum, 60 beach chairs (including sand chairs, regular chairs, and regular chairs with shade) in a variety of sizes to accommodate visitors who range in height and weight. The Concessioner must also provide 60 shade devices, which can range from tents to umbrellas, that must not be sand penetrating.

The Concessioner is required to provide a portable storage shed at a Park approved site at or near the NPS provided kiosk to store rental equipment or supplies. Additional sheds, including one for tour group equipment (see below), may be approved.

The Concessioner must provide the required services year-round with hours of operation varying depending on the season. Typically, the Concessioner will operate between the hours of 9:00 a.m. to 4:30 p.m. during the peak operating season.

The Concessioner must obtain written approval from the Park prior to providing additional snorkel and beach equipment rental items.

#### ***Authorized Services: Tour Group Snorkel and Beach Equipment Rental and Instruction***

Trunk Bay Beach is known for its unique underwater snorkel trail and has been a popular excursion for cruise ship tours. The cruise ships dock in St. Thomas harbor and passengers slated for the St. John/Trunk Bay Beach day excursion are transported from St. Thomas to St. John by a ferry. Once tour groups arrive on St. John, tour operators transport their tour groups to Trunk Bay Beach via open-air safari buses. These tour operators are authorized to bring tour groups to the Park under commercial use authorizations (CUA) issued by the Park. If the Concessioner desires to service tour groups with rentals, then the Concessioner must make its own arrangements with the CUA operators or the cruise ships employing the CUA operators. CUA operators are not authorized to issue their patrons rental gear at Trunk Bay Beach.

Tour group sizes vary from 12 to 500 people per day depending on the season. If the Concessioner offers the authorized services, it must have enough inventory to provide snorkel masks, fins, belts, and inflatable vests in a variety of adult and child sizes to accommodate both tour groups and other day users. The Concessioner must have an adequate supply of beach equipment for both the required and authorized services. The Concessioner must provide tour groups instruction on the sizing and use of the snorkel equipment and must provide educational information about the reefs. In addition, the Concessioner must provide each tour group a safety talk before allowing tour groups to snorkel the underwater trail around Trunk Bay. The Concessioner will be authorized to dispense tour group rental equipment from a location closer to the underwater trail, and the specific location must be coordinated with the Park. CUA operators are required to provide a tour guide for every fifty tour participants in order to monitor their patrons while on the beach and in the water. The Concessioner may, but is not required to, provide tour guides for these purposes under separate arrangements with the CUA operators.

Trunk Bay Beach, as well as the other north shore beaches on St. John, are prone to dangerous surf conditions during the winter months. The Concessioner must not issue snorkel gear to any person during these hazardous conditions.

If the Concessioner offers tour group services, the services must be available year-round.

The Concessioner must obtain written approval from the Park prior to providing the authorized services.





**Authorized Services: Locker Rental**

The Concessioner may provide lockers for visitors to rent. The number of lockers, location, style, and rental fee must be approved by the Superintendent prior to implementation.

**REVENUE AND OPERATIONS DATA****Historical Revenue**

The Proposal Package (Part III of this Prospectus), which Offerors must complete and submit as part of this solicitation, requires Offerors to develop financial projections based on the business to be operated. To assist Offerors in the development of these projections, the Service presents information regarding historical revenue, operating data, and financial projections, based on a projected Draft Contract start date of June 1, 2023. This start date is not fixed, and the Service is not bound to this start date. Please be sure to consider this in performing your due diligence, particularly in developing financial and operating projections.

Please note that the Service's financial and operating projections are only estimates based on Service assumptions that were developed taking into account publicly available historical data, industry standards, and the Existing Concessioner's historical data. Some or all of the Service's estimates or projections may not materialize and unanticipated events may occur that will affect these estimates or projections. Offerors are responsible for producing their own financial analyses and future financial projections and may not rely on the Service's estimates or projections. The Service does not warrant, and assumes no liability for, the accuracy of the financial projections or estimates contained in this Prospectus.

**"Visitation has been lower than normal the last few years due to the disasters caused by Hurricanes Irma and Maria in September of 2017 and the onset of the COVID-19 pandemic in 2020. We anticipate it may take a few years before visitation is at the pre-hurricane and pre-COVID-19 levels."**

Exhibit 3 represents historical revenue for snorkel and beach equipment rental and instruction from 2017 through 2020.

**Exhibit 3. Historical Revenue, 2017-2021**

Revenue by Department	2017	2018	2019	2020	2021 (thru Oct)
Day Use Snorkel Rentals	\$265,904	\$117,481	\$273,830	\$162,795	\$422,752
Cruise Ship Tour Rentals	\$125,149	\$107,067	\$162,720	\$51,329	None
Annual Total	\$391,053	\$224,548	\$436,550	\$214,124	\$422,752

Source: National Park Service

**Operational Challenges**

Trunk Bay is a well-known and desirable destination due to its spectacular and pristine settings, beach access, and services/amenities provided. However, operating the concession services presents challenges due to the location of the business on a small island in the Caribbean. These challenges include, but are not limited to, recovery from the 2017 hurricanes, the effects of COVID-19 on the travel industry, remote location, administrative policies of the territorial government, and weather events, including particularly dangerous surf conditions.

The unprecedented hurricane damage to the hotels and campgrounds on the island has reduced the number of overnight guest accommodations on St. John. This reduction will affect Park visitation until the larger



hotels on St. John and St. Thomas fully reopen and cruise ship calls and airlifts to St. Thomas return to post storm levels. Trunk Bay is currently the only beach in the Park with restrooms, showers, and other amenities and the only beach authorized for use by large tour groups. In January 2022, Cinnamon Bay Campground reopened and has been providing restrooms and other amenities to campers and beachgoers at Cinnamon Bay Beach.

In 2023, there may be some changes and/or interruption to visitor services at Trunk Bay Beach as the Park is planning to repair hurricane-damaged facilities and replace the water and wastewater systems and lines. This may occasionally affect the visitor access to showers and restrooms and may cause limited visitor inconvenience during construction. Additionally, the NPS kiosk used for this concession operation is scheduled for repairs in 2022, which may require the concessioner to operate from another location at Trunk Bay during the repairs. The Park will provide the concessioner a temporary area of operation during this time but some impacts to operations are to be expected.

Due to the remote location and administrative policies of the territorial government, it is generally more difficult and expensive to operate a business on St. John than within the continental United States. Examples of issues include additional time and costs involved in ordering, shipping and receiving inventory and supplies from off island, and, depending on the shipping method, possible application of excise tax fees.

In March 2020, business operations in the Territory were closed as a result of COVID-19. Cruise ships were under a “no sail ban” which ensured there were no cruise ship visits for the rest of 2020 through November 2021. Although there were spikes in visitation by airline passenger during periods when the Territory reopened in late 2020, it is hard to predict visitation for the upcoming seasons.

Strong winds and heavy storms, particularly during the hurricane season, combined with the corrosiveness of the salty sea air and other tropical factors (sustained warm temperatures and high humidity) can create significant wear and tear on facilities and personal property. The concessioner will be required to secure its entire rental inventory during storm and hurricane warnings and may have to provide off-site storage to protect inventory from flooding or storm surge damage. The concessioner will not be allowed to rent snorkel and beach equipment during periods when weather advisories or warnings have been issued for dangerous surf conditions because swimming and snorkeling is especially risky due to higher than normal tides and/or rip currents (dangerous surf advisory/warning). It is expected that the concessioner will maintain situational awareness and cease renting equipment if the concessioner deems weather or surf conditions dangerous. In this case, or in the case of issuance of a dangerous surf advisory/warning, the concessioner must use best faith efforts to get people using rental equipment out of the water and all of its patrons out of immediate danger. These interruptions of business may impact revenues adversely because the frequency and length of the interruptions are unpredictable and mostly occur during peak season.

The Service projects that most departmental and indirect expenses will be within industry average ranges.

### Concessioner Facilities

The Concessioner will be assigned Trunk Bay Concessions Beach Equipment Building 8 for use in providing services required by the Contract.

### Investment Analysis

Exhibit 4 shows that the total estimated initial investment needed by the Concessioner to provide the Required and Authorized Services is \$175,738 in 2022 dollars.

#### Exhibit 4. Estimated Initial Investment<sup>1</sup>

Item	Estimated Amount (2022 Dollars)
Personal Property (Snorkel Equipment, Beach Equipment, and Storage Sheds)	\$109,984



Item	Estimated Amount (2022 Dollars)
Start-Up Costs and Working Capital	\$65,754

Source: National Park Service

<sup>1</sup> These estimates are not warranted by the Service and the Service is not bound by these estimated amounts. All Offerors are responsible for conducting their own due diligence and calculating their own estimates.

### **Personal Property**

The Service will provide to the Concessioner the government personal property listed in Exhibit C to the Draft Contract. The Concessioner must acquire all other necessary personal property as described above. The Concessioner may negotiate with the Existing Concessioner to acquire the personal property it uses for performance of its contract. A list of the personal property of the Existing Concessioner is provided in Appendix C, Personal Property List, of the Prospectus. The Service makes no representation or warranty about the accuracy of the list or about the condition or value of the property. An Offeror must perform its own due diligence in determining the accuracy, condition, and value of the assets provided on this list.

### **Start Up Costs and Working Capital**

At the start of the Draft Contract, the Concessioner will need to make a one-time investment in a range of activities to ramp up operations. These activities may include staff hiring, training that may involve compensation in addition to normal wages, systems implementation, legal support services, marketing and advertising beyond normal annual expenditures, and other activities. The Territory of the U.S. Virgin Islands ("the Territory") has a current gross receipts tax on businesses of 5 percent. Customs duties, road taxes based on vehicle weight, and other taxes levied on commercial activities must be factored into the business plan.

In addition to any necessary investment in start-up activities, the Concessioner will need to invest a certain amount of cash in the operation to cover that portion of the operation's expenses that the Concessioner will likely incur in advance of offsetting revenues. Insurance premiums can be expensive. Potential offerors should perform due diligence to determine all of the costs associated with starting a business in the Territory prior to completion of the business financial expenses sections of the proposal.

### **Utilities**

Virgin Islands Water and Power Authority provides electricity for concession operations at Trunk Bay. The Concessioner must obtain and install an electrical meter and establish service and account for electricity at the Trunk Bay kiosk assigned as a base of operations. The Concessioner must pay all electrical costs for its operations.

The Service manages both the reverse osmosis water plant and the waste-water systems at Trunk Bay Beach. The Service will bill the Concessioner for its costs associated with these services.

### **Leasehold Surrender Interest**

There is no Leasehold Surrender Interest (LSI) in the Existing Contract.

### **Deferred Maintenance**

The Concessioner is not required to make any investments in curing Deferred Maintenance.

### **Repair and Maintenance Reserve**

The Draft Contract has no Repair and Maintenance Reserve for real property assets.

### **Franchise Fees**



The minimum franchise fee will be equal to **twelve percent (12%)** of the Concessioner's annual gross receipts for the preceding year. However, Offerors may propose a higher minimum franchise fee, as described more fully in the Proposal Package.



## MARKET OVERVIEW

In September 2017, St. John and the rest of the U.S. Virgin Islands experienced two major category 5 hurricanes. The hurricanes damaged most of the overnight hotel and campground inventory of rooms for the 2017/2018 visitor season, leaving only villas and Airbnb type rental properties to fill the overnight visitor niche on St. John. In 2019, the Westin Resort re-opened, adding an additional 252 rooms. As the rebuilding of St. John continues, steady growth has continued in overnight accommodations.

Market research conducted prior to the hurricanes indicates that U.S. mainland residents represented over 80 percent of total overnight guests to the U.S. Virgin Islands, with the largest numbers coming from the areas in and surrounding New York City, Miami, and Chicago. U.S. citizens do not need to use a passport or exchange currency.

Local and regional visitation, which includes residents living in the U.S. Virgin Islands, Puerto Rico, and other parts of the West Indies, represented approximately 12.0% of overnight guests. Within the Virgin Islands, St. John has the smallest number of residents, with less than an average of 3,500 inhabitants. The other two main islands, St. Croix and St. Thomas, each have populations that average over 50,000.

As U.S. citizens represent the greatest source of annual visitation to the Park, population growth within areas in and around New York City, Miami and Chicago should positively affect future Park visitation levels and concession demand. In addition, there are several direct flights from Orlando, Dallas, Atlanta, Charlotte, Houston, and New Jersey.

The pristine beaches and bays attract visitors to the Park and most visitors spend time on the beaches or on boats recreating in the Park. Trunk Bay Beach and Cinnamon Bay Beach are the only two locations within the Park at which concessioners provide snorkel and watersports equipment rentals. Honeymoon Beach and Maho Bay Beach also have beach equipment rentals, but they are not operated by Park concessioners. These beaches receive the highest visitation on the island.

The peak visitor season at the Park and in the Virgin Islands is from December through April. Historically, September has the lowest visitation to the Park and St. John because this is the peak of hurricane season in the Atlantic. More detailed information on Park visitation is provided below.

### Park Visitation

The data in Exhibit 5 presents the visitation data for Trunk Bay Beach over the course of five years.

**Exhibit 5. Trunk Bay Beach Visitation Data, 2017-2021**

	2017	2018	2019	2020	2021 (thru Nov)
Walk in Visitors	108,035	Data unavailable for 2018	65,482	56,539	152,615
Tour Company Visitors	14,298		10,495	8,794	None
Total	122,333		75,482	65,333	152,615

*Source: National Park Service*

The hurricane occurred in September 2017, and as a result, no visitation data was collected from September 2017 through June 2019 as the Fee Booth at Trunk Bay remained closed, even though the beach remained opened to the public throughout the time. In Exhibit 5, the 2017 data accounts only for visitation from January to August, 2017. The 2019 data only represents visitation numbers from July to December 2019. The 2020 data only represents seven months of visitation as the Trunk Bay Fee Booth was closed for five months



during the start of the pandemic. Visitation data for tours were significantly lower in general post hurricane and non-existent during the pandemic as cruise ship visits and tours were curtailed between April 2020 through November 2021.

The peak of the operating season is December through April with visitation spikes during Spring Break and Easter. Visitation also spikes during June and July for school vacations and around 4th of July. Because of hurricane season, visitation declines August through November, with September having the lowest visitation.

The Park may close due to impending hurricanes, inclement weather, or administrative reasons. If the Park must close, the concessioner will be notified to cease operations until the Park provides direction to resume services.

### **Similar Operations**

Cinnamon Bay Resort, LLC, is the only other concessioner authorized to provide watersports and beach equipment rentals in the Park. These services are limited to Cinnamon Bay Beach. Offerors should conduct their own research to evaluate the business environment, particularly those businesses that provide similar services on St. John (i.e. Maho and Honeymoon Beaches).

## **PARK PLANS**

### **Foundation Document**

The Park has completed its Foundation Document and the document is available upon request to assist the public with information on the Park, such as its purpose, significance, fundamental resources, values, and interpretive themes.

## **PREFERRED OFFEROR DETERMINATION**

The 1998 Concessions Act includes the limited right of preference in renewal for statutorily defined outfitter and guide services and small contracts. The Service has determined, pursuant to 36 C.F.R. Part 51, that the current concessioner does not qualify for a right of preference for the award of the Draft Contract. The Draft Contract is fully competitive.

## **SITE VISIT**

A one-day site visit of the concession operation along with a tour of Concession Facilities associated with the Draft Contract will occur on the date listed on the inside front cover of this Prospectus. For more information regarding the specific time and to reserve a place, please contact Cherrie Brice, Concessions Management Specialist, Southeast Region (404) 507-5637. Please RSVP if you intend to participate in the site visit by\_\_\_\_\_.

