

Pre-Solicitation Site Visit Business Opportunity Summary

Solicitation No. CC-VOYA002-27

**Lodging, Retail, Food and Beverage, Guest Transportation, Marina Services, and
Mechanical Boat Portage Services**

at

Voyageurs National Park

National Park Service

Department of the Interior

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INTRODUCTION

The National Park Service (“NPS”) anticipates releasing a prospectus for a concession business opportunity to provide lodging, retail, food and beverage, guest transportation, marina services, and mechanical boat portage services within Voyageurs National Park (“Park”) in early 2026. The prospectus will describe the business opportunity and the terms and conditions of Concession Contract No. CC-VOYA002-27 (“Draft Contract”). General information about this business opportunity and the Draft Contract are provided below.

On September 3, 2025, the NPS announced in a notice, plans to host a site visit for interested entities on Monday, September 29, 2025, in advance of releasing the prospectus. The site visit provides interested entities an overview of the concession operation and a tour of the Concession Facilities (land and real property improvements assigned to the concessioner under the Draft Contract). To attend the site visit, registration is required, and the registration period closes on Friday, September 19, 2025.

Attendance at the site visit is not required to submit a proposal. Typically, the NPS holds a site visit after the release of the prospectus. However, the NPS will not host an additional, post-release site visit because of winter weather conditions and the Concession Facilities will be closed for the winter season.

QUESTIONS

The NPS will not answer questions about this prospectus or business opportunity during registration or at the site visit. Interested entities must submit questions in writing after the release of the solicitation to the contact person and by the deadline that will be provided in the prospectus.

NO PREFERRED OFFEROR

The Director has determined that no preferred offeror for this Draft Contract exists pursuant to the terms of 36 C.F.R. Part 51. This solicitation for commercial services will be fully competitive.

CONCESSION OPPORTUNITY CC-VOYA002-27

- The NPS expects the Draft Contract to have a term of ten (10) years with an effective date of January 1, 2027. The Draft Contract will require the concessioner to provide the following visitor services:
 - Overnight accommodations that offer 10 hotel rooms within the Kettle Falls Hotel, and Villas (10 units in 3 village buildings).
 - Food and Beverage service within Kettle Falls Hotel (3 meals/day)
 - Guest Transportation that offers round trip boat transportation to Kettle Falls from Ash River Visitor Center
 - Marina services that include fuel, oil, ice and bait sales; boat and outboard motor rental; and overnight docking for hotel and villa guests
 - Retail that includes at a minimum visitor convenience items, souvenirs, and camping supplies. Retail sales take place in the Trading Post and hotel lobby.
 - Mechanical Boat Portage Services between boat launch sites at Rainy Lake and Namakan Lake over the Kettle Falls dam.
- The Draft Contract will authorize the concessioner to provide a variety of visitor services that include the following:
 - On-site sale of alcoholic beverages within Kettle Falls Hotel
 - Fishing guide services
 - Kayak, canoe, and stand-up paddleboard rental
 - North Canoe tours with park review and approval
 - Vending machine operations (location, type and number upon park review & approval)
 - Dockside electrical hookups at select location(s)
 - Massage services and nature-based wellness program
 - Sack lunches / grab and go food services
 - Water taxi service from Kettle Falls to park approved destinations
 - Boat-based interpretive tours with park review and approval
 - Land-based interpretive programs within the Kettle Falls area
 - Minor boat repair
 - Guest laundry
 - Chase boat services

- Delivery services to campers and houseboats
- Houseboat rental (limited number of houseboats with specific conditions)

INVESTMENT ANALYSIS

Offerors will be required to compile and present their own financial projections based on independent assumptions, due diligence, and industry knowledge. The Service will require an initial investment by the successful offeror that includes personal property, inventory, working capital, start-up costs, and operating supplies.

In addition to the investments listed above, the Draft Contract will contain financial and operational requirements that are ongoing through the term of the Draft Contract, including maintenance of assigned facilities, opening, closing, and winterizing of assigned facilities, utilities, and franchise fees.

Leasehold Surrender Interest

The Existing Concessioner does not have Leasehold Surrender Interest (LSI) under the Existing Contract.

HISTORICAL CONCESSION DATA

The following table lists annual gross receipts and franchise fees paid between 2023–2024.

	2023	2024
Total Gross Receipts	\$875,003	\$925,322
Franchise Fees Paid	\$17,407	\$18,407

MORE INFORMATION

For more information about National Park Service Commercial Services Program, concession contracts, and the laws and policies that control and guide them, go to:
www.nps.gov/subjects/concessions/index.htm.