

Alaska Regional Update

Prospectuses, New Contracts and New Leases

- The contract for tour vessel services at Glacier Bay National Park & Preserve (CC-GLBA041-11) was awarded to Alaskan Catamaran LLC, based in Sitka, Alaska and authorizes tour vessel services based from outside the park.
- Sport Hunting Concession - Katmai National Park & Preserve plans to issue a prospectus for guided sport hunting in the Preserve portion of the unit in late 2011 or the first half of 2012. Currently there are two contracts for this service – KATM901 and KATM902, each with a separate guide area. Anyone wishing to be put on the mailing list for this prospectus should contact Lisa Fox, Chief of Concessions, at Lisa_Fox@nps.gov.
- Bankruptcy - West Travel, Inc., dba Cruise West, holder of three separate concession contracts at Glacier Bay National Park & Preserve, filed for chapter 7 bankruptcy protection in Seattle in January 2011. In 2006, the park awarded six contracts for tour vessel services based from outside the park. Only two of the six are still in business.

Planning

- Glacier Bay Market Analysis – In 2010, PRIZIM, Inc. was retained by the NPS to complete a market analysis for the Glacier Bay Lodge concession (GLBA001-04), which has had an unprofitable history since the contract was awarded to an Aramark led joint venture partnership in 2004. The analysis is part of the due diligence being conducted by the NPS to determine what changes could be made to restore the concession to profitability as part of the contract renewal process. The current contract expires on December 31, 2013.
- Denali Vehicle Management Plan - Denali National Park is proposing a new approach to managing concession busses and other vehicles on the 90-mile park road which serves as the primary form of visitor access into the 6 million-acre park. Currently, vehicle use is managed to approved daily and seasonal use limits for visitor transportation, inholder access, and administrative use. The Denali Park Road Vehicle Management Plan/EIS analyzes managing vehicle use for desired visitor and resource conditions through an adaptive management approach. This more scientifically informed approach, would allow for greater flexibility in meeting visitor needs and interests while providing greater resource and wildlife protection. The Draft Vehicle Management Plan/EIS is currently undergoing agency review and will be released for public review in August, 2011. The Record of Decision is expected in June 2012. For more information: www.nps.gov/dena/parkmgmt/planning.

Intermountain Regional Update

Prospectuses, New Contracts and New Leases

- We are currently evaluating offers received for the operations at Signal Mountain in Grand Teton National Park.
- We currently have one prospectus out for operations at Flagg Ranch in John D. Rockefeller, Jr. National Memorial Parkway. Bids are due by March 21, 2011.
- Planned Prospectus Releases:
 - Railroad tour services at Grand Canyon National Park - April 2011
 - Guided horseback rides at Rocky Mountain National Park - April 2011
 - Marina, food and beverage, retail and fuel operations at Amistad National Recreation Area - Summer 2011
 - Food & beverage and retail operations at Timpanogos Cave National Monument – Summer 2011

Planning

- Lodging, food & beverage, retail, fuel, and transportation operations at Glacier National Park
- Food & beverage, retail, and service station operations at Petrified Forest National Park
- Lodging, food & beverage, retail, transportation, and service station operations at Mesa Verde National Park
- Rustic overnight accommodations at Grand Teton National Park
- 2 Guided mountain climbing contracts at Grand Teton National Park
- Lodging, food & beverage, retail, and transportation operations at Yellowstone National Park
- Lodging, food & beverage, retail, and transportation operations at Grand Canyon National Park

Contract Management

Commercial services have been permanently discontinued as of December 31, 2010 at Lake Meredith due to rapidly declining lake levels and the lack of control of future lake levels at Lake Meredith. The park and Intermountain Region are currently working with Forever Resorts d/b/a Marina at Lake Meredith to remove assets and restore assigned lands to a natural condition.

Staffing

- Jennifer Bonnett is the Acting Chief of Concessions following the departure of Jacque Lavelle in January 2011. Jacque moved to Washington, DC to serve as a Bevinetto Fellow.
- Dick Swihart is on a detail to Intermountain Region concessions from Grand Teton National Park until the end of March.

Midwest Regional Update

Prospectuses, New Contracts and New Leases

- We currently have two prospectus out for solicitation:
 - Ozark National Scenic Riverways for operation of camping store with canoe/tube rentals, shuttle service, retail merchandise, and firewood sales; bids are due by April 25, 2011 (backlog)
 - Hot Springs National Park for traditional spa services and massage therapy with authorized retail merchandise; bids are due by March 25, 2011 (backlog)
- We are currently evaluating offers received for the following:
 - Camping store with canoe/tube rentals, shuttle service, retail merchandise and firewood sales at Ozark National Scenic Riverways
- Planned Prospectus Releases:
 - Akers Ferry - Camping store with canoe/tube rentals, shuttle service, retail merchandise, firewood sales and ferry services at Ozark National Scenic Riverways – August 2011¹
 - Big Springs Lodge - restaurant, retail and historic cabins at Ozark National Scenic Riverways – September/October 2011
 - Canteen Corp. – Vending contract adding two small Commercial Use Authorizations for limited food items at Jefferson National Expansion Memorial – August 2011
 - Vending Contract (Randolph-Sheppard Act) – being moved to that vehicle; working with State of Michigan at Sleeping Bear Dunes National Lakeshore

¹ With the award of this contract the region will be in “Club 98!” All 1965-law contracts will have been renewed! Unfortunately, we do have several 1998 Law contracts expiring this year.

- Request for Proposals for a Lease for at the Edgar Farm and the Holland Farm within Cuyahoga Valley National Park – October 2011

Planning

We have been involved with helping a number of MWR parks plan for commercial facilities and activities, whether as part of major park plans or separately. Currently we are involved in:

- General Management Planning for Ozark National Scenic Riverways and Buffalo National River (Camp stores and canoe liveries – total of almost 50 contracts)
- Commercial Services Strategies at Niobrara Scenic Riverways and Indiana Dunes National Lakeshore (Canoe liveries and park leasing opportunities)

Possessory Interest and Leasehold Surrender Interest

- We have completely eliminated any and all possessory interest by buying out remaining amounts in 1965 backlog contracts. This has had the advantage of reducing the uncertainty to both the NPS and the concessioners.
- We continue to work on partial buy-downs for two remaining contracts with larger amounts of leasehold surrender interest as parks continue to set aside funding for those efforts as well as other fund sources.
- We continue to work with our Recreation Fee Program folks in partnership on a capital project for replacement of rustic cabins at Badlands National Park. This is a unique funding effort where we are replacing assets and infrastructure using a combination of recreation fee dollars and concessioner funds with a built-in elimination of leasehold surrender interest at the end of the contract term.

Staffing

- We hope to be advertising a position for a GS-9 concession specialist for the regional commercial services program.

National Capital Regional Update

Prospectuses, New Contracts and Leases

- We are currently evaluating offers received for the following:
 - Food cart operations at Pennsylvania Avenue National Historic Site
 - Marina operations at National Capital Parks – East
 - Marina operations at George Washington Memorial Parkway
- Planned Prospectus Development
 - Hospitality services on the National Mall

Staffing

We hope to be putting out one Concessions Specialist position and one Project Manager position for the regional commercial services program.

Northeast Regional Update

Prospectuses, New Contracts and New Leases

- We recently released a prospectus for ferry services at Fire Island National Seashore. Bids were due by March 15th.
- Planned Prospectus Releases:

- Lodging, Retail, food & beverage, and other services along Skyline Drive in Shenandoah National Park (backlog) – Summer 2011

Planning

The Northeast Region is actively involved in planning efforts around the region, including:

- General Management Plan Development at Gateway National Recreation Area (GATE)

Contract Management

Over the last year, the Northeast Region has engaged in several “Business Services Reviews” at approximately a dozen parks. These reviews focus on providing park-level specialists with the latest policy updates, assistance in planning and preparing for prospectus development, and a full, thorough review of each park’s contract management program. To date, the efforts have been successful in improving NPS concession management consistency across the region.

Possessory Interest and Leasehold Surrender Interest

We have settled leasehold surrender interest claims in several contracts and are preparing to negotiate our last case of sound value possessory interest. Our efforts to reduce outstanding real property interest claims have had the advantage of reducing the uncertainty to both the NPS and the concessioners.

Staffing

- Since the last Advisory Board meeting and in direct response to a large prospectus development workload, we have hired 4 new employees (representing 2 back-filled positions and 2 new positions)
 - 1 GS-12 Financial Analyst
 - 2 GS-12 Concession Management Specialists
 - 1 GS-12 Concession Management and Leasing Specialist
- Several transitions in staffing have occurred in parks around the region, but most notably at GATE, where 2 new employees (representing 2 new positions) have been hired to support an influx of 8 prospectus development efforts scheduled to kick-off in 2011.
 - 1 GS-9 Concession Management Specialist
 - 1 GS-11 Concession Management Specialist

Pacific West Regional Update

Prospectuses, New Contracts and New Leases

- We have one prospectus out currently, for firewood sales at Mount Rainier. Bids are due by April 21st (preferred offeror).
- We are currently evaluating offers received for the following:
 - Hostel operations at Point Reyes National Seashore
 - Lodging, food and beverage, retail at Hawaii Volcanoes National Park
 - Food service, retail at Great Basin National Park
- Planned Prospectus releases:
 - Re-release the prospectus for Stehekin Lodge at Lake Chelan National Recreation Area – March 2011
 - Log Cabin Resorts at Olympic National Park – April 2011 (backlog)
 - Lake Mead Ferry at Lake Mead National Recreation Area - May 2011 (backlog)
 - Kalaloch Lodge at Olympic National Park – May 2011 (backlog)

- Ross Lake Resort at Ross Lake National Recreation Area – September 2011 (backlog)
- Seven Bays/Keller Ferry Marinas at Lake Roosevelt National Recreation Area – October 2011 (backlog)
- Willow Beach Marina/Black Canyon Float Trips at Lake Mead National Recreation Area – November 2011
- Kings Canyon lodging/food service/retail at Sequoia and Kings Canyon National Parks – November 2011

Planning

We have been involved with helping a number of Pacific West Region parks plan for commercial facilities and activities, whether as part of major park plans or separately. Currently we are involved in:

- Commercial Services Planning for Haleakala National Park (park van and bus tours, horse rides, astronomy, bicycle tours)
- General Management Planning for Channel Islands National Seashore (guided kayaking, possibility of future lodging)
- General Management Planning for Hawaii Volcanoes National Park
- Master Plan for Fort Vancouver National Historic Site (future of Army barracks coming to the NPS)

Move to San Francisco

The Pacific West Regional Office will be moving to San Francisco in July of 2011.

New Facility in Pacific West

This spring we will be opening a new facility as part of the hostel at Point Reyes National Seashore. This new building, which will be LEED certified, will provide low-cost family style hostel accommodations and new employee quarters. The building had been planned since 1992, but funding was finally found through the American Reinvestment and Recovery Act.

Possessory Interest

We have been negotiating possessory interest with a variety of Pacific West Region concessioners as we gear up for prospectus development. This has had the advantage of reducing the uncertainty to both the NPS and the concessioners.

Staffing

We hope to be putting out an asset manager position for the regional commercial services program.

Southeast Regional Update

Prospectuses, New Contracts and New Leases

- We have one prospectus out currently for tram tours at Everglades National Park. Offers are due by April 20th.
- On November 1, 2010, the contract for ferry service in Dry Tortugas National Monument was awarded.
- On February 1, 2011, we issued a temporary contract for the Folk Art Center at Blue Ridge Parkway.
- We are currently evaluating offers received for the following:
 - Lodging operations at Blue Ridge Parkway
 - Lodging operations at Big South Fork National River and Recreation Area
- Planned Prospectus releases:
 - Boat tours in Biscayne National Park – September 2011
 - Boat tours at Buck Island Reef National Monument – Summer 2011

- Fishing operations at Cape Hatteras National Seashore – Summer 2011
- Plans are underway to convert the concession contract at Caneel Bay in Virgin Islands National Park to a lease.

Planning

- We expect to begin planning (comprehensive condition assessments) for prospectus development at the following parks:
 - Several operations at Blue Ridge Parkway
 - Food and beverage operations at Gulf Islands National Seashore
 - Lodging and stable operations at Big South Fork National River and Recreation Area
 - Boat tours operations (facilities) at Everglades National Park
 - Lodging, campgrounds, retail and food & beverage operations at Virgin Islands National Park

Concession Contract Backlog Update

Projected releases of expired 1965-Act contracts during FY2011

- Alaska Region – No backlog contracts
- Intermountain Region
 - Grand Canyon National Park (GRCA033) – Railway services
- Midwest Region
 - Ozark National Scenic Riverways (OZAR012) – Camping store with canoe rentals
- National Capital Region – No planned releases
- Northeast Region
 - Shenandoah National Park (SHEN001) – Lodging, F&B, retail
- Pacific West Region
 - Olympic National Park (OLYM002) – Lodging
 - Lake Mead National Recreation Area (LAKE004) – Tour boats
 - Olympic National Park (OLYM001) – Lodging, F&B, retail
 - Ross Lake National Recreation Area (ROLA001) – Lodging, boat rentals
- Southeast Region
 - Cape Hatteras National Seashore (CAHA004) – Fishing operations

Current backlog of expired 1965-Act contracts	36
Projected releases	8