

## Alaska Regional Update

### Prospectuses, New Contracts and New Leases

- We issued no prospectuses or leasing requests for proposals in FY2011. We awarded a contract to American Cruise Line (GLBA043) under a previously issued prospectus, authorizing tour vessel entry into Glacier Bay starting in 2012.
- All of the Alaska contracts are current (none are extended or expired).

### Planning

- WRST018 – We plan to release a prospectus for guided tours of historic buildings spring 2012.
- DENAXXX – We plan to release a prospectus for 6 mountaineering guide contracts in the fall 2012.
- DENA001 – We plan to release a prospectus for bus operations and retail services in the spring 2013.
- GLBA001 – We plan to release a prospectus (lodging, food and beverage, retail) in the winter 2013.
- Denali Vehicle Management Plan - Denali National Park is considering alternatives for managing vehicles, including concession buses, on the 90-mile park road which serves as the primary form of visitor access into the 6 million acre park. The Region released the Draft Vehicle Management Plan/EIS earlier this year and is accepting public comment through October 31, 2011. The Record of Decision is expected in June 2012. For more information: [www.nps.gov/dena/parkmgmt/planning](http://www.nps.gov/dena/parkmgmt/planning)

### Staffing

- Mark Charpentier was hired as the Chief of Concessions at Denali National Park & Preserve in March 2011. He comes to the NPS from Portsmouth Naval Shipyard as the Facilities Support Contract Manager with the Naval Facilities Engineering Command. He has a Bachelor of Business Administration, a Bachelor of Science in Accounting, and a Master of Business Administration (MBA).
- Phyllis Motsko, Concessions Management Specialist, retired after many years at Denali.
- Melanie Faria was hired as a Concessions Management Specialist at Glacier Bay National Park in September 2011. Melanie has worked in concessions at Pinnacles National Monument.

## Intermountain Regional Update

### Prospectuses, New Contracts and New Leases

- CC-JODR002-12 – We selected Flagg Ranch Company, subsidiary of Vail, Inc., to operate for a 15-year term.
- CC-GRTE003-12 – We selected Signal Mountain Lodge, LLC, subsidiary of Forever Resorts, to operate for a 15-year term.
- CC-AMIS002-12 – We issued a prospectus for the marina operations at Amistad National Recreation Area on September 1 with proposals due on October 31.
- CC-ROMOXXX – We issued a prospectus for 14 contracts for guided horseback tours (originating outside the park) at Rocky Mountain National Park on September 1 with proposals due on November 1, 2011.
- CC-TICA001-12 – We issued a prospectus for retail operations at Timpanogos Cave National Monument on September 23 with proposals due on December 7, 2011.
- CC-GRTE004-12 – We issued a prospectus for dude ranch operations at Grand Teton National Park on September 30 with proposals due on December 1, 2011.
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## Planning

- GRCA034 – We plan to release a prospectus for bike rentals at Grand Canyon National Park in late October.
- GRTE005 – We plan to release a prospectus for rustic accommodations at Grand Teton National Park this winter.
- YELL077 – We plan to release a prospectus for lodging, food and beverage, retail, campgrounds, and tours at Yellowstone National Park in the spring 2012.
- GRCA001/003 – We plan to release prospectuses for lodging, food and beverage, retail, campgrounds, tours, and groceries at Grand Canyon National Park in the fall 2012 (FY13).
- Projects also underway or starting soon include prospectus development at GLAC002, MEVE001, and PEFO001, ZION001.

## Staffing

- Jennifer Bonnett is now permanent Chief of Concessions for the Intermountain Region.
- Dick Swihart has joined the Intermountain Region from Grand Teton National Park as a Concessions Management Specialist.
- Colleen Burnidge, Intermountain Region Solicitor, will be on maternity leave from mid-November to March, 2012.

## Midwest Regional Update

### Prospectuses, New Contracts and New Leases

- CC-HOSP002 – We selected the incumbent, Buckstaff Bath House Company, to operate for a 10-year term.
- CC-OZAR011 – We selected the incumbent, Current River, to operate for a 10-year term.
- CC-OZAR016 – We selected the incumbent, Carr Store, to operate at for a 10-year term.
- Proposals for leases of historic bathhouses at Hot Springs National Park (Maurice, Hale, Superior) are due December 30.
- Proposals for farm leases under Cuyahoga Valley National Park's Countryside initiative (Edgar Farm, Holland Farm) were due October 3.
- We are working with Lincoln Home National Historic Site on developing new leases for the Robinson and Cook Houses. The current leases expire January 2012.
- We are working with Indiana Dunes National Lakeshore on developing leases for the Solomon Enclave, House of Tomorrow, and Edger House.
- We are working with Fort Smith National Historic Site on developing a lease for the Frisco Station.

## Planning

- Niobrara National Scenic River - commercial services strategy underway. The primary commercial activities are tube and boat rentals and some tours.
- JEFF001 – We plan to release the prospectus for retail operations at Jefferson National Expansion Memorial (the Arch) in late fall or early winter. The required services will expand to include mobile food carts.
- OZAR012- Our last backlog contract! We are in the final stages of developing the prospectus for retail operations and plan to release it winter 2012.
- OZAR015 – We plan to release the prospectus for lodging operations late winter 2012.

- BUFFXXX –We plan to release the prospectus for 25 canoe rental/launch and retrieve contracts at Buffalo National River winter 2012.
- MORU – Interim condition assessments are underway for the concession facilities at Mount Rushmore.

### Staffing

- We will advertise for 4-year term position this fall.
- Becky Brock, Concessions Management Specialist at Buffalo National River, will retire December 6, 2011.
- Dan Ponbriand, a collateral duty concession employee, will retire November 2011 from Isle Royale.

## National Capital Regional Update

### Prospectuses, New Contracts and Leases

- TC-ROCR004 - We are developing a temporary contract for Jack’s Boat House (boat rental and storage) at Rock Creek.
- CC-NAMA001 -We should announce the selection of concessioners for food carts on Pennsylvania Avenue by the end of 2011.
- CC-GWMP003 –We should announce the selection of Marina operations in George Washington Memorial Parkway by the end of 2011.

### Planning

- NACC004 - Landmark Services Tourmobile Inc., plans to cease operations as of October 31, 2011. We are working with WASO and the involved parks to avoid interruption of visitor services through temporary contracts or other agreements.
- We continue working on the prospectus for the East Potomac, Langston, and Rock Creek golf course combined operations with plans to release late next year or early 2013.
- NACE003 - We plan to extend this contract for marina operations at Buzzard Point for 1 year.
- NACC003 - We plan to start prospectus development (regional hospitality services) this fall.

### Staffing

- We welcome Liz Tinker, Project Manager, who will be working on National Capital Region contracting projects. For her first year, she will be duty stationed in the WASO offices.

## Northeast Regional Update

### Prospectuses, New Contracts and New Leases

- CC-BOST002-12 – We released the prospectus for food and beverage services on August 18 with proposals due on October 18.
- CC-GATE021 -12 and CC-GATE023 -12 – We released the prospectuses for beach club operations on September 8 with proposals due on November 7.
- We did not receive any bids for the Leasing Request for Proposals issued for City Tavern in Philadelphia, PA, which ended in September 2011. The park and region are reevaluating the terms of the lease.

## Planning

- SHEN001 – We plan to release a prospectus for lodging, food and beverage, and retail operations later this fall.
- COLO001 – We plan to release a prospectus for retail operations summer 2012.
- COLO006 – We plan to release a prospectus for food and beverage operations summer 2012.
- ACAD001 – We plan to release a prospectus for food and beverage and retail operations spring 2012.
- GATE019 – We plan to release a prospectus for food and beverage operations spring 2012.
- GATE020 – We plan to issue a prospectus for golf operations summer 2012.

## Staffing

- After hiring 4 new employees approximately 9 months ago, the Northeast Region Concessions Program, several prospectus development efforts have resulted in successful prospectuses and contract management support across the Region has gained significant traction. Superintendents, park Concessions Management Specialists, and concessioners have all provided positive feedback about the increased level of service.

## Possessory Interest (PI)

- Possessory Interest (PI) negotiations for CC-SHEN001-85 were held and completed with ARAMARK Parks and Destinations, LLC in March 2011 in preparation for prospectus release.

## Pacific West Regional Update

### Prospectuses, New Contracts and New Leases

- CC-GRBA001 – We awarded the incumbent, Half Year, Inc., the contract to operate for a 5-year term.
- CC-PORE003 – We selected Hostelling International, Golden Gate Council to operate for a 10-year term.
- CC-LACH003 – We selected Guest Services, Inc., to operate at Stehekin for a 10-year contract.
- CC-HAVO001 – We released a prospectus for lodging, food and beverage, and retail operations on July 25 with proposals due on October 25.
- CC-LAKE007-12 – We are working to select a concessioner for the temporary contract for marina operations, lodging, food and beverage at Katherine Landing on Lake Mohave.
- We received no offers for LAKE004 (ferry services) or OLYM002 (Log Cabin lodging operations). We currently are evaluating options.
- We are evaluating offers for:
  - CC-OLYM001-12 - Kalaloch Lodge operations
  - Lease for field cultivation at Ebey's Landing National Historical Park (WA state)

## Planning

- LARO001 – We plan to release a prospectus for marina operations at Lake Roosevelt NRA later this fall.
- ROLA003 – We plan to release a prospectus for a floating resort at Ross Lake NRA (part of North Cascades complex) later this fall.
- LAKE010 – We plan to release a prospectus for marina operations at Echo Bay at Lake Mead NRA in late fall or winter 2012.
- CRLA003 – We plan to release a prospectus for trolley services at Crater Lake National Park this winter.

- LAKE017 – We plan to release a prospectus for marina operations at Willow Beach and Black Canyon raft tours spring 2012.
- SEKI006 – We plan to release a prospectus for lodging, food and beverage, and retail operations at Kings Canyon National Park spring 2012.
- MORA002 - We plan to release a prospectus for lodging, food and beverage, and retail operations at Mount Rainier National Park spring or summer 2012.
- We will release the Commercial Services Plan for Haleakala National Park for public review and comment this fall. It considers limits on the number of commercial bus and other tour operators in the park and whether to transition some commercial use authorization to concession contracts.
- We plan to release the General Management Plan for Channel Islands National Park for public review and comment later this year. It also considers whether to transition some commercial use authorization to concession contracts, as well as additional land-based operations on Santa Rosa Island.
- YOSE004 - The Yosemite prospectus for lodging, food and beverage, retail, tour operations is on hold while the Service completes the Merced River Plan. The current schedule plans for a release of the prospectus in the summer/fall of 2013 with a new contract effective in early 2015.

### **Possessory Interest (PI)**

- We hope to begin PI negotiations with some concessioners at Lake Mead NRA this year and are working on settling the PI at Sequoia National Park.

### **Staffing**

- Paul Pfenninger who worked for the region half time has transitioned to the Washington Office. We hope to advertise to replace Paul this fall.
- We are advertising for a concessions asset manager for the region this fall.
- We have completed our move to San Francisco – come see us in the big city.

## **Southeast Regional Update**

### **Prospectuses, New Contracts and New Leases**

- CC- BISC002 – We released a prospectus for interpretive boat tours on September 28 with proposals due on January 4.
- CC-EVER004 - We selected the incumbent to operate for a 10-year term.
- TC-BISO001-11 – We awarded a 3-year temporary contract for lodging in June.
- TC-BLRI009-11 – We awarded a 2-year temporary contract for Mabry Mill (food and beverage and retail) and Rocky Knob Cabin (lodging) in June.
- TC-BLRI010-11 – We awarded a 2-year temporary contract for boat rentals at Price Lake in June.

### **Leasing**

- Under specific statutory authority, we are negotiating the conversion of a retained use estate to a lease at Virgin Islands National Park.

### **Planning**

- CAHA004 - We plan to release a prospectus for a fishing center and boat tours at Cape Hatteras National Seashore later this fall.

- BLRI002 – We plan to release a prospectus for retail and food and beverage operations at Blue Ridge Parkway this fall.
- BLRI011 – We plan to release a prospectus for lodging at Blue Ridge Parkway spring 2012.
- BLRI013 - We plan to release a prospectus for retail and campground operations at Blue Ridge Parkway spring 2012.
- BLRI008 – We plan to release a prospectus for retail operations at Blue Ridge Parkway spring 2012.
- We developed a Commercial Services Strategy at Chatahoochee River National Recreation Area this past summer.
- We are conducting a condition assessment at Tuskegee Institute National Historic Site this fall.

## Staffing

- Jo Anne Blankenship has joined Cape Hatteras National Seashore as a Concessions Management Specialist.
- Dianne Westfaul has joined Gulf Islands National Seashore as the Administrative Officer with Concession duties.
- Teri Gage has joined Biscayne National Park as the Administrative Officer with Concession duties.

## Concession Contract Backlog Update

### Action on 1965 Act Contracts During FY2011

- Alaska Region – No backlog contracts
- Intermountain Region
  - Amistad National Recreation Area (AMIS002) – Marina services (2<sup>nd</sup> release)
  - Grand Teton National Park (GRTE004) – Dude ranch services
- Midwest Region
  - Hot Springs National Park (HOSP002) – Historic bathhouse services (2<sup>nd</sup> release)
- National Capital Region – No releases
- Northeast Region – No releases
- Pacific West Region
  - Lake Mead National Recreation Area (LAKE004) – Tour boats (no offers)
  - Olympic National Park (OLYM001) – Lodging F&B, retail
  - Olympic National Park (OLYM002) – Lodging (no offers)
  - Hawaii Volcanoes National Park (HAVO001) – Lodging, F&B, retail (2<sup>nd</sup> release)
- Southeast Region
  - Everglades National Park (EVER004) – Tram tours
  - Blue Ridge Parkway (BLRI007) – temporary contracts for operations at Mabry Mill, Price Lake, Rocky Knolls cabins, expansion of existing contract for operations at Crabtree Falls
  - Ceased operations at Frisco Pier in Cape Hatteras National Seashore due to extensive storm damage (CAHA002)

<b>Backlog of expired 1965-Act contracts on October 1, 2011</b>	<b>37</b>
<b>Releases (1<sup>st</sup> time only)</b>	<b>7</b>
<b>Remaining backlog</b>	<b>30</b>

## Projected Releases for FY 2012

Region/Park	CONCID	Operations	Projected Release (Y/Q)	1965 Act
ARO/KATM	KATM901,902	Hunting guide	FY12/1	
ARO/DENA	DENAXXX	Mountaineering guide contracts (6)	FY12/1	
IMR/GRCA	GRCA034	Bike rentals, F&B, tours, shuttle	FY12/1	
MWR/JEFF	JEFF001	Retail, F&B	FY12/1	
NER/SHEN	SHEN001	Lodging, F&B, retail	FY12/1	X
PWR/LAKE	LAKE010	Marina	FY12/1	
PWR/LARO	LARO001	Marinas	FY12/1	X
SER/BLRI	BLRI002	Retail	FY12/1	X
SER/CAHA	CAHA004	Fishing center/fishing fleet	FY12/1	
PWR/ROLA	ROLA003	Floating resort	FY12/2	X
IMR/GRTE	GRTE005	Rustic Lodging	FY12/2	
IMR/YELL	YELL077	Lodging, F&B, retail, tours, campgrounds	FY12/2	
MWR/BUFF	BUFFXXX	25 boat rental/launch and retrieve contracts	FY12/2	
MWR/OZAR	OZAR012	Boat rentals	FY12/2	X
MWR/OZAR	OZAR015	Lodging	FY12/2	
PWR/CRLA	CRLA003	Trolley tours	FY12/2	
PWR/SEKI	SEKI006	Lodging, F&B, retail	FY12/2	X
SER/BISO	BISO003	Stables	FY12/2	
ARO/WRST	WRST018	Guided tours of historic buildings	FY12/3	
NER/ACAD	ACAD001	F&B, retail	FY12/3	
NER/GATE	GATE019	F&B	FY12/3	
PWR/LAKE	LAKE017	Marina/float trips	FY12/3	
PWR/MORA	MORA002	Lodging, F&B, retail	FY12/3	X
SER/BLRI	BLRI011	Lodging, F&B, retail	FY12/3	X
SER/GUIS	GUIS001	F&B	FY12/3	
SER/BLRI	BLRI013	Retail, campgrounds	FY12/3	
SER/BLRI	BLRI008	Retail	FY12/3	
NER/COLO	COLO001	Retail	FY12/4	
NER/COLO	COLO006	F&B	FY12/4	
NER/GATE	GATE020	Golf	FY12/4	