

Alaska Regional Update

Prospectuses, New Contracts and New Leases

- CC-KATM901, 902-13 – A prospectus for two concession contracts for guided sport hunting in Katmai National Park & Preserve has been released. The selections have been announced and the contracts will be awarded in the near future.
- CC-WRST018-13 – The contract for guided walking tours of the historic Kennecott Mine located in Kennecott National Historic Landmark within Wrangell St. Elias National Park & Preserve has been awarded.
- GLBA001 - No proposals were received for a prospectus issued for Glacier Bay Lodge located in Glacier Bay National Park & Preserve. Services included lodging (56 rooms), a day tour boat, food/beverage, and retail. Work continues, along with consultants, on developing a new prospectus, which is hoped to be released in the spring of 2014.
- KLGO – Request for Proposals (RFPs) were released for leases of historic properties for three separate buildings in Klondike Gold Rush National Historical Park on August 9. Proposals were due October 23.

Planning

- DENA001 – The prospectus for the principle concession at Denali National Park & Preserve is projected to be released after the beginning of 2014. Services include bus tours, bus transportation, food/beverage, retail, and campgrounds.
- DENA005, 006, 008, 009, 010 – The prospectus for five concession contracts for guided mountaineering services on Mount McKinley and surrounding peaks in Denali National Park & Preserve is projected to be released this fall/winter.
- KATM002, 003, 004, 005, 006, 007 - The prospectus for boat storage on American Creek is projected to be released in the spring of 2014.
- LACLXXX – The prospectus for hunting guide concession contracts is projected to be released in the spring of 2014.

Intermountain Regional Update

Prospectuses, New Contracts and New Leases

- CC-GLAC002-14 - Xanterra Parks & Resorts, Inc., was selected for this contract. The contract is nearing congressional review with an anticipated effective date of January 1, 2014.
- CC-GRTE024, 025, 032- 13 (GRTESKI) - CC-GRTE024-04 and CC-GRTE032-04 will be extended for a year or until a new contract is effective due to an ongoing protest. CC-GRTE025-13 was awarded to the incumbent, Powder Hounds, Inc., dba Rendezvous Ski Tours.
- CC-GRTE009/GRTE012 - These contracts were awarded to the incumbent concessioners, Exum Guide Service and School of American Mountaineering, Inc. dba Exum Mountain Guides and The Mountain Guides, Inc. dba Jackson Hole Mountain Guides, respectively.
- CC-CANY022, 024, 025 – This prospectus was released on April 30, 2013, and responses received on July 2, 2013. The effective date for the new contracts is January 1, 2014.
- CC-CANY026, 027 – This prospectus for calm water transportation, cargo hauling, and interpretive tours in Canyonlands National Park was released on July 11, 2013, and responses received on September 9, 2013. The effective date for new contracts is January 1, 2014.
- The prospectus for up to 11 guided interpretive river trips contracts at Dinosaur National Monument was released on July 8, 2013. The solicitation was cancelled on September 8, 2013, due to a high volume of questions received. A new solicitation is projected to be released in 2014 .

- CC-GRCA001 – The prospectus for lodging, food & beverage, retail, and other visitor services at Grand Canyon National Park was released on August 6, 2013. Proposals are due by November 25, 2013.
- CC-GRCA003 - The prospectus for lodging, food & beverage, retail, and other services at Grand Canyon National Park was released on August 6, 2013. Proposals are due by November 25, 2013.
- CC - MEVE001-15 – The scheduled pre-solicitation site visit scheduled for October 8-9, 2013, was cancelled due to the Government shutdown. The site visit will be rescheduled for mid-November.

Planning

- Projects also underway or starting soon include prospectus development for concession contracts in Petrified Forest National Park (retail, food & beverage), Glen Canyon National Recreation Area (lodging, retail, food & beverage, marinas and medical clinic), Zion National Park (trail rides), White Sands National Monument (retail), Bighorn Canyon National Recreation Area (marina), Yellowstone National Park (backcountry outfitters and snowcoach / snowmobile operations), Glacier National Park (backcountry chalets), Padre Island National Seashore (windsurfing and retail) and Canyonlands National Park (river).

Staffing

- Dick Swihart will be leaving the Intermountain Region in November 2013 to work as a concession specialist at the National Mall and Memorial Parks.

Midwest Regional Update

Prospectuses, New Contracts and New Leases

- BUFFXXX –13 - Fifteen contracts for canoe/tube/kayak rentals and shuttle services within Buffalo National River were awarded in January 2013.
- JEFF001-13 - The contract for expanded services including vending, limited food services, and above-ground mobile food carts at Jefferson National Expansion Area (St. Louis Arch) was awarded in January 2013.
- OZAR012- 14 - The prospectus was released for this operation (Akers Ferry for canoe livery and convenience store) in Ozark National Scenic Riverways. **The current contract is the region's last 1965 law contract.** This prospectus was released on August 7, 2013, and closes on November 5, 2013.
- HOSP Leases - Requests for Proposals (RFP) for the Hale and Maurice historic structures on Bathhouse Row within Hot Springs National Park and the Libby historic structure in downtown Hot Springs was released on July 25, 2013, and closes on January 27, 2014. The historic structures under the RFP's range in size of approximately 15,000-27,000 square feet. Currently, the park leases five large historic structures on Bathhouse Row – the Hale, the Superior, the Ozark, the Quapaw, and the Maurice. The newest lease is for a micro-brewery restaurant in the Superior that opened this fall. The Buckstaff bathhouse operates under a concession contract as a traditional bathhouse experience. The remaining two bathhouse structures operate as the visitor center (the Fordyce) and an interpretive retail store (the Lamar) operated by the park's cooperating association. Unfortunately, the art gallery and event center in the Ozark Bathhouse has closed due to financial difficulty, and that leasing opportunity will be released within the next few months.
- SLBE - In September 2013, a Request for Expression of Interest (RFEI) for the Sleeping Bear Dunes Inn within Sleeping Bear Dunes National Lakeshore was advertised to determine proper authorization (lease or concession contract) depending upon services identified with initial work to begin this summer. Preliminary proposals are due March 14, 2014.
- Herbert Hoover NHS - A 5-year lease was awarded on August 1, 2013, to continue the lease with the United States Postal Service in West Branch, IA.

- Indiana Dunes National Lakeshore is located just south of the city of Chicago. We are exploring a master lease partnership with Indiana Landmarks, a state not-for profit organization that works with the NPS to sublease multiple sites within the park including historic homes that were part of the 1932 Chicago World's Fair Century of Progress homes showcasing the modern conveniences and building materials at the time of the fair. Other leases include the Solomon Enclave and the Lundstrom homes commemorating the unique architectural designs of the early mid-19th century home styles.
- Cuyahoga Valley NP has multiple leases to provide farming/farm stands within the Countryside Initiative farm lease program to preserve the cultural landscape within the park. A new RFP for Edgar Farm is projected for release this spring.

Planning

- NIOB –Work on the commercial services strategy is complete work continues on the draft (Environmental Impact Statement (EIS) for partnership with the US Forest Service on formalizing the Commercial Use Authorization (CUA) program for canoe livery operations at Niobrara National Scenic River.
- OZAR015-14 – Work has begun on the prospectus for Big Spring Lodge (rustic lodge, cabins and restaurant) in Ozark National Scenic Riverways. The project may be put on hold to determine whether to close the operations for rehabilitation work and visitor service reconfiguration.
- ISRO006-14 - The prospectus for seaplane service to Isle Royale National Park is being developed and is projected to be released this winter.
- HOSP001-14 - The prospectus for the mountain tower at Hot Springs National Park, which provides retail and a scenic overlook, is currently being developed.
- INDU001-14 –The prospectus for a new contract for food and beverage services at the Dune climb area within Indiana Dunes National Lakeshore is projected to be released in the summer of 2014.
- OZARXXX-25 - The prospectus for multiple canoe/tube/kayak rentals and shuttle services contract within Ozark National Scenic Riverways is projected to be released in Q4, 2014.

Staffing

- Frank Pinero has taken another job in the private sector. The region was sharing Mr. Pinero with Gateway National Recreation Area working under term appointment. We are currently working to advertise another term appointment position to help in the region.

National Capital Regional Update

Prospectuses, New Contracts and Leases

- NACC003 – Work continues on the prospectus for the region's largest concession contract encompassing operations in six park units in the National Capital Region.
- NACE006 - Prospectus development has begun for the James Creek Marina. The previous effort (in 2010) did not result in an awarded contract.
- Transportation contracts (Arlington Cemetery and the National Mall) – Work has begun on prospectuses for these two temporary contracts.

Planning

- Golf courses (East Potomac, Langston, and Rock Creek) – This project will be restarted in the next few months.

Northeast Regional Update

Prospectuses, New Contracts and New Leases

- ACAD001-14 - Dawnland, LLC, was selected as the operator for Acadia NP's concession operations.
- COLO006-14 - The prospectus for COLO006 was released on September 1st with proposals due on November 10th. The business opportunity is a small restaurant (with historical gross receipts of approximately \$400,000 per year) that operates out of a 2,011 square foot facility called the Cole Digges House. The décor and menu is colonial-themed, in accordance with the mission of the park.
- COLO001-13 - The prospectus for this small retail and convenience items concession opportunity located in the historic Burcher Cottage (circa 1870's) within Colonial National Historic Park, was released in late February.
- CACO004-13 - In 2013, Far Land, Inc. was selected as the new concessioner (under a temporary contract) for the new food and beverage stand at Herring Cove Beach within Cape Cod National Seashore. Far Land, Inc., also operates a general store/deli in the Provincetown, MA, area. The concessioner offered a new menu with healthier options and more diversity for visitors including deli sandwiches and new items such as lobster salad rolls, pulled pork sandwiches and cod cake sliders. The first operating season for the new concessioner has received positive feedback, generated record setting revenues, and the concessioner plans to expand next year.

Planning

- BOST002-14 – The prospectus for a food and beverage operation is projected to be released (for the third time) this fall. The operation is within Boston National Historic Park, in Building 10 in the Charlestown Navy Yard adjacent to the USS Constitution, and the oldest commissioned warship afloat in the world, USS Cassin Young, a World War II-era destroyer, and the USS Constitution Museum. Over 1 million people visit the Navy Yard annually. The Navy Yard hosts numerous special events and will play a significant role in the War of 1812 Bicentennial next year. No proposals were received the prospectus was issued the prospectus for the first time because of a long shutdown period required for construction after the first season of operation and the second time due to incomplete building rehabilitation (painting and the repair of a deck). The NPS plans to complete the construction before a concessioner would occupy the building.
- GATE001-14 – The prospectus for GATE001 is projected to be released in Q1 FY14. The business opportunity is horse boarding, trail rides, and a snack bar within Gateway National Recreational Area's Jamaica Bay Unit. One of the only horse boarding operations within the New York City limits, Jamaica Bay Riding Academy has a high occupancy rate. While much of Gateway NRA was heavily impacted by Superstorm Sandy, the Jamaica Bay Riding Academy experienced little damage and is conducting business as usual.
- ASIS001-14 - A prospectus is planned to be released in order to solicit proposals to provide equipment rentals, food and beverage, merchandise, and other services within Assateague Island National Seashore's Maryland district on both the bay and ocean sides of the park.
- CACO003-15 - A prospectus is planned to be released for the operation of the Truro Golf Course and associated retail and F&B within Cape Cod NS this fall.
- DEWA001-14 – This winter, a solicitation is planned to be released for a campground opportunity, including a merchandise and pre-packaged food & beverage retail space within Delaware Water Gap NRA.

Contract Management

The Northeast Region continues to conduct "Business Services Assessments" at several parks to 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.

Pacific West Regional Update

Prospectuses, New Contracts and New Leases

- LAKE017-13 – The incumbent, Willow Beach/Black Canyon, LLC, was awarded this contract for rafting and marina services on Lake Mohave, a part of Lake Mead NRA, with an effective date of January 1, 2013.
- ROLA003-13 – The incumbent, Ross Lake Resort, Inc., was awarded this contract for the floating resort operations on Ross Lake NRA with an effective date of January 1, 2013.
- SEKI006-13 - Delaware North Parks & Resorts at Kings Canyon, Inc., was awarded this contract for the lodging, food service, and retail services at Kings Canyon National Park with an effective date of November 1, 2013.
- GOGA009-13 - Gaetani Real Estate, Inc., was selected for the Residential Master Lease overseeing all residential leases located in the Fort Mason and Fort Barry areas within Golden Gate National Recreation Area with an effective date of March 1, 2013.
- LAKE010-13 – No offers were received in response to the solicitation for marina operations at Echo Bay at Lake Mead National Recreation Area and the marina was closed on February 1, 2013. Some land based services were continued through an amendment of another existing Lake Mead contract.
- OLYM002 – The incumbent, ARAMARK Sports and Entertainment, Inc., was selected for the operation of the Log Cabin Resort within Olympic National Park.
- MORA002-13 - Rainier Guest Services, LLC , (a subsidiary of the incumbent), was selected for the operation of lodging, food & beverage, and retail within Mount Rainier National Park.
- LAKE004-12 - ARAMARK Sports and Entertainment, Inc., was selected for the operation of boat sightseeing tours and other related services within Lake Mead National Recreation Area.
- LARO001-13 – The incumbent, Dakota Columbia Rentals, LLC, was selected for the operation of a full service marina, including houseboat and boat rentals, moorage, retail/grocery, marine fuel and oil sales, and related services at Keller Ferry and Seven Bays marinas within Lake Roosevelt National Recreation Area.
- MOJA001-13 – Proposals have been received and are currently being evaluated in order to make a recommendation.
- PORE002-13 – The issuance of a temporary contract to provide guided horseback rides within Point Reyes National Seashore is planned with an effective date of December 1, 2013.

Planning

- ORCA001 - A prospectus for lodging, food services, and retail at Oregon Caves National Monument is projected to be released in the first quarter of FY14.
- YOSE003 – The prospectus for the El Portal Market at Yosemite National Park is projected to be released in the first quarter of FY14.
- YOSE004 - The prospectus for lodging, food service, retail, and related services at Yosemite National Park is projected to be released in the third quarter of FY14. Currently the NPS is finalizing the Merced River Plan which could affect the release date of the prospectus.
- LAKE007 - The prospectus for the operation of a full service marina at Katherine Landing on Lake Mohave within Lake Mead National Recreation Area is being finalized and projected for a winter release.
- LAKE006 - Prospectus development is currently underway for the operation of a full service marina operation at Las Vegas Boat Harbor at Lake Mead National Recreation Area.

- PORE002 - Prospectus development is currently underway for guided horseback rides within Point Reyes National Seashore.
- OLYM008 - Prospectus development is currently underway for the Sol Duc operation at Olympic National Park.
- SEKI004 – Prospectus development is underway for the lodging, food services, retail, and related services at Sequoia National Park.
- GOGA011/012/013 - An RFP for three equestrian leases at Golden Gate National Recreation Area is projected to be released this winter.

Staffing

- Anne Altman has transitioned out of the Regional Chief of Commercial Services position but luckily she has taken a WASO position working on special projects for the Associate Director, Business Services. Trystan Stern was selected as the new Regional Chief and transitioned into the position in February.
- Darby Watson retired from the National Park Service in June and is greatly missed. Christopher Fryday has been hired as her replacement. Christopher, who recently received his MBA, will be taking on the financial lead role for the PWR Commercial Services Office.

Southeast Regional Update

Prospectuses, New Contracts and New Leases

- BISO001-14 – This prospectus was released on September 17, 2013, to provide horse stabling operations at Charit Creek Lodge with proposals due on January 8, 2014. This 10-year contract is expected to be awarded in June 2014.
- BISO003-13 – This 10-year contract to provide stable operations at Bandy Creek Stables in Big South Fork National River and Recreation Area was awarded effective January 15, 2013.
- BLRI002-13 - This 10-year contract to provide retail operations at the Northwest Trading Post along the Blue Ridge Parkway was awarded effective May 22, 2013.
- BLRI004-13 - This 10-year contract to provide lodging, retail, and food/beverage services at the Virginia Peaks of Otter along the Blue Ridge Parkway was awarded effective June 17, 2013.
- BLRI008-13 - This 10-year contract to provide retail services at the Folk Art Center along the Blue Ridge Parkway was awarded effective February 1, 2013.
- BLRI009-14 - This prospectus to provide retail and food/beverage at Mabry Mill along the Blue Ridge Parkway was released on March 8, 2013. The review of proposals is complete and this is expected to be awarded and effective by January 1, 2014.
- BLRI010-13 - This 10-year contract to provide boat rentals at Price Lake along the Blue Ridge Parkway was awarded effective April 1, 2013.
- CALO001-14 - This new 10-year contract to provide passenger ferry services to Cape Lookout National Seashore was awarded effective September 30, 2013.
- CAHA004-14 – This prospectus to provide marina services and boat fishing services at Cape Hatteras National Seashore was released on June 3, 2013, with proposals due on February 5, 2014. This 10-year contract is projected to be awarded in the summer of 2014.
- CHAT002-14 - This prospectus was released on August 12, 2013, to provide watercraft rentals and retail services at Chattahoochee River National Recreation Area with proposals due on October 28, 2014. This 10-year contract is projected to be awarded in the spring of 2014.

- GRSM001-15 - This prospectus to provide campground retail services at Cades Cove within the Smoky Mountains National Park was released on September 18, 2013, with proposals due on January 15, 2014. This 10-year contract is projected to be awarded on March 1, 2015.
- GUI002-13 - This 5-year contract to provide campground store and snack bar services within Gulf Islands National Seashore was awarded effective March 15, 2013.

Planning

- BLRI003-14 –A prospectus for lodging, retail, and food/beverage services at Pisgah Inn is projected to be released in the spring of 2013.
 - CUIS001-14 – A prospectus to provide ferry services within Cumberland Island National Seashore is projected to be released in the winter of 2014 .
 - EVER001-14 – A prospectus for lodging, marina, and food/beverage services at Flamingo within Everglades National Park is projected to be released in the spring of 2014.
 - GRSM004-16 – This prospectus is projected to be released in the summer of 2014 to provide horse stabling at Cades Cove Riding Stables within Great Smoky Mountains National Park.
 - GRSM007-15 – This prospectus is projected to be released in the winter of 2014 to provide horse stabling at Smokemont Riding Stables within Smoky Mountains National Park.
 - GUI003-15 – This prospectus to provide passenger ferry services along with retail and food/beverage is projected to be released in the spring of 2014.
 - MACA002-16 – This prospectus is projected to be released in the summer of 2014 to provide lodging, retail, and food/beverage services at the Mammoth Cave Hotel within Mammoth Cave National Park.
 - VIIS001-15 –This prospectus is projected to be released in the spring of 2014 to provide lodging, retail, and food/beverage services at Caneel and Trunk Bays within the Virgin Islands National Park. W
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Concession Contract Backlog Update

Action on 1965 Act Contracts During FY2013

Alaska Region – No backlog contracts

Intermountain Region –

- Issued a temporary contract to replace CACH001-84
- Issued a prospectus for GLAC002
- Issued a prospectus for GRCA003

Midwest Region

- Issued a prospectus for OZAR012

National Capital Region

Northeast Region

Pacific West Region

Southeast Region

- Issued a prospectus for CAHA004

Backlog of expired 1965-Act contracts on October 1, 2012	24
Releases (1st time only)	5
New additions	0
Remaining backlog	19

Projected Releases for FY 2014

Region	CONCID (# of Contracts)	1965/1998	Prospectus Release Qtr/FY14	Most Recent Reported Gross Receipts	Services
ARO	DENAXX (6)	1998	First	\$0 - \$730,000	Mountaineering
ARO	DENA001	1998	Third	\$22,300,000	Transportation, retail, F&B
ARO	GLBA001	1998	Third	\$1,980,000	Lodging, retail, F&B, tour boat
ARO	KATMXX (6)	1998	Third	\$20,000	Sport fishing and boat storage
ARO	LACL (2)	1998	Third	\$20,000	Hunting Guide
IMR	PEFO001	1965	Third	\$2,200,000	Lodging, retail, F&B
IMR	WWSA001	1998	Second	\$1,200,000	Retail, F&B
IMR	DINOXX (12)	1998	Second	\$37,000 - \$444,000	White water rafting
IMR	ROMO003	1998	Forth	\$166,000	Climbing instruction
IMR	YELL WINTER	1998	First		Oversnow tours
IMR	CANYXX (River)	1998	Second		Swift water boats
IMR	MEVE001	1965	First	\$6,700,000	Lodging, F&B, retail
IMR	GLAC004	1998	Second	\$654,000	Backcountry lodging
IMR	GRTE046	1998	Second		Guided horseback rides
IMR	GLCA021	1998	Second	\$152,800	Medical Clinic
IMR	ZION001	1998	First	\$377,000	Trailrides
IMR	AMIS002	1998	Third	\$578,000	Marina services
MWR	HOSP001	1998	Third	\$714,000	Retail, observation tower
MWR	ISRO006	1998	Second	\$172,000	Air taxi
MWR	INDU001	1998	Third		F&B, Rec equip (new)
NCR	GWMP004	1998	Fourth	\$3,800,000	Tours
NCR	NAMA002	1998	Fourth	\$16,500,000	Tours
NER	BOST002	1998	First	1/7/2631	F&B
NER	GATE001	1998	First	\$1,000,000	Horseboarding, instruction, trail rides
NER	ASIS002	1998	First	\$67,000	F&B, rentals
NER	CACO003	1998	First	\$668,000	Golf
NER	GATE017	1998	Fourth	\$2,000,000	Marina services
NER	DEWA001	1998	Second	\$360,000	Campground
PWR	YOSE003	1998	First	\$986,000	Grocery
PWR	ORCA001	1998	First	\$845,000	Lodging, F&B, retail
PWR	YOSE004	1965	Third	\$132,600,000	Lodging, F&B, retail, tours, transporation
PWR	LAKE007	1998	First	\$5,580,000	Marina services
PWR	SEKI004	1965	Fourth	\$9,100,000	Lodging, retail, F&B
SER	EVER001	1998	Third	\$1,726,947	Lodging, retail, F&B, marina (new)
SER	MACA002	1965	Fourth	\$3,900,000	Lodging, retail, F&B
SER	BLRI003	1998	Third	\$3,500,000	Lodging, retail, F&B
SER	BISO005	1998	Second	\$32,754	Horse camp
SER	CUIS001	1998	Second	\$797,455	Ferry 797455
SER	GRSM007	1998	Second	\$325,021	Horse Stable
SER	GRSM004	1998	Third	\$552,642	Horse Stable
SER	VIIS001	1965	Third	\$2,921,290	Lodging, F&B, retail
SER	GUIS003	1998	Third	\$1,472,622	Ferry, F&B, retail