

**SUMMARY OF CC-MEVE001-15 BUSINESS OPPORTUNITY
Pre-Solicitation Site Visit, October 9, 2013**

The National Park Service (Service) intends to release a Prospectus for Lodging, Food and Beverage, Retail, Campground, Tour, Kennel, Fuel, and Other Services at Mesa Verde National Park (Park) in the next 120-days. In order for interested business entities to observe the operation during the operating season, the Service will host a site visit on October 9 at the Park. During the site visit the Service will conduct a tour of the facilities in the Park. Participants must submit questions in writing for response by the Service once the Prospectus issues.

This Summary provides a synopsis of the key elements of the Draft Concession Contract CC-MEVE001-15 ("Draft Contract"). The terms of the business opportunity and the elements of the Draft Contract are subject to change before the Service releases the Prospectus. In the event of any inconsistency between the Prospectus and this Summary, the Prospectus will control.

The Concessioner is required to provide the following visitor services during the term of the Draft Contract.

Draft Contract Required Services

SERVICE	LOCATION
Lodging	Far View Lodge
Food and Beverage	Far View Lodge Far View Terrace Spruce Tree Terrace Morefield Village Wetherill Mesa
Retail	Far View Lodge Far View Terrace Spruce Tree Terrace Morefield Village Wetherill Mesa
Campground	Morefield Village
Tour	Interpretive bus tours
Fuel Sales	Morefield Village
Laundry	Morefield Village
Showers	Morefield Village
Kennel	Morefield Village
Vending	Morefield Village Visitor and Research Center

Draft Contract Authorized Services: None



Mesa Verde Concession Facility Summary

Lodging: Far View Lodge

- 150 rooms spread among 17 buildings, category: Midscale Lodging

Food and Beverage

- Far View Lodge
 - Metate Room, 128 seats, category: Full Service Upscale
 - Lounge, 54 seats indoors and 31 seats outdoors, category: Bar and Cocktail Lounge
- Far View Terrace and Coffee Bar, 200 seats, some additional outdoors, categories: Limited Service Fast Casual and Quick Service
- Spruce Tree Terrace, 48 seats indoors and 64 outdoor, category: Limited Service Fast Casual
- Morefield Village, Knife Edge Café, 60 seats, category: Limited Service Fast Casual
- Wetherill Mesa Snack Bar, 7 picnic tables, category: Limited Service Quick Service

Retail

- Far View Lodge, 324 sq.ft.
- Far View Terrace, 2210 sq.ft.
- Spruce Tree Terrace, 1620 sq.ft.
- Morefield Village General Store, 2,832 sq.ft.
- Wetherill Mesa, 8'X18' counter space

Tours

- Guided bus tours in the Park that allow visitors to experience the cultural progression of the ancestral Puebloan people. The Existing Concessioner uses two 37-passenger buses and one 45-passenger bus. The tours take visitors to the archaeological sites on top of the mesa and provide interpretation on the bus.

Morefield Campground

- 267 Sites (148 acres), which includes camping sites and 15 RV sites with water and electricity and a centralized dump station.

Kennel

- Through a Concession Facilities Improvement Program (CFIP) described below, the Concessioner will convert the Morefield Service Station Bays into a kennel. The Concessioner must provide at least 12 cages of varying sizes for healthy dogs, cats and other small caged animals for seasonal, day-use boarding.

Morefield Service Station

- The Concessioner must sell fuel using self-service pumps.

Morefield Shower and Laundry

- The Concessioner must operate a shower, laundry, and vending machine facility at Morefield Village for campground visitors.

Employee Housing

- Far View Terrace
 - 12 room dormitory
 - One (1) trailer site
- Spruce Tree Terrace
 - Three (3) trailer sites

Historical Annual Gross Revenue

	2010	2011	2012
Gross Revenue	\$6,963,357	\$6,880,533	\$6,722,802

Proposed Minimum Franchise Fee

The Service will publish the Minimum Franchise Fee in the Prospectus.



Term of Draft Contract

Ten (10) years starting January 1, 2015. The effective date of the Draft Contract is subject to change prior to contract award if the Service determines it is necessary.

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 is fully competitive.

Estimated Initial Investment (2015)

Investment	Estimated Amount (2015 Dollars)
Negotiated Possessory Interest ¹	\$7,600,000 ¹
Out of Park Real Property Acquisition	\$428,900
Personal Property Held by the Existing Concessioner ²	\$434,200
Personal Property Upgrades to 28 Previously-renovated Rooms ³	\$132,300
Working Capital	\$315,300
Start-up Costs	\$213,600
Total	\$5,024,300-\$9,124,300 ¹

¹ The Service intends to buy-down the Possessory Interest to an estimated value between \$3.5 and \$6.0 million dollars.

² The Existing Contract requires the Existing Concessioner to sell and transfer to its successor other property used or held for use in connection with the operation.

³ Under the Existing Contract, the Existing Concessioner will renovate 28 standard rooms to upgraded (or kiva) room standards. Under the Draft Contract, the Concessioner must install upgraded soft goods for these 28 rooms to be allowed to charge the approved rate reflective of upgraded rooms.

Concession Facilities Improvement Program (CFIP)

The Draft Contract requires the Concessioner to undertake and complete a CFIP to renovate standard lodging rooms to upgraded (or kiva) rooms and convert the existing service station to the new kennel. The Service estimates these projects will cost the concessioner between \$1,005,000 – \$1,510,000 in 2015 dollars. The Service will credit appropriate Leasehold Surrender Interest for these projects in accordance with the Draft Contract. To support the CFIP, the Concession must also invest in related personal property.

The Service did not include CFIP costs as an initial investment since a Concessioner may choose to start the Lodge Room CFIP at the end of the first operating season, and the cost to convert existing service station bays to kennel operations is minimal.

Estimated CFIP Cost (2015)

PROJECT	ESTIMATED COMPLETION DATE	ESTIMATED TOTAL COST IN 2015\$
Lodge Room Renovations: Renovate 68 standard rooms to kiva rooms	12/31/2017	\$1,000,000 – \$1,500,000
Convert existing service station bays to kennel operations	5/1/2015	\$5,000 – \$10,000
Total Estimated Cost		\$1,005,000 – \$1,510,000

Personal Property Investments Related to CFIP (2015)

PROJECT	ESTIMATED TOTAL COST IN 2015\$
Personal property upgrades to 68 new kiva rooms	\$321,400
Kennel furnishings	\$32,000
Total Estimated Cost	\$353,400

