



Request for Expressions of Interest (RFEI) A Concession Business Opportunity to Operate Marina, Food and Beverage, Retail, and Other Services within Amistad National Recreation Area



Rough Canyon Marina. NPS photo



Diablo East Marina. NPS photo

THIS IS A REQUEST FOR EXPRESSIONS OF INTEREST (RFEI) ONLY.

This RFEI is issued solely for information and planning purposes and does not constitute a Request for Proposal (RFP) or a promise to issue a RFP in the future. This request for expressions of interest does not commit the Government to contract for any supply or service whatsoever. Further, the National Park Service (NPS) is not at this time seeking proposals and will not accept unsolicited proposals.

The NPS is soliciting comments to a proposal to provide marina, food & beverage and other services in Amistad National Recreation Area. The NPS asks that you provide your comments no later than the date written at the bottom of this document.

Responders are advised that the U.S. Government will not pay for any information or administrative costs incurred in response to this RFEI. All costs associated with responding to this RFEI will be solely at the interested party's expense. Not responding to this RFEI does not preclude participation in any future RFP, if any is issued. If a solicitation is released, it will be synopsised on the Federal Business Opportunities website (www.fbo.gov). It is the responsibility of the potential offerors to monitor this site for additional information pertaining to this requirement.

The term "Concessioner" as used in this RFEI refers to the entity that would be providing commercial visitor services under a concession contract, if a Request for Proposal were issued and a concession contract were awarded.

In the event of any inconsistency between the terms of this RFEI and 36 C.F.R. Part 51, 36 C.F.R. Part 51 will control.

NATIONAL PARK SERVICE AND ITS MISSION

In 1916, President Woodrow Wilson approved legislation creating the National Park Service within the Department of the Interior. That legislation mandated that America's National Park Service was created by Congress to:

...conserve the scenery and the natural and historic objects and the wildlife therein and to provide for the enjoyment of the same in such a manner and by such means as will leave them unimpaired for the enjoyment of future generations. (54 U.S.C. §100101(a))

Additionally, Congress declared that the National Park System should be:

...preserved and managed for the benefit and inspiration of all the people of the United States. (54 U.S.C. §100101(b)(2))

The Service has as its overall mission the preservation and public enjoyment of significant aspects of the nation's natural and cultural heritage. To learn more about the National Park Service, visit www.nps.gov. This site includes information about the Service's mission, policies, and information on individual park units.

AMISTAD NATIONAL RECREATION AREA'S PURPOSE AND SIGNIFICANCE

The NPS has administered Amistad National Recreation Area since the 1965 agreement between the NPS and the International Boundary and Water Commission, United States Section. Lake Amistad was created in 1969 when the governments of the United States and Mexico cooperatively dammed the Rio Grande River 12 miles upstream from Del Rio, Texas.

In 1990, the United States Congress passed Public Law 101-628 establishing Amistad National Recreation Area as a unit of the National Park Service. The enabling legislation states, "In order to provide for public outdoor recreation use and enjoyment of the lands and water associated with the United States portion of the reservoir known as Lake Amistad....and to protect the scenic, scientific, cultural, and other values

contributing to the public enjoyment of such lands and water, there is hereby established the Amistad National Recreation Area.”

Area Information

Amistad National Recreation Area (Area) includes Lake Amistad, which is formed by the Rio Grande, Pecos and Devils rivers, with 850 miles of shoreline. Lake Amistad provides outstanding opportunities for boating, sailing, scuba diving, fishing and outdoor activities. The Area operates five campgrounds with 85 individual and three group campsites. In addition to excellent recreation, this area is rich in archeology and rock art, and contains a wide variety of plant and animal life. The Area hosts educational and nature programs and maintains the day use areas, campsites, and boat launching facilities. The Area is open year-round; however, the busiest season is March through December.

Diablo East Marina is located approximately nine miles west of Del Rio, Texas. The marina is located off U.S. Highway 90 West, a popular route connecting west Texas to the San Antonio area. Rough Canyon Marina is located approximately 25 miles north of Del Rio, Texas, and is located on Recreation Road #2 off U.S. Highway 277 North, a popular route traversing Texas from the Texas Panhandle in the north to the Rio Grande Valley in the south. See Exhibit 1.

Additional information on Amistad National Recreation Area can be found at www.nps.gov/amis.

Exhibit 1 - Area Map of Amistad National Recreation Area



Source: NPS

HISTORICAL CONCESSION OPERATIONS

Visitor Services

Historically, concessioners have provided boat rentals, slip rentals, mooring buoy rentals, boat fuel, general merchandise and boat towing services for the general public in the Diablo East area; and boat rental, slip rental, mooring buoy rentals and boat fuel services at Rough Canyon on Lake Amistad. The last contract (identification number: TC-AMIS001-12) was a temporary contract that ended in January 2014 following a historic drop in lake level. Lake levels dropped an unprecedented 74 feet over a three-year period from 2011 to 2013. Low water levels deterred visitors and also caused the previous concessioner to spend significant

time and effort moving and adjusting the floating boat slip dock structures, rental mooring buoys, fuel docks, and sewage pump-out docks at both marinas.

Historical Visitation Data

The following table lists the number of visitors to Amistad National Recreation Area by month and year.

Source: NPS	2012	2013	2014	2015
January	87,528	88,743	68,555	51,947
February	82,070	78,386	85,032	68,422
March	184,346	127,171	103,882	164,977
April	156,806	100,275	152,777	138,736
May	139,195	116,898	115,719	159,638
June	113,434	86,589	135,531	123,653
July	143,244	89,250	127,008	154,850
August	121,785	95,633	98,563	105,738
September	77,286	71,654	61,090	89,812
October	104,238	46,085	84,320	74,683
November	70,017	83,557	42,446	52,373
December	87,553	40,910	55,173	65,222
TOTAL	1,367,502	1,025,151	1,130,096	1,250,051

Lake Level

After reaching an historical low lake level of 61 feet below normal in May of 2013, the lake rose 25 feet over the last six months of 2013 due to rainfall in the area. The lake then remained fairly constant over the next two years, rising an additional six feet in 2014, and rising an additional five feet in 2015. The lake level in February 2016 was twenty-four feet below normal, and had remained fairly constant over the first two months of 2016. A new tire breakwater utilizing large earth-mover tires was installed at the entrance to the Diablo East Marina and does a good job of blocking large waves from entering the marina area as a result of north and northwest winds. Associated with the rise in lake level, visitation in the park has increased 10% over the past two years.

FUTURE OPERATIONS

Visitor Services

At a minimum, the NPS would like a Concessioner to provide slip and buoy rental as well as boat fuel and sewage pump out services at Diablo East and Rough Canyon. Diablo East Marina has 42 boat slips. Rough Canyon Marina has 20 boat slips and 15 mooring buoys.

The Concessioner may also be authorized to provide the following services at Diablo East Marina:

- Houseboat rentals
- Powerboat rentals
- Boat towing services
- Boat launch, load and retrieval
- Boat caretaking
- Courtesy Dock
- Anchoring and piloting service
- Houseboat concierge services
- Boat salvage

- Canoe and kayak rentals
- Personal watercraft rentals
- Interpretive tour boat service
- Charter services
- Boat slips electrical hookups – 24 existing slips with electrical hookups.
- Merchandise – General store (land based)
- Food and Beverage - with pre-packaged food sold from the General store
- Food and Beverage
- Recycling center
- Minor boat and engine repair
- Dinner Cruises

The Concessioner may also be authorized to provide the following services at Rough Canyon Marina:

- Boat fuel service
- Sewage pump-out service
- Powerboat rentals
- Boat towing services
- Courtesy dock

MARKET AREA OVERVIEW

State and Regional Market

Texas is the nation's second largest state with an area of 268,601 square miles or over 7.4% of the total area of the United States. It is also the second most populated state with 24,782,302 people. Two of the largest cities in Texas, San Antonio and Austin, are within 232 miles of Del Rio, which is the nearest major city to Amistad National Recreation Area. There are also five National Park Service sites within 312 miles of Amistad: San Antonio Missions National Historic Park (154 miles), Lyndon B. Johnson National Historic Park (203 miles), Fort Davis National Historic Site (227 miles), Big Bend National Park (241 miles), and Padre Island National Seashore (312 miles).

The travel and tourism industry is an important industry and second only to oil and gas production as a major contributor to the Texas economy. Texas is one of the premier destinations within the United States. Total domestic travel (Texan and Non-Texan) to Texas destinations increased 4% in 2014 with an estimated 243 million visitors. Roughly 70% were traveling for leisure versus 30% for business. Travel from out-of-state increased by more than 5% in 2014. Preliminary estimates show that direct travel spending in Texas was \$70.6 billion in 2014, an increase of 4.7% over the previous year and the fifth consecutive year of growth. More than half of direct travel spending at Texas destinations comes from out-of-state domestic and international markets. Travel spending in Texas directly supported 630,000 jobs and generated \$6.0 billion in state and local tax revenues.

Amistad National Recreation Area is part of the Intermountain Region of the National Park Service and is located in Val Verde County. The 2014 direct travel impacts for the county due to the presence of Amistad National Recreation Area were \$47,251,200 in NPS visitor spending, directly supporting 669 jobs.

Local Market Area

The city of Del Rio, Texas, is located in Val Verde County on the Texas-Mexico border on U.S. Highway 90, running east-west and U.S. 277, running north-south. The city is immediately across from the International Bridge that originates in Ciudad Acuña, Mexico. It is eight miles south of the Area and seven miles west of the Air Education Training Command's Laughlin Air Force Base. Del Rio is approximately 154 miles west of San Antonio and 156 miles south of San Angelo. It is also close to mid-point in the state of Texas, between Big Bend National Park and Padre Island National Seashore. In addition to automobile, visitors may travel to Del Rio, Texas, by rail via Amtrak (Union Pacific Railroad) and by Greyhound bus service.

Approximately 50,000 people reside in the Del Rio Metropolitan Area according to the Chamber of Commerce website. The city is at an elevation of 999 feet and has an average annual temperature of 72 degrees with an annual average of 18.8 inches of rainfall. The climatological summary reflects a maximum average temperature of 80.9°F and a minimum of 58.5°F with June being the hottest month and January the coldest.

Water and a temperate climate make Del Rio a recreational mecca with many modern motels and campgrounds. Sportsmen enjoy hunting, fishing, golf and tennis throughout the year. Local attractions such as Seminole Canyon State Historical Park, the Judge Roy Bean Visitor Center, Whitehead Museum and Val Verde Winery – the state's oldest – attract many travelers, as do annual rodeos and fiestas. Bird watching is also a major draw for the Del Rio area, especially in winter, when many species of birds migrate south and settle in Texas and Coahuila, Mexico.

Fishing tournaments bring a significant number of visitors to the Del Rio area and Amistad Reservoir. Throughout the year, thousands of fishermen spend their weekends fishing for smallmouth bass, largemouth bass, striped bass, channel catfish, and black crappie. In 2015, 149 tournaments were scheduled with 8,664 boats and 12,979 fishermen. These tournaments range from small local clubs to national and international fishing competitions. The most popular fish weigh-in location is the parking lot near the Diablo East boat ramp, followed by the Box Canyon boat ramp parking lot and the Blackbrush boat ramp parking lot.

Accommodations

As of February 2016, the city of Del Rio reported 18 lodging establishments operating several hundred rooms. In addition, there are twelve privately operated campgrounds within 10 miles of Del Rio.

Restaurants

According to the Del Rio Chamber of Commerce (www.drchamber.com), there are 38 restaurants that operate on a year round basis. These restaurants offer a variety of choices from fine dining to pizza and fast food.

Marina Services

Available only to active and retired military personnel and their dependents, Southwinds Marina is located on Lake Amistad west of Diablo East Marina and Highway 90. Southwinds Marina offers overnight accommodations, boat and slip rental, dry dock storage, and rental of a variety of water-based recreation equipment.

Retail

The many shopping areas encompass everything from the well-established family business to large national chains located downtown, in the mall and at various shopping centers. Del Rio and Ciudad Acuña, Mexico offer unique shops and stylish boutiques throughout the two communities. The only retail operation within the Area would be the concession operation at the Diablo East Marina.

Big Bend Natural History Association is the cooperating association for the Area and supports the Area's Education and Resource Management programs through the sale of interpretive and educational materials at the Area visitor center located on Highway 90.

SUBMISSION GUIDELINES

The NPS asks interested parties to provide recommendations regarding this proposed business opportunity. The NPS will consider these recommendations when finalizing the prospectus and the Draft Contract. These recommendations are recommendations only and the quality of the recommendations will not be scored or considered in the event a Request for Proposal is advertised. Please provide the following in your recommendation:

- Recommendations of any kind regarding this RFEI and/or how to structure a future business opportunity.
- Your name, company or organization, and contact information including email address
- Previous experience similar to the operations proposed in the RFEI, if any
- Previous NPS Concessions experience, if any
- An indication of whether you would like the NPS to retain your contact information and notify you if a Request for Proposal is advertised
- Any other pertinent points or conditions

Please submit your response by **May 5, 2016** via email to Jennifer Parker, Chief of Concessions, Intermountain Region, at jennifer_parker@nps.gov.

The NPS will acknowledge your submission after receipt. Within 60 days of the submission date the NPS will provide a publically available description of the next steps in the process and notify all respondents by email.

More information on the NPS commercial services program is available at: www.concessions.nps.gov.

Information about other ways to do business with the NPS is available at: www.nps.gov/aboutus/doingbusinesswithus.htm.