

# Part I

## **BUSINESS OPPORTUNITY**

River Transportation and Cargo Haul-Out Services

Southeast Utah Group  
Canyonlands National Park

National Park Service

Department of the Interior

**Solicitation No. CC-CANYXXX-25**

**For Concession Contracts:**

**CC-CANY026-25**

**CC-CANY027-25**



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## INTRODUCTION

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The National Park Service (Service) has determined that certain visitor services are necessary and appropriate to enhance the visitors' comfort and enjoyment of the Park Unit while ensuring that the resources are protected.

The Service intends to award up to two concession contracts to operate river transportation and cargo haul-out services to flat-water and backcountry users in Canyonlands National Park (Park). This Prospectus describes in general terms the existing business and the future business opportunities for the services required by the Service. Offerors are responsible for reviewing all sections of this Prospectus and, specifically, the terms and conditions of the Draft Concession Contract CC-CANYXXX-25 (Draft Contract(s)), including its exhibits, to determine the full scope of a future Concessioner's responsibilities under the Draft Contract(s).

The Service is conducting this solicitation in accordance with the National Park Service Concessions Management Improvement Act of 1998 (Public Law 105-391) as implemented by the Service in 36 C.F.R. Part 51. The term "Concessioner" as used in this Prospectus refers to the entity that will be the Concessioner under each of the Draft Contract(s). The term "Existing Concessioner(s)" refers to the entity that currently provides services under the Existing Concession Contracts (Existing Contract(s)), Canyonlands River Tours, LLC (CC-CANY026-15) and Meander Canyon Transportation, Inc., DBA Tex's Riverways (CC-CANY027-15). Information on how to obtain a copy of the Existing Contracts and a website link to 36 C.F.R. Part 51 can be located in Part V -The Appendices.

In the event of any inconsistency between the terms of this Prospectus and 36 C.F.R. Part 51, 36 C.F.R. Part 51 will prevail. In the event of any inconsistency between the description of the terms contained in this Prospectus and the Draft Contract(s), the Draft Contract(s) will prevail.

### THE NATIONAL PARK SERVICE AND ITS MISSION

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. (16 U.S.C. § 1)*

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. . . . (16 U.S.C. §1a-1)*

The National Park Service preserves unimpaired the natural and cultural resources and values of the National Park System for the enjoyment, education, and inspiration of this and future generations. The Service cooperates with partners to extend the benefits of natural and cultural resource conservation and outdoor recreation throughout this country and the world. Visit the National Park Service website ([www.nps.gov](http://www.nps.gov)) to learn more about the National Park Service, including its mission, policies, and individual park units.



## CANYONLANDS NATIONAL PARK

Located in southeast Utah, near Moab, Canyonlands National Park (Park) lies west of Grand Junction, CO and south of Salt Lake City, UT. By car, these two cities are at least two and four hours (respectively) from the entrance to Canyonlands. The Park is open year-round, 24 hours a day. The Park is high desert terrain trisected by the junction of the Green and Colorado Rivers. Its 337,570 acres of arid land is a wilderness of countless canyons and fantastically formed buttes carved by the Colorado River and its tributaries. The elevation of the land surface lies between 4,500 and 5,500 feet on the benches and between 5,500 and 6,500 feet on the rims.

The Park is divided into four districts Island in the Sky, The Needles, The Maze, and the Rivers (the Green River and the Colorado River). The Island in the Sky District is between the two rivers. The Needles District is east of the Colorado River. The Maze District is west of the Green River and Cataract Canyon of the Colorado River. Horseshoe Canyon, a detached unit just west of the main park, is administered as part of the Maze District. Each district has its own visitor center with operating hours that differ depending on the season. Both rivers are considered "flat-water" upstream of the Confluence, ideal for canoes, kayaks and other shallow watercraft.

The Act of September 12, 1964 (78 Stat. 934, 16 U.S.C. § 271) established Canyonlands National Park "to preserve an area...possessing superlative scenic, scientific, and archeological features for the inspiration, benefit and use of the public..." The Park's backcountry is significant as one of the last, large, relatively undisturbed areas within the scenic heart of the Colorado Plateau. The whole area presents the scenery of erosion.

### The Colorado and Green Rivers

The flat-water sections of the Green and Colorado Rivers in the Park are one of a number of river-related recreational opportunities that are available within Southeast Utah and are easily accessible from the Moab, Utah area. The Draft Contract(s) authorize services on the Colorado River corridor in Canyonlands National Park, no farther downstream than the Spanish Bottom area, and start of rapid 1 ("Brown Betty") that serve visitors recreating on both the Colorado and Green Rivers, as well as within the Park backcountry. (See Park Area Map in the section below). The Draft Contract(s) do not authorize commercial operations on the Green River. However, public use on the Green River remains a popular recreational opportunity for flat water users, and the Concessioner continues to provide motorized upstream travel along the Colorado River to facilitate return travel for visitors who have reached the confluence after traveling independently down the Green River.

#### Flat Water Sections

The Colorado River flows calmly for approximately 31 miles from the northeast park boundary, through Meander Canyon, and past many beautiful campsites, tributaries, and towering cliffs to the confluence of the Green River. The Colorado River almost always has flows high enough to accommodate motorized boat use. The Potash Boat Launch Area is located approximately 20 miles southwest from Moab and is a major launch site for park visitors and commercial outfitters, who are accessing the Park via the Colorado River. The Potash Boat Launch is reached by a paved road except for the last few hundred yards, which is compacted dirt. The Potash Boat Launch is on property owned by Intrepid Potash Inc., which allows public access and use of the Potash Boat Launch. The boat ramp itself is



concrete. The Service installed a restroom at the Potash Boat Launch Area. The Potash Boat Launch is approximately 13 miles upstream from the Park boundary.

The Green River, from the northwest park boundary, flows placidly to the south for approximately 47 miles through Labyrinth and Stillwater Canyons and past many fascinating side canyons, archeological sites, and flat river bottoms to its confluence with the Colorado River. The majority of flat-water canoe use occurs downstream on the Green River. Upstream flat-water travel on the Green River from the confluence is virtually non-existent due to the current. Most non-motorized boats access the Green River from the Mineral Bottom boat ramp which is located on land managed by the BLM two miles north of the park boundary. The Mineral Bottom boat ramp is located approximately 35 miles from Moab. The ramp itself is dirt and occasionally is undercut by the river current and it is very difficult, if not impossible, to launch large, motorized boats. The BLM provides minimal facilities, including a parking lot and two vault toilets at Mineral Bottom area, maintained by the BLM and the Service.

Below the confluence of the Green and Colorado Rivers, the Colorado River flows through Cataract Canyon. This 14-mile section of river contains 21 to 25 rapids (depending on the level of Lake Powell) representing some of the wildest whitewater in the United States. Because of this whitewater, all flat-water use of the Green and Colorado Rivers ends at either the confluence of these rivers or around Spanish Bottom, which is below the confluence and above the first rapid of Cataract Canyon.

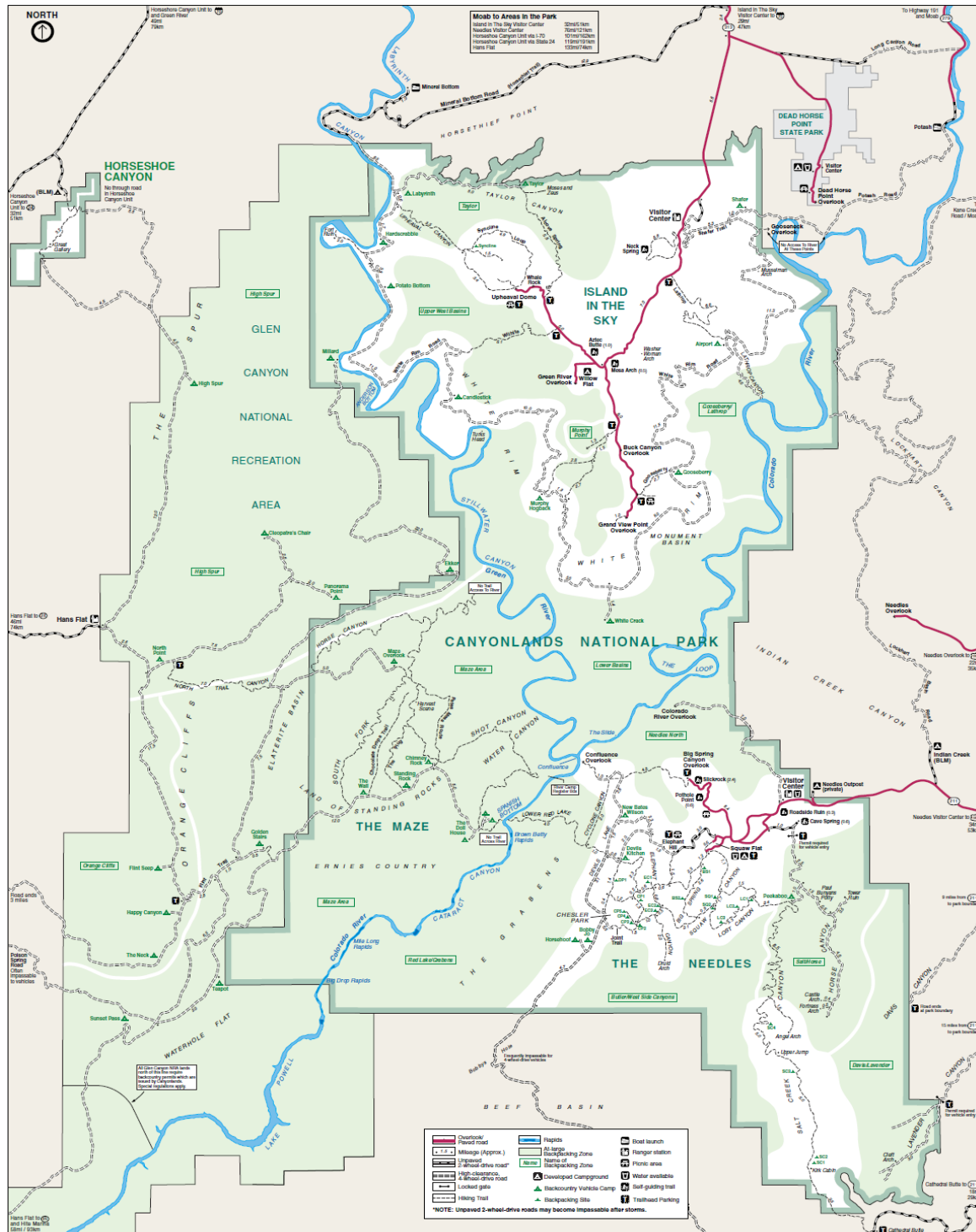


### Park Map

An interactive park map showing park area is available online at:  
<https://www.nps.gov/cany/planyourvisit/maps.htm>.



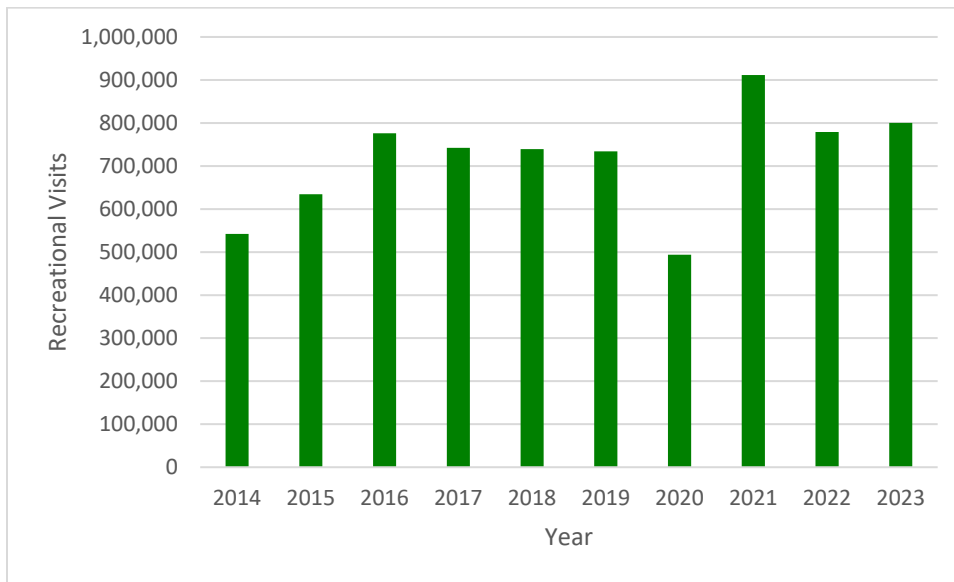
# Canyonland National Park Area Map



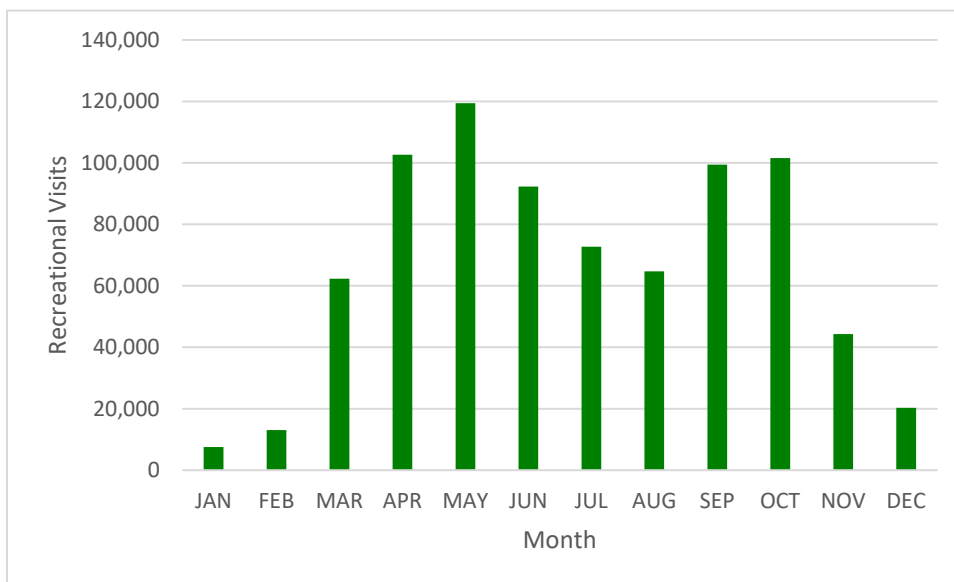
### Park Visitation Trends

Canyonlands recreational visitation has increased over the past ten years with a low of 493,914 in 2020 to a high of 911,594 in 2021, with overall visitation growing at 96% percent over the term. Recreational visitation for 2023 was 800,322, slightly lower than the record high in 2021. Park visitation is highest in May and October, with visitation dropping during the hot summer months and decreasing considerably during the winter. Visitation from April through October accounts for 81% of recreational visits to the Park.

Annual Recreational visitation to Canyonlands National Park



2023 Monthly Recreational visitation to Canyonlands National Park



Additional visitation and visitor use statistics are available at <https://irma.nps.gov/Stats/>. Additional information on Canyonlands National Park can be found at <https://www.nps.gov/cany/>.

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## Market Area Overview

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Moab, Utah is home to Arches and Canyonlands National Parks. Moab is at the center of some of the most stunning red rock landscapes on earth. Moab's unique combination of beautiful scenery and the cool waters of the Colorado and Green River make it one of the most sought-after outdoor recreation destinations in the southwest. Moab has a short, mild winter and a long, moderate spring. The spring and fall are the most pleasant times of year with an average high of 79 degrees Fahrenheit in April and 74 degrees Fahrenheit in October. The average annual precipitation in Moab is 9 inches.

Moab is only 5 miles from Arches National Park and less than an hour's drive from the Island in the Sky District of Canyonlands National Park, making this a popular year-round tourist destination. Moab lies in the heart of the Colorado Plateau and thousands of square miles of colorful canyons, mesas and buttes offer world famous mountain biking, hiking, four-wheel driving and river rafting. Arches National Park, with the world's largest concentration of natural sandstone arches, and Canyonlands National Park, the largest national park in the state of Utah, attract visitors throughout the year with the peak visitation during the May through October period.

A number of companies and organizations located in Moab area offer an array of outdoor activities including guided four-wheel drive part-day, full-day or multi-day tours, flat-water river tours, and whitewater raft trips. Many of these commercial activities primarily take place on BLM lands and where services may occur in Canyonlands and Arches National Parks, they are authorized under concession contracts.

Many visitors become aware of the flat-water touring opportunities through tourist information provided by travel agencies and the local travel council. Others find out about these tours while strolling through the downtown business district where the Moab Information Center and many local tour operators are located.

### Visitor profile

The flat-water sections of the Green River, and to a lesser extent those of the Colorado River, are well known to the canoeing and kayaking public and bring many visitors to the park for flat-water trips that begin at Mineral Bottom and end several days later near the confluence of the Green and Colorado Rivers. Flat-water users decide to undertake this journey with the assistance of a concessioner to provide upstream transportation as there is no other way to complete their journey, without continuing downstream through the rapids of Cataract Canyon, which is prohibited to flat water users since it requires whitewater equipment and expertise. Virtually all flat-water users that paddle down the Green River exit the park by being transported up the Colorado River through river transportation and cargo haul-out services provided by the Concessioners. Many backcountry users utilize both downstream and upstream river transportation to access remote and hard to access backpacking locations in the Park.

To a lesser extent, the Concessioners also provide services to backpackers on multi-day backpacking trips who are accessing the Maze or Needles districts, while water river runners seeking to advance along the flat-water section without paddling/motoring and will join up with a trip downstream. For all these uses, the Concessioners are authorized to drop-off and pick-up clients and their gear, at any point along the Colorado River within the stretch of the river the Concessioners are allowed to operate.

More information and resources on visitor planning for flat-water trips in the Park is available at <https://www.nps.gov/cany/planyourvisit/flatwater.htm>.





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## Key Elements Of The Business Opportunity

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### OVERVIEW OF THE BUSINESS OPPORTUNITY

The following document presents the key elements of the business opportunity for the CC-CANYXXX-25 solicitation. If any inconsistency exists between the terms of the Draft Contract(s) and this Business Opportunity, the Draft Contract(s) will prevail. This section of this Prospectus describes the commercial visitor services required and authorized under the Draft Contract(s).

Required and authorized activities must be part of programs operated and managed by the Concessioner(s). This Business Opportunity provides for river transportation and cargo haul-out services for flat-water and backcountry users.

The Existing Concessioner(s) typically provide gear and vessel rentals to outfit flat-water users at business locations outside of the Park and offer transportation services to launch locations. These services are not managed under this Business Opportunity since they occur outside the Park.

**The Draft Contract(s) do not provide access through private or other public lands to access boat ramps and put-in or take-out points for motorized boats. Offerors are responsible to ensure they have appropriate permissions to access land outside the Park's boundaries, including permissions to access and use the Potash boat parking and boat ramp, used to access the Colorado River. Operations on the Green River are no longer authorized under the Draft Contract(s).**

### TERM AND EFFECTIVE DATE OF DRAFT CONCESSION CONTRACT(S)

The CC-CANYXXX-25 Draft Contract(s) have a term of ten (10) years beginning on January 1, 2025 and ending on December 31, 2034.

### PREFERRED OFFEROR DETERMINATION

The Director, pursuant to the terms of 36 Code of Federal Regulations Part 51, has determined that all the contracts described in this Prospectus CC-CANYXXX-25 are qualified Contract(s) and, therefore, each Existing Concessioner is a Preferred Offeror for this Contract. The Existing Concessioner(s) must submit a responsive proposal to this Prospectus to be considered for award of the respective Contract. If the Existing Concessioner(s) submits a responsive proposal and that proposal is not selected as the best proposal for that specific Contract, the Preferred Offeror designation allows it to match the terms of the best offer and be awarded the contract for which it submitted the proposal.

### REQUIRED SERVICES AND AUTHORIZED SERVICES

The following exhibit describes the Required Services (i.e., must be provided by the Concessioners), Authorized Services (i.e., may be provided at the option of the Concessioners), and service locations as described in the Draft Contract(s). The required and authorized services under this business opportunity are not materially changed between the Existing Contracts and the Draft Contract(s). However, the previously authorized service of cargo hauling is now considered a component of the previously required services of River Transportation and Canoe Haul-Out are no longer listed as separate authorized services. Flat-water interpretive boat tours continue to be authorized, but not a required service.

Additionally, the Green River is no longer an authorized location for services under the Draft Contract(s), all required and authorized services must occur on the Colorado River. Historically, the Existing Concessioners did not operate river transportation or cargo haul-out services on the Green River. As referenced in the section Park Planning, the Park is beginning planning for a comprehensive river management plan for the Green and Colorado rivers.



Finally, the Draft Contract(s) Exhibit B, Operating Plan, includes new use allocations that identify the maximum number of boats each Concessioner may launch each day and the total number of boats each Concessioner may launch each year (season), and establishes a new minimum use requirement. See Exhibit B, Operating Plan 4)A)(6) for additional details on Use Allocations.

Required Visitor Services under the Draft Contract(s)

	Service	Location
i.	River Transportation and Cargo Haul-Out Services	The Colorado River corridor in Canyonlands National Park and no farther downstream than the Spanish Bottom area and start of rapid 1 ("Brown Betty").

Authorized Visitor Services under the Draft Contract(s)

	Service	Location
i.	Interpretive Boat Tours	The Colorado River corridor in Canyonlands National Park and no farther downstream than the Spanish Bottom area and start of rapid 1 ("Brown Betty").



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## Characteristics of the Required and Authorized Services

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### REQUIRED SERVICE: RIVER TRANSPORTATION AND CARGO HAUL-OUT SERVICES

Under the Draft Contract(s), the Concessioners will use motorized boats on the Colorado river to provide river transportation and cargo services for flat-water and backcountry users. River transportation consists of 'upstream' and 'downstream' transportation services to passengers, and transporting passenger's gear and vessels along with "Cargo" used in kayaking, canoeing, and backpacking. Trips must occur between sunrise and sunset, and last one day or less; overnight use is not authorized. Concessioner operations within the Park can only occur in the Colorado River corridor in Canyonlands National Park, and no farther downstream than the Spanish Bottom area and start of rapid 1 ("Brown Betty").

Because Concessioner is not assigned designated pick-up and drop-off locations along the Colorado River corridor, trips vary in length depending on the reserved pick-up and drop-off location and water conditions. It takes approximately 4-6 hours to travel round-trip from the Potash boat ramp to the pick-up locations along the river corridor in the areas of Confluence of the Green or Colorado Rivers, as far down as Spanish Bottom, and back.

The Concessioner must use motorized boats to perform required services and be able to operate its fleet in a variety of water conditions each season and year-to-year. All boats must be stored outside the Park, as the Draft Contract(s) contain no assigned land or real property. The Park has established a maximum boat length of 50ft. Boat passenger occupancy and cargo capacity vary by vessel type and size. The Concessioner is responsible for ensuring its boats meet all applicable Park and State vessel requirements, including requirements of the Draft Contract(s), Exhibit B Operating Plan 4)A)3, 4)A)4, and 4)B).

The Concessioner must adhere to all posted closures for resource protection, including canyon closures into Jasper Canyon and the Needles District. Information on Area closures can be found in the Superintendent's Compendium at <https://www.nps.gov/cany/learn/management/compendium.htm>.

### Trip scheduling and reservations

In keeping with historic operations, Concessioners must accept visitor reservations for trips and may choose how they will schedule trips each day to meet visitor demand. Often, the Concessioner's river transportation and cargo trips contain multiple people travelling on different Park River and Backcountry permits who reserve the Concessioner's transportation and cargo (shuttle) service for the same date or where the Concessioner has arranged services to be provided to respective locations to facilitate efficiency of providing upstream and downstream travel.

All river trips on the Green and Colorado rivers within the Park, require visitors to obtain a Park River permit. However, Park public information suggests that visitors should make their upstream travel arrangements first, before contacting the Park to obtain a River permit, since it is more likely that Concessioner shuttle availability will be a factor in trip scheduling and may dictate requesting a River permit for specific dates. It is critical to secure upstream travel from a Concessioner as the National Park Service does not provide any shuttle or transportation.

The NPS relies on the Concessioners to help educate potential clients on the need to obtain a Canyonlands National Park River permit, permit requirements and the reservation process.

New to the Draft Contract(s), the Concessioners must now pay for and obtain a permit for each Concessioner boat launch, using the Canyonlands National Park Reservation system. See the Concessioner River Permit (Canyonlands National Park Reservation System) section below for more details.



Also new to the Draft Contract(s), the Service assigns in the Draft Contract(s) use allocations that limit the maximum number of boat launches per season and per day. See the Use Allocations section below for more details. Each Concessioner must also maintain a minimum operating requirement to ensure operations support Area management plans. See the Minimum Use section below for more details.

### **AUTHORIZED SERVICE: INTERPRETIVE BOAT TOURS**

The Concessioner may provide round-trip interpretive motorized boat tours, in the river corridor, focused on providing interpretation of Park resources, which includes such topics as natural resources, geology, human history, and Native American perspectives of the Colorado River. The Draft Contract(s), Exhibit B Operating Plan 4)C identifies additional requirements if this service is provided. The Concessioner must submit all proposed itineraries for Service approval. Guided interpretive day hikes (walking tours off the boat) are not authorized. The Concessioner is not authorized to provide other guided boat tours, i.e., guided flatwater tours using canoes, sea kayaks and other shallow-water boats, or guide services to private or non-commercial groups.

### **OPERATING SEASON AND CONDITIONS**

The Draft Contract(s), Exhibit B Operating Plan, identifies the minimum operating season as March through October, although the actual operating season each year varies depending on weather and water conditions. Weather and snow conditions vary from year to year. The Concessioner must submit to the Service an annual request identifying its proposed operating season and trip dates. See Draft Contract(s) Exhibit B, Operating Plan Section 3)A for additional details.

### **RIVER ACCESS**

There are no boat ramps or put-in and take-out points within the Park. The Potash boat ramp launch site, outside the Park boundary, is used by the Existing Concessioners to access the Colorado River and travel along the river route until it enters the Park. The out of park access roads and boat ramps that allow the Concessioner's motorized boats to put-in or take-out are located outside the boundaries of Canyonlands National Park. Maintenance responsibilities for these roads rest with either the Utah Department of Transportation or the Grand County Road Department. The Service is not responsible for maintenance or repair activities to the roads leading to the ramps or the ramps and cannot guarantee there won't be interruptions in access due to scheduled or unscheduled maintenance and or ramp or road disrepair.

**The Draft Contract(s) do not provide access through private or other public lands to access boat ramps and put-in or take-out points for motorized boats. Offerors are responsible to ensure they have appropriate permissions to access land outside the Park's boundaries, including permissions to access and use the Potash boat parking and boat ramp, used to access the Colorado River. Operations on the Green River are no longer authorized under the Draft Contract(s).**

### **USE ALLOCATIONS**

The Service assigns in the Draft Contract(s) certain use allocations related to the required and authorized services, listed below. These allocations identify the maximum number of boats each Concessioner may launch each day and the total number of boats each Concessioner may launch each year (season). One launch is considered a round-trip that travels 'downstream' and 'upstream', regardless of the number of stops made within the Park during that trip. These allocations are based on historic use, Park planning and compliance documentation, and are subject to change based on future River Management Plans.



## Minimum Use

Contract	Daily Launch Maximum	Annual Launch Maximum
CC-CANY026-25	2	200
CC-CANY027-25	2	200

Each Concessioner must maintain a minimum operating requirement to ensure operations support Area management plans. The Service will annually review reported use to determine if adjustments to use allocations are necessary to maintain visitor services. See Draft Contract(s) Exhibit B, Operating Plan 4)A)(6)(c) for additional details.

- If a Concessioner uses fifteen percent (15%) or less of the annual allocation provided, the Service will notify the Concessioner in writing to request a plan as to how the Concessioner will meet the use allocation in the next season and may reduce and reassign the use allocation for the next operating year to ensure visitor services are available.
- If a Concessioner uses ten percent (10%) or less of the annual use allocation provided, at the end of that season, the Service will notify the Concessioner in writing to request a plan as to how the Concessioner will increase operations in the next season and may cap the Annual Overall Rating Report score at Marginal for that operating year. The Service may reduce and reassign a portion of the use allocation for the next operating year to ensure visitor services are available.
- If a Concessioner uses ten percent (10%) or less of the annual use allocation provided for two consecutive seasons, the Service may cap the Annual Overall Rating Report score at Marginal for that operating year and terminate the Contract.

## CONCESSIONER RIVER PERMIT (CANYONLANDS NATIONAL PARK RESERVATION SYSTEM)

As part of managing Use Allocations, each Concessioner will now be required to make a reservation and obtain a permit and for each boat launch. The Park will use its Canyonlands National Park Reservation system (<https://www.recreation.gov/camping/gateways/2616>) to provide each Concessioner with access to online scheduling and reservations processes. Concessioners will use the online reservation system to reserve, obtain and pay for river permits required for each boat launch. Permits for each boat launch must be requested by the Concessioner at least 24 hours prior to a launch date and will only be issued in the Concessioner's name. The Concessioner is required to pay a non-refundable fee at the time of permit reservation. The 2025 reservation fee is \$6.00 per permit. However, the fee may increase annually during the term of the Contract.

## GUIDE QUALIFICATIONS AND CERTIFICATIONS

The Concessioners must ensure boat operators and employees working in the Park must possess the appropriate qualifications and skills to safely navigate river corridors and have knowledge of emergency procedures and ability to implement medical response procedures in remote locations. All guides are required to have Wilderness First Aid certification and current CPR certification and meet Utah state trip leader requirements. See also the Draft Contract(s), Exhibit B Operating Plan 3)G) (6) for more information.

## CHANGING WATER LEVELS

The Concessioner must be able to operate vessels in a variety of conditions year-to-year and each season, this may include, drought-conditions, low water, high-water, and water flows that alter river channels. During the spring and summer months, typically March through October, sections on the Colorado River can experience varied water levels, including low water that can impact boat travel, river channeling and braiding or access points along the river corridor. These conditions vary depending on weather. This can have an impact on river users, including Concessioners, as they may experience less than desirable floating conditions, motorized boat access, and access to locations along the river corridor.



## PARK PLANNING

The Service prepares a variety of planning and environmental documents to help guide management of parks. The Park is currently operating under the 1981 River Management Plan, and the 1993 Commercial Services Visitor Management Plan. The details of any future Management Plan may change the distribution of allocations and launch schedules allocated to Concessioners, or other components of visitor use and resource management on the rivers within the Park. Currently, there is no limit on the number of public flat-water river permits that may be launched on any given day. Additionally, permitted river users may camp along the river corridor without additional restrictions on location of use, i.e., designated campsites. Future Park planning may make changes to visitor and commercial use along the river corridor.

The Park is beginning planning for a comprehensive river management plan for the Green and Colorado rivers. The comprehensive river management plan will identify management strategies and solutions to address changing visitation patterns and increasing demand for commercial services, impacts on cultural and natural resources, and the implications of climate-induced drought on both visitor use and resource management. More information is available at <https://parkplanning.nps.gov/projectHome.cfm?projectId=121817>.

## Investment Analysis

### LEASEHOLD SURRENDER INTEREST

There is no Leasehold Surrender Interest (as that term is defined in 36 C.F.R. Part 51) under the Existing Contracts.

### ESTIMATED INITIAL INVESTMENT

The Service expects each Concessioner will incur start-up costs prior to commencing operations, including working capital, personal property, supplies, and inventory. Offerors must make their own determinations of the investment required to support their operations. As described in the Proposal Package section of this Prospectus, Concessioners must demonstrate sufficient start-up funds in their proposals.

### PERSONAL PROPERTY

The Concessioners under the Draft Contract(s) will be required to provide such equipment, personal property, and inventory necessary for the proper and efficient operation of the services under the Draft Contract(s). The Existing Contracts do not require the Existing Concessioner(s) to sell its personal property, merchandise, inventory, or supplies used in the operation to the Concessioner.

The Service assumes each Concessioner replaces personal property at the end of its useful life, as required by the Draft Contract(s).

### ADDITIONAL OPERATING REQUIREMENTS

**Environmental Management Program.** Each Concessioner must develop a documented, written, Environmental Management Program (EMP) to achieve Service Environmental Management Objectives. The Commercial Services Program has developed environmental management standards to assist Concessioners with this process. Refer to the Draft Contract(s) Exhibit B, Operating Plan Section 3)) for additional details on EMP requirements. Additional Service information can be found at <https://www.nps.gov/subjects/concessions/environmental-management.htm>.



**Risk Management Program.** Each Concessioner must develop a documented, written, Risk Management Program (RMP) to achieve Service Risk Management Objectives. Refer to the Draft Contract(s) Exhibit B, Operating Plan Section 3)H) for additional details on RMP requirements. The Commercial Services Program has developed tools to assist Concessioners with this process, including a *Risk Management Program Sample*. Additional information can be found at <https://www.nps.gov/subjects/concessions/risk-management.htm>.

## ESTIMATED REVENUE AND EXPENSE PROJECTIONS

### Rates

The rate approval method for the Draft Contract(s) is Competitive Market Declaration (CMD). The Concessioner can adjust rates without the specific administration of the Superintendent, but rates are subject to review to ensure they remain comparable to similar services offered outside the Park. The Superintendent may rescind the use of this method with 30 days advance notice if it is determined the competitive situation has changed or if another method appears to be more appropriate. For more information see the Draft Contract(s) Exhibit B Operating Plan Section 3)C), the Rate Administration Guide and the 2024 Addendum.

The Rate Administration Guide and the 2024 Addendum is available on the Commercial Services website at <https://www.nps.gov/subjects/concessions/rate-administration.htm>.

### Projected Departmental and Operating Expenses

The Service projects that most departmental and indirect expenses will be within industry average range.

#### Employees and Minimum Wage

The Concessioner must comply with all provisions of Executive Order 14026 of April 27, 2021, (Increasing the Minimum Wage for Federal Contractors) and its implementing regulations, including the applicable contract clause, codified at 29 C.F.R. pt. 23, all of which are incorporated by reference into the Draft Contract(s). Offerors must consider the impacts of these requirements when developing their financial projections.

As stated in 29 C.F.R. Part 23, the United States Department of Labor will increase the actual minimum wage for federal contractors during the term of the Draft Contract each year based on the annual change in the Consumer Price Index for Urban Wage Earners and Clerical Workers (CPI-W).

#### Insurance Requirements

The Service has included minimum insurance requirements in the Draft Contract(s). Interested parties should consider these requirements in preparing their proposals. Insurance requirements are found in Draft Contract(s) Exhibit D, Insurance Requirements.

### Minimum Franchise Fee

The minimum franchise fee is three percent (3.0%) of the Concessioner's annual gross receipts or an annual flat fee of \$1,000, whichever is greater, for the term of the Draft Contract(s). Offerors must agree to pay the minimum franchise fee, as set out in Principal Selection Factor 5 of the Proposal Package (Part III of this Prospectus), although Offerors may propose higher franchise fees in accordance with terms of the Prospectus.

In determining the minimum franchise fee, the Service, using available industry data, considered the probable value to the Concessioner of the privileges granted by the Draft Contract. This probable value is based upon a reasonable opportunity for net profit in relation to capital invested and the obligations of the contract including anticipated revenues and expenses.



## Historical Concession Operation

### EXISTING CONCESSIONS OPERATION

Each Existing Concessioner provides the same required services of river transportation and cargo haul-out services as required in the Draft Contract, using motorized jet boats on the Colorado River, without use allocations. Each Concessioner maintains multiple boats to perform required services and operate across a variety of water conditions, including a 24-foot single jetboat to a 46-foot twin jetboat, and sizes between the two. Currently, the Existing Concessioners do not provide interpretive boat tours.

### Historic Rates

The rate method for the Existing Contract(s) is Competitive Market Demand (CMD).

### Historical Financial and Use Data

The Proposal Package requires Offerors to develop financial projections based on the Required Services under the Draft Contract(s). To assist Offerors in the development of these projections, the Service has provided information regarding historical gross revenue, franchise fees, and visitor use. Offerors should be appropriately cautious in the use of historical information. Offerors are responsible for producing their own pro forma financial projections and relying upon their own financial predictions.



### Historical Revenue

The Existing Contract(s) do not contain any requirements regarding minimum levels of use; therefore, historic revenues reflect the business model of the Existing Concessioner(s) and visitor demand.

The following chart presents the 2020 – 2022 historical revenues for each Existing Contract. 2020 gross revenues are reflective of the COVID-19 global pandemic. The services under the Existing Contracts are similar to those required under the Draft Contract(s).

Contract	2020	2021	2022
CC-CANY026-15	\$15,769	\$10,862	\$5,601
CC-CANY027-15	\$234,923	\$442,468	\$388,104



## Franchise Fees Paid

The following chart presents the 2020 – 2022 franchise fees paid by the Existing Concessioners. Each contract has a franchise fee of 3% of Gross Receipts or \$500, whichever is greater.

Contract	2020	2021	2022
CC-CANY026-15	\$500	\$500	\$500
CC-CANY027-15	\$7,047	\$17,274	\$11,643

## Historic Use

The Existing Concessioners provided services to approximately 3,000 visitors in the 2022. The table below presents historical use from 2020 – 2022. Additional visitor use statistics for other Park Concessioners and activities are available at <https://irma.nps.gov/Stats/Reports/Park/CANY> .

Contract	2020 Annual Visitors	2021 Annual Visitors	2022 Annual Visitors
CC-CANY026-15	30	67	15
CC-CANY027-15	1,750	3,316	3,069

The table below presents the reported annual number of trips from 2020 – 2023. The Service assumes that the new two (2) launch per day maximum will allow a comparable number of trips to 2021-2022 total number of trips.

Contract	2020 Number of Trips	2021 Number of Trips	2022 Number of Trips
CC-CANY026-15	3	6	3
CC-CANY027-15	114	178	167

Contract	2020 Average Number of Passengers/Trip	2021 Average Number of Passengers/Trip	2022 Average Number of Passengers/Trip
CC-CANY026-15	10	11	5
CC-CANY027-15	15	19	18

## Site Visit

No Concession Facilities are associated with the Draft Contract(s); therefore, no site visit will be conducted. Offerors are encouraged to visit the area to become familiar with physical conditions and limitations involved and become acquainted with the details requisite to operating the Draft Contract(s) services.



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## Questions

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If you plan to submit a question in response to this solicitation, you must notify Jennifer Parker, Commercial Services Program Lead, NPS Regional Office Serving Interior Regions 6, 7, & 8, via email at [Jennifer\\_Parker@nps.gov](mailto:Jennifer_Parker@nps.gov) no later than 4:00 p.m. Mountain Time on the Questions due date listed in the Inside Cover of this Prospectus. The Service will respond to questions by the Notice of Intent to Propose date listed in the Inside Cover of this Prospectus.

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## Notification of Intent to Propose

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If you plan to submit a proposal in response to this solicitation, you must notify Jennifer Parker, Commercial Services Program Lead, NPS Regional Office Serving Interior Regions 6, 7, & 8, via email at [Jennifer\\_Parker@nps.gov](mailto:Jennifer_Parker@nps.gov) no later than 4:00 p.m. Mountain Time on the Notice of Intent to Propose date listed in the Inside Cover of this Prospectus. The Service will not accept proposals from entities that do not provide notice on or before this deadline. **See Proposal Instructions for additional guidance on how to submit the Notification of Intent to Propose.**

-- END Part I: Business Opportunity --

