

# Part I

## BUSINESS OPPORTUNITY

Instruction and Guide Services in Technical Rock Climbing or  
Ice Climbing  
within  
Rocky Mountain National Park

Department of the Interior  
National Park Service

**Concession Contract No. CC-ROMO0XX-26**

**CC-ROMO003-26**  
**CC-ROMO031-26**  
**CC-ROMO032-26**  
**CC-ROMO033-26**  
**CC-ROMO034-26**  
**CC-ROMO035-26**



## TABLE OF CONTENTS

<b>INTRODUCTION.....</b>	<b>1</b>
THE NATIONAL PARK SERVICE AND ITS MISSION .....	1
ROCKY MOUNTAIN NATIONAL PARK AND ITS MISSION.....	2
<b>MARKET AREA OVERVIEW.....</b>	<b>3</b>
COLORADO TOURISM MARKET .....	3
LOCAL MARKET AREA .....	3
WEATHER .....	3
PARK MAP .....	5
PARK VISITATION TRENDS .....	6
<b>KEY ELEMENTS OF THE BUSINESS OPPORTUNITY .....</b>	<b>7</b>
OVERVIEW OF THE BUSINESS OPPORTUNITY.....	7
PROPOSAL OVERVIEW .....	7
PREFERRED OFFEROR DETERMINATION .....	7
TERM AND EFFECTIVE DATE OF DRAFT CONCESSION CONTRACTS .....	8
REQUIRED SERVICES AND AUTHORIZED SERVICES .....	8
CHARACTERISTICS OF THE REQUIRED AND AUTHORIZED SERVICES.....	8
CLIMBING POLICIES AND PRACTICES .....	9
ADDITIONAL OPERATING REQUIREMENTS .....	10
<b>INVESTMENT ANALYSIS.....</b>	<b>10</b>
LEASEHOLD SURRENDER INTEREST.....	10
ESTIMATED INITIAL INVESTMENT.....	10
PERSONAL PROPERTY .....	10
ESTIMATED REVENUE AND EXPENSE PROJECTIONS .....	11
<b>HISTORICAL CONCESSION OPERATION .....</b>	<b>11</b>
EXISTING CONCESSIONS OPERATION.....	11
HISTORICAL FINANCIAL AND USE DATA .....	12
<b>SITE VISIT .....</b>	<b>13</b>
<b>QUESTIONS.....</b>	<b>13</b>
<b>NOTIFICATION OF INTENT TO PROPOSE.....</b>	<b>13</b>



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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 the resources are protected.

The Service intends to award up to six (6) Concession Contracts for instruction and guide services in technical rock climbing or ice climbing in Rocky Mountain National Park (Park). This section of the Prospectus describes the existing business and the future business opportunities in general terms for instruction and guide services in technical rock climbing or ice climbing to be authorized by the Service within the Park. Potential Offerors are responsible for reviewing all sections of this Prospectus, and specifically, the terms and conditions of the Draft Contract(s), including exhibits, to determine the full scope of a 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(s)" as used in this Prospectus refers to the entity or entities that will be the Concessioner(s) under the Draft Contract(s). The term "existing Concessioner(s)" refer to the entity or entities that hold the existing Concession Contract(s). A copy of 36 C.F.R. Part 51 is included as an Appendix to this Prospectus. The Existing Contracts are available upon request. See the Appendix Table of Contents (Part V of this Prospectus) for how to request a copy.

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 terms of the Draft Contract(s) will prevail.

### THE NATIONAL PARK SERVICE AND ITS MISSION

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

*...conserve the scenery and the natural and historic objects and the wild life 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)*

The 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 Service's website ([www.nps.gov](http://www.nps.gov)) to learn more about the Service, including its mission, policies, and individual park units.



## ROCKY MOUNTAIN NATIONAL PARK AND ITS MISSION

The National Park System preserves outstanding representatives of the best of America's natural, cultural, and recreational resources of national significance. Rocky Mountain National Park is a vital part of America's National Park System. The Service not only directly and indirectly preserves these myriad national treasures, but it also makes them available to millions of visitors throughout the country and the world.

The mission of the Service at Rocky Mountain National Park is rooted in, and grows from, the Park's enabling legislation as established by an Act of Congress in 1915. Encompassing nearly 265,800 acres, the Park was set aside as "...a public park for the benefit and enjoyment of the people...and for the preservation of the natural conditions and scenic beauties thereof."

Rocky Mountain National Park contains one of the most rugged sections of the Continental Divide as well as significant cultural resources reflective of the human history of the area. In 2009, Congress designated the Rocky Mountain National Park Wilderness Area, covering 252,085 acres, or 95% of the Park. Therefore, much of the Park is managed as wilderness. As such, the Service preserves some of the finest examples of physiographic, biologic, and scenic features that typify the southern Rocky Mountains.

Rocky Mountain National Park is the 10<sup>th</sup> oldest National Park in the United States. It is in north central Colorado and encompasses nearly 415 square miles. The Park protects spectacular mountain environments and is home to lush plant life and abundant wildlife including, elk, mule deer, moose, bighorn sheep, coyotes, black bears, cougars, and hundreds of smaller animals. The Park's mountains support a diversity of ecosystems, including montane, subalpine, and alpine biological communities, ranging in elevation from 7,600 to 14,259 feet. Seventy-two named peaks rise above 12,000 feet, with the high point being the summit of Longs Peak at 14,259 feet. With over 300 miles of hiking trails, unique geology, and accessibility to diverse terrain, the Park is ideal for outdoor recreational activities.

The Park is open year-round; however, most commercial services operate between May and October. Services and facilities provided through concessions contracts in Rocky Mountain National Park include food and beverage; retail; instruction and guide services in technical mountaineering; firewood sales; and guided horseback rides. In addition to concession contracts, there are many active Commercial Use Authorizations, to include activities such as guided backpacking, guided hiking, vehicle tours, fly fishing, bicycle tours, basic avalanche instruction, and snowshoe and skiing tours.

For more information on Rocky Mountain National Park visit <http://www.nps.gov/ROMO>.



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## MARKET AREA OVERVIEW

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### COLORADO TOURISM MARKET

Colorado's natural landscape boasts natural hot springs, hundreds of lakes and rivers, 13 National Park Service units, and 58 mountain peaks that top 14,000 feet. Due to Colorado's abundant natural features, vacationers often participate in outdoor recreational activities including visiting national and state parks, hiking, backpacking, skiing, camping, fishing, biking, mountain climbing, etc.

Colorado received an estimated 93 million visitors in 2023. Those visitors spent \$28.3 billion in 2023, up from \$26.1 billion in 2022. In 2023, total spending on day trips was \$5.5 billion and spending on overnight trips was \$22.9 billion. Spending on accommodations was the highest followed by transportation, food and beverage, and recreation. The most popular activity was shopping; however, sightseeing, hiking, wildlife viewing, and visiting national parks were all in the top ten.<sup>1</sup>

### LOCAL MARKET AREA

The nearest major airport to Rocky Mountain National Park is Denver International Airport in Denver, Colorado, which is 72 miles from the town of Estes Park, the eastern gateway to the Park. Grand Lake, Colorado serves as the western gateway to the Park.

Along with Rocky Mountain National Park, other popular climbing destinations in the area include Roosevelt and Arapaho National Forests, the Ironclads, Boulder Canyon, the Flatirons, Poudre Canyon, Eldorado State Park, Golden Gate Canyon State Park, North Table Mountain, Clear Creek Canyon Parks, Cathedral Spires, Black Canyon of the Gunnison National Park, Colorado National Monument, and Ouray Ice Park further west.

### WEATHER

Rocky Mountain National Park's high country experiences extreme weather patterns. Shaped by elevation, slope, and exposure, these patterns can change rapidly. Temperatures are often moderate at elevations below 9,400 feet. At higher points, like Bear Lake, Trail Ridge Road, or Longs Peak, it may snow even in July. A wide variation between day and nighttime temperatures is also typical of mountain weather. The Continental Divide runs northwest to southeast through the center of the Park atop the high peaks. This accounts for two distinct climate patterns - one typical of the east side near Estes Park and the other associated with the Grand Lake area on the Park's west side. Figure 1 below depicts average climatic conditions in the area (temperatures are in Fahrenheit and precipitation is in inches).

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<sup>1</sup> Source: Colorado Tourism Office



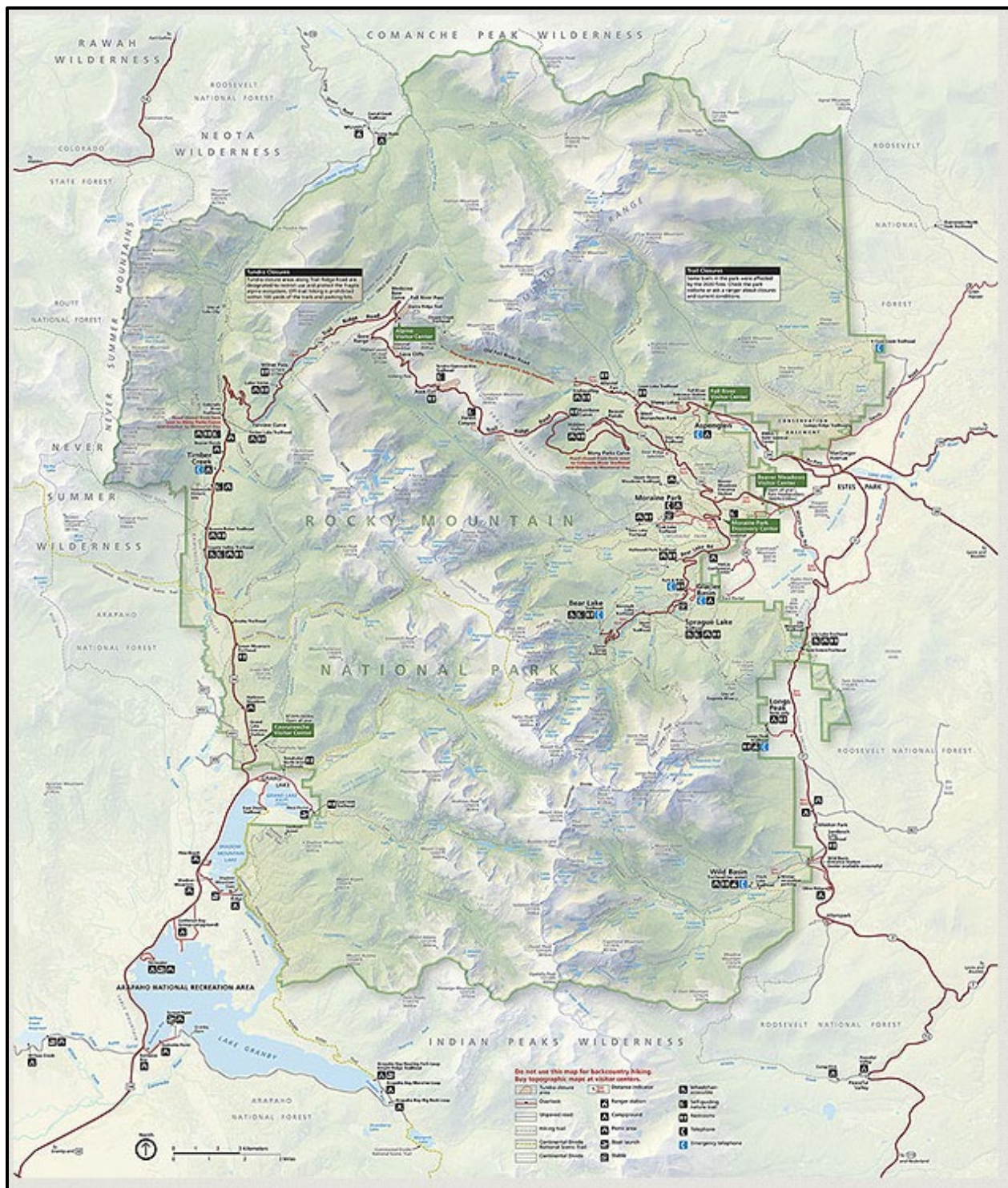
**Figure 1 Average Climatic Conditions Near Rocky Mountain National Park<sup>2</sup>**

Estes Park (Elevation 7,530')					Grand Lake (Elevation 8,392')				
	High	Low	Precip	Snow		High	Low	Precip	Snow
<b>Jan</b>	39	18	0.31	3.6	<b>Jan</b>	32	4	1.52	16.9
<b>Feb</b>	41	19	0.47	4.1	<b>Feb</b>	36	6	1.42	15.2
<b>Mar</b>	47	23	0.91	6.1	<b>Mar</b>	43	13	1.38	15.7
<b>Apr</b>	53	27	1.42	6.5	<b>Apr</b>	51	20	1.59	17.5
<b>May</b>	62	35	2.13	2.2	<b>May</b>	60	28	1.78	6.1
<b>Jun</b>	73	42	1.42	0.0	<b>Jun</b>	71	34	1.60	0.1
<b>Jul</b>	79	47	2.17	0.0	<b>Jul</b>	76	39	1.91	0.0
<b>Aug</b>	77	45	1.97	0.0	<b>Aug</b>	74	38	2.31	0.0
<b>Sep</b>	70	39	1.22	0.6	<b>Sep</b>	68	31	1.82	0.9
<b>Oct</b>	59	31	0.94	2.7	<b>Oct</b>	56	24	1.49	6.9
<b>Nov</b>	46	24	0.63	4.6	<b>Nov</b>	41	14	1.27	9.2
<b>Dec</b>	40	18	0.35	4.1	<b>Dec</b>	31	5	1.70	14.9

<sup>2</sup> Source: U.S. Climate Data and Weather Spark

## PARK MAP

### Figure 2 Map of Rocky Mountain National Park



## PARK VISITATION TRENDS

Figure 3 presents recreation visitation to Rocky Mountain National Park from 2014 through 2023. Recreational visitation for this period reached a high of over 4.6 million visitors in 2019 and was lowest in 2014 at nearly 3.5 million. Total average visitation per year was 4,196,232.

**Figure 3 Annual Recreation Visitation to Rocky Mountain National Park**

Year	Recreation Visitors
2014	3,434,751
2015	4,155,916
2016	4,517,585
2017	4,437,215
2018	4,590,493
2019	4,670,053
2020	3,305,199
2021	4,434,848
2022	4,300,424
2023	4,115,837

Park visitation is highest during the summer and early fall, with visitation in June through October accounting for nearly 75 percent of yearly visitation. Figure 4 presents average visitation by month from 2019 through 2023.

**Figure 4 Rocky Mountain National Park Five Year Average Recreation Visitation by Month<sup>3</sup>**

Rank (most visitation)	Month	Average Visitation	Percent of Total Average Visitation
1	July	829,684	19.9%
2	August	695,786	16.7%
3	June	612,995	14.7%
4	September	603,920	14.5%
5	October	378,540	9.1%
6	May	259,938	6.2%
7	November	145,223	3.5%
8	March	140,258	3.4%
9	April	132,505	3.2%
10	December	127,400	3.1%
11	January	126,628	3.0%
12	February	112,394	2.7%

Additional visitation and visitor use statistics are available at <https://irma.nps.gov/Stats/>

<sup>3</sup> Source NPS. Average Visitation by Month 2019-2023



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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-ROM00XX-26 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).

### PROPOSAL OVERVIEW

Part II of this Prospectus contains the instructions about completing proposals. Offerors must carefully read and comply with those instructions. This Prospectus consists of solicitations for the award of up to six (6) Concession Contracts. You must submit a separate completed Offeror's Transmittal Letter and Proposal for each of the Concession Contract(s) for which you wish to apply.

- The Draft Contract does not limit annual number of trips or annual number of clients and there are no route allocations associated with the Draft Contract(s). Therefore, the award of more than one Contract to a single Offeror will not increase the total number of trips or clients that Offeror may provide. However, the award of more than one Contract to a single Offeror will increase the total number of trips that Offeror will be required to provide.
- If an Offeror submits proposals for more than one Contract, you must state in the Offeror's Transmittal Letter the specific Contracts for which you are applying, the maximum number of Contracts you have the capacity to conduct, and then list the specific Contracts in an order of preference that clearly prioritizes which Contracts you most desire for award.
- If you submit proposals for more than one Contract, the Service will review each of your proposals on both an individual and an overall basis to ensure that you can carry out contractual requirements for each Contract and all Contracts for which you have submitted proposals. Upon review, if the Service determines that you have not demonstrated this ability for each Contract and all Contracts in aggregate, one or more of your proposals may be deemed non-responsive and/or may result in a lower score.

### PREFERRED OFFEROR DETERMINATION

The Director, pursuant to the terms of 36 Code of Federal Regulations Part 51<sup>4</sup>, has determined all the contracts described in this Prospectus CC-ROM00XX-26 are qualified contracts as outfitter and guide contracts. The Existing Concessioners for the following contracts are preferred offerors for the new contracts: CC-ROM0031-16, CC-ROM0032-16, CC-ROM0034-16, and CC-ROM0035-16.

Under the provisions of 36 Code of Federal Regulations, Part 51, Subparts E and F, the Service has determined that there is no preferred offeror for CC-ROM0003-16 and CC-ROM0033-16. These contracts are open and fully competitive.

As stated in the Proposal Package section of this Prospectus, to maintain right of preference for a specific contract, an Existing Concessioner must submit a responsive proposal for the contract number that it held for the two years prior to the release date of this solicitation. For example, if an Offeror held CC-ROM0032-16, it would apply for CC-ROM0032-26 to maintain a right of preference. If the existing Concessioner submits a responsive proposal and that proposal is not selected as the best proposal for that specific Contract, the

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<sup>4</sup> [eCFR :: 36 CFR Part 51 -- Concession Contracts](#)



Preferred Offeror designation allows it to match the terms of the best offer and be awarded the Contract for which it submitted the proposal. A list of Existing Concessioners appears in Figure 5 below.

**Figure 5 List of Current Concessioners and Preferred Offeror Status**

Contract Number	Concessioner Name	Preferred Offeror Status
CC-ROMO003	San Juan Mountain Guides	<b>No, Competitive</b>
CC-ROMO031	The Pumpkin Patch, LLC	Yes
CC-ROMO032	Kent Mountain Adventure Center, Inc	Yes
CC-ROMO033	Vacant	<b>No, Competitive</b>
CC-ROMO034	Boulder Wilderness Shuttle, LLC	Yes
CC-ROMO035	The Mountain Guides, Inc	Yes

### TERM AND EFFECTIVE DATE OF DRAFT CONCESSION CONTRACTS

The CC-ROMO0XX-26 Draft Contracts each have a term of ten (10) years beginning on January 1, 2026 and ending on December 31, 2035.

### REQUIRED SERVICES AND AUTHORIZED SERVICES

The following describes the Required Services (i.e., must be provided by the Concessioner), Authorized Services (i.e., may be provided at the option of the Concessioner), and service locations as described in the Draft Contract(s). The changes between the Existing Contract(s) and the Draft Contracts are that Technical Rescue Training is now an Authorized Service rather than Required, and Transportation Related to Required and Authorized Services is added as Authorized Services. Additionally, while the description of the Required Services has been updated, the Required Services themselves remain unchanged.

**Figure 6 Required and Authorized Visitor Services under the CC-ROMO0XX-26 Draft Contract(s)**

Required Service	Location
Instruction and Guide Services in Technical Rock Climbing or Ice Climbing	Rocky Mountain National Park

Authorized Service	Location
Avalanche Training	Rocky Mountain National Park
Technical Rescue Training	Rocky Mountain National Park
Instruction and Guide Services in Non-technical Mountaineering	Rocky Mountain National Park
Transportation Related to Required and Authorized Services	Rocky Mountain National Park

### CHARACTERISTICS OF THE REQUIRED AND AUTHORIZED SERVICES

**Instruction and Guide Services in Technical Rock Climbing or Ice Climbing (Required Service).** The Concessioner is required to provide instruction and guide services in Technical Rock Climbing or Ice Climbing as a year-round service. Technical Rock Climbing is a type of Technical Mountaineering which involves climbing while using such aids as pitons, carabiners or snap links, chalk, ropes, fixed or removable anchors, or other similar equipment. Technical Rock Climbing also includes bouldering and free soloing (respectively low and high elevation climbing) without ropes. Technical Ice Climbing is a type of Technical Mountaineering which involves climbing on ice formations while using such aids a screws, pitons, carabiners, ropes, fixed or

removable anchors, or other similar equipment. The Concessioner is required to provide in-field instruction to users and provide practical knowledge regarding Technical Rock Climbing or Ice Climbing in the backcountry.

**Avalanche Training (Authorized Service).** The Concessioner may, but is not required to, provide in-field training courses designed to provide users with practical knowledge of avalanches and their behavior; an understanding of techniques used to travel safely in the backcountry; and how to conduct initial emergency actions in the event of a burial.

**Technical Rescue Training (Authorized Service).** The Concessioner may, but is not required to, provide in-field training that teaches clients how to safely rescue self or others using technical equipment.

**Instruction and Guide Services in Non-Technical Mountaineering (Authorized Service).** The Concessioner is allowed to provide Non-Technical Mountaineering as a year-round service to include guided climbs that do not require technical equipment but may involve extreme conditions, such as long days, and a significant amount of time spent above the tree line.

**Transportation (Authorized Service).** To minimize parking congestion at trailheads, the Concessioner may, but is not required to, provide transportation of its guides and clients when providing required and authorized services. Refer to the Draft Contract(s) Exhibit B, Operating Plan Section 5(E) for additional details.

## CLIMBING POLICIES AND PRACTICES

**Group Size.** The maximum group size for all guided climbing and instruction is 12, not including guides.

**Guide to Client Ratio.** The ratio of guides to clients varies based on the degree of difficulty of the climb. Figure 7 describes the approved guide to client ratios.

**Figure 7 Approved Guide to Client Ratios**

Climb	Number of Guides	Number of Clients
Simple Technical Skills	1	6
Single Pitch	1	5
Multi-Pitch	1	3 or 2, depending on route difficulty
Alpine Days	1	3 or 2, depending on route difficulty

**Minimum Use.** The Draft Contract(s) establish a new annual minimum use requirement. The requirements are defined in Exhibit B, Operating Plan Section 5(B)(4).

**Route Allocations.** The base of operations for these concession contracts is located outside the Park boundary. The Concessioners are not assigned any route allocations.

**Route Closures.** The Service will communicate seasonal closures during raptor breeding season which occurs from February 15th-July 31st, during which time the Concessioner will be prohibited from using all areas and routes adjacent to certain rock formations, listed in the Superintendent's Compendium. While these routes and areas are closed, access trails near these features may remain open for hikers and climbers utilizing open features unless human activity on the trails impacts breeding activity and requires further closure. See additional information in Exhibit B, Operating Plan Section 4(4)(b).

**Managed Access/Timed Entry System with a Service Reservation.** When Area timed-entry reservations are required, clients participating in guided climbing trips do not need a timed entry reservation. This policy is subject to change during the term of the Draft Contract.



**Park Entrance Fees.** The Concessioner must ensure clients' entrance fees are paid at the rate in effect at the time of arrival at the park entrance station. Entrance fees are required for visitors aged 16 and older. Applicable passes apply. Guides are exempt from entrance fees when working in the Park on behalf of the Concessioner. Guides must identify themselves by presenting their park-provided guide card and driver's license at Park entrance stations.

**Backcountry Permits for Overnight Trips.** Concessioners providing the required or authorized services with an overnight component are required to obtain a wilderness/backcountry permit and reserve backcountry campsites. Backcountry camping reservations are accepted on a first-come first-served basis. A reservation fee applies and is subject to change. Additional information on wilderness/backcountry permits and campsite reservations is located in the Operating Plan (Exhibit B to the Draft Contract), included in this Prospectus, and on the Park's website at <http://www.nps.gov/romo/planyourvisit/permitsandreservations.htm>.

Additional NPS information on climbing within the park is located at <https://www.nps.gov/romo/planyourvisit/climbing.htm>

## ADDITIONAL OPERATING REQUIREMENTS

**Risk Management Program.** The Concessioner will develop a documented, written, Risk Management Program (RMP) to achieve Service Risk Management Objectives. 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>. Refer to the Draft Contract(s) Exhibit B, Operating Plan Section 4(H) for additional details on RMP requirements.

## INVESTMENT ANALYSIS

### LEASEHOLD SURRENDER INTEREST

Leasehold Surrender Interest is a compensable interest in real property improvements. The Existing Concessioners have no Leasehold Surrender Interest in Concession Facilities, and there will be no Leasehold Surrender Interest in the Draft Contract(s).

### ESTIMATED INITIAL INVESTMENT

The Service expects the Concessioners will incur start-up costs prior to commencing operations, including working capital, 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, Offerors 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 Concessioners to sell personal property, merchandise, inventory, or supplies used in the operation to the Concessioner.

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



## ESTIMATED REVENUE AND EXPENSE PROJECTIONS

### Rates

The rate approval method for the Draft Contract(s) is Competitive Market Declaration (CMD). The Concessioners may 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. For more information see the Draft Contract(s) Exhibit B Operating Plan Section 4(B) Rate Determination and Approval Process and the Rate Administration Guide.

The Rate Administration Guide 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.

### 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 the Draft Contract(s) Exhibit D, Insurance Requirements.

### Utilities

There are no utilities.

### Minimum Franchise Fee

The annual minimum franchise fee is three percent (3.0%) of the Concessioner's annual gross receipts or a flat fee of one thousand three hundred dollars (\$1,300.00), whichever is greater, for the preceding year for the term of the Draft Contract. 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(s). This probable value is based upon a reasonable opportunity for net profit in relation to capital invested and the obligations of the Draft Contract(s), including anticipated revenues and expenses.

## HISTORICAL CONCESSION OPERATION

### EXISTING CONCESSIONS OPERATION

The Existing Contract(s) CC-ROM00XX-16 were effective beginning January 1, 2016, and will expire on December 31, 2025. While the description changed, the required services under the Existing Contracts are the same as those required under the Draft Contract(s), except technical rescue training is a required service. Like the Draft Contract, the existing concessioners are not assigned routes or areas for providing the required services and have approved guide to client ratios depending on the degree of difficulty of the climb. Unlike the Draft Contract, the Existing Contracts do not have a minimum number of trips required.



## 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 following table presents the 2021 – 2023 historical revenues for each Contract.

**Figure 8 Historical Gross Revenue for the Existing Contract(s)**

Contract	2021	2022	2023
CC-ROMO003-16	\$1,847	\$5,390	\$3,693
CC-ROMO031-16	\$658,916	\$580,697	\$605,552
CC-ROMO032-16	\$40,252	\$48,627	\$36,485
CC-ROMO033-16	\$3,785	\$2,884	\$4,385
CC-ROMO034-16	\$22,650	\$46,098	\$53,565
CC-ROMO035-16	\$78,104	\$65,549	\$93,217

### Franchise Fees Paid

Figure 9 presents the 2021-2023 franchise fees paid by the Existing Concessioner(s).

**Figure 9 Historical Franchise Fees Paid for the Existing Contracts<sup>5</sup>**

Contract	Required Franchise Fee	2021	2022	2023
CC-ROMO003-16	4% of gross receipts	\$1,000	\$1,000	\$1,000
CC-ROMO031-16	3% of gross receipts	\$19,767	\$17,421	\$18,167
CC-ROMO032-16	5% of gross receipts	\$2,013	\$2,436	\$1,825
CC-ROMO033-16	4.5% of gross receipts	\$1,000	\$1,000	\$1,000
CC-ROMO034-16	5% of gross receipts	\$1,133	\$2,305	\$2,678
CC-ROMO035-16	4% of gross receipts	\$3,124	\$2,621	\$3,729

### Historic Use

The Existing Concessioners provided services to approximately 3,146 visitors in 2023. The table below presents historical use from 2021 – 2023. Additional visitor use statistics for other Park Concessioners and activities are available at <https://irma.nps.gov/Stats/Reports/Park/ROMO>.

**Figure 10 Historical Client and Trip Data for the Existing Contracts for Required Services**

Contract	2021 Trips	2021 Clients	2022 Trips	2022 Clients	2023 Trips	2023 Clients
CC-ROMO003-16	3	3	8	10	5	7

<sup>5</sup> The required Franchise Fee for all Contracts is the listed percent or a flat fee of \$1,000 annually, whichever is greater, except ROMO035, which requires the listed percent or a flat fee of \$1,400 annually, whichever is greater.



CC-ROMO031-16	1,085	3,785	883	1,995	842	2,840
CC-ROMO032-16	60	177	63	235	55	120
CC-ROMO033-16	12	12	3	4	5	5
CC-ROMO034-16	29	77	35	209	14	16
CC-ROMO035-16	52	183	49	110	40	158

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## SITE VISIT

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The Service will not conduct a site visit. Offerors are encouraged to visit the area to become familiar with physical conditions and limitations involved in this Business Opportunity.

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## QUESTIONS

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If you plan to submit questions in response to this solicitation, you must send to 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 due date for questions listed in the Inside Cover of this Prospectus. The Service will respond to questions by the Notice of Intent to Propose due date.

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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.

