

**Amendment No. 1**  
**Solicitation #: DRTO002-26**  
**SERVICE RESPONSES TO QUESTIONS**

**To: All Recipients of the Prospectus for Concession Contract No. CC-DRTO002-26, to provide Interpretive Passenger Seaplane Service within Dry Tortugas National Park.**

In the Prospectus issued June 4, 2025, the National Park Service (“Service”) stated it would respond to questions about the Prospectus, as appropriate, if submitted in writing and received by July 23, 2025. Below, the Service has responded to all questions received within the allotted time.

In developing this Prospectus, the Service relied on the advice of consultants. The reports, studies, and documents provided to the Service by the consultants are protected by the deliberative process privilege pursuant to the Freedom of Information Act. 5 U.S.C. § 552(b)(5). To the extent the Service divulges any information contained in those reports, studies, and documents for the purpose of answering the questions submitted in relation to the Prospectus, such disclosure is not a waiver of the deliberative process privilege by the Service with respect to those reports, studies, and documents as a whole, or to any other information contained therein.

**Glossary of terms used throughout this document.**

- **Concessioner** refers to the new concessioner to be awarded Concession Contract No. CC-DRTO002-26 through this solicitation process.
- **Draft Contract** refers to the new concession contract to be awarded through this solicitation process (Concession Contract No. CC-DRTO002-26).
- **Existing Concessioner** refers to Key West Seaplane Adventures, LLC, the concessioner operating under Concession Contract CC-DRTO002-15, as amended and extended.
- **Existing Contract** refers to Concession Contract CC-DRTO002-15, as amended and extended.
- **Offeror(s)** refers to the persons or entities that submit a proposal in response to the solicitation for the Draft Contract.
- **Park** refers to Dry Tortugas National Park.

**1. Initial investment of approximately \$1,800,000, primarily for (non-aircraft) personal property. Can you define the type of personal property required (e.g., inventory, etc.)?**

The Service estimates personal property needed to begin operation on day one of the Draft Contract will be \$1,140,000 (rounded) as of January 1, 2026. This estimate includes \$33,000 for personal property on-hand (e.g., furniture, trade fixtures, equipment, vehicles, and snorkeling gear) and \$1.1 million for amphibious floats and attachment gear. Aircraft are not included in estimate for personal property needed to begin operation on day one.

**2. Do you have passenger count statistics for the past several years (e.g., yearly passenger counts, daily passenger averages, peak season, number of ½ day flights sold, etc.)?**

Counts for seaplane passengers, sorted by month, are available on the [NPS Stats website](#). To view these monthly passenger counts and understand peak season, first select “Dry Tortugas National Park,” then select “YTD Report.” The “YTD Report” shows monthly seaplane passenger counts from January 1995 to June 2025. To change the reporting month, use the “Select Month/Year” drop down at the top of the page and then click the “View Report” button on the top right.

The Service does not track daily passenger averages. The Service cannot provide historical ½ day trips sold for the Existing Concessioner’s operations because this type of information could be considered confidential to the Existing Concessioner. The Service, however, used Existing Concessioner statistics to develop the visitor use and revenue estimates found in the Business Opportunity (page 12), including ½ and full-day trips sold.

**3. Are there any fees to consider outside of the franchise fee (e.g., landing and passenger fees) (9.2% of the first \$4 million, 14.2% of the second \$3 million and 19.2% of revenues over \$7 million)?**

The Concessioner is responsible for paying to the Service the franchise fee. The Draft Contract does not require the payment of a landing or passenger fees.

The Concessioner is responsible for paying any business related expenses, such as hanger rental, to the appropriate entities. The Service included estimated business related expenses in its financial analysis resulting in the Draft Contract minimum franchise fees.

**4. Is there space available at the park to service/overnight our aircraft or does the current operator lease hangar space at a nearby airport? Same question for office space.**

The Draft Contract does not assign an area to park or service aircraft, or overnight aircraft at Fort Jefferson. The Concessioner is only allowed to drop-off and pick-up passengers at Fort Jefferson.

The Draft Contract does not assign any area in Key West. The Existing Concessioner rents hanger space at the Key West International Airport, and the Concessioner will also need to secure hanger space outside of the Park. Additionally, there is no office space at Fort Jefferson assigned to the Concessioner so office space must be acquired outside of the Park. The Service included estimated hangar and office space rental expenses in its financial analysis resulting in the Draft Contract minimum franchise fees.

**5. Can we assume the current operator, Key West Seaplane Adventures, is supporting the park’s needs with 2 aircraft given the required schedule?**

The Existing Contract requires the Existing Concessioner to have control of at least 2 (two) seaplanes, but the Existing Concessioner has opted to have control of three (3) seaplanes in the event a primary seaplane is out of service.

Based on anticipated visitor use, the Service requires the Concessioner to have control of and ability to operate at all times a minimum of two (2) seaplanes, all of which are able to accommodate a minimum of ten (10) passengers. This will require the Concessioner to have ready access to backup seaplanes of equivalent carrying capacity in the event one or both primary seaplanes are unavailable.