



United States Department of the Interior



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National Park Service
Interior Regions 8, 9, 10, and 12
555 Battery Street, Suite 121
San Francisco, CA 94111

IN REPLY REFER TO:
5.D (PW-CM)
CC-CRLA003-25

Memorandum

To: Requestors of the Prospectus for a Business Opportunity to Provide Guided Land Tours within Crater Lake National Park

From: Commercial Services Program, National Park Service, Interior Regions 8, 9, 10, and 12

Subject: Amendment No. 1 and Responses to Questions for Solicitation No. CC-CRLA003-25

This notice amends the Prospectus and provides responses to questions received regarding *A Concession Business Opportunity to Operate Guided Land Tours within Crater Lake National Park*, that the National Park Service ("Service") issued on July 11, 2024.

Responses to Questions from Interested Parties

QUESTION 1: Proposal Instructions, Form in Which Proposal Must be Submitted. "What is meant by "The Service encourages Offerors to ensure the timely submittal of the Offeror's Transmittal Letter" by sending it well before the deadline to avoid delays related to delivery services, such as weather." Are we to mail a printed hard copy of this letter to the NPS?"

SERVICE RESPONSE: There is no requirement to submit anything in hard copy format, the Proposal Instructions have been corrected.

QUESTION 2: Business Opportunity, Required Guided Land Tours. "In the past, the Park has provided NPS interpretive staff on-board the tour vehicles to give the visitor interpretive program. We understand the Park will no longer offer this valuable visitor service and will now require the concessioner to provide the on-board interpretive staff. Might there be a way for the concessioner to fund the NPS interpretive staff? Is there a way that the Cooperating Association could work with the concessioner to provide the interpretive program?"

SERVICE RESPONSE: Under the Draft Contract, the Concessioner is fully responsible for providing interpretive services to the visiting public on the guided land tours. There is no opportunity for the Concessioner to pay the Service or utilize the Cooperating Association to provide interpretive personnel.

INTERIOR REGION 8 • LOWER COLORADO BASIN*
INTERIOR REGION 9 • COLUMBIA—PACIFIC NORTHWEST*
INTERIOR REGION 10 • CALIFORNIA—GREAT BASIN
INTERIOR REGION 12 • PACIFIC ISLANDS

AMERICAN SAMOA, ARIZONA*, CALIFORNIA, GUAM, HAWAII, IDAHO, MONTANA*,
NEVADA, NORTHERN MARIANA ISLANDS, OREGON, WASHINGTON
*PARTIAL

QUESTION 3: Exhibit B, Operating Plan, Section 4(B)(2)(a), Rate Requests. “The Concessioner must submit a request for its initial rates under the Core Menu method, in writing to the Service, no later than October 15 for the upcoming year. Following the initial rate request, the Concessioner must submit all subsequent requests for rate changes to the Service in writing at least 60 days prior to anticipated implementation.’ Please explain this clause, given the CMD rate methodology used for this contract, which does not require this ongoing approval process for rate changes.”

SERVICE RESPONSE: Under the Competitive Market Declaration rate method, as approved for all services provided under the Draft Contract, the Concessioner does not have to submit rates for approval. The Service has updated Exhibit B, Operating Plan, and removed the incorrect language.

Amendment No. 1 to the Prospectus

1) *Proposal Instructions, Section 2) Form in Which Proposal Must be Submitted*

Deleted, Section 2) a)(3), in its entirety.

“(3) The Service encourages Offerors to ensure the timely submittal of the “Offeror’s Transmittal Letter” by sending it well before the deadline to avoid delays related to delivery services, such as weather.”

2) *Proposal Instructions, Section 11) Cautions to Offerors about Submission and Evaluation of Proposals*

Deleted, Section 11) m), in its entirety.

“m) Document delivery services, including overnight delivery, to some areas may not provide true overnight delivery. Offerors are encouraged to ensure the timely submittal of proposals by contacting the delivery service of their choice regarding delivery availability for the specific location identified on the inside cover of this Prospectus.”

3) *Exhibit B, Operating Plan, Section 4) B)(2)(a) and (b) Rate Requests and Rate Approval Timeframes & Implementation when Service Approval is Delayed*

Deleted, Section 4)B)(2)(a) and (b), in their entirety.

“(a) Rate Requests. The Concessioner must submit a request for its initial rates under the Core Menu method, in writing to the Service, no later than October 15 for the upcoming year. Following the initial rate request, the Concessioner must submit all subsequent requests for rate changes to the Service in writing at least 60 days prior to anticipated implementation.”

“(b) Rate Approval Timeframes & Implementation when Service Approval is Delayed. The Service will follow the rate approval timeline as outlined in the Rate Administration Guide Addendum, Section 4(A). Additionally, if the Service does not meet the timeframes identified in Section 4(A), the Concessioner may implement requested rates, as described in Section 4(B).”

4) *Exhibit B, Operating Plan, Section 4) B)(2)(a) and (b) Rate Requests and Rate Approval Timeframes & Implementation when Service Approval is Delayed*

Deleted, Section 4)B)(2)(d), in its entirety.

“(d) Advance Rates. The Concessioner may request approval of an advance rate. This request must follow the requirements in the Rate Administration Guide (Section 2.4), except as provided in 36 C.F.R. § 51.82(d).”