



PROSPECTUS

A Concession
Business Opportunity
to Operate Guided
Land Tours
within
Crater Lake National
Park



Solicitation #
CC-CRLA003-25

PROSPECTUS

Guided Land Tours

CRATER LAKE NATIONAL PARK
NATIONAL PARK SERVICE
INTERIOR REGIONS 8, 9, 10, AND 12

Contract No. CC-CRLA003-25

PROSPECTUS ISSUED:	July 11, 2024
QUESTIONS DUE:	July 29, 2024
NOTICE OF INTENT TO PROPOSE DUE:	September 18, 2024
PROPOSALS DUE:	October 16, 2024

Questions and proposals must be **received** by the National Park Service no later than by 12:00 P.M. of the due date listed above.

Kimberley Gagliolo
Commercial Services Specialist
National Park Service
Interior Regions 8, 9, 10, and 12

Send Questions via email to:

Kimberley Gagliolo
kim_gagliolo@nps.gov

BUSINESS OPPORTUNITY

CC-CRLA003-25

Department of the Interior

National Park Service
Crater Lake National Park

**A Concession Business Opportunity to Guided Land Tours
within Crater Lake National Park**

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INTRODUCTION

The National Park Service (“Service”) seeks proposals for a concession contract authorizing the operation of guided vehicle tours within Crater Lake National Park. This Prospectus describes, in general terms, the existing business operations and the future business opportunities for services required by the Service. Offerors must review all sections of this Prospectus and, specifically, the terms and conditions of the Draft Concession Contract No. CC-CRLA003-25 (“Draft Contract”), including its exhibits, to determine the full scope of a future concessioner’s responsibilities under the Draft Contract.

Exhibit 1. Summary of Draft Contract Terms and Conditions

Category	Draft Contract Term
Type	Category III Contract
Draft Contract Term	Ten (10) Years
Projected Effective Date	May 1, 2025
Required Services	Guided Vehicle Tours on Rim Drive
Authorized Services	Retail on vehicles, at ticket office Shuttle service between the Area and local communities, including: Klamath Falls, Medford, and Bend Shuttle service within the Area including stops at Rim Village, Mazama Village, Cleetwood Cove, and others
Project Gross Receipts (Year 1)	\$230,000 - \$260,000
Estimated Initial Investment (Year 0)	\$25,000
Minimum Franchise Fee	3.0%



Source: National Park Service



SITE VISIT

The Service will not host a site visit. Interested parties are encouraged to visit the Park and the Existing Contract operations.

NOTIFICATION OF INTENT TO PROPOSE

If you plan to submit a proposal in response to this solicitation, you must notify Kimberley Gagliolo via email at kim_gagliolo@nps.gov **no later than 12:00 p.m. (PDT) on September 18, 2024**. Your email notification must include the name of the Offeror as it will be provided in the Offeror's Transmittal Letter or the name of the individual or entity who will sign the proposal on behalf of the Offeror.

The Service will not accept proposals from entities that do not provide their Notice of Intent to Propose on or before 12:00 p.m. (PDT) on September 18, 2024.

INFORMATION REGARDING THIS PROSPECTUS

In this document, the National Park Service refers to Crater Lake National Park as the "Park" or "Area."

This Prospectus includes Service estimates of revenue and expenses to assist Offerors in developing financial projections. These estimates reflect Service assumptions based on planning decisions, historical concession operating data, industry standards, economic conditions, and comparable and competitive operations. The Service does not guarantee these projections will materialize and assumes no liability for their accuracy. Offerors must compile and present their own financial projections based on independent assumptions, due diligence, and industry knowledge.

Offerors must review all sections of this Prospectus, especially the terms and conditions of the Draft Concession Contract No. CC-CRLA003-25, including its exhibits, to determine the full scope of a future concessioner's responsibilities. The Draft Contract with all exhibits is included in this Prospectus. In the event of any inconsistency between the description of the terms contained in this Prospectus and the Draft Contract itself, the terms of the Draft Contract will prevail.

Certain federal laws apply to this solicitation, including the National Park Service Concessions Management Improvement Act of 1998 (Public Law 105-391 and hereafter referred to as "the Concessions Act"), as implemented by regulations in 36 C.F.R. Part 51. Links to these are available online at the [NPS's Commercial Services website](#). 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 control.

"Concessioner" refers to the entity that will be the concessioner under the Draft Contract.

"Existing Concessioner" refers to The Shuttle, Inc., dba Crater Lake Trolley, the existing concessioner under Concession Contract No. CC-CRLA003-12 ("Existing Contract"). The Existing Contract is available upon request.

The Service intends to announce the selected Offeror around January 2025. The Service intends to award the Draft Contract around early March 2025, or approximately two (2) months prior to the anticipated effective date when the Concessioner will commence operations on May 1, 2025. Award of a concession contract does not occur until the competitive process has been completed and both the selected Offeror and the Service have signed the concession contract. While the Service will make effort to meet this schedule, it is subject to change.



PROPOSAL OVERVIEW

Offerors should carefully and comply with the proposal instructions, included in the Prospectus.

Offerors must complete the Proposal Package in its entirety. The Proposal Package contains a required transmittal letter, five principal selection factors, and two secondary selection factors. Each selection factor identifies the minimum and maximum points the Service may award, depending on the quality of the response. A high-quality response includes clear, specific commitments. The following paraphrases the information sought under each selection factor. Where there are discrepancies, the wording of the actual selection factors in the Proposal Package controls.

Principal Selection Factor 1 requires Offerors to describe the vehicles it will use and how it will minimize its impacts on the natural environment of the Area.

Principal Selection Factor 2 requires Offerors to describe how it will provide a quality guest and educational experience.

Principal Selection Factor 3 requires Offerors to describe its organizational structure and provide documentation to help the Service understand the Offeror and its relationship to other entities. The Service does not score this information specifically but may use it to understand responses elsewhere in the proposal. Incomplete submissions may lead to a lower score elsewhere if the information submitted does not support claims made in response to specific subfactors in this and other selection factors. The Service has provided forms Offerors must complete depending on their organizational structure.

This principal selection factor also requires Offerors to describe experience with similar operations and its history of violations and infractions as well as the strategies the Offeror will implement to minimize them.

Principal Selection Factor 4 requires Offerors to demonstrate their financial capacity to commence and carry-on operations under the Draft Contract. A high-quality response incorporates commitments made elsewhere in the proposal. The Service's proposal package includes a business history form, and an Excel workbook Offerors must complete in providing responses to this selection factor.

Principal Selection Factor 5 requires Offerors to provide the franchise fee they will pay on gross receipts generated under the Draft Contract. Failure to agree to pay the minimum franchise fee set out in the selection factor will result in the Service finding the proposal non-responsive and ineligible for award of the Draft Contract.

Secondary Selection Factor 1 requires Offerors to describe the use of environmentally preferable products within its operations.

DOING BUSINESS WITH THE SERVICE

The Service has worked with private parties to provide services to visitors dating back to the earliest times of national parks, well before the creation of the Service itself. Many of the iconic lodges and other structures found in America's national parks were constructed and operated by private parties, and that relationship continues today.

The Service uses the term "commercial visitor services" when generally describing services, benefits, and goods provided to visitors within an area of the National Park System by a third party for a fee. The term "commercial visitor services" includes lodging, food and beverage, retail, marina operations, guided recreation, equipment rental, experiential transportation, and similar services the National Park Service itself does not provide. The Service implemented regulations for many aspects of the Act, primarily to set out the process for soliciting bids for new contracts and managing the concessioner's investment in structures owned by the United States.



Working with the Service providing commercial visitors services differs from operating outside a park in several respects. By law, the Service approves the rate approval method and, possibly, the rates to ensure park visitors do not pay higher fees for goods and services merely because such transactions occur within parks. As with the private sector, concessioners must develop and follow environmental management programs, risk management programs, and similar programs to ensure operations comply with applicable laws. Our employees review the quality of concession operations and compliance with contract requirements including, when appropriate, the maintenance of facilities. Our contract oversight reflects the best management practices of the private sector industries.

Even with these regulatory requirements, concessioners in national parks enjoy significant benefits. Many parks function as unique visitor destinations. Concessioners frequently operate with few, if any, in-park competitors, even though we do not grant exclusive rights to provide any visitor services. Although we may approve rates, our processes ensure rates are competitive with similar services near the operating locations. Our contract oversight reflects the best management practices of the private sector industries. We developed operating standards based on similar ones in the private sector to reflect best industry practices for the services provided under the concession contract. Crater Lake National Park is one such destination, attracting numerous visitors from local, national, and international communities.

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 created America's National Park Service 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)

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, its mission, policies, and individual parks.



CRATER LAKE NATIONAL PARK

Crater Lake is formed by the collection of precipitation in the large caldera created by the massive eruption and collapse of Mount Mazama Volcano over 7,000 years ago. The Park is located in the Cascade mountain range and reaches an elevation of nearly 9,000 feet at its highest point, Mount Scott. Crater Lake stretches 6 miles across at its widest and contains two islands, Wizard Island and Phantom Ship. The crystal blue waters and stunning views from the 33-mile Rim Drive encircling the caldera draw visitors from around the world. Commercial air service is available from the Medford airport about 80 miles from the Park. There is no public transportation available to access the Park or within the Park. Access by vehicle is provided seasonally from the north seasonally via Highway 138, and from the south year-round via Highway 62.

The following exhibit shows the Park and its position within the region. Additional information about the Park is available on the [Crater Lake National Park website](#).

Exhibit 2. Crater Lake National Park and Surrounding Areas



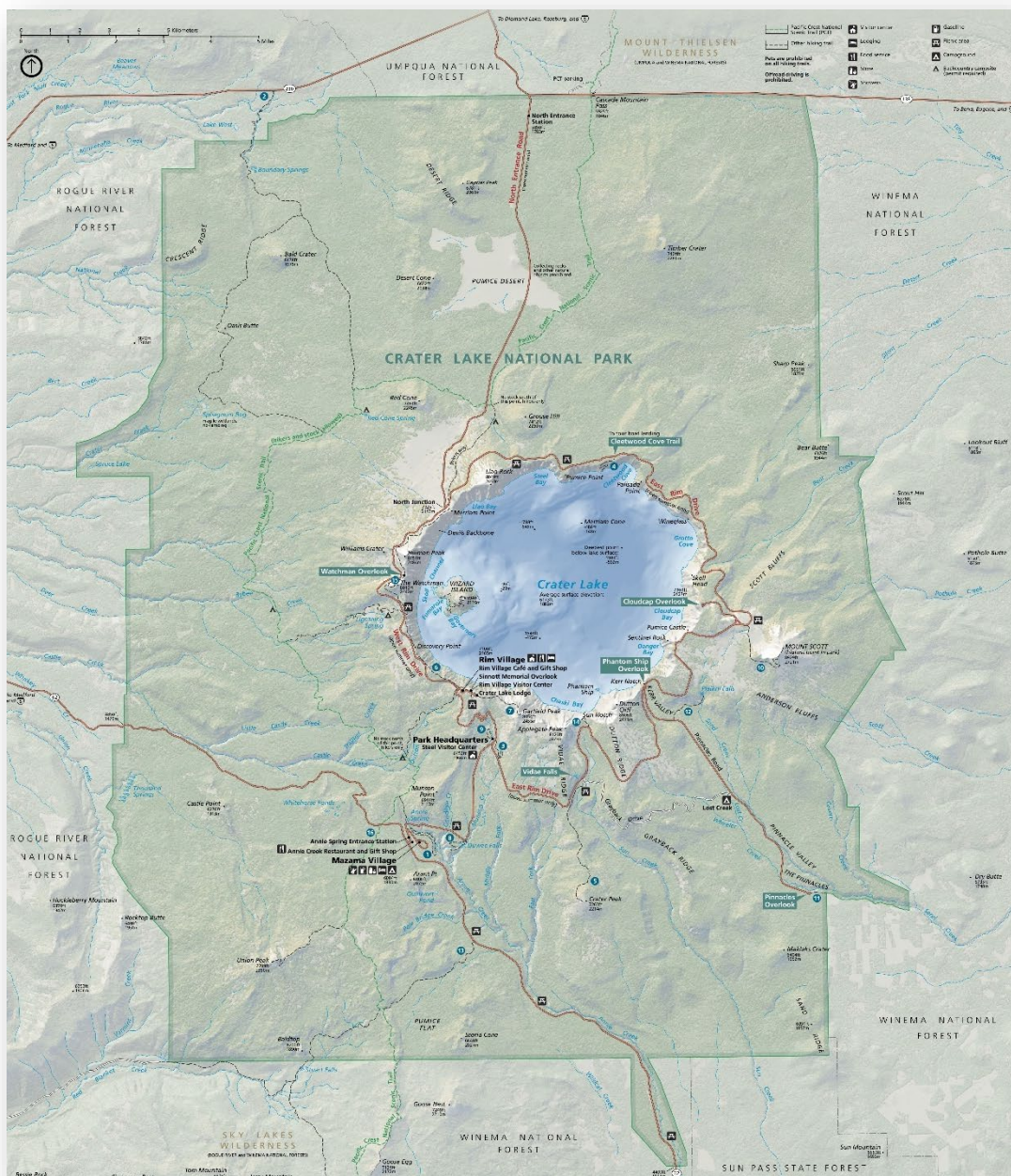
Source: National Park Service

Congress established the Park on May 22, 1902, forever preserving Crater Lake, scenic landscapes, volcanic features, and unique ecological and cultural heritage, and fostering understanding and appreciation through enjoyment, education, and inspiration.



Crater Lake National Park is the sixth-oldest national park in the United States. Crater Lake experiences highly seasonal weather variations; warm, dry summers and heavy snowfall throughout the winter. During the summer months, Crater Lake visitors can hike, swim, fish, and camp in the Park. In the winter, Crater Lake's many winter trails and scenic beauty can be enjoyed through ranger-led snowshoe hikes and cross-country skiing. The subject concession contract will operate seasonally, approximately June through October. Over 600,000 people visit the park year, with much of that visitation occurring during this period.

Exhibit 3. Map of Crater Lake National Park



Source: National Park Service



VISITATION INFORMATION

Annual and monthly visitation data for Crater Lake National Park appear in the following exhibits. While the Park is open year around, nearly seventy-five percent (75%) of visitation occurs June through September.

The months of July and August combined account for approximately fifty percent (50%) of annual visitation. Over the last ten years, total visitation to the Park averaged just under 600,000 visitors. Including the years where visitation was affected by the global pandemic, the total visitation trended downward. Potential impacts to visitation in recent years include higher winter snow accumulation, wildfires, and road construction. The peak visitation in 2016 was largely due to the centennial celebration.

Exhibit 4. Annual Recreation Visitation to Crater Lake National Park

Year	Visitation	Percent Change
2014	535,508	---
2015	614,712	14.8%
2016	756,344	23.0%
2017	711,749	-5.9%
2018	720,659	1.3%
2019	704,512	-2.2%
2020	670,500	-4.8%
2021	647,751	-3.4%
2022	527,259	-18.6%
2023	559,976	6.2%

Source: National Park Service

The following exhibit provides the average visitation by month over the last five years.

Exhibit 5. Crater Lake National Park Monthly Visitation Trends (2019-2023 Average)

Month	Average Visitation	Share of Average Visitation
January	5,148	0.9%
February	6,189	1.0%
March	10,282	1.7%
April*	14,579	2.4%
May*	43,033	7.2%
June	81,552	13.6%
July	171,138	28.5%
August	130,263	21.7%
September	66,223	11.0%
October	43,366	7.2%
November	16,267	2.7%
December	11,759	2.0%
Total	599,799	100%

Source: National Park Service

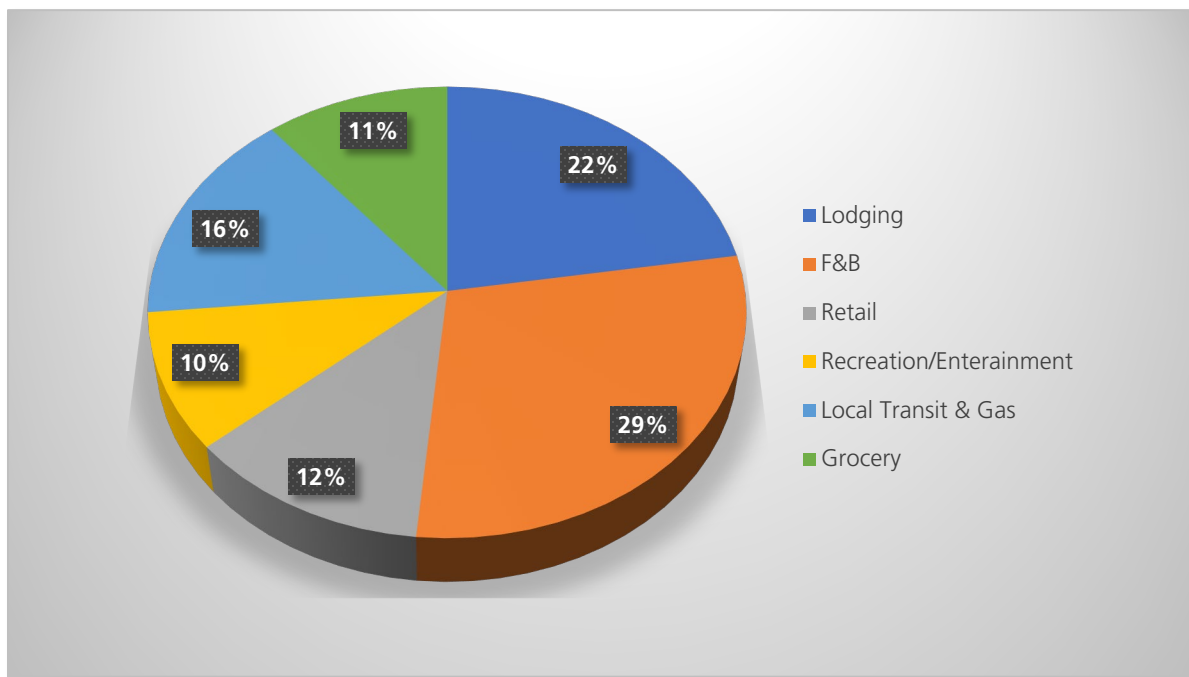


Local and Regional Market Summary

Visitation to Crater Lake National Park positively impacts the local and regional economy. According to the 2022 National Park Service Visitor Spending Effects Report, visitors to Crater Lake National Park spent an estimated \$51.2 million in local gateway regions while visiting the Park. These expenditures supported a total of 728 jobs, \$27.7 million in labor income, \$42.6 million in value added, and \$72.8 million in economic output in local gateway communities¹. Crater Lake is located primarily within Klamath County, with small portions also in adjacent Douglas and Jackson County.

Travel to the Southern Oregon area has been steadily increasing. Since 2019, the closest airport to the Area, in Medford, had experienced passenger flow of over 1 million annually. The most recent available statistics for Southern Oregon travel prepared by TravelOregon.com, revealed the 2022 overnight visitor volume exceeded 5.1 million to the region, of which 53% were vacation/leisure.

Exhibit 6. Southern Oregon Visitor Spending by Commodity Purchased



Source: Travel Oregon TravelStats (Annual Economic Impacts)

COMPLIANCE WITH FEDERAL, STATE, AND LOCAL LAWS AND PARK JURISDICTION

The Federal Government owns the lands within Crater Lake National Park which is an area of exclusive federal jurisdiction. The Service provides provide law enforcement and emergency medical services in cooperation with local agencies and provides structural fire protection and wildland fire protection.

The Concessioner must determine and obtain all permits, pay necessary taxes, and abide by required labor laws, if required or set higher than federal law, by the appropriate federal, state, or local authority to conduct business within the Area. The Operating Plan (Exhibit B to the Draft Contract) identifies operational codes the Service has chosen to apply to the operations provided under the Draft Contract.

¹ 2022 National Park Service Visitor Spending Effects Report



WEATHER AND NATURAL HAZARDS

Weather plays a dramatic role at Crater Lake National Park. Winter, especially, shapes the landscape; snow generally begins to accumulate each year in October, with the Area receiving an average snowfall of 455 inches annually.

The climate of Crater Lake National Park is characterized by cool summers and moist winters with heavy snowfall. The Area lies astride the backbone of the Cascade Mountains near the southern extremity of their higher elevations with the general topography dropping 1,000 to 1,500 feet a short distance to the south. The crest of the mountains acts as a barrier to the prevailing frontal systems which approach the area from the North Pacific Coast.

Exhibit 11. Crater Lake National Park Average Climate (1994-2023)

Averages*	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Avg. High Temp	50	49	53	60	67	74	82	82	78	69	56	48
Avg. Low Temp	6	5	6	10	17	24	33	32	27	18	10	5
Avg. Snowfall	84.3	69.3	69.7	46.7	15.0	4.0	0.0	0.0	1.7	16.8	56.8	90.5
Avg. Daily Max Snow Depth	92.2	106.6	121.2	115.3	89.3	41.7	4.1	0.0	1.6	11.1	31.4	66.9
Avg. Daily Min Snow Depth	55.0	72.9	86.1	83.8	42.4	5.1	0.0	0.0	0.0	0.0	1.3	24.4
Lake Surface Temp	39	38	37	38	40	47	57	60	57	51	44	40

Source: National Park Service

*temperatures are in °F and all other data points are reported in inches



CONCESSION OPPORTUNITY

The following section describes the services required and authorized by the Draft Contract, as well as other key terms and information regarding the future business opportunity.

DRAFT CONTRACT TERM

The Draft Contract will have a ten (10) year term, with an effective date of May 1, 2025.

REQUIRED AND AUTHORIZED SERVICES: DRAFT CONTRACT

The following describes the Required Services (i.e., must be provided by the Concessioner) and Authorized Services (i.e., may be provided at the option of the Concessioner) specified in the Draft Contract.

Exhibit 7. Required and Authorized Services

Required Services	Authorized Services
Guided Land Tours (Rim Drive)	Retail (limited, on vehicles at ticket office)
	Shuttle Service (within the Area and between the Area and local communities)



Source: National Park Service



OVERVIEW OF CONCESSION FACILITIES AND SERVICES

Required Guided Land Tours

The Concessioner must provide daily guided land tours along the 33-mile Rim Road throughout the term of the Draft Contract. Operations are seasonal in nature and generally operate from late-June through the third Sunday of October or, when road conditions preclude safe and appropriate operations, when mutually agreed upon by the Service and Concessioner. Road opening and closing dates are available on the [Park's Operating Hours and Seasons page](#) of its website since 2004. During the operating season, the Concessioner will provide a minimum of two daily tours, with tours taking approximately two hours and ten minutes each. Each tour travels Rim Road, and generally includes six stops where Concession staff will provide an interpretive program about Crater Lake National Park.

The Concessioner must use vehicles no longer than 32 feet and no wider than 8.5 feet. All Concessioner vehicles used in the operation will be of the quality and condition to provide safe and comfortable transportation services and meet all Federal and State requirements for the type of service provided and will meet or exceed ADA Accessibility Guidelines. Under the Draft Contract, the Concessioner will base its operations outside the Area for vehicle storage, refueling, maintenance facilities, and employee housing (if necessary). The Service will assign for the Concessioner's sole use, 12 parking spaces adjacent to the Community House at Rim Village, as indicated in the diagram below. The Concessioner must provide its own personal property kiosk or other mobile/temporary structure to sell tour tickets within the Area. During the operating season, the mobile/temporary kiosk may only be located within the parking spots as identified below and must be removed after each operating season.

Exhibit 8. Location of Parking Spaces Adjacent to the Community House at Rim Village



Source: National Park Service

Authorized Services

The Draft Contract also authorizes the Concessioner to provide paid shuttle service within the Area and to/from communities adjacent to the Area. The Concessioner may also choose to sell limited merchandise, such as souvenir seat cushions, ball caps, and safety related convenience items.

RATES

Under the Draft Contract, the Service will approve all rates in accordance with the Competitive Market Declaration.

For more information see Draft Contract, Exhibit B (Operating Plan) and the National Park Service Rate Administration Guide ("Rate Administration Guide"). A copy of the Rate Administration Guide is available on the [Commercial Services website](#).

FINANCIAL DATA

This section presents revenue projection for the required services, developed by the Service, to assist Offerors in developing projections for future operations associated with the Draft Contract. This estimate reflects Service assumptions based on historical concession operating data, industry standards, economic conditions, and comparable and competitive operations. The Service does not guarantee these projections will materialize and assumes no liability for the accuracy of the projections presented. Offerors must compile and present their own financial projections based on their independent assumptions, due diligence, and industry knowledge. Additionally, the Service does not provide projections for authorized services, as these services may or may not be provided by the Concessioner.

Exhibit 9. Draft Contract Projected Revenues (Year 1)

Category	Projected Revenues (2025)
Guided Land Tours	\$230,000 - \$280,000

Source: National Park Service



INVESTMENT ANALYSIS

The Service estimates the total required initial investment by the Concessioner necessary to begin operations required by the Draft Contract, provided below. Offerors must complete their own due diligence and not rely on the Service's estimates in preparing and submitting its proposal in response to this Prospectus. The Existing Contract does not require the Existing Concessioner sell or transfer any personal property to the successor Concessioner.

Exhibit 10. Estimated Initial Investments

Required Investments	Estimated Amount (2025 Dollars)
Personal Property	\$20,000
Working Capital / Start-up Expenses	\$5,000
Total Estimated Initial Investment	\$25,000

Source: National Park Service

PERSONAL PROPERTY

The Concessioner must provide its own personal property to commence operations, such as personal property used for general concession administration and support, furniture, and equipment. The Service estimates the total value of such personal property to be \$20,000 in 2025 dollars. Personal property associated with the Existing Contract includes: a ticket office and other types of property necessary for the operation of a business. The Service assumes the passenger vehicles, trolleys, or shuttle buses are leased property and not owned by the Concessioner.

WORKING CAPITAL AND START-UP COSTS

At the start of the Draft Contract, the Concessioner will need to make a one-time investment in a range of activities to commence operations including hiring staff, training that may involve costs in addition to normal wages, marketing, and advertising beyond normal annual expenditures as well as other necessary start-up costs, such as operating supplies. Other working capital will be necessary for account receivables and accounts payable. The Service estimates the total start up and working capital at \$5,000 in 2025 dollars.

ASSIGNED GOVERNMENT PERSONAL PROPERTY

There is no assigned government personal property in Draft Contract.

LEASEHOLD SURRENDER INTEREST

The Existing Concessioner does not have a leasehold surrender interest (as that term is defined under the 1998 Act, in 54 U.S.C. §101915, and its implementing regulations, 36 C.F.R. Part 51).



OTHER DRAFT CONTRACT INFORMATION

The following section provides additional information and requirements of the Draft Contract.

FRANCHISE FEE

Offerors must agree to pay the minimum franchise fee set out in Principal Selection Factor 5 of the Proposal Package. 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 Draft Contract including anticipated revenues and expenses.

The minimum franchise fee is **three percent (3.0%)** of the Concessioner's annual gross receipts for the preceding year or portion of a year. Offerors, however, may propose a higher minimum franchise fee, as described in the Proposal Package.

INSURANCE REQUIREMENTS

In the Draft Contract, Exhibit D (Insurance), includes the minimum liability insurance requirements for the operations required by the Draft Contract.

PREFERRED OFFEROR DETERMINATION

Pursuant to 36 C.F.R. Part 51, the Director has determined the Existing Concessioner, The Shuttle Inc. dba Crater Lake Trolley, meets the definition of a Preferred Offeror and is eligible to exercise, in accordance with this part, a right of preference for the Draft Contract. That preferential right allows the Preferred Offeror, if it submits a responsive proposal and is not selected as the best proposal for the Draft Contract, to match the terms and conditions of the best proposal.

UTILITIES

The Service will not provide any utilities (e.g., water/wastewater). Any external antennas for phone or internet service must be approved by the Service prior to installation to ensure they do not have a negative impact on the Rim Village Historic District viewshed.

FEDERAL MINIMUM WAGE

The minimum wage for federal contractors established by Executive Order 14026 and 29 C.F.R. Part 10 will apply to the Draft Contract. Furthermore, the minimum wage requirements of the State of Oregon will also apply to the Draft Contract. The paid sick leave requirements for federal contractors under Executive Order 13706 will also apply.

The Service has considered the implications of the State and Federal minimum wage requirements in the analysis of the minimum franchise fee, and Offerors must consider the impacts of these Federal and State minimum wage requirements when developing their financial projections.



PENDING CONSTRUCTION PROJECTS FOR CRATER LAKE NATIONAL PARK

The Park is currently implementing projects that will affect operation of the Guided Land Tours during the term of the Draft Contact.

Roadwork

In recent years, the Park has been investing in improvements to Rim Drive in partnership with the Federal Highway Administration. West Rim Drive and 4.5 miles of East Rim Drive were rehabilitated in 2015 – 2017. Work on the remaining section of East Rim Drive began in 2023 and is expected to conclude by the end of 2025. The project will rehabilitate pavement on East Rim Drive to include all turnouts, paved walkways, and viewpoints. Once completed, East Rim Drive's narrow, wavy, pot-holed, and rockfall-damaged pavement will be improved to a smooth and stable road surface. It will also apply modern safety standards for sightlines, curvature, and elevation changes, that will be balanced with preservation the historic integrity of the roadway, resulting in a safer and more pleasant driving experience. Impacts to Guided Land Tour operations during construction should be minor. The construction contract requires that the Concessioner be allowed to pass through construction zones with no more than a 30-minute delay. Additionally, the Concessioner may choose to alter its tour routes, conducting an out-and-back tour as an example, to avoid any delays related to the pending construction.

Exhibit 11. East Rim Drive Construction



Source: Federal Highway Administration

Cleetwood Cove Trail and Marina Rehabilitation Project

The Cleetwood Cove Trail is the most heavily used trail in the Park and the only permitted access to the shore of Crater Lake. Every year, thousands of visitors hike this trail to swim, fish, sunbathe, take a boat tour, or otherwise enjoy the deep-blue waters of the lake. This project proposes to rehabilitate the trail and related infrastructure to ensure safe access to the lake, provide needed visitor services, and protect the environment. While the project is not expected to have a direct impact to the Draft Contract operations, it is possible that some visitors may choose to delay their trips to Crater Lake when the trail is closed to the public during 2025 and 2026. Additionally, should the Concessioner choose to provide shuttle services within the Area, Cleetwood Cove is likely to be a popular shuttle stop due to the limited parking at this location.

COMPETITIVE ENVIRONMENT IN AND AROUND THE PARK

Other commercial services within the Area include a hotel, restaurants, café, small grocery, fuel station, small bookstores, and gift shops. Each service operates under a separate concession contract or cooperative agreement with the Service. While the Draft Contract is the only guided land tour required within the Area; the Park does issue a number of guided tour Commercial Use Authorizations (CUA) where visitors are transported to the Park from outside the Area to participate in a guided activity, and several commercial road-based tour operators frequent the Park, currently there is not a road-based CUA program within Crater Lake National Park. However, a program may be established within the term of the Draft Contract.

Outside the Area, the closest communities with numerous food and beverage establishments as well as lodging and shopping opportunities for residents and tourists are Klamath Falls, Medford, Ashland, and Bend.



EXISTING CONCESSION CONTRACT

The Existing Contract commenced on May 1, 2012, and as extended, is set to expire on April 30, 2025. The Existing Concessioner employs approximately 8-13 part-time positions including drivers and ticket agents. The Service will provide a copy of the Existing Contract upon request.

CONCESSION OPERATIONAL PERFORMANCE OVERVIEW

The following exhibit contains the Existing Concessioner's historical annual gross receipts, and franchise fees paid to the Service from 2019-2023. The Existing Concessioner pays a franchise fee of six percent (6.0%) of gross receipts.

Exhibit 11. Historic Department and Total Revenues

	2019	2020*	2021*	2022	2023
Gross Receipts	\$276,747	\$0	\$0	\$335,491	\$353,134
Franchise Fees Paid	\$16,605	\$0	\$0	\$20,129	\$20,588

Source: National Park Service

*No operations in 2020-2021 due to the COVID-19 global pandemic





EXPERIENCE YOUR AMERICA™