

PART I

BUSINESS OPPORTUNITY

Interpretive Transportation Services

at

National Mall and Memorial Parks

National Park Service

Department of the Interior

Concession Contract No. CC-NAMAXXX-26

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Note: Unless otherwise stated, the Service provided all images and data tables contained in this document.

INTRODUCTION

HIGHLIGHTS

The National Park Service offers this opportunity for qualified individuals or entities to provide interpretive transportation services to visitors within the National Mall and Memorial Parks. Under this Prospectus, the Service intends to award up to three (3) concession contracts for the provision of these services.

Location

Various locations within National Mall and Memorial Parks, Washington, DC

Draft Contract(s) Term

10 Years

Projected Effective Date

January 1, 2026

Required Services

Interpretive transportation services—tours including the 11 required stops

Authorized Services

Interpretive transportation services—other tours, as approved

First Year of Operations (2026), Projected Range of Gross Receipts

\$11,922,400 - \$13,180,600

Estimated Initial Investment (Year 0)

\$9,140,000 (rounded)

Minimum Franchise Fee*

Year 1 - \$3.13 per ticket sold

**This amount is subject to increase each year. The National Park Service will provide the Concessioner(s) written notice of any applicable increase to the franchise fee by January 15 that will go into effect March 1 each year. These increases will be based upon the percentage increase, if any, in the Consumer Price Index for All Urban Consumers as reported by the U.S. Bureau of Labor Statistics for the most recent 12-month period available for the Washington-Arlington-Alexandria, DC-VA-MD-WV region.*

SITE VISIT

The National Park Service (“Service”) will NOT host a site visit for individuals or entities interested in submitting a proposal in response to this Prospectus. The Draft Contract(s) do not assign concession facilities to the Concessioner(s).



NOTIFICATION OF INTENT TO PROPOSE

If you plan to submit a proposal in response to this solicitation, you must notify Concessions Management Specialist Jason Freeze via email Jason_Freeze@nps.gov no later than 4:00 p.m. Eastern Time on December 27th, 2024. The Service will not accept proposals from Offerors that do not provide notice on or before December 27th, 2024. Your email notification must include the name of the Offeror as it will be provided in the Offeror's Transmittal Letter.

INFORMATION REGARDING THIS SOLICITATION

The Prospectus describes in general terms the existing business operation and the business opportunity for services allowed pursuant to Solicitation No. CC-NAMAXXX-26. It is comprised of five parts:

- I. Business Opportunity (this document)
- II. Proposal Instructions
- III. Proposal Package
- IV. Draft Concession Contract Including Contract Exhibits
- V. Appendix Table of Contents

In this document and Parts I, II, and III, the Service refers to National Mall and Memorial Parks as "the Park."

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 Nos. CC-NAMAXXX-26 ("Draft Contract(s)"), including its exhibits, to determine the full scope of the future Concessioner's responsibilities. The Draft Contract(s) with all exhibits appears in Part IV of this Prospectus. In the event of any inconsistency between the description of the terms contained in this Prospectus and the Draft Contract(s) itself, the terms of the Draft Contract(s) will control.

Certain federal laws apply to this solicitation including the National Park Service Concessions Management Improvement Act of 1998 (Title IV, Public Law 105-391 and hereafter referred to as "the 1998 Act"), as implemented by regulations in 36 C.F.R. Part 51. Links to these are available online at the [NPS 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. Part 51 is available at the Government Printing Office's Electronic Code of Federal Regulations website.



The Park Superintendent's Compendium provides a list of Park-specific rules applicable to all persons entering, using, visiting, or otherwise present within the Park and established under the discretionary authority of the Superintendent of the Park. The link to the current Superintendent's Compendium appears at the end of this Business Opportunity.

"Concessioner" refers to the individual or entity that will be the concessioner under the Draft Contract(s).

"Existing Concessioner" refers to City Sightseeing, Washington, DC, Inc. doing business as Big Bus Tours Washington DC, the concessioner under Concession Contract No. CC- NAMA002-15, as amended and extended ("Existing Contract"). The Existing Contract had an effective date of April 1, 2015, and an original expiration date of March 31, 2025. The expiration date of the Existing Contract has been extended and now expires on December 31, 2025.

The Service intends to award the Draft Contract(s) around September 5, 2025, or around three (3) months prior to the anticipated effective date when the Concessioner(s) would commence operations (January 1, 2026). The Service intends to announce the selected Offeror(s) around June 12, 2025, or around three (3) months prior to award. Award of a concession contract does not occur until the competitive process has been completed and both the selected Offeror(s) and the Service have signed the concession contract. While the Service will make every effort to meet this schedule, it is subject to change.

PROPOSAL OVERVIEW

Part II of this Prospectus contains the instructions for submitting proposals. The Service will only accept digital versions of proposals for this Solicitation submitted electronically per the instructions, except for the submission of the "Offeror's Transmittal Letter," which the Offeror must also send as an original hardcopy with wet signature. Offerors must carefully read and comply with instructions provided in Parts II and III.

Part III of this Prospectus contains the Proposal Package. Offerors must complete the Proposal Package in its entirety. The Proposal Package contains the required Offeror's 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. The following paraphrases the information sought under each selection factor. The wording of the actual selection factors controls.

Principal Selection Factor 1 requires Offerors to describe how they will provide required and authorized services in a manner which protects, conserves, and preserves the resources of the Park. Offerors must describe how they will provide visitors to the Park a safe and secure interpretive transportation service while minimizing environmental hazards and impacts.

Principal Selection Factor 2 requires Offerors to first describe how they will enhance the interpretive and educational information provided to visitors to the Park, as well as ensure visitors receive high quality customer service. Offerors must describe how interpretive messaging will be developed and presented, as well as describe marketing, ticket selling, and passenger management procedures and how the Offeror's tour routes will provide an enhanced visitor experience.



Principal Selection Factor 3 requires Offerors to describe their organizational structure and provide documentation to help the Service understand the Offeror and its relationship to other entities. The Service does not score the first portion of Selection Factor 3 but may use it to understand responses elsewhere in 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 provides forms Offerors must complete depending on their organizational structure. The rest of this principal selection factor, which is scored, requires Offerors to describe their experience providing similar services, history of violations or infractions and overall strategy to minimize and resolve them, the qualifications and training for drivers, and recruitment and retention plans for staff.

Principal Selection Factor 4 requires Offerors to provide documentation demonstrating that they have the financial resources to commence and carry-on operations under the Draft Contract(s), including a business history form. Offerors also must complete the provided Excel workbook and provide other information to demonstrate an understanding of the operations under the Draft Contract(s).

Principal Selection Factor 5 requires Offerors to state the franchise fee they will pay per ticket sold under the Draft Contract(s). Failure to agree to pay at least the minimum franchise fee set out in this selection factor will result in the Service finding the proposal non-responsive and ineligible for award of the Draft Contract(s).

Secondary Selection Factor 1 requires Offerors to describe initiatives they will implement as part of their hazardous spills management strategies and practices.

Secondary Selection Factor 2 requires Offerors to describe how they will improve the visitor experience and provide high quality, inclusive, and accessible interpretations of the Park's attractions.



Pictured: Thomas Jefferson Memorial

Source: NPS



DOING BUSINESS WITH THE NATIONAL PARK SERVICE

The National Park Service has worked with private parties to provide services to visitors dating back to the earliest times of national parks. 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 National Park 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. Simply put, the term "commercial visitor services" includes lodging, food and beverage, retail, marina operations, guided recreation, rental of equipment, experiential transportation, and similar services the National Park Service itself does not provide. Congress has passed several laws guiding the National Park Service in contracting with third parties to provide these services including the National Park Service Concessions Management Improvement Act of 1998. The National Park Service implemented regulations for many aspects of the law, primarily to set out the process for soliciting proposals for new contracts and managing concessioners' investments in structures owned by the United States.

Working with the National Park Service in providing commercial visitors services within National Park System units differs from operating outside a park in several respects. By law, we approve rates to ensure park visitors do not pay higher fees for goods and services merely because such transactions occur within a park. 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 the maintenance of facilities.

Even with those regulatory actions, concessioners in national parks enjoy significant benefits. Many parks function as unique visitor destinations. For the NAMAXXX-26 contract(s), the rates for the interpretive transportation services will be based on the Service's Competitive Market Declaration (CMD) rate method. We monitor rates to ensure the 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 required under the concession contracts.

For this opportunity, the Draft Contract(s) requires the Concessioner to operate interpretive transportation services, with a hop-on and hop-off tour route that stops at a minimum of eleven (11) defined locations within the Park. These required stops are as follows:

1. L'Enfant Plaza
2. National Mall/Smithsonian Metro (Independence Ave SW)
3. Washington Monument
4. Jefferson Memorial
5. MLK/FDR Memorial
6. Lincoln Memorial/Korean War Veterans Memorial/Vietnam Veterans Memorial



7. Constitution Gardens
8. WWII Memorial
9. Natural History Museum
10. WWI Memorial (Pennsylvania Ave NW)
11. Air & Space Museum/Eisenhower Memorial

THE NATIONAL PARK SERVICE AND ITS MISSION

In 1916, President Woodrow Wilson approved legislation creating the National Park Service within the Department of the Interior. That legislation stated 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. Public Law No. 64-235, § 1 (codified at 54 U.S.C. § 100101(a)).

Additionally, Congress has declared that the National Park System should be:

...preserved and managed for the benefit and inspiration of all the people of the United States. Public Law No. 91-383, § 1 (codified at 54 U.S.C. § 100101(b)).

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](#) to learn more about the National Park Service. This site includes information about the Service's mission, policies, and individual park units.





ORIENTATION TO THE NATIONAL MALL AND MEMORIAL PARKS

National Mall and Memorial Parks is responsible for more than 1,000 acres of parkland containing many of the United States' most significant natural and cultural resources. The sites of the National Mall and Memorial Parks are symbols of our nation, known worldwide and depicted on everything from currency to the nightly news. Located in the core of the Nation's Capital, National Mall and Memorial Parks administers, interprets, maintains, and preserves the Washington Monument, Thomas Jefferson Memorial, Lincoln Memorial, Franklin Delano Roosevelt Memorial, Dwight D. Eisenhower Memorial, D.C. War Memorial, World War I Memorial, World War II Memorial, Korean War Veterans Memorial, Vietnam Veterans Memorial, George Mason Memorial, Pennsylvania Avenue from the Capitol to the White House, the National Mall, East and West Potomac Parks, Constitution Gardens, 60 statues, and numerous other historic sites, memorials, and parklands.

National Mall and Memorial Parks' origins are as old as the capital city itself. The open spaces and parklands envisioned by Pierre L'Enfant's plan, commissioned by President George Washington, created an ideal stage for national expressions of remembrance, observance, celebration, and expression of First Amendment rights. Thousands of First Amendment activities and special events occur in the Park each year.

The National Mall and Memorial Parks offers Americans the opportunity to get in touch with their heritage. Thousands of schoolchildren, families, foreign visitors, veterans, and recreational users come to the Park daily. They take advantage of interpretive programming presented by Park Rangers, Park exhibits, publications, orientation services, and panoramic views from the Washington Monument.

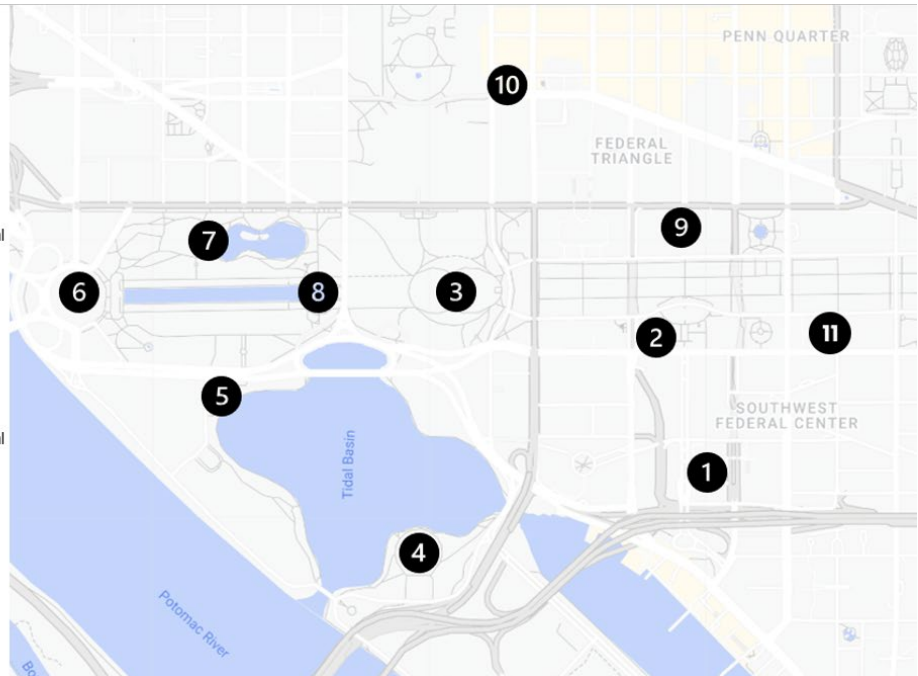
For additional information, visit the [Park website](#).

The National Mall extends between the U.S. Capitol and the Lincoln Memorial while surrounding parklands are located throughout the Washington, D.C. metropolitan area. The map below displays the approximate area of the National Mall and Memorial Parks with denotations specific to street names, points of interest, and surrounding offices. A second map follows illustrating the location of each of the required tour stops.





- 1 L'Enfant Plaza
- 2 National Mall/Smithsonian Metro
- 3 Washington Monument
- 4 Jefferson Memorial
- 5 MLK/FDR Memorial
- 6 Lincoln/Korean/Vietnam Veterans Memorial
- 7 Constitution Gardens
- 8 WWII Memorial
- 9 Natural History Museum
- 10 WWI Memorial
- 11 Air & Space Museum/Eisenhower Memorial



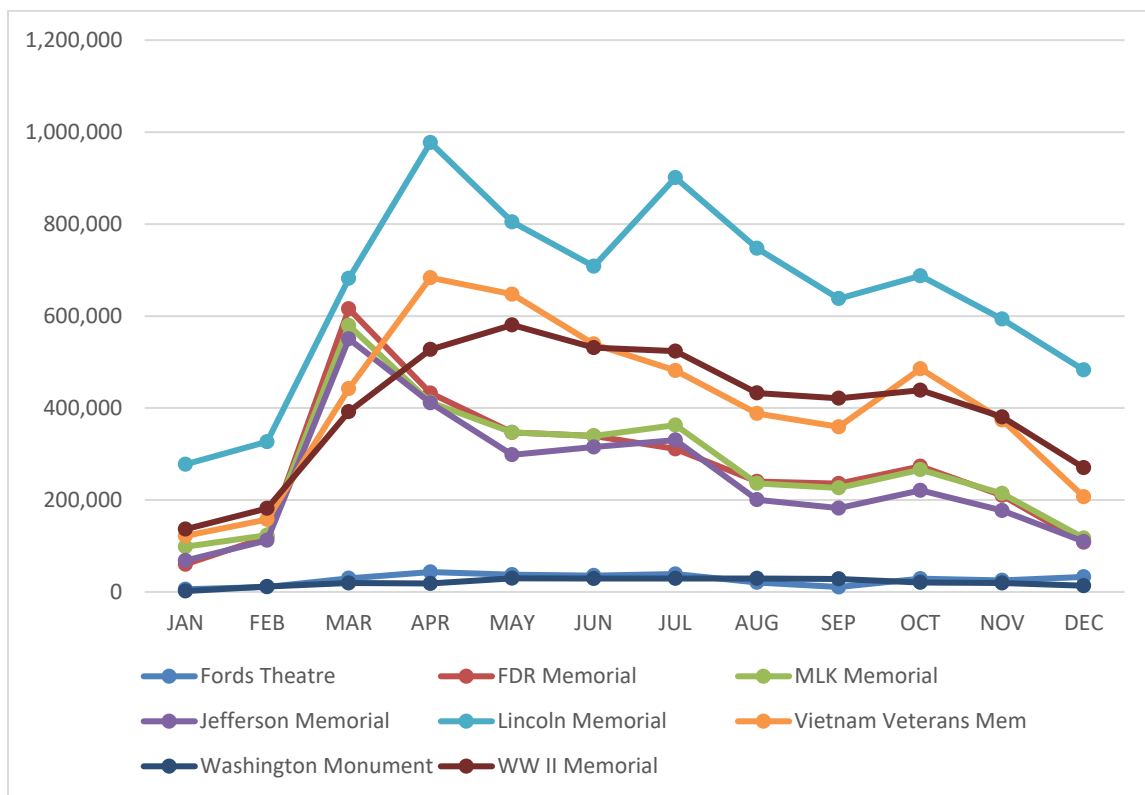
VISITATION

The National Mall and Memorial Parks host millions of visitors each year, while the Existing Concessioner accommodates between 100,000 and 200,000 riders each year, representing a nominal percentage of all Park visitors. Hundreds of thousands of other visitors engage in other tour offerings throughout the National Mall and Memorial Parks. The market for interpretive transportation services in such an iconic National Park is extensive. As such, the Service is of the opinion that there is market support to award up to three contracts for interpretive transportation services within the Park.

SPECIAL EVENTS AND SEASONALITY

Each year the Park hosts a variety of special events for visitor enjoyment, education, and recreation. Additionally, every four years, the National Mall and Memorial Parks hosts the presidential inauguration.

The seasonality of visitation relates to visitation patterns influenced by weather, holidays, events, and the traditional school year. Monthly visitation data to selected monuments and memorials highlights monthly trends in visitation. March and April have had consistently high visitation, likely due to mild temperatures, the Cherry Blossom Festival, and traditional school spring breaks. The following graph shows monthly visitation for 2022 to selected sites within the Park that are also stops along the existing concessioner’s route. While each attraction has varying levels of visitation, the seasonal pattern of visitation is generally the same for all attractions.



CONCESSION OPPORTUNITY

OVERVIEW

The concession opportunity is to provide year-round interpretive transportation services at National Mall and Memorial Parks. These services are to include, at a minimum, a tour route with eleven required hop-on hop-off stops within and around the Park with 20-minute headways from March through September and no more than 60-minute headways from October through February. Additionally, interpretation of Park attractions along the tour route must be provided in a minimum of six (6) languages, including English. This interpretation may be delivered via pre-recorded audio or live interpreters. However, the quality and content of interpretation must be consistent with the English language interpretation.

The Existing Concessioner operates a fleet of leased, open-top double-decker vehicles with an average capacity of 70 passengers to provide interpretive transportation services within the Park. The Existing Concessioner stores its vehicle fleet at a leased external location that provides both maintenance and storage needs. The Draft Contract(s) does not assign any facilities within the Park for Concessioner use. However, the future operator may appoint customer service representatives to sell tickets at locations within the Park, provided representatives adhere to requirements outlined in Exhibit B (Operating Plan) of the Draft Contract(s).

DRAFT CONTRACT(S) TERM

The Draft Contract(s) will have a term of 10 years with an estimated effective date of January 1, 2026.

REQUIRED AND AUTHORIZED SERVICES

The exhibit below describes the required and authorized services as specified in the Draft Contract(s). The Concessioner must provide the required services. Identified authorized services are subject to Service approval. The Draft Contract(s), including its exhibits and attachments, contains details regarding the visitor services.



Required Service(s)	Location
Interpretive transportation services—tours with the following required stops: <ol style="list-style-type: none"> 1. L'Enfant Plaza 2. National Mall/Smithsonian Metro (Independence Ave SW) 3. Washington Monument 4. Thomas Jefferson Memorial 5. Martin Luther King, Jr. Memorial/Franklin Delano Roosevelt Memorial 6. Lincoln Memorial/Korean War Veterans Memorial/Vietnam Veterans Memorial 7. Constitution Gardens 8. WWII Memorial 9. Natural History Museum 10. WWI Memorial (Pennsylvania Ave NW) 11. Air & Space Museum/Dwight D. Eisenhower Memorial 	National Mall and Memorial Parks

Authorized Service(s)	Location
Interpretive transportation services—other tours	National Mall and Memorial Parks

The Service sets the operating standards and evaluates the Concessioner’s compliance as set out in the *Service Standards and Periodic Evaluations* Guided Land Tour Standards (10-GLA) available on the [NPS Commercial Services](https://www.nps.gov/subjects/concessions/standards-and-evaluations.htm) website.¹ The Service further defines the guidelines specific to this Draft Contract(s) as described below and in the Operating Plan, Exhibit B to the Draft Contract(s).

¹ <https://www.nps.gov/subjects/concessions/standards-and-evaluations.htm>

EXTERNAL FACTORS

External factors may affect the Concessioner's operations under the Draft Contract(s). In particular, prospective Offerors should consider the potential effects of the factors listed below when preparing their proposals.

Out-of-Park Assets

The Existing Concessioner leases out-of-Park facilities that provide integral services to its existing concession operations. The facilities feature a storage and maintenance facility and administrative offices. The Existing Concessioner also has a small office space at L'Enfant Plaza which enables them to monitor bus loads and plan to address capacity issues quickly. Acquiring office space is not a requirement of the Draft Contract, but the Service has determined sufficient space is available within the market if the Concessioner(s) determine it is appropriate for their operations. A survey of properties similar to the Existing Concessioner's bus depot revealed rental rates averaging about \$15.00/SF for industrial space of comparable size. Accordingly, the Service estimates future rent expense at approximately \$1,000,000, which allows for a future Concessioner to rent a small office space in addition to bus depot space, if needed.

Other Operating Considerations

Other Transportation Services

Local to the Washington, D.C., metro area, there are two transit agencies which provide public transportation service to the Park – the Washington Metropolitan Area Transit Authority (WMATA) and the District Department of Transportation (DDOT), a department of the District of Columbia. WMATA operates the Metro Rail and Metro Bus services that provide transportation throughout D.C. and to and within the Park. DDOT operates the DC Circulator system that provides frequent and low fare transportation to various areas within the District, including the Red Route that serves most of the Park destinations.

The Washington DC Circulator bus has a National Mall route that provides access to 29 sports fields, 14 museums, and 13 monuments and memorials. The route runs from Union Station and the Lincoln Memorial in both directions. The stops are different depending on which direction the rider is traveling. The DC Circulator operates on ten-minute headways. The Service does not consider the DC Circulator to have an impact on demand for the visitor services under the Draft Contract(s). As of the issuance of this Prospectus, the DC Department of Transportation has announced ending the DC Circulator service fully by the end of 2024 through a planned phase down.



ESTIMATED REVENUE AND EXPENSE PROJECTIONS

Visitor Use and Revenues

The following table presents total projected utilization and resulting revenues for the required interpretive transportation service during 2026, year one of the operation, based on the Existing Concessioner’s fleet.

		2026
# Tickets Sold		
Adult		206,900 – 217,500
Child		36,500 – 38,400
Total Tickets Sold		243,400 – 255,900
Adult Ticket Price		\$50.40 - \$53.00
Child Ticket Price		\$40.95 – \$43.05
Ticket Revenue*		
Adult		\$10,427,700 - \$11,527,500
Child		\$1,494,700 - \$1,653,100
TOTAL TICKET REVENUE		\$11,922,400 - \$13,180,600

*Gross revenue



Departmental and Indirect Expenses

In developing projected expense estimates, the Service assumed adjustments of certain departmental, indirect, and fixed expenses to reflect costs associated with changes in operations. The Service projects departmental and indirect expenses will be within industry average ranges.

Minimum Wage

The Concessioner(s) 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. Part 23, all of which are incorporated by reference into the Draft Contract(s), as well as applicable minimum wage requirements of the District of Columbia. The Concessioner(s) must comply with all provisions of Executive Order 13706 of September 30, 2016, (Establishing Paid Sick Leave for Federal Contractors) and its implementing regulations, including the applicable contract clause, codified at 29 C.F.R. part 13, all of which are incorporated by reference into the Draft Contract(s). The Service considered the implications of these requirements in its analysis of the minimum franchise fee. 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(s) each year based on the annual change in the Consumer Price Index for Urban Wage Earners and Clerical Workers (CPI-W).



INVESTMENT ANALYSIS

INITIAL INVESTMENT

The Concessioner's total estimated required initial investment includes personal property, inventory, working capital, start-up costs, and operating supplies. The Offeror's proposal in response to Part III of this Prospectus should address how it will fund these items.

Personal Property

The Service estimates the initial personal property investment associated with the Draft Contract(s) includes, but is not limited to, personal property such as furniture, trade fixtures, equipment, and vehicles. The Existing Contract does not require the Existing Concessioner to sell and transfer to a successor, or a successor to purchase from the Existing Concessioner, the Existing Concessioner's personal property associated with the concession operations. The Service estimates personal property needed to begin operation on day one of the CC-NAMAXXX-26 Draft Contract(s) is \$5.83 million as of January 1, 2026.

Existing bus capacities (70 people per bus) and bus manufacturing timeline/availability provide the basis for the estimated cost of the bus fleet. The Service estimates the Concessioner would need 36 small buses compared to 18 70-passenger double-decker buses to accommodate demonstrated demand and adhere to Draft Contract(s) headway requirements.

Inventory and Working Capital

The Concessioner will need to invest a certain amount of working capital in the operation to cover the first few months of operating expenses the Concessioner likely will incur in advance of offsetting revenues. The Service estimates the working capital requirement will include inventory, accounts receivable, and accounts payable. For the NAMAXXX-26 Draft Contract(s), the Service estimates required working capital to total approximately \$2.845 million for startup.

Start-Up Costs and Operating Supplies

At the start of the Draft Contract(s), the Concessioner will need to make a one-time investment in a range of activities to ramp up operations including hiring staff, training (which may involve compensation to staff in addition to normal wages), systems implementation, legal support services, and marketing and advertising.

Initial Investment Summary.

The Concessioner's total estimated required initial investment as projected by the Service is presented in the following table.

	Estimated Amount (2025 Dollars)
Initial Personal Property	\$5,830,000
Inventory and Working Capital	\$2,845,000
Start-up costs and operating supplies	\$465,000
Total Initial Investment	\$9,140,000



Franchise Fees

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 interpretive hop-on, hop-off bus tour 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.

The minimum franchise fee is \$3.13 per ticket sold in 2026 with annual increases based upon the percentage increase in the Consumer Price Index for All Urban Consumers (CPI-U) for the Washington-Arlington-Alexandria, DC-VA-MD-WV region.²

For example, if the Concessioner sells 185,000 tickets in 2026, the minimum franchise fee the Concessioner would pay to the Service in 2026 would equal \$579,050.

185,000 tickets x \$3.13 each = \$579,050

The Concessioner must pay franchise fees on all tickets sold for all tours that stop within the Park's boundaries, including any route that includes the 11 stops required by the Draft Contract and all other tour routes that include a stop within the Park boundaries, as authorized.

HISTORICAL CONCESSIONER DATA

HISTORICAL RIDERSHIP

The following exhibit presents the Existing Concessioner's gross receipts received from historical ticket sales from the operation under the Existing Contract from 2021 through 2023. The franchise fee charged each year of the Existing Contract was 8.5 percent of gross receipts.

Department	2021	2022	2023
Tour Ticket Gross Receipts	\$4,612,114	\$7,551,498	\$9,999,038

LINKS TO ADDITIONAL INFORMATION

Links to additional information are included in the Appendix Table of Contents to this Prospectus.

² [Consumer Price Index, Washington-Arlington-Alexandria area – November 2023 : Mid-Atlantic Information Office : U.S. Bureau of Labor Statistics \(bls.gov\)](#)



PREFERRED OFFEROR DETERMINATION

Section 403 of the National Park Service Concessions Improvement Act (P.L. 105-391) includes a preference for a preferred Offeror to the award of a qualified concession contract.

Under the provisions of 36 C.F.R. Part 51, Subparts E and F, the Service has determined that this is not a qualified concession contract, and, therefore, no preferred Offeror for this Draft Contract(s) exists.

