

Prospective Offeror Site Visit for CC-LACH003-26

September 27, 2024

LAKE CHELAN NATIONAL RECREATION AREA
National Park Service
Department of the Interior

Lodging, Food & Beverage, Retail, Campground, and Other Services

Interested Entities may visit public areas and facility exteriors when facilities are open to the public.

Please do not disrupt concessioner operations.



Site Visit General Information

The National Park Service (“NPS” or “Service”) published a notice on SAM.gov on June 18, 2024, of its plans to host a site visit for interested entities in advance of the release of the solicitation.

Online Resources:

- [Plan Your Visit - North Cascades National Park \(U.S. National Park Service\) \(nps.gov\)](#)
- [Prospectus Releases - Concessions \(U.S. National Park Service\) \(nps.gov\)](#)

Welcome to the site visit for a prospectus to Provide Lodging, Food & Beverage, Retail, Campground, and Other Services within Lake Chelan National Recreation Area

All parties attending the site visit will be expected to sign in and must disclose the entity they represent or the interested entity engaging their professional services.

Attendees should exercise precaution and responsibility for their safety during the site visit.

The NPS will not answer questions about this prospectus or business opportunity during registration or the site visit. Interested entities must submit questions in writing after the release of the solicitation in accordance with the instructions stated in the prospectus.

Anything discussed during the site visit is not an official part of the solicitation record. Verbal comments made are the opinions of individuals present and not necessarily the position of the NPS.

Interested entities are asked not to disrupt concessioner operations during the site visit. Photographs of public areas are permitted. Photographs of “back of the house” areas may not include concessioner employees or any concessioner documentation (e.g., employee schedules, SOPs, etc.) if posted. Attendees are expected not to film or record personal conversations or concessioner employees.

Since the concession operation will still be serving visitors at the time of the site visit, it may be necessary to limit the number of people per entity who are permitted within small spaces, including some kitchen and support areas.

Publication of the contents of this document ahead of NPS posting on Sam.gov and the Commercial Services Website is not permitted.



Schedule September 27, 2024

Start Time: 9:00am PST; Estimated End Time: 1:00pm PST

Stop #:	Location:	Services:	Description:
1	Restaurant Front Deck	Food & Beverage	Introductions and Site Visit Overview; Restaurant and Kitchen
2	Alpine House	Retail Lodging	Tour of Retail, Storage, Coolers, and Lodging (Units 20-28)
3	Swissmont	Lodging	Tour of Lodging Units 9-19
4	Kitchen Units	Lodging	Tour of Lodging Units 1-7 (Unit 8 currently in use for employee housing)
5	Commercial Laundry		Brief walkaround of area for concessioner use (located under lodging unit 8)
6	Rec Center	Employee Housing	Employee Housing, Basement, and Rec Center space for employee use
7	Miller House	Employee Housing	
8	Building 38	Public Shower, Laundry, and Employee Housing	
9	Lakehouse	Lodging	
10	Purple Point Campground	Campground	6 sites
11	Restaurant Front Deck		15-minute break
12	Cabins 13 & 15	Lodging	
13	Cabins 10-12	Employee Housing	
14	Bunkhouse	Employee Housing	
15	Hilton	Shop and Employee Housing	
16	Lakeview Campground	Campground	9 sites

**There are two additional employee housing units located 2.5 miles (Bowles) and 4.5 miles (YACC) from the main concession area. These will not be included as part of the site visit.*



Highlights

The NPS anticipates releasing a prospectus for a concession business opportunity to provide Lodging, Food & Beverage, Retail, Campground, and Other Services within Lake Chelan National Recreation Area (“Park”) in the first quarter of calendar year 2025. The prospectus will describe the business opportunity and the terms and conditions of Concession Contract No. CC-LACH003-26 (“Draft Contract”). General information about this business opportunity and the Draft Contract are provided below.

General Park Information

Established in 1968 as a unit of the National Park Service, the North Cascades National Park Service Complex is dedicated to conserving, unimpaired, the natural and cultural resources and values of North Cascades National Park, Ross Lake National Recreation Area, and Lake Chelan National Recreation Area for the enjoyment, education and inspiration of this and future generations. Additionally, the Complex shares responsibility for advancing a great variety of national and international programs designed to help extend the benefits of natural and cultural resource conservation and outdoor recreation.

North Cascades National Park Service Complex is 684,245 acres in size, with 61,890 acres in Lake Chelan National Recreation Area. The Complex contains more than half the glaciers in the United States outside of Alaska. These glaciers are an important source of water for salmon, other wildlife, plants, and people in the Puget Sound region. In addition, the Complex’s 9,000+ feet of vertical relief, along with the great contrast between climates east and west of the Cascade crest provide habitat for one of the greatest diversities of plant life in North America and for varied fauna including rare and sensitive species. The Complex’s variety of waters, both lakes and rivers, and its topography provide a large and expanding nearby population with a wide array of recreational opportunities, including boating, camping, climbing, and backpacking.

Lake Chelan (62,000 acres) is a natural lake resting in a glacially carved trough in the Cascades Range. It is one of the nation’s deepest lakes, reaching a depth of 1,500 feet. It offers boating, fishing, and lakeshore camping. The average width is less than two miles but extends 50 miles long into the Cascade Mountains. The lake’s northernmost four miles are located within Lake Chelan National Recreation Area, including the remote community of Stehekin and the Stehekin River Valley. With no road connections to the rest of the world, visitors and residents arrive to Stehekin by passenger ferry, float plane, hiking, horseback, or private boat.

North Cascades National Park Complex Visitation:

Year	Lake Chelan NRA	Ross Lake NRA	North Cascades National Park	Total	Percent Change
2014	35,360	710,612	23,865	769,837	-
2015	32,186	772,579	20,677	825,442	7.2%
2016	45,514	905,418	28,646	979,578	18.7%
2017	38,464	759,656	30,326	828,446	-15.4%
2018	38,839	892,044	30,085	960,968	16.0%
2019	38,785	1,088,528	38,208	1,165,521	21.3%
2020	30,598	920,526	30,885	1,002,009	-14.0%
2021	40,511	855,926	17,855	914,292	-8.8%
2022	38,207	998,019	30,154	1,066,380	16.6%
2023	39,419	881,837	40,351	961,607	-9.8%



Concession Opportunity for CC-LACH003-26 (Draft Contract):

The NPS anticipates the Draft Contract to have a term of ten (10) years.

Required and Authorized Visitor Services:

The NPS anticipates the Draft Contract will include the following required and authorized services. This list of services may change between the time of the site visit and release of the prospectus.

Required Services

Service	Location
Lodging	Stehekin Landing
Food and Beverage	Stehekin Landing
Retail	Stehekin Landing
Campground	Lakeview and Purple Point
Fuel Sales	Vehicle and Boats
Public Shower and Laundry	Stehekin Landing

Authorized Services

Service	Location
Equipment Rental	Winter Activities, Boats, Rental Vehicles
Guided Instruction	Skiing, Snowshoe, and Fishing
Water Taxi Services	To various points along Lake Chelan
Vehicle Taxi Services	Within the Stehekin Valley

Overview of Concession Facilities and Services:

North Cascades Lodge at Stehekin is located directly at Stehekin Landing. As visitors arrive to Stehekin by passenger ferry or private boat, they are greeted immediately by spectacular views of North Cascades National Park and the up-valley view of Stehekin. The passenger ferries dock directly in front of the Concession facilities; visitors and guests are required to walk only a few steps across the promenade and Landing to the front steps of the concession facilities which serve as the central welcome center to guests, visitors and residents arriving to Stehekin.

Lodging. Existing accommodations include 28 lodging units, consisting of midscale lodge rooms, A-frame chalets/cabins (with kitchens), and two renovated historic cabins (no kitchens).

Food and Beverage. The lodge restaurant is the only full-service restaurant available in Stehekin. Interior seating capacity is approximately 80, with exterior seating adding another 30 seats during primary meal service hours. Breakfast and dinner service typically provide for full-service, sit-down style dining, but may be scaled back to counter ordering service and seat-yourself options if staffing is limited and demand is sufficient to require more streamlined food service opportunities. Lunch-time service is busy and caters to visitors arriving and departing on the passenger vessels. The busiest time is when boats are in port – which is generally from 11:00 am until 2:00 pm on most days



Retail. The general store serves as a central location for visitor information services, guest check-in for lodging, and retail and convenience sales. The retail space offers opportunity for sales of convenience items, limited grocery, and camping & backpacking supplies, as well as gifts, souvenirs and other specialty items.

Campground. The Lakeview and Purple Point campgrounds are located walking distance from the main landing area and feature a total of 15 tent sites.

Fuel Sales. The Concessioner maintains and operates two fueling stations located within the Landing area. The land-based fuel dispensing system is located directly below the General Store at landing level and is available for vehicle fuel. This is a unit with one pump. A second dispensing unit is located on a designated fuel pump dock at the Stehekin Marina docks. Both land and water-based pumps are unleaded only. These are the only commercial fuel pumps located at Stehekin Landing. One additional privately owned fueling station is located approximately two miles from Stehekin Landing and services primarily Stehekin residents.

Showers and Laundry. The concessioner maintains a limited-service public shower and laundry facility. A single-unit public restroom includes sink, toilet and one coin-operated shower. An adjacent room provides space for one single unit each washer and dryer and a second stackable washer/dryer unit.

Authorized Services. The concessioner is authorized to provide additional services as part of their service schedule. Authorized services include opportunity for extended winter services, tours, equipment rentals (snow sports, small boat rentals, paddle boards, etc.), rental vehicles and interpretive tours or programs

Anticipated Investment of the Draft Contract

The NPS anticipates the Draft Contract will require the following types of initial investments: Initial Personal Property Investment, Inventory Investment, Start-up Costs and Working Capital, Curing of Deferred Maintenance.

Additional Information:

The existing contract is available on request by email to mark_juretschke@nps.gov.

For more information about the National Park Service Commercial Services Program, concession contracts, and the laws and policies that control and guide them, go to:

<https://www.nps.gov/subjects/concessions/index.htm>

