Amendment No. 2

Solicitation #: LAKE004-27

To: All Recipients of the Prospectus, LAKE004-27, to operate guided water tours, food and beverage, and retail services within Lake Mead National Recreation Area

As revised with Amendment No. 1 to this Prospectus, any proposal must be received via Microsoft Teams, as specified in the Proposal Instructions, by the Commercial Services Office by 12:00 p.m. Pacific Time on January 21, 2027, in order to be evaluated and considered for award of the concession contract. Statements of intent to propose must be submitted via email by January 7, 2027, by 12:00 p.m. Pacific Time.

Additionally, the following document has been updated with information described further in the questions and answers section below:

1. **Business Opportunity**
    i. *Existing Contract Performance Overview (page 12)*: Exhibit 8 has been updated to include the Existing Concessioner's preliminary 2026 revenues (preliminary and unaudited) through September 30, 2026. Total passenger counts for the last three years have also been added as described in the Service's response to question #11b below.
2. **Appendix 6: Desert Princess Hull Examination and UT Gauging/Diver Survey, dated September 15, 2025**
    i. Added to the prospectus files in response to question #55c below.

The Service stated it would respond to questions about the Prospectus if submitted in writing and received by September 30, 2026. Questions were received in a timely manner. This Amendment 2 to the Prospectus provides the following answers in response to those questions, organized by topic.

Business Opportunity and Investment Information

1. *"**Business Opportunity, Sec. I, Solicitation Schedule.*** **The Business Opportunity states the Service intends to announce selection around April 2027, but to award the contract around July 2026. Please confirm the intended award date."**

    The Service intends to notify the selected offeror of its selection as the best proposal around April 2027, and to have a final contract executed between the selected entity and the Service around July 2027. Please note that these dates are subject to change.

2. ***"What investments/replacements make up the $1,354,500 of personal property replacement cost that is estimated in Exhibit 17 of the business opportunity document?"***

    The investments included in Exhibit 17 of the Business Opportunity include maintenance, repairs, and servicing of the main and auxiliary engines, structural repairs, interior and exterior paint, running gear, electrical system, ventilation system, air conditioning system, communication and navigation system, safety equipment, potable water and sewage systems, fire and bilge system, steering and bow thruster hydraulic motors, USCG dive inspection and anode replacement, as well as contingency for unplanned repairs.

Operational Statistics and Financial Assumptions

3. **"*Business Opportunity, Exhibit 8.*** **Will the Service provide monthly passenger counts and departmental revenue for the last three years, so that seasonality can be modeled?"**

    Under 36 CFR § 51.5(f), the Service is only permitted to provide annual figures for the last three years. However, Offerors may refer to Exhibit 5 of the Business Opportunity which shows Lake Mead NRA's average visitation by month for the last 10 years (2016-2025) as a way to estimate seasonality.

4. **"*Business Opportunity, Exhibit 8; Draft Contract Sec. 2(i)*. On dinner and brunch cruises where the meal is included in the ticket price, how is revenue split between the Water Tours and Food and Beverage departments for gross receipts reporting?"**

   The Existing Concessioner has reported separate water tour and food and beverage revenues for its dinner and brunch cruises. The Service does not have further detail regarding how revenue is exactly split in terms of its reporting.

5. **"*Business Opportunity, Exhibit 8*. Are charter, wedding, and private event revenues included in the Exhibit 8 department totals, and if so under which department?"**

   The Existing Concessioner's charter, wedding, and private event revenues are included as part of its water tour revenues. The Existing Concessioner allocates a certain percentage of revenues from charters, weddings, and private events towards food & beverage, as applicable for a given event.

6. **"Business Opportunity, Exhibit 8. Please provide the Existing Concessioner's fuel and electricity consumption history."**

   The average fuel consumption per week (based on the Existing Concessioner's schedule of two daily tours Wednesday through Sunday) is approximately 250 gallons of diesel. From January through September 2026, the operation's average electrical use was 20,993 kWh per month at an average cost of $0.114 per kWh.

7. **"Can the NPS share summary operating expense data from the existing concessioner's annual financial reports? (Labor, headcount, cost of sales, vessel fuel gallons, electricity, etc.)"**

   The Service is unable to disclose summary operating expense data from the Existing Concessioner's operations as it is considered confidential. However, the Service has provided a response related to fuel and electricity consumption above in question #6.

8. ***"What share of pre-2020 passengers came through tour operators and group sales? Does the NPS have a list of former partners?"***

   The Service does not have precise figures regarding the share of pre-2020 passengers generated through tour operators and group sales, though the approximate percentage is estimated to be 20%. The Service is unable to provide a list of former partners. The Concessioner will need to identify and work with local and regional tour operators and other groups.

9. ***"What was the revenue mix between required and authorized services pre-2020 when the operation ran at $1.7M–$1.9M?"***

   The Service is unable to provide a response regarding the revenue mix between required and authorized services prior to 2020. As discussed in the responses to questions 4 and 5, special event cruises (an authorized service) have been reported as part of water tour revenues. Throughout the term of the Existing Contract, water tour revenues have comprised between 60-70% of the operation's revenues, 20-25% for food & beverage, and the remainder for retail.

10. ***Can the Service provide available historical data on solid waste generated and recyclables collected from the Desert Princess and landing facility, including the types of materials recycled?***

    While the Service is unable to provide a response for data on solid waste generated and recyclable materials collected, the types of materials recycled include plastics, cardboard, paper, lightbulbs, glass, ink cartridges, aluminum, and batteries.

11. ***"Please provide, in electronic spreadsheet format if available, the following information for each month of fiscal years 2024, 2025, and 2026 year-to-date***
    a) ***Cancelled departures, categorized by reason, including weather, staffing, vessel condition or mechanical failure, insufficient reservations, and other reasons;***

       The Service does not have available information from the Existing Concession regarding cancelled departures.

    b) ***Passenger counts by tour or service category;***

       Exhibit 8 of the Business Opportunity has been updated to include total passengers over the last three years.

    c) ***Gross receipts by department or service category, including water tours, food and beverage, retail, charters or special events, and other services.***

       Gross receipts by department have previously been provided in Exhibit 8 of the Business Opportunity.

    d) ***Because the Business Opportunity compares anticipated performance with the operation's pre-2020 performance, please also provide annual passenger and operated-departure totals for fiscal years 2018 and 2019, if available. If any of the requested information is unavailable or cannot be disclosed, please identify the specific information that is unavailable or non-disclosable.***

       Like revenues, cannot provide precise figures in accordance with 36 CFR § 51.5(f). Prior to 2020, the average annual passengers served was around 43,000. The Service does not have data on the number of departures.

12. ***"Can NPS provide any additional data supporting the projected revenue recovery beyond the assumptions described in the Prospectus (restoration of staffing levels and re-engagement with tour operators/groups/local organizations)?***

    The Service does not have additional data to share beyond what has already been included in the Business Opportunity document.

13. ***What services/offerings are included in these projections for Food & Beverage? Do the projected Food & Beverage revenues assume only required services, or do they include revenues associated with authorized services such as brunch cruises, dinner cruises, catered events, charters, or special events?***

    And

    Do the projected retail revenues include sales from authorized services such as packaged alcohol and expanded retail offerings at the landing facility and aboard the vessel?"

    The projected revenue assumptions included in the Business Opportunity are based solely on the required services under the Draft Contract.

14. ***"Beyond staffing shortages and reduced group sales outreach identified in the Prospectus, were there any other operational, market, regulatory, vessel, or infrastructure factors that contributed to the decline in revenues?"***

    The Service has not identified additional operational, market, regulatory, vessel, or infrastructure factors that contributed to the decline in revenue with exception to impacts from the COVID-19 pandemic. However, as stated in the Business Opportunity, "[t]his performance is in stark contrast to other concession operations at the Park, with nearly all operations generating higher revenue in recent years compared to each operation's respective revenue level prior to 2020." The lack of sufficient staffing at the operation does not appear to be due to the local labor market, as there appears to be a strong labor pool relative to many other Service concession operations due to its proximity to Boulder City and the greater Las Vegas area.

15. **"*Appendix 3 identifies the changes made following the prior solicitation, CC-LAKE004-26; however, the Prospectus does not state the disposition of that solicitation. Without disclosing source-selection-sensitive, confidential, or proprietary information, please state:***
    a) ***Whether the Service received one or more timely proposals under CC-LAKE004-26;***
    b) ***Whether any proposal was determined to be responsive; and***
    c) ***The general reason or reasons the prior solicitation did not result in a contract award.***

    The Service does not disclose information such as the number of proposals received, whether the proposal(s) were determined to be responsive, or the reasoning that a prior solicitation did not result in a contract award.

Staffing

16. **"*Business Opportunity, Sec. III, Franchise Fee Analysis*. What were the Existing Concessioner's staffing levels by position before 2020 compared with today, and what wage rates has the Service observed in its franchise fee analysis?"**

    The Service is unable to disclose the precise staffing levels by position of the Existing Concessioner as it is considered confidential. In its franchise fee analysis, the Service evaluated total labor costs for the operation on a percentage of revenue basis for both pre- and post-2020 operating results, along with consideration to applicable state minimum wage requirements.

17. ***"How many Full Time/Part Time employees are employed by the current concessioner? How many did they employ when the operation met service standards prior to 2020?"***

    The Existing Concessioner has typically employed one captain, a general manager, one first officer, and one chef, along with seasonal deck hands and F&B/retail employees. Prior to 2020, the number of permanent employees was roughly equal, while there were roughly two to three times more seasonal staff employed. The Service cannot disclose the precise number of employees employed by the Existing Concessioner.

Lake Mead Elevation

18. ***"During the past five operating years, have lake elevation fluctuations resulted in operational changes, route modifications, capacity restrictions, dock modifications, facility relocations, repositioning, or re-anchoring of the Desert Princess, landing facility, slips, moorings, docks, or breakwaters? If so, please provide the dates, lake elevations, and a description of the operational impacts and facility modifications associated with each event."***

    Lake elevation fluctuations are constant at Lake Mead, which require relocations of the head-walk, landing barge, and boat as necessary to adjust to the change in elevation levels. None of these changes have resulted in changes to route modifications or capacity restrictions. Under the park's Sustainable Low Water Access Plan (link provided in response to question #23), the Service is making investments to maintain access to 1,000 feet. Further evaluation will be required should lake levels drop to less than 1,000 feet.

19. ***"For each relocation, repositioning, or re-anchoring event identified above, please provide the total cost, major cost components, and the allocation of costs between the Service and the Existing Concessioner. Please also identify any associated operational impacts, including canceled, shortened, or modified tours, special events, or operating days."***

    The Service does not receive the requested cost information from the Existing Concessioner from relocations, which are solely the responsibility of the Existing Concessioner. Operational impacts have been minimal, as the Existing Concessioner has planned its moves during dates the operation is closed to visitors.

20. ***"Has the Service or Existing Concessioner identified specific Lake Mead elevations at which Desert Princess operations are materially impacted, including route restrictions, facility relocations, access limitations, or service suspension? If so, please identify the elevations, dates reached since 2016, and resulting operational impacts."***

    The Service has not identified a specific elevation level at which significant operational changes would be required.

21. ***"Exhibit H (Maintenance Plan), Sections 3(C) and 3(G), require the Concessioner to relocate the landing barge, marina facilities, and associated utilities to accommodate fluctuating water elevations. Please confirm that this obligation includes the moorings, anchoring systems, gangways, and access improvements serving the Desert Princess, and state whether the Service would share any relocation costs if lake elevations fall below recently experienced or historically observed levels during the Contract term."***

    The Concessioner will be responsible for carrying out and bearing the costs of all necessary relocations to adjust to fluctuating water levels on Lake Mead.

22. ***"If the Concessioner is responsible for such relocations, would the costs be eligible for Leasehold Surrender Interest under Exhibit A, fundable from the Component Renewal Reserve or Personal Property Reserve, or considered in any franchise fee adjustment?"***

    The Concessioner is responsible for necessary relocations to adjust to fluctuating water levels, and in accordance with the Draft Contract, the Concessioner can request to use funds from the Component Renewal Reserve, or to incur Leasehold Surrender Interest, to the extent that costs are eligible for expenditure or compensation from either source. The Personal Property Reserve is specified for repair and maintenance of the Desert Princess and its components and would typically not be eligible for use of expenditures of relocations unless specifically related to the vessel itself. Finally, relocations are standard operational procedure for marina operations, and therefore would not be considered extraordinary nor unanticipated, as described in Section 11(d) of the Draft Contract, for purposes of a franchise fee reconsideration.

23. ***"Please describe any actions the Service plans under the Sustainable Low Water Access Plan, including the Hemenway Harbor ramp extension, and their expected effect on the Concession Facilities during the Contract term."***

    The park's Sustainable Low Water Access Plan states that at Hemenway Harbor, "[u]nder the preferred alternative, the National Park Service would extend the launch ramp in its existing location to a water level of approximately 1,000 feet and would maintain marina operations. … When water levels are below approximately 1,000 feet, the National Park Service would relocate the launch ramp and marina(s) closer to Hemenway Wall." It also states that, under the preferred alternative, "[c]oncession operations and utility corridors would continue to be maintained to provide ongoing visitor services (e.g., marina operations and services, extended utility corridors) aligned with Architectural Barriers Act Accessibility Standards. Park operations would continue to support concessioner operations of the marina, such as moving underwater anchors for courtesy dock(s), buoys, and navigation systems away from shorelines to adjust to changing marina locations." These actions are subject to the appropriation of funds.

    As addressed in question #66, the Hemenway Habor ramp extension is ongoing and is expected to be completed in 2027 prior to the effective date of the Draft Contract. At this time, the Service does not have any additional planned infrastructure projects at Hemenway Harbor that would impact the Concession Facilities.

24. ***"Please provide monthly Lake Mead elevations at Hemenway Harbor for the past ten years."***

    Monthly Lake Mead elevation levels from 1935 to present are available at https://www.usbr.gov/lc/region/g4000/hourly/mead-elv.html.

25. "What are the contractual force majeure provisions if water levels prevent operation?"

In the event that water levels prevent operations from occurring, the Concessioner and the Service would work together to determine the best course of action. Section 16 (Suspension, Termination, or Expiration) addresses additional relevant contractual obligations on this matter.

26. "Is there a minimum water level below which NPS suspends the required schedule obligation?"

And

27. "Business Opportunity, Sec. II; Exhibit B, Sec. 5. At what lake elevation does the route from Hemenway Harbor to Hoover Dam become non-navigable for a vessel of the Desert Princess's draft, and what contractual relief applies if the route becomes unavailable?"

While the Service does not have a precise lake elevation where operations would cease entirely, based on Hemenway Harbor's bathymetry, at a lake elevation of approximately 975 feet the specified route would become non-navigable for the Desert Princess. Should this occur, the Concessioner and the Service would work together to determine the best course of action.

28. "Exhibit H assigns the Concessioner responsibility for relocating the landing facilities, associated utilities, barge, wave attenuators, cables, and anchoring systems as necessary to accommodate fluctuating lake elevations. Please provide:

a) ***The relevant lake-elevation or operating thresholds for the landing, passenger gangways, sewage system, electrical service, fuel system, moorings, wave attenuators, and the Desert Princess's required route;***

On average, concessioners operating on Lake Mead have performed moves up or down with a 5-foot change in water level. The operation's electrical service was recently extended 300 feet, and water/sewer is extended or shortened as needed with each move. The Desert Princess's route to the Hoover Dam has not been affected.

b) The number, nature, and approximate cost of relocations or material adjustments performed during the most recent five years;

The Service does not have a precise number of moves over the last five years. The approximate cost for each move is between $5,000 and $10,000.

c) Any relocations or material adjustments currently anticipated during the Draft Contract term;

Any relocation or other material adjustments are entirely dependent on the changes to water levels on Lake Mead.

d) Any available bathymetric, engineering, or low-water planning information specifically applicable to the Desert Princess, its route, and the assigned Concession Facilities.

While not specific to the operation of the Desert Princess, a bathymetric map of Hemenway Harbor can be found below as Q&A Appendix A.

e) If lake elevation or related access conditions make required operations unsafe, commercially impracticable, or temporarily impossible, please clarify the process for obtaining a schedule modification or suspension and the contractual consequences of such an event.

Should this occur, the Concessioner and the Service would work together to determine the best course of action.

Component Renewal Reserve, Personal Property Reserve, and Maintenance

29. **"*Business Opportunity, Exhibit 17; Draft Contract Sec. 10(c)*. Exhibit 17 identifies $1,594,414 (2025 dollars) in Component Renewal and Personal Property Reserve projects over the term. The combined 5.75% allocation appears to generate materially less than that. If a Director-directed project exceeds the accrued reserve balance, does the Concessioner fund the difference from its own capital, or is the directed work limited to the available balance?"**

    The 5.75% allocation is based on the Service's revenue projections that revenues will increase after the first year of the term and stabilize for the entire 10-year term of the Draft Contract, under the assumption that an operator will be able to realize revenues more in line with pre-2020 performance by taking measured steps as detailed in the Existing Contract Performance Overview and Revenue Assumptions sections found on pages 12 and 13 of the Business Opportunity document.

    As stated in Section 10(c)(2) of the Draft Contract, nothing "shall lessen the responsibility of the Concessioner to carry out the maintenance and repair of Concession Facilities . . . as required by this Contract from Concessioner funds exclusive of the funds contained in the Component Renewal Reserve."

30. **"*Business Opportunity, Exhibit 17*. Exhibit 17 shows $223,300 in Personal Property Reserve costs in the first contract year against roughly $49,000 of accrual. What projects make up that amount, when must they be completed, and may any portion be deferred to later contract years?"**

    Projects included in the first contract year include main and auxiliary engine maintenance, USCG dive inspection and anode replacement, air conditioning system servicing and repair, potable water system maintenance, maintenance on the steering and bow thruster hydraulic motors, and contingency for structural and unplanned repairs. The timing and costs of these projects are estimates developed by a third-party consultant, and deviations from the estimated timing may occur based on assessment of the actual condition of the vessel and its components. See also the response to question #40.

31. **"*Business Opportunity, Exhibit 17*. Will the Service release the condition assessment, engineering study, or survey behind the Exhibit 17 personal property schedule?"**

    The condition assessment was conducted by a third-party consulting firm in April 2024. The reports and data from the condition assessment will be shared with the selected Concessioner.

32. **"*Draft Contract Sec. 8(e)(3)(vi) and Sec. 10(c)(6)*. Will unspent reserve balances at expiration be remitted to the Service as additional consideration? If so, please confirm the Concessioner carries the full risk of over-accrual with no recovery."**

    Correct. Any unspent reserve balances upon the expiration of the Draft Contract will be remitted to the Service as additional franchise fees as stated in Sections 8(e)(3)(vi) and 10(c)(6) of the Draft Contract.

33. **"*Draft Contract Sec. 10(c); Business Opportunity, Exhibit 17*. May an Offeror propose a different reserve allocation, one matched to the Exhibit 17 project schedule rather than the stated percentages?"**

    The Service does not require that an Offeror respond with a different reserve amount. As stated in Section 10(c)(3) of the Draft Contract, "[n]othing in this section shall lessen the responsibility of the Concessioner to carry out the maintenance and repair of Concession Facilities or housekeeping and groundskeeping responsibilities as required by this Contract from Concessioner funds exclusive of the funds contained in the Component Renewal Reserve."

34. "*Draft Contract Sec. 10(c)(3); Business Opportunity, Exhibit 1*. Sec. 10(c)(3) requires a Component Renewal Reserve of 2.0% of gross receipts. Exhibit 1 of the Business Opportunity states 1.25%. Which one governs?"

As reflected in Amendment No. 1 to the Prospectus, issued on September 29, 2026, Section 10(c)(3) of the Draft Contract has been updated to reflect a 1.25% Component Renewal Reserve.

35. "*Exhibit H, Maintenance Plan, Appendices 1 and 2*. What is the current deferred maintenance backlog on the Concession Facilities, and which components does the Service retain responsibility for under Maintenance Plan Appendices 1 and 2?"

Exhibit H (Maintenance Plan), Appendix 1 identifies the specific asset number and subcomponent for which the Service retains responsibility for. Appendix 2 identifies the current deferred maintenance backlog on the Concession Facilities and the associated asset number and subcomponent. The section titled "Deferred Maintenance" on page 16 of the Business Opportunity also identifies the estimated cost of this work that the Service is assuming.

36. "Exhibit D, Assigned Land; Exhibit H. What is the condition and last inspection date of The Landing barge and the roughly 677 linear feet of docks?"

The Service last conducted a condition assessment, which was utilized to develop the cost estimates for the component renewal reserve described in the Business Opportunity, between April 30 and May 2, 2024. Overall, the barge is in fair condition. As part of the Service's deferred maintenance obligations specified in the Draft Contract's Exhibit H: Maintenance Plan (Appendix 2), it plans to perform work to address identified corrosion on the underside of the barge.

37. "For each Deferred Maintenance item identified in Appendix 2 to Exhibit H, and for the additional lift station referenced in the Business Opportunity, please provide:

- ***a) The current scope and condition assessment;***
- ***b) The design, procurement, and funding status;***
- ***c) Whether funding has been appropriated or otherwise committed;***
- ***d) The anticipated commencement and completion dates; and***
- ***e) Whether completion is anticipated before the Draft Contract's effective date."***

And

38. "What is the anticipated schedule for the deferred maintenance projects identified in the Prospectus, and are any temporary impacts to visitor access, boarding operations, vessel operations, or landing facility operations anticipated?"

As stated in the Service's response to question #31 above, the reports and data from the condition assessment will be shared with the selected Concessioner. The Service has identified funds to carry out the identified deferred maintenance work between fiscal years 2027 through 2030 based on the urgency and expected life of the impact assets/subcomponents. The expected work year for the Service's component renewal responsibilities are identified in the Maintenance Plan's Appendix 1. The Service intends for this schedule to be carried out in a manner that avoids any interruption to operations.

39. "If any Service-responsible work is not completed by the effective date, please clarify responsibility for interim repairs, temporary operating measures, business-interruption costs, and any incremental costs incurred by the Concessioner. Please also identify any contractual remedy, schedule relief, reserve credit, reimbursement, or other adjustment that would apply."

As indicated on page 16 of the Business Opportunity, the work to be performed by the Service may occur both prior to and during the term of the Draft Contract, subject to the availability of funds. The Service intends to make every effort to prioritize and carry out the identified projects so that interruption of operations does not occur.

40. The Draft Contract distinguishes between Director-approved reserve projects and routine or operational maintenance funded from the Concessioner's operating funds. Please clarify the following:

a) If the cost of a Director-approved Component Renewal Reserve or Personal Property Reserve project exceeds the balance then available in the applicable reserve, is the Concessioner required to fund the difference from its operating funds?

Yes, as stated in Sections 8(e)(3)(ii) and 10(c)(3) of the Draft Contract, nothing "shall lessen the responsibility of the Concessioner to carry out the maintenance and repair…as required by this Contract from Concessioner funds exclusive of the funds contained in" the Component Renewal and Personal Property Reserves.

b) If the Concessioner must advance such funds, are those amounts reimbursable from subsequent reserve contributions or otherwise creditable?

Funds expended in advance are creditable to subsequent reserve contributions dependent on Park approval.

c) If the available reserve balance is insufficient and the Concessioner is not required to advance the difference, may the project be deferred until sufficient reserve funds accumulate?

The estimated cost and timing for projects under the Component Renewal and Personal Property Reserves were developed by third-party consultants. The Service relied upon these estimates, but acknowledges that the actual timing of projects, based on the actual condition of the Concession Facilities and the Desert Princess, may differ from these projections. The Concessioner may address project timing in relation to the actual condition of the asset(s) and available reserve balances in the required Concessioner Maintenance Plan and Report (CMPR) and Concessioner Project Plan and Report (CPPR) described in Section 5 of Exhibit H: Maintenance Plan. None of this response absolves the Concessioner of its responsibilities with respect to maintenance and repair of the Concession Facilities and Desert Princess.

d) Who bears cost escalation resulting from any such deferral?

The Concession is responsible for all costs associated with its responsibilities for repair and maintenance, inclusive of the eligible projects under the Component Renewal and Personal Property Reserves.

e) For purposes of distinguishing reserve-eligible projects from routine or operational maintenance, how would the Service classify vessel drydocking, hull-steel replacement, engine or generator overhaul, complete engine or generator replacement, HVAC replacement, regulatory inspections, and recurring manufacturer-prescribed service?

Section 8(e)(3)(1) of the Draft Contract specifies the Personal Property Reserve shall be used towards repair and maintenance of the Desert Princess and its components, including "maintenance, repair, and replacement of main and auxiliary engines, electrical systems, ventilation systems, communication systems, navigation systems, anodes, safety equipment, potable water systems, air conditioning systems, structural repair, and similar projects."

<u>Guided Water Tours and General Operations</u>

41. "*Exhibit B, Operating Plan, Sec. 4(A)(2)(b). The Operating Plan lets the Concessioner propose a minimum passenger threshold for operating a tour. What thresholds has the Service approved in the past?*"

The Existing Contract specifies a 10-passenger minimum threshold for operating a tour.

42. "*Exhibit B, Operating Plan, Sec. 4, Operating Season. The Concession Facilities are currently closed in December and January. May the Concessioner operate year-round, and would the Service support that?*"

Yes, as specified in Section 4.A.1 of the Draft Operating Plan (Exhibit B to the Draft Contract), the Concessioner is authorized to operate during the non-required season of December 1 to January 31.

43. "What operating schedule has the existing concessioner historically utilized during the past three operating seasons?"

The Existing Concessioner provides two daily tours Wednesday through Sunday, and is closed on Monday and Tuesday. The operation has closed in mid-December until the first week of February. At times the Existing Concessioner has provided holiday dinner cruises during this period.

44. "*Draft Contract Sec. 3(b), Authorized Services. What is the review process and expected timeline for approving additional vessels under the Authorized Services?*"

The Service cannot provide an exact timeline for approving additional vessels as it will depend on the type of vessel and plans for use submitted by the Concessioner. Regarding review process, the Service would require, at a minimum, specifications of the vessel(s), docking, proposed tour itinerary or itineraries, whether the vessel(s) would provide additional services (i.e., food & beverage, retail) on board, required staffing, and any other pertinent information regarding use of the vessel(s). Upon receipt of such details, the Service would confirm the vessel(s) and proposed use(s) meet applicable park rules and regulations, and communicate with the Concessioner the results of its review in writing.

45. Please clarify whether the Concessioner may place a Concessioner-owned or leased passenger vessel into service:

- **a) In addition to the Desert Princess for expanded or authorized services; and**
- **b) In substitution for the Desert Princess when providing required guided water tours.**
- **c) For either circumstance, please identify the required review and approval process, documentation, applicable standards, and anticipated review timeframe.**
- **d) If a different vessel is approved to provide required services, please clarify whether the Concessioner would remain obligated to operate, maintain, and fund reserves for the Desert Princess.**

The Concessioner may place additional owned or leased vessels into service for the expanded or authorized services under the Draft Contract. Please see the answer to question #44 above regarding the review and approval process for incorporating additional vessels into service.

Regarding the Desert Princess vessel specifically, at this time the Service intends to require that it remain in service to provide the Required Services under the Draft Contract, as the fundamental underlying assumption the Service made in developing the Draft Contract and associated financial estimates is that the Desert Princess remains in service for the duration of the term of the Draft Contract.

46. "*Draft Contract Sec. 12; Exhibit B, Sec. 6, Rates. Please confirm that Competitive Market Declaration applies to all services, including charters, private events, and food and beverage.*"

Confirmed. As specified in Section 4.B.1.a of the Draft Operating Plan (Exhibit B to the Draft Contract), "rates for guided water tours, food and beverage, retail, charters, special events, banquets, meetings, and other services are set using" Competitive Market Declaration.

47. "*Business Opportunity, Sec. II, The Area. Will the Service support cross-promotion between the Concessioner and other Area concessioners, and with the Hoover Dam visitor operation?*"

Yes, the Service permits cross-promotion for a Concessioner's operations. It is the responsibility of the Concessioner to work with other business entities to establish any such cross-promotion.

Food & Beverage

48. "The Desert Princess:

a) Please provide number of dining seats for main dining room, bar, snack bar, and open seating.

There are 80 seats in the main dining room, 60 bar deck seats, and 100 open seats on the Hurricane Deck.

b) Please provide historical guest counts and F&B capture rates, where available, for the past two years, specified by cruise type (brunch, dinner, holiday, event) as well as snack bar, and bar.

Exhibit 8 on p. 12 of the Business Opportunity has been updated to include annual passenger totals for the last three years. The Service is unable to provide figures by cruise type, nor is it able to provide figures for food & beverage. However, Offerors may review the utilization assumptions found in Exhibit 12 of the Business Opportunity, which were developed, in part, with consideration to historical utilization.

c) Please provide the available refrigerated, frozen, and dry storage capacities aboard the Desert Princess and identify any operational storage limitations.

There is limited galley kitchen and bar storage available on board. There is also a commercial walk-in freezer and refrigerator as well as dry storage on the landing barge.

d) Is the existing galley currently permitted and equipped to support full food preparation and production onboard, or is it primarily configured for food finishing, reheating, and limited preparation?

Yes, the existing galley supports full food preparation and production on board. Please see the photos below of the existing galley for reference.

e) Are floor plans available showing the current F&B spaces, service areas, storage, and utilities?

Offerors may refer to Appendix 2 (Desert Princess specifications) to the Prospectus as well as Q&A Appendix B for a floorplan of the landing building.

f) Equipment:

1. Please provide the current condition, age (if known), operational status, and remaining useful life of all food and beverage equipment assigned to the operation.

As far as the Service is aware, most food & beverage equipment aboard the Desert Princess has existed since the vessel was built in 1991. The overall condition of the equipment is in good condition, and Service evaluations each year have noted any deficiencies that have needed correcting by the Existing Concessioner.

2. ***Would the concessionaire be permitted to add equipment or make modifications to the galley/service area?***

   Yes, the Concessioner is permitted to add or modify equipment to the galley/service area to suit its needs to provide the required food & beverage service.

g) Water:

1. ***What potable water supply and hot water capacity are available for foodservice operations?***

   The Draft Contract's Exhibit E (Assigned Government Personal Property) specifies a potable water tank capacity of 800 gallons. There are two 50-gallon water heaters aboard the Desert Princess, as well as one 50-gallon water heater located at the landing facility.

2. ***How is wastewater handled?***

   Wastewater is delivered to the barge through lines that then take it to the lift station.

h) Events:

1. ***Please provide the historical calendar of recurring events, themed cruises, and holiday cruises operated during FY 2023-FY 2025.***

   Examples of past special events run by the Existing Concessioner over the past three years include the Parade of Lights (Holiday Boat Parade), Valentine's Day dinner cruise, Mother's Day brunch, a 4th of July BBQ cruise, and a themed Halloween cruise.

2. ***Please provide attendance, ticket revenue, and food and beverage revenue associated with holiday cruises, themed cruises, and special events for FY 2023-FY 2025.***

   Revenues from special events are included in the Existing Concessioner's reporting of water tour and food & beverage revenues, as applicable, and as described in the response to question #5.

i) What reservation, ticketing, event management, and POS systems are currently utilized by the concession operation?"

The Existing Concessioner utilizes Fare Harbor for reservations/ticketing. The Service is not aware of the point-of-sale system currently utilized by the Existing Concessioner.

49. "The Landing:

a) Equipment:

1. ***What kitchen, prep, refrigeration, freezer, dry storage, ware washing, and receiving space are available (square feet)?***

   Q&A Appendix B shows the floor plan for the landing facility. Not including additional storage on the second floor, the kitchen, prep, refrigeration, and dry storage space comprises approximately 1,600 square feet.

2. ***Are additional food service, storage, refrigeration, or production improvements feasible within the existing utility and facility infrastructure?***

   The Concessioner would be able to make any desired improvements within the Concession Facilities upon undertaking its own due diligence regarding the feasibility of making such improvements, and with approval from the Service.

3. ***Is there extra storage available to support the Desert Princess?***

   Yes, the landing barge has additional storage available to support the Desert Princess. There is also additional storage in the maintenance storage area as identified in the Draft Contract's Exhibit D: Assigned Land and Real Property Improvements.

4. ***Can commercial food service vendors deliver directly to The Landing"***

   Yes, the operation supports delivery directly to the landing area from commercial food service vendors.

The Desert Princess Vessel

50. **"*Exhibit E, Assigned Government Personal Property*. Exhibit E lists the last USCG drydock as 2007. What is the actual drydock and hull-inspection history of the Desert Princess, and when is the next drydock due?"**

    2007 was the last drydock of the Desert Princess. The vessel has received an annual hull inspection by the U.S. Coast Guard and continues to receive permission to remain in the water.

51. **"Business Opportunity p. 10; Exhibit E; Exhibit B Sec. 5(A)(2) Standard 63; Appendix 2. The package states the capacity of the Desert Princess four different ways. The Business Opportunity (p. 10) says 300 passengers plus 10 crew. Exhibit E says 310. The Appendix 2 drawing title block says "250 Passenger Dinner and Excursion Vessel," and its Bill of Materials lists 260 adult and 26 child life jackets. Exhibit B, Sec. 5(A)(2), Standard 63 states the vessel "must be operated at a maximum capacity of 149 passengers and crew." Which figure governs, and what is the maximum number of revenue passengers the Concessioner may carry on a single departure?"**

    A Stability Letter dated November 14, 1991, issued by the United States Coast Guard states:

    > *a simplified stability test was performed on the vessel, and tests revealed the vessel to have adequate stability to carry a total passenger load up to 300 plus 5 crew for operation on semi-protected waters, Class "Subchapter T-S".*

    See below regarding potential changes to the 149 passenger and crew limit specified in the Operating Plan.

52. **"*Exhibit B, Sec. 5(A)(2), Standard 63. Is the 149 passengers-and-crew limit fixed for the full ten-year term, or may the Concessioner propose operating above it, for example under 46 CFR Subchapter K, subject to Service and Coast Guard approval? If it can be raised, what is the process, and would the Service participate in the cost of any vessel modifications required?*"**

    Should the Concessioner desire to operate with greater than 149 passengers and crew, which would be subject to the cited requirements under 46 CFR, Chapter I, Subchapter K, the Concessioner would need to submit a formal request, in writing, to the United States Coast Guard. The Concessioner would be responsible for any and all costs associated with such changes.

53. **"*Exhibit E; Appendix 2. Will the Service provide the current Certificate of Inspection for the Desert Princess? It is not in the package, and it is the governing document for certificated capacity, route, manning, and inspection status.*"**

    The current certificate of inspection for the Desert Princess is included as Q&A Appendix C to this document below.

54. **"*Appendix 2, Desert Princess Specifications. Appendix 2 is USCG-approved drawing 555-00x dated February 4, 1991, last revised November 1991, stamped approved by the 11th Coast Guard District "subject to comments in letter of ___". Will the Service provide that letter, and are there approved drawings or stability letters covering modifications made after 1991?*"**

    The Service was unable to find this letter and associated documents in its records prior to release of this Amendment No. 2. Should it find the letter before the close of the solicitation, the Service will release that document in a subsequent amendment.

55. "Please provide or make available the following records concerning the Desert Princess, to the extent they are within the possession of the Service or the Existing Concessioner:

a) **The current U.S. Coast Guard Certificate of Inspection;**

Refer to Q&A Appendix C.

b) U.S. Coast Guard inspection reports, deficiency notices, and corrective-action records for the most recent five years;

Additional inspection reports and similar records made available to the Service by the Existing Concessioner can be found in Q&A Appendix D.

c) **The most recent marine-condition surveys, drydock or haul-out reports, underwater inspections, and hull-thickness measurements;**

Added as Appendix 6 to the prospectus is the latest alternative hull examination and hull-thickness measurements, conducted September 10-11, 2025. The Service does not have recent drydock or haul-out reports available.

d) Vessel casualty, incident, and service-interruption records for the most recent five years;

None.

e) Preventive-maintenance records, equipment-breakdown logs, and major repair records;

The Service does not have the Existing Concessioner's current records.

f) Current operating hours for the main engines and generators, together with overhaul or replacement histories; and

The vessel operates from approximately 10:30 am to 2:30 pm Wednesday through Sunday during its operating season. The Service does not have the total number of operating hours for the main engines and generators, though this may be on file with the Existing Concessioner.

g) Capital expenditures and major component replacements completed during the most recent ten years.

The last engine overhaul known to the Service occurred in 2017.

h) **Please also identify the currently scheduled date and anticipated scope of the next required drydock, haul-out, or major inspection.**

2007 was the last drydock of the Desert Princess. The vessel has received an annual hull inspection by the U.S. Coast Guard and continues to receive permission to remain in the water.

56. "*Exhibit B, Sec. 5(A)(2), Standard 63; Draft Contract Sec. 3(a). Given the 149-person limit, does the Service consider charters and private events above that size to be outside the Authorized Services? Are there approved ways to serve larger groups?*"

See the response to question #52.

57. "*Exhibit E; Appendix 2, Bill of Materials and General Notes. Exhibit E lists four 30-inch life rings aboard. The Appendix 2 Bill of Materials specifies three 24-inch life rings with water lights and 60-foot lines. Exhibit E also omits the landing stage, which the Appendix 2 General Notes state is carried in lieu of a rescue boat per 46 CFR 180.18-35(a). Please confirm the complete inventory of assigned safety equipment, since any shortfall becomes the Concessioner's cost at takeover.*"

The Princess has both 30-inch and 24-inch life rings, along with the additional equipment identified in the Draft Contract's Exhibit E (Assigned Government Personal Property). Offeror's may also visit the Concession Facilities to provide any additional inspection.

58. **"*What significant repairs or replacements have been completed on the Desert Princess during the past five years?*"**

    The Service does not currently have access to the Existing Concessioner's records

59. **"*Can the Service provide the most recent U.S. Coast Guard inspection reports, Certificates of Inspection (COI), and any associated corrective action items, as well as other significant maintenance, inspection, and survey records for the Desert Princess?*"**

    Refer to the response to question #55.

60. **"*Are there any known mechanical, structural, regulatory, or safety issues currently identified for the Desert Princess that have not yet been corrected?*"**

    The Service is not aware of any mechanical, structural, regulatory, or safety issues existing for the Desert Princess.

61. **"*Please provide copies of the most recent fire, life safety, and related inspection reports for the Desert Princess vessel and landing facility.*"**

    Refer to the response to question #55.

62. **"*Please provide the dates and results of all dry-dock examinations, haul-outs, internal structural examinations, and approved alternative inspections conducted since 2007, as well as the anticipated timing of the next required examination and any related cost assumptions incorporated into the Prospectus.*"**

    Refer to the response to question #50. The Service has assumed these annual inspections will continue, and has not made any assumption that a dry-dock will occur during the term of the Draft Contract.

63. **"*Please provide available records regarding engine, transmission, propulsion, and bow thruster operating hours, overhaul history, and major repairs completed during the past five years. Additionally, were future engine overhaul or replacement costs considered in the Personal Property Reserve assumptions?*"**

    The Service does not currently have access to the Existing Concessioner's records. Future engine overhaul and replacement costs were considered in development of the Personal Property Reserve assumptions.

64. **"*What are the estimated remaining useful lives of the vessel's major systems, including propulsion, generators, electrical systems, HVAC, plumbing, navigation equipment, galley equipment, hull, and superstructure?*"**

    The estimated Personal Property Reserve costs identified in Exhibit 17 of the Business Opportunity account for the costs to maintain the vessel and its systems.

65. **"*What happens contractually if required minimum schedule cannot be met due to mechanical failure?*"**

    As described in Section 4(A)(2)(b) of the Operating Plan, in the event of a mechanical failure (or any other event causing a sudden unscheduled closure), the Concessioner must notify the Service by contacting the park's concessions management staff. The Service understands that disruptions to scheduled operations may occur from time to time and will work with the Concessioner when such events do occur.

66. **"*Beyond the deferred maintenance and component renewal projects identified in the Prospectus and Maintenance Plan, are there any additional planned NPS construction, marina, utility, access, shoreline, or infrastructure projects that could affect concession operations during the Contract term?*"**

The Service is currently in the midst of a construction project to extend the Hemenway Harbor boat launch to allow for continued access for boating on Lake Mead down to a lake elevation level of 1,000 feet. The Service anticipates that this project will be complete sometime in 2027. The Service does not have any additional planned infrastructure projects at Hemenway Harbor at this time that would have an impact to the LAKE004 operation.

67. ***"Is the Service aware of any pending regulatory changes, environmental compliance requirements, permit requirements, or operational restrictions that may materially affect operating costs, vessel operations, facility operations, or visitor access during the proposed Contract term?"***

    The Service is unaware of any pending regulatory changes, environmental compliance requirements, permit requirements, or any other operational restrictions at this time.

Fuel Infrastructure

68. ***"Please provide an inventory of all fuel storage tanks associated with the operation, including***
    - ***a) Number of tanks***
    - ***b) Tank capacity (gallons)***
    - ***c) Fuel type***
    - ***d) Location (aboveground or underground)***
    - ***e) Ownership responsibility (NPS or concessioner)"***

    The LAKE004 operation has one, 9,000-gallon diesel fuel tank which is located underneath the landing barge. The fuel tank is part of the Concession Facilities assigned to the Concessioner, and the Concessioner maintains maintenance and operational responsibility for the asset.

69. ***"What is the total fuel storage capacity of the Desert Princess vessel, and what are the vessel's typical fuel consumption rates under normal operating conditions?"***

    As reflected in the Draft Contract's Exhibit E (Assigned Government Personal Property), the fuel tank capacity of the Desert Princess is 1,000 gallons. The vessel has two CAT Model 3306 TAB Marine diesel engines and has a typical fuel consumption rate of 250 gallons per week based on two daily tours Wednesday through Sunday.

70. ***"The Prospectus identifies a planned NPS component renewal project to "Replace Fuel Dispensing Station" in 2029. Is this fuel dispensing station used exclusively for concession operations, or does it also serve other users? Additionally, how many dispensing stations/nozzles are included in this asset replacement project?"***

    The referenced fuel dispensing station is used exclusively for the LAKE004 operation and does not serve any additional users. One nozzle is included as part of this asset replacement project.

Submission of a Proposal

71. **"*Re: Proposal Package, Certificate of Business Entity Offeror and Offeror-Guarantor requirements* | If the Offeror is a newly formed single-purpose entity wholly owned by an existing marine operating company, please confirm the Offeror-Guarantor submission requirements, and whether the parent's operating history and financial statements may be relied on in evaluating Principal Selection Factors 3 and 4."**

    As stated in the Offeror's Transmittal Letter, "[i]f the Offeror has not yet formed, or the Offeror was formed recently and has no financial or operating history", then the letter and proposal must be submitted on that entity's behalf by "Offeror-Guarantor(s), who guarantee(s) all certifications, agreements, and obligations of the Offeror hereunder and make(s) such certifications, agreements and obligations individually and on behalf of the Offeror."

Principal Selection Factor 3 states "[i]f the Offeror is not yet in existence, the Offeror was formed recently and has no financial or operating history, or the Offeror relies on the experience of a related entity, such as its parent company or a subsidiary of its parent company, explain how such experience will carry over to the Offeror directly and how that entity's experience will benefit the Offeror's operations."

Regarding Principal Selection Factor 4, Offerors should carefully read the instructions with respect to Offeror-Guarantor(s) for the submission of all required financial statements and information. The instructions summary table found on page 24 provides a high-level summary of required forms and documentation for the Offeror, Offeror-Guarantor(s), and any other individuals or entities providing funding.

72. **"*Re: Proposal Instructions Sec. 3(a); Proposal Package, Pro-Forma Financial Statements* | The Proposal Package requires all financial spreadsheets in Microsoft Excel in the format provided. Please confirm where the native Excel workbook should be obtained, and confirm the completed .xlsx file is uploaded alongside the PDF proposal through the Microsoft Teams site."**

    The Excel forms can be found on the prospectus website at https://www.nps.gov/subjects/concessions/cc-lake004-27.htm under "Prospectus Files" and labeled as "Proposal Package PSF4 Excel Forms". The Service confirms that the completed Excel workbook should be uploaded as part of an Offeror's proposal through the Microsoft Teams site.

73. **"*Re: Business Opportunity, Sec. IV, Selection Factors* | Please confirm whether any preference, evaluation credit, or set-aside applies to a Service-Disabled Veteran-Owned Small Business under a concession contract awarded under 36 C.F.R. Part 51."**

    As described in 36 CFR § 51.4(a), this solicitation invites the general public to submit proposals for this concession contract. There is no preference, evaluation credit, or set-aside given to any individual or entity that may submit a proposal in response to this prospectus. The best proposal will be selected in accordance with 36 CFR § 51.16.

74. **"*Proposal Instructions; Draft Contract Sec. 9. Is a performance bond, security deposit, or letter of credit required, and if so in what amount?*"**

    There is no requirement for a performance bond, security deposit, or letter of credit.

Draft Contract

75. **"*Draft Contract Sec. 1; Business Opportunity, Sec. I. The Draft Contract identifies the agreement as CC-LAKE004-26, effective December 6, 2026 and expiring December 5, 2036. The Prospectus states an effective date of December 1, 2027. Please confirm the correct contract number and term dates.*"**

    As reflected in Amendment No. 1 to the Prospectus, issued on September 29, 2026, Section 1 of the Draft Contract has been updated to identify it as CC-LAKE004-27, with an effective date of December 1, 2027 and expiring on November 30, 2037. As noted on the cover page of the Draft Contract, "[t]he effective date of the Contract is subject to change prior to contract award if determined necessary by the National Park Service due to transfer timing issues. The expiration date will be changed to continue the same term length from any effective date."

76. **"*Draft Contract Sec. 11(a)(1) and Sec. 11(b)(1). Sec. 11(b)(1) refers to "the graduated franchise fee as set forth in subsection (a)," but Sec. 11(a)(1) gives a single flat percentage. Is a graduated structure intended, or is the reference in error?*"**

    As reflected in Amendment No. 1 to the Prospectus, issued on September 29, 2026, Section 11(b)(1) of the Draft Contract has been updated to reflect the flat fee percentage to structure described in Section 11(a)(1).

77. "*Draft Contract Sec. 11(a)(1). Sec. 11(a)(1) states the franchise fee is a percentage of gross receipts "for the preceding year." Please confirm the intent is current-period gross receipts.*"

As specified in Section 11(b)(1) of the Draft Contract, franchise fees are due on a monthly basis, due within fifteen (15) days after the end of each month, and shall be equal to the specified percentage of gross receipts for that preceding month. The intent of the language written in Section 11(a)(1) referring to the preceding year or portion of a year functions similarly for the language presented in Section 11(b)(1) regarding payment of franchise fees.

Transition

78. "*Exhibit J, Transition. What is the expected handover period, and will the Existing Concessioner's personal property be available for purchase by the successful Offeror?*"

Based on the response to question #1 above, the expected transition period between final execution of the Draft Contract around July 2027 and its effective date on December 1, 2027 is approximately 5 months. The Existing Concessioner may, but has no obligation to, sell its personal property to the incoming Concessioner. While the sale of personal property to an incoming concessioner is a regular occurrence upon transition of operators, the Service cannot guarantee it will occur for this specific circumstance.

79. "*Exhibit J, Transition; Draft Contract Sec. 5. Are there any obligations or preferences around hiring the Existing Concessioner's employees?*"

The incoming Concessioner has no obligation or preference to hire the Existing Concessioner's employees upon transition. All hiring decisions are at the discretion of the incoming Concessioner.

Guest Transportation

80. "*Draft Contract Sec. 3; Proposal Package, prohibited structures. The Draft Contract prohibits subconcessions and third-party management agreements, and requires the Concessioner to have direct capability to operate. Please confirm whether contracting with a certificated third-party motorcoach carrier to provide guest transportation originating outside the Area would be treated as a prohibited subconcession or management agreement.*"

Contracting with a third-party motorcoach carrier to provide guest transportation originating outside the Area would not be considered as a prohibited subconcession or management agreement, provided that the third-party or third-parties are not providing any of the Required or Authorized Visitor Services specified in Section 3(a) of the Draft Contract. See the additional responses within this section regarding this topic for more information.

81. "*Draft Contract Sec. 3(a). Sec. 3(a) does not list ground transportation among the Required or Authorized Visitor Services. Would the Service consider adding a transportation service to the Authorized Visitor Services, or does it expect a concessioner-affiliated shuttle to operate under a separate Commercial Use Authorization?*"

The Concessioner may work with Lake Mead National Recreation Area to establish a Commercial Use Authorization (CUA) to provide transportation services from outside the park area to the operation.

82. "*Draft Contract Sec. 2(i), including Sec. 2(i)(8). If the Concessioner or an affiliate provides transportation originating outside the Area and sells a bundled transportation and cruise package, how must revenue be allocated for gross receipts reporting, and does Sec. 2(i)(8) exclude the transportation portion?*"

The Concessioner (or affiliate) providing transportation would allocate revenue between the required water tour service (under the Draft Contract) and transportation services provided (not under the Draft Contract). As a transportation service is presumed to be provided under an instrument separate from the

Draft Contract, these would not be included as part of gross receipts under the Draft Contract for the required and any authorized services provided by the Concessioner.

83. "*Business Opportunity, Sec. II; Draft Contract Sec. 3. Will the Service issue a Commercial Use Authorization or road-based commercial tour permit to the Concessioner or an affiliate for motorcoach transportation to Hemenway Harbor, and what is the review timeline?*"

Any qualified business may apply for a CUA, and the process may take up to 30 days.

84. "*Exhibit D, Assigned Land. What motorcoach parking, staging, and turnaround capacity exists at Hemenway Harbor, and is any of it within the Assigned Land?*"

The low water and high water parking areas shown in Exhibit D: Assigned Land and Real Property Improvements have sufficient space to allow for motorcoach parking, staging, and turnaround at Hemenway Harbor to allow for guest transportation to and from the Concession Facilities.

85. "*Business Opportunity, Sec. II, The Area. Please confirm the commercial motorcoach entrance fee schedule by vehicle passenger capacity, and whether the Concessioner may prepay or bundle entrance fees so guests are not charged separately at the entrance station.*"

The fee schedule by vehicle capacity can be found at https://www.nps.gov/lake/planyourvisit/fees.htm (Under the "For Vehicles" section under Standard Entrance Pass and clicking "show more"). The current rates listed are $25 for a commercial sedan (1-6 seats), $50 for a commercial van (7-15 seats), $60 for a commercial mini-bus (16-25 seats), and $150 for a commercial motor coach (26+ seats). At this time, Lake Mead National Recreation Area does not have in place a way for commercial entrance fees to be prepaid. Earlier this year commercial entrance fee functionality was rolled out to certain parks on recreation.gov, and the Service understands that this will be made available to more or all parks in the future. However, the Service is unaware of the exact timing that this functionality will come to Lake Mead National Recreation Area.

86. "*Draft Contract Sec. 3; Business Opportunity, Sec. II. May the Concessioner sell or bundle the park entrance fee with cruise tickets, or set up an arrangement so that cruise guests are not charged separately at the entrance station? It is a common complaint in reviews of the current operation.*"

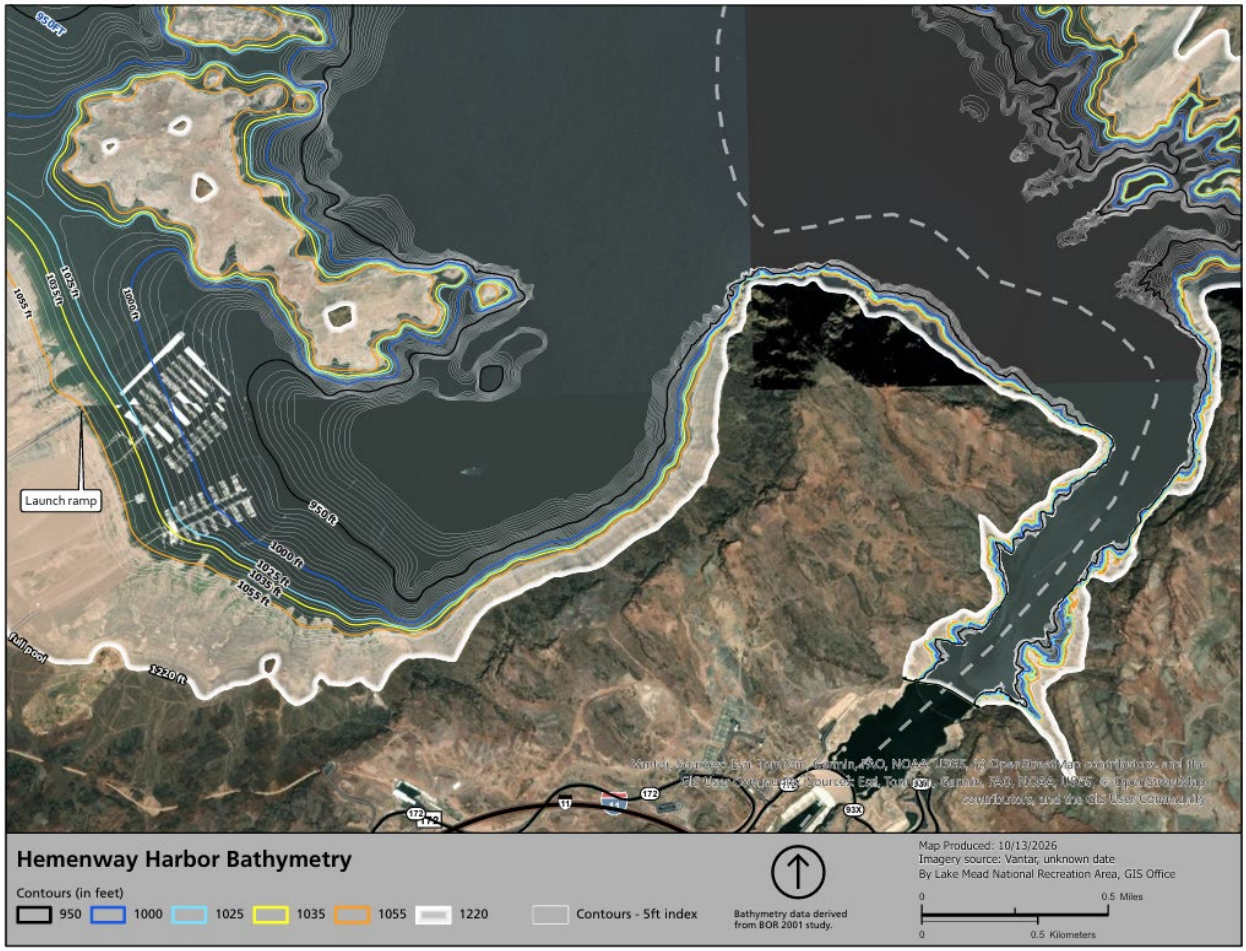
Please refer to the response provided to question #85 above.

87. "*Draft Contract Sec. 3; Exhibit B, Sec. 6. Does the Service place any restriction on the Concessioner marketing or selling transportation that originates outside the Area?*"

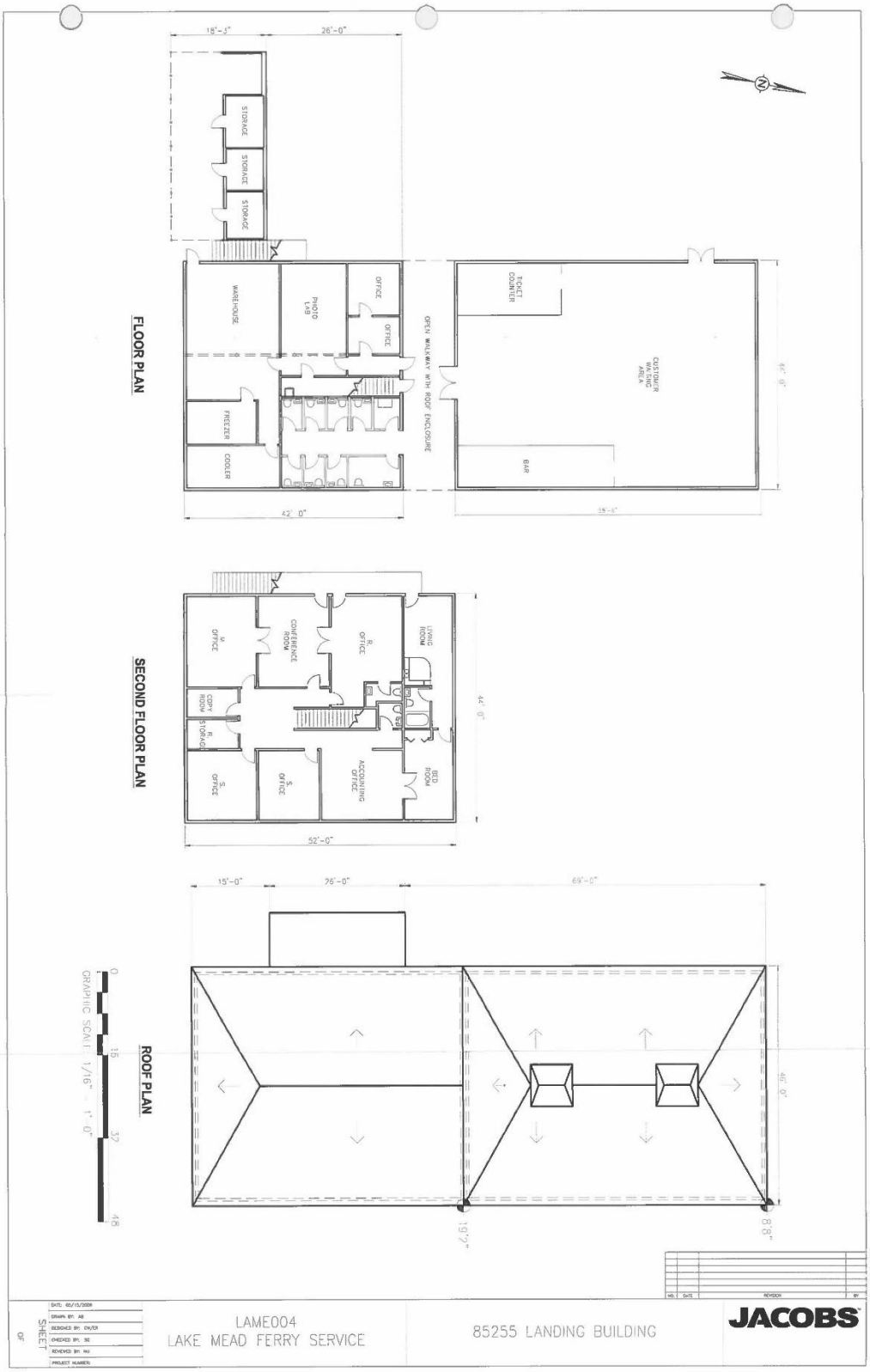
No the Service does not restrict a Concessioner from marketing or selling transportation that originates outside the Area. In the past the operation had extensively utilized this to bring in business.

Appendices to Questions and Answers:

Q&A Appendix A: Hemenway Harbor Bathymetry (Reference Question #28d)



Q&A Appendix B: Landing Building Floor Plan (Reference Question #48e)



Q&A Appendix C: Desert Princess Inspection, dated 1/4/2026 (Reference Question #53, 55a)

DEPARTMENT OF HOMELAND SECURITY
U.S. Coast Guard
VESSEL INSPECTION REQUIREMENTS

1. Date of Inspection	2. COTP/OCMI Zone/Unit	3. MISLE Activity Number	4. ON/IMO#
01/04/2026	Sector San Diego	8284510	978704

5. Vessel Name	6. Inspection Type
Desert Princess	COI Inspection

7. Alternate Inspection Program: ☐ ACP ☐ MSP ☐ MSP Select ☐ TSMS ☐ SIP/TBSIP ☒ N/A - Traditionally Inspected

Nature of Deficiency: The vessel representative must inform the Recognized Organization, the Coast Guard, and/or the Streamlined Inspection Program (SIP/TBSIP) Coordinator, as applicable, when the following item(s) have been corrected. Note: "RO" includes ROs (33 CFR 96), Authorized Classification Societies (46 CFR 8), and Third Party Organizations (46 CFR 139).

8. No.	Deficiency Code	Description	Cite	Action	Action Code	SMS Related	Self Reported	Work List Item
01		Vessels over 65ft must carry life ring buoys that meet 46CFR160.050. Grab line broken on ring buoy located top deck and second deck aft.	46CFR180.70	50	c	☐	☐	☐
02		All vessels 5nt must have a COD. COD expired.	46CFR67.7	50	C	☐	☐	☐
03		Exhaust systems should have insulation to prevent injuries to crew. Exhaust lagging missing on port main diesel engine.	46CFR177.790	14	c	☐	☐	☐
04		A grease extraction hood must be equipped with a dry or wet chemical fire extinguishing system meeting the applicable sections of NFPA 17. NFPA 17 requires the replacement of the fusible links annually if exposed to grease. NFPA 17 A.11.3.2. provide documentation from third party servicing company on inspection standards used for inspection or replace fusible links.	46CFR181.425	30	c	☐	☐	☐
05		MSD vent on stbd side is damaged. Replace MSD vent valve.		30	C	☐	☐	☐

9. Copy Provided to: _____
(Printed name of vessel representative)
Phone Number: _____ Email: _____
Signature: _____

Name of MI: LT Mitch Onorato
(Printed name of qualified marine inspector)
Phone Number: _____ Email: Mitchell.J.Onorato@uscg.mil
Signature: ONORATO.MITCHELL.JOSEPH.1362571304 Digitally signed by ONORATO.MITCHELL.JOSEPH.1362571304 Date: 2026.01.08 09:23:12 -08'00'

10. Copies forward to - check as appropriate: ☐ OTHER: _____
☐ Vessel Owner ☐ PSC Authority ☐ RO ☐ COMDT (CG-CVC) ☐ CG-5P-TI ☐ CG District: ____ ☐ CG Area: ____

Codes for action taken, see below (*Note: code numbers are derived from international harmonization; U.S. uses similar codes and those are reflected below.*)

10	Deficiency Rectified	60	Rectify deficiencies prior to movement	66	Prior to drilling or production operations		ACTION CODE
15	Rectify deficiencies by next port	40	Rectify deficiencies prior to next US port after sailing foreign	701	Prior to carriage of passengers/cargo	a	To the satisfaction of RO
16	Rectify deficiencies w/in 14 days	30	Ship detained	702	Prior to embarking on International Voyage	c	To the satisfaction of the Coast Guard
50	Rectify deficiencies w/in 30 days	20	Ship expelled	703	Prior to bunkering operations	d	To the satisfaction of the SIP/TBSIP coordinator
17	Rectify deficiencies prior to departure	25	Ship denied entry	705	Other:		

CG-835V (06/20) Reset Page 1 of ____

Q&A Appendix D: Additional Inspection Reports and Records (Reference Question #55b)

United States of America
Department of Homeland Security
United States Coast Guard

Certification Date:	14 Jan 2021
Expiration Date:	14 Jan 2026

Certificate of Inspection

For ships on international voyages this certificate fulfills the requirements of SOLAS 74 as amended, regulation V/14, for a SAFE MANNING DOCUMENT.

Vessel Name	Official Number	IMO Number	Call Sign	Service
DESERT PRINCESS	978704			Passenger (Inspected)

Hailing Port	Hull Material	Horsepower	Propulsion
BOULDER CITY, NV UNITED STATES	Steel	440	Diesel Reduction

Place Built	Delivery Date	Keel Laid Date	Gross Tons	Net Tons	DWT	Length
LA CROSSE, WI UNITED STATES	24Oct1991	15Jan1991	R-81 I-249	R-55 I-74		R-74.2 I-74.2

Owner	Operator
NATIONAL PARK SERVICE DEPT OF INTERIOR LAKE MEAD NATIONAL RECREATION AREA601 NEVADA WAY BOULDER CITY, NV 89005 UNITED STATES	LAKE MEAD CRUISES 4908 HORSEPOWER COVE PO BOX 62465 BOULDER CITY, NV 89006-2465 UNITED STATES

This vessel must be manned with the following licensed and unlicensed Personnel. Included in which there must be 0 Certified Lifeboatmen, 0 Certified Tankermen, 0 HSC Type Rating, and 0 GMDSS Operators.

1 Masters	1 Licensed Mates	0 Chief Engineers	0 Oilers
0 Chief Mates	0 First Class Pilots	0 First Assistant Engineers	
0 Second Mates	0 Radio Officers	0 Second Assistant Engineers	
0 Third Mates	0 Able Seamen	0 Third Assistant Engineers	
0 Master First Class Pilot	0 Ordinary Seamen	0 Licensed Engineers	
0 Mate First Class Pilots	3 Deckhands	0 Qualified Member Engineer	

In addition, this vessel may carry 265 Passengers, 5 Other Persons in crew, 0 Persons in addition to crew, and no Others. Total Persons allowed: 275

Route Permitted And Conditions Of Operation:

---Lakes, Bays, and Sounds---

LAKE MEAD, NEVADA, NOT MORE THAN ONE (01) MILE FROM LAND.

WHEN THE VESSEL IS AWAY FROM A SHORESIDE DOCK, OR HAS PASSENGERS ON BOARD FOR MORE THAN 12 HOURS IN ANY 24-HOUR PERIOD, AN ALTERNATE CREW SHALL BE PROVIDED. THE TOTAL PERSONS ALLOWED SHALL NOT EXCEED 275.

WHEN OPERATING LESS THAN 12 HOURS IN ANY 24-HOUR PERIOD, THE REQUIRED LICENSED MATE MAY BE REPLACED WITH A SENIOR DECKHAND. THE SENIOR DECKHAND SHALL BE DESIGNATED IN WRITING AND SHALL HAVE SUPERVISORY RESPONSIBILITY OVER OTHER DECKHANDS, SHALL BE PROPERLY TRAINED AND CERTIFIED IN FIRST AID AND CPR, SHALL BE CAPABLE OF ACTING AS THE TEAM LEADER IN RESPONSE TO EMERGENCIES, AND SHALL BE CAPABLE OF MANEUVERING THE VESSEL TO A POSITION OF

SEE NEXT PAGE FOR ADDITIONAL CERTIFICATE INFORMATION

With this Inspection for Certification having been completed at LAKE MEAD, NV, UNITED STATES, the Officer in Charge, Marine Inspection, SECTOR SAN DIEGO certified the vessel, in all respects, is in conformity with the applicable vessel inspection laws and the rules and regulations prescribed thereunder.

Annual/Periodic/Re-Inspection

Date	Zone	A/P/R	Signature
21Mar2022	SEC SanDgo	A	PACHECO CALVIN
19JAN24	SECSAN DGO	A	
19JAN24	SECSAN DIEGO	A	

This Amended certificate issued by:

J. E. KOPPI (By direction) CDR, USCG

Officer in Charge, Marine Inspection

SECTOR SAN DIEGO

Inspection Zone

Dept. of Home Sec., USCG, CG-841 (Rev 4-2000)(v2)

OMB No. 2115-0517

United States of America
Department of Homeland Security
United States Coast Guard

Certification Date:	14 Jan 2021
Expiration Date:	14 Jan 2026

Certificate of Inspection

Vessel Name: DESERT PRINCESS

SAFETY IN THE EVENT THE MASTER BECOMES INCAPACITATED.

A LICENSED MATE IS NOT REQUIRED WHEN CARRYING LESS THAN 150 PASSENGERS.

A MAXIMUM OF 215 PERSONS TOTAL MAY BE CARRIED ON ALL DECKS ABOVE THE MAIN DECK.
A MAXIMUM OF 95 PERSONS TOTAL MAY BE CARRIED ON THE UPPERMOST (HURRICANE) DECK.

A CHILD-SIZE LIFE PRESERVER MUST BE SUPPLIED FOR EACH PASSENGER WEIGHING LESS THAN NINETY (90) POUNDS.

VESSEL IS ENROLLED IN ALTERNATE HULL EXAMINATION (AHE) PROGRAM AND IS REQUIRED TO MAINTAIN VESSEL IN ACCORDANCE WITH VESSEL-SPECIFIC HULL MAINTENANCE PROGRAM AT ALL TIMES.

---Hull Exams---

Exam Type	Next Exam	Last Exam	Prior Exam
DryDock	31Oct2025	18Oct2022	27Oct2017
Internal Structure	31Oct2025	18Oct2022	27Oct2017

---Stability---

Type	Issued Date	Office
Letter	01Dec2011	MSC

---Lifesaving Equipment---

Total Equipment for 275 Persons

Primary Lifesaving Equipment	Quantity	Capacity		Required
Lifeboats (Total)	0	0	Life Preservers (Adult)	275
Lifeboats (Port)	0	0	Life Preservers (Child)	28
Lifeboats (Starboard)	0	0	Ring Buoys (Total)	3
Motor Lifeboats	0	0	With Lights	1
Lifeboats With Radio	0	0	With Line Attached	1
Rescue Boats/Platforms	1	0	Other	1
Inflatable Rafts	0	0	Immersion Suits	0
Life Floats/Buoyant App	0	0	Portable Lifeboat Radios	0
Inflatable Buoyant Apparatus (IBA)	0	0	Equipped With EPIRB?	NO

--- Fire Fighting Equipment ---

Number of Fire Pumps - 1

Hose Information

Location	Quantity	Diameter	Length
2 EA. Main, Second, & Third Decks	6	1.5	50

Fixed Extinguishing Systems

Location	Type	Capacity
GALLEY	Other	2

Fire Extinguishers - Hand portable and semi-portable

Quantity	Class Type
1	10-B:C
3	2-A
4	40-B:C

DHS, USCG, CG-1270 (REV. 06-04)

OMB APPROVED
1625-0027

UNITED STATES OF AMERICA

DEPARTMENT OF HOMELAND SECURITY
UNITED STATES COAST GUARD

NATIONAL VESSEL DOCUMENTATION CENTER

CERTIFICATE OF DOCUMENTATION

VESSEL NAME	OFFICIAL NUMBER	IMO OR OTHER NUMBER	YEAR COMPLETED
DESERT PRINCESS	978704	NONE	1991

HAILING PORT	HULL MATERIAL	MECHANICAL PROPULSION
BOULDER CITY NV	STEEL	YES

GROSS TONNAGE	NET TONNAGE	LENGTH	BREADTH	DEPTH
249 GT ITC 81 GRT	74 NT ITC 55 NRT	74.2	28.0	6.0

PLACE BUILT

LA CROSSE WI

OWNERS

UNITED STATES OF AMERICA
NATIONAL PARK SERVICE

OPERATIONAL ENDORSEMENTS

COASTWISE

MANAGING OWNER

NATIONAL PARK SERVICE
DEPT OF INTERIOR
LAKE MEAD NATIONAL RECREATION AREA
601 NEVADA WAY
BOULDER CITY NV 89005

National Vessel Documentation Center USCG
I hereby certify this to be a true copy
of the records of this office.

Christine H. Walker 01/07/2026

Director, National Vessel Documentation Center

RESTRICTIONS

NONE

ENTITLEMENTS

NONE

REMARKS

NONE

ISSUE DATE

NOVEMBER 26, 2025

THIS CERTIFICATE EXPIRES

NOVEMBER 30, 2026

Christine H. Walker

DIRECTOR, NATIONAL VESSEL DOCUMENTATION CENTER

United States of America
Department of Homeland Security
United States Coast Guard

Certification Date:	04 Jan 2026
Expiration Date:	04 Jan 2031

Certificate of Inspection

For ships on international voyages this certificate fulfills the requirements of SOLAS 74 as amended, regulation I/14, for a SAFE MANNING DOCUMENT.

Vessel Name	Official Number	IMO Number	Call Sign	Service
DESERT PRINCESS	978704			Passenger (Inspected)

Hailing Port	Hull Material	Horsepower	Propulsion
BOULDER CITY, NV UNITED STATES	Steel	440	Diesel Reduction

Place Built	Delivery Date	Keel Laid Date	Gross Tons	Net Tons	DWT	Length
LA CROSSE, WI UNITED STATES	24Oct1991	15Jan1991	R-91 I-249	R-55 I-74		R-74.2 I-74.2

Owner	Operator
NATIONAL PARK SERVICE DEPT OF INTERIOR LAKE MEAD NATIONAL RECREATION AREA601 NEVADA WAY BOULDER CITY, NV 89005 UNITED STATES	LAKE MEAD CRUISES 4908 HORSEPOWER COVE PO BOX 62465 BOULDER CITY, NV 89006-2465 UNITED STATES

This vessel must be manned with the following licensed and unlicensed Personnel. Included in which there must be 0 Certified Lifeboatmen, 0 Certified Tankermen, 0 HSC Type Rating, and 0 GMDSS Operators.

1 Masters	0 Licensed Mates	0 Chief Engineers	0 Oilers
0 Chief Mates	0 First Class Pilots	0 First Assistant Engineers	
0 Second Mates	0 Radio Officers	0 Second Assistant Engineers	
0 Third Mates	0 Able Seamen	0 Third Assistant Engineers	
0 Master First Class Pilot	0 Ordinary Seamen	0 Licensed Engineers	
0 Mate First Class Pilots	3 Deckhands	0 Qualified Member Engineer	

In addition, this vessel may carry 150 Passengers, 5 Other Persons in crew, 0 Persons in addition to crew, and no Others. Total Persons allowed: 159

Route Permitted And Conditions Of Operation:

---Lakes, Bays, and Sounds---

LAKE MEAD, NEVADA, NOT MORE THAN ONE (01) MILE FROM LAND.

WHEN THE VESSEL IS AWAY FROM A SHORESIDE DOCK, OR HAS PASSENGERS ON BOARD FOR MORE THAN 12 HOURS IN ANY 24-HOUR PERIOD, AN ALTERNATE CREW SHALL BE PROVIDED. THE TOTAL PERSONS ALLOWED SHALL NOT EXCEED 159.

A MAXIMUM OF 159 PERSONS TOTAL MAY BE CARRIED ON ALL DECKS ABOVE THE MAIN DECK.

A MAXIMUM OF 95 PERSONS TOTAL MAY BE CARRIED ON THE UPPERMOST (HURRICANE) DECK.

SEE NEXT PAGE FOR ADDITIONAL CERTIFICATE INFORMATION

With this Inspection for Certification having been completed at Lake Mead, NV, UNITED STATES, the Officer in Charge, Marine Inspection, SECTOR SAN DIEGO certified the vessel, in all respects, is in conformity with the applicable vessel inspection laws and the rules and regulations prescribed thereunder.

Annual/Periodic/Re-Inspection

Date	Zone	A/P/R	Signature

This certificate issued by: J. L. Koppi

J. L. KOPPI (By direction) CDR, USCG

Officer in Charge, Marine Inspection

SECTOR SAN DIEGO

Inspection Zone

United States of America
Department of Homeland Security
United States Coast Guard

Certification Date:	04 Jan 2026
Expiration Date:	04 Jan 2031

Certificate of Inspection

Vessel Name: DESERT PRINCESS

A CHILD-SIZE LIFE PRESERVER MUST BE SUPPLIED FOR EACH PASSENGER WEIGHING LESS THAN NINETY (90) POUNDS.

VESSEL IS ENROLLED IN ALTERNATE HULL EXAMINATION (AHE) PROGRAM AND IS REQUIRED TO MAINTAIN VESSEL IN ACCORDANCE WITH VESSEL-SPECIFIC HULL MAINTENANCE PROGRAM AT ALL TIMES.

---Hull Exams---

Exam Type	Next Exam	Last Exam	Prior Exam
DryDock	30Sep2030	11Sep2025	18Oct2022
Internal Structure	30Sep2030	11Sep2025	18Oct2022

---Stability---

Type	Issued Date	Office
Letter	01Dec2011	MSC

---Lifesaving Equipment---

Total Equipment for 159 Persons

Primary Lifesaving Equipment	Quantity	Capacity		Required
Lifeboats (Total)	0	0	Life Preservers (Adult)	159
Lifeboats (Port)	0	0	Life Preservers (Child)	15
Lifeboats (Starboard)	0	0	Ring Buoys (Total)	3
Motor Lifeboats	0	0	With Lights	1
Lifeboats With Radio	0	0	With Line Attached	1
Rescue Boats/Platforms	1	0	Other	1
Inflatable Rafts	0	0	Immersion Suits	0
Life Floats/Buoyant App	0	0	Portable Lifeboat Radios	0
Inflatable Buoyant Apparatus (IBA)	0	0	Equipped With EPIRB?	NO

--- Fire Fighting Equipment ---

Number of Fire Pumps - 1

Hose Information

Location	Quantity	Diameter	Length
2 EA. Main, Second, & Third Decks	6	1.5	50

Fixed Extinguishing Systems

Location	Type	Capacity
GALLEY	Other	2

Fire Extinguishers - Hand portable and semi-portable

Quantity	Class Type
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END