



# United States Department of the Interior



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

IN REPLY REFER TO:  
5.D (PW-CM)  
CC-OLYM003-26

## Memorandum

To: Requestors of the prospectus for *A Concession Business Opportunity to Operate Lodging, Food and Beverage, Retail, Campground, Rentals, Firewood, and Other Services within Olympic National Park* ("Prospectus")

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

Subject: Responses to Questions for Solicitation No. CC-OLYM003-26

This notice provides responses to questions received regarding the Prospectus, which the National Park Service ("Service") issued on September 16, 2024.

### **Responses to Questions from Interested Parties**

Glossary of terms used throughout this document.

- **Concessioner:** refers to the new concessioner to be awarded Concession Contract No. CC-OLYM003-26 through this solicitation process.
- **Draft Contract:** refers to the new concession contract to be awarded through this solicitation process (Concession Contract No. CC-OLYM003-26).
- **Offeror(s):** refers to the persons or entities that submit a proposal in response to the solicitation for the Draft Contract.
- **Park:** refers to Olympic National Park.

**QUESTION 1: General.** "Are there any major capital projects planned by the National Park Service over the next three years that could disrupt the scope of operations assigned to the Concessionaire [sic]? For example, road work, parking lot projects, etc.?"

**SERVICE RESPONSE:** The Service is working on a project to install a sprinkler system within the Marymere, Pyramid, and Storm King Concession Facilities. The Service plans to have this project completed before the effective date of the Draft Contract; however, if there are delays, the Service will work with the Concessioner to keep any interruption to visitor services to a minimum. The Service will also undertake a project to replace the Barnes Point wastewater system, which serves the Concession Facilities within the Lake Crescent lodge area. The Service anticipates this project to kick-off as early as February 2026 and take approximately 1-1.5 years. While the Concessioner will experience some construction noise and traffic, the Service will work to keep any impacts to the Concessioner at the Lake Crescent Concession Facilities to a minimum and this project will not affect the Log Cabin Concession Facilities. There are no other plans for major capital

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

improvements that would disrupt or limit the Concessioner from providing the required services per the Draft Contract.

**QUESTION 2: General.** “What, if any plans, are expected for timed entry and/or reservation only to get into the Park? Please provide details and expected timetable.”

**SERVICE RESPONSE:** There is no plan to implement a timed entry and/or reservation system in the Park.

**QUESTION 3: Business Opportunity, Concession Facilities Improvement Program, Exhibit 18 Estimate CFIP Construction and Personal Property Costs and Schedule (pg. 24).** “Can you please give more granular information on the projects and related cost for each project that are aggregated together in Exhibit 18? For example, “Project Name, \$XXX,XXX, [Year].” Year 2027 is particularly important to understand better since it is early in the contract term and the amount is so large.”

**SERVICE RESPONSE:** The Service has provided, in the Business Opportunity, all the information it is able to provide regarding the required Concession Facilities Improvement Program in Exhibit 18 (pg. 24), including the years in which the projects must be completed, the estimated total costs for the real and personal property associated with each project, and project descriptions, in the information following Exhibit 18.

**QUESTION 4: Business Opportunity, Component Renewal Reserve, Exhibit 18 Component Renewal Reserve Estimated Costs and Timing (pg. 27).** “Exhibit 18 shows a large estimated component renewal (CR) cost of \$1,565,279 in year two (2027) of the contract. This amount exceeds what will be banked in the 2.5% CR reserve up to that point of time. We understand that we’d have to do those projects even if the current CR reserve balance was too low (as it will be at that time). After doing the 2027 projects, the CR account would have a large negative balance. Please confirm that future monies (Y3 and after) put into the CR reserve account would add credits over time to the negative CR reserve account. We believe that would be a common sense read of what should happen.”

**SERVICE RESPONSE:** The Component Renewal Reserve (CRR) is calculated as a percentage of annual gross receipts the Concessioner is required to set aside to fund component renewal of Concession Facilities that are non-recurring within a seven-year time frame over the term of the Draft Contract. As part of prospectus development process, the Service analyzed the Concession Facilities including building components and, as of that time, determined an estimated timeline and cost for component renewal projects throughout the Draft Contract term. The estimates provided in the Business Opportunity (Exhibit 18. Component Renewal Reserve Estimated Costs and Timing (pg. 27)) are there to assist Offerors’ understanding of the potential magnitude of component renewal year to year; but the actual year to year projects and expenditures may vary based on annual inspections conducted by the Concessioner of the Concession Facilities and the development of its own Concessioner Project Plan and Report (as required by the Draft Contract, Exhibit F2, and Exhibit H) which will take into consideration maintenance activities across all Concession Facilities. As further explained in the Draft Contract, the Concessioner must expend sufficient additional monies, as needed beyond the CRR, to maintain and repair the Concession Facilities to the satisfaction of the Director.

**QUESTION 5: Exhibit B Operating Plan, Section 5)A)2), Exemptions or Additions to Midscale Lodging Standards, Standard Number 102 (Availability) (pg. B-12).** “The Concessioner is authorized to rent the Roosevelt Cabins from November 1 until the Friday before Mother’s Day but only on weekends.’

The existing concessioner appears to be renting out the Roosevelt Cabins and the Singer Tavern Cottages on weekends during this time period (per their website). Please confirm if the operating plan is correct and only the four Roosevelt Cabins can be rented or if the 13 Singer Tavern Cottages can also be rented out on weekends during this period of time consistent with current practice. Only renting out four units probably is not worthwhile. Having the ability to rent out 17 units starts to make more sense from a business perspective.”

**SERVICE RESPONSE:** Under the current wastewater system, the Lake Crescent operations transition to using the drain field during the winter, which has limited capacity and therefore limits the ability to operate all Concession Facilities within the Lake Crescent area over the winter. Historically, the Existing Concessioner has requested, and been approved, to operate some lodging slightly longer than the minimum season identified in the Existing Temporary Contract (e.g., November 1 through December 31). Once the new Barnes Point wastewater system is completed, which serves the Concession Facilities in the Lake Crescent lodge area, the Service anticipates there will no longer be capacity limitations. Per the Draft Contract, Exhibit B Operating Plan, Section 4(A)(1), the operating season and hours identified are the minimum the Concessioner must operate. Per Section 4(A)(2), the Concessioner must submit its proposed opening and closing dates and the Concessioner could propose to operate some Concession Facilities and/or services longer than the minimum required, including lodging.

**QUESTION 6: Exhibit B Operating Plan, Section 5)A)2), Exemptions or Additions to Midscale Lodging Standards, Standard Number 102 (Availability) (pg. B-12).** “The Concessioner is authorized to rent the Roosevelt Cabins from November 1 until the Friday before Mother’s Day but only on weekends.’

Is there a reason that the concessioner is only allowed to rent out the cabins on the weekends? It would be easier from a staffing and business perspective if they could also be rented during the week during that time period.”

**SERVICE RESPONSE:** As described in the Service’s response to Question 5 above, the current capacity limitations over the winter, when the Lake Crescent operations transition to using the drain field, limit the ability of the Concessioner to operate the Roosevelt Cabins beyond weekends only. Once the new Barnes Point wastewater system is completed, which serves the Concession Facilities in the Lake Crescent lodge area, the Service anticipates there will no longer be capacity limitations.

**QUESTION 7: Exhibit D Assigned Land.** “Are the insurable values noted in Exhibit D updated through 2024? If no, what will the new values that the concessionaire [sic] will be responsible for upon effective date of the new contract?”

**SERVICE RESPONSE:** The values included in Exhibit D are current as of 2024. The Service receives updated insurance replacement values (“IRV”) late each calendar year; if the total IRV for 2025 (the last update the Service will receive prior to the effective date of the Draft Contract) is at least 5.0% more or 5.0% less than the current total IRV, the Service will update the final Exhibit D provided to the selected Offeror for execution.