

National Park Service  
U.S. Department of the Interior  
Commercial Services Program



## Terms of Contracts

Debra Hecox, Branch Chief, Planning and Development  
National Park Service Commercial Services

### 1998 Concessions Management Improvement Act



A concession contract entered into pursuant to this subchapter shall generally be awarded for a term of 10 years or less. However, the Secretary may award a contract for a term of up to 20 years **if the Secretary determines that the contract terms and conditions, including the required construction of capital improvements, warrant a longer term.**

Section 404

# Considerations



Financial models provide information to NPS decision-makers on contract terms from 10 to 20 years.

- Substantial initial investment
  - Initial Leaseholder Surrender Interest (LSI)
  - New construction
  - Unique personal property
- NPS projects that interrupt operations
  - Gov't funded building rehabilitation
- New concession operations with significant concessioner investment
- Reopening suspended operations with significant concessioner investment

# Current Contracts with Terms Exceeding 10 Years



**GLCA007-03** Antelope Point Marina (20)

**GRTE001-07** Jackson Lake operations, Jenny Lake operations, Colter Bay operations (15)

**GRTE003-12** Signal Mountain Lodge operations (15)

**JODR002-11** Flagg Ranch operations (15)

**ROMO002-02** Stable operations (15)

**GATE015-03** Aviator recreation operations (20)

**CRLA001-02** Lodging operations (15)

**HAVO001-12** Volcano House operations (15)

**WHIS002-09** Marina operations (20)

## Prospective Contracts with Terms Exceeding 10 Years



**GRTE004-12** Dude Ranch operations (Triangle X)  
**YELL077-13** Lodging operations throughout park  
**MORA002-13** Lodging operations throughout park

5 Commercial Services Program

## Projects in Development



- Over 50 prospectus projects in development
- 8 – 10 of these may meet the criteria for a term longer than 10 years

6 Commercial Services Program

