

CONCESSIONAIRE OPPORTUNITIES

Mount Nebo State Park

16728 W State Hwy 155, Dardanelle, AR 72834

Pinnacle Mountain State Park

9600 Hwy 300, Roland, AR 72135



ARKANSAS DEPARTMENT OF PARKS, HERITAGE AND TOURISM - DIVISION OF STATE PARKS

I. CONCESSION LEASE OPPORTUNITY

1. DEFINITIONS

- a. The “Owner” refers to the Arkansas Department of Parks, Heritage, and Tourism, State Parks Division.
- b. The “Park” refers to Pinnacle Mountain State Park and/or Mount Nebo State Park.
- c. The “Concessionaire” refers to the entity that will be the Concessionaire under a proposed Concession Lease Agreement.
- d. The “Agreement” refers to a Concession Lease Agreement

2. CONCESSION DESCRIPTION

Arkansas Department of Parks, Heritage, and Tourism (ADPHT) is seeking proposals from operators interested in offering food and beverage, outdoor recreation equipment rentals, retail sales including consignment opportunities, guide services, and/or other related amenities that enhance the visitor experience at Pinnacle Mountain State Park and/or Mount Nebo State Park. Priority consideration will be given to submissions that demonstrate the ability to operate at both state parks under a unified management and business model while tailoring services to the unique visitor demographics, recreational opportunities, and seasonal demands of each park. Proposals submitted for facilities at either location will be considered for review.

Hours of operation, fees, and other Agreement terms and conditions are negotiable. All proposals meeting the criteria listed herein will be reviewed and evaluated for consideration.

Pinnacle Mountain State Park:

Just west of Arkansas’ capital city of Little Rock, Pinnacle Mountain stands as the centerpiece of this geographically diverse state park. A day-use park, Pinnacle offers a variety of outdoor adventures on the Big and Little Maumelle Rivers, in the Arkansas Arboretum, and along over 33 miles of trails including more than 19 miles of challenging mountain bike trails, and a boat launch to Maumelle River. Approximately 600,000 visitors enjoy hiking, biking and boating at the State Park annually.

Facilities available to lease at Pinnacle include the Riverview Center (former visitor center) and the concession space at the park Visitor Center. Pinnacle Mountain State Park is a Natural State Initiative Opportunity Zone, in which businesses may be eligible for expanded sales and income tax incentives, outlined in Exhibit ‘E.’

Mount Nebo State Park:

Situated in the Arkansas River Valley just 45 minutes from Arkansas Wine Country, this state park sits atop the 1,350-foot Mount Nebo. The park boasts Civilian Conservation Corps-constructed cabins, pavilions, bridges, and 32.6 miles of trail, including portions of the Monument Trail System

named by Outside Magazine as the Best Mountain Biking in the US in 2023. Twelve of the park's 15 cabins are located along the bluff and have views of the river valley below, as do most of the park's 34 campsites. Other facilities include a swimming pool, tennis courts, picnic areas, pavilions, and a visitor center with a gift shop.

Facilities available to lease at Nebo include portions of the Visitor Center building and grounds, along with flexible opportunities for operations throughout the park. Arkansas State Parks is open to creative suggestions for operational capacity.

3. CONCESSION SPACE AND FACILITIES

Pinnacle Mountain State Park - Riverview Center

For decades, the Riverview Center welcomed park visitors with indoor exhibits, an outdoor deck, information services, a gift shop, and public restroom facilities. Located near the Jackfork Trail mountain bike trailhead and the eastern trailhead of the 223-mile-long Ouachita National Recreation Trail, the Riverview Center is ready to enter a new era serving park visitors with amenities that enhance outdoor recreation experiences. The Owner is committed to building improvements, outlined in section 3c below, and shown in Exhibit 'B.'

- a. The Riverview Center offers 4,358 SF of space, incredible views from an expansive deck, two large parking areas adjacent to the building, ADA accessible restrooms, and office facilities.
- b. The Riverview Center is located at the eastern access point to the Ouachita Trail, and it is adjacent to the Monument Trails mountain bike system at Pinnacle Mountain State Park.
- c. Arkansas State Parks will make the following property improvements (Floorplan and renderings included in Exhibit 'B.'):
 - Rebuilding and expanding outdoor deck space
 - Addition of catering kitchen facilities
 - Opening the interior floorplan and creating a multi-purpose space
 - Additional restrooms to be built
 - Fresh paint and finishes

Pinnacle Mountain State Park - Visitor Center

The newly constructed Visitor Center at Pinnacle Mountain State Park, recently opened in November 2023, serves as a gateway for visitors accessing the most-visited amenities within the park. The Visitor Center offers a gift shop, interpretive programming, educational exhibits, and an opportunity for groups to gather.

- a. The concession space includes 342 square feet of conditioned finish space with a hand-washing sink, ice maker connection, electric service window, and lighting fixtures. Space may accommodate certain food service equipment (see Exhibit 'C' – Visitor Center Photos and Exhibit 'D' – Lease Area Layout). Associated facilities include parking, restrooms, mechanical

room, and janitorial closet with mop sink.

- b. The physical address is: 9600 Hwy 300, Roland, AR 72135
- c. The Concessionaire may implement personal property necessary to conduct operations, such as furniture and equipment used in business operations including, but not limited to professional appliances, food service equipment, and concession materials as well as janitorial supplies.

Mount Nebo State Park – Visitor Center

Adventures begin at the Visitor Center at Mount Nebo State Park, where the mountain's rich history, natural beauty, and outdoor opportunities come to life. Perched atop one of Arkansas' most scenic peaks, the visitor center offers exhibits, interpretive information, a gift shop, and helpful staff ready to guide park exploration.

- a. The Visitor Center includes interior and exterior space available for operations. This may include grab-and-go food and beverage items, equipment rental, retail sales including consignment opportunities, and/or guided outdoor experiences throughout the park.
- b. Mount Nebo has structures and locations that may be adapted for concessionaire services, based on relevant business operations.
- c. Arkansas State Parks welcomes creative ideas for use of space at Mount Nebo.

For questions regarding the above concession spaces and facilities, or to schedule a site visit to any of the locations, please refer to the point of contact listed herein.

4. POINT OF CONTACT

Sharon Allen, Administrative Specialist
Arkansas Department of Parks, Heritage and Tourism
State Parks Division
Email: Sharon.Allen@arkansas.gov
Phone: (501)682-7743

5. LEASE AGREEMENT TERM

- a. The term of the Concessionaire Lease Agreement will be negotiable to include a minimum term of one (1) year but may extend to include five (5) to twenty-five (25) years in length from the Agreement execution.
- b. Upon expiration of the initial term, options for continued services and term may be extended upon mutual agreement of the parties.

6. AUTHORIZED SERVICES

Services may include but are not limited to the sale of retail merchandise, consumable food and beverage items, equipment rentals, guide services, or other suitable commercial activities. All proposed services will be evaluated and considered for authorization.

7. INSURANCE REQUIREMENTS

The concessionaire shall maintain, in full force and affect, general liability insurance from a reputable insurer in an amount no less than \$100,000 per person in any single claim and no less than \$2,000,000 in the aggregate. Such policy shall name the “Arkansas Department of Parks, Heritage, and Tourism and its agencies” as an additional insured. Additional insurance may be required due to the nature of the proposed business.

II. PROPOSAL SUBMISSION

1. CRITERIA FOR PROPOSAL

- A. Owner will consider submissions that propose services at any or all of the locations listed within this Call for Concessionaires. Priority consideration will be given to submissions that demonstrate the ability to operate at both state parks under a unified management and business model while tailoring services to the unique visitor demographics, recreational opportunities, and seasonal demands of each park.
- B. Describe in detail how you will conduct concession operations including, but not limited to, the following:
 - 1. The location(s) of operations
 - 2. The business plan for operations
 - 3. The experience of the professional or professionals in similar business operations.
 - 4. The record of performance of the professional or professionals in similar business operations.
 - 5. The level of service that is required for the business operation.
 - 6. The projected revenue to be garnered and shared from the business operation.
- C. Describe the entity with which the Owner will contract, specifying whether it is currently in existence or is to be formed. Existing entities that are a corporation or partnership must be in good standing with the Arkansas Secretary of State.
- D. Describe in detail your proposed revenue and cost sharing plan. The Owner reserves the right to negotiate revenue and cost sharing based on proposals received.
- E. The Concessionaire may submit any additional information that may assist the Selection Committee in reviewing this proposal or further demonstrate the qualifications of the Concessionaire. The additional information will only be utilized by the Selection Committee to clarify or enhance the review process.

2. INSTRUCTIONS FOR SUBMISSION

Provide one (1) electronic copy in PDF file format or hard copy with 'Concessionaire Proposal' as your subject line to:

Sharon Allen, Administrative Specialist
Arkansas Department of Parks, Heritage and Tourism
State Parks Division
1100 North St
Little Rock, AR 72201
Email: Sharon.Allen@arkansas.gov

3. SELECTION PROCESS

- a. Initial review of concession proposals will be conducted July 27, 2026. The Department will review submissions received by July 24, 2026 at 4pm. However, the Owner reserves the right to extend the review period until a qualified Concessionaire is determined for all locations.
- b. A Selection Committee, which shall be composed of at least three (3) members from the Department, appointed by the Secretary, or their designee, shall review the submitted proposals. Committee substitutions may only be made upon approval of the Secretary, or their designee.
- c. The Selection Committee may request a minimum of three (3) and a maximum of five (5) applicants to interview. If fewer than three (3) proposals are received, all shall be invited for interviews.
- d. The Selection Committee shall evaluate the proposals based on the Criteria for Proposal listed herein.
- e. The Selection Committee shall make a formal recommendation to the Secretary, or their designee, of the professional or professionals which it determines to be in the best interest of the state for the business opportunity. Recommendations are subject to approval by the State Parks, Recreation, and Travel Commission.
- f. Once the Secretary, or their designee, has decided on their action, the Selection Committee shall notify all Concessionaires of the Committee's action. If said action was the favorable selection of a proposal, the Owner shall begin negotiations with the selected Concessionaire to sign a Concessionaire Lease Agreement.

EXHIBIT 'A'

PINNACLE MOUNTAIN STATE PARK RIVERVIEW CENTER PHOTOS



Commercial
Real Estate

PROPERTY PHOTOS



501.663.5400 | 2100 Riverdale Road, Suite 100, Little Rock, AR 72202 | HathawayGroup.com

Hathaway Group is the real estate broker exclusively representing the owner of the property described herein. Although the information included herein was obtained from sources deemed reliable, such information has not been verified and no representation is made as to its accuracy. All information herein is submitted subject to any errors, omissions, price changes, withdrawals without notice or other conditions, and to any special offering conditions imposed by Hathaway Group's client.

File # 5162



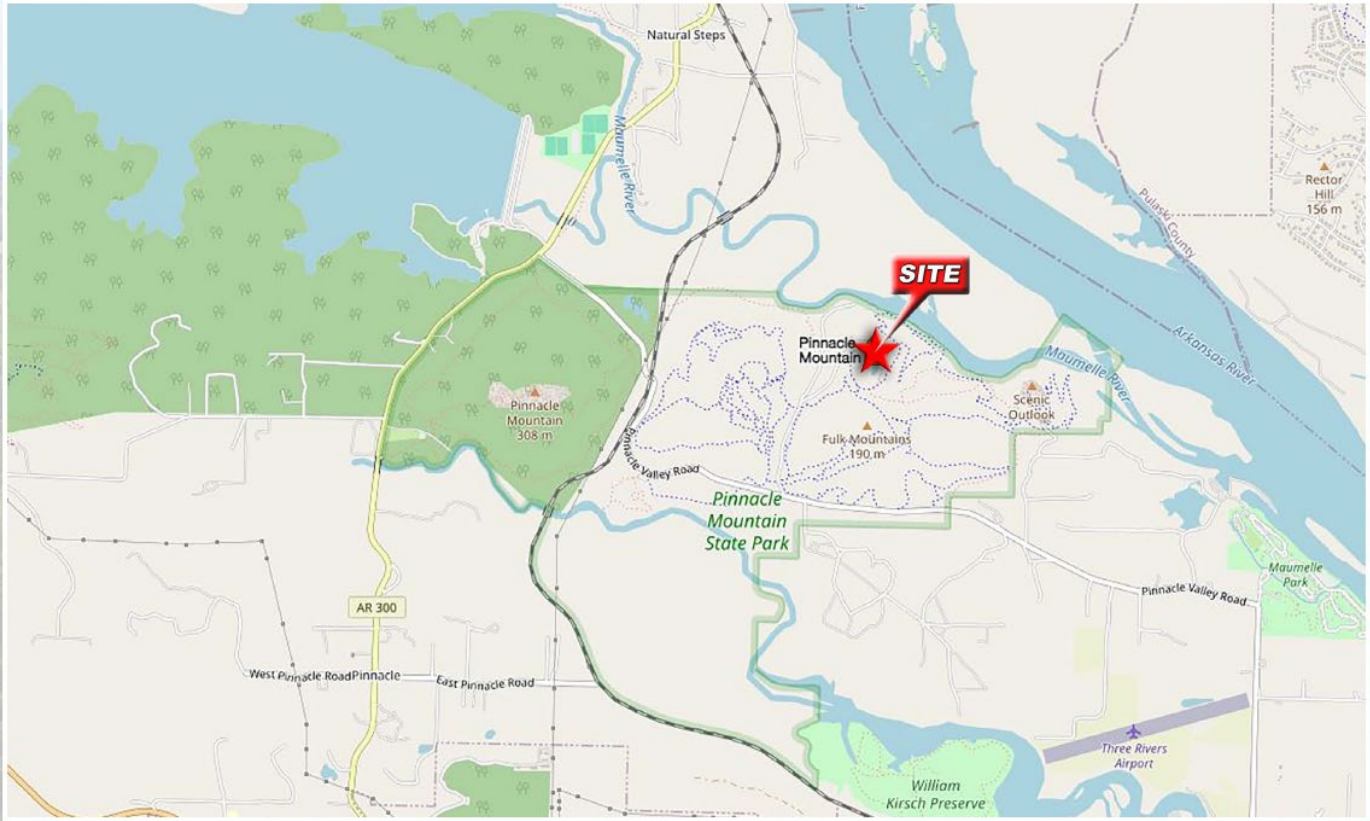
PINNACLE MOUNTAIN STATE PARK

RIVERVIEW CENTER SPACE MAP



Commercial
Real Estate

PARK MAP



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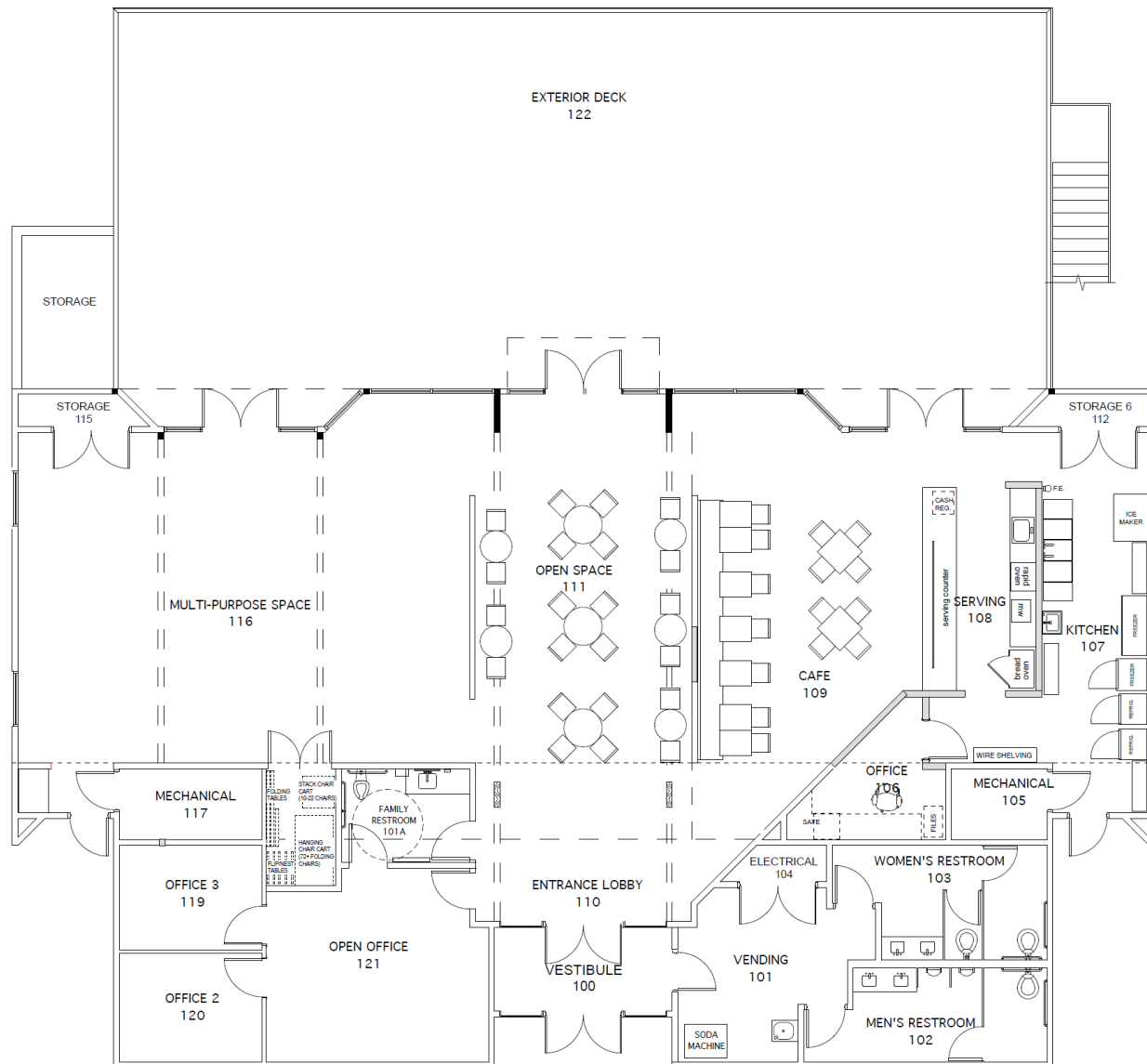
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EXHIBIT 'B'

PINNACLE MOUNTAIN STATE PARK

RIVERVIEW CENTER

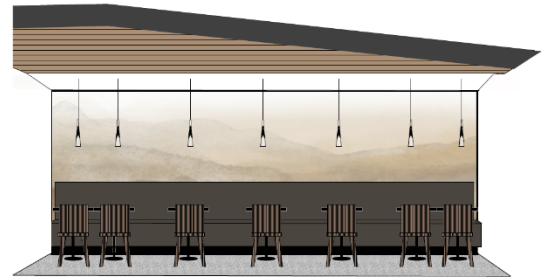
FLOOR PLAN AND RENDERINGS OF UPDATES TO BE MADE BY STATE PARKS



Above floor plan is a concept plan, and subject to refinement by Arkansas State Parks.



CAFE



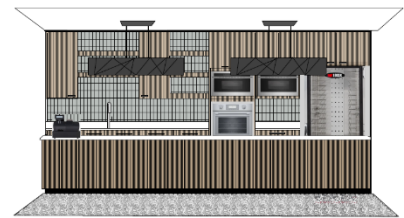
CAFE



MULTI-PURPOSE



OPEN SPACE



CAFE

EXHIBIT 'C'
PINNACLE MOUNTAIN STATE PARK
VISITOR CENTER PHOTOS

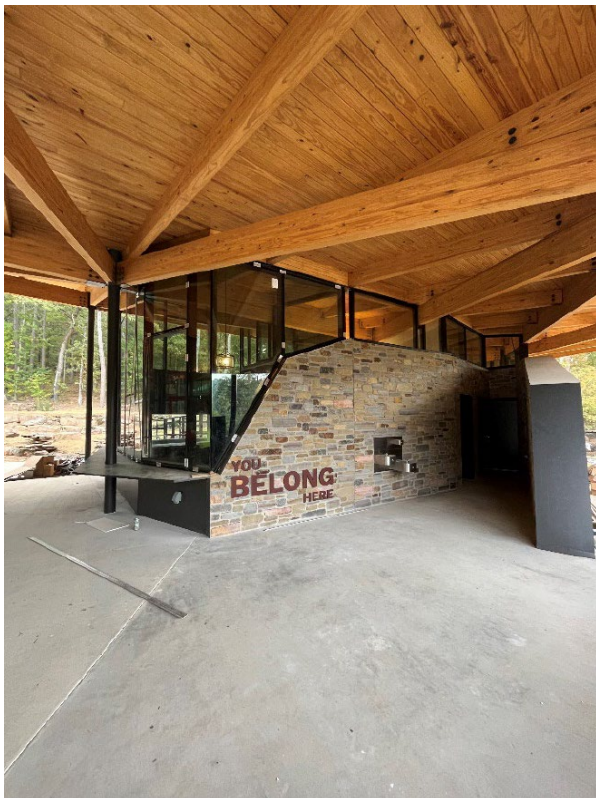


EXHIBIT 'D'

PINNACLE MOUNTAIN STATE PARK VISITOR CENTER LEASE AREA LAYOUT

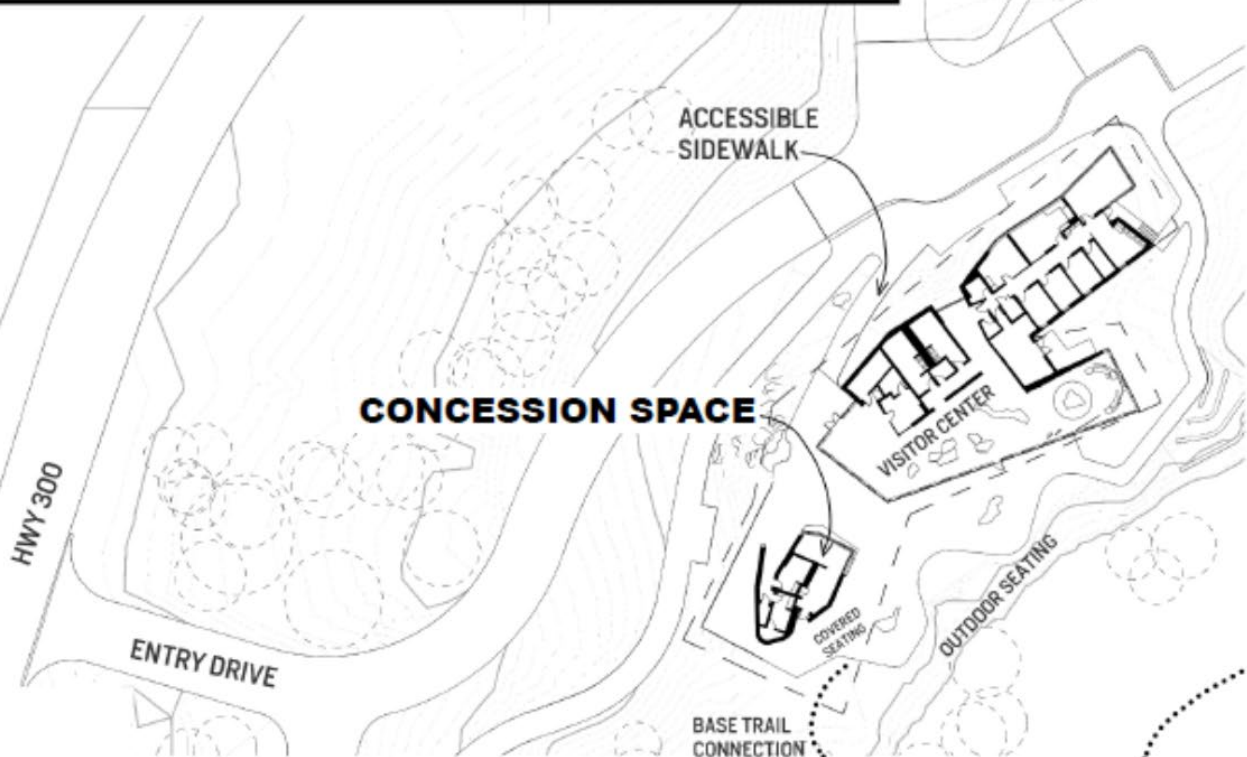
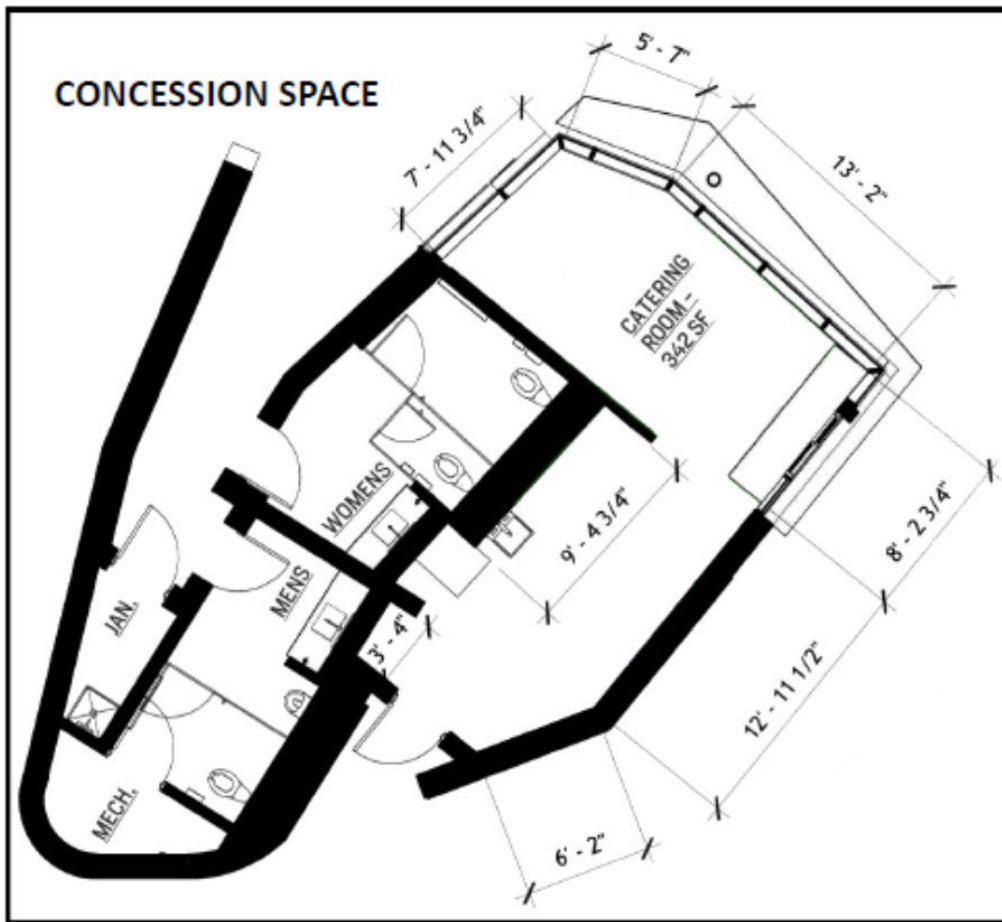


EXHIBIT 'E'

PINNACLE MOUNTAIN STATE PARK OPPORTUNITY ZONE



Arkansas Department of
Parks, Heritage and Tourism
Office of Outdoor Recreation

NATURAL STATE INITIATIVE ECONOMIC OPPORTUNITY ZONES

Established in 2023, the Natural State Initiative (NSI) Economic Opportunity Zones were created to encourage private investment and enhance the visitor experience at four Arkansas State Parks. In conjunction with this initiative, the Arkansas Tourism Development Incentive Program was amended to provide increased sales and income tax credits for businesses that open or expand within these designated zones.



Each NSI Economic Opportunity Zone includes land within the park boundaries and an area extending one mile immediately outside the park perimeter. The four designated zones are Pinnacle Mountain State Park, Petit Jean State Park, Delta Heritage Trail State Park, and Queen Wilhelmina State Park. Qualifying projects may be located either on privately owned land as a private venture or on State Park property operated as a concessionaire, as long as they fall within the designated zone.

SALES TAX CREDITS

- 15% in a low unemployment county
 - \$150,000 minimum investment
- 25% in a high unemployment county
 - \$50,000 minimum investment

INCOME TAX CREDITS

- 4% of the total payroll of new, full-time permanent employees
 - May be earned for a period of 5 years and carried forward for up to 9 years.
- Minimum payroll thresholds based upon the most current Arkansas Incentive Tier Map*

**Can be found on Arkansas Economic Development Commission's website*

Counties designated as high-unemployment for FY 2025: Ashley, Chicot, Izard, Jackson, Lafayette, Lee, Montgomery, Mississippi, Phillips, and St. Francis.

EXHIBIT 'F'

MOUNT NEBO STATE PARK

PHOTOS & LOCATION





