

Evaluation Document For Cruise Ship Services Prospectus issued February 19, 1998

Notes: Evaluation document instructions: All evaluator comments/references must be inside the tables. "Track Changes" (control/shift-e) should be turned on so that individual evaluator comments can be tracked (to be removed in the final document).

Offeror:	Celebrity Cruises
Evaluator(s):	David Nemeth, Chief of Concession, Glacier Bay NP&P
	Mary Beth Moss, Chief of Resource Management, Glacier Bay NP&P
	Jerry Case, Chief of Interpretation, Glacier Bay National Park & Preserve
	Stephen G. Crabtree, Concessions Team Leader, Western Region
	Randy King, Chief Ranger, Glacier Bay NPP

- Submittal of Offer***

Was the offer received no later than 4 p.m., June 22, 1998?	<input checked="" type="checkbox"/>	Yes	<input type="checkbox"/>	No
Applicant Statements (reference page number):				
Comments:				

Was the offer submitted to the proper location?	<input checked="" type="checkbox"/>	Yes	<input type="checkbox"/>	No
Applicant Statements (reference page number):				
Comments:				

Were two complete copies of the offer submitted?	<input checked="" type="checkbox"/>	Yes	<input type="checkbox"/>	No
Applicant Statements (reference page number):				
Comments:				

Offer Letter

Was an offeror's letter submitted as required?	X	Yes		No
Applicant Statements (reference page number): Second page of offer				
Comments:				

Summary		Superior	X	Successful		Not Successful
Summary Comments on this Factor: Materials submitted as required.						

Factors, Criteria and Questions

- ***PRINCIPAL FACTOR 1. THE EXPERIENCE AND RELATED BACKGROUND OF THE OFFEROR***

CRITERION 1A. (1) THE COMPETENCE OF THE OFFEROR, AS REFLECTED IN THE APPLICATION, TO MANAGE AND OPERATE A CRUISE SHIP BUSINESS SIMILAR TO THAT DEFINED IN THE PROSPECTUS. (2) THE ENTITY WITH WHICH NPS WILL CONTRACT AND ITS RELATIONSHIP TO SUPERIOR AND SUBORDINATE ENTITIES IS CLEARLY DEFINED.

1. Identify the "OFFEROR" (or "PROPOSED ENTITY[S]," that the offeror intends to establish for the purpose of operating this concession) making this application. Clearly identify both the formal structure of the primary business ENTITY with which the National Park Service will be dealing, and its owner(s).

1. Was the offeror adequately identified?	X	Yes		No
Applicant Statements (reference page number): Celebrity Cruises Inc. 5201 Blue Lagoon Drive, Suite Penthouse Miami, FL 33126 Contact: Capt. Y. Miskis Phone: 305-267-3557 Fax: 305-267-3501 Email: YMISKIS@GATE.NET Corporation 100% subsidiary of Royal Caribbean Cruises Ltd. (Liberian Corporation) publicly traded (NYSE)				
Comments: Offeror clearly identifies offeror entity. [Note pages not numbered]				

2. Provide materials to explain the financial circumstances, legal form, and ownership of that ENTITY.

2. Was adequate information provided?	X	Yes		No
Applicant Statements (reference page number): Attachment 1 & 3 Bought by Royal Caribbean Cruises Ltd. Was private, now 100% owned by RC. Statements are consolidated. RC is NYSE traded.				
Comments: Information provided as required.				

3. Identify related, subordinate, and superior ENTITIES and any other organization, ENTITY, contractor, or subcontractor that will have a role in managing, directing, operating, or otherwise carrying out the service to be provided.

3. Were related, subordinate and superior entities adequately described?	X	Yes		No
Applicant Statements (reference page number): Attachment 1 & 3				
Comments: Information provided as required.				

4. **Where there are layers of Entities, subordinate or superior entities, significant contractors/subcontractors, or other organizations or individuals that will act in concert to provide the services required, describe each of them and the relationship between or among them.**

4. Were layers of entities adequately described?	X	Yes		No
Applicant Statements (reference page number): Attachment 1 & 3				
Comments: Information provided as required.				

5. **Using the format and instructions on the next page (duplicate the form as needed) identify the Offeror, each ENTITY, the New Concessioner, and the Operator and all similarly involved parties or people. Add information as necessary to make the relationships clear.**

5. Were these forms provided?	X	Yes		No
Applicant Statements (reference page number): See 1, above.				
Comments: See 1, above.				

ANILCA Section 1307 Preferred Operator

Refer to the ANILCA Section 1307 regulations in the appendix to answer the following questions:

6. **Is the entity a local resident, as defined in 36 CFR 13.81(f), for the services offered under this prospectus? If yes, provide documentation to support this determination, as described in these regulations.**

6. Was this information provided as required?	X	Yes		No
Applicant Statements (reference page number): Applicant is not applying as local resident				
Comments:				

7. **Is the entity applying for "most directly affected Native corporation" status, as defined in 36 CFR 13.85? If yes, provide the documentation to support this determination, as described in these regulations.**

7. Was this information provided as required?	X	Yes		No
Applicant Statements (reference page number): Applicant is not applying as most directly affected Native corporation				
Comments:				

Preference for New and Small Operators

8. Does the entity provide cruise ship services within Glacier Bay National Park under a current limited permit with the National Park Service?

8. Was this information provided as required?	X	Yes		No
Applicant Statements (reference page number): Offeror states it does not provide cruise ship services in Glacier Bay				
Comments: Offeror actually does provide cruise ship services under an interim concessions permit, which has no preference on renewal. The question may have been ambiguous in this instance.				

9. If yes, does the number of cruise ship entries from June 1 to August 31 exceed 19 entries (14 percent of 139 cruise ship entries allocated for Glacier Bay from June 1 - August 31)?

9. Was this information provided as required?	X	Yes		No
Applicant Statements (reference page number): Offeror states they have less than 14%				
Comments: This is true.				

10. Do any of the above have operations or interest in other operations in areas adjacent to this national park area or operations in other national parks? If Yes, please identify.

10. Was this information provided as required?	X	Yes		No
Applicant Statements (reference page number): Offeror states they provide shore excursions in NPS, USFS areas: Buck Island, Virgin Islands, El Morrow, El Yunque, Everglades, Tongass NF, Misty Fjords.				
Comments: No details regarding the extent of these activities.				

11. The NPS is looking for an ENTITY that has demonstrated experience in managing this type of business activity. Give specific examples of business operations undertaken by ENTITY. Detail the OFFEROR's

experience and skills in developing efficient, effective, defined, targeted goals for business programs according to pre-established management parameters.

11. Was this information provided as required?	<input checked="" type="checkbox"/>	Yes	<input type="checkbox"/>	No
Applicant Statements (reference page number): Attachment 3 & 4: Celebrity Cruises founded in 1989, merged with RCI in 1997. Vessel building program (recently launched vessels and vessels under construction). Series of industry awards (1990-1998).				
Comments: Celebrity provided adequate examples of their experience in managing cruise ship services. Celebrity appears to be a going concern providing cruise ship services.				

12. Describe the business management qualifications and experience of the ENTITY and the NEW CONCESSIONER proposed to manage and operate this business.

12. Was this information provided as required?	<input type="checkbox"/>	Yes	<input type="checkbox"/>	No
Applicant Statements (reference page number): Attachment 4: see 11 above.				
Comments: See 11, above.				

13. Does the ENTITY have experience providing services under contract for an agency like NPS, United States Forest Service, Bureau of Land Management, city, state, large corporation, or other organization with significant philosophical and operational constraints? If Yes, please identify.

13. Was this experience identified?	<input checked="" type="checkbox"/>	Yes	<input type="checkbox"/>	No
Applicant Statements (reference page number): See #10, above.				
Comments: See # 10, above. Limited information provided.				

14. Use the format on the following page and add to it as necessary, or use your own format as long as it provides all of the requested information. Provide detailed resumes for all current and proposed partners, sole proprietors, and key management employees who will be actively involved in the management of this business and key ship-board personnel who will be operating in Glacier Bay. Identify the specific role the individual is to play and establish that person's ability to play that role.

When discussing work experience, be specific with respect to size of operation, dates, area of operation, specific duties, number of people supervised, hours worked per week, and other factors that would be helpful to reviewers in establishing a clear understanding. Do not omit training and education and do not omit special qualifications, ratings, or licenses that are needed in some special occupations.

14. Was this information provided as required?	X	Yes		No
Applicant Statements (reference page number): Attachment 5: Information sheets provided for: president, SVP Fleet Operations, VP Marine Operations, VP Finance, VP guest Satisfaction, Shore Excursion Manager, Vessel, Masters, staff captions, hotel managers, & chief engineers.				
Comments: Extensive experience in cruise industry for a principals.				

Cr. 1a Summary		Superior	X	Successful		Not Successful
Summary Comments on this Factor: All required information provided.						

CRITERION 1B. NONE.

- ***PRINCIPAL FACTOR 2. CONFORMANCE TO THE TERMS AND CONDITIONS OF THE PROSPECTUS IN RELATION TO QUALITY OF SERVICE TO THE VISITOR***

CRITERION 2A. THE OFFEROR AGREES TO PROVIDE THE SERVICES AS REQUIRED BY THIS PROSPECTUS.

1. Indicate below whether you agree to provide the required services under the conditions specified in the Permit.

1. Does the offeror agree to provide the required services under the conditions specified in the Permit?	X	Yes		No
Applicant Statements (reference page number):				
Comments:				

2. Provide a basic description of the ship(s) which the offeror proposes to operate in the park, including, as a minimum, the following, and any other vessel design information the offeror feels is pertinent.

2. Was all information provided?	<input checked="" type="checkbox"/>	Yes		No
Applicant Statements (reference page number): Attachments 6 & 7: Required and supplemental information provided				
Comments: Good summary of information about the ship provided. The will use: Mercury, launched in 1997, 2232 max. passengers in 935 cabins of 184 or 349 sq. ft., diesel powered, mixed crew and Galaxy, launched in 1996, 2225 max passengers in 934 cabins of 184 or 349 sq. ft., diesel powered, mixed crew.				

3. Do you agree not to use a substitute ship without the approval of the park superintendent and that any substitute must meet or exceed the standards of the ship approved in the proposal?

3. Does the offeror agree not to substitute ships without approval?	<input checked="" type="checkbox"/>	Yes		No
Applicant Statements (reference page number):				
Comments:				

4. Specify the total number of cruise ship entries into Glacier Bay from June 1 - August 31 for which you are applying.

4. Did the offeror answer this question (enter number of entries under comments)?	<input checked="" type="checkbox"/>	Yes		No
Applicant Statements (reference page number): Celebrity Cruises applies for 21 entries				
Comments:				

5. Do you wish to apply and compete in all categories in order to maximize your opportunity:

5. Does the offeror wish to apply and compete in all categories in order to maximize your opportunity? If "NO", specify the category or categories under which they are applying and the number of entries in the following table:	<input checked="" type="checkbox"/>	Yes		No
Applicant Statements (reference page number):				
Comments:				

Category	Entries (enter number)
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Category A (maximum 38 entries)	
Category B* (maximum 13 entries)	
Category C* (maximum 4 entries)	
Category D* (maximum of 7 entries)	
Category E* (maximum of 4 entries)	
Category F* (maximum of 2 entries)	

The best proposal will be selected in each of the above six categories.

* An incumbent concessioner has a right of preference in renewal for these entries (see "Application of Preference in Renewal", this section - above). [NOTE: Except Cunard]

6. Do you intend to utilize all entries authorized throughout the term of the permit? (Unforeseen events or circumstances that intermittently interfere with operations may, with the approval of the superintendent, be excused.)

6. Does the offeror intend to utilize all entries?	X	Yes		No
Applicant Statements (reference page number):				
Comments:				

7. Do you agree to notify the NPS of any unused entries that may become available in a timely manner and, if necessary, assist to facilitate the reallocation of the unused entry?

7. Does the offeror agree to notify the NPS of any unused entries ?	X	Yes		No
Applicant Statements (reference page number):				
Comments:				

Cr. 2a. Summary	Superior	X	Successful	Not Successful
Summary Comments on this Factor: All required information provided.				

CRITERION 2B. DESCRIBE WHAT ADDITIONAL SERVICES AND/OR FACILITIES WILL BE PROVIDED AND/OR HOW THE COMPANY WILL IMPROVE UPON THE SERVICES OR

SCHEDULES REQUIRED BY THIS PROSPECTUS, TO PROVIDE A SUPERIOR PARK EXPERIENCE FOR ITS PASSENGERS.

The National Park Service expects that concessioners will support the NPS in its mission to inform park visitors and concession employees about park resources and values. Some examples of services and facilities which might improve the visitor experience:

- a. Offer Native Alaskan art and handcrafts prominently in shipboard gift shops.
- b. Provide an expanded library of resource materials on Glacier Bay, Alaska, Native Culture including standard references, books, periodicals, videos, maps, etc.
- c. Feature local Alaskan artists and craftspersons in shipboard displays and in gift shops.
- d. Insure that ship board activities, gift shop items etc. contribute to visitor understanding of the area (e.g. gift shops offer only stuffed toy animals which are native to the area).
- e. Implement corporate and/or shipboard programs related to protection of the (marine) environment.
- f. Establish minimum standards of knowledge about Glacier Bay and the National Park Service for officers and crew members.

1. Describe the services and facilities related to the above that you propose to offer.

1. Were any services and facilities described?	X	Yes		No
<p>Applicant Statements (reference page number): Attachment 8: Library items: 12 books listed. Arts West (on-board art auction) “instructed” to increase number of Alaskan items. Kenneth Freeman art currently offered. Has commissioned work of JD Hartman (native wildlife) and “hopes” to build relationships in the future. Attachment 9: Expanding Native and local arts & crafts (seven Native/local sources listed: Alaska Eagle Arts, Paradise Art, Indian Arts & Crafts, Good River Publishing, Arctic Circle Enterprises, Dubac Designs Jody Bergsma Galleries. Also promote gold nugget sales. Three Alaska videos on board Three children’s videos on board (Free Willy III, White Fang II, Iron Will). Attachment 10 (Hotel & Marine Operating Plan got Glacier Bay): This is a program for reducing vessel impacts. The following are actions to take when in Glacier Bay: items which could be thrown or blow overboard are removed from deck; staff patrol decks, extra receptacles are placed, chairs arranged for glacier viewing, no music on deck, live music not performed, cruise sales desk closed, space for physically challenged passengers is set aside for glacier viewing, PA announcements limited, bridge camera redirected to glaciers, signs posted regarding feeding wildlife and littering. Actions prior to arrival: PA system checked, guests advised they will be going to Glacier Bay, Glacier Bay promoted during “welcome aboard” talk, Glacier Bay info sheet distributed (see Galaxy Daily, exhibit. 11), Summary of company policy while in Glacier Bay incl. Requirements for accommodating Rangers on board Casino to be closed during time in the park <i>and can reopen after the naturalists disembark.</i> The following to remain open: golf course simulator, spa, gym, beauty salon, pools, photo gallery. The Ocean Fund: marine environmental research grants (set up by RCI & Celebrity Cruises). Save the Oceans program: Corporate program for reducing waste and resource impacts. 1. Nothing overboard, no solid waste discharge (exceeds MARPOL), no disposable utensils, plates. Plastic containers replaced with paper. Works with suppliers to reduce packaging, soda dispensers reduce beverage container use. Recycling: aluminum compacted, glass and metal crushed; trash receptacles provided for separation.; RCL uses recycled paper for a variety of items (1M lbs./year). Crew training, weekly environmental meetings, monthly spill drills.</p>				

Comments:
Most areas identified are addressed. Appropriate initial list of library materials (though limited).
Effort to include Native crafts and local art.
Good basic program for ship personnel
Environmental program well developed and comprehensive. Most of the results of the program are general in nature, making it difficult to gauge the overall value of the program.

Management Policies Manual, Chapter VIII. "Promoting the sale of United States made handcrafts including Native American handcrafts relating to the culture, historical, natural and geographic characteristics of park areas is encouraged and there shall be a continuing effort to enhance the scope and supply of local handcrafts where they exist and to establish them where they do not."

2. Describe what measures the company will take to implement this policy in your service.

2. Were such measures described?	X	Yes		No
Applicant Statements (reference page number): See 1, above. Section 9. List of seven suppliers.				
Comments: Adequate program. Specific information on relative amounts of handcrafts limited.				

3. Describe other services, facilities, programs, itineraries, etc., your company will implement that will provide a superior park experience for the visitor.

3. Were other services, facilities, programs, itineraries, etc. described?	X	Yes		No
Applicant Statements (reference page number): See 1, above 8 wheel chair accessible cabins (for 935 cabins)				
Comments: A good written program for addressing park needs is provided. The emphasis seems to be meeting specific elements of the draft permit rather than the general intent of the NPS mission. Less than 1% cabins accessible.				

Cr. 2b. Summary	X	Superior		Successful		Not Successful
Summary Comments on this Factor: They have a program for the items we specified as well as additional ideas underway or promised.						

CRITERION 3A. THE OFFEROR AGREES TO A FEE OF NOT LESS THAN THE AMOUNT DESCRIBED BELOW.

The NPS has determined that the fees described below is the minimum required offer:

\$5.00 per passenger (including both revenue and non-revenue passengers)

Please see the sample permit for specific details of the fee program.

1. Do you agree to this initial level of fees as shown above and in the sample permit?

1. Does the offeror agree to pay the fees as shown?	X	Yes		No
Applicant Statements (reference page number):				
Comments:				

Cr. 3a. Summary		Superior	X	Successful		Not Successful
Summary Comments on this Factor: Celebrity agrees to pay the required fee of \$5 per passenger and meets this criteria						

CRITERION 3B. NONE

CRITERION 4A. THE OFFEROR PROPOSES TO PROVIDE INTERPRETIVE SERVICES (EITHER THOROUGH THE NPS INTERPRETIVE PROGRAM OR THOROUGH AN APPROVED CONCESSIONER PROGRAM) WHICH MEETS THE REQUIREMENTS OF THE PROSPECTUS AND PERMIT.

1. Do you agree to provide an interpretive program meeting these minimum criteria?

1. Does the offeror agree to provide an interpretive program meeting these minimum criteria?	X	Yes		No
Applicant Statements (reference page number):Page 11				
Comments:				

2. Will you participate in the NPS Interpretive Program (including cost-recovery)?

2. Will the offeror participate in the NPS Interpretive Program (including cost-recovery)?	X	Yes		No
Applicant Statements (reference page number):Page 11				
Comments:				

If you do not participate in the NPS Interpretive Program, submit a full description of your proposed interpretive program, including employment standards (resumes for existing interpretive staff or position descriptions for currently unfilled interpretive positions), staffing levels, staff and supervisory training program, monitoring and mentoring program, native and local hire program, procedures for updating interpretive program with current research and park management directives, sources for information, description of resource and reference materials available for the interpretive staff, description of slide file (or other media) available for audio-visual and other presentations, and other materials that would assist in evaluating the program. Minimum criteria for the Interpretive program (as stated above) must be met in order for the offer to be considered responsive.

2a. If not, did the offeror submit an alternative Interpretive Program?		Yes		No
Applicant Statements (reference page number):				
Comments:				

Cr. 4a. Summary		Superior	X	Successful		Not Successful
Summary Comments on this Factor: Offeror agrees to meet minimum criteria by participating in NPS Interpretive Program.						

CRITERION 4B. THE OFFEROR PROPOSES TO PROVIDE INTERPRETIVE SERVICES BEYOND THE MINIMUM LEVELS LISTED IN CRITERION 4A.

1. Do you propose to operate in accordance with an *optimal itinerary* ...?

1. Does the offeror agree to operate in accordance with an <i>optimal itinerary</i>?	X	Yes		No
Applicant Statements (reference page number):Page 11				
Comments:				

2. **If NO, provide the proposed itinerary or itineraries, including, at a minimum, all areas to be visited, activities in each area and the times for each activity (one format for this is the table below).**

Was an alternative itinerary provided?		Yes		No
Applicant Statements (reference page number):				
Comments:				

The itinerary submitted should also include a list and timetable for all passenger activities, including meals, while in Glacier Bay, noting any activities that would restrict public address system interpretive commentary or impact the interpretive focus on the park.

3. **If you answer yes to item 1, but would also like to propose possible alternative itineraries which you feel would provide a superior visitor experience, please do so here.** Provide details of why you feel this would be a superior itinerary and whether or not this itinerary is an optional or integral element of your proposal (*optional* meaning implementation of the itinerary would be at the NPS’s discretion; *integral* meaning that, under your proposal, some entries would *need* to use the alternative itinerary).

3. Were itineraries in addition to the “optimal itinerary” proposed?		Yes		No
Applicant Statements (reference page number):				
Comments:				

Additional Elements of the NPS Interpretive Program

The following items are elements of the NPS Interpretive Program which exceed the minimum requirements listed in 4A. If you indicated in 4A #2. (above) that you would participate in the NPS Interpretive program, you will be credited with providing these additional items. Applicants who will not be participating in the NPS Interpretive Program would need to specifically address each item in order to receive consideration for exceeding minimum standards for that item.

- Provide interpreters with the opportunity to visit libraries, museums or institutions that have Alaska and Glacier Bay specific information or reference materials.
- Provide opportunity for interpreters to work with experts on interpretive program subjects such as communication and interpretive techniques.
- Offer mentoring program(s) for southeast Native individuals to introduce the field of interpretation and provide the passengers with cultural interpreters.
- Offer supplementary field trips both ashore and on the waters of Glacier Bay to provide interpreters with added personal experience to further enhance their programs.
- Provide the interpreters additional training and materials to develop more specialized and in-depth programs.

- Conduct focus groups and additional surveys to determine if passengers understand and appreciate the significance of Glacier Bay National Park and Preserve.

4. Do you propose to meet any or all of the elements shown above? [Applicable only if you will **not** be participating in the NPS Interpretive Program: the NPS Interpretive Program meets these elements.]

4. Does the offeror propose to meet any or all of the elements shown above? If the offeror is participating in the NPS program, they will meet all elements.		Yes		No
Applicant Statements (reference page number):				
Comments:				

Additional Elements Not Included in the NPS Interpretive Program

The following items are potential areas where applicants could exceed minimum interpretive program requirements whether they are participating in the NPS interpretive program or not. All applicants should provide details of how each item would be addressed or provided if the item is to be included in the applicant's operation.

- Schedule programs and provide materials specifically for children on board with a park related theme.
- Provide passengers and crew the opportunity to view video(s) about GLBA prior to arrival.
- Provide passengers and crew with supplemental materials about Glacier Bay prior to arrival in Glacier Bay.
- Provide programs for passengers by specialists on park related subjects, i.e. geology, ecology, natural history, Alaska history, native Alaskan culture and art, prior to arrival in Glacier Bay.

5. Do you propose to meet any or all of the elements shown above? If yes, provide details.

5. Does the offeror propose to meet any or all of the elements shown above?	X	Yes		No
Applicant Statements (reference page number): Page 12 and attachments 12&13 - Attachment 12 is a letter from Alaska Cruise Lectures, a business that provides independent cruise ship commentary and slide programs, to Bret. The letter describes briefly the service they will be offering in 1996. Attachment 13 is a photo copy of the Glacier Bay NP&P unigrid folder.				
Comments: No comments or details were provided explaining the additional interpretive services offered. The letter to Bret and the photo copy of the GB brochure suggest these may be used but that information was not provided.				

Opportunity for Applicants to Propose Innovative Interpretive Program Elements

Applicants are encouraged to provide details of any additional interpretive services or interpretive program details (not listed above) which they propose to provide and which would result in improved interpretive program.

6. Do you propose to any additional interpretive elements or services? If yes, provide details.

6. Are additional interpretive program elements proposed?	X	Yes		No
Applicant Statements (reference page number):Page 12 and Attachment 14 – Offeror states that videos of Glacier Bay and Alaska are shown continuously in cabins and public rooms.				
Comments: Attachment 14 provides photo copies of the covers of three videos of Alaska. With the above statement it implies that these videos are the ones shown in passenger cabins. No further details are provided.				

Cr. 4b. Summary		Superior	X	Successful		Not Successful
Summary Comments on this Factor: Proposal does not provide enough details to justify making their offer superior in this area.						

CRITERION 5A. THE OFFEROR AGREES TO SUBMIT A POLLUTION MINIMIZATION PLAN

1. Do you agree to submit the required *Pollution Minimization Plan* as part of your application and, after approval, implement the plan as approved? If yes, attach the plan (see Criteria 5B for additional elements which may be included).

1. Does the offeror agree to submit the required <i>Pollution Minimization Plan</i> as part of your application and, after approval, implement the plan as approved?	X	Yes		No
Applicant Statements (reference page number): (Attachment 17)				
Comments:				

1a. Was an adequate pollution minimization plan provided?	X	Yes		No
<p>Applicant Statements (reference page number): (Attachment 17)</p> <p>Air Quality</p> <ul style="list-style-type: none"> • Research conducted on test bed engine located at factory in early 98 resulted in following improvements: <ul style="list-style-type: none"> Turbochargers air output increased Air preheated to improve combustion efficiency Cylinders in main engines shut off Electric scavenging air pumps installed Fuel nozzles replaced • Camera monitored funnel emissions • Bow and stern thrusters not used unless needed • Incinerators not used • Operating engines reduced to only necessary • Fuel used has a maximum 2% sulfur • Main engines operate at constant RPM – keeps load fuel variation to a minimum <p>Underwater Noise</p> <ul style="list-style-type: none"> • Main engines operated at constant RPM • Thrusters not used unless necessary • Number of operating engines reduce (2 of 4) • Slow speed maintained • Design features: <ul style="list-style-type: none"> • High skew propellers – reduce hull excitation and cavitation • Sound signatures tested - within specification limits • Main engines and diesel engines resiliently mounted • Auxiliary equipment shock mounted • Silencers installed in ventilation system • Pipes properly fastened to reduce vibration • Routine Maintenance – vibration measurements taken and corrective measures applied <p>Oil Spill Response</p> <ul style="list-style-type: none"> • Response materials on board: 1,000 ft sorbent boom, sorbent granules, sorbent pads • Training at regular intervals • SOPEP on board 				
<p>Comments:</p> <p>The offeror presented several examples of technology, operational and monitoring efforts implemented to reduce air and underwater noise pollution. While it is difficult to assess the effectiveness of these measures, the offeror has clearly attempted to reduce environmental impacts. In addition to standard oil spill readiness strategies (i.e., SOPEP), the offeror carries response equipment on board which would enhance emergency response capabilities. Amount of boom indicated would not encircle the ship.</p>				

Cr. 5a. Summary	Superior	X	Successful	Not Successful
<p>Summary Comments on this Factor: The offeror detailed numerous strategies for reducing environmental impacts, many which go beyond that required by law or regulation. Amount of boom would not encircle the ship.</p>				

CRITERION 5B. THE OFFEROR PROPOSES TO MINIMIZE ENVIRONMENTAL IMPACT IN THE PARK.

Offerors should address in their proposal measures they would take which go beyond law and regulation to further minimize or eliminate these environmental impacts while operating in the park (Address each item as an element of the *Pollution Minimization Plan* required in 5A.). [These include Stack emissions, Discharge into park waters, Underwater noise, Wildlife (Harbor Seals, Sea Birds, Sea Bird Nesting Colonies), Litter, Shipboard noise, Helicopters.]

Did the Offeror address in their proposal measures they would take which go beyond law and regulation to further minimize or eliminate these environmental impacts while operating in the park ?	X	Yes		No
<p>Applicant Statements (reference page number):</p> <p>Conservation Measures Described:</p> <ul style="list-style-type: none"> • Plastic plates, cutlery replaced • Plastic laundry bags changed to paper • Developing program to replace plastic straws, stirrers, shampoo/conditioner with paper • Increased effort to purchase recycled products • Engine heat used to pre-heat water • Air conditioning condensation supplies laundries • Low flow shower heads • Recycling program • Crew members trained on environmental issues (proper disposal of trash) • Crew members required to view environmental video and sign statement • Welcome Aboard talk – visitors asked to not throw trash overboard • Program of events distributed instructs guests to not throw anything overboard • Environmental Officer position established on each ship • Environmental safety meetings held each month • Reward program implemented of ideas/efforts regarding waste management/environmental protection • Garbage disposal: <ul style="list-style-type: none"> • Recycled materials delivered to shore • Haz liquids delivered to shore • Medical waster delivered or burned • Food waste ground and burned or thrown beyond 12 miles • No bilge water discharged in Glacier Bay • Incinerators not used in Glacier Bay 				
<p>Comments: The offeror has implemented numerous conservation programs which likely reduce water and fuel consumption (which ultimately reduces stack emissions) and littering.</p>				

1. Do you offer to provide baseline data from your vessel(s), such as stack emission opacity or noise levels? If yes, describe in detail the nature and format of the data, procedures for data submission and constraints, if any, for data use or distribution.

1. Does the offeror offer to provide baseline data from their vessel(s)?		Yes	X	No
Applicant Statements (reference page number): NA				
Comments: NA				

1a. If yes, did the offeror describe the nature and format of the data, procedures for data submission and constraints, if any, for data use or distribution?		Yes		No
Applicant Statements (reference page number): NA				
Comments: NA				

Cr. 5b. Summary	X	Superior		Successful		Not Successful
<p>Summary Comments on this Factor: The Pollution Minimization Plan included in this application was detailed, thorough, and described many actions/strategies implemented which were designed to reduce environmental impacts. While it is difficult to assess the effects of measures taken, the offeror's intent to reduce environmental effects is evident. The offeror does not offer any baseline data, nor does the offeror present any methods by which the NPS could verify that stated strategies were actually implemented. NPS should request that verification be provided.</p>						

CRITERION 6A. THE OFFEROR'S PAST RECORD RELATED TO MARINE CASUALTIES, VIOLATION NOTICES AND FOOD SERVICE SANITATION.

The past record of marine casualties, violation notices and food service sanitation reports for *each cruise ship* must be included in the offeror's proposal. If there is less than a complete record for the time period described for any ship included in the proposal, establish a record for the company as a whole by providing the information requested for the company, including all cruise ships operated by the company.

- 1. Has the offeror had any reportable marine casualties (as defined by USCG regulations), including but not limited to grounding, loss of primary propulsion, collision, flooding, capsizing, fire, explosion, loss of life or reportable injury for the period beginning three years prior to the date this prospectus was issued through the present¹? If yes, submit a copy of the official report (U.S. Coast Guard or other), except for injuries (submit a brief summary, including reason for each injury).**

¹ Information which comes to the attention of the National Park Service for the period of time after a prospectus is issued but prior to the actual award of a permit will be considered in the selection process.

1. Has the offeror had any reportable marine casualties?	X	Yes		No
Applicant Statements (reference page number): The applicant affirms reportable marine casualties in responding to Question 6.A.1 on page 13 (unnumbered) and refers the reader to Attachment 18. Attachment 18 describes a grounding incident involving the company's M/V Horizon on 12/10/97 in St. Maarten. In that incident, the vessel hull was damaged; damage to the reef was being investigated, with no follow-up provided. The ship's master was determined to be responsible for the incident by the company and dismissed.				
Comments: No reports of marine casualties involving either of the 2 vessels proposed for operation in Glacier Bay National Park, the M/V Mercury and M/V Galaxy. Both the Mercury and the Galaxy are new vessels, launched in 10/97 and 8/96 respectively. As such, neither has a long operating history to evaluate.				

1a. Were copies of the reports submitted?	X	Yes		No
Applicant Statements (reference page number): Attachment 18 included the applicant's internal report of the incident, including detailed findings and preventative recommendations, and description of damage and repairs/repair schedules.				
Comments:				
Analysis:				

1b. Did a background check identify any additional casualties?		Yes	X	No
Applicant Statements (reference page number):				
Comments: USCG marine casualty background checks were completed on the M/V Horizon, M/V Meridian, M/V Galaxy and M/V Mercury and confirmed the information provided by the applicant.				

2. Has the offeror received citations or notices of violation received from, or criminal information or indictments filed by local, state, or federal authorities in the United States, regardless of the outcome, for the period beginning three years prior to the date this prospectus was issued through the present? If yes, submit a copy of the citation, indictment, etc., and an explanation of the violation, settlement, penalty (if any), and any corrective actions taken by the offeror.

2. Did the offeror report any such citations, notices of violation, etc.?		Yes	X	No
Applicant Statements (reference page number): The applicant indicated no violations in responding to Question 6.A.2 on page 13.				
Comments:				

2a. Were copies of the reports submitted?	<input type="checkbox"/>	Yes	<input type="checkbox"/>	No
Applicant Statements (reference page number): N/A				
Comments:				

2b. Did a background check identify any additional violations?	<input checked="" type="checkbox"/>	Yes	<input type="checkbox"/>	No
Applicant Statements (reference page number): The USCG reported that the applicant received a warning for a MARPOL violation involving the M/V Meridian on 3/24/96 in the Virgin Islands. In that incident, the vessel discharged approx. 100 gallons of food waste and garbage. No violations reported by USCG for any other vessel operated by the applicant.				
Comments:				

3. Has the offeror received any unsatisfactory food service sanitation inspection reports from the U.S. Public Health Service for the period beginning two years prior to the date this prospectus was issued through the present? If yes, submit the reports for these inspections and a summary of any corrective actions taken by the offeror.

3. Did the offeror report any unsatisfactory food service sanitation inspection reports?	<input type="checkbox"/>	Yes	<input checked="" type="checkbox"/>	No
Applicant Statements (reference page number): The applicant indicated no violations in responding to Question 6.A.3 on page 13. No other documentation submitted or required.				
Comments: Answer may be specific to the two ships proposed for entry in the park.				

3a. Were copies of the reports submitted?	<input type="checkbox"/>	Yes	<input type="checkbox"/>	No
Applicant Statements (reference page number): N/A				
Comments:				

3b. Did a background check identify any additional unsatisfactory reports?	<input type="checkbox"/>	Yes	<input checked="" type="checkbox"/>	No
Applicant Statements (reference page number):				

Comments: Verification checks with U. S. Public Health Service confirmed applicant's information.

Cr. 6a. Summary	Superior	X	Successful	Not Successful
<p>Summary Comments on this Factor: Applicant describes 1 marine casualty incident involving the grounding of a company vessel, M/V Horizon. In response to this incident, the applicant made findings regarding cause of the accident and acted to avoid a recurrence, including removal of the master from service. No other marine casualties were noted for 4 other vessels. No marine casualties, violations or unsatisfactory food service inspections were reported for the M/V Mercury or M/V Galaxy - the 2 vessels proposed for operation in the park. The applicant is considered successful in meeting this criterion.</p>				

CRITERION 6B. NONE

• **PRINCIPAL FACTOR 3. THE OFFEROR’S FINANCIAL CAPABILITY**

CRITERION 7A. THE OFFEROR DEMONSTRATES THAT NEEDED FUNDING (EQUITY AND/OR BORROWED) IS AVAILABLE AND IS DEMONSTRATED TO BE SUPPORTABLE WITHIN THE INCOME STATEMENT AND BALANCE SHEETS REQUIRED.

1. Provide the following information:

- a. For OFFERORS and CONCESSIONERS provide the latest financial statement for themselves and their parent company (if any) including the notes to the statements or similar explanatory material and the related audit report.
- b. For corporations, partnerships, or others that are OFFERORS, or that propose to provide the services or part of the services required: Provide the latest financial statement available including the notes to the statement or similar explanatory material and the related audit report.
- c. Sole proprietors and unconventional lenders and proposed individual investors: Provide personal financial statements.

1. Was the appropriate information provided?	X	Yes		No
Applicant Statements (reference page number): Attachment 1: Combined financial information provided for Celebrity/Royal Caribbean Cruise Line.				
Comments: The combined financial information does not allow specific analysis of the offeror, but information provided suggests Celebrity is a viable on-going cruise ship operator.				

2. Identify the source(s) of all needed funds. Document the source and availability of all funds with current audited financial statements, financing agreements, letters of commitment, and similar supporting documents from all sources. Present compelling evidence of offeror’s ability to obtain the necessary funds. Be specific. Identify all sources and provide complete documentation. Explain fully the financial arrangements you propose to use.

- a. If funds are to be obtained from individuals, provide a current personal financial statement, documentation of assets to be sold, commitments from lenders, or other assurances that meet the need to make a compelling demonstration that the funds are available and committed.
- b. Funds from other sources must be supported by a current, audited balance sheet and income statement and whatever supporting documents are needed to provide compelling evidence that funds are available and committed.
- c. Funds obtained by the sale of assets must be supported by a description and condition of the assets and any encumbrances on those assets and/or the proceeds of their sale. Also, the condition of the market for such items should be indicated in a way that identifies both the ability to sell the asset at the necessary time and the ability to sell at a price sufficient to meet funding expectations. Qualified appraisals and other professional estimates of value must be provided. You must prove in a compelling way that the asset will yield the necessary funds at the necessary time.

2. Were funding sources identified?	X	Yes		No
Applicant Statements (reference page number): See 1, above. There is an on-going ship building program, though no new building specifically for these services.				
Comments: See 1, above. There is an on-going ship building program, though evidently no new building specifically for these services.				

3. Describe how your financing arrangements, taken as a whole, are advantageous terms for financing that both balance the financial interests of the NPS in this PERMIT and the need for a soundly financed concessioner with the least number of financing issues to be negotiated in the future.

3. Were financing arrangements adequately described?	X	Yes		No
Applicant Statements (reference page number): See 1, above.				
Comments: See 1, above.				

Cr. 7a. Summary		Superior	X	Successful		Not Successful
Summary Comments on this Factor: Celebrity Cruises appears to be a viable on-going cruise ship operator. They already have the two ships they plan to use for Alaska service involving Glacier Bay.						

CRITERION 7B. NONE.

SECONDARY FACTOR(S). FRANCHISE FEE OFFERED ABOVE THE MINIMUM

CRITERION 8A. NONE

CRITERION 8B. A FRANCHISE FEE ABOVE THE LEVEL REQUIRED AT CRITERION 3A IS OFFERED.

A franchise fee offer above the required level will be a secondary factor as explained by the terms of PL 89-249 (and Public Law 104-333, Section 704, below²). Secondary factors will be used in the evaluation of offers when a

²Public Law 104-333, Section 704, states: "Fees paid by certain permittees for the privilege of entering into Glacier Bay shall not exceed \$5 per passenger. For the purposes of this subsection, 'certain permittee' shall mean a permittee which provides overnight accommodations for at least 500 passengers for an itinerary of at least 3 nights". Therefore, the NPS may not be able to accept a higher franchise fee from applicants who fit the definition of 'certain permittee', but may accept such an offer from other applicants.

selection of the best offer cannot otherwise be made from the results of evaluating the three primary factors. Public Law 89-249, Section 3(d) and 36 CFR Part 51.4b(3), (Both are included in the Appendix) provides guidance as to franchise fees.

1. Do you propose to offer a franchise fee above the level required at Criterion 3A?

1. Was a higher franchise fee offered? If yes, enter fee offered under "Applicant Statements".		Yes	X	No
Applicant Statements (reference page number): A higher fee was not offered				
Comments:				

Cr. 8b. Summary		Superior	X	Successful		Not Successful
Summary Comments on this Factor: A higher fee is not offered.						

This document accurately reflects the panel members evaluation of this offer.

Dave Nemeth /s/ Dave Nemeth	Stephen Crabtree /s/ Stephen Crabtree
Jerry Case /s/ Jerry Case	Randy King /s/ Randy King
Mary Beth Moss /s/ Mary Beth Moss	

End