Arizona Strip District
Special Recreation Permit Program

Business Plan

United States Department of the Interior
Bureau of Land Management

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TABLE OF CONTENTS

Introduction.................................................................................................................. 1
1. Area Description.................................................................................................... 2
2. Customer Description............................................................................................. 4
3. Objectives for Use of Fee Receipts ....................................................................... 7
4. Key Components of SRP Fee Program................................................................. 9
5. Recreation Use by Major Component................................................................. 10
6. SRP Fee Receipt History ..................................................................................... 11
7. Fee Collection Process......................................................................................... 12
8. Costs of Managing SRP Program ....................................................................... 12
9. Fee Calculation Process ...................................................................................... 14
    Recommendations, Reviews and Approval ......................................................... 16

LIST OF FIGURES

1. Graph of Census Data of Washington County ................................................. 6
2. Total Annual Visits .............................................................................................. 7
3. National SRP Fee Schedule .............................................................................. 10
4. District-wide SRPs ............................................................................................. 11
5. Vermilion Cliffs National Monument SRPs .................................................... 11
6. Arizona Strip Field Office SRPs ....................................................................... 11
7. Grand Canyon–Parashant National Monument SRPs ..................................... 11
8. Types of SRP Activities Permitted ................................................................... 11
9. SRP Fees Collected Revenue .......................................................................... 12
10. Cost of Permit Administration ......................................................................... 12
11. Average Cost of SRP by Year .......................................................................... 13
12. Comparison of Cost to Revenue per SRP ...................................................... 14

APPENDIX

1. Business Plan Recipient List .......................................................................... 17
2. Map of Arizona Strip Location ........................................................................ 19
3. SRP Cost Analysis ............................................................................................. 20
4. Estimated Time Spent on SRP Management .................................................... 21
ARIZONA STRIP DISTRICT
SPECIAL RECREATION PERMIT PROGRAM
BUSINESS PLAN

Enacted December 8, 2004

Introduction

This business plan has been prepared to meet the criteria defined in the Federal Lands Recreation Enhancement Act, 2004 (FLREA). The authorities and regulations for this plan are:

- The Federal Land Policy and Management Act (FLPMA), Public Law 94-579, which contains Bureau of Land Management’s (BLM) general land use management authority over the public lands, and establishes outdoor recreation as one of the principal uses of those lands. Section 302 (b) of FLPMA directs the Secretary of the Interior to regulate through permits or other instruments the use of the public lands, which includes commercial recreation use. Section 303 of FLPMA contains BLM’s authority to enforce the regulations and impose penalties.

- The Land and Water Conservation Fund Act (LWCFA), as amended, authorized BLM to collect fees for recreational use and to issue special recreation permits for group activities and recreation events.

- The Federal Lands Recreation Enhancement Act (FLREA) replaced LWCFA as BLM’s authority to collect fees in 2004. Under FLREA, Congress authorized the BLM to collect two types of recreation fees, Amenity Recreation fees and Special Recreation Permit (SRP) fees. The FLREA also authorizes the BLM to retain these fees locally so they can be used to repair, maintain, and upgrade recreational facilities and services to meet public demand.

- Title 43 Code of Federal Regulations, Part 2930 (43CFR2930) contains the regulations governing BLM’s recreation permitting programs.

The BLM strives to manage recreation and visitor services to serve diverse visitor outdoor recreation demands while helping maintain sustainable setting conditions so these recreation choices remain available. The BLM’s goals for delivering recreation benefits from BLM-administered lands to the American people and their communities are:

- Improve access to appropriate recreation opportunities;
- Ensure a quality experience and enjoyment of natural and cultural resources; and
- Provide for and receive fair value in recreation.
This business plan will assist the Arizona Strip District in meeting these recreation and visitor service goals for commercial and/or competitive activities, vendors, and organized group events as managed through the BLM’s SRP program. The SRP revenues described within this business plan are managed internally under Project AZ16. Because SRP revenues are managed differently than the Amenity fee revenues authorized by FLREA, they are accountable to the public as a separate project.

The Arizona Strip District also issues SRPs for an individual’s use of a Special Management Area (SMA), but that Project is described in a separate business plan. Vermilion Cliffs National Monument within the Arizona Strip District manages the Paria Canyon/Coyote Buttes SMA and issues individual SRPs for day hiking and overnight backpacking in the SMA. Amenity recreation fees for use of a campground (known as a Recreation Use Permit) are also collected within the Paria Canyon/Coyote Buttes SMA. For simplicity, administration of all fees collected within the Paria Canyon/Coyote Buttes SMA are combined and addressed in a comprehensive Paria Canyon/Coyote Buttes Special Management Area Business Plan (AZ01).

A third business plan (under development) is for a project called the Virgin River Basin Recreation Sites (AZ08). This business plan will address amenity fees collected at the Virgin River Gorge Scenic Gateway Site and Campground.

Consequently, this business plan pertains to the objectives for use, collection, cost of collection, and expenditure of only SRP fee revenues from recreational commercial and/or competitive activities, vending, and organized group events in the Arizona Strip District, which includes Grand Canyon-Parashant National Monument, the Arizona Strip Field Office, and Vermilion Cliffs National Monument.

This business plan is NOT APPLICABLE TO SRP COST RECOVERY ACCOUNTS. Such funds are not considered public fee revenues. Under other SRP regulations and policy the BLM is authorized, under certain situations, to require SRP permit applicants to pay costs related to processing their SRP application and managing their permit. These funds are deposited into separate accounts specific to the permit. The expenditure of those accounts is guided by separate policy and is accountable directly to the permittee.

1. Area Description

The Arizona Strip District manages SRPs on BLM-administered lands. Special Recreation Permits are issued on a discretionary basis to manage recreational commercial and/or competitive activities and organized group events.

The Arizona Strip District consists of 2,768,206 acres of BLM-administered lands within the 5-million acre area known as the Arizona Strip. The Arizona Strip is
located in the northwestern corner of Arizona, north of the Grand Canyon. These public lands are within the northern portions of Coconino and Mohave counties, Arizona, and in Arizona Congressional Districts 1 and 2. Local communities within and adjacent to the Arizona Strip District include Littlefield, Scenic, Beaver Dam, Colorado City, Fredonia, and Page, Arizona; Mesquite and Bunkerville, Nevada; and St. George, Hurricane, Washington, Santa Clara, Hildale, and Kanab, Utah. These communities all contribute to producing recreation/tourism opportunities for local, regional, national and international visitors.

Much of the Arizona Strip District and surrounding region can be enjoyed by driving for pleasure, flying, or vehicle exploring in mostly natural, quiet settings under night skies that are only slightly affected by indirect sources of outdoor artificial light emissions. Ponderosa and Pinyon Pine forests, basalt-capped mesas, colorful sandstone and limestone cliffs, deep slot canyons, and Mojave Desert bajadas and basins are some of the popular settings that attract visitors. Interstate 15, U.S. Highway 89A, State Route 389, and old U.S. Highway 91 are major tourist routes across the Arizona Strip and provide the only paved roads in the entire region.

The Arizona Strip District also attracts visitors interested in hunting and viewing wildlife. The region has long been known for its trophy-size mule deer, as well as populations of pronghorn, coyotes, Kaibab squirrel, quail, turkey, dove, rabbits, waterfowl, and the seldom seen mountain lion. Public lands are, therefore, attractive to hunters because of the experiences and beneficial outcomes associated with hunting opportunities. Mule deer, turkey, mountain lion, and desert bighorn sheep are the primary species that attract hunters seeking the assistance of hunting guides.

Many of the public lands in the region are near to and accessible from six different communities, including the metropolitan area surrounding St. George, Utah, making community interface lands extremely important for day-use recreation and organized group activities.

The Arizona Strip offers a moderate to high degree of challenge and risk for visitors seeking outdoor adventures of many kinds. Due to the ample supply of unpaved roads, primitive roads, trails, unconfined open landscapes, and a handful of backcountry airstrips, opportunities for the public to enjoy a wide variety of motorized, mechanized, and non-motorized recreation activities are very good. Public lands nearest urban areas tend to have the greatest variety of visitor use in the most confined spaces. Although the degree of challenge and risk found in these urban interface lands is typically not as important to visitors as it is in more remote settings, these areas can be important for competitive and challenge events.

The Arizona Strip District manages commercial, competitive, and organized group events through its SRP program. Commercial applications for motorized and non-motorized guiding and sightseeing within the national monuments on the Arizona Strip District are expected to increase in numbers each year. In
coordination with the St. George Field Office, the Arizona Strip Field Office has permitted for 20 years the annual Rhino Rally, sponsored by the Wizards Motorcycle Club, as well as portions of the Color Country Endurance Ride (an equestrian event). In recent years, organized events such as the Tri-State All-Terrain Vehicle (ATV) Jamboree have provided well-managed, guided ATV touring, using numerous combinations of looping routes in the Southern Utah/Northern Arizona area. The popularity of the Jamboree has grown beyond a local and regional event to being nationally renowned.

An integral part of the BLM’s recreation outreach is the Interagency Visitor Information Center in St. George, Utah, which is cooperatively managed with the Dixie-Arizona Strip Interpretive Association (DASIA). DASIA provides interpretation, education, and information to visitors interested in route conditions, current activities, and recreation opportunities available in the region.

The BLM co-manages Grand Canyon-Parashant National Monument with the National Park Service (NPS) which issues Commercial Use Authorizations (CUA) for commercial activities on NPS-administered lands. Competitive events are not authorized on NPS lands. Noncompetitive organized activities, if determined appropriate by NPS, are managed under Special Use Permits (SUP). Commercial and organized group events that occur on both NPS and BLM-administered land in Grand Canyon-Parashant National Monument may be issued both a CUA/SUP and a SRP. NPS CUAs or SUPs are not addressed in this business plan.

2. Customer Description

The Arizona Strip District field staff estimates that the majority of this District’s public land use is by local and regional residents. A demographic survey of commercial SRP clients visiting Arizona Strip District public lands has not been conducted, although a separate survey of individual SRP permittees that visit the Paria Canyon/Coyote Buttes SMA is addressed in the business plan for that fee project.

Activities that are conducted under SRPs often cater to non-resident U.S. citizens and international visitors. These clients rely on the expertise of local and regional guides, promoters/outfitters to help them realize the most satisfaction from their visit. Several examples are:

- **Hunting Outfitters.** These services are commonly used by residents and non-residents unfamiliar with local terrain who do not have the luxury of spending long periods of time scouting for good hunting areas. Outfitters usually provide full service guiding which includes; equipment, camping accommodations, and meals. Clients benefit from outfitter services by learning new outdoor skills, escaping social pressures, getting exercise, and perhaps feeling a sense of accomplishment in tracking and harvesting game.

- **Tour Guides.** Horses, all-terrain vehicles, and a variety of four-wheel drive
passenger vehicles are utilized to help clients explore public lands away from paved roads. Like hunting outfitters, tour guides help non-residents see the back country without the requisite backcountry skills, equipment for horseback riding or four-wheel driving, hiking and backpacking, ability to interpret a map, or much knowledge of their destination. Tour guides add local ‘flavor’ to sightseeing by providing historical/anecdotal information. Visitors enjoy facilitated access to the outdoors with friends, family or others with similar interests, with the objective to gain an increased appreciation for nature and an awareness of man’s relationship with the land. Guides facilitate learning new or improving outdoor skills, gaining an increased appreciation for nature and awareness of man’s relationship with the land.

- **Self-Guided Tour Operations.** Promoters provide detailed printed tour guides of well-marked routes to allow clients to independently explore backcountry in unfamiliar territory. These operations, such as dual sport motorcycle tours, appeal to local as well as non-resident visitors. Participants may gain a sense of adventure, improve their outdoor skills, spend time with people that have similar interests, and improve their mental health by being away from everyday responsibilities.

In addition to commercial services provided by hunting outfitters and tour guides, the Arizona Strip District also receives permit applications for competitive events including motorcycle, mountain bike, and Off Highway Vehicle (OHV) races. The potential exists to receive applications for various other types of both competitive and/or commercial activities.

From 2001 to 2006, Lake Mead National Recreation Area (NRA), Grand Canyon National Park, and Zion National Park recorded a slight, but steady increase in visitation. While visitor use for many years has had its peak-use during the spring and fall months, improved navigation technologies, outdoor gear, transportation modes and external promotion of local sites have contributed to visitation increases in what once were the “shoulder” or “off-season” summer and winter periods.

Trends within the Arizona Strip District are similar but for localized reasons. For example, winter use in the St. George Basin involves all but the true winter sports activities, because the mild winter climate provides excellent opportunities for warm weather activities while most of the remaining region to the north and east lie under snow. Vermilion Cliffs National Monument provides another example of changing trends. Internationally renowned, a huge destination orientation demand for Coyote Buttes and its surrounding formations (such as White Pockets) combined with visitor use limits have pushed visitor use into summer and winter months previously thought to be intolerable due to temperatures and route conditions.

The continuing demographic shift of population into the Southwest, increasing popularity of national monuments, and growing interest in “adventure tourism” will likely result in an increasing demand for recreation opportunities in key areas across the Arizona Strip District over the next 20 years.

The St. George area has had incredible growth in recent years (Figure 1). In
2005 and 2006, the St. George area was the second fastest growing city in the United States. Due to its mild climate, St. George has been named a great place to retire by several sources such as the AARP organization and *CNN Money* Magazine. This growing population is expected to result in a growing demand for increased recreational services and support from the Arizona Strip District Office (Figure 2).

Figure 1. Derived from census data for Washington County; St George, Washington City, Hurricane, Ivins, Santa Clara, and La Verkin, Utah.
Figure 2. Visitation results as reported by the BLM in RMIS (Recreation Management Information System). The numbers are derived from numerous traffic counters, trail registers, use permits, and use estimates. The 1999 data is for the areas that later became National Monuments in 2000.

3. Objectives for the Use of Fee Receipts

The primary purpose of this business plan is to assure public accountability for the collection and expenditure of SRP fee revenues. This is accomplished by sharing the Arizona Strip District’s objectives for the processing and expenditure of these revenues as allowed under current law.

The BLM is authorized to expend up to 15% of the fee revenues for general administration, overhead, and indirect costs, (including labor) of a SRP program. The Arizona Strip District recognizes this as the highest priority objective for the use of SRP revenues; without it, the capability to process permit applications and manage approved permits would be constrained by available federal appropriations. The Arizona Strip District will use this portion of the revenues to fund items such as, but not limited to: labor for handling and deposition of fee receipts, development of SRP management policies, travel and training associated with SRP management, purchasing equipment and supplies directly related to SRP monitoring and compliance (GPS devices and software, cameras, radios, etc.).
The Arizona Strip District’s second priority for the use of SRP fee receipts is to help visitors, who are exposed to public lands through permitted activities as clients of commercial services or participants in events, to attain certain beneficial outcomes they sought from their experience. These outcomes were described in Section 2. Specifically, revenues will be used to purchase and distribute brochures and other interpretive materials (i.e. *Tread Lightly/Leave No Trace*) to SRP event participants and commercial clients to promote ethical, lawful and responsible behavior on public lands and to promote an increasing appreciation for nature and awareness of man’s relationship with the land.

The third priority objective for the use of SRP fee revenues will be to initiate an annual training session to SRP holders. This annual training session will provide education, training, and awareness to benefit the permittees and their clients which should result in decreasing costs.

The Arizona Strip District’s fourth priority objective will be to monitor SRPs to ensure public safety. Fee revenues may be used for law enforcement and on-the-ground monitoring of specific SRP activities or events to assure permit compliance and visitor safety at those events. However, law enforcement activities which are administrative or provide general overhead to the permitting program will not be funded from these revenues.

The Arizona Strip District’s fifth priority objective will be to use available funding for the purchase and installation of educational/interpretive wayside exhibits at strategic locations to advise permittees, commercial clients, and the public of regulations, ethical behavior and special restrictions. These on-the-ground projects produce off-site environmental and social benefits (such as increased protection of natural resources) by producing settings for participants seeking to escape social pressures and enjoy the outdoors with friends, family or others with similar interests.

The amount of SRP revenues collected by the Arizona Strip District will rarely allow annual expenditures in each of these priorities. Other Federal funding sources will be used to help meet these objectives. Flexibility in meeting 100% of these objectives may be necessary in order to achieve them. For example, if a supply of brochures (priority # two) is already in stock, the Arizona Strip District may refrain from using the account until there is enough money to purchase a kiosk (priority # five), while using Federal appropriation or permit cost recovery accounts to conduct specific permit monitoring (priority # four).
4. Key Components of the SRP Fee Program

The Federal Land Policy and Management Act (FLPMA) of 1976, enables the BLM to regulate use of the public lands through the administration of SRPs. The Arizona Strip District SRP program includes permitting commercial and competitive activities, and organized group events. SRPs are issued with stipulations the BLM determined appropriate to mitigate the potential impacts to the natural and cultural resources of the public lands. SRPs are issued for the following type of activities:

- **Commercial** - any activity on the public lands where a person, group, or organization attempts to make a profit, receive money, or pay for public advertising as a commercial activity. Commonly permitted commercial activities within the ASDO include hunting outfitters and motorized and non-motorized guide and sightseeing operations.

- **Competitive** – any organized, sanctioned, or structured use, event, or activity on public land in which two or more contestants compete. SRPs for competitive events including road rallies, mountain bike races and OHV races.

- **Organized Group Events** - activities on the public lands that are part of a structured, ordered, consolidated, or scheduled event for recreational purposes. Permitting organized group events enables community groups to recreate together on their public lands. SRPs have been issued on the ASDO for equestrian events and ATV jamborees.

The SRP fee schedule for commercial activities is established nationally for all BLM field offices, and the ASDO does not have the authority to change this. Fee receipts derived from recreational commercial, competitive, and organized group event SRPs are routinely calculated using national fee schedule guidance found in BLM Recreation Permit Administration Manual H-2930-1, Section III.G. As of March 2008, this schedule includes the following:
There are also other fees that may apply. The complete fee schedule outlined in the manual section is available for review at the Arizona Strip District Office.

5. Recreation Use by Major Component

The data below (Tables 2 - 6) shows the number, types, and activity of SRPs (new and multi-year permits) authorized by the Arizona Strip District in recent years.
6. SRP Fee Receipt History

Table 7 displays SRP fees collected for fiscal years 2006 through 2008 on the Arizona Strip District. Most of these fee receipts displayed were based on an
earlier national fee schedule.

<table>
<thead>
<tr>
<th>Fiscal Year</th>
<th>Commercial Fees</th>
<th>Competitive Fees</th>
<th>Organized Group Fees</th>
<th>Total Fees Collected</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY06</td>
<td>$11,584</td>
<td>$1,696</td>
<td>$0</td>
<td>$13,372</td>
</tr>
<tr>
<td>FY07</td>
<td>$8,790</td>
<td>$1,894</td>
<td>$0</td>
<td>$10,774</td>
</tr>
<tr>
<td>FY08</td>
<td>$8,979</td>
<td>$1,783</td>
<td>$151</td>
<td>$11,008</td>
</tr>
</tbody>
</table>

Figure 9. Arizona Strip District SRP Fees Collected

7. Fee Collection Process

SRP fees are collected in accordance with the BLM’s H-2930-1 Recreation Permit Administration Handbook.

8. Costs of Managing the SRP Program

Table 8 below illustrates the total costs for administration of the SRP program from 2006 through 2008, with projected costs through 2010. It is subdivided into two components: Processing costs and Compliance costs. The total cost for processing includes all aspects of approving the application including environmental compliance, fee collection, and interpreting the BLM’s mission, regulations, and planning prescriptions. Total compliance cost includes any field-related work in regard to permitted uses, restoration efforts, law enforcement, use studies, settling disputes, and repairs. There is a worksheet that breaks down the total cost by individual employee time in Appendix 3. A table showing a comparison of employee time by percentages is in Appendix 4. Table 8 shows that over the course of these years, the average cost of processing a permit per year is $12,116 and the average cost of compliance per year is $17,469. This results in an average total program cost per year of $31,565.

<table>
<thead>
<tr>
<th>Fiscal Year</th>
<th>Processing</th>
<th>Compliance</th>
<th>Total Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Fee Agreements</td>
<td>Visitor Services Interpretation</td>
<td>Processing Sub-total</td>
</tr>
<tr>
<td>2006</td>
<td>$0</td>
<td>$10,430</td>
<td>$10,430</td>
</tr>
<tr>
<td>2007</td>
<td>$0</td>
<td>$11,692</td>
<td>$11,692</td>
</tr>
<tr>
<td>2008</td>
<td>$0</td>
<td>$11,953</td>
<td>$11,953</td>
</tr>
<tr>
<td>2009*</td>
<td>$0</td>
<td>$12,706</td>
<td>$12,706</td>
</tr>
<tr>
<td>2010*</td>
<td>$0</td>
<td>$13,802</td>
<td>$13,802</td>
</tr>
<tr>
<td>Average</td>
<td>$0</td>
<td>$12,117</td>
<td>$12,116</td>
</tr>
</tbody>
</table>

*Projection
Figure 10. Cost of Permit Administration – Arizona Strip District
Table 9 shows the estimated average total annual costs of processing a single SRP application and conducting compliance checks on the permit for each year from 2006 through 2008, and estimated projections for 2009 and 2010. This information was determined by dividing the total costs attributed to these work activities in the Arizona Strip District (Table 8) by the number of permits managed each year. Since the average cost of the program for these years is $31,565, and the average number of permits is 40 per year, the average cost per permit is $778.

<table>
<thead>
<tr>
<th>Fiscal Year</th>
<th>Total Cost</th>
<th>Number of SRPs</th>
<th>Cost of SRP</th>
</tr>
</thead>
<tbody>
<tr>
<td>2006</td>
<td>$26,761</td>
<td>41</td>
<td>$652</td>
</tr>
<tr>
<td>2007</td>
<td>$28,796</td>
<td>38</td>
<td>$758</td>
</tr>
<tr>
<td>2008</td>
<td>$28,218</td>
<td>39</td>
<td>$724</td>
</tr>
<tr>
<td>2009*</td>
<td>$30,185</td>
<td>41</td>
<td>$736</td>
</tr>
<tr>
<td>2010*</td>
<td>$43,864</td>
<td>43</td>
<td>$1,020</td>
</tr>
<tr>
<td>Average</td>
<td>$31,565</td>
<td>40</td>
<td>$778</td>
</tr>
</tbody>
</table>

*Projection

The SRP national fee schedule, which sets how much revenue can be collected from these permits, does not take into account the actual cost of operations for a local program. Table 9 serves to illustrate the revenues that would be required for the Arizona Strip District commercial and/or competitive activities/organized group event SRP program to be self-sufficient.

What Table 9 does not illustrate is that few permitting activities are “average.” Some activities involve more staff time and resources than others. For these reasons the BLM was authorized to require certain permit applications to pay cost recovery fees. “If more than 50 hours of staff time is required for processing a permit, cost recovery of direct expenses related to the permit will be charged. If the 50-hour cost recovery threshold is anticipated to be exceeded then recovery of cost begins with the first hour.” (H-2930-1 Recreation Permit Administration 2005)
Figure 12. This is a comparison graph of Cost to Revenue per SRP, showing the expenses, revenue, and net difference per SRP per year. (See worksheet in Appendix 3).

Figure 3 above illustrates the net difference between the revenues collected from SRPs compared to the costs of SRP administration between 2006 and 2008, with projections for the years 2009 and 2010. The average difference works out to approximately $440, which must be funded through appropriated dollars. This is why the Arizona Strip District is continuously working to improve business practices to make the processing and monitoring of SRPs more efficient. Such efforts include programmatic environmental assessments whenever common activity proposals can be identified, streamlined environmental compliance, standardized stipulations, and increasing use of internet resources, capabilities, and services.

9. Fee Calculation Process

National SRP management regulations specify that SRP fees for commercial and/or competitive activities, and organized group events, cannot be set by the local BLM office. Rather, they are determined by the Director at the BLM’s Washington Office level. For consistency, this is generally done in concert with the U.S. Forest Service. The current fee schedule was last adjusted nationally on April 1, 2008, in accordance with a three-year fee adjustment policy published in the Federal Register on October 19, 1989 (54 FR 42998).
10. Customer Feedback and Public Review

Feedback from SRP customers is solicited annually to provide an opportunity for customers to comment on any aspect of the BLM permitting program. Usable and constructive suggestions are considered and those that may improve local service or processing efficiency are implemented as appropriate.

This project’s business plan was made available for a 30-day public review between April 24 and May 31 of 2009. This was done by:

- Mailing copies to our stakeholders, including customers who currently hold a SRP and groups/clubs that may potentially seek a SRP (a list of these customers is provided in Appendix 1);
- The plan was posted on the Arizona BLM website;
- A local press release indicated availability of the plan; and
- Copies were made available at the Arizona Strip District office in St. George, Utah for walk-in customers.

Despite these outreach efforts, no public comments were received. The BLM interprets this to mean that those of the public that reviewed the proposed plan had no issues with the proposal, and therefore found it acceptable. Consequently, no changes to the draft were made in response to public comment.

Meanwhile, new national and state policies had been issued regarding how documents to be posted to the web are to be prepared and presented. These changes were welcomed in order that documents could be more readily accessible to software designed to assist visually challenged readers. As a result, certain charts, tables, and graphs in this document have been revised, updated, and edited since the draft was released for review. In addition, minor updates and edits throughout the text were incorporated.

Upon approval of the “Arizona Strip District Special Recreation Permit Program Business Plan”, a copy will be mailed to all stakeholders listed in Appendix 1.
RECOMMENDATIONS, REVIEWS and APPROVALS

Recommended By:

Signed *Diana Hawks* 9/16/09
Team Lead, Recreation, Wilderness and Cultural Resources
Arizona Strip District

Reviewed By:

Signed *Lorraine Christian* 9/16/09
Field Manager
Arizona Strip Field Office

Signed *Linda Price* 9/16/09
Monument Manager
Vermilion Cliffs National Monument

Signed *Thomas R. Edgerton* 9/16/09
Monument Manager
Grand Canyon-Parashant National Monument

Signed *Jeffrey S. Bradybaugh* 9/16/09
Superintendent, National Park Service
Grand Canyon-Parashant National Monument

Approved By:

Signed *Scott R. Florence* 9/21/09
District Manager
Arizona Strip Field Office
Appendix 1

The following parties were mailed copies of the Arizona Strip District Special Recreation Permit Draft Business Plan on April 27, 2009:

- Altimus Adventures  
  Pearce AZ  85250  
  Double H Outfitters  
  Holbrook, AZ  86025

- Anasazi ATV Adventures  
  Kanab, UT  84741  
  Dreamland Safari  
  Kanab, UT  84741

- Arizona Wildlife Outfitters  
  Kingman, AZ  86401  
  Dry Creek Outfitters  
  Yucca Valley, CA  92284

- Bar 10 Ranch  
  St. George, UT  84791  
  End of Trail Shuttles  
  Marble Canyon, AZ  86036

- Bedlion Outfitters  
  Flagstaff, AZ  86004-5438  
  Gemini Adventures  
  Gilbert, AZ  85296

- Big Chino Outfitter & Guides  
  Prescott, AZ  86304  
  Goswick Outfitters  
  Humboldt, AZ  86329

- Blue River Adventures  
  Blue, AZ  85922  
  Grand Circle Field School  
  Albuquerque, NM  87122

- Buckhorn Llama Co.  
  Masonville, CO  80541  
  Grand Slam Safaris  
  Smith, NV  89460

- Canyon Country 4X4 Club  
  Kanab, UT  84741  
  Great Outdoors Guide Service  
  Mesa, AZ  85207

- Canyon Rim Adventures  
  Kanab, UT  84741  
  Hide N Seek Outfitters  
  Henderson, NV  89015

- Circle Tours  
  Page, AZ  86040  
  James Guide Service  
  Flagstaff, AZ  86003

- Mr. Clay Bundy  
  St. George, UT  84790  
  JKF Outfitting  
  Phoenix, AZ  85032

- Colorado River Discovery  
  Page, AZ  86040  
  Johnson Brothers Service  
  Fredonia, AZ  86022

- Colorland Outfitters  
  Santa Clara, UT  84765  
  Just Roughin’ It Adventures  
  Chandler, AZ  85244

- Diablo Canyon Outfitters  
  Queen Creek, AZ  85242  
  Kokopelli ATV Club  
  Mesquite, NV  89027

- Double D Outfitters  
  Bullhead City, AZ  86439  
  Leeder Hunting  
  New Harmony, UT  84757
Lonetree Outfitters  
Payson, UT  84651

Lost Springs Outfitters  
Ely, NV   89301

Randy Bryant  
Williams, AZ   86046

McClendon and Sons Service  
Cottonwood, AZ  86326

MDA Outfitters  
Washington, UT   84780

National Outdoor Leadership School (NOLS)  
Lander, WY   82520

Old West Outfitter  
Moccasin, AZ 86022

Overland Canyon Tours  
Page, AZ  86040

Paria Outpost  
Big Water, UT  84741

Red Mountain Spa  
Ivins, UT  84738

Sage Outfitters  
Gilbert, AZ  85233

Sagebrush Outfitters  
Kanab, UT  84741

Second Nature Entrada  
Santa Clara, UT  84765

Sierra Club  
San Francisco, CA  94105

Six Shooter Molly Outfitters  
Ash Fork, AZ   86320

Sol Journey  
Prescott, AZ   86303

Starr Guide Service  
Paulden, AZ  86334

SW Photography Adventures  
Sedona, AZ  86351

Torque Motorsport Rentals  
Hurricane, UT   84737

Mr. Tory Brock  
Kanab, UT  84741

Triple H Hunting  
Levan, UT  84639

Tri-State Jamboree  
Hurricane, UT 84737

Mr. Dale Grange  
LaVerkin, UT  84745

United States Outfitters  
Taos, NM   87571

UT/AZ ATV Club  
Kanab, UT 84741

Vaquero Outfitters  
Chino Valley, AZ  86323

White Cloud Outfitters  
Challis, ID  83226

Wizards Motorcycle Club  
Washington, UT   84780

Zion Adventure Company  
Springdale, UT 84767
## Appendix 3 - SRP Cost Analysis

### Arizona Strip District

<table>
<thead>
<tr>
<th>Office, Position, and Grade</th>
<th>2006 Pay</th>
<th>% time</th>
<th>cost</th>
<th>2007 Pay</th>
<th>% time</th>
<th>cost</th>
<th>2008 Pay</th>
<th>% time</th>
<th>cost</th>
<th>2009 Pay</th>
<th>% time</th>
<th>cost</th>
<th>2010 Pay</th>
<th>% time</th>
<th>cost</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Arizona Strip Field Office</strong></td>
<td></td>
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</tr>
<tr>
<td>Field Manager GS-13</td>
<td>$77,151.06</td>
<td>0.5%</td>
<td>$385.76</td>
<td>$79,949.29</td>
<td>0.5%</td>
<td>$399.75</td>
<td>$82,849.00</td>
<td>0.5%</td>
<td>$414.25</td>
<td>$85,748.72</td>
<td>0.5%</td>
<td>$428.74</td>
<td>$88,749.92</td>
<td>0.5%</td>
<td>$443.75</td>
</tr>
<tr>
<td>Recreation Team Lead GS-12</td>
<td>$72,990.35</td>
<td>5%</td>
<td>$3,649.52</td>
<td>$75,637.67</td>
<td>10%</td>
<td>$7,563.77</td>
<td>$78,381.00</td>
<td>1.5%</td>
<td>$1,175.72</td>
<td>$81,124.34</td>
<td>1.5%</td>
<td>$1,216.87</td>
<td>$83,963.69</td>
<td>1.5%</td>
<td>$1,259.46</td>
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<tr>
<td>Outdoor Recreation Planner GS-11</td>
<td>$52,437.28</td>
<td>5%</td>
<td>$2,621.86</td>
<td>n/a</td>
<td>n/a</td>
<td>n/a</td>
<td>$56,310.00</td>
<td>10%</td>
<td>$5,631.00</td>
<td>$58,280.85</td>
<td>10%</td>
<td>$5,828.09</td>
<td>$60,320.68</td>
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<td>$6,032.07</td>
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<tr>
<td>Law Enforcement Officer GS-12</td>
<td>$68,933.93</td>
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<td>$3,446.70</td>
<td>$71,434.13</td>
<td>5%</td>
<td>$3,571.71</td>
<td>$74,025.00</td>
<td>10%</td>
<td>$7,402.50</td>
<td>$76,615.88</td>
<td>5%</td>
<td>$3,830.79</td>
<td>$79,297.43</td>
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<td>$3,964.87</td>
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<tr>
<td>Law Enforcement Officer GS-9</td>
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<td>$2,236.99</td>
<td>$46,362.46</td>
<td>5%</td>
<td>$2,318.12</td>
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<td>n/a</td>
<td>n/a</td>
<td>n/a</td>
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<td>n/a</td>
<td>n/a</td>
<td>n/a</td>
<td>n/a</td>
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<tr>
<td><strong>Vermilion Cliffs National Monument</strong></td>
<td></td>
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<tr>
<td>Monument Manager GS-12</td>
<td>$70,962.14</td>
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<td>$354.81</td>
<td>$73,535.90</td>
<td>0.5%</td>
<td>$367.68</td>
<td>$76,203.00</td>
<td>0.5%</td>
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<td>$78,870.11</td>
<td>0.5%</td>
<td>$394.35</td>
<td>$81,630.56</td>
<td>0.5%</td>
<td>$408.15</td>
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<tr>
<td>Outdoor Recreation Planner GS-7/9</td>
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<td>3%</td>
<td>$1,208.05</td>
<td>$41,729.00</td>
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<td>$2,086.45</td>
<td>$45,040.00</td>
<td>5%</td>
<td>$2,252.00</td>
<td>$46,542.00</td>
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<td>$2,327.10</td>
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<tr>
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<td>$52,586.71</td>
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<td>$2,629.34</td>
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<tr>
<td><strong>Grand Canyon-Parashant National Monument</strong></td>
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</tr>
<tr>
<td>Monument Manager GS-13</td>
<td>$77,151.06</td>
<td>0.5%</td>
<td>$385.76</td>
<td>$79,949.29</td>
<td>0.5%</td>
<td>$399.75</td>
<td>$82,849.00</td>
<td>0.5%</td>
<td>$414.25</td>
<td>$85,748.72</td>
<td>0.5%</td>
<td>$428.74</td>
<td>$88,749.92</td>
<td>0.5%</td>
<td>$443.75</td>
</tr>
<tr>
<td>Outdoor Recreation Planner GS-7/11</td>
<td>$37,717.41</td>
<td>10%</td>
<td>$3,771.74</td>
<td>$39,085.40</td>
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<td>$3,908.54</td>
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<td>$4,504.00</td>
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<td>$5,449.40</td>
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<tr>
<td>NPS Law Enforcement Officer GS-12</td>
<td>$70,962.14</td>
<td>5%</td>
<td>$3,548.11</td>
<td>$73,535.90</td>
<td>5%</td>
<td>$3,676.79</td>
<td>$76,203.00</td>
<td>5%</td>
<td>$3,810.15</td>
<td>$78,870.11</td>
<td>5%</td>
<td>$3,943.51</td>
<td>$81,630.56</td>
<td>5%</td>
<td>$4,081.53</td>
</tr>
<tr>
<td>NPS Law Enforcement Officer GS-9</td>
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<td>5%</td>
<td>$2,656.55</td>
<td>$55,058.08</td>
<td>5%</td>
<td>$2,752.90</td>
<td>$57,055.00</td>
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<td>$59,051.93</td>
<td>5%</td>
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<td>BLM Law Enforcement Officer GS-11</td>
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<tr>
<td><strong>Total Cost</strong></td>
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<tr>
<td><strong>Total Revenue</strong></td>
<td>$13,372.27</td>
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<td>$10,774.15</td>
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<td>$11,008.00</td>
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<td>$11,000.00</td>
<td></td>
<td></td>
<td>$13,000.00</td>
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<tr>
<td><strong>Total SRPs issued</strong></td>
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<td>41</td>
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<td>41</td>
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<td>43</td>
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<tr>
<td><strong>Cost per SRP</strong></td>
<td>$326.55</td>
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<td>$474.27</td>
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<td>$441.29</td>
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<td>$491.15</td>
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<td>$465.44</td>
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### Estimated Time Spent on SRP Management

<table>
<thead>
<tr>
<th></th>
<th>Processing</th>
<th>Compliance</th>
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<tbody>
<tr>
<td></td>
<td>Fee</td>
<td>Visitor</td>
<td>Resource</td>
<td>Law Enforcement</td>
<td>Repair, Maintenance &amp; Facility Enhancement</td>
</tr>
<tr>
<td></td>
<td>Agreements</td>
<td>Services</td>
<td>Protection,</td>
<td></td>
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</tr>
<tr>
<td></td>
<td></td>
<td>Interpretation</td>
<td>Habitat Restoration</td>
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</tr>
<tr>
<td>Managers</td>
<td>0%</td>
<td>100%</td>
<td>0%</td>
<td>0%</td>
<td>0%</td>
</tr>
<tr>
<td>Outdoor Recreation Planners</td>
<td>0%</td>
<td>83%</td>
<td>10%</td>
<td>0%</td>
<td>7%</td>
</tr>
<tr>
<td>Law Enforcement Officers</td>
<td>0%</td>
<td>0%</td>
<td>10%</td>
<td>80%</td>
<td>10%</td>
</tr>
</tbody>
</table>

Estimated Time Spent on SRP Management