



**CUMBRES & TOLTEC SCENIC RAILROAD  
REQUEST FOR PROPOSALS (RFP No. 2026-FB-01)  
Food, Beverage & Camp-Style Catering Services**

v.12.12.2025

<b>Issuer:</b>	Cumbres Toltec Operating, LLC
<b>Project:</b>	Food, Beverage & Camp-Style Catering Services
<b>Locations:</b>	Antonito, CO & Chama, NM
<b>Issue Date:</b>	<b>December 1, 2025</b>
<b>Proposals Due:</b>	<b>January 20, 2026 (5:00 PM MST)</b>
<b>Submission Email:</b>	emason@cumbrestoltec.com

Confidential

<b>Mailing Address:</b>	P.O. Box 668, Antonito, CO 81120
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## **1.0 INTRODUCTION AND BACKGROUND**

The Cumbres & Toltec Scenic Railroad (CTSRR) is a National Historic Landmark owned by the states of Colorado and New Mexico and operated by the Cumbres Toltec Operating, LLC. Built in 1880 and spanning 64 miles through the Rocky Mountains, the railroad offers one of America’s most authentic steam rail experiences. Today, CTSRR is reimagining what this historic line can be, transforming from a purely heritage attraction into a dynamic destination that offers diverse, immersive experiences appealing to new generations of travelers.

CTSRR is evolving its services and guest experiences to ensure the railroad’s long-term viability and economic impact on surrounding communities. This evolution includes an expanded portfolio of themed and seasonal events, such as the Dark Sky Train, Dinner Trains, Wine & Spirits Trains, Holiday Express, Music and Storytelling Trains, and other special programs that blend historic steam railroading with modern experiential design. These new offerings are designed to attract a broader demographic, extend the operating season, and deepen visitor engagement through creativity, culinary excellence, and cultural partnerships.

To support this growth, CTSRR seeks a food service partner capable of elevating the onboard and on-site dining experience in alignment with its expanding program of themed excursions and events. The selected partner will play a vital role in shaping the railroad’s next chapter—helping deliver innovative, high-quality, and memorable culinary experiences that complement CTSRR’s mission to preserve its heritage while inspiring the travelers of tomorrow.

The Cumbres Toltec Operating, LLC (CTO, LLC) invites experienced firms to submit proposals for the comprehensive management and operation of all food and beverage services. This encompasses daily operations at the Osier Dining Hall, select services at Cumbres Pass and Big Horn, and Camp-Style Chuck Wagon Dinners for large groups ranging from 100 to over 500 guests.

The primary mid-day dining location, the Osier Dining Hall, operates entirely off the grid, requiring specialized logistical planning for power, water, sanitation, and supply management. Cumbres & Toltec have installed large diesel generators to provide the necessary power. There is also potable water through a spring-fed water line. A septic system is also installed to handle guest waste and facility waste.

The Cumbres & Toltec Scenic Railroad seeks a partner capable of delivering a high-quality guest experience that deeply reflects the heritage and authenticity of the historic steam railroad. Proposals must demonstrate expertise in high-volume dining, off-grid logistics, and an unwavering commitment to inclusive dining, offering excellent vegan, vegetarian, and gluten-free options that do not compromise the overall culinary experience.

## 2.0 SCOPE OF SERVICES

The selected Vendor will be responsible for the full range of food and beverage services as outlined below.

### ***A. Daily & Standard Service***

- **Daily Osier Dining Hall Service (Tues – Sunday):** Provide and manage all aspects of high-volume, quick-turn lunch service for train passengers.
- **Menu Planning & Provisioning:** Complete responsibility for menu development, ingredient purchasing, food preparation, storage, and inventory management. Menus must prioritize quality and efficient high-volume delivery.
- **Inclusive Dining Options:** Mandatory provision of appealing and substantive Vegan, Vegetarian, and Gluten-Free menu alternatives for all standard services.

### ***B. Catering & Special Events***

- **Camp-Style Chuck Wagon Dinners:** Plan, prep, and execute large-scale, camp-style dinner service at designated off-site locations, including Osier, Cumbres Pass, and Big Horn. Events may cater to 50–500+ guests.
- **Event and Charter Catering:** Provide custom catering services for special events, private charters, and other CTO, LLC needs as requested.

### ***C. Logistics & Compliance***

- **Service & Cleanup:** Responsible for all food service, staffing, dishwashing, dining area setup, and cleanup at all locations.
- **Sanitation & Waste Management:** Strict adherence to all applicable health codes in Colorado and New Mexico. Full responsibility for all waste and grease disposal, including management of the off-grid systems at Osier.
- **Coordination:** Close and effective coordination with C&TS train schedules, and operations staff to ensure seamless service flow.

## Historical Ridership:

- 2026 Pax Goal 34,000
- 2025 Pax: 29333 / 31192 with Santa Trains
- 2024 Pax: 37,000
- 2023 Pax: 32,000

## 3.0 MINIMUM QUALIFICATIONS

Proposers must demonstrate the following minimum qualifications to be considered for this contract:

- **Experience:** A minimum of five (5) years of documented experience in large-scale catering, food service, or high-volume dining operations.
- **Preferred Experience:** Prior experience operating in off-grid, remote, or transportation/railroad-based food service environments is strongly preferred.
- **Licensing & Insurance:** Must provide proof of valid food service licensing (or ability to secure immediately) and minimum insurance coverage (see Section 8.0) in both Colorado and New Mexico.

## 4.0 INSTRUCTIONS TO BIDDERS

### ***A. Questions and Clarifications***

Any questions regarding this RFP must be submitted in writing via email to Eric Mason, CEO, emason@cumbrestoltec.com, no later than 5:00 PM MST on December 20, 2025.

### ***B. Mandatory Pre-Bid Meeting***

A mandatory pre-bid meeting and site inspection will be held on December 9, 2025, at 12:00 Noon MST at the Osier Dining Hall (weather permitting). Proposers wishing to submit a proposal are required to attend this meeting. Specific logistical details for reaching the remote site will be provided upon registration of intent to bid.

### ***C. Addenda***

The CTO, LLC reserves the right to issue addenda to this RFP. Any addenda will be shared with all registered Proposers who attended the mandatory pre-bid meeting. Proposers are responsible for ensuring they have received and acknowledged all issued addenda.

### ***D. Proposal Withdrawal and Amendment***

Proposals may be withdrawn or amended via written notice to the Submission Email (emason@cumbrestoltec.com) prior to the Proposal Due Date. After the due date, proposals become the property of the CTO, LLC, and may not be withdrawn or amended.

### ***E. Binding Period***

All proposals shall remain valid and open for acceptance by the CTO, LLC for a period of sixty (60) days following the Proposal Due Date.

## **5.0 PROPOSAL FORMAT**

Proposals must be organized and clearly labeled according to the following structure:

- **Cover Letter & Company Overview:** A formal letter of introduction detailing the Proposer's interest and a brief summary of the company's structure and mission.
- **Organizational Experience & References:** Detailed documentation of the Proposer's five (5) or more years of experience, including examples of similar high-volume or remote operations.
- **Staffing & Management Plan:** A comprehensive plan detailing the organizational chart, key personnel, recruitment, training, and operational management strategy for all sites.
- **Menu Samples and Pricing:** Sample menus and inclusive pricing structures for the daily Osier lunch service, a Camp-Style Chuck Wagon Dinner, and examples of the mandatory inclusive (Vegan/Vegetarian/Gluten-Free) options.
- **Financial Proposal / Concession Model:** A detailed breakdown of the proposed financial model, including any revenue-sharing, concession fees, or pricing structures being proposed.
- **Proof of Licensing & Insurance:** Current documentation of all required licensing and the ability to meet the insurance minimums detailed in Section 8.0.
- **References:** A minimum of three (3) professional references from previous clients of similar scope and scale.

## **6.0 EVALUATION CRITERIA**

Proposals will be evaluated based on the criteria and relative weights shown in the table below. The CTO, LLC reserves the right to conduct interviews or request best-and-final offers.

Criterion	Weight
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<b>Experience &amp; References (5+ yrs)</b>	25%
<b>Menu Creativity &amp; Dietary Inclusivity</b>	15%
<b>Operational &amp; Staffing Plan</b>	20%
<b>Camp/Chuck Wagon/Special Event Capability</b>	20%
<b>Financial Proposal</b>	20%
<b>TOTAL</b>	<b>100%</b>

## 7.0 CONTRACT REQUIREMENTS

### ***A. Term and Renewal***

The initial contract term will be for three (3) years, commencing on May 15th and concluding on February 28, 2029. The contract may include two (2) optional one-year renewal periods, exercisable solely by CTO, LLC.

### ***B. Insurance Minimums***

The selected Vendor must maintain, at their sole expense, the following minimum insurance coverage:

- **Commercial General Liability:** A minimum of \$1,000,000 per occurrence and \$2,000,000 aggregate.
- **Liquor Liability:** Required coverage if the Vendor intends to serve or sell alcoholic beverages.
- **Workers' Compensation:** Coverage must meet the statutory requirements of both Colorado and New Mexico.

The Cumbres & Toltec Scenic Railroad Commission and the CTO, LLC shall be named as additional insured parties on the General Liability policy.

## 8.0 SCHEDULE OF EVENTS

The following is the anticipated schedule for this procurement process:

Action	Date	Time
RFP Issue	Dec 1, 2025	—
Mandatory Pre-Bid Meeting	Dec 15, 2025	10:00 AM MST
Questions Due	Dec 20, 2025	5:00 PM MST
Proposals Due	Jan 9, 2026	5:00 PM MST
Evaluation Period	Jan 10–24, 2026	—
Contract Award	Feb 3, 2026	—

## 9.0 PROPOSAL SUBMISSION

### *A. Submission Method*

All proposals must be submitted electronically in PDF format to the designated email address: [emason@cumbrestoltec.com](mailto:emason@cumbrestoltec.com).

### *B. Subject Line*

The email subject line must adhere strictly to the following format:

“RFP No. 2026-FB-01 Submission – [Company Name]”

***C. Deadline and Acceptance***

Proposals must be received by the Submission Email no later than 5:00 PM MST on January 9, 2026. Late submissions will not be accepted or considered under any circumstances.

CTO, LLC reserves the right to reject any or all proposals, to waive any technicality or informality, and to accept the proposal deemed most advantageous to the Cumbres & Toltec Scenic Railroad.