UNITED STATES DEPARTMENT OF THE INTERIOR NATIONAL PARK SERVICE

CONCESSIONER ANNUAL FINANCIAL REPORT (For Concessioners with Gross Receipts Greater Than \$500,000)

	For the	Period from/ to						
Concessioner:			Park Area:					
(Cont	ract No.)	(Effective Date)	(Ex	piration Date)				
□ Corporation	□ S Corporation	☐ Limited Liability Corporation	□ Partnership	☐ Sole Proprietorship				
		PRIMARY SCHEDULES						
Schedule A-1 - Schedule B - Co Schedule C - Bo Schedule D - Do Schedule E - St Schedule F - No	omputation of Governmonalance Sheet epreciable Fixed Assest atement of Cash Flows otes to the Financial Sta		Surrender Interest)	: ABOVE SCHEDULES A				
THROUGI	H F MUST BE REVIEW	ED; IF THE GROSS RECEIPTS AF HEDULES A THROUGH F MUST E	RE IN EXCESS OF \$1,	000,000 THE ABOVE				
Schedule H - De Schedule I - Ge Schedule J - Inf Schedule K - Ad Schedule L - Su Schedule M - C Schedule N - Sp Schedule O - Sp Schedule P - Re	neral and Administrative ormation on Corporate diditions to and Disposal apporting Schedule operational Statistics pecial Account Annual Foecial Accont Project	nd Expenses (Continuation Sheet) e Expenses Owners, Officers and Partners s of Depreciable Fixed Assets Reconciliation cpenditures Reserve Annual Reconciliation	ES					
	oort (including accompany ect and complete report.	CONCESSIONER'S CERTIFICA ing schedules and statements) has been		ne best of my knowledge and				
(Concessioner's	Signature)	(Title)		(Date)				
	(Mailing A	Addess)		(Telephone)				

UNITED STATES DEPARTMENT OF THE INTERIOR NATIONAL PARK SERVICE

(Email Adddress:)

Untitled Untitled

SCHEDULE A - COMBINED STATEMENT OF INCOME AND RETAINED EARNINGS

CONCESSIONER: YEAR ENDING:

		This Year	Last Year
DED 4 D	THE THE ALL INCOME	20	20
	CROSS RECEIPTS (Cabadula II. Caluma A. Lina 2)		
1.	GROSS RECEIPTS (Schedule H., Column A., Line 2)		
2.	SALES RETURNS AND ALLOWANCES (Schedule H., Column A., Line 3)		
3.	NET SALES (Schedule H., Column A., Line 4)		
4.	COST OF SALES (Schedule H., Column A., Line 8)		
5.	GROSS PROFIT (Schedule H., Column A., Line 9)		
6.	TOTAL DIRECT EXPENSES (Schedule, H., Column A., Line 36)		
7.	DEPARTMENTAL INCOME (LOSS) (Schedule H., Column A., Line 37)		
	CT OPERATING EXPENSES		
8.	General and Administrative Expenses (Schedule I., Line 29)		
9.	Government Fees (Schedule B., Line 31)		
10.	Special Account Contributions (Schedule B., Line 32)		
11.	TOTAL INDIRECT OPERATING EXPENSES		
12.	TOTAL INCOME (LOSS) FROM OPERATIONS BEFORE FIXED EXPENSES		
	EXPENSES		
13.	Rent		
14.	Property Taxes		
15.	Business/Liability/Property Insurance		
16.	Interest Expense		
17.	Depreciation (Schedule D., Column G., Line 8)		
18.	Amortization		
19.	Other (Identify):		
20.	Other (Identify):		
21.	TOTAL FIXED EXPENSES		
22.	INCOME (LOSS) BEFORE INCOME TAXES AND OTHER INCOME AND/OR (EXPENSES)		
OTHER	INCOME (EXPENSES)		
23.	Interest and Dividend Income		
24.	Gain (Loss) on Sale of Assets		
25.	Commissions/Fees/Compensation from Subconcessioners (From Schedule. B., Line 29)		
26.	Other (Identify):		
27.	TOTAL OTHER INCOME (EXPENSES)		
28.	INCOME (LOSS) BEFORE INCOME TAXES		
INCOM	E TAXES	_	
29.	Federal		
30.	State and Local		
31.	TOTAL INCOME TAXES		
32.	NET INCOME (LOSS)		
RETAIN	NED EARNINGS		
33.	Retained Earnings - Beginning of Year		
34.	Prior Period Adjustments		
35.	Other (Identify):		
36.	Net Income (loss) (Line 32)		
37.	Dividends Paid		
38.	Retained Earnings - End of Year		
39.	Earnings Per Share: (shares)		

SCHEDULE A - INSTRUCTIONS - PRIMARY SCHEDULE

COMBINED STATEMENT OF INCOME AND RETAINED EARNINGS

Line 1.	Enter all revenue received from services provided pursuant to the contract whether or not franchise fees are required to be paid thereon. This amount should equal the amount shown on Schedule H., Column A., Line 2.
Line 2.	Enter the amount shown on Schedule H., Column A., Line 3.
Line 3.	Subtract Line 2 from Line 1 and enter the amount. This amount should equal the amount shown on Schedule H., Column A., Line 4.
Line 4.	Enter the amount shown on Schedule H., Column A., Line 8.
Line 5.	Subtract Line 4 from Line 3 and enter the amount. This amount should equal the amount shown on Schedule H., Column A., Line 9.
Line 6.	Enter the amount shown on Schedule H., Column A., Line 36.
Line 7.	Subtract Line 6 from Line 5 and enter the amount. This amount should equal the amount shown on Schedule H., Column A., Line 37.
Line 8.	Enter the amount shown on Schedule I., Line 29.
Line 9.	Enter the amount shown on Schedule B., Line 31.
Line 10.	Enter the amount shown on Schedule B., Line 32.
Line 11.	Add Lines 8 through 10 and enter the amount.
Line 12.	Subtract Line 11 from Line 7 and enter the amount.
Line 13.	Enter the amount for the rental of facilities except for any amount included in Schedule B. This category will include mostly rental of facilities outside the park boundary.
Lines 14 - 16.	Self-Explanatory. Worker's Compensation Insurance is a benefit and must be recorded with salaries and benefits.
Line 17.	Enter the amount shown on Schedule D., Column G., Line 8.
Line 18.	Enter the total year's amortization charge for all classes of intangible assets.
Line 19.	Enter the description and amounts for other fixed expenses not shown elsewhere.
Line 20.	Enter the description and amounts for other fixed expenses not shown elsewhere.
Line 21.	Add Lines 13 through 20 and enter the amount.
Line 22.	Subtract Line 21 from Line 12 and enter the amount.
Line 23.	Enter the total amount of all interest and dividend revenue accrued and earned during the year.
Line 24.	Enter the total amount of all gains/losses resulting from the sale of assets.
Line 25.	Enter the total amount of all compensation received from subconcessioners. This amount should equal the amount shown on Schedule B., Line 29.
Line 26.	Enter the description and amounts for other income (expenses) not shown elsewhere.
Line 27.	Add Lines 23 through 26 and enter the amount.
Line 28.	Subtract Line 27 from Line 22 and enter the amount.
Lines 29 - 30.	Self-Explanatory.
Line 31.	Add Lines 29 and 30 and enter the amount.
Line 32.	Subtract Line 31 from 28.
Line 33 - 34.	Self-Explanatory.
Line 35.	Enter the description and amount of other adjustments.
Line 36.	Enter the amount from line 32.
Line 37.	Self-Explanatory.
Line 38.	Enter the total of the sum of lines 33 - 37.
Line 39.	Self-Explanatory. Include the number of shares.

SCHEDULE A-1 - STATEMENT OF INCOME AND COMPREHENSIVE INCOME

CONCESSIONER: YEAR ENDING:

		This Year	Last Year
1.	Net Income (loss) (Schedule A., Line 32)		
	List Other Comprehensive Income:		
2.	Foreign Currency Items		
3.	Holding Losses or Gains on Available-For-Sale-Securities		
4.	Excess of Additional Pension Liability		
5.	Changes in Market Value of Futures Contract		
6.	Total Comprehensive Income		

SCHEDULE A-1 - INSTRUCTIONS - PRIMARY SCHEDULE

STATEMENT OF INCOME AND COMPREHENSIVE INCOME

Line 1. Line 2.	Enter the amount from Schedule A., line 32. Foreign currency items, including translation gains and losses, and gains and losses on foreign currency transactions designated as hedges of a net investment in a foreign entity
Line 3.	Holding losses or gains on available-for-sale securities
Line 4.	Excess of additional pension liability over unamortized (unrecognized) prior service cost
Line 5.	Changes in market value of a futures contract that is a hedge of an asset reported at fair values
Line 6.	Add Lines 1 through 5 and enter the amount.

SCHEDULE B - COMPUTATION OF GOVERNMENT FEES AND SPECIAL ACCOUNT CONTRIBUTIONS

CO	NCESSIONER:	YEAR ENDING:	
1.	FLAT FEE		
2.	BUILDING USE FEE (USE OF GOVERNMENT-OWNED IMPROVEMENTS)		
	PERCENTAGE FEE		-
3.	Gross Receipts (Schedule A., Line 1)		
•	PLUS: Gross Receipts of Subconcessioners	_	
	Name of Subconcessioner	Amount	
4.			
5.			
6.			
7.	Total Gross Receipts of Subconcessioners		
	LESS: Authorized Deductions (ONLY If Included in Gross Receipts)		
8.	Genuine Authorized Native Handicrafts (Schedule G., Line 12)		
9.	Intracompany Earnings		
10.	Charges for Employees' Meals, Lodgings and Transportation (Schedule G., Line 63.)		
11.	Cash Discounts on Purchases (Purchases Discounts)		
12.	Cash Discounts on Sales (Sales Discounts)		
13.	Returned Sales and Allowances (Sales Returns and Allowances) (Schedule H., Line 3)		
14.	Excise Taxes Added to Sales Price		
15.	Gasoline Taxes		
16.	Cost of Fishing Licenses Fees Sold		
17.	Cost of Postage Stamps Sold		
18.	Outside of Park Sales (Included in Gross Receipts)		
19.	Other (Identify):		
20.	Total Authorized Deductions	_	
21.	Total Gross Receipts Per Contract Subject to Percentage Fee	_	
22.	Fee Structure % of =		
23.	% of =	_	
24.	% of =		
25.	TOTAL PERCENTAGE FEE COMMISSIONS/FEES/COMPENSATION FROM SUBCONCESSIONERS		
	Name of Subconcessioner	Amount	
26.			
27.			
28.			
29.	Total Commissions/Fees/Compensation From Subconcessioners (Schedule A., Line 25)		
30.	FIFTY PERCENT OF	_	
	COMMISSIONS/FEES/COMPENSATION FROM SUBCONCESSIONERS		
31.	TOTAL FLAT FEE, BUILDING USE FEE, PERCENTAGE FEE & SUBCONCESSIONER FEE (Government Fees) (Schedule A., Line 9)		
32.	TOTAL SPECIAL ACCOUNT CONTRIBUTIONS (Schedule(s) N., Line 10) (Schedule A., Line 10)		

SCHEDULE B - INSTRUCTIONS - PRIMARY SCHEDULE

COMPUTATION OF GOVERNMENT FEES AND SPECIAL ACCOUNT CONTRIBUTIONS

Line 1.	Enter the amount for the flat fee.
Line 2.	Enter the amount for the Building Use Fee (Use of Government Owned Improvements)
Line 3.	Enter the amount from Schedule A., Line 1.
Lines 4 - 6.	Enter the name and amount of gross receipts from all subconcessioners that provide services authorized in the contract/permit.
Line 7.	Add Lines 4 through 6 and enter the amount.
Line 8.	Enter the amounts applicable to genuine authentic American Indian, Alaskan Native, Native Samoan or Native Hawaiian handicrafts.(Schedule G., Line 12)
Line 9.	Intracompany earnings are amounts earned by providing goods/services to other departments within the operation (such as laundry)
Line 10.	Amounts the concessioner collects from employees for meals, lodgings and transportation that are included in Gross Receipts (Schedule G., line 63)
Line 11.	Discounts received by the concessioner for prompt payment of invoices relative to purchases. (e.g. 2% net 10).
Line 12.	If a visitor pays a lower price for an item because they pay with cash and the concessioner records the full selling price (without the discount)as Gross Receipts, the concessioner can reduce their Gross Receipts by the amount of the discounts.
Line 13.	If a visitor returns a purchased item or they are provided an allowance on the price for purchasing a damaged item and the concessioner includes the full price in Gross Receipts, the concessioner can reduce their Gross Receipts by these amounts.(Schedule H., Line 3)
Line 14.	An excise tax is an additional amount added to the sale price of an item by a taxing authority. If the concessioner includes the excise tax collected in Gross Receipts, they can reduce their Gross Receipts by the amount of the excise tax collected.
Line 15.	If the concessioner included gasoline taxes in Gross Receipts, Gross Receipts can be reduced by the amount of the gasoline tax included.
Line 16.	If the concessioner included amounts collected from the sale of fishing licenses in their Gross Receipts, those amounts can be excluded up to the amount actually due or paid to the government agencies for the purchase of the fishing licenses.
Line 17.	If the concessioner included amounts collected from the sales of postage stamps in their Gross Receipts, those amounts can be excluded up to the amount actually due or paid to the government agency for the purchase of the postage stamps.
Line 18.	The concessioner should only pay franchise fees on Gross Receipts earned inside the park. If amounts earned by providing goods/services outside the park have been included in Gross Receipts, these amounts can be deducted. In park Gross Receipts should include all receipts from electronic media sales including internet and catalog sales that are a direct result of provided goods/services within the park. These amounts are not to be deducted from Gross Receipts before calculating franchise fees. As a note, amounts earned outside the park should not be included in Gross Receipts at any point.
Line 19.	Enter the description and amount for other authorized deductions not shown elsewhere.
Line 20.	Add Lines 8 through 19 and enter the amount.
Line 21.	Subtract Line 20 from the sum of Lines 3 and 7 and enter the amount. This is the amount of Gross Receipts subject to franchise fee calculation as defined in the contract. See contract sections on Definitions and Franchise Fees.
Lines 22 - 24.	Enter the percentage rate(s) as stated in the authorization. Calculate and enter the appropriate amount(s).
Line 25.	Add Lines 22 through 24 and enter the amount.
Lines 26 - 28.	Enter the subconcessioner names and the amount of commissions, fees or compensation received from the subconcessioners shown on Lines 4 through 6.
Line 29.	Add Lines 26 through 28 and enter the amount.
Line 30.	Enter one half (50%) of the amount shown on Line 29.
Line 31.	Add Lines 1, 2, 25, and 30 and enter the amount.

Enter the amount shown on Schedule(s) N., Line 10.

Line 32.

SCHEDULE C - BALANCE SHEET

CONCESSIONER: YEAR ENDING:

		This Year	Last Year
ASSE	TS	20	20
	CURRENT ASSETS		
1.	Cash and Cash Equivalents		
2.	Marketable Securities		
3.	Inventories - Merchandise		
4.	Accounts Receivable		
5.	Notes Receivable - Related Party		
6.	Notes Receivable - Other		
7.	Prepaid Expenses		
8.	Repair and Maintenance Reserve		
9.	Special Account Fund		
10.	Other (Identify):		
11.	TOTAL CURRENT ASSETS		
	FIXED ASSETS		
12.	Depreciable Fixed Assets (Schedule D., Column G., Line 5)		
13.	Less: Accumulated Depreciation (Schedule D., Column G., Line 10)	() ()
14.	Net Depreciable Fixed Assets (Schedule D., Column G., Line 11)		
15.	Construction in Progress		
16.	Land		
17.	TOTAL FIXED ASSETS		
	OTHER ASSETS		
18.	Other (Identify):		
10. 19.	Other (Identify):		
20.	TOTAL OTHER ASSETS		
21.	TOTAL ASSETS		
LIAB	ILITIES		
	CURRENT LIABILITIES		
22.	Notes Payable - Related Party		
23.	Notes Payable - Other		
24.	Accounts Payable		
25.	Current Maturities on Long - Term Debt		
26.	Government Fees Payable		
27.	Special Account Payable		
28.	Accrued Liabilities		
29.	Advance Deposits		
30.	Other (Identify):		
31.	TOTAL CURRENT LIABILITIES		
	LONG-TERM LIABILITIES		
32.	Long -Term Debt, Excluding Current Maturities		
33.	Other (Identify):		
34.	TOTAL LONG-TERM LIABILITIES		
35.	TOTAL LIABILITIES		
EOII	TTV		
EQU	Partner's or Proprietor's Capital		
36.	Common and Preferred Stock		
37.	Additional Paid - In Capital		
38.	Less: Treasury Stock) (
39.	Retained Earnings	(, ()
40.	Accumulated Other Comprehensive Income (Loss)		
41. 42.	TOTAL EQUITY		
74.			
43.	TOTAL LIABILITIES AND EQUITY		

SCHEDULE C - INSTRUCTIONS - PRIMARY SCHEDULE BALANCE SHEET

Lines 1 - 4.		Self-Explanatory.					
	Line 5.	Enter the amounts receivable from shareholders, officers and related entities. This amount must be fully explained in Schedule F, Notes to the Financial Statements.					
	Lines 6 - 7.	Self-Explanatory.					
	Line 8.	Enter the amount shown on Schedule P., Line 5.					
	Line 9.	Self-Explanatory.					
	Line 10.	Enter the total amount of other current assets not shown elsewhere.					
	Line 11.	Add Lines 1 through 10 and enter the amount.					
	Line 12.	Enter the amount shown on Schedule D., Column G., Line 5.					
	Line 13.	Enter the amount shown on Schedule D., Column G., Line 10.					
	Line 14.	Subtract Line 13 from Line 12 and enter the amount. This amount should equal the amount shown on Schedule D., Column G., Line 11.					
	Lines 15 - 16.	Self-Explanatory.					
	Line 17.	Add Lines 14 through 16 and enter the amount.					
	Lines 18 - 19.	Enter the description and amount of other assets not shown elsewhere.					
	Line 20.	Add Lines 18 and 19 and enter the amount.					
	Line 21.	Add Lines 11, 17 and 20 and enter the amount.					
	Line 22.	Enter the amounts payable to shareholders, officers, and related entities. This amount must be fully explained in Schedule F, Notes to the Financial Statements.					
	Lines 23 - 28.	Self-Explanatory.					
	Line 29.	Enter amounts such as advance deposits for future services not yet rendered (e.g., river trips and lodging).					
	Line 30.	Enter the description and amount for other current liabilities not shown elsewhere.					
	I : 21	Add Lines 22 through 30 and enter the amount.					
	Line 31. Line 32.	Self-Explanatory.					
	Line 32. Line 33.	•					
	Lille 33.	Enter the description and amount for other long-term liabilities not shown elsewhere.					
	Line 34.	Add Lines 32 and 33 and enter the amount.					
	Line 35.	Add Lines 31 and 34 and enter the amount.					
	Line 36.	To be filled out by Sole Proprietorship or Partnerships but NOT Corporations.					
	Lines 37 - 40.	To be filled out by Corporations but NOT Sole Proprietorship or Partnerships.					
	Line 41.	Self-Explanatory.					
	Line 42.	Sole Proprietorship and Partnerships enter the sum of the amounts from Line 36 and 41. Corporations enter the total of Lines 37, 38, 40 and 41 less Line 39.					
	Line 43.	Add Lines 35 and 42 and enter amount					

	SCHEDULE D - DEPRECIABLE FIXED ASSETS INCLUDING LEASEHOLD SURRENDER INTEREST
CONCESSIONER:	YEAR ENDING:

		ASSETS IN WHICH LEASEHOLD SURRENDER INTEREST IS CLAIMED	NON LEASEHOLD SURRENDER INTEREST ASSETS				
		NPS Approved Capital Improvements	Capital Improvements	Transportation Equipment	Furniture, Fixtures & Equipment	Other	Total
		A	С	D	E	F	G
A.	COST						
1.	Depreciable Fixed Assets, Prior Year Balance						
2	Adjustment(s) to Prior Year Balance(s)						
3.	Additions this Year (Must be itemized on Schedule K)						
4.	Disposals this Year (Must be itemized on Schedule K)						
5.	Depreciable Fixed Assets, Ending Balance (Carry Column G to Schedule C., Line 12)						
В.	ACCUMULATED DEPRECIATION						
6.	Accumulated Depreciation, Prior Year Balance						
7.	Adjustment(s) to Prior Year Balance(s)						
8.	Depreciation this year (Column G to Schedule A., Line 17)						
	Accumulated Depreciation on assets disposed this year						
	Accumulated Depreciation, Ending Balance (Carry Column G to Schedule C., Line 13)						
11.	Net Depreciable Fixed Assets, End of Year (Carry Column G to Schedule C., Line 14)						

	SCHE	DULE D - DEPRI	ECIABLE FIXED	ASSETS INCLUI	DING POSSESSO	RY INTEREST		
CC	ONCESSIONER: YEAR ENDING:							
			CH POSSESSORY S CLAIMED		NON POS	SESSORY INTERES	ST ASSETS	
		NPS Approved Concessioner Improvements	NPS Approved Government Improvements	Other Improvements	Transportation Equipment	Furniture, Fixtures, & Equipment	Other	Total
		A	В	С	D	E	F	G
A. 1.	Jeannie Short: Addition of new line							
2	rajusuncii(s) to Frior Fear Dumite(s)							
3.	Additions this Year (Must be itemized on Schedule K)							
4.	Disposals this Year (Must be itemized on Schedule K)							
5.	Depreciable Fixed Assets, Ending Balance (Carry Column G to Schedule C., Line 12)							
В.	ACCUMULATED DEPRECIATION							
6.	Accumulated Depreciation, Prior Year Balance							
7.	Adjustment(s) to Prior Year Balance(s)							
8.	Depreciation this year (Column G to Schedule A., Line 17)							
9.	Accumulated Depreciation on assets disposed this year							
10.	Accumulated Depreciation, Ending Balance (Carry Column G to Schedule C., Line 13)							
11.	Net Depreciable Fixed Assets, End of Year (Carry Column G to Schedule C., Line 14)							

SCHEDULE D - INSTRUCTIONS - PRIMARY SCHEDULE

DEPRECIABLE FIXED ASSETS INCLUDING POSSESSORY INTEREST AND DEPRECIABLE FIXED ASSETS INCLUDING LEASEHOLD SURRENDER INTEREST

Below are directions for <u>TWO</u> different Schedule D forms: (1) Depreciable Fixed Assets Including Possessory Interest and (2) Depreciable Fixed Assets Including Leasehold Surrender Interest. Select the <u>ONE</u> correct form and follow the appropriate directions that apply to your authorization.

DEPRECIABLE FIXED ASSETS INCLUDING POSSESSORY INTEREST

Columns A and B are to be used only for assets in which the concessioner claims a Possessory Interest, pursuant to the terms of the concession authorization.

Cost of <u>Concessioner Improvements</u> in which a Possessory Interest is claimed are to be entered in Column A, Line 1. Concessioner improvements are defined as buildings, structures, fixtures, equipment, and other improvements that are **affixed to or resting upon the lands assigned in such manner as to be part of the realty.** The cost of <u>Government Improvements</u> in which a Possessory Interest is claimed is to be entered under Column B, Line 1. Government Improvements are defined as any building, structures, fixtures, equipment and other improvements which are assigned, by the NPS, within the authorization provisions.

If the concessioner has waived any Possessory Interest in Concessioner and/or Government Improvements, pursuant to the authorization, the concessioner's costs of any alterations, additions, etc., to such improvements should be entered in Column C. If the concessioner has made any additions which do not qualify as Possessory Interest, per authorization terms, these additions should also be entered in Column C.

DEPRECIABLE FIXED ASSETS INCLUDING LEASEHOLD SURRENDER INTEREST

Column A is to be used only for assets in which the concessioner claims a Leasehold Surrender Interest, pursuant to the terms of the concession authorization.

Capital Improvements are defined as buildings, structures, fixtures, equipment, and other improvements that are **affixed to or resting upon the lands assigned in such manner as to be part of the realty.**

If the concessioner has waived any Leasehold Surrender Interest in Capital Improvements, pursuant to the authorization, the concessioner's costs of any alterations, additions, etc., to such improvements should be entered in Column C. If the concessioner has made any additions which do not qualify as Leasehold Surrender Interest, per authorization terms, these additions should also be entered in Column C.

SCHEDULE D - INSTRUCTIONS CONTINUED - PRIMARY SCHEDULE

DEPRECIABLE FIXED ASSETS INCLUDING POSSESSORY INTEREST AND DEPRECIABLE FIXED ASSETS INCLUDING LEASEHOLD SURRENDER INTEREST

THE FOLLOWING DIRECTIONS ARE APPLICABLE TO EITHER SCHEDULE D FORM

Columns D, E and F - These columns relate to assets such as transportation, furniture, fixtures, equipment, and other assets for which the concessioner may not claim a Leasehold Surrender Interest or Possessory Interest.

Concessioners showing amounts on lines 3 or 4 must complete Schedule K, "Additions to and Disposals of Depreciable Fixed Assets," giving details of assets disposed of or acquired.

Line 1. Enter in the appropriate columns the fixed asset balances for the beginning of the year. The amounts entered must agree with the amounts from the Depreciable Fixed Assets, Ending Balance, on the prior year's report. Line 2. Enter in the appropriate columns any adjustments made to Prior Year Balances. Line 3. Enter in the appropriate columns additions to fixed assets during the current year. Enter in the appropriate columns disposals of fixed assets during the current year. Line 4. Line 5. Subtract Line 4 from the sum of Lines 1, 2 and 3 and enter the amount. Line 6. Enter in the appropriate columns the accumulated depreciation balances for the beginning of the year. The amounts entered must agree with the amounts from Accumulated Depreciation, Ending Balance on the prior year's report. Line 7. Enter in the appropriate columns any adjustments made to Prior Year Balances Line 8. Enter in the appropriate columns the depreciation of fixed assets during the current year. Line 9. Enter in the appropriate columns the accumulated depreciation on fixed assets disposed of during the current year. Subtract Line 9 from the sum of Lines 6, 7 and 8 and enter the amount. Line 10.

Subtract Line 10 from Line 5 and enter the amount.

Line 11.

SCHEDULE E - STATEMENT OF CASH FLOWS - DIRECT METHOD

CONCESSIONER: YEAR ENDING:

CASH	I FLOWS FROM OPERATING ACTIVITIES
1.	Cash received from customers
2.	Cash paid for merchandise
3.	Cash paid for wages and other operating expenses
4.	Cash paid/received for interest
5.	Cash paid for taxes
6.	Cash paid to National Park Service
7.	Other (Identify):
8.	Other (Identify):
9.	Net Cash Flows Provided (Used) by Operating Activities
	I FLOWS FROM INVESTING ACTIVITIES
10.	Purchase of assets
11.	Proceeds from sale of assets
12.	Proceeds from sale of land
13.	Purchase of land
14.	Other (Identify):
15.	Other (Identify):
16.	Net Cash Flows Provided (Used) by Investing Activities
CASH	I FLOWS FROM FINANCING ACTIVITIES
17.	Net increase/decrease in intracompany receivable account
18.	Cash received from issuing stock
19.	Cash paid to retire bonds
20.	Cash paid for dividends
21.	Other (Identify):
22.	Other (Identify):
23.	Net Cash Flows Provided (Used) by Financing Activities
24.	NET INCREASE (DECREASE) IN CASH
25.	CASH AT BEGINNING OF YEAR (Schedule C., 2nd Column, Line 1)
26.	CASH AT END OF YEAR (Schedule C., 1st Column., Line 1)
20.	
RECO	ONCILIATION OF NET INCOME TO NET CASH PROVIDED BY OPERATIONS
27.	Net income (Loss) (Schedule A., line 32)
	djustments to reconcile net income to net cash provided by operating activities
28.	Depreciation expense (Schedule D., Column G., Line 8)
29.	Amortization expense (Schedule A., Line 18)
30.	Gain or loss on sale of assets (Schedule A., Line 24)
31.	Changes in Assets and Liabilities:
32.	Inventories
33.	Accounts receivable
34.	Other assets
35.	Prepaid expenses
36.	Accounts payable
37.	Government fees and contributions payable
38.	Accrued liabilities
39.	Advance deposits
40.	Other liabilities
41.	Other (Identify):
42.	Other (Identify):
43.	Other (Identify):
44.	Net Cash provided by operating activities
45.	Supplemental Disclosures (Please attach details, if applicable.)

45.

SCHEDULE E - INSTRUCTIONS - PRIMARY SCHEDULE STATEMENT OF CASH FLOWS - DIRECT METHOD

Line 1.	Enter the amount of cash received from customers.
Line 2.	Enter the amount of cash paid for merchandise.
Line 3.	Enter the amount of cash paid for wages and other operating expenses.
Line 4.	Enter the amount of cash paid/received for interest.
Line 5.	Enter the amount of cash paid for taxes.
Line 6.	Enter the amount of cash paid to the National Park Service.
Lines 7 - 8.	Enter the description and amounts for operating activities not shown elsewhere.
Line 9.	Add Lines 1 through 8.
Line 10.	Enter the amount of cash paid to acquire assets.
Line 11.	Enter the amount of cash received from the sale of assets.
Line 12.	Enter the amount of cash received from the sale of land.
Line 13.	Enter the amount of cash paid to purchase land.
Lines 14 - 15.	Enter the description and amounts for other investing activities not shown elsewhere.
Line 16.	Add Lines 10 through 15.
Line 17.	Enter the amount of the increase or decrease in intracompany receivables.
Line 18.	Enter the amount of cash received from the issuance of stock.
Line 19.	Enter to amount of cash paid to retire outstanding bonds.
Line 20.	Enter the amount of the dividends paid to the shareholders.
Lines 21 - 22.	Enter the description and amounts for other financing activities not shown elsewhere.
Line 23.	Add Lines 17 through 22.
Line 24.	Add Lines 9, 16, and 23.
Line 25.	Enter the amount shown on Schedule C., 2nd Column., Line 1.
Line 26.	Add Lines 24 and 25. The sum should equal the amount shown on Schedule C., 1st Column., Line 1.
Line 27.	Enter the amount shown on Schedule A., Line 32.
Line 28.	Enter the amount shown on Schedule D., Column G., Line 8.
Line 29.	Enter the amount shown on Schedule A., Line 18.
Line 30.	Enter the amount shown on Schedule A., Line 24.
Line 32.	Enter the amount of the increase or decrease in the inventory.
Line 33.	Enter the amount of the increase or decrease in the accounts receivable.
Line 34.	Enter the amount of the increase or decrease in the other assets.
Line 35.	Enter the amount of the increase or decrease in the prepaid expenses.
Line 36.	Enter the amount of the increase or decrease in the accounts payable.
Line 37.	Enter the amount of the increase or decrease in the government fees/contributions payable.
Line 38.	Enter the amount of the increase or decrease in the accrued liabilities.
Line 39.	Enter the amount of the increase or decrease in the advance deposits.
Line 40.	Enter the amount of the increase or decrease in the other liabilities.
Lines 41 - 43.	Enter the description and the amount of the increase or decrease in other adjustments not shown elsewhere.
Line 44.	
	Sum lines 28 through 43 and add or subtract the difference from Line 27.
Line 45.	Sum lines 28 through 43 and add or subtract the difference from Line 27. Self-Explanatory. Please attach any Supplemental Disclosures.

SCHEDULE F - NOTES TO THE FINANCIAL STATEMENTS

CONCESSIONER: YEAR ENDING:

SCHEDULE F - INSTRUCTIONS - PRIMARY SCHEDULE NOTES TO THE FINANCIAL STATEMENTS

The Notes to the Financial Statements should include a description of all significant accounting policies followed by the reporting entity. Commonly required disclosures include, but are not limited to, policies relating to:

- a. Accounting Method
- b. Depreciation Method(s)
- c. Amortization of Intangibles
- d. Inventory Pricing
- e. Pension, Profit Sharing, and Stock Option Plans
- f. Computation of Net Income per Share
- g. Amortization of the Cost in Excess of Net Assets of Business Acquired
- h. Accounting for Income Taxes
- i Allocation Method(s)

This section should be followed by such additional notes as are necessary to provide full disclosure of all significant events or conditions reflected in the financial statements, or as otherwise required by the rules of professional accounting or regulatory organizations.

The following are typical items with respect to which all significant facts should be disclosed through such notes:

- a. Long-Term Debt Agreements
- b. Leases
- c. Contingent Liabilities
- d. Pending Lawsuits
- e. Pension and Profit Sharing Plans
- f. Income Taxes
- g. Changes in Accounting Methods
- h. Long-Term Contracts
- i Extraordinary Items of Income or Expenses
- j. Related Party Transactions, including intracompany charges
- k. Contractual Commitments including the financial commitments for the concession operation as outlined in the Authorization. The concessioner should identify where these amounts are reported on the Annual Financial Report.
- l. Identify possible reasons why Gross Receipts for any department on Schedule G declined ten percent (10%) or more from the prior year.
- m. Contractual Commitments for payment to the concessioner by the United States National Park Service for Possessory Interest or Leasehold Surrender Interest Assets.

SCHEDULE G - DETAIL OF GROSS RECEIPTS

CONCESSIONER: YEAR ENDING:

					COLUMN IDENTIFICATION
DE	PARTMENT	Amount	This Year Departmental Total 20	Last Year Departmental Total 20	Column Reference from Schedule H (i.e. B, C etc.)
LO	DGING				
1.	Hotel and Motel				
2.	Cabins and Cottages				
3.	Hostels				
4.	Tent Cabins				
5.	LODGING DEPARTMENT TOTALS				
FO	OD AND BEVERAGE				
6.	Restaurant				
7.	Cafeteria				
8.	Snack Bar and Fast Food				
9.	FOOD/BEVERAGE DEPARTMENT TOTALS				
10.	Alcoholic Beverages				
RE'	ΓAIL				
	SOUVENIRS				
11.	Gifts, Curios				
12.	Genuine Authorized Native Handicrafts				
13.	SOUVENIR DEPARTMENT TOTALS				
	GENERAL MERCHANDISE				
14.	Grocery				
15.	Package Liquor				
16.	Camera and Photographic Supplies				
17.	Other (Identify):				
18	MERCHANDISE DEPARTMENT TOTALS				
RE	CREATION VEHICLE PARKS AND CAMPSITES				
19.	Tents				
20.	RV Camping (without hook-ups)				
21.	RV Camping (with hook-ups)				
22.	RV Park				
23.	RV DEPARTMENT TOTALS				
AU	TO SERVICE				
24.	Fuel and Oil				
25.	Parts, Service and Other				
26.	AUTO SERVICE DEPARTMENT TOTALS				
MA	RINA				
27.	Slips and Mooring				
28.	Houseboat Rental				
29.	Boat and Motor Rental				
30.	Fuel and Oil				
31.	Boat and Motor Sales				
32.	Boat Repair				
33.	Dry Storage				
34.	Other (Identify):				
35.	MARINA DEPARTMENT TOTALS				

SCHEDULE G - DETAIL OF GROSS RECEIPTS

YEAR ENDING:

CONCESSIONER:

COLUMN IDENTIFICATION Column Reference This Year **Last Year DEPARTMENT** Amount **Departmental Departmental** from Schedule H Total 20 Total 20 (i.e. B, C etc.) TRANSPORTATION OF VISITORS 36. Water 37. Air 38. Ground 39. Other (Identify): 40. TRANSPORTATION DEPARTMENT TOTALS HORSE AND MULE 41. Horse and Mule Services **GUIDED TOURS** 42. Float Trips and River Runners 43. Water 44. Ground (Vehicle/Tram/Bus) 45. Ground (Snowmobiles) 46. Air 47. Backcountry Horse 48. Backcountry Hiking 49. Other (Identify): 50. GUIDED DEPARTMENT TOTALS **CRUISE SHIPS** 51. Cruise Ships OTHER (See instruction page before completing this section) 52. Parking Lot 53. Vending Machine 54. Bathhouse/Health Spa Services 55. Rentals (Equipment, Video, Bicycles & Other) 56. Hunting Guides 57. Instructional Service (mountain climbing school; environmental school etc) 58. Medical Care 59. Golf Course and Driving Range 60. Sports Facilities 61. Other (Identify): 62. Other (Identify): **EMPLOYEE CHARGES** (see instruction page before completing this item.) Charges for Employee's meals lodgings and transportation (Schedule B., line 10) 64. TOTAL GROSS RECEIPTS (Schedule H., Column A., Line 2)

SCHEDULE G - INSTRUCTIONS - SUPPLEMENTAL SCHEDULE DETAIL OF GROSS RECEIPTS

General

Each concessioner is required to submit an annual financial report which reflects the results of that operation pursuant to the contract authorization. Financial reports should reflect only in-park operations and not include income and expenses of other non-concession operations or business of a concessioner's organization.

Enter on the appropriate lines the gross receipts from each of the services listed. Enter total by department, as indicated. Amounts entered in the "This Year Departmental Total" column must be forwarded to Schedule H with the appropriate column reference indicated. Total gross receipts amounts reported on Schedules A, B, G, and H must be the same.

Gross receipts should include all receipts from electronic media sales including internet and catalog sales.

Lines 1 - 4. Line 5. Lines 6 - 8 Line 9	Self-Explanatory. Enter the total of the sum of lines 1 - 4 in the column "This Year Departmental Total" Self-Explanatory. Enter the total of the sum of lines 6 - 8 in the column "This Year Departmental Total"
Line 10.	Self-Explanatory, enter amounts in the column "This Year Departmental Total"
Lines 11 - 12. Line 13. Lines 14 - 17.	Self-Explanatory. Enter the total of the sum of lines 11 - 12 in the column "This Year Departmental Total" Self-Explanatory. For Other (Identify):, enter the description and amount of Gross Receipts for general merchandise not shown elsewhere.
Line 18. Line 19. Lines 20 - 21. Line 22. Line 23.	Enter the total of the sum of lines 14 - 17 in the column "This Year Departmental Total" Self-Explanatory. Concessioner provides land only. This includes RVs, trailers and campers. This includes long term rental for mobile homes, RVs, trailers, campers etc. Enter the total of the sum of lines 19 - 22 in the column "This Year Departmental Total"
Lines 24 - 25. Line 26.	Self-Explanatory. Enter the total of the sum of lines 24 - 25 in the column "This Year Departmental Total"
Lines 27 - 34.	Services provided to visitors by concession businesses primarily engaged in operating marinas. For Other (Identify):, enter the description and amount of Gross Receipts for marina operations not shown elsewhere.
Line 35.	Enter the total of the sum of lines 27 - 34 in the column "This Year Departmental Total"

SCHEDULE G - INSTRUCTIONS - SUPPLEMENTAL SCHEDULE DETAIL OF GROSS RECEIPTS

- Lines 36 39 Services provided to visitors by concession businesses engaged in furnishing transportation of visitors. If interpretation is provided it is incidental to the activity. Vehicles include snowcoaches. For Other (Identify):, enter the description and amount of Gross Receipts for transportation of visitor operations not shown elsewhere.
- Line 40. Enter the total of the sum of lines 36 39 in the column "This Year Departmental Total"
- Line 41. Horse and mule services housed in the park, tours are guided on pre-determined routes for a specified duration. Examples inlcude: guided horseback/mule rides (interpretation is incidental); horse drawn carriage rides, stabling of horses, lessons and horse rental. Enter amounts in the column "This Year Departmental Total".
- Line 42. Self-Explanatory. Enter amounts in the column "This Year Departmental Total"
- Lines 43 46. Services provided to visitors by concession businesses engaged in furnishing guided tours. For Other (Identify):, enter the description and amount of Gross Receipts for guided interpretive tours not shown elsewhere.
- Line 47. Services originate outside the park and may include multi-day rides. There may or may not be an approved route. Horses are cared for outside the park.
- Line 48. Self-Explanatory.
- Line 49. For Other (Identify): enter the description and amount of Gross Receipts for guided tours not shown elsewhere.
- Line 50. Enter the total of the sum of lines 43 49 in the column "This Year Departmental Total"
- Lines 51. Self-Explanatory. Enter amounts in the column "This Year Departmental Total"

For each of the "Other" categories listed below (lines 52 - 62) that report an amount that is equal to or greater than 25% of total Gross Receipt amounts, a separate column must be shown on Schedule H, along with appropriate expenses.

- Lines 52 54. Self-Explanatory. Enter amounts in the column "This Year Departmental Total"
- Line 55. Self-Explanatory. This includes canoe, tubes, kayaks, rafts, johnboats, bicycles etc. Enter amounts in the column "This Year Departmental Total"
- Lines 56 59 Self-Explanatory. Enter amounts in the column "This Year Departmental Total"
- Line 60. Self-Explanatory. Include items as tennis courts, skiing, walled ball courts and ice rinks; do not include golf activities.
- Lines 61 62. Enter the description and amount of Gross Receipts not shown elsewhere. Enter amounts in the column "This Year Departmental Total"
- Line 63. Self-Explanatory. Enter amounts in the column "This Year Departmental Total". Total Gross Receipt amounts for employee's meals, lodging and tranportation on Schedule G must also be reported on Schedule H, in their own column along with their appropriate expenses.
- Line 64.

 Total this year and last year departmental columns; enter the amounts on the appropriate lines. Total gross receipt amounts reported on Schedule A., Line 1; Schedule B., Line 3; Schedule G., Line 64 (This year Departmental Totals) and Schedule H., Line 2 must be the same.

	SCHEDULE H - DEPARTME	NTAL INCO	OME AND	EXPENSES	3	
CON	CESSIONER:			YEAR EN	DING:	
L	COLUMN IDENTIFICATION	A	В	С	D	E
1.	DEPARTMENT	Total All Columns				
2.	GROSS RECEIPTS (Schedule A., Line 1)					
3.	SALES RETURNS AND ALLOWANCES (Schedule A,					
	Line 2) (Schedule B., Line 13)					
4.	NET SALES (Schedule A., Line 3)					
	COST OF SALES					
5.	Inventory, Beginning					
6.	Plus - Purchases					
7.	Less - Ending Inventory					
8.	TOTAL COST OF SALES (Schedule A., Line 4)					
9.	GROSS PROFIT (Schedule A., Line 5)					
\mathbf{D}	IRECT EXPENSES					
	DIRECT LABOR					
10.	Direct Salaries, Wages, Payroll Taxes, and Benefits					
11.	Maintenance Salaries, Payroll Taxes, and Benefits					
12.	TOTAL DIRECT LABOR					
	OTHER DIRECT					
13.	Laundry					
14.	Uniforms					
15.	China, Silver and Glass					
16.	Commissions					
17.	Music and Entertainment					
18.	Operating Supplies					
19.	Equipment Rental					
20.	Contract Services					
21. 22.	Utilities Expense Licenses and Fees					
23.	Repair and Maintenance for real property Improvements					
23.	Repair and Maintenance for fear property improvements					
24.	Repair and Maintenance on Personal Property					
25.	Repair and Maintenance Expensed from Maintenance Reserve					
26.	Repair and Maintenance Other					
27.	Vehicle Expense					
28.	Spoilage					
29.	Travel and Trip Expense					
30.	Equipment Purchased					
31.	Hay, Pasture and Feed					
32.	Other (Identify):					
33.	Other (Identify):					
34.	Other (Identify):					
35.	TOTAL OTHER DIRECT					
36.	TOTAL DIRECT EXPENSES (Schedule A., Line 6)					
37.	DEPARTMENTAL INCOME/(LOSS) (Schedule A., Line 7)					

	SCHEDULE H-1 - DEPARTMENTAL INCOME AND EXPENSES (CONTINUATION SHEET)						
CON	CESSIONER:			YEAR EN	DING:		
	COLUMN IDENTIFICATION	F	G	Н	I	J	
1.	DEPARTMENT						
2.	GROSS RECEIPTS (Schedule A., Line 1)						
3.	SALES RETURNS AND ALLOWANCES (Schedule A., Line 2) (Schedule B., Line 13)						
4.	NET SALES (Schedule A., Line 3) COST OF SALES						
5.	Inventory, Beginning						
6.	Plus - Purchases						
7.	Less - Ending Inventory						
8.	TOTAL COST OF SALES (Schedule A., Line 4)						
9.	GROSS PROFIT (Schedule A., Line 5)						
D	IRECT EXPENSES						
	DIRECT LABOR						
10.	Direct Salaries, Wages, Payroll Taxes, and Benefits						
11.	Maintenance Salaries, Payroll Taxes, and Benefits						
12.	TOTAL DIRECT LABOR						
	OTHER DIRECT						
13.	Laundry						
14.	Uniforms						
15.	China, Silver and Glass						
16.	Commissions						
17.	Music and Entertainment						
18.	Operating Supplies						
19.	Equipment Rental						
20.	Contract Services						
21.	Utilities Expense						
22.	Licenses and Fees						
23.	Repair and Maintenance for real property Improvements						
24.	Repair and Maintenance on Personal Property						
25.	Repair and Maintenance Expensed from Maintenance Reserve						
26.	Repair and Maintenance Other						
27.	Vehicle Expense						
28.	Spoilage						
29.	Travel and Trip Expense						
30.	Equipment Purchased						
31.	Hay, Pasture and Feed						
32.	Other (Identify):						
33.	Other (Identify):						
34.	Other (Identify):						
35.	TOTAL OTHER DIRECT						
36.	TOTAL DIRECT EXPENSES (Schedule A., Line 6)						
37.	DEPARTMENTAL INCOME/(LOSS) (Schedule A., Line 7)						

SCHEDULE H AND H-1 - INSTRUCTIONS - SUPPLEMENTAL SCHEDULE DEPARTMENTAL INCOME AND EXPENSES

General

The schedule of Departmental Income and Expenses provides for the identification and presentation of financial data in a form that isolates and defines the operations of each Gross Receipt Department and cost center and provides a basis for internal and external comparisons.

Concessioners providing services at several locations within a park may consolidate the results of the operations by department.

This schedule provides columns for a breakdown of departmental income and expenses. The departmental breakdown required is described on Schedule G. Maintenance salaries are to be separated out on line 11, either actual departmental expenses or prorated by department sales.

Segregate Employee Food from Total Food Gross Receipts, Employee Lodging from Total Lodging Gross Receipts and Employee Transportation from Total Transportation Gross Receipts. List Employee's Housing, Meals and Transportation Gross Receipts in their own column, along with their associated direct expenses.

If additional columns are needed, use Schedule H-1 (Continuation Sheet). Please number the continuation sheets and continue to identify Departmental columns in alphabetical order, e.g., F, G and H etc.

Column A must reflect the total of all entries on all other columns including those on the continuation sheets.

Line 1. Enter the name of the department as identified on Schedule G.

Do not combine Department Totals from Schedule G on Schedule H. Individual gross receipt amounts reported in "Other" on Schedule G should also be reported on Schedule H, in their own column if their gross receipt amount is equal to or greater than 25% of total gross receipts. Total gross receipt amounts for employee's meals, lodging and transportation on Schedule G must also be reported on Schedule H, in their own column irregardless of the dollar amount.

- Line 2. Enter, by department, the total gross receipts realized or accruing to the concession from all sales. Amounts entered should be exclusive of sales, excise, or other taxes collected for any taxing authority. If any taxes are included, please indicate.
- Line 3. Self-Explanatory.
- Line 4. Subtract Line 3 from 2 and enter the amount by department.
- Line 5. Enter, by department, the beginning inventory. The amount entered must agree with amounts on Line 7, ending inventory of the previous year's report. If the amounts do not agree, attach an explanation.
- Line 6. Enter, by department, the cost of all purchases at gross invoice price less discounts plus transportation, storage and delivery charges.
- Line 7. Enter, by department, the amount of the ending inventory.
- Line 8. Subtract Line 7 from the sum of Lines 5 and 6 and enter the amount by department.
- Line 9. Subtract Line 8 from Line 4 and enter the difference by department
- Line 10. Enter, by department, the amount of direct salary, wage, payroll tax, and benefit expenses. Worker's Compensation Insurance is a benefit and must be recorded with salaries and benefits.
- Line 11. Enter, by department, the amount of maintenance salary, wage, payroll tax, and benefit expenses . Worker's Compensation Insurance is a benefit and must be recorded with salaries and benefits.

SCHEDULE H AND H-1 - INSTRUCTIONS - SUPPLEMENTAL SCHEDULE DEPARTMENTAL INCOME AND EXPENSES

Line 12.	Enter, by department, the sum of Lines 10, and 11.
Lines 13 - 15.	Self-Explanatory.
Line 16.	Enter, by department, the amount paid to authorized agents for business secured (for example, lodging reservations).
Line 17.	Enter, by department, the costs for music and entertainment, including films, musicians, piano rental and professional entertainers.
Line 18.	Enter, by department, the cost of direct operating supplies. This should also include food and supplies for guided trips such as river running, fishing guides, hunting guides etc.
Line 19.	Self-Explanatory.
Line 20.	Enter, by department, the cost of contracted services with outside businesses. Examples include the cost of cleaning dining rooms, washing windows, exterminating and disinfecting, and trash removal.
Line 21.	Enter, by department, the cost of utilities. Examples include coal, oil, gas and other fuels, electricity, water and sewage.
Line 22.	Enter, by department, the cost of all Federal, State and Local licenses, permits and fees. Do not include Government Fees and Special Account Contributions reported on Schedule B.
Line 23.	Enter, by department, costs for repair and maintenance of real property improvements. This figure shall exclude concessioner maintenance employees salaries, wages, payroll taxes and benefit expenses.
Line 24.	Enter, by department, costs for the repair and maintenance of personal property. This figure shall exclude concessioner maintenance employees salaries, wages, payroll taxes and benefit expenses.
Line 25.	Enter, by department, costs expensed from the Repair and Maintenance Reserve. This figure shall exclude concessioner maintenance employees salaries, wages, payroll taxes and benefit expenses. In a rare circumstance when repair and maintenance reserve work is performed by the concessioner rather than a contractor, this line item should include the appropriate salary and benefit expenses.
Line 26.	Enter, by department, costs for other repair and maintenance items. This figure shall exclude concessioner maintenance employees salaries, wages, payroll taxes and benefit expenses.
Line 27.	Enter, by department, the cost of fuel and oil, which includes vehicles, boats, etc.
Line 28.	Self-Explanatory.
Line 29.	Enter, by department, the cost of transporting and lodging customers.
Line 30.	Enter, by department, the cost for equipment purchased (expensed not capitalized).
Line 31.	Self-Explanatory.
Line 32.	Enter the description and amount for direct costs not shown elsewhere.
Line 33.	Enter the description and amount for direct costs not shown elsewhere.
Line 34.	Enter the description and amount for direct costs not shown elsewhere.
Line 35.	Add the Lines 13 through 34 and enter the amount, by department.
Line 36.	Add the Lines 12 and 35 and enter the amount, by department.
Line 37.	Subtract line 36 from line 9 and enter the amount, by department.

SCHEDULE I - GENERAL AND ADMINISTRATIVE EXPENSES

CONCESSIONER: YEAR ENDING:

1.	Owners, Officers and Partners Salaries, Payroll Taxes and Benefits (Schedule J, Column G, Line 21)	
Other	(Administrative) Salaries, Payroll Taxes and Benefits:	
2a.	Office/Manager's Office	
2b.	Accounting/Finance	
2c.	Human Resources/Personnel	
2d.	Information System/Data Processing	
2e.	Marketing/Promotion	
2f.	Other (Identify):	
2.	Total Other (Administrative) Salaries, Payroll Taxes and Benefits	
3.	Employee Recruitment	
4.	Over and Short	
5.	Credit Card Charges	
6.	Bank Charges	
7.	Bad Debts	
8.	Office Expense	
9.	Data Processing	
10.	Postage and Freight	
11.	Dues and Subscriptions	
12.	Travel Expense	
13.	Telecommunications Expense	
14.	Donations	
15.	Complimentary	
16.	Management Fees	
17.	Corporate Overhead	
18.	Legal Fees	
19.	Accounting and Audit Fees	
20.	Advertising and Promotional Expense	
21.	Security Expense	
22.	Consulting Agreements	
23.	Training Cost	
24.	Personnel Expense	
25.	Other (Identify):	
26.	Other (Identify):	
27.	Other (Identify):	
28.	Other (Identify):	
29.	TOTAL GENERAL AND ADMINISTRATIVE EXPENSES (Schedule A., Line 8)	

SCHEDULE I - INSTRUCTIONS - SUPPLEMENTAL SCHEDULE GENERAL AND ADMINISTRATIVE EXPENSES

Line 1.	Enter the amount from Schedule J, Column G, Line 21, plus the related payroll taxes and benefits. Worker's Compensation Insurance is a benefit and must be recorded with salaries and benefits.
Line 2.	Enter the amount for Other Salaries, Payroll Taxes and Benefits on the appropriate lines. Worker's Compensation Insurance is a benefit and must be recorded with salaries and benefits. These amounts should not include officers' salaries and amounts shown on Schedule H, Direct Labor. Add lines 2a 2f. and enter the amount.
Line 3.	Enter the amount for job fairs, background checks, screening activities for potential employees, etc.
Lines 4 - 12.	Self-Explanatory.
Line 13.	Enter the amount for telephone and other communication devices.
Lines 14 - 15.	Self-Explanatory.
Line 16.	Enter the fees charged by a management organization for management services. This line should not include related company cost recovery expenses.
Line 17.	Enter the amount charged to the concessioner by a parent company or other division for services provided such as accounting, legal services, human resources, etc. Provide a description and amount on Schedule L for each item included in this amount regardless of dollar value.
Lines 18 -23.	Self-Explanatory.
Line 24.	Enter the cost for drug testing, employee assistance programs etc for current employees.
Line 25.	Enter the description and amount for administrative costs not shown elsewhere.
Line 26.	Enter the description and amount for administrative costs not shown elsewhere.
Line 27.	Enter the description and amount for administrative costs not shown elsewhere.
Line 28.	Enter the description and amount for administrative costs not shown elsewhere.
Line 29.	Add Lines 1 through 28 and enter the amount.

SCHEDULE J - INFORMATION ON CORPORATE OWNERS, OFFICERS AND PARTNERS

CONCESSIONER: YEAR ENDING:

	A	В	С		D		E	F	G
				% 0f	Ownership)			
	Name	Title	% of Time Devoted to Business	Partnership Interest	Common Stock	Preferred Stock	Total Wages	Total Benefits	Total Amount of Compensation
1.									
2.									
3.									
4.									
5.									
6.									
7.									
8									
9.									
10.									
11.									
12.									
13.									
14.									
15.									
16.									
17.									
18.									
19.									
20.	Total Individual Columns E								
21.	Total Amount of Owners, C	Officers and Partner	s Compensati	on (Schedule I.,	Line 1)				

SCHEDULE J - INSTRUCTIONS - SUPPLEMENTAL SCHEDULE

INFORMATION ON CORPORATE OWNERS, OFFICERS AND PARTNERS

List all Officers and Owners who receive a salary and all owners and officers owning a 10% or more direct or indirect interest whether compensated or not. Worker's Compensation Insurance is a benefit and must be recorded with salaries and benefits.

If additional space is needed attach additional schedules.

Sole proprietorships should not complete this form.

Lines 1-19. Self-Explanatory.

Line 20. Total Individual Columns E and F.

Line 21. Total Column G (This amount should equal the sum of the totals for Columns E and F.)

SCHEDULE K - ADDITIONS TO AND DISPOSALS OF DEPRECIABLE FIXED ASSETS **CONCESSIONER:** YEAR ENDING: Date of Accumulated Acquisition Depreciation Years of **Current Year** Depreciation **Description of Assets** Type* or Disposal Method **Useful Life** Cost Depreciation for Disposal

C = Concessioner's contractually required building and improvement program (Concessioner Improvements) with Possessory Interest

 ${\bf G}$ = Concessioner's contractually required building and improvement program (Government Improvements) with Possessory Interest

L = Concessioner's contractually required building and improvement program (Capital Improvements) with Leasehold Surrender Interest

M = Concessioner's contractually required Repair and Maintenance Reserve.

st Use the following letters in "Type" column to describe the asset types for all appropriate additions and disposals

SCHEDULE K - INSTRUCTIONS - SUPPLEMENTAL SCHEDULE ADDITIONS TO AND DISPOSALS OF DEPRECIABLE FIXED ASSETS

THE ASSETS LISTED AND THEIR ASSOCIATED AMOUNTS REPORTED ON SCHEDULE K BY THE CONCESSIONER, HAVE NOT BEEN VERIFIED OR ACCEPTED BY THE NATIONAL PARK SERVICE.

The list of additions and disposals should provide a detailed description for each individual asset. Do not combine amounts for several assets. General terms such as Building Improvements and Leasehold Improvements do not provide adequate detail and are not acceptable.

Additions and disposals must be organized into the same categories as shown on Schedule D. Each category must be totaled and these totals must correspond to the amounts entered on Schedule D, Lines 3 and 4.

For each asset acquired or disposed of during the current year, enter the information required in each column. The items entered on the schedule must be marked with the appropriate letter as discussed on the bottom of the schedule, as appropriate.

	SCHEDULE L - SUPPORTING SCHEDULE
CONCESSIONER:	YEAR ENDING:

SCHEDULE L - INSTRUCTIONS - SUPPLEMENTAL SCHEDULE SUPPORTING SCHEDULE

This schedule should include a comprehensive listing of all the amounts that are grouped together under one heading within the label of "Other (Identify):" that exceed a line total of \$10,000 or when instructions request a listing regardless of dollar amount (i.e. Schedule I, line 17). This includes the following Schedules:

Schedule A	Lines 19, 20, 26, 35
Schedule A	Lilles 13, 20, 20, 33

Schedule B Line 19

Schedule C Lines 10, 18, 19, 30, 33

Schedule E Lines 7, 8, 14, 15, 21, 22, 42, 43

Schedule G Lines 17, 34, 39, 49, 61, 62

Schedule H Lines 32 - 34 Schedule H-1 Lines 32 - 34

Schedule I Lines 2f, 17, 25 - 28

Schedule P Lines 13, 17

	SCHEDULE	M - OPE	ERATIONAL STA	TISTICS		
CONCESSIONER: YEAR ENDING:						
			TT. 1. C	_		
	Site:		High Season Total Season	From To_ From To		
Ι.(DDGING		Total Scason	10_		
1.	Number of Rooms in Facility					
2.	Total Number of Room Nights Available	annual		high sease	on	
3.	Total Number of Room Nights Occupied	annual		high sease	on	
4.	Occupancy Percentage	annual		high sease	on	
5.	Average Daily Room Rate (ADR)	annual		high sease	on	
6.	Revenue Per Available Room (RevPAR)	annual		high seaso	on	
7.	Total Number of Guests	annual		Guests/Occupied Nig	ht	
8.	Number of Lodging Employees	low season		high sease	on	
FO	OOD AND BEVERAGE		Restaurants	Cafeterias	Snack Bar/Fast Food	
9.	Number of Seats					
10.	Total Square Feet of Seating Area					
11.	Total Covers (i.e. customers)					
12.	Average Check per Cover					
13.	Total Number of Food & Bev. Employees	low season		high sease	on	
Gl	IFTS AND MERCHANDISE					
14	Total Retail Square Feet (including storage)			Avg. Transaction/Sq.1	Ft.	
15	Total Number of Retail Employees	low season		high seaso		
ъ.	ADINAC			_		
	ARINAS Number of Covered Slips			Avg. No. Occupie	d	Occup %
	Number of Uncovered Slips			Avg. No. Occupie		
	Number of Rental Boats and Houseboats			Avg. No. Occupie		
	Number of Dry Storage Units			Avg. No. Occupie		
20.						
21.		ve)		-		
22.		,		– Gross Receipts / L	.F	
23.	Number of Marina Employees	low season		high sease	on	
on or	ANCDODEATION/FOLD/CLUDE CEDS	исг				
	RANSPORTATION/TOUR/GUIDE SERV Type of Trip/Tour	ICE	# of Annual Trips		# of Annual Riders	riders/trip
25.				-		
	Type of Trip/Tour					
	Type of Trip/Tour_			-		
	Type of Trip/Tour			ī		
	Number of Transportation Employees	low season		high sease	on	
C	AMPGROUNDS					Occ 0/
	Number of Campground Sites			Avg. No. Occupie	d	Occup %
	Number of Campground Employees	low season		high sease		
	OTAL NUMBER OF CONCESSION EMI	PLOYE	ES			
	Filled year-round employee positions					
	Filled seasonal positions (high season)			-		
34.	Estimated actual person years			_		
	MPLOYEE HOUSING				,	Occup %
	Number of Beds Total Direct Housing Expense			Avg. No. Occupie	d use ner Occupied Bed	

SCHEDULE M - INSTRUCTIONS - OPERATIONAL STATISTICS

Line No.

General

A separate Schedule M should be completed for each site operated and a total park schedule should also be completed for the entire park operation. Indicate either "Total Park" or the site location within the park where the service is provided. Enter the approximate beginning and ending dates for the total season and high season at the site or park. Leave blanks where no services are provided.

- 2 Room Nights Available is the average daily number of rooms available multiplied by the number of nights the rooms are available.
- 3 Room Nights Occupied is the average daily number of rooms occupied multiplied by the number of nights the rooms are available.
- Occupancy Percentage is the total number of Room Nights Occupied (line 3) divided by Total Number of Room Nights Available (line 2).
- 5 Average Daily Room Rate (ADR) is: Room Gross Receipts divided by Total Occupied Rooms for the year (line 3).
- Gross Receipts per available room (RevPAR) is: Occupancy Percentage (line 4) multiplied by Average Daily Room Rate (line 5).
- 7 Total Number of Guests is self-explanatory. Guests/Occupied Night is the Total Number of Guests divided by the Total Number of Rooms Nights Occupied per year (line 3).

High season includes the maximum number of lodging employees needed during the busiest season. Low season is the minimum or base number of lodging employees used to provide lodging services during the least busiest time of the year.

- 9-11 Self-Explanatory
- Average Check per Cover is Food and Beverage Gross Receipts divided by Total Covers.
- Follow the instructions for line 8, above, for food and beverage employees.
- Specify the total retail square feet used in the gift and merchandise operations including storage area, on and off site and office space. If a storage area supports more than one site, prorate the square footage of the storage area according to the gross receipts of each site. Average Transaction/Sq. Ft. is the total retail gross receipts divided by the Total Retail Square Feet.
- Follow the instructions for line 8, above, for retail employees.
- 16-19

8

For each line, enter the average number of slips, boats, etc, available for rent during the year and the average number occupied during the year. Percentage occupied is the average number occupied divided by the average number available.

- Avg. Gross Receipts Per Occupied Slip is the Gross Receipts for all slips for the site or total park divided by the total of the Number of Covered Slips (line 16) and Uncovered Slips (line 17).
- Avg. Gross Receipts Per Occupied Dry Storage Units is the gross receipts for dry storage for the site or total park divided by the Number of Dry Storage Units (line 19) .

22

Linear Feet of Wet Moorage is the total feet of of docking available for all slips. Gross Receipts per Linear Feet of Wet Moorage is the gross receipts for slip rental, for the site or park, divided by the total Linear Feet of Wet Moorage.

- Follow the instructions for line 8, above, for marina employees.
- 24 28 For each type of trip/tour, identify the type, specify the number of trips during the year and the total number of riders for the year. Riders per Trip is the total number of riders for the year divided by the total number of trips.
- 29 Follow the instructions for line 8, above, for transportation employees.
- Consider campgrounds to be as a part of the nearest business location and include on that site sheet. Calculate occupancy in the same manner per lines 16-19, above.
- Follow the instructions for line 8, above, for campground employees.

32 - 34

Complete for total concession only (do not complete for individual site pages). Estimated Actual Person Years (EFTs) is the total number of hours worked by all employees (salaried and hourly wage employees) during the year divided by 2080.

35 - 36 Complete for total concession only (do not complete for individual site pages). See instructions for lines 16 to 19 for occupancy calculation. Total Direct Housing Expense includes: utilities, repair and maintenance, supplies, and other direct expenses for the employee housing units. Expense per Occupied Bed is the Total Direct Housing Expense divided by line 35, Number of Beds.

	SCHEDULE N - SPECIAL ACCOUNT ANNUAL	RECONCILATION	
CON	CESSIONER:	YEAR ENDING:	
TVDI	E OF SPECIAL ACCOUNT (PLEASE CHECK ONLY ONE)		
	Government Improvement Account (GIA)		
1.	• • • • • • • • • • • • • • • • • • • •		
	Capital Improvement Account/Capital Account (CIA)		
	OTE: IF THE CONCESSIONER HAS MORE THAN ONE SPECIAL ACCOUNT. THE COMBINED AMOUNT. CHECULE N AND O FOR EACH ACCOUNT. THE COMBINED AMOUNT.	FROM ALL LINE 10 SCHE	
	SHOULD BE SHOWN AS A SUMMARY AMOUNT ON LINI	E 32, SCHEDULE B.	
CAL	CULATION OF ANNUAL SPECIAL ACCOUNT CONTRIBUTION	ON	
(Calculation Method (Check One)		
2.	Flat Fee		
3.	Percentage of Gross Receipts		
4.	Gross Receipts (Schedule A., Line 1)		
5.	Less - Adjustments to Gross Receipts		
6.	Gross Receipts Subject to Fee Calculation		
7.	Special Account Percentage of Gross Receipts	%	
8.	Amount Due to Special Account for Percentage Fee		
0.	Other Method - Per Authorization (Specify Calculations):		
9.	Cuter Premior Tel Transferration (Openity Gardinations)		
٥.			
10.	Accrued Amount Due to Special Account for the Current Year (Schedule B., Line 32)		
11.	Current Year Special Account Expenditures (Schedule 0, Line 20)		
		=	
SPEC	TAL ACCOUNT COMBINED RECONCILIATION		
12.	Balance in Special Account from Prior Year		
13.	Plus: Current Year Deposits		
14.	Less: Current Year Expenditures		
15.	Plus: Current Year Interest		
16.	Less: Current Year Bank Charges		
17.	Balance in Special Account at Year End		
	<u> </u>	=	
ALL(OCATION OF YEAR END BALANCE		
	List Encumbered Projects and Amounts:		
18.	Total Encumbered Project Amount		
19.	Total Unencumbered Balance		
20.	Total Encumbered and Unencumbered Amount		
		:	
DEPO	OSIT RECONCILIATION		
21.	Deposits for Prior Year Liabilities		
22.	Deposits for Current Year Liabilities		
23.	Total Deposits Made in Current Year		
24	Accrued Liability not yet Deposited for Current Year	•	
24.			
25.	Accrued Amount Due to Special Account for the Current Year	<u>.</u>	
EXP	ENDITURES RECONCILIATION		
26.	Expenditures for Prior Year Liabilities		
	Expenditures for Current Year Liabilities		
27.	Expenditures for Current Teal Elabilities		

28.

Total Expenditures

SCHEDULE N - INSTRUCTIONS - SUPPLEMENTAL SCHEDULE

SPECIAL ACCOUNT ANNUAL RECONCILATION

Line 1.	Specify the type of special account stated within the authorization.
Line 2.	If applicable, check Flat Fee and enter the amount stated in the authorization.
Line 3.	If applicable, check Percentage of Gross Receipts.
Line 4.	Enter the amount from Schedule A., Line 1.
Line 5.	Enter amounts identified in the authorization. In most circumstances this will be the amount shown on Schedule B., Line 20.
Line 6.	Subtract Line 5 from Line 4 and enter the amount.
Line 7.	Enter the percentage amount stated in the authorization or amendment.
Line 8.	Multiply Line 6 by Line 7 and enter the amount.
Line 9.	Specify other calculations used in determining special account fee.
Line 10.	Add Lines 2, 8, and 9 and enter the amount.
Line 11.	Enter the amount shown on Schedule O., Line 20.
Line 12.	Insert the ending balance from Schedule N., Line 17, from the preceding year. If the special account is new for this year, a zero (0) balance should be used.
Line 13.	Enter the actual deposits made in the current accounting year.
Line 14.	Enter the actual expenditures made in the current accounting year.
Line 15.	Enter the interest income reported for this account in the current accounting year.
Line 16.	Enter the bank charges reported for this account in the current accounting year.
Line 17.	Add Lines 12, 13, and 15 and subtract Lines 14 and 16, and enter the amount.
Line 18.	If Line 17 has a positive balance and this balance is encumbered to projects, list these projects, along with the amount of money obligated to each project.
Line 19.	Enter the amount of money that is not encumbered for projects.
Line 20.	Add Lines 18 and 19 and enter the amount.
Lines 21 - 22.	Self-Explanatory.
Line 23.	Add Lines 21 and 22 and enter the amount.
Line 24.	Self-Explanatory.
Line 25.	Add Lines 22 and 24 and enter the amount. This amount should equal the amount shown on Line 10 above.
Lines 26 - 27.	Self-Explanatory.
Line 28.	Add Lines 26 and 27 and enter the amount. This amount should equal the amount on Schedule O., Line 20.

	SCHEDULE O - SPECIAL ACCOUNT PROJECT EXPENDITURES	
CONCESSIONE	R: YEAR ENDING:	

DETAIL OF SPECIAL ACCOUNT PROJECT EXPENDITURES

				Estimated
	Project Number	Project Description	Current Year Expenditures	Percent Complete
1.	rumber	110jece Description	<u> </u>	Complete
2.				
3.				
4.				
5.				
6.				
7.				
8.				
9.				
10.				
11.				
12.				
13.				
14.				
15.				
16.				
17.				
18.				
19.				
20.		TOTAL SPECIAL ACCOUNT PROJECT EXPENDITURES		

SCHEDULE O - INSTRUCTIONS - SUPPLEMENTAL SCHEDULE SPECIAL ACCOUNT PROJECT EXPENDITURES

Column 1. List the project number if applicable.

Columns 2 - 4. Self-Explanatory.

Expenditures should be combined by project. Project descriptions such as Building Improvements and Leasehold Improvements do not provide adequate detail and are not acceptable.

If additional space is needed attach additional schedules.

SCHEDULE P - REPAIR AND MAINTENANCE RESERVE ANNUAL RECONCILIATION **CONCESSIONER: YEAR ENDING:** CALCULATION OF REPAIR AND MAINTENANCE RESERVE Gross Receipts (Schedule A., Line 1) 1. 2. Less - Adjustments to Gross Receipts Gross Receipts Subject to Reserve Calculation 3. Repair and Maintenance Reserve Percentage 4. 5. Amount Due to Repair and Maintenance Reserve Other Method - Per Authorization (Specify Calculations): 6. 7. **Total Amount Due to Repair and Maintenance Reserve for the Current Year** REPAIR AND MAINTENANCE RESERVE COMBINED RECONCILIATION

Balance in Repair and Maintenance Reserve from Prior Year

Balance in Repair and Maintenance Reserve at Year End

Less: Total Expenditures Made in Current Year (Sch Q, line 18)

Plus: Total Debits Made in Current Year (line 7, above)

8. 9.

10.

11.

SCHEDULE P - INSTRUCTIONS - SUPPLEMENTAL SCHEDULE

REPAIR AND MAINTENANCE RESERVE ANNUAL RECONCILIATION

Line 1.	Enter the amount from Schedule A., Line 1.		
Line 2.	Enter amounts identified in the authorization. In most circumstances this will be the amount shown on Schedule B., Line 20.		
Line 3.	Subtract Line 2 from Line 1 and enter the amount.		
Line 4.	Enter the percentage amount stated in the authorization or amendment.		
Line 5.	Multiply Line 4 by Line 5 and enter the amount.		
Line 6.	Specify other calculations used in determining repair and maintenance reserve amount.		
Line 7.	Add Lines 5 and 6 and enter the amount.		
Line 8.	Self-Explanatory. This amount should equal the amount shown on Schedule C., 2nd. Column, Line 8.		
Line 9.	Enter the amount from Line 7, above.		
Line 10.	Enter the amount from Sch. Q, Line 18.		
Line 11.	Add Lines 8 and 9 and subtract Line 10 and enter the amount. This amount should equal the amount shown on Schedule C., 1st. Column., Line 8.		

SCHEDULE O	- REPAIR	AND MAINTEN	ANCE RESERV	E EXPENDITURES
	- ILLI AIK			

CON	CESSIONER:	YEAR I	ENDING

DETAIL OF REPAIR AND MAINTENANCE RESERVE EXPENDITURES

	Expenditure Description	Expenditures Made in Current Year	Schedule Identification *	NPS Approval Date**
1.				
2.				
3.				
4.				
5.				
6.				
7.				
8.				
9.				
10.				
11.				
12.				
13.				
14.				
15.				
16.				
17.				
18.	TOTAL EXPENDITURES MADE IN CURRENT YEAR			

^{*}Identify which Schedule(s) and Line(s) each Expenditure is Reported on in the AFR

^{**}Attach NPS Approval Document.

SCHEDULE Q - INSTRUCTIONS - SUPPLEMENTAL SCHEDULE REPAIR AND MAINTENANCE RESERVE EXPENDITURES

Columns 1 - 4. Self-Explanatory.

Expenditures should be combined by project. Project descriptions such as Building Improvements and Leasehold Improvements do not provide adequate detail and are not acceptable.

If additional space is needed attach additional schedules.