

Business History Information Form
(Principal Selection Factor 4 - Subfactor 4a)

Business history information should be provided for the Offeror AND all parent companies. If the Offeror has not been formed yet, business history information should be provided for each Offeror-Guarantor.

The information provided below is for the en_____

1) Has Offeror ever defaulted from or been terminated from a management or concession contract, or been forbidden from contracting by a public agency or private company?

YES

NO

If YES, provide full details of the circumstances.

2) List any Bankruptcies, Receiverships, Foreclosures, Transfers in Lieu of Foreclosure, and/or Work-Out/Loan Modification Transactions during the past five years. (If none, then so indicate). Attach an explanation of the circumstances, including nature of the event, date, type of debt (e.g., secured or unsecured loan), type of security (if applicable), approximate amount of debt, name of lender, resolution, bankruptcy plan, and/or other documentation as appropriate.

3) Describe any pending litigation or administrative proceeding (other than those covered adequately by insurance) which if adversely resolved could materially impact the financial position of the Offeror.

4) Describe any lawsuit, administrative proceeding or bankruptcy case within the past five years that concerned the Offeror's alleged inability or unwillingness to meet its financial obligations.

Paperwork Reduction Act Statement. We collect this information under the authority of Title IV of the National Parks Omnibus Management Act of 1998 (Pub. L. 105-391).

We use this information to evaluate a concession proposal. Your response is required to obtain or retain a benefit. We estimate that it will take you 2 hours to complete this form. This estimate includes time for reviewing instructions, gathering and maintaining data, and completing and reviewing the form.

You may send comments on the burden estimate or any aspect of this form to the Information Collection Clearance Officer, National Park Service, 1849 C Street, NW. (2601), Washington, DC 20240. We may not collect or sponsor and you are not required to respond to a collection of information unless it displays a currently valid OMB control number.

ESTIMATE OF INVESTMENT REQUIRED TO BEGIN OPERATIONS IN THE DRAFT CONTRACT (PRINCIPAL SELECTION FACTOR 4 - SUBFACTOR 4B)	
Acquisition/Investment Category	Acquisition/Investment Amount
Personal Property (Equipment)*	
Merchandise (Inventory)	
Supplies	
Working Capital (Cash)	
Other (Please Detail)	
Total Funds Needed	\$ -

NOTE: See table below for personal property items

NOTE: Working capital is used to fund expenses like payroll, rent, etc. prior to Revenues supporting these expenses

PERSONAL PROPERTY (EQUIPMENT) TO BE USED IN THE DRAFT CONTRACT (PRINCIPAL SELECTION FACTOR 4 - SUBFACTOR 4B)		
*Personal Property (Equipment) Items	Quantity	Value of Currently Owned Personal Property
		\$
		\$
		\$
		\$
		\$
	Total Value of Currently Owned Personal Property	\$0.00
*Personal Property (Equipment) Items	Quantity	Value of Personal Property that Will be Acquired Prior to Operation
		\$
		\$
		\$
		\$

	Total Value of Personal Property Investment \$	\$0.00
--	--	--------

ADDITIONAL PERSONAL PROPERTY INVESTMENTS DURING THE TERM OF THE CONTRACT (PRINCIPAL SELECTION FACTOR 4 - SUBFACTOR 4B)				
Anticipated Year of Expenditure*	Quantity	Capitalized Personal Property (Equipment) Items	Total Value	How will you fund the investment
Year 1				
Year 1				
Year 2				
Year 2				
Year 3				
Year 3				
Year 4				
Year 4				
Year 5				
Year 5				

*NOTE: Add or remove years as needed

Paperwork Reduction Act Statement. We collect this information under the authority of Title IV of the National Parks Omnibus Management Act of 1998 (Pub. L. 105-391). We use this information to evaluate a concession proposal. Your response is required to obtain or retain a benefit. We estimate that it will take you 6 hours to complete this form. This estimate includes time for reviewing instructions, gathering and maintaining data, and completing and reviewing the form.

You may send comments on the burden estimate or any aspect of this form to the Information Collection Clearance Officer, National Park Service, 1849 C Street, NW. (2601), Washington, DC 20240. We may not collect or sponsor and you are not required to respond to a collection of information unless it displays a currently valid OMB control number.



**PROSPECTIVE INCOME STATEMENT
 (PRINCIPAL SELECTION FACTOR 4 - SUBFACTOR 4B)**

Some lines may not be used, place "N/A" in these lines."

**INCLUDE ONLY REVENUES AND EXPENSES RELATED TO THE SERVICES REQUIRED BY THE
 DRAFT CONTRACT INSIDE THE PARK IN YOUR PROSPECTIVE INCOME STATEMENT. Do NOT
 INCLUDE OTHER SERVICES YOU PROVIDE OUTSIDE THE PARK**

Annual Projections for the First Year of the Contract

1. Revenues ⁽¹⁾	Year 1	Assumptions
2. Canoe Rentals		
3. Kayak Rentals		
4. Raft Rentals		
5. Shuttle Services		
6. Total Revenues (add lines 2-5)	0	
7. Cost of Sales		
8. Total Cost of Sales	0	
9. Gross Profit (line 6 minus line 8)	0	
10. Direct Expenses		
11. Salaries and Wages		
12. Payroll Taxes and Benefits		
13. Operating Supplies		
14. Car and Truck Expenses		
15. Other Direct Expenses (Describe*)		
16. Total Direct Expenses (add lines 11-15)	0	
17. Undistributed Expenses		
18. Administrative and General ⁽²⁾		
19. Marketing (Advertising)		
20. Utilities		
21. Repair and Maintenance		
22. Other Undistributed Expenses (Describe*)		
23. Total Undistributed Expenses (add lines 18-22)	0	

24.	Fixed Expenses		
25.	Insurance ⁽³⁾		
26.	NPS Franchise Fee		
27.	Other (Describe*)		
28.	Total Fixed Expenses (add lines 25-27)	0	
29.	EBITDA ⁽⁴⁾ (Line 9, minus lines 16, 23 & 28)	0	
30.	Depreciation and Amortization		
31.	Interest		
32.	Net income before income taxes (Line 29, minus lines 30 & 31)	0	

- (1) You must base the revenue projections on the current NPS approved rate schedule. If applicable, show revenues by departments (separate revenue activities- e.g., guide services, gift sales, snack bar revenue, etc.).
- (2) Administrative and General include the costs of managing the business and may include items such as: credit card commissions; legal and accounting fees; travel, meals and entertainment; postage and printing; professional training; and telecommunications expenses, etc.
- (3) Insurance: As required in Exhibit D of the Draft Contract
- (4) Earnings before Interest, Taxes, Depreciation and Amortization

Paperwork Reduction Act Statement. We collect this information under the authority of Title IV of the National Parks Omnibus Management Act of 1998 (Pub. L. 105-391). We use this information to evaluate a concession proposal. Your response is required to obtain or retain a benefit. We estimate that it will take you 6 hours to complete this form. This estimate includes time for reviewing instructions, gathering and maintaining data, and completing and reviewing the form.

You may send comments on the burden estimate or any aspect of this form to the Information Collection Clearance Officer, National Park Service, 1849 C Street, NW. (2601), Washington, DC 20240. We may not collect or sponsor and you are not required to respond to a collection of

information unless it displays a currently valid OMB control number.