### Appendix 15: Sample Collection Agreement for GT

Collection Agreement
between
<Name of Holder>
and
<Name> National Forest

Agreement Number:
Cooperator Tax ID #:
THIS COLLECTION AGREEMENT is made by (name of holder) and the U.S. Department of Agriculture, Forest Service, National Forest (the FS), under Section 5 of the Granger-Thye Act, 16 U.S.C. 572.
WHEREAS, the holder operates a FS campground (or campgrounds) under a special-use permit dated;
WHEREAS (SELECT EITHER #1 OR #2) 1) THE HOLDER HAS A REQUESTED THE FS TO PERFORM AND THE FS IS WILLING TO PERFORM UNDER A COLLECTION AGREEMENT OR 2) THE FS IS REQUIRING THAT IT PERFORM UNDER A COLLECTION AGREEMENT, the following projects listed in the fee offset agreement: (List all agreed to and approved projects);
WHEREAS, the cost of those projects may be used to offset the permit fee in accordance with the fee offset agreement;

### A. The holder shall:

1. Make advance payments, in accordance with the permit, in amounts sufficient to cover the total cost of performing the Government maintenance and reconditioning work listed in this agreement, including overhead as determined by the FS up to \_\_\_\_ percent of project costs.

THEREFORE, in consideration of the above, the parties agree as follows:

2. Pursuant to the Debt Collection Improvement Act of 1996, as amended by P.L. 104-134, furnish their tax identification number upon execution of this instrument. Cooperator also agrees that notice of the FS's intent to use such number for purposes of collecting and reporting on any delinquent amounts arising out of such person's relationship with the Government, has hereby been given.

### B. The FS shall:

- 1. Deposit payments received from the holder under this agreement into the FS cooperative work fund.
- 2. Upon receipt of payment from the holder, perform the Government maintenance and reconditioning projects listed in this agreement.
- 3. Contributions authorized for use by the FS, which are not spent or obligated for project(s) approved under this instrument, will be refunded to the cooperator authorized for use for new projects by the cooperative.

### C. It is mutually agreed that:

- 1. No member of or delegate to Congress or resident commissioner shall receive any benefit that may arise from this agreement; provided, that this provision shall not apply to this agreement if it is made with a corporation for its general benefit.
- 2. This agreement in no way restricts the FS or the holder from participating in similar activities with other public or private agencies, organizations, or individuals.
- 3. Any holder contributions made under this agreement do not directly or indirectly convey FS endorsement of the holder's products or activities.
- 4. Modification of this agreement shall be made by in writing mutual consent of the parties and shall be signed and dated by both parties. The FS is not obligated to fund any modifications that are not made in accordance with this clause.
- 5. Either party(s), in writing, may terminate the instrument in whole, or in part, at any time before the date of expiration. The FS shall not incur any new obligations for the terminated portion of the instrument after the effective date and shall cancel as many obligations as in possible. Full credit shall be allowed for FS expenses and all non-cancelable obligations properly incurred up to the effective date of termination.
- 6. Unless terminated by written notice, this agreement shall remain in effect until the end of the initial permit term. If the permit term is extended, this agreement may be extended in writing for the same period as the permit term.
- 7. Per 16 U.S.C. 572, the United States shall not be liable to the holder or the holder's heirs, assigns, agents, employees, contractors, or lessees for any loss, personal injury, or death occurring in connection with performance of work under this agreement, and the holder on behalf of itself and its heirs, assigns, agents, employees, contractors, and lessees hereby waives any and all claims against the United States for compensation for any loss, personal injury, or death occurring in connection with performance of work under this agreement.

In witness where IN WITNESS WHEREOF, the parties have executed this agreement as of the last date written below.

Date	[TITLE]
	for [HOLDER NAME]
Date	Authorized Officer
	National Forest

# Appendix 16: Sample Business Plan for Campground Concessions

# **Business Plan Sample**For Campground Concessions

### A Proposal in Response to the Campground Prospectus for:

on the	National Forest
Name of Company:	
Address:	
Company contact:	
Phone:	

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### Part 1: The Business

### 1. Purpose and Goals:

- A. What is your purpose in pursuing this business?
- B. Define your business goals for the next year and what you foresee five years from now:

### 2. Description of the Business:

This section should describe the nature and purpose of the company, background on your industry, and what opportunities you see for your services.

- A. Brief description of the business:
- B. Briefly describe your knowledge of this industry:
- C. List the products and services you will provide:

### 3. Legal Structure:

There are several ways in which your business can be legally organized.

- A. How your company is legally organized? (Check appropriate box).
  - Sole Proprietorship
  - General Partnership
  - Corporation "C" Corp or "S" Corp Limited Partnership
  - Limited Liability Company (LLC)
  - Other
- B. Why is this legal organization most appropriate for your business?
- C. Does your operation require a state registration number? YES. NO.

(If "Yes", include a copy of the registration in the Supporting Documents.)

Include any appropriate information, including shareholder or partnership agreements, in the Supporting Documents, and complete the following list of owners:

Table 1. List of owners

Name	Address	Social Security Number (SSN)	Percent Ownership

### 4. Location of Your Business:

Describe the planned geographical location of the business and discuss the advantages and disadvantages of the site location in terms of wage rates, labor availability, closeness to customers or suppliers, access to transportation, state and local taxes, laws, and utilities.

Describe your approach to overcoming any problems associated with the location.

- A. Planned geographical location:
- B. Discuss advantages or disadvantages of the site location:
- C. Describe your approach to overcoming any problems:

### 5. Market and Customers:

The purpose of this section is to present sufficient facts to convince the evaluation team that your service has a substantial market and can achieve success in the face of competition. Discuss who the customers are for your service. Where are the major purchasers for the service?

- A. Describe your anticipated target market (e.g., age, income, hobbies, regional, national, international):
- B. Describe the size of the current total market and potential annual growth:
- C. Discuss your advertising campaign in terms of how, when, and where you will advertise, and estimated annual cost:

### 6. Competitive Analysis:

Make a realistic assessment of the strengths and weaknesses of your competitors. Compare the competing services on the basis of image, location, price, advertising, and other pertinent features. Discuss your key competitors and explain why you think that you can capture a share of their business. Discuss what makes you think it will be easy or difficult to compete with them.

- A. Identify your key competitors:
- B. Discuss their strengths and weaknesses.
- C. Compare your product or service on key areas. For each area of comparison rank yourself and your selected competitors on a scale of 1 (high) to 5 (low). Remember: no ties.

**Table 2. Competitive Analysis** 

Area of Comparison	You	Competitor A	Competitor B	Competitor C	Competitor D
Image					
Location					
Price					
Advertising					
Service					
Uniqueness					
Other					

D. Why do you think you can compete with your competitors and capture a share of the market?

### 7. Management:

The evaluation team is looking for a committed management team with the proper balance of technical, managerial, and business skills and experience which supports your proposal. Be sure to include complete resumes for each key management member in the Supporting Documents section.

(Use additional pages and attach as necessary)

- A. List owners and key management personnel and their primary duties. If any key individuals will not be onboard at the start of the venture, indicate when they will join the staff.
- B. Discuss any experience when the above people have worked together that indicates how their skills complement each other and result in an effective management team.
- C. List the advisors and consultants that you have selected for your venture. Capable, reputable, and well- known supporting organizations can not only provide significant direct and professional assistance, but also can add to the credibility of your venture.

Accountant
Attorney
Banker
Insurance Broker
Advertising
Others

### 8. Personnel:

Explain how you plan to recruit, develop, and maintain your workers. List the number of employees you will have, as well as their job titles and required skills. (Use additional pages as necessary)

- A. Identify essential employees, their job titles, and required skills:
- B. Identify the source and your plan to recruit essential employees:
- C. Discuss any training or retraining that you plan for your employees. Also, discuss any necessary first- aid certification or recertification, etc.:

### **Part II: Financial Data**

### 1. Capital-Equipment List:

Capital equipment is defined as assets which have useful lives of more than one year. Examples include machines, equipment, vehicles, livestock, tack, gear, and computers. Describe the equipment, the quantity, whether the equipment is new or used (N/U), the expected useful life, and the cost. This includes equipment purchased from existing businesses.

**Table 3. Capital Equipment List** 

Equipment	Quantity	New/Used	Life	Cost
Total Cost of Capital Equipmer	nt			\$0.00

### 2. Start-Up Expenses:

Start-up expenses are the various costs it takes to open your doors for business:

**Table 4. Start-Up Expenses** 

Item	Cost
Total cost of capital equipment	
Beginning inventory of operating supplies	
Legal fees	
Accounting fees	
Other professional fees	
Licenses and permits	
Remodeling and repair work	
Deposits (public utilities, etc.)	
Advertising	
Insurance	
Bonds	
Advance permit fees	
Other expenses:	
Total Start-Up Expenses	\$

### 3. Sources and Uses of Financing:

A. Sources of Financing:

Table 5. Sources of Financing

ltem	Cost
Investment of cash by owners	
Investment of cash by shareholders	
Investment of non-cash assets by owners	
Investment of non-cash assets by shareholders	
Bank loans to business: short term (one year or less)	
Bank loans to business: long term (more than one year)	
Bank loans secured by personal assets	
Small Business Administration loans	
Other sources of financing (specify)	
Total Sources of Financing	\$

### B. Uses of Financing

### Table 6. Uses of Financing

Item	Cost
Buildings	
Equipment	
Initial inventory	
Working capital to pay operation expenses	
Noncash assets contributed by owners (use same amount as in Sources, above)	
Other assets (specify)	
Total Uses of Financing	\$

### C. Monthly Cash Flow Projection:

The cash flow projection is the most important financial planning tool available to you. The cash flow projection attempts to budget the cash needs of a business and shows how cash will flow in and out of the business over a stated period of time. A cash flow deals only with actual cash transactions. Depreciation, a noncash expense, does not appear on a cash flow. Loan repayments (including interest), on the other hand, do, since they represent a cash disbursement.

NOTE: The Cash Flow Projection chart on the following page is required to be completed and submitted in the existing format.

Table 7. Cash Flow Projection (or Cash Flow Budget) by Month: Year One

	Α	В	С	D	Е	F	G	Н	I	J	K	L	М	N
1		Oct.	Nov.	Dec.	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Total
2	Cash Receipts													
3	Sales Receivables													
4	Wholesale													
5	Retail													
6	Other Services													
7	Total Cash Receipts													
8	Cash Disbursements													
9	Cost of Goods													
10	Variable Labor													
11	Advertising													
12	Insurance													
13	Legal and Accounting													
14	Delivery Expenses													
15	Fixed Cash Disbursements*													
16	Mortgages (Rent)													
17	Term Loan													
18	Line of Credit													
19	Other													
20	Total Cash Disbursements													
21														
22	Net Cash Flow													
23														
24	Cumulative Cash Flow													
25														
26	*Fixed Cash Disbursements													

	Α	В	С	D	E	F	G	Н	I	J	K	L	М	N
27	Utilities													
28	Salaries													
29	Payroll Taxes and Benefits													
30	Office Supplies													
31	Maintenance and cleaning													
32	Licenses													
33	Boxes, Paper, etc.													
34	Telephone													
35	Miscellaneous													
36	Total FCD/Year													
37	FCD/Month													
38														
39	Cash on Hand													
40	Opening Balance													
41	+ Cash Receipts													
42	-Cash Disbursements													
43	Total = New Balance													

### D. Start-Up Balance Sheet:

Balance sheets are designed to show how the assets, liabilities, and net worth of a company are distributed at a given point in time.

NOTE: The following Start-up Balance Sheet is required to be completed and submitted in the existing format.

**Table 8. Start-Up Balance Sheet** 

ltem	Cost
Assets:	
Current Assets	\$
Fixed Assets	\$
Less Accumulated Depreciation	\$
Net Fixed Assets	\$
Other Assets	\$
Total Assets	\$
Footnotes:	
1.5-1.505	
Liabilities:	\$
Liabilities: Current Liabilities	\$ \$
Current Liabilities	
Current Liabilities	\$
Current Liabilities Long-Term Liabilities Total Liabilities	\$ \$
Current Liabilities Long-Term Liabilities	\$ \$ \$

### E. Start-Up Income Statement Projection:

Income Statements (also called Profit and Loss Statements) complement balance sheets. The income statement provides a moving picture of the company during a particular period of time. For most businesses (and for most bankers), income projections covering one to three years are more than adequate.

If you are in a start-up situation, look for financial-statement information and income ratios for businesses similar to yours. The Robert Morris Associates' Annual Statement Studies and trade association publications are two possible sources.

NOTE: The following Income Projection Statement is required to be completed and submitted in the existing format.

Table 9. Income Projection by Month: Year One

	Α	В	С	D	E	F	G	Н	I	J	K	L	М	N
1		Oct.	Nov.	Dec.	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Total
2														
3	Sales													
4	Wholesale													
5	Retail													
6	Total Sales													
7														
8	Cost of Material													
9	Variable Labor													
10	Cost of Goods Sold													
11														
12	Gross Margin													
13														
14	Operating Expenses													
15	Utilities													
16	Salaries													
17	Payroll Taxes and Benefits													
18	Advertising													
19	Office Supplies													
20	Insurance													
21	Maintenance and Cleaning													
22	Legal and Accounting													
23	Delivery Expenses													
24	Licenses													
25	Boxes, Paper, etc.													
26	Telephone													
27	Depreciation													

	A	В	С	D	E	F	G	Н	J	K	L	М	N
28	Miscellaneous												
29	Rent												
30	Total Operating Expenses:												
31													
32	Other Expenses												
33	Interest (Mortgage)												
34	Interest (Term Loan)												
35	Interest (Line of Credit)												
36	Total Other Expenses:												
37	Total Expenses:												
38													
39	Net Profit (Loss) Pre- Tax												

### Part III: Historical Financial Reports for Existing Business

- 1. Each applicant is required to submit all four items listed below.
  - 1. Balance sheet (past three years)
  - 2. Income statement (past three years)
  - 3. Tax returns (past three years)
  - 4. Current credit report from major credit bureau

### **Part IV: Supporting Documents**

- 1. Each applicant is required to submit all five items listed below.
  - 1. Personal resumes of business owners, officers, and partners
  - 2. Personal financial statements of business owners, officers, and partners
  - 3. Bank or investor letters of intent to finance project
  - 4. Copies of business leases pertinent to this business
  - 5. Copies of all pertinent existing permits or licenses applicable to this business (Submit only the face pages of all current concession permits)

### **Part V: Appendices**

### Legal Organization:

The more popular legal organizations and their reasons are outlined below

### 1. Sole Proprietorship

A sole proprietorship is a business owned by one person. This form of business is regulated by the state only in that some states requires you to register your trade name to do business as a sole proprietor. You do not have to register with the state if you are operating your business under your own full legal name. (Note: You must be licensed where required, and pay all appropriate taxes.)

### Advantages:

- Simple to start.
- Easy to dissolve.
- Owner makes all management decisions.
- Pay only personal income tax; business entity not taxed separately.

### Disadvantages:

- Unlimited liability (owner legally liable for all debts, claims and judgments). Difficulty in raising additional funds.
- No one to share the management burden.
- Impermanence (company can't be sold or passed on; however, you may sell or pass on assets of the company).

### 2. General Partnership:

A partnership is an association of two or more persons to carry on as co-owners of a business for profit. Some states require that you register your name if it is a trade name (not your full legal name). You must file state and Federal `information returns," but business income and losses flow through to the partners' personal taxes. The business pays no separate income taxes. Partners may share the profits of the business (and the losses) on an equal basis, or may pro rate the proceeds as set forth in a Partnership Agreement. Whichever way you determine to share in the business, you need to have a written Partnership Agreement outlining the ownership, responsibilities, and eventualities of dissolution or liquidation for the business.

### Advantages:

- Simple to start.
- Fairly easy to dissolve.
- Additional sources of capital from partners. Broader management base.
- More opportunity for each partner to specialize. Tax advantages: no separate income tax.
- Limited outside regulation, compared to a corporation.

### Disadvantages:

- Unlimited financial liability for all general partners (some partners' personal debts can even be charged to the business).
- Difficulty in raising outside capital. Divided authority.
- Continuity problems (business dies when any partner leaves or dies, unless succession has previously been spelled out in a Partnership Agreement. Partnership terminates in the event of a personal bankruptcy on the part of any partner).
- Difficult to find suitable (compatible) partners.
- One partner may be responsible for the actions of another partner, regardless of whether that partner had prior approval.

### 3. Corporation:

There are two types of corporations generally recognized today: a regular "C" corporation, organized under the laws of the state in which you do business; and an "S" Corporation, so designated by the IRS and not necessarily recognized by your state.

A corporation is a business entity separate and distinct from its owner(s) or shareholder(s). You must file incorporation papers with the state of your choice. The corporation must file annual reports with the Secretary of State, and may have to file separate quarterly income tax returns. The corporation exists forever, can be bought and sold, and is regulated by the state.

### "C" Corporation Advantages:

- Limited liability (as long as you act like a corporation which means having a separate checking account and phone number, paying interest on any borrowed money, keeping up a corporate record book, filing annual reports, meeting with your Board of Directors at least annually, etc.).
- Easier to bring in additional capital. Ownership is transferable.
- Company has continuous, perpetual existence.
- Possible tax advantages (seek adequate advice from a tax professional).
- Gives you more sense of permanence, thus more ``weight," in the business world.

### "C" Corporation Disadvantages:

- More expensive to organize. Highly regulated.
- Extensive record-keeping requirements.
- Double taxation (corporation pays its own income taxes; if you pay yourself a salary or a dividend, you also pay personal income taxes).
- Shareholders/Board of Directors may counter your management decisions.

### "S" Corporation Advantages

- Filing a Subchapter Selection with the Internal Revenue Service allows you to be taxed on your corporate profits through your personal tax return.
- You still maintain the limited liability of a corporation.
- If you have additional personal income against which to deduct company losses, or if your personal tax rate is lower than the corporate tax rate, this form may be advantageous for you. Again, please seek professional tax advice to make this determination.

### "S" Corporation Disadvantages

- There are some restrictions on "S" corporations, mainly in how you can sell your shares. You can have a maximum of 35 shareholders, all of whom must be U.S. citizens, and be individuals (not corporations).
- You must request permission from the IRS to be an "S" corporation, and generally, must maintain the calendar year as your fiscal year.

### 4. Limited Partnership

In a Limited Partnership, there are two kinds of partners: general partners, who carry full liability; and limited partners, who carry limited liability. Limited partners must make known, through filing with the Secretary of state that they indeed are limited partners, and they may not participate in the day-to-day management of the business. Again, as in the "S" Corporation, profits from Limited Partnerships are taxed through each partner's personal tax return. Limited partnerships are popular in industries where a great deal of ``up-front" money is needed for projects that are expected to produce a high return, such as in real estate, energy, movie production, and sports teams.

### 5. Limited Liability Company (LLC)

While wearing the corporate form, essentially, an "LLC" is similar to a Limited Partnership, except the general partner also carries limited liability. Profits are taxed through individual owners' personal tax returns. The advantage of this form over an "S" Corporation is that other corporations may be owners, and the "LLC" may also hold 100% ownership in subsidiary companies.

Be aware that LLC is a relatively new business form. Legal precedents have not been set to outline clearly all the legal and tax ramifications of this form of organization. If interested in becoming an "LLC" you are strongly urged to seek competent, professional legal and tax advice.

FS-6500-24 (V. 07/2012) OMB No. 0596-0082

### **FINANCIAL STATEMENT**

(Ref. 36 CFR 223.7(e), 36 CFR 251.54(e)(2), Federal Acquisition Regulation 48 CFR 9.104-1.)
INSTRUCTIONS: Forest Service (FS) requires the respondent to provide the most recent fiscal year financial statement.

	ver any item below, att	ach addi	al years of financial data, on a case by cas tional sheets. False or fraudulent financia 001(a).	
			PANY (LLC.), PARTNERSHIP, OR PROPER during past three years and specify the years and specify the years.	
2. STATE INCORPORATED	3. DATE INCORPO	RATED	4. ADDRESS OF PRINCIPAL PLACE ( ZIP CODE)	OF BUSINESS (with
			R PARTNERSHIP INTERESTS	
6. NAMES, TITLES, AND AD OF STOCK OWNED BY EAC		ORATE (	OFFICERS AND DIRECTORS, WITH NUI	MBER OF SHARES
FULL NAME	TITLE	(Numb	ADDRESS per, Street, City, State, and ZIP CODE)	SHARES OWNED
7. REFERENCES (At least	three should be given	preferal	ble banks):	
Full Name			ADDRESS (Number, Street, City, State, and ZIF	P CODE)

USDA Forest Service			500-24 (V. 07/2012) MB No. 0596-0082
NOTE: Respondents may submit certified financial so next pages. However, respondents must complete obottom of the last page.			
PART A. BALANCE SHEET	CURRENT YEAR (MO/DA/YR)	PAST YEAR (MO/DA/YR)	THIRD YEAR (MO/DA/YR)
YEAR ENDED	(	(6/2/4/11)	(
ASSETS			
CURRENT ASSETS:			
CASH			
RECEIVABLES-TRADE			
LESS ALLOWANCES FOR DOUBTFUL ACCOUNTS	< >	< >	< >
INVENTORIES (LIST MAJOR CATEGORIES):			
INVENTORIES (LIST MAJOR CATEGORIES).			
OURRILEO AND MIGOELL ANEQUO			
SUPPLIES AND MISCELLANEOUS			
MARKETABLE SECURITIES			
PREPAID EXPENSES			
SUPPLIES INVENTORY			
OTHER CURRENT ASSETS:			
TOTAL CURRENT ASSETS			
FIXED ASSETS:			
LAND			
BUILDINGS			
MACHINERY AND EQUIPMENT			
PLANT			
LEASEHOLD IMPROVEMENTS			
OTHER			
LEGO ALLOWANGE FOR REPRESENTION			
LESS ALLOWANCE FOR DEPRECIATION	< >	< >	< >

FS-6500-24 (V. 07/2012) OMB No. 0596-0082

BOOK VALUE-FIXED ASSETS		
OTHER ASSETS:		
DEPOSITS-CASH		
DEPOSITS-SECURITIES		
TOTAL-OTHER ASSETS		
TOTAL ASSETS		

LIABLIITIES AND OWNER EQUITY	CURRENT YEAR	PAST YEAR	THIRD YEAR
CURRENT LIABILITIES:			
ACCOUNTS PAYABLE-TRADE			
ACCRUED PAYROLL			
ACCRUED PAYROLL TAXES AND INSURANCE			
NOTES PAYABLE			
INCOME TAXES-CURRENT			
OTHER TAXES			
CURRENT PORTION OF LONG-TERM DEBT			
OTHER CURRENT LIABILITIES (SPECIFY):			
TOTAL CURRENT LIABILITIES			
OTHER LIABILITIES:			
DEFERRED INCOME TAXES			
LOANS FROM OFFICERS/PARTNERS			
LONG-TERM OBLIGATIONS-LESS CURRENT AMOUNT			
TOTAL OTHER LIABILITIES			
TOTAL LIABILITIES			
OWNER EQUITY:			
CAPITAL STOCK OUTSTANDING			
RETAINED EARNINGS (DEFICIT)			
DADTNEDOUNIVEOTMENT (DEFICIT)			
PARTNERS' INVESTMENT (DEFICIT)			

**USDA Forest Service** 

FS-6500-24 (V. 07/2012)

	_			OMB N	lo. 059	96-0082
TOTAL OWNER EQUITY						
TOTAL LIABILITIES AND OWNER EQUITY						
PART B. SUPPLEMENTAL DATA	ı					
THIS STATEMENT IS ON THE-CASH BASIS	ACCRL	IAL BASIS _				
INVENTORIES ARE-LIFO FIFOCOST OR M	ARKET	WHICHEVE	R IS L	OWER	_	
NAMES OF CONTRACTORS OR SUB-CONTRACTORS USED (IF	ANY):					
PART C. INCOME STATEMENT	CURRI	ENT YEAR	PAS	T YEAR	THIR	D YEAR
GROSS SALES						
LESS-RETURNS AND ALLOWANCES	<	>	<	>	<	>
NET SALES						
LESS-COST OF GOODS SOLD	<	>	<	>	<	>
GROSS PROFIT ON SALES						
LESS-SELLING EXPENSE	<	>	<	>	<	>
NET PROFIT (LOSS) ON SALES						
GENERAL EXPENSE:						
OFFICERS SALERIES						
LEGAL AND OTHER PROFESSIONAL EXPENSE						
OFFICE EXPENSE						
TOTAL GENERAL EXPENSE						
NET OPERATING PROFIT (LOSS)						
ADD-OTHER INCOME						
LESS-INTEREST EXPENSE						
INCOME TAXES	<	>	<	>	<	>
OTHER EXPENSE	<	>	<	>	<	>
NET AMOUNT OF OTHER INCOME AND EXPENSE	<	>	<	>	<	>
NET PROFIT (LOSS) FOR YEAR	1		•		1	

NOTE: Offers must set forth full, accurate, and complete information as required in this Financial Statement (including any attachments). The penalty for making false statements in this Financial Statement is prescribed in 18 U.S.C. 1001.

**USDA** Forest Service

FS-6500-24 (V. 07/2012) OMB No. 0596-0082

PART D (1). CERTIFICATION FOR CORPORATIONS, We, the undersigned, general officers (or members) of (Name of corporation, LLC. or partnership) being several financial statements are true and correct, and that it to and including the date of 2	of verally sworn, each declares that the above or attac	hed	
CERTIFYING OFFICIAL'S NAME AND TITLE	SIGNATURE (Sign in ink)	DATE	
CERTIFYING OFFICIAL'S NAME AND TITLE	SIGNATURE (Sign in ink)	DATE	
SIGNATURE  PART D (2). CERTIFICATION FOR INDIVIDUALS	day of (Month/Year).  TITLE	(Affix Notary Seal)	
I swear (or affirm) that the above or attached financia knowledge.			
INDIVIDUAL'S NAME AND TITLE	SIGNATURE (Sign in ink)	DATE	
SWORN TO AND SUBSCRIBED before me this	, ,	(Affix Notary	
SIGNATURE	TITLE	Seal)	
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# Appendix 18: Request for Verification

		US D		NT OF AGRIC			REST SERVICE	FS-6500-25 (V. 01/2014) OMB No. 0596-0082	
			(	Reference I	FSH 650	9.18)			
Instructions:	App	licant - Cor	nplete item	s 1 thru 5.	Forward	direc	ly to bank or le	nding institution.	
	В	ank or Plea	ase comple	te Items 6 t	hru 15. F	Retur	n directly to		
	Le							ice Center, Forest Service.	
		101	B Sun Ave	e., NE, Albu			37109 Attn:		
				PARTI-	REQUE	ST			
1. TO: Name a other L		dress of Bank institutions	or		2. FR	OM:	(Name and Add	dress of Applicant)	
			3. S	TATEMENT	OF APP	LICA	NT		
TYPE OF ACCO	UNT			ACCOUN	T NUMBE	ER		CURRENT BALANCE	
CHECKING ACC	COUNT								
SAVINGS ACCO	UNT								
OTHER									
I have applied for a timber sale contract or concessionaire permit (please cross one out) with the National Forest and state that my balance with the bank or lending institution named in Item 1 are as shown in Item 3. My signature below authorizes verification of the information. Your response is solely a matter of courtesy for which no responsibility is attached to your institution or any of your officers.									
<ol><li>Signature of</li></ol>	Applica	ant						5. Date	
								/ /	
				ART II - VE					
6. Does applica	nt have		ding loans? s, fill Item 7		10. ls	the a		n 2 months old? lo If Yes, fill in Item 11.	
TYPES OF LO	ANS	MONTHLY	' PYMT	PRESENT	T BALAN	CE	11. Date acc	ount was opened:	
Secured									
							12. Payment	Experience:	
Unsecured							Favo	orable Unfavorable	
8. Is applicant's Yes	staten		correct? , fill Item 9.				If unfavor	able, please explain in remarks.	
9.		CHECKING I	BALANCES	}					
	CKING			SAVINGS					
13. REMARKS:									
THE INFORMATI	ON ON	THIS FORM IS	CONFIDE	NTIAL. IT IS	TO BE T	RANS	MITTED DIRECT	TLY, WITHOUT PASSING	
THROUGH THE	HANDS	OF THE APPL	ICANT OR	ANY OTHER	PARTY.				
14. Signature o	f bank	or lending offi	cial.					15. Date / /	
False or frauduler	t financi	ial reporting on	this form is	subject to a f	ine or imp	risoni	nent under 18 U.	S.C. 1001(a).	

### Burden Statement

According to the Paperwork Reduction Act of 1995, an agency may not conduct or sponsor, and a person is not required to respond to a collection of information unless it displays a valid OMB control number. The valid OMB control number for this information collection is 0596-0082. The time required to complete this information collection is estimated to average 0.5 hours per response, including the time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information.

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The Privacy Act of 1974 (5 U.S.C. 552a) and the Freedom of Information Act (5 U.S.C. 552) govern the confidentiality to be provided for information received by the Forest Service.

## Appendix 19: Maintenance and Reconditioning Responsibilities

### Maintenance and Reconditioning Responsibilities

### **General Requirements**

All job standards, as a minimum, will conform to the Forest Service publication "Cleaning Recreation sites (December 1995).

Additional standards can be found in Appendix 20 - National Quality Standards for Recreation Site Management.

All materials, supplies and paint colors used by the concessionaire will be approved by the Forest Service before use.

To be acceptable, all maintenance will be performed according to Forest Service standards and approved Site Development Plans.

### Types of Maintenance and Reconditioning Work

Maintenance and reconditioning work (M&R) is a condition of the special use permit. Holder maintenance and reconditioning includes activities that neither materially add to the value of the property nor appreciably prolong its life. The work serves only to keep the facility in an ordinary, efficient operating condition. The concessionaire is required to perform Holder Maintenance and Reconditioning (Holder M&R) at the concessionaire's expense.

Government M&R generally includes activities which arrest deterioration and appreciably prolong the life of the improvements. All Government M&R is performed at the sole discretion of the Authorized Officer. The Holder will be required to accomplish Government Maintenance and Reconditioning work (Government M&R), either for offset of the special use permit fee, or as a cooperator by agreeing to allow the Forest Service to use the permit fee to accomplish the work.

The following narrative provides an overview of the types of work which will be included in Holder M&R plans, as well as those M&R activities which will be the responsibility of the Government.

**Routine Maintenance and Reconditioning:** Includes cleaning and repair due to any cause to keep the facility operational, neat, sanitary, and safe to use. Cost of the work may be up to 50% of the replacement cost of the facility or item being repaired.

**Replacement (Government):** Includes repair of facilities when the cost of the work will be greater than 50% of replacement cost, as well as total replacement. Includes repair or replacement resulting from any cause except fire and other casualty, including vandalism, when such loss is covered by the Holder's insurance (see Special Use Permit Clause III(1)2.)

### M&R Work

The following examples define Holder and Government M&R responsibilities:

### **WATER SYSTEM:**

**Holder:** Responsible for operation and maintenance of entire water system in accordance with the Forest Service "Water and Wastewater Operations and Maintenance Manuals" where these reference materials are applicable. Responsible for repairing broken water lines (including underground lines), repairing

valves or hydrants, cleaning storage tanks, and all other general maintenance and minor repair. Responsible for all water testing, monitoring, and treatment (when required).

**Government:** Responsible for capital replacement of water systems and water system components.

### **ELECTRICAL DISTRIBUTION SYSTEM:**

**Holder:** Paying all electric bills and other maintenance.

**Government:** Responsible for capital replacement of electrical systems and electrical system components.

### ROADS, PARKING AREAS/SPURS, WALKWAYS, CAMP/PICNIC UNITS, BRIDGES:

**Holder:** Maintain improved campground roads, parking pads, camping spurs and turnouts, campsites/picnic site furniture pads, tent pads, paths, trails, handrails, stairs, gates, and footbridges within the recreation sites offered in this prospectus by filling in holes/depressions, patching, raking, brushing, trimming limbs, and otherwise repairing any damage as it occurs. Identify hazard trees. Remove vegetative debris from recreation site roads, trails, bridges, campsites, and parking lots. Clean and maintain culverts and road ditches. Remove needles and vegetation swept into berms and/or left alongside roads, paths, and campsites.

**Government:** Maintain the running surface and make subsurface structural repairs to improved roads, parking lots, camping spurs, and turnouts including patching cracks and potholes. Perform routine maintenance and make structural repairs to road bridges.

### FLOATS, BUOYS, SWIM AREAS, DOCKS:

**Holder:** Seasonal installation and daily maintenance of buoys, floats, and swim lines. Daily maintenance (litter removal, repair of loose planks and dock hardware, safety inspections, etc.) of docks. Maintain the beach surface through daily removal of litter, dog waste, and branches.

**Government:** Replacement of buoys, floats, swim lines and docks. Major reconstruction or stabilization of beach surface.

### **SEWAGE SYSTEMS:**

**Holder:** Pumping and disposal of sewage from vaults, holding tanks, and septic tanks. Repair and maintenance of drainfields and associated components. Responsible for controlling objectionable odors at toilets. Responsible for maintaining a wastewater annual maintenance/service log for each campground.

**Government:** Capital replacement of collapsed vaults, failed septic systems, and sewage system components.

### **BUILDINGS:**

**Holder:** Interior painting of approximately 1/3 of existing buildings per year, as determined by the Forest Service. Repair or replace broken fixtures, screens, toilet vents, vent pipes, door locks, door closers, windows, and doors when discovered. Remove graffiti within 48 hours of discovery. Repair minor damage to interior walls and ceilings. Repair minor damage to roofs and exterior walls as damage is discovered. Rake limbs and needles from roofs as needed. Pressure wash interior and exterior walls as necessary to remove moss, mildew, and grime.

**Government:** Restore and replace buildings as funding becomes available with new structures that meet accessibility standards and odor-free requirements. Perform major structural repairs (excluding repair work to refurbish the interior of buildings due to graffiti or vandalism). Exterior repainting of buildings. Reroof buildings and replace exterior siding as funding becomes available.

### **BARRIERS, SIGNPOSTS, CAMPSITE POSTS:**

**Holder:** Responsible for installation and repair as needed. Keep all signs and site posts straight and at the correct height (per EM 7100-15 Signs and Poster Guidelines for the Forest Service). Repaint posts and barriers as determined by the Forest Service. When repairing signs, they must meet Forest Service standards (see campground sign plan if applicable) to be acceptable.

**Government:** Responsible for purchasing replacement signs and posts, and new signs if needed to comply with changes in FS sign standards.

### TABLES AND FIRE RINGS:

**Holder:** Sand and refinish (paint/stain) tabletops and benches, remove carvings in tabletops, and replace broken planks as necessary. Install replacement fire rings, repair tables and fire rings as needed.

**Government:** Provide replacement fire rings and table planks as necessary.

### **SOLID WASTE:**

**Holder:** Garbage removal. Repair, clean, and paint garbage cans and dumpsters. Maintain garbage can and dumpster pads. Assure dumpsters and cans meet bear/wildlife resistant guidelines.

**Government:** Replace dumpsters as necessary.

### SIGNS, BULLETIN BOARDS, KIOSKS:

**Holder:** Install, repaint, maintain, or repair signs, including recreation site entrance signs and kiosks, as needed. Replace posters in kind. Maintain posters and information on bulletin boards, except for trailhead information boards.

**Government:** Replace campground entrance signs, kiosks, and bulletin boards. Maintain posters and information on trailhead information boards located within concessionaire managed sites. Purchase sign upgrades for holder installation.

### **VEGETATION MANAGEMENT:**

**Holder:** Identify, fall, and buck hazard trees and limbs as necessary prior to opening facilities at the beginning of the season, as well as during the operating season. Cleanup vegetative debris including mechanical chipping of limbs if necessary. After securing written approval from the authorized officer, the permit holder's financial responsibility for removing hazard trees and associated slash will not exceed **1% of gross revenue** generated by the concession per year. Hazard tree removal exceeding 1% of gross revenue may be completed through an approved Granger-Thye fee offset project. Maintain shrubs, trees, and grasses. Notify Forest Service immediately of any new hazard trees discovered during the operating season. Temporarily close sites if hazards exist.

**Government:** Fall, buck, and cleanup debris from hazard trees with qualified sawyers when available. Environmental review and approval of all large-scale vegetation management proposals. Planting of shrubs, trees, and grasses.

Appendix 20: National Quality Standards for Recreation Site Management

# National Quality Standards for Recreation Site Management and Best Management Practices (Formerly known as Meaningful Measures Standards)

National Quality Standards for developed sites have been established for the Key Measures: Health and Cleanliness, Safety and Security, Condition of Facilities, Responsiveness, Resource Setting. Critical National Standards are identified with an asterisk (\*). If not met, the resulting conditions pose a high probability of immediate or permanent loss to people or property.

### Key Measure: HEALTH AND CLEANLINESS

- \*Visitors are not exposed to human waste.
- \*Water, wastewater, and sewage treatment systems meet federal, state and local water quality regulations.
- Garbage does not exceed the capacity of garbage containers.
- Individual units and common areas are free of litter including domestic animal waste.
- Facilities are free of graffiti.
- Restrooms and garbage locations are free of objectionable odor.
- Constructed features are clean.

### Key Measure: RESOURCE SETTING

- \*Effects from recreation use do not conflict with environmental laws (such as ESA, NHPA, Clean Water, TES, etc).
- Recreation opportunities, site development, and site management are consistent with Recreation management system (ROS, SMS, BBM) objectives, development scale, and the Forest land management plan.
- Landscape character at the developed recreation site is consistent with the Forest scenic integrity objectives.
- Visitors and vehicles do not exceed site capacity.

### Key Measure: SAFETY AND SECURITY

- \*High-risk conditions do not exist in developed recreation sites.
- \*Utility inspections meet federal, state, and local requirements.
- Laws, regulations and special orders are enforced.
- Visitors are provided a sense of security

### Key Measure: RESPONSIVENESS

- \*When signed as accessible, constructed features meet current accessibility guidelines.
- Visitors feel welcome.

- Information boards are posted in a user-friendly and professional manner.
- Visitors are provided opportunities to communicate satisfactions (needs, expectations).
- Visitor information facilities are staffed appropriately during seasons of use and current information is available.
- Recreation site information is accurate and available from a variety of sources and outlets.

### Key Measure: CONDITIONS OF FACILITIES

- Constructed features are serviceable and in good repair throughout the designed service life.
- Constructed features in disrepair due to lack of scheduled maintenance, or in non-compliance with safety codes (e.g. life safety, OSHA, environmental, etc.) or other regulatory requirements (ABA/ADA, etc.), or beyond the designed service life, are repaired, rehabilitated, replaced, or decommissioned.
- New, altered, or expanded constructed features meet FS design standards and are consistent with an approved site development plan, including an accessibility transition plan.

### Public Service Maintenance Standards

The following standards should be met in sites offering services to the public. These standards are necessary to ensure a pleasant recreation experience for the visitor.

### Toilets, showers, and dressing areas

- Toilet bowls, risers, seats, seat covers, and urinals free of deposits on surfaces
- Building interiors free of dirt, trash, graffiti, insects (dead and alive), and spider webs
- Floors free of standing water
- Chromeware clean and bright
- Toilet paper, towels, and seat covers (where provided), stocked to last until next day and/or cleaning
- Unpleasant odors (both sewage and chemical) minimized
- All restroom buildings and individual toilet units will be fully open and accessible during the entire operating season to accommodate public service needs.

### Toilets and other buildings (exterior)

- Walkways and trails clean and clear of obstructions for public safety and accommodating people with disabilities
- Floor mats clean
- Exterior walls free of graffiti
- Roof generally free of leaves and branches
- Eaves free of wasp nests, bird nests, and spider webs

### **Toilet vaults**

• Vaults not more than three-fourths full

• During pumping, the vaults should be cleaned as thoroughly as possible to help prevent the production of odors.

### **Tables and benches**

- Tops and seats free of dirt, grease, and large carvings
- Under portion free of spider webs, etc.
- Tops, seats, and legs secure and functional

### Fireplaces, char-grills, fire rings, and stoves

- No more than half-full of ashes
- All ashes and partially burned wood confined to fireplace or grill
- Grill surface free of grease and food particles at time of ash removal Pedestals and bases straight and secure, and components functional Leftover firewood stacked beside unit.

### Garbage cans and depositories

- Plastic liner half-full or less
- Cans clean on the outside; all litter and debris picked up around cans or container

### Hand-pumps, fountains, and hydrants

- All units free of grease or residue
- All units secure and drip-free
- Catch basins (drains) free of food particles, soaps, grease, debris, standing water, and functioning properly