
Appendix 2D
Income/Expense Worksheet for Determining Economic Viability of a Concession

On the following page is an income/expense worksheet to assess whether a concession would be economically feasible.

Date _____

National Forest _____

Rec. Site or Complex _____

CONCESSIONAIRE INCOME

Use Fees

Campground Sites

Picnic Sites / Day Use

Parking Fees

Boat Ramps

Sales and Services

Firewood Sales

Groceries/Sodas/Ice

Miscellaneous Rentals

Miscellaneous Receipts

\$ _____

TOTAL CONCESSIONAIRE INCOME

\$ _____

CONCESSIONAIRE EXPENSES

Employee Salaries/Wages

Living Quarters / Trailer Rentals

Maintenance Materials

Maintenance Supplies

Cleaning Supplies

Uniforms

Communications (Radios, Cellular Phones, CBs)

Telephones/Fax

Water Charges (Testing, Usage)

Water System Maintenance

Vault Toilet / Septic Tank Pumping

Sewer Charges

Sewer Maintenance

Garbage Service / Dump Fees

Electricity, Natural Gas

Vehicle Expenses

Fire Insurance

Liability Insurance

Bonding

Taxes and Permits

Advertising

Accounting and Legal Services

Other Contracting Costs

Mailing and Postage

Miscellaneous Expenses/Overhead

Forest Service Fees / Fee Offset Maintenance

Contingency (5-10% of Expenses)

TOTAL CONCESSIONAIRE EXPENSES

\$ _____

NET CONCESSIONAIRE INCOME (before taxes)

\$ _____