RESPONSES TO QUESTIONS RECEIVED PRIOR TO THE QUESTION CUT-OFF DATE: STAND UP PADDLEBOARD CONCESSION AT LONG POND IRONWORKS STATE PARK

1. <u>Question:</u> I was wondering if there are reports of previous financial performance of this concession?

<u>Response:</u> Please refer to the following table summarizing annual financial reporting for the previous stand up paddleboard concession at Long Pond Ironworks State Park:

Long Pond Ironworks State Park - Stand Up						
Paddleboard Concession						
Financial Reporting	<u>2018</u>	<u>2019</u>	<u>2020</u>	<u>2021</u>	<u>2022</u>	<u>2023</u>
Total # of Paddleboard						
and Related Equipment						
Rentals	3794	3251	9357	6395	7121	5292
Total Gross Revenue	\$113,905.23	\$136,452.17	\$397,475.18	\$217,293.52	\$246,308.95	\$206,154.16
NJ State Sales Tax	\$7,355.98	\$8,661.22	\$24,689.63	\$13,306.95	\$15,601.95	\$13,029.52
Operating Expenses	\$48,000.00	\$40,190.00	\$247,000.00	\$51,000.00	\$72,459.07	\$64,151.80
Net Profit	\$58,549.25	\$104,923.39*	\$125,785.55	\$152,986.57	\$158,247.93	\$128,972.84
*The reporting for 2019 appears to contain an accounting error. Using the figures provided, Net Profit should have been \$87,600.95						