

RESPONSES TO QUESTIONS RECEIVED PRIOR TO THE QUESTION CUT-OFF DATE OF MAY 10, 2024: BOAT-LIVERY CONCESSION AT BASS RIVER STATE FOREST

1. **Question:** What were the revenues of this concession for the past three years?

Response: Please refer to the following table summarizing annual financial reporting for the previous boat-livery concession at Bass River State Forest. The Department did not have a boat-livery concession during the 2023 season.

| Bass River State Forest - Boat-Livery Concession Financial Reporting | <u>2019</u> | <u>2020</u> | <u>2021</u> | <u>2022</u> |
|---|--------------------|--------------------|--------------------|--------------------|
| Total # of Boats and Related Equipment Rentals | 1056 | 234 | 550 | 482 |
| Total Gross Revenue | \$26,157.58 | \$8,902.11 | \$15,266.53 | \$15,291.43 |
| NJ State Sales Tax | \$ 1,718.89 | \$ 566.89 | \$ 991.39 | \$ 979.85 |
| Operating Expenses | \$16,009.00 | \$3,000.00 | \$ 8,000.00 | \$11,652.22 |
| Net Profit | \$ 8,429.69 | \$5,335.22 | \$ 6,275.14 | \$ 2,659.36 |