

# Camp Sewataro Price Proposal

The undersigned proposes to pay to the Town:

Monthly fee: **\$10,000 (TEN THOUSAND DOLLARS) PER MONTH, PAYABLE IN TWO ANNUAL INSTALLMENTS OF \$60,000 EACH, ON MAY 1<sup>ST</sup> AND DECEMBER 1<sup>ST</sup> BEGINNING IN 2020.**

and

Percentage of net revenue monthly:

- **PERCENTAGE OF FIRST \$500,000 IN NET REVENUE PER YEAR: 20%**
- **PERCENTAGE OF NEXT \$500,000 IN NET REVENUE PER YEAR: 25%**
- **PERCENTAGE OF ALL NET REVENUE IN EXCESS OF \$1,000,000 PER YEAR: 33.33%**

Net revenues shall be revenues minus traditional operating expenses associated with day camp operations (Year Round and Seasonal Staff Payroll, summer program, sales and marketing, food expenses, maintenance and repairs, travel and transportation, bank and credit card fees, insurance, utilities, employee benefits, interest and principle payments on associated debt service and the like) and approved capital expenditures.

Operating Expenses will not include business owner's taxable profit but will include compensation for all employees of the business for work performed, including by business owner. The monthly fee paid to the Town shall be deducted from revenues before calculation of distributions.

By way of example, if annual revenues are \$1,300,000, the monthly fees payable to the Town totaling \$120,000 annually would first be deducted, leaving \$1,180,000. 20% of the first \$500,000 would yield a share of \$100,000 for the Town, with the addition of 25% of the next \$500,000 in net revenue yielding \$125,000 for the Town. The final amount in excess of \$1,000,000 would be \$180,000, of which the Town would be entitled to \$60,000. In this example, total revenue to the Town would be \$120,000 + \$100,000 + \$125,000 + \$60,000 for a total net revenue distribution to the Town of \$405,000.

The undersigned agrees that, if selected, s/he will within five days (Saturdays, Sundays and legal holidays excluded) after presentation thereof by the Town, execute a contract in accordance with the terms of this bid. The undersigned further certifies under the penalties of perjury that this bid has been made and submitted in good faith and without collusion or fraud with any other person. As used in this section the word "person" shall mean any natural person, business, partnership, corporation, union, committee, club or other organization, entity, or group of individuals.

Date: July 26, 2019

K&E Camp Corporation, a NH Corporation

