



PROSPECTUS



A Concession Business Opportunity to Operate Food and Beverage,
Retail, and Other Services
within
Great Basin National Park

Solicitation #
CC-GRBA001-27

PROSPECTUS

Food and Beverage, Retail,
and Other Services

GREAT BASIN NATIONAL PARK
NATIONAL PARK SERVICE
INTERIOR REGIONS 8, 9, 10, AND 12

Contract No. CC-GRBA001-27

PROSPECTUS ISSUED:	December 1, 2025
QUESTIONS DUE:	January 14, 2026
NOTICE OF INTENT TO PROPOSE DUE:	April 16, 2026
PROPOSALS DUE:	April 30, 2026

Questions and proposals must be **received** by the National Park Service no later than by 12:00 P.M. (Pacific Time) of the due date listed above.

Mark Juretschke
Financial Analyst
National Park Service
Interior Regions 8, 9, 10, and 12

Send Questions via email to:

Mark Juretschke
mark_juretschke@nps.gov

BUSINESS OPPORTUNITY

CC-GRBA001-27

Department of the Interior

National Park Service
Great Basin National Park

**A Concession Business Opportunity to Operate Food and Beverage,
Retail, and Other Services
within Great Basin National Park**

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INTRODUCTION

The National Park Service (“Service”) seeks proposals for a concession contract authorizing the operation of food and beverage, retail, and other services within Great Basin National Park. This Prospectus describes, in general terms, the existing business operations and the future business opportunities for services required by the Service. Offerors must review all sections of this Prospectus and, specifically, the terms and conditions of the Draft Concession Contract No. CC-GRBA001-27 (“Draft Contract”), including its exhibits, to determine the full scope of a future concessioner’s responsibilities under the Draft Contract. All photos and data in this document are courtesy of the Service.

Exhibit 1. Summary of Draft Contract Terms and Conditions

Category	Draft Contract Terms and Conditions
Draft Contract Term	Ten (10) Years, with the option for a five (5) year term.
Projected Effective Date	March 1, 2027
Required Services	Food and Beverage, Retail
Authorized Services	Grocery and Convenience Merchandise, Wireless Internet Service, Sporting Goods & Recreational Equipment, Movie Rentals, Vending Machines
Project Gross Receipts (Year 1)	\$342,000 - \$378,000
Estimated Initial Investment (Year 0)	\$233,000
Minimum Franchise Fee	1.75% on Gross Receipts

NOTIFICATION OF INTENT TO PROPOSE

If you plan to submit a proposal in response to this solicitation, you must notify Mark Juretschke via email at mark_juretschke@nps.gov no later than 12:00 p.m. (PDT) on April 16, 2026.

The Service will not accept proposals from entities that do not provide their Notice of Intent to Propose on or before 12:00 p.m. (PDT) on April 16, 2026.

INFORMATION REGARDING THIS PROSPECTUS

In this document, the National Park Service refers to the Great Basin National Park as the “Park” or “Area.”

This Prospectus includes Service estimates of revenue and expenses to assist Offerors in developing financial projections. These estimates reflect Service assumptions based on planning decisions, historical concession operating data, industry standards, economic conditions, and comparable and competitive operations. The Service does not guarantee these projections will materialize and assumes no liability for their accuracy. Offerors must compile and present their own financial projections based on independent assumptions, due diligence, and industry knowledge.

Offerors must review all sections of this Prospectus, especially the terms and conditions of the Draft Concession Contract No. CC-GRBA001-27, including its exhibits, to determine the full scope of a future concessioner’s responsibilities. The Draft Contract with all exhibits is included in this Prospectus. In the event of any inconsistency between the description of the terms contained in this Prospectus and the Draft Contract itself, the terms of the Draft Contract will prevail.



Certain federal laws apply to this solicitation, including the National Park Service Concessions Management Improvement Act of 1998 (Public Law 105-391 and hereafter referred to as “the Concessions Act”), as implemented by regulations in 36 C.F.R. Part 51. Links to these are available online at the [NPS’s Commercial Services website](#). In the event of any inconsistency between the terms of this Prospectus and 36 C.F.R. Part 51, 36 C.F.R. Part 51 will control.

“Concessioner” refers to the entity that will be the concessioner under the Draft Contract. “Existing Concessioner” refers to Donald L. Crouch, doing business as Lehman Caves Café, the existing concessioner for the services currently offered under Concession Contract No. CC-GRBA001-17 (“Existing Contract”). The Existing Contract is available upon request.

The Service intends to announce the Selected Offeror around June 2026. The Service intends to award the Draft Contract around August 2026, or approximately six (6) months prior to the anticipated effective date when the Concessioner will commence operations on March 1, 2027. Award of a concession contract does not occur until the competitive process has been completed and both the selected Offeror and the Service have signed the concession contract. While the Service will make every effort to meet this schedule, it is subject to change

SITE VISIT

The Service will not host a site visit for this solicitation. Interested parties are encouraged to visit Great Basin National Park and the café at their own convenience.

PROPOSALS

Offerors should carefully review and comply with the proposal instructions, included in the Prospectus.

Offerors must complete the Proposal Package in its entirety. The Proposal Package contains a required transmittal letter, five principal selection factors, and one secondary selection factor. Each selection factor identifies the minimum and maximum points the Service may award, depending on the quality of the response. A high-quality response includes clear, specific commitments. The following paraphrases the information sought under each selection factor. Where there are discrepancies, the wording of the actual selection factors in the Proposal Package controls.

Principal Selection Factor 1 requires Offerors to describe actions it will take with respect to preservation and protection of park resources.

Principal Selection Factor 2 requires Offerors to describe how it will provide high-quality visitor services at a variety of price points.

Principal Selection Factor 3 requires Offerors to describe their organizational structure and provide documentation to help the Service understand the Offeror and their relationship to other entities. The Service does not score this information specifically but may use it to understand responses elsewhere in the proposal. Incomplete submissions may lead to a lower score elsewhere if the information submitted does not support claims made in response to specific subfactors in this and other selection factors. The Service has provided forms Offerors must complete depending on their organizational structure.

This principal selection factor also requires Offerors to describe experience with similar operations, and its history of violations and infractions as well as the strategies the Offeror will implement to minimize them.

Principal Selection Factor 4 requires Offerors to demonstrate their financial capacity to commence and carry-on operations under the Draft Contract. A high-quality response incorporates commitments made elsewhere in the proposal. The Service’s proposal package includes a business history form, and financial tables Offerors must complete in providing responses to this selection factor.



Principal Selection Factor 5 requires Offerors to provide the franchise fee they will pay on gross receipts generated under the Draft Contract. Failure to agree to pay the minimum franchise fee set out in the selection factor will result in the Service finding the proposal non-responsive and ineligible for award of the Draft Contract.

Secondary Selection Factor 1 requires Offerors to describe programs it will implement to promote sustainability within the operations.

NATIONAL PARK SERVICE

THE NATIONAL PARK SERVICE AND ITS MISSION

In 1916, President Woodrow Wilson approved legislation creating the Service within the Department of the Interior. That legislation mandated that Congress created America's National Park Service to:

...conserve the scenery and the natural and historic objects and the wildlife therein and to provide for the enjoyment of the same in such a manner and by such means as will leave them unimpaired for the enjoyment of future generations. 54 U.S.C. § 100101(a)

Additionally, Congress declared that the National Park System should be:

...preserved and managed for the benefit and inspiration of all the people of the United States... 54 U.S.C. § 100101(b)

The Service has as its overall mission the preservation and public enjoyment of significant aspects of the nation's natural and cultural heritage. To learn more about the National Park Service, visit www.nps.gov. This site includes information about the Service, its mission, policies, and individual parks.

DOING BUSINESS WITH THE SERVICE

The Service has worked with private parties to provide services to visitors dating back to the earliest times of national parks, well before the creation of the Service itself. Many of the iconic lodges and other structures found in America's national parks were constructed and operated by private parties, and that relationship continues today.

The Service uses the term "commercial visitor services" when generally describing services, benefits, and goods provided to visitors within an area of the National Park System by a third party for a fee. The term "commercial visitor services" includes lodging, food and beverage, retail, marina operations, guided recreation, equipment rental, experiential transportation, and similar services the National Park Service itself does not provide. The Service implemented regulations for many aspects of the Act, primarily to set out the process for soliciting bids for new contracts and managing the concessioner's investment in structures owned by the United States.

Working with the Service providing commercial visitors services differs from operating outside a park in several respects. By law, the Service approves the rate approval method and, possible, the rates to ensure park visitors do not pay higher fees for goods and services merely because such transactions occur within parks. As with the private sector, concessioners must develop and follow environmental management programs, risk management programs, and similar programs to ensure operations comply with applicable laws. Our employees review the quality of concession operations and compliance with contract requirements including, when appropriate, the maintenance of facilities. Our contract oversight reflects the best management practices of the private sector industries.



Even with these regulatory requirements, concessioners in national parks enjoy significant benefits. Many parks function as unique visitor destinations. Great Basin National Park is one such destination, attracting numerous visitors from local, national, and international communities.

GREAT BASIN NATIONAL PARK

Great Basin National Park ("Park") is located in Eastern Nevada, near the Utah border approximately 400 miles east of Reno, 300 miles north of Las Vegas, and 250 miles southwest of Salt Lake City, Utah. The small community of Baker, Nevada, is located in the Snake Valley, just five miles east of the Lehman Caves Visitor Center. Access to the Park visitor center is via paved highways. The Park received designation as Lehman Caves National Monument on January 24, 1922, and become a National Park on October 27, 1986. Great Basin protects 77,180 acres encompassing ancient bristlecone pines, the Lehman Caves, and the 13,065-foot summit of Wheeler Peak.

Great Basin National Park is significant in its preservation of an outstanding segment of the Great Basin physiographic region. Found within the Park are unique and important ecological features which are distinctive of the Great Basin. Individual plant communities, which reflect the conditions found in their particular environments, extend from the dry lower elevations of the Park, through forested mid zones, to harsh alpine areas, all within the space of a few miles. The Park's windswept ridges and mountain contain at least three separate groves of ancient bristlecone pine trees, the oldest living trees on earth. Wildlife, typical of the region, inhabits the Park. The Park's significant habitat is necessary for the survival or reintroduction of federal and/or state recognized threatened or endangered species or candidate species being considered for listing.

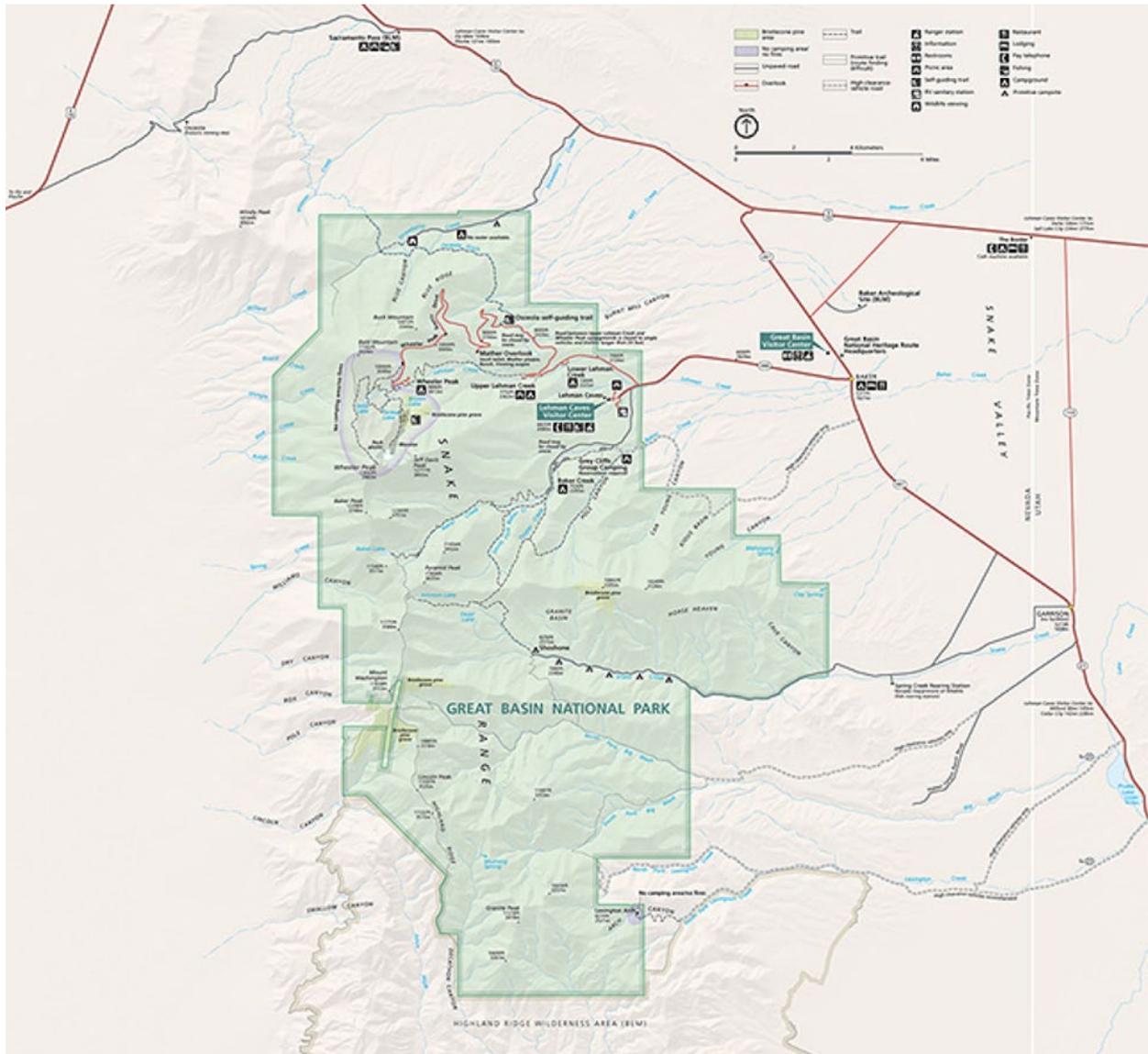
The convergence of a variety of ecological factors at Great Basin National Park, including climate, hydrology, pristine air quality, genetic isolation, relict communities, cave environs, and steep elevation gradients, make the area a prime laboratory for studying global climate change.

The Park contains superior examples of natural, geological and scenic values. The mountains of the South Snake Range are located within the Park display striking examples of glaciation, and include a small active glacier, unique to Nevada and the central Great Basin. The unparalleled air quality enhances the scenic vistas within the Park and of the surrounding basin. Visibility here is typically among the best in the entire nation. Similarly, water in the alpine lakes of the Park is remarkably clean and pollution free.

The Park also contains large areas of limestone bedrock which contain numerous caves, with their unique formations and rare life forms. Lehman Caves is undoubtedly the best known and most visited cave in the Park. Visitors easily view all phases of cave formation and development along a public tour route within Lehman Caves. A guided tour is the only way to enter Lehman Caves. Daily cave tours are offered year-round, except for Thanksgiving Day, Christmas Day, and New Year's Day. Park rangers lead all tours, explaining the history, ecology, and geology of the caves. Cave tours are 60 or 90 minutes long. The 60-minute tour travels 0.4 miles, and is ideal for families with young children. The entire spectrum of secondary cave decorations; stalactites, stalagmites, flowstone and other speleothems, are present. Lehman Caves also exhibits one of the finest displays of the rare, circular, shield or palette formation. Finally, Great Basin National Park contains significant examples of archaeological and historic resources connected with early human habitation and use of the region.



Exhibit 2. Great Basin National Park and Surrounding Area



VISITATION INFORMATION

The following exhibit presents annual visitation data for the Great Basin National Park over the past ten years. From 2015 through 2019, recreation visitation averaged 142,779 visitors per year. Visitation since 2020 has remained steady, averaging approximately 145,500 from 2021 to 2024. Visitation is highly seasonal, with more than 87% of visits occurring between May and October.



Exhibit 3. Annual Recreation Visitation to Great Basin National Park

Year	Visitation	Percent Change
2015	116,123	--
2016	144,846	24.7%
2017	168,028	16.0%
2018	153,094	-8.9%
2019	131,802	-13.9%
2020	120,248	-8.8%
2021	144,875	20.5%
2022	142,115	-1.9%
2023	143,265	0.8%
2024	152,068	6.1%

Exhibit 4. Great Basin National Park Average Monthly Visitation (2021-2024)

Month	Average Visitation (2021-2024)	Share of Average Visitation
January	1,600	1.1%
February	1,944	1.3%
March	2,994	2.1%
April	7,873	5.4%
May	15,023	10.3%
June	25,295	17.4%
July	23,391	16.1%
August	22,188	15.2%
September	23,823	16.4%
October	17,132	11.8%
November	2,371	1.6%
December	1,948	1.3%
Total	145,581	100%

COMPLIANCE WITH FEDERAL, STATE, AND LOCAL LAWS AND PARK JURISDICTION

Emergency Services

Great Basin National Park works with White Pine County for emergency medical services. The Park has staff who are trained for search and rescue and minor incidents within the Park.



Wildland Fire

The National Park Service provides Wildland Fire Support for incidents occurring within Great Basin National Park. The Park's Fire Management Program works closely with the Ely District Bureau of Land Management for initial Wildland Fire Support as well as nearby national park sites.

Public Health and Safety

US Public Health provides oversight and inspection of water systems and food and beverage operations for the concession facilities. NPS maintains the water systems and employs certified operators to run the water/wastewater facilities at Great Basin National Park.

Other Certifications

The Concessioner must determine and obtain all permits, pay necessary taxes, and abide by required labor laws, if required or set higher than federal law, by the appropriate federal, state, or local authority to conduct business within the Area. The Operating Plan (Exhibit A to the Draft Contract) identifies operational codes the Service has chosen to apply to the operations provided under the Draft Contract.

WEATHER

White Pine County enjoys a high desert climate characterized by clear sunny days, low humidity all year, and wide temperature swings every day. Summertime temperatures are generally in the 80-to-90-degree range during the day and fall to 45 degrees at night. Winter temperatures range from 30 to 50 degrees during the day, and fall below 0 about 10 to 20 times per year.

CONCESSION OPPORTUNITY

The following section describes the services required and authorized by the Draft Contract, as well as other key terms and information regarding the future business opportunity.

DRAFT CONTRACT TERM

The Draft Contract will have a term of ten (10) years, with an effective date of March 1, 2027. Either the Service or the Concessioner may exercise (at the sole discretion of the exercising party) an option for a shorter term of five (5) years by giving written notice to the other party no later than eighteen (18) months prior to the earlier expiration date, if exercised.

REQUIRED AND AUTHORIZED SERVICES: DRAFT CONTRACT

The following describes the Required Services (i.e., must be provided by the Concessioner) and Authorized Services (i.e., may be provided at the option of the Concessioner) specified in the Draft Contract. All services are located at Stehekin.

Exhibit 5. Required Services

Services
Food & Beverage
Retail



Exhibit 6. Authorized Services

Services
Grocery and Convenience Merchandise
Wireless Internet Service
Sporting Goods & Recreational Equipment
Movie Rentals
Vending Machines

OVERVIEW OF CONCESSION FACILITIES AND SERVICES

The operation is located within the Lehman Caves Visitor Center at Great Basin National Park. The Café and Gift shop is open at a minimum from April 15 to October 1. The Concession is one of the only options for food service in the Baker, NV area, with the other options all being located within the town of Baker. The minimum required hours of the café and retail services are:

Dates	Hours
April 15 to Memorial Day	8:00 a.m. to 4:00 p.m.
Memorial Day to Labor Day	8:00 a.m. to 5:00 p.m.
Labor Day to October 1	8:00 a.m. to 4:00 p.m.

The Concessioner is also authorized to operate between March 15 to April 14 and October 2 to November 15 in addition to the required dates listed above.

Food and Beverage

The café is the only food service available in the Park and is located within the Lehman Caves Visitor Center, a popular area for Park visitors and the origination point for tours of Lehman Caves. The Existing Concessioner provides a variety of breakfast items, hot dogs, sandwiches, wraps, nachos, fries, soups, salads, and desserts. Both non-alcoholic and alcoholic beverages are sold.

Interior seating capacity is approximately 20 with exterior seating adding another 15.

Retail

The required retail services include sale of souvenirs and gift items including Great Basin themed clothing and merchandise items. As detailed below, the Concessioner is authorized to sell additional items.

Authorized Services

The Concessioner is authorized to sell a wide range of grocery and convenience items, as well as merchandise appropriate for visitors to Great Basin National Park. The Concessioner may carry a limited selection of sporting goods and recreational equipment, such as daypacks and water bottles, to meet the needs of visitors who may have forgotten items or need emergency replacements. Additionally, the Concessioner is authorized to provide movie rentals and maintain vending machines as long as the vending machines are located inside the assigned concession facility. The Concessioner is also authorized to provide wireless internet service.

FINANCIAL DATA

This section presents revenue projections developed by the Service to assist Offerors in developing projections for future operations associated with the Draft Contract. These estimates reflect Service assumptions based on historical concession operating data, industry standards, economic conditions, and comparable and competitive operations. The Service does not guarantee these projections will materialize and assumes no liability for the accuracy of the projections presented. Offerors must compile and present their own financial projections based on their independent assumptions, due diligence, and industry knowledge. Additionally, the Service does not provide projections for authorized services, as these services may or may not be provided by the Concessioner.

Revenue Assumptions

The following exhibit provides a breakdown of projected revenue by service category.

Exhibit 7. Draft Contract Projected Revenues (Year 1)

Category	Projected Revenues (2027)
Food and Beverage	\$197,000 - \$217,000
Retail	\$145,000 - \$161,000
Total Estimated Revenue	\$342,000 - \$378,000

Utilization Assumptions

The following exhibits provide a breakdown of projections of operating statistics by department.

Exhibit 8. Projected Food and Beverage Operating Statistics (2027)

Description	Range
Number of Covers	15,700 – 17,300
Average Check per Cover	\$11.90 - \$13.20

Exhibit 9. Projected Retail Statistics (2027)

Description	Range
Number of Transactions	9,500 – 10,500
Average Transaction \$	\$14.50 - \$16.10

INVESTMENT ANALYSIS

The Service estimates the total required initial investment by the Concessioner necessary to begin operations required by the Draft Contract, provided below. Offerors must complete their own due diligence and not rely on the Service's estimates in preparing and submitting its proposal in response to this Prospectus. The Existing Contract does not require the Existing Concessioner to sell or transfer any personal property to the successor Concessioner.

Exhibit 10. Estimated Initial Investments

Required Investments	Estimated Amount (2027 Dollars)
Personal Property	\$150,000
Inventory	\$40,000
Start-up Costs	\$14,000
Working Capital	\$29,000
Total Estimated Initial Investment	\$233,000

PERSONAL PROPERTY

The Concessioner must provide its own personal property to commence operations, such as personal property used for general concession administration and support, furniture, and equipment. To assist potential Offerors to better understand the type and quantity of personal property necessary for the operation of the Draft Contract, the Service has provided a list of the Existing Concessioner's personal property as an appendix to this Prospectus.

ASSIGNED GOVERNMENT PERSONAL PROPERTY

The Service will assign certain government-owned equipment to the Concessioner at no cost. A list is presented in Exhibit D to the Draft Contract. The Concessioner must replace government-assigned assets at its own expense when they reach the end of their useful lives.

INVENTORY AND WORKING CAPITAL

The Concessioner will need beginning inventory and other working capital for account receivables and accounts payable.

START-UP COSTS

At the start of the Draft Contract, the Concessioner will need to make a one-time investment in a range of activities to commence operations including hiring staff, training that may involve costs in addition to normal wages, implementation of appropriate information technology, quality control, and other systems, legal services, and marketing and advertising beyond normal annual expenditures as well as other necessary start-up costs, such as operating supplies.

LEASEHOLD SURRENDER INTEREST

The Existing Concessioner does not have a leasehold surrender interest (as that term is defined under the 1998 Act, in 54 U.S.C. §101915, and its implementing regulations, 36 C.F.R. Part 51). The Draft Contract will not authorize the construction of any Capital Improvements.



DEFERRED MAINTENANCE

There is no deferred maintenance requirement under the Draft Contract.

OTHER DRAFT CONTRACT INFORMATION

In addition to the investments listed above, the Draft Contract includes the following requirements that are ongoing throughout the term of the Draft Contract. The Offeror's proposal should address how the Offeror intends to fund these items or account for them. The following section also provides additional information beneficial for Offerors to understand regarding the Draft Contract.

FRANCHISE FEE

Offerors must agree to pay the minimum franchise fee equal to **one and seventy-five hundredths of a percent (1.75%)** of the Concessioner's annual gross receipts as set out in Principal Selection Factor 5 of the Proposal Package. In determining the minimum franchise fee, the Service, using available industry data, considered the probable value to the Concessioner of the privileges granted by the Draft Contract. This probable value is based upon a reasonable opportunity for net profit in relation to capital invested and the obligations of the Draft Contract including anticipated revenues and expenses. Offerors, however, may propose a higher minimum franchise fee, as described in the Proposal Package.

INSURANCE REQUIREMENTS

In the Draft Contract, Exhibit C (Assigned Land and Real Property Improvements) and Exhibit F (Insurance), the Service included the minimum building insurance requirements for the Concession Facilities and minimum liability insurance requirements required by the Draft Contract.

UTILITIES

The Service will provide electricity, propane, water and wastewater, and trash service to the Concessioner. The Concessioner must obtain all other utilities (telephone, internet, etc.) from out-of-park suppliers.

The Service charges utility users (including concessioners) the utility systems' operating and maintenance costs and amortized cost of capital improvements to utility systems. The rates charged for utility services provided by the Service to the Concessioner will be dependent on the current rates charged by the Baker General Improvement District to local area residents.

MINIMUM WAGE

The minimum wage requirements of the State of Nevada will apply to the Draft Contract.

The Service has considered the implications of the State minimum wage requirements in the analysis of the minimum franchise fee, and Offerors must consider the impacts of these State minimum wage requirements when developing their financial projections.

PREFERRED OFFEROR DETERMINATION

Pursuant to 36 C.F.R. Part 51, the Director has determined the Existing Concessioner meets the definition of a Preferred Offeror and is eligible to exercise, in accordance with this part, a right of preference for the Draft Contract. That preferential right allows the Preferred Offeror, if it submits a responsive proposal, and is not selected as the best proposal for the Draft Contract, to match the terms and conditions of the best proposal.



EXISTING CONCESSION CONTRACT

The Existing Contract commenced on March 1, 2017 and is set to expire on February 28, 2027.

CONCESSION OPERATIONAL PERFORMANCE OVERVIEW

The following exhibits present historical annual gross receipts by department and franchise fees paid to the Service from calendar year 2021-2024 under the Existing Contract.

The Existing Concessioner pays a franchise fee of one and one-half of a percent (1.5%) of gross receipts.

Exhibit 11. Existing GRBA001 Historical Department and Total Revenues

Department	2022	2023	2024
Food and Beverage	\$212,598	\$193,629	\$192,703
Retail	\$159,758	\$136,737	\$107,553
Total Revenue	\$372,356	\$330,366	\$300,256
Franchise Fees Paid	\$5,506	\$4,882	\$4,504





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