

section. Offerors may establish or build-in additional areas within the reports to enter information that they believe necessary for Reclamation to fully understand their unique business proposal for Lake Berryessa; however, Offerors should use the basic format provided and at a minimum provide all of the type of information requested in this section of the Prospectus.

2. As a part of the review and rating of all proposals, Reclamation intends to have a financial 'Subject Matter Expert' as a part of the rating panel to specifically analyze all of the above discussed information and business pro-formas as it applies generally within the Recreation Hospitality Industry and specifically to the individual Offeror's proposal for Lake Berryessa. Financial proposals that are determined to demonstrate returns and general financial health that are not well-supported and/or that present projected returns in excess of reasonable business expectations will not be rated as high as those that provide well documented and supportable business levels based upon the Offeror's unique proposal.
3. Offerors who are proposing annual occupancy as provided by the ROD must demonstrate conclusively that revenue derived from AO is essential to the viability of the proposal. Failure to demonstrate the necessity for AO will diminish the evaluation of the Criterion B2(d). Proposed Services.

Offerors proposal must demonstrate a complete recovery of investment with profit during the 30-year base term of this contract. This is important because there is no assurance that the concession operation will continue after the expiration of the contract. Proposals will be evaluated in part based on how the Offerors present the cost recovery and profit.