

NATIONAL PARK HOSPITALITY ASSOCIATION
2012 DUES STRUCTURE

Calculate average revenue from all concession contracts for the period 1/1/09 - 12/31/2011

Preferential Right Members \$500
(Sales under \$500,000)

Regular Members (Sales over \$500,000)

		Category Maximum	
Base Fee			\$750
FIRST	\$ 20,000,000	0.075%	\$ 15,000
NEXT	\$ 30,000,000	0.050%	\$ 15,000
NEXT	\$ 22,000,000	0.025%	\$ 5,500
OVER	\$ 72,000,000	0.000%	\$ _____
MAXIMUM DUES			\$ 36,250

Sample Average Revenue \$23,671,994

				<u>Revenue</u>	<u>Dues</u>
Base Fee			x		750
FIRST	\$ 20,000,000	0.075%	x	20,000,000	15,000
NEXT	\$ 30,000,000	0.050%	x	3,671,994	1,836
NEXT	\$ 22,000,000	0.025%	x	-	-
OVER	\$ 72,000,000	0.000%	x	-	-
Totals				23,671,994	17,586

Sample Average Revenue \$8,576,829

				<u>Revenue</u>	<u>Dues</u>
Base Fee			x		750
FIRST	\$ 20,000,000	0.075%	x	8,576,829	6,433
NEXT	\$ 30,000,000	0.050%	x	-	-
NEXT	\$ 22,000,000	0.025%	x	-	-
OVER	\$ 72,000,000	0.000%	x	-	-
Totals				8,576,829	7,183

Sample Average Revenue \$3,781,933

				<u>Revenue</u>	<u>Dues</u>
Base Fee			x		750
FIRST	\$ 20,000,000	0.075%	x	3,781,933	2,836
NEXT	\$ 30,000,000	0.050%	x	-	-
NEXT	\$ 22,000,000	0.025%	x	-	-
OVER	\$ 72,000,000	0.000%	x	-	-
Totals				3,781,933	3,586