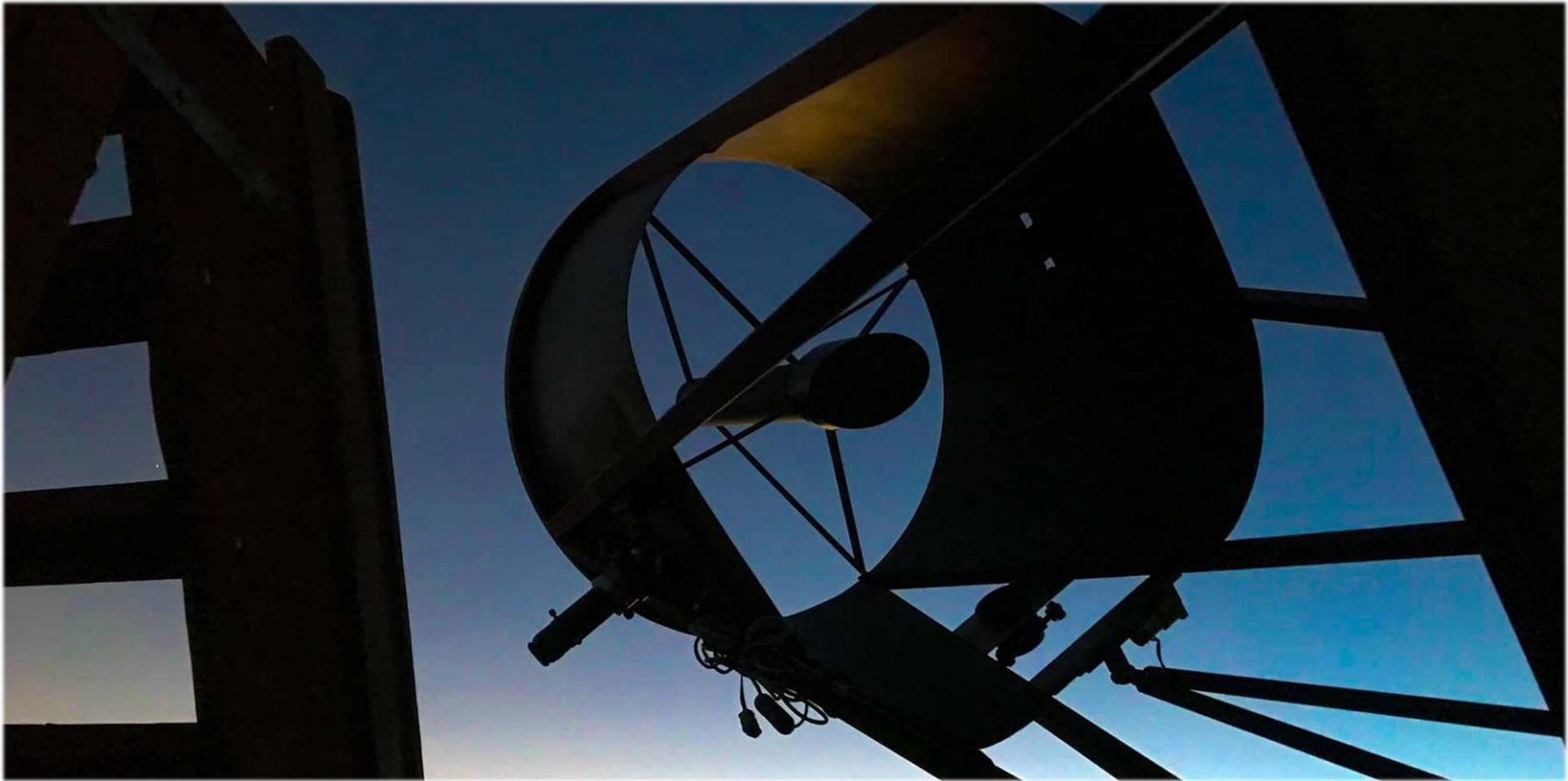




CONCESSIONS ANNUAL REPORT

FISCAL YEAR 2017-18



FREMONT PEAK SP, Fremont Peak Observatory

Concessions Annual Report

Fiscal Year 2017-18

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Director's Statement Concessions Annual Report

California is home to some of the most beautiful and diverse natural, cultural and recreational resources in the world. From the redwoods to desert blooms, the diversity of California is embodied in the 280 units of the State Park System. Over the years, the Concessions Program has evolved from relatively simple food and retail services to include innovative services and programs critical to achieving the Department's mission to enhance the park visitor experience.

During the Fiscal Year (FY) 2017-18, California State Parks executed over ten new or renewed concession contracts to support visitor servicing operations. The program overview reflects 213 concessions which contributed over \$22.5 million in revenue to the Department. Concession contracts executed during FY 2017-18 are listed in Section B this report.

This report, prepared pursuant to Section §5080.21 of California Public Resources Code, presents a comprehensive picture of concession contract activity during Fiscal Year 2017-18. Questions may be directed to (916) 653-7733 or concessions.program@parks.ca.gov.

DocuSigned by:
Armando Quintero
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Armando Quintero,
Director



Section A – Concession Program Summary

This section contains statistical comparisons of concession program activities during Fiscal Year 2017-18. The number of concession operations as referenced below excludes contracts which terminated or expired during the reporting period and reflect only the active contracts as of 6/30/2018. However, the revenue figures reflect all concessions that operated during the reporting period.

Disclaimer: Some revenue and facility figures are approximate due to ongoing reconciliation.



AUBURN SRA, Hotshot Imaging



MARSHALL GOLD DISCOVERY SHP, Argonaut Cafe

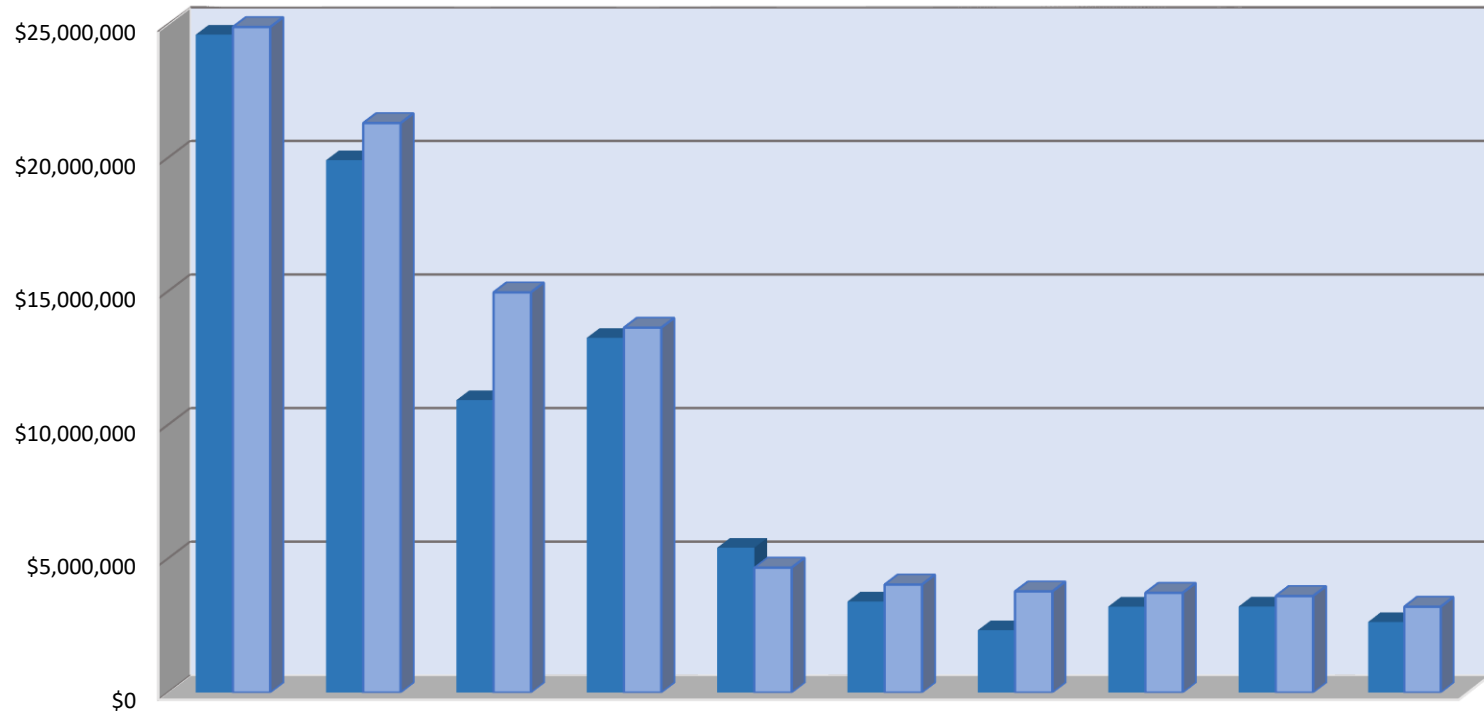
CONCESSIONS PROGRAM SUMMARY

FISCAL YEAR 2017-2018

District	Concession Operations	Concession Gross Receipts	Concession Rent	Concession Facility Improvements
Angeles	7	\$21,963,959	\$1,229,560	\$45,447
Bay Area	6	\$4,753,457	\$897,115	\$2,599
Capital	3	\$1,161,727	\$55,402	-
Central Valley	26	\$5,612,452	\$267,571	\$2,448
Channel Coast	9	\$1,039,189	\$109,310	-
Colorado Desert	2	\$217,926	\$14,319	-
Gold Fields	22	\$3,608,796	\$748,916	\$97,894
Inland Empire	4	\$1,014,257	\$77,364	\$95,832
Monterey	7	\$29,098,989	\$3,324,208	\$548,586
North Coast Redwoods	2	\$114,327	\$8,706	-
Northern Buttes	8	\$5,653,096	\$525,334	\$85,065
Oceano Dunes	10	\$13,666,513	\$1,469,043	-
Orange Coast	12	\$17,759,868	\$669,566	\$945,227

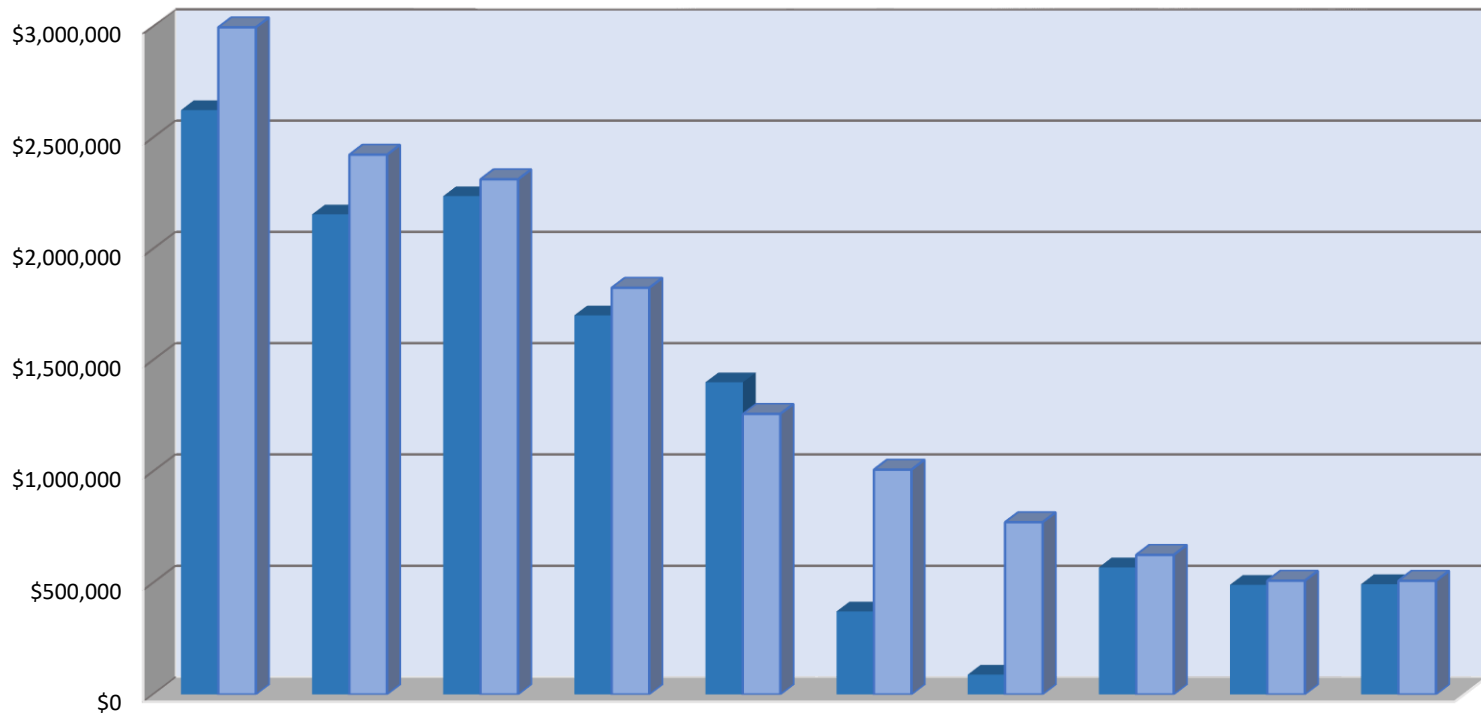
District	Concession Operations	Concession Gross Receipts	Concession Rent	Concession Facility Improvements
San Andreas	1	\$677,487	\$50,812	-
San Diego Coast	51	\$38,441,118	\$7,636,064	\$178,000
San Luis Obispo	9	\$9,569,309	\$1,825,907	-
Santa Cruz	7	\$4,089,726	\$427,302	-
Sierra	14	\$3,764,584	\$816,922	\$132,574
Sonoma Mendocino Coast	5	\$447,779	\$26,163	-
Statewide	3	\$3,091,675	\$2,443,256	-
Tehachapi	1	\$648,523	\$65,051	-
Twin Cities	4	\$1,019,248	\$104,115	-
GRAND TOTAL	213	\$167,414,005	\$22,5792,004	\$2,133,672

MAJOR CONCESSION CONTRACTS FISCAL YEARS 2016/17 AND 2017/18 GROSS RECEIPTS



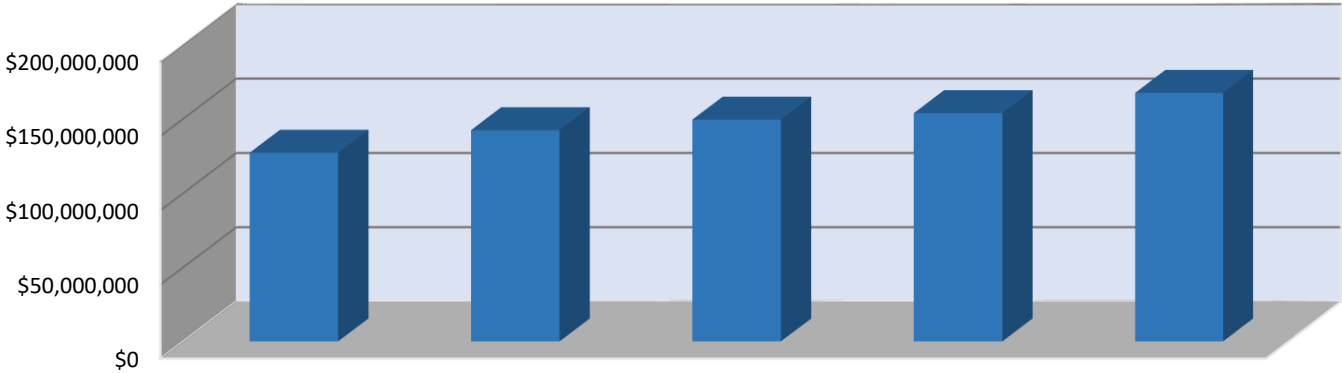
	ARAMARK Sports & Entertainment – ASILOMAR SB	Old Town Family Hospitality Corp. – OLD TOWN SD SHP	Malibu Pier Partners. LLC – MALIBU LAGOON	Crystal Cove Management Company – CRYSTAL COVE SP	ARAMARK Sports & Entertainment – HEARST SAN SIMEON SHM	Lakeside Café – LOS ENCINOS SHP	Guest Services Company of Virginia – BIG SUR SP	Sun Buggy Fun Rentals – OCEANO DUNES SVRA	LAZ Parking, LLC – TORREY PINES SB	Steve's ATV Rentals – OCEANO DUNES SVRA
■ Total Gross Receipts for 16-17	\$24,609,037	\$19,909,057	\$13,255,894	\$10,927,040	\$5,401,493	\$3,395,913	\$3,207,939	\$3,204,194	\$2,863,339	\$2,629,284
■ Total Gross Receipts for 17-18	\$24,893,583	\$21,297,777	\$14,961,648	\$13,638,081	\$4,659,315	\$4,029,102	\$3,772,055	\$3,720,191	\$3,600,129	\$3,200,845

**MAJOR CONCESSION CONTRACTS FISCAL YEARS
2016/17 AND 2017/18 RENT PAID TO STATE**



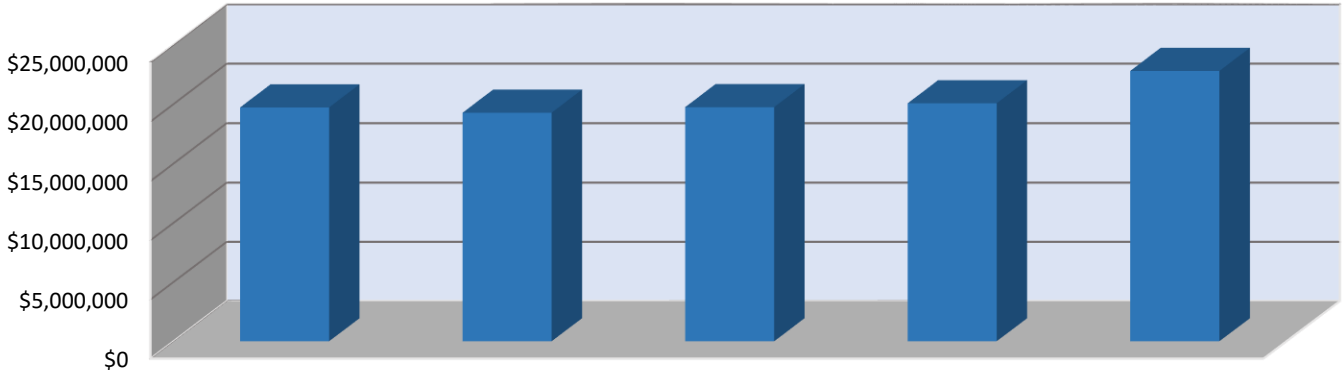
	LAZ Parking California, LLC – TORREY PINES SB	Pride – STATEWIDE	ARAMARK Sports & Entertainment – ASILOMAR SB	Old Town Family Hospitality Corp. – OLD TOWN SD SHP	ARAMARK Sports & Entertainment – HEARST SAN SIMEON SHM	Guest Services Company of Virginia – BIG SUR SP	Malibu Pier Partners. LLC – MALIBU LAGOON	American Golf Corp. – LAKE VALLEY SRA	LAZ Parking California, LLC – SILVER STRAND SB	LAZ Parking California, LLC – CARDIFF SB
■ Total Rent to State for 16-17	\$2,623,476	\$2,155,016	\$2,236,856	\$1,701,136	\$1,400,322	\$371,736	\$88,568	\$569,043	\$490,862	\$493,906
■ Total Rent to State for 17-18	\$2,995,673	\$2,423,149	\$2,312,769	\$1,825,054	\$1,258,464	\$1,007,731	\$771,589	\$625,088	\$509,431	\$508,989

GROSS RECEIPTS - FIVE YEAR COMPARISON



	2013/14	2014/15	2015/16	2016/17	2017/18
Gross Receipts	\$127,136,833	\$139,046,961	\$149,417,711	\$153,766,863	\$167,414,005

RENT TO STATE - FIVE YEAR COMPARISON



	2013/14	2014/15	2015/16	2016/17	2017/18
Rent to State	\$19,723,361	\$19,280,863	\$19,747,422	\$20,072,720	\$22,792,004

Section B – Concession Operations & Revenue Statement

Section B summarizes revenue, operations and contract terms for the 213 concessions operating in California State Parks at the close of Fiscal Year 2017-18. The section is organized in alphabetical order by park unit. Revenue figures include gross receipts and rental payments, and capital improvements as reported by concessionaires. Figures may include park fees/pass sales in cases where concessionaires collect these fees on behalf of State Parks. Rent may also include late payments and related penalties. Contract terms often include a provision to adjust the minimum annual rent based on the Consumer Price Index (CPI). These provisions create variations between gross receipts and rental information.

Disclaimer: Some actual minimum annual rents collected may appear lower as they are collected on a contract year basis while reporting is completed on a fiscal year basis.



ED Z'BERG SUGAR PINE POINT SP – West Shore Sports

CONCESSION OPERATION AND REVENUE STATEMENT

Fiscal Year 2017-18

Concessionaire Name Concession Operation	Begin Date End Date Contract Status	Rental Terms	Gross Receipts and Rent		
Park Unit: Andrew Molera SP		District: Monterey			
Molera Horseback Tours of Big Sur	5/6/2003 5/5/2013 Terminated	\$2000/month or 12% of gross receipts, whichever is greater, during seasonal months of operation.	FISCAL YEAR RECEIPTS RENT	16-17 \$34,612 \$3,810	17-18 \$30,850 \$3,593
Horseback riding tours					
Ventana Wildlife Society	1/1/2007 12/31/2016 Month to Month	Develop, organize, and operate an environmental research center.	FISCAL YEAR RECEIPTS RENT	16-17 \$1,307 -	17-18 \$2,355 -
Wildlife sanctuary and educational programs					
Park Unit: Angel Island SP		District: Bay Area			
Alcatraz Cruises, LLC	4/1/2007 3/31/2008 Month to Month	15% of gross receipts collected for Angel Island portion of tour, \$1.00 per bicycle, and 2% for dock maintenance, for each month of operation, plus collection of day use fees.	FISCAL YEAR RECEIPTS RENT	16-17 \$624,909 \$261,693	17-18 \$741,123 \$293,557
Alcatraz/Angel Island tours & ferry service					
Angel Island-Tiburon Ferry, Inc.	1/1/1992 12/31/1993 In Term	9% of first \$21,000/month, plus 11% of all fare receipts over \$21,000/month; and collection of day use fees.	FISCAL YEAR RECEIPTS RENT	16-17 \$840,919 \$87,723	17-18 \$874,440 \$91,148
Tiburon ferry service					

Concessionaire Name Concession Operation	Begin Date End Date Contract Status	Rental Terms	Gross Receipts and Rent		
Blue and Gold Ferry Service Ferry service from San Francisco	6/1/1999 5/31/2009 Month to Month	15% of monthly gross receipts for rent, 2% for dock maintenance, plus collection of day use fees.	FISCAL YEAR RECEIPTS RENT	16-17 \$788,612 \$317,347	17-18 \$928,681 \$339,806
Urban Park Concessionaires Café and tours	9/1/1989 8/31/2009 Month to Month	2% of gross receipts up to \$150,000, 3% next \$100,000; 5% of next \$250,000; 7.5% of next \$250,000; plus 10% over \$750,000 of gross receipts; audio tours 5% up to \$100,000 and 10% over; tram tours 5% up to \$250,000 and 10% over; and 10% bike rentals.	FISCAL YEAR RECEIPTS RENT	16-17 \$1,965,003 \$154,574	17-18 \$2,193,189 \$154,719
Park Unit: Anza-Borrego Desert SP		District: Colorado Desert			
Aaron Mertens Photography tours	11/1/2012 10/31/2014 Terminated	\$1,000/year or 3% of first \$30,000 of gross receipts, 5% of gross receipts to \$50,000, and 7% of gross receipts to \$70,000, and 10% of gross receipts over \$70,000, whichever is greater.	FISCAL YEAR RECEIPTS RENT	16-17 \$6,579 \$833	17-18 \$3,520 \$333
California Overland Vehicle tours and interpretive programs	4/1/2012 3/31/2017 Month to Month	\$1,000/year or 7% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	16-17 \$239,236 \$16,748	17-18 \$165,861 \$11,586

Concessionaire Name Concession Operation	Begin Date End Date Contract Status	Rental Terms	Gross Receipts and Rent		
Park Unit: Asilomar SB		District: Monterey			
ARAMARK Sports & Entertainment	10/1/2009 9/30/2029 In Term	\$1,900,000/year or 8.6% of gross receipts, whichever is greater; 2% of gross receipts for facility improvement; and \$200,000 for resource support and \$500,000 operational support annually; and \$15,000,000 for ADA improvements.	FISCAL YEAR	16-17	17-18
			RECEIPTS	\$24,609,037	\$24,893,583
Asilomar conference grounds			RENT	\$2,236,856	\$2,312,769
			FACILITIES	\$727,991	\$523,026
Park Unit: Auburn SRA		District: Gold Fields			
Auburn Boat Club	6/1/2014 5/31/2019 In Term	\$1,875/month for May-October, or 10% of gross receipts excluding gasoline sales, whichever is greater.	FISCAL YEAR	16-17	17-18
			RECEIPTS	\$51,794	\$51,627
Slip and mooring rental			RENT	\$9,259	\$11,427
Hotshots, Imaging Inc.	6/1/2014 5/31/2019 In Term	\$900/year or 5% of gross receipts, whichever is greater.	FISCAL YEAR	16-17	17-18
			RECEIPTS	\$10,402	\$25,156
Photography whitewater rafting			RENT	\$520	\$1,258
John Hauschild	9/1/2016 8/31/2018 Terminated	\$340/year or 10% of gross receipts, whichever is greater. Operates between Auburn SRA and Folsom Lake SRA. Termination requested.	FISCAL YEAR	16-17	17-18
			RECEIPTS	\$1,482	\$3,642
River shuttle service			RENT	\$148	\$364
Western States Trail Foundation	7/1/2017 6/30/2018 In Term - New	\$3,000/year or 10.5% of gross receipts, whichever is greater.	FISCAL YEAR	16-17	17-18
			RECEIPTS	\$1,080	\$2,803
Auburn staging area			RENT	\$1,308	-

Concessionaire Name Concession Operation	Begin Date End Date Contract Status	Rental Terms	Gross Receipts and Rent		
Whitewater Photos Vita Boating MJS&E Photography/Film whitewater rafting	6/1/2014 5/31/2019 In Term	\$900/year or 5% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	16-17 - -	17-18 \$1,944 \$106
Whitewater Whitewater rafting	03/01/2018 2/29/2019 In Term - New	\$900/year. Rent from separate contracts based on flat fee and tour participant fee. Contracts renew annually. All rent supports the park unit operations.	FISCAL YEAR RECEIPTS RENT	16-17 - \$275,782	17-18 - \$249,460
Park Unit: Big Basin Redwoods SP		District: Santa Cruz			
United Camps Conferences and Retreats (UCCR) Campground facilities	2/1/2011 9/30/2017 Month to Month	\$1.00/year or 1 % of gross receipts in excess of \$380,000, whichever is greater, commencing in Contract Year 4. During Contract Years 1-3, all revenue invested in operation and improvements at Little Basin.	FISCAL YEAR RECEIPTS RENT	16-17 \$376,017 -	17-18 \$381,254 -
Urban Park Concessionaires Tent cabins, campground, retail sales	10/1/2007 9/30/2017 Month to Month	\$5,000/month or 16.5 % monthly gross receipts, whichever is greater, plus minimum \$218,000 capital investment.	FISCAL YEAR RECEIPTS RENT	16-17 \$1,609,899 \$273,923	17-18 \$1,918,219 \$316,589
Park Unit: Bolsa Chica SB		District: Orange Coast			
Code 3 RV, LLC Camp trailer rentals	8/13/2014 8/12/2015 Terminated	\$500/year or 10 % of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	16-17 \$1,014 \$387	17-18 \$3,382 \$368

Concessionaire Name Concession Operation	Begin Date End Date Contract Status	Rental Terms	Gross Receipts and Rent		
LUV-2-CAMP, LLC Camp trailer rentals	4/1/2013 3/31/2018 Month to Month	\$3,000/year or 10% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	16-17 \$13,282 \$1,328	17-18 \$11,336 \$1,134
The Prjkt Concessions, LLC Food and beverage beach stands	5/1/2016 4/30/2021 In Term	\$140,000/year or 9% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT FACILITIES	16-17 \$1,226,925 \$1,838 \$108,249	17-18 \$1,736,252 - \$156,263
Park Unit: Brannan Island SRA		District: Gold Fields			
American Land and Leisure, Inc. Operate and maintain park unit	9/1/2012 8/31/2017 Month to Month	\$35,000 annually or 10.5% of annual gross receipts, whichever is greater. All rent is deposited into facility maintenance accounts administered by Concessionaire.	FISCAL YEAR RECEIPTS RENT FACILITIES	16-17 \$563,872 - \$74,433	17-18 \$493,565 - -
Park Unit: Burton Creek SP		District: Sierra			
Tahoe Adventure Company Mountain biking tours	1/1/2009 12/31/2013 Month to Month	\$50/month or 10% of gross receipts, whichever is greater. Operates in D.L. Bliss, Donner Memorial, and Ed Z'Berg Sugar Pine Point Units. Amendment added Burton Creek SP 7/2016.	FISCAL YEAR RECEIPTS RENT	16-17 \$3,255 \$1,125	17-18 \$5,850 \$643

Concessionaire Name Concession Operation	Begin Date End Date Contract Status	Rental Terms	Gross Receipts and Rent		
Park Unit: California Citrus SHP		District: Inland Empire			
California Citrus SHP Non-Profit Management Corp.	8/1/2016 7/31/2018 In Term	\$24,000/year or 10% of monthly gross receipts whichever is greater.	FISCAL YEAR RECEIPTS RENT FACILITIES	16-17 \$170,569 \$18,574 \$76,853	17-18 \$335,850 \$36,461 \$95,832
Special event facility					
Park Unit: California Indian Heritage SP		District: Capital			
International Rescue Committee	8/1/2018 7/31/2023 In Term - New	\$1,200/year or 5% of gross receipts, whichever is greater. Early Entry 1/1/2018.	FISCAL YEAR RECEIPTS RENT		17-18 \$1,485 \$500
Interpretive garden					
Park Unit: Cardiff SB		District: San Diego Coast			
LAZ Parking California, LLC	11/1/2011 10/31/2021 In Term	\$1,680,000/year commencing contract year 2, or 80% of fee collections, whichever is greater.	FISCAL YEAR RECEIPTS RENT	16-17 \$617,375 \$493,906	17-18 \$636,237 \$508,989
Parking lot management					
The Pura Vida Project dba DelMar Surf Rentals	9/1/2016 8/31/2018 Amended	\$4,000/year or 10% of fee collections, whichever is greater. Amendment added for Cardiff SB 8/2017.	FISCAL YEAR RECEIPTS RENT		17-18 \$1,359 \$1,030
Beach equipment rentals					

Concessionaire Name	Begin Date				
Concession Operation	End Date				
	Contract Status	Rental Terms	Gross Receipts and Rent		
Park Unit: Carlsbad SB		District: San Diego Coast			
Carlsbad Village Athletic Club	12/1/2012	\$1,920/year or 10% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	16-17	17-18
	11/30/2014			\$48,030	\$62,602
Fitness activities	Month to Month			\$4,807	\$6,260
LAZ Parking California LLC of San Diego	11/1/2011	\$1,680,000/year commencing contract year 2, or 80% of fee collections, whichever is greater.	FISCAL YEAR RECEIPTS RENT	16-17	17-18
	10/31/2021			\$284,596	\$286,567
Parking lot management	In Term			\$227,676	\$229,254
So Cal Surf Lessons – Frazee Beach	6/1/2009	\$200/year or 12% of gross receipts whichever is greater June-August; 12% gross receipts remainder of year.	FISCAL YEAR RECEIPTS RENT	16-17	17-18
	5/31/2014			\$909	-
Frazee Beach surf lessons	Month to Month			\$642	\$428
So Cal Surf Lessons – North of Tierra Mar	7/1/2010	\$200/month or 12% of gross receipts whichever is greater June-August; 12% of gross receipts remainder of year.	FISCAL YEAR RECEIPTS RENT	16-17	17-18
	6/30/2020			\$25,019	\$22,356
North of Tierra Mar surf lessons	In Term			\$3,002	\$2,683
Park Unit: Carnegie SVRA		District: Twin Cities			
Motomart at Carnegie	7/1/2010	\$80,000/year or 10% of gross receipts, whichever is greater. Early Entry Permit issued 3/1/2010.	FISCAL YEAR RECEIPTS RENT	16-17	17-18
	6/30/2023			\$542,955	\$642,264
OHV rental and camp store	In Term			\$54,296	\$64,226

Concessionaire Name Concession Operation	Begin Date End Date Contract Status	Rental Terms	Gross Receipts and Rent		
Park Unit: Carpinteria SB		District: Channel Coast			
D2 Global Enterprises, Inc. dba 101 RV Rentals Camp trailer rentals	8/1/2012 7/31/2014 Month to Month	\$6,000/year or 10% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	16-17 \$131,550 \$13,155	17-18 \$131,050 \$13,105
Park Unit: Columbia SHP		District: Central Valley			
Angela and Jacob Matulich dba Brown's Coffee & Sweets Coffee and sweets shop	3/1/2013 2/28/2018 Month to Month	\$12,000/year or 7% of gross receipts, whichever is greater. Early Entry Permit granted 4/29/2014.	FISCAL YEAR RECEIPTS RENT	16-17 \$255,652 \$17,896	17-18 \$263,362 \$18,434
Angela and Jacob Matulich dba Brown's Coffee & Sweets Fallon Ice Cream Parlor	5/1/2017 4/30/2027 In Term	\$10,000/year or 2.5% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	16-17 \$31,415 \$1,885	17-18 \$133,286 \$7,997
Columbia Candy Kitchen, Inc. Candy store	11/1/2005 10/31/2015 Month to Month	\$27,600/year or 5% of annual gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT FACILITIES	16-17 \$824,669 \$41,233 -	17-18 \$850,649 \$42,532
Davene Stoller dba Columbia House Restaurant Restaurant	6/1/2016 6/1/2026 In Term	\$6,000/year or 2.5%, of annual gross receipts, whichever is greater, of the first \$250,000 plus 3% of annual gross receipts over \$250,000.00.	FISCAL YEAR RECEIPTS RENT	16-17 \$283,364 \$7,671	17-18 \$295,150 \$6,999

Concessionaire Name Concession Operation	Begin Date End Date Contract Status	Rental Terms	Gross Receipts and Rent		
E.C. Nelson Enterprises, Inc. dba Ebler's Leather and Saddle Emporium Ebler's leather goods and saddle shop	4/1/2012 3/31/2014 Month to Month	\$1,800/year or 2% of gross receipts up to \$50,000 and 3% over \$50,000, whichever is greater.	FISCAL YEAR RECEIPTS RENT	16-17 \$266,274 \$7,212	17-18 \$304,737 \$18,358
Floyd Oydegaard dba Columbia Booksellers and Stationers Columbia bookseller's and stationary	5/1/2017 5/1/2027 In Term	\$2,000/month or 6% of gross receipts up to \$3,400 plus 7% gross receipts over \$3,400, whichever is greater.	FISCAL YEAR RECEIPTS RENT	16-17 \$5,093 \$362	17-18 \$28,347 \$2,161
G&C Foods, LLC City hotel and What Cheer Saloon	7/1/2015 6/30/2017 Month to Month	\$2,000/year or 2% of gross receipts, whichever is greater. Contract Year 2, minimum annual rent increase to \$6,000.	FISCAL YEAR RECEIPTS RENT FACILITIES	16-17 \$296,992 \$5,461 \$532	17-18 \$324,801 \$6,496
Joseph Webber dba Jack Douglass Saloon Jack Douglass Saloon	3/1/2015 2/28/2016 Terminated	\$7,200/year or 6% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	16-17 \$209,422 \$12,565	17-18 \$109,295 \$6,558
Denise Favela dba Jack Douglass Saloon Jack Douglass Saloon	3/1/2017 2/28/2027 In Term - New	\$13,000/year or 6% of gross receipts up to \$226,000, plus 7% over \$226,000, whichever is greater.	FISCAL YEAR RECEIPTS RENT		17-18 \$78,845 \$4,731

Concessionaire Name Concession Operation	Begin Date End Date Contract Status	Rental Terms	Gross Receipts and Rent		
Joseph Webber dba St. Charles Saloon St. Charles Saloon	6/1/2016 5/31/2026 In Term	\$7,500.00/year or 5% of annual gross receipts, whichever total amount is greater.	FISCAL YEAR RECEIPTS RENT FACILITIES	16-17 \$353,494 \$9,440 \$8,236	17-18 \$529,734 \$25,035 \$1,452
Kamice's Photographic Establishment Photographic studio	8/1/2008 7/31/2018 In Term	\$5,000/year or 5% of gross receipts, whichever is greater. Assigned from A. DeCosmos Daguerrean Studio 8/1/2010.	FISCAL YEAR RECEIPTS RENT	16-17 \$137,011 \$6,851	17-18 \$161,824 \$8,091
Maryann & David Brown dba Towle & Leavitt Historic Retail Shop Towle & Leavitt historic retail shop	2/1/2006 1/31/2016 Month to Month	\$14,000/year or 7% of annual gross receipts up to plus 8% over \$200,000 \$200,000, whichever is greater.	FISCAL YEAR RECEIPTS RENT	16-17 \$188,096 \$13,723	17-18 \$199,638 \$12,361
Matelot Gulch Mining Company dba Hidden Treasure Gold Mine Mine tours, supplies, & gold panning	6/1/2000 5/31/2010 Month to Month	\$12,000/year or 6% of annual gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	16-17 \$301,836 \$18,110	17-18 \$329,602 \$20,258
Meyer & Wolfe Artificers' Exchange Historic retail, classes, and demonstrations	5/1/2017 4/30/2027 In Term	6% of first \$25,000 of annual gross receipts, plus 7% of annual gross receipts over \$25,000.	FISCAL YEAR RECEIPTS RENT	16-17 \$970 \$169	17-18 \$12,807 \$1,062

Concessionaire Name Concession Operation	Begin Date End Date Contract Status	Rental Terms	Gross Receipts and Rent		
Parrotts Blacksmith Blacksmith shop	7/1/1998 6/30/2008 Month to Month	\$150/month or 3% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	16-17 \$108,324 \$3,311	17-18 \$115,922 \$3,518
Sadie Brown Inc. dba Columbia Clothiers and Emporium Historic clothing retail	9/1/2016 8/31/2018 In Term	\$1,500/year or 2.5% of annual gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	16-17 \$132,027 \$3,301	17-18 \$163,013 \$4,075
Seven Sisters Soap & Candle Company Soap and candle sales and demonstrations	10/1/2012 9/30/2017 Month to Month	\$6,000/year or 4% of annual gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	16-17 \$238,131 \$9,525	17-18 \$272,205 \$10,888
Sierra Repertory Theatre, Inc. Fallon Theater	4/1/2014 3/31/2015 Month to Month	\$10,000/year or 2.5% of annual gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT FACILITIES	16-17 \$369,568 \$9,239 -	17-18 \$612,500 \$15,312
Teresa Torbett dba Columbia Mercantile Columbia Mercantile	4/1/2018 3/31/2021 In Term - New	\$6,500 year or 4% of monthly gross receipts, whichever is greater for the first two contract years. The third year the rent is \$13,000 or 5% of monthly gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT FACILITIES		17-18 \$24,765 - \$996

Concessionaire Name Concession Operation	Begin Date End Date Contract Status	Rental Terms	Gross Receipts and Rent		
Tom Fraser dba Quartz Mountain Stage Line	7/1/2014 3/31/2015 Month to Month	\$8,500/year or 5% of monthly gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	16-17 \$194,580 \$9,729	17-18 \$232,987 \$11,649
Stagecoach rides and equestrian tours					
Park Unit: Crystal Cove SP		District: Orange Coast			
Code 3 RV, LLC	8/13/2014 8/12/2015	\$500/year or 10% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	16-17 - -	17-18 \$495 \$50
Camp trailer rentals	Terminated				
Crystal Cove Management Company - Historic District	5/1/2006 4/30/2056 In Term	\$50,000/year or 2.1% of gross receipts, whichever is greater for restaurants, catering, rentals, cottages and tram tickets; plus 12% of gross receipts for facility improvements.	FISCAL YEAR RECEIPTS RENT FACILITIES	16-17 \$13,255,894 \$277,851 \$1,304,122	17-18 \$13,638,081 \$286,341 \$779,339
Historic District lodging, restaurants & catering					
Crystal Cove Management Company - Moro	10/1/2013 9/30/2015 Month to Month	\$10,000/year or 5% up to \$250,000 of and & 7% over \$250,00 in gross receipts, whichever is greater. Facility improvement investment of \$430,000.	FISCAL YEAR RECEIPTS RENT FACILITES	16-17 \$23,565 \$1,599 -	17-18 \$136,706 \$227 \$9,625
Camp store, food services					
LUV-2-CAMP, LLC	4/1/2013 3/31/2018	\$3,000/year or 10% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	16-17 \$7,541 \$754	17-18 \$7,509 \$751
Camp trailer rentals	Month to Month				

Concessionaire Name Concession Operation	Begin Date End Date Contract Status	Rental Terms	Gross Receipts and Rent		
Park Unit: D.L. Bliss SP		District: Sierra			
Tahoe Adventure Company	1/1/2009 12/31/2013	\$50/month or 10% of gross receipts, whichever is greater. Operates in D.L. Bliss, Donner Memorial, and Ed Z'Berg Sugar Pine Point Units. All revenue reported under D.L. Bliss.	FISCAL YEAR RECEIPTS	16-17	17-18
Hiking tours	Month to Month		RENT	- \$35	- \$58
Park Unit: Delta Sector		District: Gold Fields			
Locke Foundation	5/1/2008 4/30/2013	\$250/year or 5% monthly gross receipts, whichever is greater, for sale of interpretive materials; and provide interpretive tours.	FISCAL YEAR RECEIPTS	16-17	17-18
Locke Boarding House museum	Month to Month		RENT	\$4,486 \$270	\$4,860 \$247
Park Unit: Doheny SB		District: Orange Coast			
Code 3 RV, LLC	8/13/2014 8/12/2015	\$500/year or 10% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS	16-17	17-18
Camp trailer rentals	Terminated		RENT	- -	\$2,764 \$299
LUV-2-CAMP, LLC	4/1/2013 3/31/2018	\$3,000/year or 10% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS	16-17	17-18
Camp trailer rentals	Month to Month		RENT	\$46,222 \$4,622	\$52,942 \$5,294
Wheel Fun Rentals	5/1/2007 4/30/2017	\$65,000/year or 18% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS	16-17	17-18
Beach stand and rentals	Month to Month		RENT	\$1,368,802 \$246,011	\$1,473,865 \$265,075

Concessionaire Name Concession Operation	Begin Date End Date Contract Status	Rental Terms	Gross Receipts and Rent		
Park Unit: Donner Memorial SP		District: Sierra			
Donner Lake Watersports	4/1/2008 3/31/2018	\$10,000/year or 11% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	16-17 \$261,685 \$28,785	17-18 \$270,841 \$29,793
Watercraft and beach rentals	Month to Month				
Tahoe Adventure Company	1/1/2009 12/31/2013	\$50/month or 10% of gross receipts, whichever is greater. Operates in D.L. Bliss, Donner Memorial, and Ed Z'Berg Sugar Pine Point units.	FISCAL YEAR RECEIPTS RENT	16-17 \$2,118 \$1,014	17-18 - \$58
Hiking, biking, and kayaking	Month to Month				
Park Unit: Ed Z'berg Sugar Pine Point SP		District: Sierra			
Island Dreams, Inc. dba West Shore Sports	5/1/2013 4/30/2015 Terminated	\$1,000/year or 12% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	16-17 \$82,061 \$9,847	17-18 \$52,252 \$6,270
Kayak and paddle board rentals					
Tahoe Adventure Company	1/1/2009 12/31/2013	\$50/month or 10% of gross receipts, whichever is greater. Operates in D.L. Bliss, Donner Memorial, and Ed Z'Berg Sugar Pine Point units.	FISCAL YEAR RECEIPTS RENT	16-17 \$775 \$327	17-18 - \$58
Hiking, biking, and kayaking	Month to Month				
Trevor Larkins dba Island Dreams, Inc. Westshore Sports	4/1/2018 3/31/2023 In Term - New	\$5,000/year or 12% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT		17-18 \$9,588 \$1,151
Aquatic equipment rentals					

Concessionaire Name	Begin Date				
Concession Operation	End Date	Rental Terms	Gross Receipts and Rent		
Park Unit: El Capitan SB		District: Channel Coast			
California Camp Stores	4/1/2008	\$60,000/year or 12% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	16-17	17-18
Beach stores at Gaviota, El Capitan, Refugio SB	3/31/2018 Month to Month			\$135,715	\$156,604
				\$16,286	\$18,792
D2 Global Enterprises, Inc. dba 101 RV Rentals	8/1/2012	\$6,000/year or 10% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	16-17	17-18
Camp trailer rentals	7/31/2014 Month to Month			\$63,725	\$77,450
				\$6,373	\$7,745
Park Unit: Emerald Bay SP		District: Sierra			
Kayak Tahoe	7/1/2006	\$1000/year or 10% of first \$50,000 of gross receipts plus 15% over \$50,000, whichever is greater.	FISCAL YEAR RECEIPTS RENT	16-17	17-18
Guided kayak tours	6/30/2016 Month to Month			\$496,314	\$457,934
				\$71,947	\$66,190
Tahoe Adventure Company	1/1/2009	\$50/month or 10% of gross receipts, whichever is greater. Operates in D.L. Bliss, Donner Memorial, and Ed Z'Berg Sugar Pine Point units. Amendment added Emerald Bay SP 7/2016.	FISCAL YEAR RECEIPTS RENT	16-17	17-18
Kayaking, paddle boarding, snowshoeing, and hiking tours	12/31/2013			-	-
	Month to Month			-	-
Park Unit: Folsom Lake SRA		District: Gold Fields			
Adventure Sports	5/1/2014	\$3,500/year or 10% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	16-17	17-18
Canoe and kayak rentals	4/30/2019 In Term			\$212,564	\$230,801
				\$21,256	\$97,894

Concessionaire Name Concession Operation	Begin Date End Date Contract Status	Rental Terms	Gross Receipts and Rent		
Boarding on the Lake	10/1/2013	\$1,350/year or 10% of gross receipts, whichever is greater.	FISCAL YEAR	16-17	17-18
Equestrian rides and lessons	9/30/2015 Month to Month		RECEIPTS	\$22,260	\$28,020
			RENT	\$2,226	\$2,802
Brennan K. Anderson and Rebecca Johnson dba Creative Excursion	2/1/2018 1/31/2020 In Term - New	\$3,000/year or 8% of annual gross receipts, whichever sum is greater.	FISCAL YEAR		17-18
			RECEIPTS		\$505
Glamping services			RENT		\$40
California Canoe and Kayak, Inc.	8/1/2014 7/31/2019 In Term	\$2,000/year or 10% of gross receipts, whichever is greater.	FISCAL YEAR	16-17	17-18
Canoe and kayak rentals			RECEIPTS	\$38,690	\$30,732
			RENT	\$3,869	\$3,073
Christensen Enterprises, Inc.	3/6/1969 12/31/2007	11% of annual gross receipts excluding gate receipts, plus 11% of the first \$100,000 of gate receipts and 50% over \$100,000; plus \$.02/gallon on petroleum products.	FISCAL YEAR	16-17	17-18
Folsom Lake Marina	Month to Month		RECEIPTS	\$1,506,498	\$1,652,407
			RENT	\$302,325	\$362,876
			FACILITIES	\$108,707	
Current Adventures	7/1/2014 6/30/2019	\$375/year or 5% of gross receipts, whichever is greater.	FISCAL YEAR	16-17	17-18
Kayak and equipment rentals	In Term		RECEIPTS	\$19,548	\$17,468
			RENT	\$977	\$874
El Dorado Hills Boat, Wine, and Self Storage dba Gold Key Boathouse	7/1/2013 6/30/2015 Month to Month	\$1,000/year or 10% of gross receipts, whichever is greater.	FISCAL YEAR	16-17	17-18
			RECEIPTS	\$1,171	\$483
Boat towing, watercraft repair			RENT	\$117	\$1,053

Concessionaire Name Concession Operation	Begin Date End Date Contract Status	Rental Terms	Gross Receipts and Rent		
Granite Bay Rentals, Inc. Boat and watercraft rentals	6/1/2013 5/31/2018 Month to Month	\$12,000/year or 14% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	16-17 \$103,715 \$14,520	17-18 \$99,501 \$13,930
L&L Guides and Outfitters Shadow Glen Stables	7/1/2015 6/30/2025 In Term	\$9,000/year or 5% of gross receipts, whichever is greater. Early Entry Permit effective 4/1/2015.	FISCAL YEAR RECEIPTS RENT	16-17 \$390,281 \$19,514	17-18 \$393,151 \$19,658
Robert and Chris McIntyre dba S.S. Snack Shack Food service and beach equipment rentals	5/1/2016 4/30/2021 In Term	\$2,000/year or 10% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	16-17 \$36,260 \$3,623	17-18 \$57,025 \$5,703
Thomas A. Adorno Granite Bay food services	12/1/2015 11/30/2025 In Term	\$4,800/year or 11% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	16-17 \$54,094 \$5,950	17-18 \$71,911 \$7,910
Tom Maringer dba Mobile Boat Service Mobile boat services	8/1/2014 7/31/2019 In Term	\$1,000/year or 10% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	16-17 \$16,683 \$1,668	17-18 \$29,416 \$2,942
Total Body Fitness Fitness program	8/1/2014 7/31/2019 In Term	\$750/year or 10% of gross receipts, whichever sum is greater.	FISCAL YEAR RECEIPTS RENT	16-17 \$6,534 \$659	17-18 \$8,045 \$917

Concessionaire Name Concession Operation	Begin Date End Date Contract Status	Rental Terms	Gross Receipts and Rent		
Park Unit: Fremont Peak SP		District: Monterey			
Fremont Peak Observatory	4/1/2012	\$100/year or 10% of gross receipts, whichever is greater.	FISCAL YEAR	16-17	17-18
Observatory	3/3/2022		RECEIPTS	\$534	\$519
	In Term		RENT	\$115	\$115
Park Unit: Gaviota SP		District: Channel Coast			
California Camp Stores	4/1/2008	\$60,000/year or 12% of gross receipts, whichever is greater.	FISCAL YEAR	16-17	17-18
Beach stores at Gaviota, El Capitan, Refugio SB	3/31/2018		RECEIPTS	\$53,861	\$51,045
	Month to Month		RENT	\$6,463	\$6,125
D2 Global Enterprises, Inc. dba 101 RV Rentals	8/1/2012	\$6,000/year or 10% of gross receipts, whichever is greater.	FISCAL YEAR	16-17	17-18
	7/31/2014		RECEIPTS	\$13,950	\$3,700
Camp trailer rentals	Month to Month		RENT	\$1,395	\$370
Park Unit: Hearst San Simeon SHM		District: San Luis Obispo Coast			
ARAMARK Sports & Entertainment	4/1/2004	\$1,000,000/year or percentage of gross receipts as follows: 10% for dining; 15% for catering; 22% for museum, 25% for garden shop sales; 30% for gift shop sales; whichever amount is greater.	FISCAL YEAR	16-17	17-18
	3/31/2024		RECEIPTS	\$5,401,493	\$4,659,315
Restaurant, catering & retail services	In Term		RENT	\$1,400,322	\$1,258,464

Concessionaire Name Concession Operation	Begin Date End Date Contract Status	Rental Terms	Gross Receipts and Rent		
Destination Cinema, Inc. Hearst Castle Theater	8/18/1996 8/17/2016 Month to Month	\$10,000/month or 8% of first \$250,000 of gross receipts, plus 10% over \$250,000; 2 % of gross receipts for advertising; and 2% of gross receipts for facility maintenance.	FISCAL YEAR RECEIPTS RENT	16-17 \$2,577,664 \$292,967	17-18 \$2,256,373 \$315,892
Hearst Ranch Beef Hearst Ranch beef sales	4/11/2007 4/10/2009 Month to Month	\$225/month or 5% of food products and 30% of non-interpretive merchandise sales, whichever is greater; and effective 1/2012, 20% of wine sales receipts. Rental abatement of 15% of sales for facility improvements up to \$120,000.	FISCAL YEAR RECEIPTS RENT FACILITIES	16-17 \$87,960 \$92,381 \$4,255	17-18 \$47,873 \$5,363 -
Park Unit: Hearst San Simeon SP		District: San Luis Obispo Coast			
Paul Stamm dba Paso Robles RV Rentals LLC RV trailer rentals	7/1/2013 6/30/2015 Month to Month	\$500/year or 10% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	16-17 \$13,589 \$1,359	17-18 \$24,166 \$2,417
Sea for Yourself Kayaks Kayak tours	5/1/2013 4/30/2018 Month to Month	\$1,400/month or 10% of first \$50,000 of annual gross receipts and 15% in excess of \$50,000, whichever is greater.	FISCAL YEAR RECEIPTS RENT	16-17 \$53,638 \$5,575	17-18 \$44,991 \$4,784

Concessionaire Name Concession Operation	Begin Date End Date Contract Status	Rental Terms	Gross Receipts and Rent		
Park Unit: Henry Cowell Redwoods SP		District: Santa Cruz			
Mountain Parks Foundation	6/1/2008 5/31/2010	\$1000/year or 5% of gross receipts whichever is greater; increase to \$1,500/year or 7.5% gross receipts in contract year two; \$2,000 or 10% thereafter; 90% of pass sales.	FISCAL YEAR RECEIPTS	16-17 \$342,403	17-18 \$411,194
Henry Cowell park store	Month to Month		RENT	\$73,344	\$67,821
Park Unit: Hollister Hills SVRA		District: San Andreas			
Faultline Powersports, Inc.	8/1/1997 7/31/2007	7.5% of gross receipts; and 1% for maintenance.	FISCAL YEAR RECEIPTS	16-17 \$584,543	17-18 \$677,487
OHV parts and supply store, snacks	Month to Month		RENT	\$43,841	\$50,812
			FACILITIES	\$3,210	-
Park Unit: Humboldt Lagoons SP		District: North Coast Redwoods			
Kayak Zaks	4/1/2017 3/31/2019	\$1,000/year or 5% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS	16-17 \$18,927	17-18 \$54,418
Kayak and equipment rentals	In Term		RENT	\$946	\$2,715
Park Unit: Huntington SB		District: Orange Coast			
Playland Concessions Inc. dba BABES Catering & Rentals	7/1/2009 6/30/2019	\$45,000/year or 16% of annual gross receipts, whichever is greater; and 10% of gross receipts for off premises catered events authorized under a special event permit.	FISCAL YEAR RECEIPTS	16-17 \$336,467	17-18 \$339,725
Beach stands	In Term		RENT	\$50,454	\$54,304
			FACILITIES	-	-

Concessionaire Name Concession Operation	Begin Date End Date Contract Status	Rental Terms	Gross Receipts and Rent		
Park Unit: Indio Hills Palms		District: Colorado Desert			
Covered Wagon Tours, Inc.	4/1/2007 3/31/2017	\$200/month or 5% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS	16-17 \$29,659	17-18 \$48,545
Wagon tours	Month to Month		RENT	\$2,400	\$2,400
Park Unit: Kings Beach SRA		District: Sierra			
North Tahoe Watersports, Inc.	7/1/2014 6/30/2016	\$50,000/year or 25% annual gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS	16-17 \$300,093	17-18 \$318,143
Watercraft rentals and services	Month to Month		RENT	\$75,024	\$79,536
Tahoe Adventure Company	1/1/2009 12/31/2013	\$50/month or 10% of gross receipts, whichever is greater. Operates in D.L. Bliss, Donner Memorial, and Ed Z'Berg Sugar Pine Point units.	FISCAL YEAR RECEIPTS	16-17 -	17-18 -
Hiking, biking, and kayaking	Month to Month		RENT	\$35	\$58
Park Unit: Lake Oroville SRA		District: Northern Buttes			
Feather River Rowing Club	10/1/2012 9/30/2014	\$600/year or 5% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS	16-17 \$133,612	17-18 \$130,020
Water recreation activity	Month to Month		RENT	\$5,877	\$8,507
Lake Oroville Marina, LLC	12/1/2009 11/30/2039	\$300,000/year or 8.5% of first \$1,000,000 in gross receipts plus 10% of gross receipts over \$1,000,000; plus 2% for fuel sales. \$270,000 of minimum annual rent deferred to Contract Years 6-10. Capital improvements and equipment investment of \$4,200,000.	FISCAL YEAR RECEIPTS RENT FACILITIES	16-17 \$2,863,339 \$257,044 \$43,365	17-18 \$2,874,884 \$258,675 \$57,138
Bidwell Marina	In Term				

Concessionaire Name Concession Operation	Begin Date End Date Contract Status	Rental Terms	Gross Receipts and Rent		
Lake Oroville Marina, LLC Lime Saddle Marina	10/1/2007 9/30/2037 In Term	\$145,000/year or 7.5% of first \$500,000 in gross receipts plus 10% over \$500,000, whichever is greater; plus 2% of fuel sales. Capital improvements & equipment investment of \$3,500,000.	FISCAL YEAR RECEIPTS RENT FACILITIES	16-17 \$1,623,760 \$139,645 \$79,022	17-18 \$1,554,299 \$135,108 \$27,927
Shasta Marine Transport, LLC Boat hauling service	12/1/2014 11/30/2024 In Term	\$500/year or 10% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	16-17 \$1,975 \$198	17-18 \$4,075 \$408
T. Parks Marine Boat hauling and repair services	3/1/2015 2/28/2025 In Term	\$500/year or 10% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	16-17 \$14,570 \$1,457	17-18 \$21,300 \$2,130
Park Unit: Lake Perris SRA		District: Inland Empire			
Code 3 RV, LLC Overnight motorhome and trailer rentals	9/1/2015 8/31/2016 Terminated	\$500/year or 10% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	16-17 \$5,459 \$546	17-18 \$495 \$50
Pyramid Enterprises, Inc. Lake Perris Marina	6/15/1976 6/14/2001 Month to Month	\$7,200/year or 6% of gross receipts, whichever is greater, and 2 cents per gallon for fuel sales.	FISCAL YEAR RECEIPTS RENT	16-17 \$464,509 \$27,871	17-18 \$538,058 \$32,283
Urban Park Concessionaires Waterpark play structure	9/1/2016 8/31/2019 Terminated	Year 1: \$5,000/year or 5% of gross receipts, whichever is greater; Year 2: \$18,000/year or 10% of gross receipts, whichever is greater. Termination requested.	FISCAL YEAR RECEIPTS RENT	16-17 \$78,939 \$4,053	17-18 \$129,689 \$7,553

Concessionaire Name Concession Operation	Begin Date End Date Contract Status	Rental Terms	Gross Receipts and Rent		
Park Unit: Lake Valley SRA		District: Sierra			
American Golf Corp	4/1/1989	\$3,000/month or 29% of gross golfing fee receipts, plus 10% of monthly food and beverage, retail merchandise and winter sports activity receipts, plus 5% of gross receipts for facility improvements.	FISCAL YEAR	16-17	17-18
	3/31/2009		RECEIPTS	\$2,356,216	\$2,606,483
Lake Tahoe golf course & restaurant	Month to Month		RENT	\$569,043	\$625,088
			FACILITIES	\$138,336	\$132,574
Park Unit: Leo Carrillo SP		District: Angeles			
Anthony and Annette Minicucci	4/1/2006	\$20,000/year or 10% of gross receipts, whichever is greater.	FISCAL YEAR	16-17	17-18
	3/31/2016		RECEIPTS	\$402,586	\$447,086
Leo Carrillo camp store	Month to Month		RENT	\$40,259	\$44,709
Camping Adventures	10/1/2014	\$2,700/year or 10% of gross receipts, whichever is greater.	FISCAL YEAR	16-17	17-18
	9/30/2019		RECEIPTS	\$96,485	\$117,610
Campsite equipment and set up	In Term		RENT	\$9,642	\$11,761
Park Unit: Lighthouse Field SB		District: Santa Cruz			
Steamer Lane Supply Company	8/1/2015	\$2,000/year or 2% of gross receipts, whichever is greater.	FISCAL YEAR	16-17	17-18
	8/1/2017		RECEIPTS	\$414,186	\$667,303
Food truck and snack kiosk facility	Month to Month		RENT	\$8,283	\$13,346
			FACILITIES	-	-

Concessionaire Name Concession Operation	Begin Date End Date Contract Status	Rental Terms	Gross Receipts and Rent		
Park Unit: Limekiln SP		District: Monterey			
Parks Management, Co.	9/1/2012 8/31/2017	\$4,000/year or 5% of gross receipts, whichever is greater. All rent deposits support facility maintenance.	FISCAL YEAR RECEIPTS	16-17 \$365,542	17-18 \$386,098
Collect fees and provide public services	Month to Month		RENT	-	-
			FACILITIES	-	-
Park Unit: Los Encinos SHP		District: Angeles			
Lankershim Investment Properties, LLC dba Lakeside Cafe	8/1/2014 7/31/2016	\$25,000/year or 3.33% of gross receipts, whichever is greater. Early Entry Permit issued 5/23/14.	FISCAL YEAR RECEIPTS	16-17 \$3,395,913	17-18 \$4,029,102
	Month to Month		RENT	\$112,985	\$134,169
Lakeside Cafe					
Park Unit: MacKerricher State Park		District: Sonoma-Mendocino Coast			
Mendocino Area Park Assoc. (M.A.P.A.)	7/1/2014 6/30/2016	\$1,000/year or 5% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS	16-17 \$48,724	17-18 \$44,752
Environmental Education Program	Month to Month		RENT	\$2,442	\$2,238
			FACILITIES	-	-
Pacific Environmental Education Center	8/1/2014 7/31/2019	\$6,900/year or 5% of gross sales, whichever is greater; plus 2% of gross sales for facility maintenance and 1% of gross sales for State's environmental monitoring activities. Seasonal operation September-November and February-June.	FISCAL YEAR RECEIPTS	16-17 \$173,013	17-18 \$198,378
Environmental education program	In Term		RENT	\$8,651	\$9,919
			FACILITIES	-	-

Concessionaire Name Concession Operation	Begin Date End Date Contract Status	Rental Terms	Gross Receipts and Rent		
Ricochet Ridge Ranch	3/1/1989	5% of first \$35,000 of annual gross receipts, plus 7% of annual gross receipts over \$35,000.	FISCAL YEAR	16-17	17-18
Guided horseback tours	2/28/1990 Month to Month		RECEIPTS	\$173,580	\$161,450
			RENT	\$9,406	\$8,773
Park Unit: Malibu Lagoon SB		District: Angeles			
Malibu Pier Partners, LLC	8/1/2005	\$250,000/year or percentage of gross receipts as follows: 7% on premises food/beverages, 10% take-out food/beverage; 10% retail sales; 15% off-premises catering and sales; 3% boat tours/fishing; \$12,000 for parking lot. Rent funds capital improvements.	FISCAL YEAR	16-17	17-18
Restaurant, retail & boat tours	7/31/2025 In Term		RECEIPTS	\$10,927,040	\$14,961,648
			RENT	\$88,568	\$771,589
			FACILITES	\$32,272	\$18,280
Park Unit: Manresa SB		District: Santa Cruz			
Club Ed Surf Camp, LLC	6/1/2004	\$8,000/year or 12% of gross receipts, whichever is greater.	FISCAL YEAR	16-17	17-18
Overnight surf camp	5/31/2014 Month to Month		RECEIPTS	\$296,820	\$219,210
			RENT	\$27,065	\$26,305
Park Unit: Marshall Gold Discovery SHP		District: Gold Fields			
American River Conservancy	9/1/2011	\$1,800/year or 10% of gross receipts, whichever is greater.	FISCAL YEAR	16-17	17-18
Historic Kane House museum	8/31/2021 In Term		RECEIPTS	\$11,211	\$10,641
			RENT	\$1,648	\$1,687
Cobblestone, Inc. dba Coloma Resort	3/1/2011	\$2,400/year or 10% of gross receipts, whichever is greater.	FISCAL YEAR	16-17	17-18
Argonaut Refreshment Saloon	2/28/2021 In Term		RECEIPTS	\$278,860	\$395,094
			RENT	\$28,889	\$39,509

Concessionaire Name	Begin Date				
Concession Operation	End Date	Rental Terms	Gross Receipts and Rent		
Park Unit: McArthur-Burney Falls Memorial SP		District: Northern Buttes			
Recreation Resource Management	6/1/2004 5/31/2024 In Term	\$22,000/year or 6% of camp store gross receipts, whichever is greater and \$20 per cabin for each night rented and 14% of lodging gross receipts; construct a new concession facility at a minimum cost of \$450,000.	FISCAL YEAR RECEIPTS RENT	16-17 \$831,717 \$112,132	17-18 \$928,590 \$114,235
Camp store and tent cabins					
Park Unit: Millerton Lake SRA		District: Central Valley			
Millerton Lake Rentals, LLC (formerly CMS Toys)	9/1/2007 10/31/2007 Month to Month	\$6,000/year or 11% of gross annual receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	16-17 \$107,533 \$11,828	17-18 \$127,361 \$14,010
Watercraft rental and camp store					
Millerton Marina, LLC	5/1/2003 10/31/2007 Month to Month	\$40,000/year or 10% of monthly gross receipts, excluding gas, whichever is greater. Beginning in contract year 3 allocate 5% or \$20,000 of annual gross receipts to maintenance.	FISCAL YEAR RECEIPTS RENT FACILITIES	16-17 \$261,968 \$23,924 -	17-18 \$229,743 \$21,244 -
Lake Millerton marina					
Roger George Guide Service	6/1/2016 5/31/2018 Month to Month	\$1,080/year or 4.5% of monthly gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	16-17 - -	17-18 \$6,045 \$272
Guide services					

Concessionaire Name Concession Operation	Begin Date End Date Contract Status	Rental Terms	Gross Receipts and Rent		
Park Unit: Mono Lake Tufa SNR		District: Sierra			
Caldera Kayaks	11/1/2007 10/31/2017	\$300/year or 5% of gross receipts, whichever is greater in years 1 and 2. In year 3 and thereafter: \$300/year or 7% of gross receipts.	FISCAL YEAR RECEIPTS	16-17 \$21,600	17-18 \$21,675
Kayak tours	Month to Month		RENT	\$1,512	\$1,517
Mono Lake Committee	10/1/2007 9/30/2017	\$300/year or 5% of gross receipts, whichever is greater in years 1 and 2. In year 3 and thereafter: \$300/year or 7% of gross receipts.	FISCAL YEAR RECEIPTS	16-17 \$17,870	17-18 \$21,465
Kayak and canoe tours	Month to Month		RENT	\$1,251	\$1,503
Park Unit: Montaña de Oro SP		District: San Luis Obispo Coast			
Paso Robles RV Rentals, LLC	7/1/2013 6/30/2015	\$500/year or 10% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS	16-17 \$18,819	17-18 \$23,022
RV trailer rentals	Month to Month		RENT	\$1,882	\$2,302
Park Unit: Monterey SHP		District: Monterey			
Joseph Boston & Co.	10/1/2004 9/30/2006	Interpretation and maintenance of facilities, grounds, and historic gardens for public benefit.	FISCAL YEAR RECEIPTS	16-17 \$13,241	17-18 \$13,529
Boston Store/Picket Fence	Month to Month		RENT	-	-
Junior League of Monterey Co.	12/1/2000 11/30/2010	Restoration, maintenance, operation and interpretation of the historic Old Whaling Station for public benefit. Minimum expenditure is \$5,000/year for maintenance and repairs.	FISCAL YEAR RECEIPTS	16-17 \$56,223	17-18 -
Old Whaling Station	Month to Month		RENT	-	-

Concessionaire Name	Begin Date				
Concession Operation	End Date	Rental Terms	Gross Receipts and Rent		
Park Unit: Morro Bay SP		District: San Luis Obispo Coast			
Paso Robles RV Rentals, LLC	7/1/2013	\$500/year or 10% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	16-17	17-18
RV trailer rentals	6/30/2015			\$68,197	\$66,012
	Month to Month			\$6,820	\$6,601
Park Unit: Morro Bay SP		District: San Luis Obispo Coast			
Associated Pacific Constructors	10/1/1991	5% of monthly gross receipts up to \$12,000 and 7% over \$12,000 for food and beverage; 20% of gross receipts for marina operations paid to City of Morro Bay under separate Operating Agreement.	FISCAL YEAR RECEIPTS RENT	16-17	17-18
	9/30/1993			\$2,195,259	\$2,417,321
Marina & restaurant	Month to Month			\$206,807	\$277,060
Paso Robles RV Rentals, LLC	7/1/2013	\$500/year or 10% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	16-17	17-18
RV trailer rentals	6/30/2015			\$68,197	\$66,012
	Month to Month			\$6,820	\$6,601
Park Unit: Mount Diablo SP		District: Bay Area			
John Pereira	6/1/2011	\$7,000/year or 5% of monthly gross receipts, plus \$16 per AUM, whichever is greater.	FISCAL YEAR RECEIPTS RENT	16-17	17-18
Demonstration cattle ranch	5/31/2016			-	-
	Month to Month			\$17,815	\$17,884
Park Unit: Mt. San Jacinto SP		District: Inland Empire			
Danny Sullivan	5/1/2016	\$1,000/year or 10% of annual gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	16-17	17-18
	4/30/2018			\$12,422	\$10,165
Rocky Top Dude String	Month to Month			\$1,242	\$1,016

Concessionaire Name Concession Operation	Begin Date End Date Contract Status	Rental Terms	Gross Receipts and Rent		
Park Unit: Oceano Dunes SVRA		District: Oceano Dunes			
BJ's ATV Rental & Accessories Center Off highway vehicle rentals	5/1/2012 4/30/2022 In Term	\$20,000/year or 10% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	16-17 \$1,889,287 \$188,924	17-18 \$2,162,570 \$216,267
Gail Marshall dba Arnie's ATV Rentals Off highway vehicle rentals	5/1/2012 4/30/2022 In Term	\$20,000/year or 10% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	16-17 \$878,694 \$87,869	17-18 \$929,469 \$92,947
Jacob Huitron Kautz Towing	9/1/2010 8/31/2020 In Term	\$10,000/year or 5% of monthly vehicle storage and 10% of all other monthly gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	16-17 \$155,594 \$15,029	17-18 \$91,970 \$8,569
Jordan & Associates, Inc. dba Sun Buggy Fun Rentals Off highway vehicle rentals	5/1/2012 4/30/2022 In Term	\$51,000/year or 12% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	16-17 \$3,204,194 \$384,503	17-18 \$3,720,191 \$445,990
LUV-2-CAMP, LLC Camp trailer rentals	8/1/2010 7/31/2020 In Term	\$42,000/year or 10% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	16-17 \$461,305 \$46,131	17-18 \$516,780 \$53,568
Pacific Adventure Tours Off-highway vehicle tours	5/1/2011 4/30/2016 Month to Month	\$10,000/year or 10% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	16-17 \$89,029 \$12,774	17-18 \$94,006 \$11,322

Concessionaire Name Concession Operation	Begin Date End Date Contract Status	Rental Terms	Gross Receipts and Rent		
Steve's ATV Rental Service, Inc. Off-highway vehicle rentals	5/1/2012 4/30/2022 In Term	\$60,000/year or 10% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	16-17 \$2,629,284 \$261,678	17-18 \$3,200,845 \$320,535
Yo, Banana Boy! Inc. Vacuum pump service and retail sales	7/1/2010 6/30/2020 In Term	\$20,000/year or 10% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	16-17 \$807,413 \$80,741	17-18 \$931,602 \$93,165
Park Unit: Old Sacramento SHP		District: Capital			
Skalet Family Jewelers Jewelry store	3/1/2004 2/28/2014 Month to Month	\$28,000/year or 3% of annual gross receipts up to \$25,000; and 4% of annual gross receipts over \$25,000, whichever total amount is greater; and .25% of facility maintenance.	FISCAL YEAR RECEIPTS RENT FACILITIES	16-17 \$1,097,369 \$43,895 -	17-18 \$1,147,557 \$45,902 -
Wells Fargo Bank N.A. Museum and ATM operations	12/1/2014 11/30/2019 In Term	\$9,000/year, or 5% of retail sales plus 5% of ATM fee surcharges, whichever is greater.	FISCAL YEAR RECEIPTS RENT FACILITIES	16-17 \$16,124 \$9,000 -	17-18 \$12,685 \$9,000 -
Park Unit: Old Town San Diego SHP		District: San Diego Coast			
Ana Salcedo Wallach & Goldman Square historic food service and retail service	2/1/2006 1/31/2016 Month to Month	\$100,000/year or 12% of gross receipts up to \$750,000, plus 13% of all annual gross receipts over \$750,000, whichever amount is greater.	FISCAL YEAR RECEIPTS RENT FACILITIES	16-17 \$1,047,891 \$128,552 -	17-18 \$1,226,192 \$150,011 -

Concessionaire Name Concession Operation	Begin Date End Date Contract Status	Rental Terms	Gross Receipts and Rent		
Antionette Fisher dba Proper Apothecary Apothecary	9/1/2015 8/31/2025 In Term	\$24,500/year or 12% of monthly gross receipts up to \$200,000 and 12% over \$200,000 whichever is greater.	FISCAL YEAR RECEIPTS RENT	16-17 \$123,570 \$14,828	17-18 \$81,186 \$9,742
Antionette Fisher dba Rust General Store Rust General Store	9/1/2011 8/31/2021 In Term	\$18,000/year or 10%of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	16-17 \$419,903 \$41,990	17-18 \$367,642 \$36,764
Artisan Imports, Inc. El Centro Artesano	5/1/1991 4/30/1996 Month to Month	\$2,000/month or 10.3% of gross receipts up to \$25,000, plus 12% of gross receipts over \$25,000; and 1.5% for maintenance.	FISCAL YEAR RECEIPTS RENT FACILITIES	16-17 \$869,663 \$98,961 -	17-18 \$1,022,834 \$117,640 -
Cousin's Old Town Candy Shop Candy shop	4/1/2016 3/31/2026 In Term	\$125,000/year or 15% of gross receipts, whichever is greater; plus \$10,000 for facility improvements.	FISCAL YEAR RECEIPTS RENT FACILITIES	16-17 \$968,620 \$145,291 -	17-18 \$1,232,761 \$184,914
Cygnet Theatre Theatre in Old Town	1/1/2008 12/31/2017 Month to Month	\$40,000/year or 3% of gross receipts whichever is greater; and \$370,000 for facility improvements in FY 08/09.	FISCAL YEAR RECEIPTS RENT	16-17 \$1,301,977 \$82,341	17-18 \$1,047,155 \$31,415
Dana and Patrick Dugan dba Miners Gems and Minerals La Casa de Pedrorena Gem Retail	12/1/2011 12/30/2021 In Term	\$24,000/year or 10.5% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	16-17 \$631,272 \$66,284	17-18 \$659,221 \$69,218

Concessionaire Name Concession Operation	Begin Date End Date Contract Status	Rental Terms	Gross Receipts and Rent		
First San Diego Courthouse, Inc. Bean Courthouse Building	6/1/2009 5/31/2019 In Term	Maintain and operate interpretive activities and exhibits for public benefit; plus \$100/month or 10% of gross receipts, whichever is greater, in the event of on-site sales. No reportable income.	FISCAL YEAR RECEIPTS RENT	16-17 - -	17-18 - -
Heritage Tours Guided tours	10/1/2010 9/30/2015 Terminated	\$3,000/month or 5% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	16-17 \$45,060 \$1,989	17-18 \$246 \$12
Holiday Traditions, Inc. dba Captain Fitch's Mercantile Captain Fitch's Mercantile	12/1/2010 11/30/2020 In Term	\$30,000/month or 11% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	16-17 \$314,355 \$34,579	17-18 \$278,990 \$30,699
LAZ Parking California, LLC Parking lot management	9/17/2014 9/16/2015 Month to Month	\$3,000/year or 10% of gross receipts up to \$27,500, plus 70% of gross receipts over \$27,500.	FISCAL YEAR RECEIPTS RENT	16-17 \$70,712 \$33,001	17-18 \$143,352 \$42,631
Old Town Family Hospitality Corp. Historic restaurant and retail store	6/1/2005 5/31/2025 In Term	\$1,250,000/Year or 8.5% of gross receipts up to \$18,000,000 and 9% of gross receipts over \$18,000,000 whichever amount is greater; plus \$900,000 for facility improvements.	FISCAL YEAR RECEIPTS RENT FACILITIES	16-17 \$19,909,057 \$1,701,136 -	17-18 \$21,297,777 \$1,825,054 \$750
Patrick and Dana Dugan dba Gum Saan Oriental Import Specialty Retail	12/1/2013 11/30/2023 In Term	\$12,000/year or 10% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	16-17 \$325,268 \$32,526	17-18 \$374,345 \$37,435

Concessionaire Name Concession Operation	Begin Date End Date Contract Status	Rental Terms	Gross Receipts and Rent		
Racine & Laramie Tobacco & pipe shop	9/1/1974 8/31/2014 Month to Month	\$180/year until \$86,000 construction investment is fully amortized; then 4% of gross receipts; plus 1% of gross receipts for advertising and promotion.	FISCAL YEAR RECEIPTS RENT	16-17 \$803,312 \$32,139	17-18 \$817,703 \$32,708
Raymond C. Tafoya dba California Indian Market & Jewelry Historic retail store	3/1/2009 2/28/2010 Terminated	\$100/month or 5% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	16-17 \$118,072 \$6,007	17-18 \$144,909 \$7,466
Raymond C. Tafoya dba San Diego House Historic retail store	4/1/2011 3/31/2021 In Term	\$13,000/year or 10.75% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	16-17 \$259,026 \$28,268	17-18 \$321,775 \$35,825
Tafoya and Sons Casa de Wrightington historic retail store	7/1/2010 6/30/2020 In Term	\$42,000/year or 9% of gross receipts, whichever is greater. Operated May-June 2010 under Early Entry Permit.	FISCAL YEAR RECEIPTS RENT	16-17 \$274,764 \$25,104	17-18 \$309,935 \$49,255
Tinsmith Old Town, Inc. US House tin ware sales	2/1/2014 1/31/2024 In Term	\$24,000/year or 11% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	16-17 \$165,292 \$24,974	17-18 \$174,595 \$24,050
Toby's Candle Company Sessions Bldg. retail shop	6/1/2009 5/31/2019 In Term	\$42,000/year or 10% of gross receipts whichever is greater.	FISCAL YEAR RECEIPTS RENT	16-17 \$678,349 \$67,835	17-18 \$735,475 \$72,323

Concessionaire Name Concession Operation	Begin Date End Date Contract Status	Rental Terms	Gross Receipts and Rent		
Toler, Inc. Johnson House historic retail	8/1/2011 7/31/2021 In Term	\$10,800/year or 8% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	16-17 \$251,156 \$19,640	17-18 \$250,789 \$20,063
Toler, Inc. Toler's Leather Depot	8/1/2011 7/31/2016 Month to Month	\$12,000/year or 10% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	16-17 \$332,049 \$33,155	17-18 \$329,026 \$32,903
Wells Fargo Bank S.D. Museum, retail sales, ATM	12/1/2013 11/30/2023 In Term	\$24,000/year or 5% of retail gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	16-17 \$33,644 \$24,000	17-18 \$22,372 \$24,000
Park Unit: Pfeiffer Big Sur SP		District: Monterey			
Guest Services Company of Virginia Lodge, restaurant and gift shop	11/1/2004 10/31/2024 In Term	\$675,000/year or 16% of gross receipts, whichever is greater; and 3.7% of gross receipts for facility improvements.	FISCAL YEAR RECEIPTS RENT FACILITIES	16-17 \$2,323,350 \$371,736 \$552,291	17-18 \$3,772,055 \$1,007,731 \$25,560
Park Unit: Pigeon Point Light Station SHP		District: Santa Cruz			
American Youth Hostel Assn. Hostel lodging	9/1/2014 8/31/2016 Month to Month	\$1,000/year or 2.5% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	16-17 \$436,112 -	17-18 \$432,585 -

Concessionaire Name Concession Operation	Begin Date End Date Contract Status	Rental Terms	Gross Receipts and Rent		
Park Unit: Pismo SB		District: Oceano Dunes			
Pacifica Companies LLC	6/1/2009	\$240,000/year or 6% of gross receipts, whichever is greater, plus a minimum \$20,582,500 capital investment. Currently under construction.	FISCAL YEAR	16-17	17-18
Grover Beach Lodge/Conference facilities	Dependent on Opening		RECEIPTS	-	-
			RENT	-	-
Superior Guest Care	9/1/2002	\$115,000/year or 17% of golf related gross receipts and 10% of food and beverage gross receipts, whichever amount is greater.	FISCAL YEAR	16-17	16-17
Golf course operation (9 holes)	8/31/2012		RECEIPTS	\$1,840,428	\$2,019,078
	Month to Month		RENT	\$207,150	\$226,691
Park Unit: Point Cabrillo Light Station SHP		District: Sonoma-Mendocino Coast			
Pt. Cabrillo Lightkeepers Association	7/1/2002	Restore, operate, maintain and interpret lighthouse facilities for public use including retail sales and lodging. Sale proceeds fund facility restoration and maintenance. Only submits DPR 86.	FISCAL YEAR	16-17	17-18
Restoration, interpretation, lodging, and retail sales	6/30/2012		RECEIPTS	-	-
	Month to Month		RENT	-	-
Park Unit: Point Mugu SB		District: Angeles			
Camping Adventures	10/1/2014	\$2,700/year or 10% of gross receipts, whichever is greater.	FISCAL YEAR	16-17	17-18
Campsite equipment and set up	9/30/2019		RECEIPTS	\$38,715	\$38,105
	In Term		RENT	\$3,872	\$3,811

Concessionaire Name Concession Operation	Begin Date End Date Contract Status	Rental Terms	Gross Receipts and Rent		
Park Unit: Prairie City SVRA		District: Twin Cities			
All Star Karting LLC	12/1/2009	\$10,000/year or 8% of gross receipts, whichever is greater with an increase to 10% if contract in holdover. Previous contract under Racecraft Motorsports, LLC.	FISCAL YEAR	16-17	17-18
Go-Kart racetrack	11/30/2019 In Term		RECEIPTS	\$141,480	\$148,298
			RENT	\$11,318	\$11,864
Armstrong Racing, LLC	6/1/2010	\$36,450/year or 15% of annual gross receipts, whichever is greater.	FISCAL YEAR	16-17	17-18
Motocross race track operation	5/31/2020 In Term		RECEIPTS	\$154,074	\$153,840
			RENT	\$23,111	\$23,076
Katie Pierson dba Mud Mart	4/1/2014	\$5,000/year or 5% of gross receipts up to \$150,000 and 10% of gross receipts over \$150,000 whichever is greater.	FISCAL YEAR	16-17	17-18
Park store	3/31/2017 Month to Month		RECEIPTS	\$91,292	\$74,846
			RENT	\$4,750	\$4,949
Park Unit: Refugio SB		District: Channel Coast			
California Camp Stores	4/1/2008	\$60,000/year or 12% of gross receipts whichever is greater.	FISCAL YEAR	16-17	17-18
Beach stores at Gaviota, El Capitan, Refugio SB	3/31/2018 Month to Month		RECEIPTS	\$179,767	\$164,295
			RENT	\$22,229	\$19,715
D2 Global Enterprises, Inc. dba 101 RV Rentals	8/1/2012	\$6,000/year or 10% of gross receipts, whichever is greater.	FISCAL YEAR	16-17	17-18
Camp trailer rentals	7/31/2014 Month to Month		RECEIPTS	\$55,475	\$54,575
			RENT	\$5,548	\$5,458

Concessionaire Name Concession Operation	Begin Date End Date Contract Status	Rental Terms	Gross Receipts and Rent		
Park Unit: San Buenaventura SB		District: Channel Coast			
The Baja Oyster Company, Inc. Food and beverage	11/1/2011 10/31/2013 Month to Month	\$12,000/year or 5% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	16-17 \$252,122 \$13,806	17-18 \$232,810 \$12,850
Wheel Fun Rentals Bicycle and beach rentals	6/1/2011 5/31/2021 In Term	\$17,000/year or 15% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	16-17 \$189,856 \$28,478	17-18 \$167,660 \$25,149
Park Unit: San Clemente SB		District: Orange Coast			
Calafia Beach Café Calafia Beach stand	9/1/2009 8/31/2019 In Term	Year 1: 12% of gross receipts; Year 2: \$20,000 minimum annual rent or 12% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	16-17 \$122,716 \$20,147	17-18 \$109,019 \$19,746
Code 3 RV, LLC Camp trailer rentals	8/13/2014 8/12/2015 Terminated	\$500/year or 10% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	16-17 \$4,747 \$366	17-18 \$4,860 \$512
Jones and Van Ausdal dba The Holidays Nostalgic trailer rentals	9/1/2015 8/31/2017 Month to Month	\$500/year or 10% of gross receipts, whichever is greater. Early entry permit granted.	FISCAL YEAR RECEIPTS RENT	16-17 \$198,874 \$32,302	17-18 \$183,145 \$29,536

Concessionaire Name Concession Operation	Begin Date End Date Contract Status	Rental Terms	Gross Receipts and Rent		
LUV-2-CAMP, LLC Camp trailer rentals	4/1/2013 3/31/2018 Month to Month	\$3,000/year or 10% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	16-17 \$46,093 \$4,609	17-18 \$30,922 \$3,092
Park Unit: San Elijo SB		District: San Diego Coast			
Albert's RV Rental Camp trailer rentals	1/1/2012 12/31/2016 Month to Month	\$2,000/year or 10% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	16-17 \$9,233 \$965	17-18 \$4,852 \$490
Eli Howard Surf School, Inc. Overnight surf camp	6/1/2008 5/31/2015 Terminated	\$30,000/year or 20% of gross receipts, whichever is greater, plus \$500/month for camp site.	FISCAL YEAR RECEIPTS RENT	16-17 \$288,465 \$57,693	17-18 \$215,926 \$42,618
JLM Systems San Elijo Camp Store	5/1/2007 4/30/2017 Month to Month	\$30,000/year or 15% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	16-17 \$1,162,721 \$174,408	17-18 \$804,104 \$120,615
LAZ Parking California, LLC of San Diego Parking lot management	11/1/2011 10/31/2021 In Term	\$1,680,000/year commencing contract year 2, or 80% of fee collections, whichever is greater.	FISCAL YEAR RECEIPTS RENT	16-17 \$58,565 \$48,852	17-18 \$59,069 \$47,255
LUV-2-CAMP, LLC Camp trailer rentals	2/1/2012 1/31/2017 Month to Month	\$2,000/year or 10% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	16-17 \$56,003 \$5,800	17-18 \$50,543 \$5,354

Concessionaire Name Concession Operation	Begin Date End Date Contract Status	Rental Terms	Gross Receipts and Rent		
MLG Enterprises RV Rental, LLC Camp trailer rentals	2/1/2013 1/31/2015 Month to Month	\$2,000/year or 10% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	16-17 \$55,741 \$5,574	17-18 \$59,039 \$6,904
Stroller Strides, LLC Fitness walks	7/1/2012 6/30/2014 Month to Month	\$75/year or 8% of gross sales, whichever is greater.	FISCAL YEAR RECEIPTS RENT	16-17 \$572 \$5	17-18 \$767 \$140
Travel Time RV, Inc. Camp trailer rentals	2/1/2012 1/31/2017 Month to Month	\$2,000/year or 10% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	16-17 \$3,801 \$384	17-18 \$3,788 \$379
Park Unit: San Luis Reservoir SRA		District: Central Valley			
Jose Soberanes Mobile ice cream carts	8/1/2011 7/31/2013 Month to Month	\$2,500/year or 10% of monthly gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	16-17 \$23,121 \$2,680	17-18 \$27,738 \$2,774
Millerton Lake Rentals, LLC dba Oneil Forebay Rentals Watercraft Rentals	12/1/2016 11/30/2018 In Term	\$2,000/year or 5.6% of monthly gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	16-17 \$22,733 \$1,257	17-18 \$33,621 \$1,883
Roger George Guide Service Guide services	6/1/2016 5/31/2018 Month to Month	\$1,080/year or 4.5% of monthly gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	16-17 \$6,895 \$310	17-18 \$19,400 \$873

Concessionaire Name Concession Operation	Begin Date End Date Contract Status	Rental Terms	Gross Receipts and Rent		
Park Unit: San Onofre SB		District: Orange Coast			
Code 3 RV, LLC	8/31/2014	\$500/year or 10% of gross receipts, whichever is greater.	FISCAL YEAR	16-17	17-18
Camp trailer rentals	8/12/2015 Terminated		RECEIPTS	\$845	\$4,260
			RENT	\$85	\$378
LUV-2-CAMP, LLC	4/1/2013	\$3,000/year or 10% of gross receipts, whichever is greater.	FISCAL YEAR	16-17	17-18
Camp trailer rentals	3/31/2018 Month to Month		RECEIPTS	\$32,363	\$24,604
			RENT	\$3,236	\$2,460
Park Unit: Seacliff SB		District: Santa Cruz			
Beach Break dba Marianne's Ice Cream LLC	5/1/2016	\$4,000/year or 4% of annual gross receipts up to \$130,000 and 8% of annual gross receipts over \$130,000, whichever is greater.	FISCAL YEAR	16-17	17-18
	4/30/2018		RECEIPTS	\$77,185	\$55,416
Beach stand	Terminated		RENT	\$4,220	\$2,782
			FACILITIES	-	-
Park Unit: Shasta SHP		District: Northern Buttes			
Rolando Cadungon	5/1/2015	\$3,000/year or 10% of gross receipts, whichever is greater.	FISCAL YEAR	16-17	17-18
Shorty's Eatery	4/30/2017 Month to Month		RECEIPTS	\$54,593	\$62,712
			RENT	\$5,459	\$6,271
Park Unit: Silver Strand SB		District: San Diego Coast			
Albert's RV Rental	1/1/2012	\$2,000/year or 10% of gross receipts, whichever is greater.	FISCAL YEAR	16-17	17-18
Camp trailer rentals	12/31/2016 Month to Month		RECEIPTS	\$4,992	\$3,407
			RENT	\$499	\$345

Concessionaire Name Concession Operation	Begin Date End Date Contract Status	Rental Terms	Gross Receipts and Rent		
Coronado Surfing Academy Surf camp	11/1/2008 10/31/2013 Month to Month	\$500/month or 18% of gross receipts, whichever is greater during June-August; 18% of gross receipts remainder of year.	FISCAL YEAR RECEIPTS RENT	16-17 \$5,430 \$2,128	17-18 \$3,080 \$1,500
Jaime Garcia, Jr., DBA Safiros Sanitation Mobile recreation vehicle pump services	8/29/2014 8/28/2015 Month to Month	\$500/year or 10% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	16-17 \$17,300 \$1,752	17-18 \$20,200 \$1,921
LAZ Parking California LLC of San Diego Parking lot management	11/1/2011 10/31/2021 In Term	\$1,680,000/year commencing contract year 2, or 80% of fee collections, whichever is greater.	FISCAL YEAR RECEIPTS RENT	16-17 \$610,54 \$490,862	17-18 \$634,193 \$509,431
LUV-2-CAMP LLC Camp trailer rentals	2/1/2012 1/3/2017 Month to Month	\$2,000/year or 10% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	16-17 \$57,522 \$5,119	17-18 \$41,221 \$4,212
MLG Enterprises RV Rental, LLC Camp trailer rental	2/1/2013 1/31/2015 Month to Month	\$2,000/year or 10% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	16-17 \$28,382 \$2,838	17-18 \$20,525 \$2,052
Silver Strand Café Grill Snack bar and camp store	5/1/2007 4/30/2017 Month to Month	\$4,000/year or 9% of up to \$100,000 in gross receipts, and 15% of gross receipts over \$100,000, whichever amount is greater.	FISCAL YEAR RECEIPTS RENT	16-17 \$49,814 \$6,188	17-18 \$42,488 \$6,068

Concessionaire Name Concession Operation	Begin Date End Date Contract Status	Rental Terms	Gross Receipts and Rent		
Travel Time RV, Inc.	2/1/2012 1/31/2017	\$2,000/year or 10% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS	16-17 \$13,262	17-18 \$7,149
Camp trailer rentals	Month to Month		RENT	\$1,380	\$715
Park Unit: Silverwood Lake SRA		District: Tehachapi			
Pyramid Enterprises, Inc.	3/1/1998 2/28/2018	\$38,000/year or 8% of gross receipts up to \$500,000, and 10% of gross receipts over \$500,000, whichever is greater; plus 7% of fuel gross receipts; and 35% of pay showers gross receipts.	FISCAL YEAR RECEIPTS	16-17 \$504,990	17-18 \$648,523
Lake Silverwood Marina	Month to Month		RENT	\$48,952	\$65,051
Park Unit: South Carlsbad SB		District: San Diego Coast			
Albert's RV Rental	1/1/2012 12/31/2016	\$2,000/year or 10% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS	16-17 \$2,320	17-18 \$6,833
Camp trailer rentals	Month to Month		RENT	\$232	\$695
JLM Systems	5/1/2007 4/30/2017	\$30,000/year or 15% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS	16-17 \$592,678	17-18 \$591,777
Carlsbad camp store	Month to Month		RENT	\$89,007	\$88,767
LAZ Parking California LLC of San Diego	11/1/2011 10/31/2021	\$1,680,000/year commencing contract year 2, or 80% of fee collections, whichever is greater.	FISCAL YEAR RECEIPTS	16-17 \$258,513	17-18 \$249,176
Parking lot management	In Term		RENT	\$206,810	\$199,773
LUV-2-CAMP LLC	2/1/2012 1/3/2017	\$2,000/year or 10% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS	16-17 \$33,700	17-18 \$62,641
Camp trailer rentals	Month to Month		RENT	\$3,370	\$6,264

Concessionaire Name Concession Operation	Begin Date End Date Contract Status	Rental Terms	Gross Receipts and Rent		
MLG Enterprises RV Rental, LLC Camp trailer rental	2/1/2013 1/31/2015 Month to Month	\$2,000/year or 10% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	16-17 \$54,750 \$5,475	17-18 \$59,620 \$5,962
Travel Time RV, Inc. Camp trailer rentals	2/1/2012 1/31/2017 Month to Month	\$2,000/year or 10% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	16-17 \$1,606 \$161	17-18 \$2,821 \$282
Park Unit: South Yuba River SP		District: Sierra			
Yuba Bus, LLC. Transportation services	7/1/2018 6/1/2020 In Term - New	\$1,000/year for year 1. \$2,000/year or 5% of gross receipts, whichever is greater the next year and subsequent years. Early Entry 6/1/2018.	FISCAL YEAR RECEIPTS RENT		17-18 \$353 -
Park Unit: Statewide		District: Statewide			
Pride Industries California State Parks E-Store	9/1/2008 8/31/2009 Month to Month	70% of monthly sales up to \$37,500 and 90% over for State merchandise; 5% of monthly sales up to \$4,200 and 8% over for Concessionaire wholesale merchandise; 15% of monthly sales up to \$2,300 and 25% over for Concessionaire retail merchandise.	FISCAL YEAR RECEIPTS RENT	16-17 \$2,616,495 \$2,155,016	17-18 \$2,914,273 \$2,423,149
Recreational Equipment, Inc. (REI) Outdoor education and recreation	9/1/2008 8/31/2010 Terminated	10% of gross receipts per tour or day use fees, whichever is greater. Concession rent does not include the day use fee payments.	FISCAL YEAR RECEIPTS RENT	16-17 \$141,431 \$7,099	17-18 \$61,601 \$4,144

Concessionaire Name Concession Operation	Begin Date End Date Contract Status	Rental Terms	Gross Receipts and Rent		
Recreational Equipment, Inc. (REI)	11/1/2017 10/31/2022 In Term - New	\$10,000/year or 10% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	17-18 \$98,670 \$11,680	
Outdoor education and recreation					
Sani-Star, LLC	4/1/2018 3/31/2020 In Term - New	\$15,000/year or 25% of annual gross receipts up to \$120,000 or 30% of annual gross receipts over \$120,000, whichever is greater.	FISCAL YEAR RECEIPTS RENT	17-18 \$17,131 \$4,283	
Automated RV dump fee collection system					
Park Unit: Sugarloaf Ridge SP		District: Bay Area			
Valley of the Moon Association	4/2/2004 3/31/2014 Month to Month	Provide astronomy programs and collect group camp fees with 10-50% of rental fees deposited into a facility maintenance and improvement account.	FISCAL YEAR RECEIPTS RENT FACILITIES	16-17 \$15,180 - \$1,024	17-18 \$16,005 - \$2,599
Ferguson Observatory					
Park Unit: Tahoe SRA		District: Sierra			
North Tahoe Historic Society	7/1/2000 6/30/2020 In Term	Maintain and operate museum and interpretive services for the public benefit.	FISCAL YEAR RECEIPTS RENT	16-17 - \$5,000	17-18 - \$5,000
William B. Layton Museum					
Park Unit: Tolowa Dunes SP		District: North Coast Redwoods			
Crescent Trail Rides	5/1/2011 4/30/2013 Month to Month	\$1,000 annual or 10% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	16-17 \$34,155 \$3,415	17-18 \$59,909 \$5,991
Guided horseback trail rides					

Concessionaire Name Concession Operation	Begin Date End Date Contract Status	Rental Terms	Gross Receipts and Rent		
Park Unit: Topanga SP		District: Angeles			
Castle Creek Properties	9/1/2011 8/31/2013	\$36,000 annual or 10% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS	16-17 \$1,360,974	17-18 \$1,792,922
Wine tasting room	Month to Month		RENT	-	\$179,292
			FACILITIES	\$136,097	\$27,167
Park Unit: Torrey Pines SB		District: San Diego Coast			
Brats Berlin	9/1/2015 8/31/2017	\$1,200/year or 10% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS	16-17 \$14,152	17-18 \$21,302
Mobile food truck	Month to Month		RENT	\$1,415	\$2,130
LAZ Parking California LLC of San Diego	11/1/2011 10/31/2021	\$1,680,000/year commencing contract year 2, or 80% of fee collections, whichever is greater.	FISCAL YEAR RECEIPTS	16-17 \$3,207,939	17-18 \$3,600,129
Parking lot management	In Term		RENT	\$2,623,476	\$2,995,673
Park Unit: Turlock Lake SRA		District: Central Valley			
American Land and Leisure, Inc.	9/1/2012 8/31/2017	\$17,500 annually or 10.50% of annual gross receipts. All rent is deposited into facility maintenance accounts administered by Concessionaire.	FISCAL YEAR RECEIPTS	16-17 \$207,555	17-18 \$125,074
Camping and day use services	Month to Month		RENT	-	-
			FACILITIES	\$30,000	-
Park Unit: Van Damme SP		District: Sonoma-Mendocino Coast			
Kayak Mendocino	4/1/2006 3/31/2016	\$50/month or 12% of gross receipts, whichever is greater except during off season Nov 1 to April 30 pays 12% of monthly gross receipts.	FISCAL YEAR RECEIPTS	16-17 \$42,480	17-18 \$43,200
Kayak rentals and tours	Month to Month		RENT	\$5,098	\$5,234

Concessionaire Name	Begin Date				
Concession Operation	End Date	Rental Terms	Gross Receipts and Rent		
Park Unit: Wilder Ranch SP		District: Santa Cruz			
Randy Clayton dba Santa Cruz Carriage Company Draft Horses	2/1/2012 1/31/2017 Month to Month	\$500/year or 8% of gross receipts, whichever is greater; and 2% of gross receipts for trail maintenance.	FISCAL YEAR RECEIPTS RENT	16-17 \$11,143 \$1,114	17-18 \$4,545 \$459
Horse rides and interpretive programs					
Park Unit: Will Rogers SP		District: Angeles			
Dorte Lindegaard	5/1/2006 4/30/2008 Month to Month	\$1,000/year or 10% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	16-17 \$674,033 \$87,607	17-18 \$577,486 \$84,230
Westside Riding School - Horseback riding lessons					
Park Unit: Woodson Bridge SRA		District: Northern Buttes			
American Land and Leisure, Inc.	9/1/2012 8/31/2017 Month to Month	\$3,025 annually or 8.01% of annual gross receipts. All rent is deposited into facility maintenance accounts maintained by Concessionaire.	FISCAL YEAR RECEIPTS RENT FACILITIES	16-17 \$45,643 - \$4,189	17-18 \$77,217 - -
Camping and day use services					
		16-17	17-18		
TOTAL GROSS RECEIPTS		\$153,766,863	\$167,414,005		
TOTAL RENT		\$20,072,720	\$22,792,004		
TOTAL FACILITIES		\$3,433,184	\$2,133,672		

Section C – Concession Agreement Changes

Section C summarizes changes to concession and operating agreements during Fiscal Year 17-18. This section lists new agreements, agreements that went on month-to-month, amended agreements, expired agreements, and agreements that were terminated. The Department executed over six new or renewed contracts during the reporting period, some with operations in multiple park units.



FOLSOM SRA, Creative Excursions



STATEWIDE, Sani-Star Dump Stations

CONCESSION CONTRACT AGREEMENT CHANGES

Fiscal Year 2017-18

Concessionaire Name Concession Operation	Contract Begin Date End Date	Contract Status	Rental Terms
Andrew Molera SP			
Molera Horseback Tours of Big Sur Horseback riding tours	5/6/2003 5/5/2013	Terminated 3/31/2018	\$2,000/month or 12% of gross receipts, whichever is greater, during seasonal months of operation.
Anza-Borrego Desert SP			
Aaron Mertens Photography tours	11/1/2012 10/31/2014	Terminated 1/31/2018	\$1,000/year or 3% of first \$30,000 of gross receipts, 5% of gross receipts to \$50,000, 7% of gross receipts to \$70,000, and 10% of gross receipts over \$70,000, whichever is greater.
Auburn SRA			
John Hauschild River shuttle service	9/1/2016 8/31/2018	Terminated 2/31/2018	\$340/year or 10% of gross receipts, whichever is greater. Operates between Auburn SRA and Folsom Lake SRA. Termination requested.
Auburn SRA			
Western States Trail Foundation Auburn staging area	7/1/2017 6/30/2018	New	\$3,000/year or 10.5% of gross receipts, whichever is greater.

Concessionaire Name Concession Operation	Contract Begin Date End Date	Contract Status	Rental Terms
Auburn SRA			
Whitewater Whitewater rafting	3/1/2018 2/29/2019	New	\$900/year.
Big Basin Redwoods SP			
United Camps Conferences and Retreats (UCCR) Campground facilities	2/1/2011 9/30/2017	Month to Month	\$1.00/year or 1 % of gross receipts in excess of \$380,000, whichever is greater, commencing in Contract Year 4. During Contract Years 1-3, all revenue invested in operation and improvements at Little Basin.
Big Basin Redwoods SP			
Urban Park Concessionaires Tent cabins, campground, retail sales	10/1/2007 9/30/2017	Month to Month	\$5,000/month or 16.5 % monthly gross receipts , whichever is greater, plus minimum \$218,000 capital investment.
Bolsa Chica SB			
Code 3 RV, LLC Camp trailer rentals	8/13/2014 8/12/2015	Terminated 6/30/2018	\$500/year or 10 % of gross receipts, whichever is greater.
Bolsa Chica SB			
LUV-2-CAMP, LLC Camp trailer rentals	4/1/2013 3/31/2018	Month to Month	\$3,000/year or 10 % of gross receipts, whichever is greater.

Concessionaire Name Concession Operation	Contract Begin Date End Date	Contract Status	Rental Terms
Brannan Island SRA			
American Land and Leisure, Inc. Operate and maintain park unit	9/1/2012 8/31/2017	Month to Month	\$35,000 annually or 10.5% of annual gross receipts, whichever is greater. All rent is deposited into facility maintenance accounts administered by Concessionaire.
California Indian Heritage SP			
International Rescue Committee Interpretive garden	8/1/2018 7/31/2023	New 1/1/2018*	\$1,200/year or 5% of gross receipts, whichever is greater.
Cardiff SB			
The Pura Vida Project dba DelMar Surf Rentals Beach equipment rentals	9/1/2016 8/31/2018	Amended 8/1/2017	\$4,000/year or 10% of fee collections, whichever is greater. Amendment added for Cardiff SB 8/2017.
Columbia SHP			
Angela and Jacob Matulich dba Brown's Coffee & Sweets Coffee and sweets shop	3/1/2013 2/28/2018	Month to Month	\$12,000/year or 7% of gross receipts, whichever is greater. Early Entry Permit granted 4/29/2014.

Concessionaire Name Concession Operation	Contract Begin Date End Date	Contract Status	Rental Terms
Columbia SHP			
G&C Foods, LLC City hotel and What Cheer Saloon	7/1/2015 6/30/2017	Month to Month	\$2,000/year or 2% of gross receipts, whichever is greater. Contract Year 2, minimum annual rent increase to \$6,000.
Columbia SHP			
Joseph Webber dba Jack Douglass Saloon Jack Douglass Saloon	3/1/2015 2/28/2016	Terminated 2/28/2018	\$7,200/year or 6% of gross receipts, whichever is greater.
Columbia SHP			
Denise Favela dba Jack Douglass Saloon Jack Douglass Saloon	3/1/2017 2/28/2027	New	\$13,000/year or 6% of gross receipts up to \$226,000, plus 7% over \$226,000, whichever is greater.
Columbia SHP			
Seven Sisters Soap & Candle Company Soap and candle sales and demonstrations	10/1/2012 9/30/2017	Month to Month	\$6,000/year or 4% of annual gross receipts, whichever is greater.

Concessionaire Name Concession Operation	Contract Begin Date End Date	Contract Status	Rental Terms
Columbia SHP			
Teresa Torbett dba Columbia Mercantile Columbia Mercantile	4/1/2018 3/31/2021	New	\$6,500 year or 4% of monthly gross receipts, whichever is greater for the first two contract years. The third year the rent is \$13,000 or 5% of monthly gross receipts, whichever is greater.
Crystal Cove SP			
Code 3 RV, LLC Camp trailer rentals	8/13/2014 8/12/2015	Terminated 6/30/2018	\$500/year or 10% of gross receipts, whichever is greater.
Crystal Cove SP			
LUV-2-CAMP, LLC Camp trailer rentals	4/1/2013 3/31/2018	Month to Month	\$3,000/year or 10% of gross receipts, whichever is greater.
Doheny SB			
Code 3 RV, LLC Camp trailer rentals	8/13/2014 8/12/2015	Terminated 6/30/2018	\$500/year or 10% of gross receipts, whichever is greater.
Doheny SB			
LUV-2-CAMP, LLC Camp trailer rentals	4/1/2013 3/31/2018	Month to Month	\$3,000/year or 10% of gross receipts, whichever is greater.

Concessionaire Name Concession Operation	Contract Begin Date End Date	Contract Status	Rental Terms
Donner Memorial SP			
Donner Lake Watersports Water craft and beach rentals	4/1/2008 3/31/2018	Month to Month	\$10,000/year or 11% of gross receipts, whichever is greater.
Ed Z'berg Sugar Pine Point SP			
Island Dreams, Inc. dba West Shore Sports Kayak and paddle board rentals	5/1/2013 4/30/2015	Terminated 3/31/2018	\$1,000/year or 12% of gross receipts, whichever is greater.
Ed Z'berg Sugar Pine Point SP			
Trevor Larkins dba Island Dreams, Inc. Westshore Sports Aquatic equipment rentals	4/1/2018 3/31/2023	New	\$5,000/year or 12% of gross receipts, whichever is greater.
El Capitan SB			
California Camp Stores Beach stores at Gaviota, El Capitan, Refugio SB	4/1/2008 3/31/2018	Month to Month	\$60,000/year or 12% of gross receipts, whichever is greater.

Concessionaire Name Concession Operation	Contract Begin Date End Date	Contract Status	Rental Terms
Folsom Lake SRA			
Brennan K. Anderson and Rebecca Johnson dba Creative Excursion Glamping services	2/1/2018 1/31/2020	New	\$3,000/year or 8% of annual gross receipts, whichever sum is greater.
Folsom Lake SRA			
Granite Bay Rentals, Inc. Boat and watercraft rentals	6/1/2013 5/31/2018	Month to Month	\$12,000/year or 14% of gross receipts, whichever is greater.
Gaviota SP			
California Camp Stores Beach stores at Gaviota, El Capitan, Refugio SB	4/1/2008 3/31/2018	Month to Month	\$60,000/year or 12% of gross receipts, whichever is greater.
Hearst San Simeon SP			
Sea for Yourself Kayaks Kayak tours	5/1/2013 4/30/2018	Month to Month	\$1,400/month or 10% of first \$50,000 of annual gross receipts and 15% in excess of \$50,000, whichever is greater.

Concessionaire Name Concession Operation	Contract Begin Date End Date	Contract Status	Rental Terms
Lake Perris SRA			
Code 3 RV, LLC Overnight motorhome and trailer rentals	9/1/2015 8/31/2016	Terminated 6/30/2018	\$500/year or 10% of gross receipts, whichever is greater.
Lake Perris SRA			
Urban Park Concessionaires Waterpark play structure	9/1/2016 8/31/2019	Terminated 6/30/2018	Year 1: \$5,000/year or 5% of gross receipts, whichever is greater; Year 2: \$18,000/year or 10% of gross receipts, whichever is greater. Termination requested.
Lighthouse Field SB			
Steamer Lane Supply Company Food truck and snack kiosk facility	8/1/2015 8/1/2017	Month to Month	\$2,000/year or 2% of gross receipts, whichever is greater.
Limekiln SP			
Parks Management, Co. Collect fees and provide public services	9/1/2012 8/31/2017	Month to Month	\$4,000/year or 5% of gross receipts, whichever is greater. All rent deposits support facility maintenance.
Millerton Lake SRA			
Roger George Guide Service Guide services	6/1/2016 5/31/2018	Month to Month	\$1,080/year or 4.5% of monthly gross receipts, whichever is greater.

Concessionaire Name Concession Operation	Contract Begin Date End Date	Contract Status	Rental Terms
Mono Lake Tufa SNR			
Caldera Kayaks Kayak tours	11/1/2007 10/31/2017	Month to Month	\$300/year or 5% of gross receipts, whichever is greater in years 1 and 2. In year 3 and thereafter: \$300/year or 7% of gross receipts.
Mono Lake Tufa SNR			
Mono Lake Committee Kayak and canoe tours	10/1/2007 9/30/2017	Month to Month	\$300/year or 5% of gross receipts, whichever is greater in years 1 and 2. In year 3 and thereafter: \$300/year or 7% of gross receipts.
Mt. San Jacinto SP			
Danny Sullivan Rocky Top Dude String	5/1/2016 4/30/2018	Month to Month	\$1,000/year or 10% of annual gross receipts, whichever is greater.
Old Town San Diego SHP			
Cygnnet Theatre Theatre in Old Town	1/1/2008 12/31/2017	Month to Month	\$40,000/year or 3% of gross receipts whichever is greater; and \$370,000 for facility improvements in FY 08/09.
Old Town San Diego SHP			
Heritage Tours Guided tours	10/1/2010 9/30/2015	Terminated 7/31/2017	\$3,000/month or 5% of gross receipts, whichever is greater.

Concessionaire Name Concession Operation	Contract Begin Date End Date	Contract Status	Rental Terms
Old Town San Diego SHP			
Raymond C. Tafoya dba California Indian Market & Jewelry	3/1/2009 2/28/2010	Terminated 6/30/2018	\$100/month or 5% of gross receipts, whichever is greater.
Historic retail store			
Refugio SB			
California Camp Stores	4/1/2008 3/31/2018	Month to Month	\$60,000/year or 12% of gross receipts whichever is greater.
Beach stores at Gaviota, El Capitan, Refugio SB			
San Clemente SB			
Code 3 RV, LLC	8/13/2014 8/12/2015	Terminated 6/30/2018	\$500/year or 10% of gross receipts, whichever is greater.
Camp trailer rentals			
San Clemente SB			
Jones and Van Ausdal dba The Holidays	9/1/2015 8/31/2017	Month to Month	\$500/year or 10% of gross receipts, whichever is greater. Early entry permit granted.
Nostalgic trailer rentals			

Concessionaire Name Concession Operation	Contract Begin Date End Date	Contract Status	Rental Terms
San Clemente SB			
LUV-2-CAMP, LLC Camp trailer rentals	4/1/2013 3/31/2018	Month to Month	\$3,000/year or 10% of gross receipts, whichever is greater.
San Elijo SB			
Eli Howard Surf School, Inc. Overnight surf camp	6/1/2008 5/31/2015	Terminated 5/31/2018	\$30,000/year or 20% of gross receipts, whichever is greater, plus \$500/month for camp site.
San Luis Reservoir SRA			
Roger George Guide Service Guide services	6/1/2016 5/31/2018	Month to Month	\$1,080/year or 4.5% of monthly gross receipts, whichever is greater.
San Onofre SB			
Code 3 RV, LLC Camp trailer rentals	8/13/2014 8/12/2015	Terminated 6/30/2018	\$500/year or 10% of gross receipts, whichever is greater.
San Onofre SB			
LUV-2-CAMP, LLC Camp trailer rentals	4/1/2013 3/31/2018	Month to Month	\$3,000/year or 10% of gross receipts, whichever is greater.

Concessionaire Name Concession Operation	Contract Begin Date End Date	Contract Status	Rental Terms
Seacliff SB			
Beach Break dba Marianne's Ice Cream LLC Beach Stand	5/1/2016 4/30/2018	Terminated 4/30/2018	\$4,000/year or 4% of annual gross receipts up to \$130,000 and 8% of annual gross receipts over \$130,000, whichever is greater.
Silverwood Lake SRA			
Pyramid Enterprises, Inc. Lake Silverwood Marina	3/1/1998 2/28/2018	Month to Month	\$38,000/year, or 8% of gross receipts up to \$500,000, and 10% of gross receipts over \$500,000, whichever is greater; plus 7% of fuel gross receipts; and 35% of pay showers gross receipts.
South Yuba River SP			
Yuba Bus, LLC. Transportation services	7/1/2018 6/1/2020	New	\$1,000/year for year 1. \$2,000/year or 5% of gross receipts, whichever is greater the next year and subsequent years. Early Entry 6/1/2018.
Statewide			
Recreational Equipment, Inc. (REI) Outdoor education and recreation	9/1/2008 8/31/2010	Terminated 9/30/2017	10% of gross receipts per tour or day use fees, whichever is greater. Concession rent does not include the day use fee payments.
Statewide			
Recreational Equipment, Inc. (REI) Outdoor education and recreation	11/1/2017 10/31/2022	New	\$10,000/year or 10% of gross receipts, whichever is greater.

Concessionaire Name Concession Operation	Contract Begin Date End Date	Contract Status	Rental Terms
Statewide			
Sani-Star, LLC Operated automated RV dump fee collection system	4/1/2018 3/31/2020	New	\$15,000/year or 25% of annual gross receipts up to \$120,000 or 30% of annual gross receipts over \$120,000, whichever is greater.
Torrey Pines SB			
Brats Berlin Mobile food truck	9/1/2015 8/31/2017	Month to Month	\$1,200/year or 10% of gross receipts, whichever is greater.
Turlock Lake SRA			
American Land and Leisure, Inc. Valley SP camping and day use area	9/1/2012 8/31/2017	Month to Month	\$17,500 annually or 10.5% of annual gross receipts, whichever is greater. All rent is deposited into facility maintenance accounts administered by Concessionaire.
Woodson Bridge SRA			
American Land and Leisure, Inc. Valley SP camping and day use area	9/1/2012 8/31/2017	Month to Month	\$3,025 annually or 8.01% of annual gross receipts. All rent is deposited into facility maintenance accounts administered by Concessionaire.

California State Parks Mission

To provide for the health, inspiration and education of the people of California by helping to preserve the state's extraordinary biological diversity, protecting its most valued natural and cultural resources, and creating opportunities for high-quality outdoor recreation.

Concessions Program Mission

To enhance the park visitor's recreation and educational experience through partnerships with public and private entities to provide products and services.

***Gavin Newsom, Governor,
State of California***

***Wade Crowfoot, Secretary,
Natural Resources Agency***

***Armando Quintero, Director,
California State Parks***

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