



# CONCESSIONS ANNUAL REPORT

## FISCAL YEAR 2022-23



Brannan Island SRA, Park Delta Bay LLC

**Concessions Annual Report  
Fiscal Year 2022-23**

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## Director's Statement

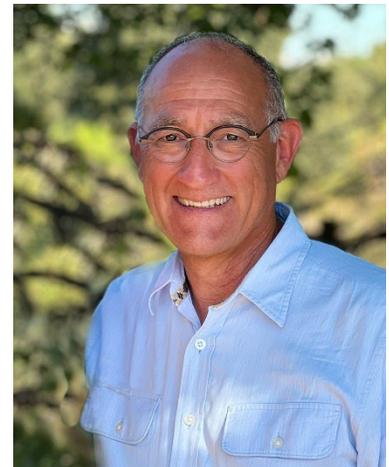
California's state parks are renowned for their stunning natural beauty and diverse recreational opportunities. The Concessions Program plays a vital role in enhancing the visitor experience by offering a variety of services and amenities. From dining and retail to guided tours and educational programs, our concessions partners are committed to providing high-quality products and services that align with the Department's mission.

During the Fiscal Year (FY) 2022-23, California State Parks executed six new or renewed concession contracts to support visitor servicing operations. The program overview reflects 185 concession operations which contributed over \$23 million in revenue to the Department and \$2 million in facility improvements. Concession contracts operating during FY 2022-23 are listed in Section B of this report.

This report, prepared pursuant to Section §5080.21 of California Public Resources Code, presents a comprehensive picture of concession contract activity during FY 2022-23. Questions may be directed to [concessions.program@parks.ca.gov](mailto:concessions.program@parks.ca.gov).

Armando Quintero

Director



## Section A – Concession Program Summary

This section contains statistical comparisons of concession program activities during FY 2022-23. The number of concession operations as referenced in this section excludes contracts which terminated during the reporting period and reflect only the active contracts as of 6/30/2023. 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.

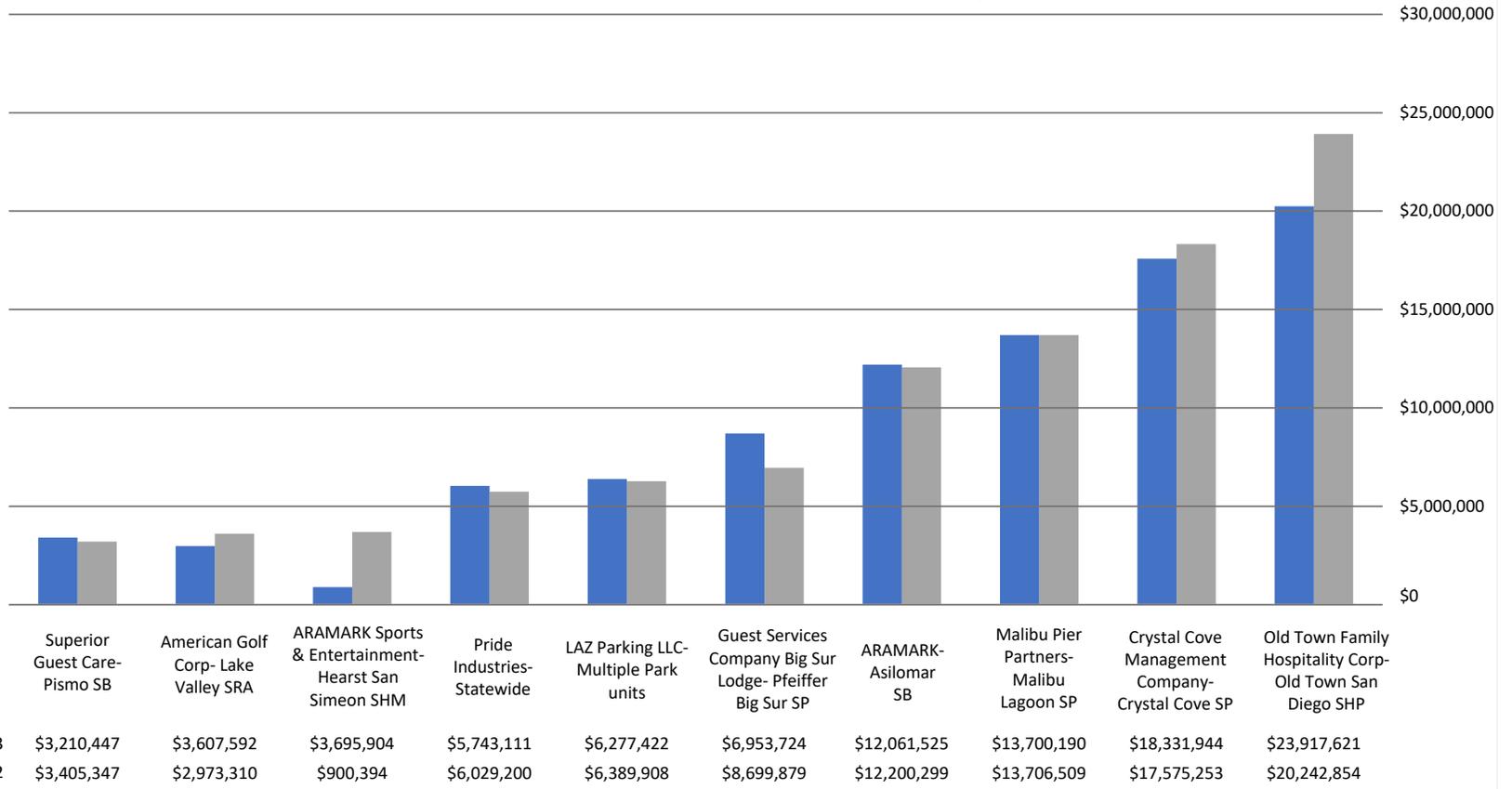


San Luis Obispo District, RV Rentals on the Central Coast

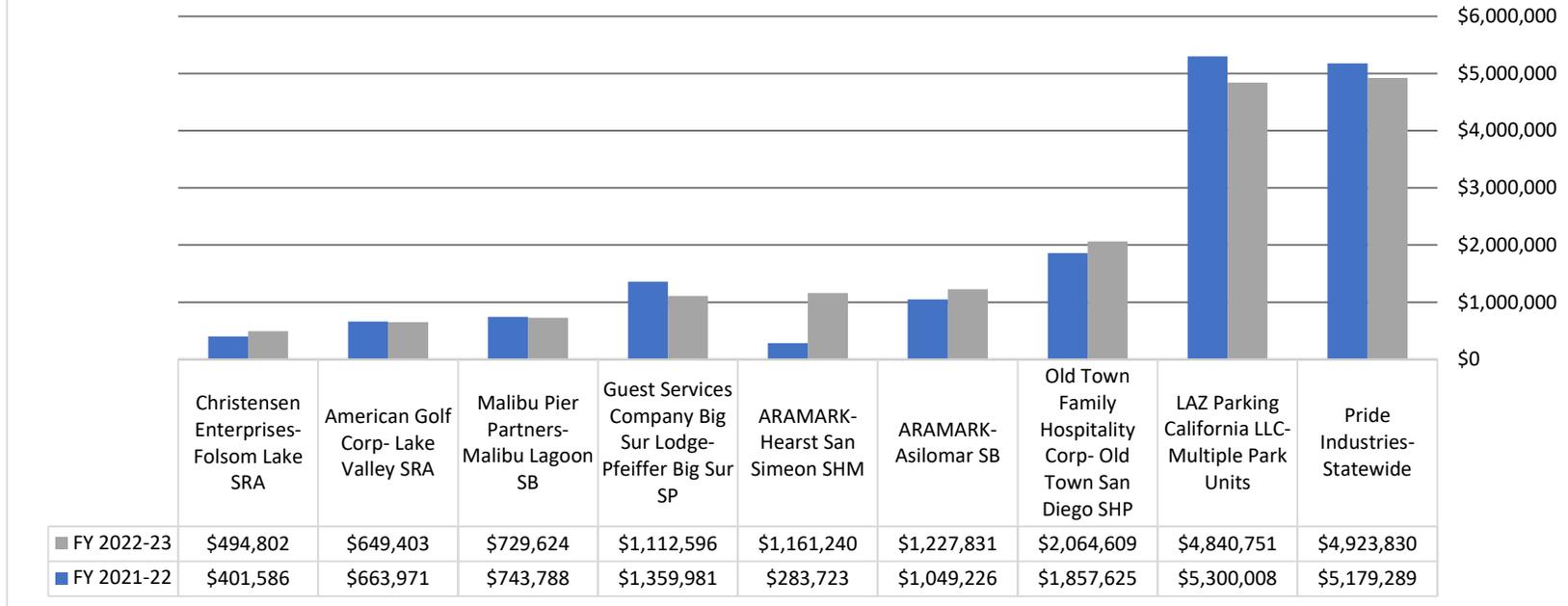
## CONCESSIONS PROGRAM SUMMARY FISCAL YEAR 2022-23

District	Concession Operations	Concession Gross Receipts	Concession Rent	Concession Facility Improvements
Angeles	8	\$18,655,883.62	\$1,078,420.23	\$224,416.00
Bay Area	5	\$1,900,059.91	\$99,803.94	\$0.00
Capital	2	\$1,496,898.82	\$59,875.95	\$3,742.26
Central Valley	23	\$6,825,595.94	\$354,323.21	\$13,242.03
Channel Coast	9	\$1,655,392.98	\$162,462.19	\$0.00
Colorado Desert	1	\$209,388.00	\$14,657.06	\$0.00
Diablo Range	6	\$839,293.00	\$64,524.95	\$10,877.19
Gold Fields	17	\$4,445,915.52	\$793,183.32	\$0.00
Inland Empire	3	\$1,366,723.80	\$280,668.57	\$9,221.00
Monterey	4	\$19,209,566.47	\$2,352,167.68	\$505,678.72
North Coast Redwoods	1	\$76,132.00	\$7,613.20	\$0.00
Northern Buttes	6	\$5,487,620.94	\$507,423.02	\$0.00
Oceano Dunes	9	\$11,379,813.89	\$1,217,957.19	\$0.00
Ocotillo Wells	2	\$281,426.00	\$13,335.50	\$0.00
Orange Coast	15	\$25,527,320.84	\$739,571.74	\$1,151,342.97
San Diego Coast	40	\$43,865,114.44	\$8,415,810.53	\$117,853.30
San Luis Obispo	8	\$7,950,004.27	\$1,576,610.87	\$0.00
Santa Cruz	5	\$2,275,154.07	\$120,965.18	\$38,179.91
Sierra	14	\$4,885,911.76	\$892,243.04	\$0.00
Sonoma Mendocino Coast	4	\$366,825.00	\$22,578.56	\$3,299.30
Statewide	3	\$6,466,931.25	\$5,069,769.09	\$0.00
<b>GRAND TOTAL</b>	<b>185</b>	<b>\$165,166,973</b>	<b>\$23,843,965</b>	<b>\$2,077,853</b>

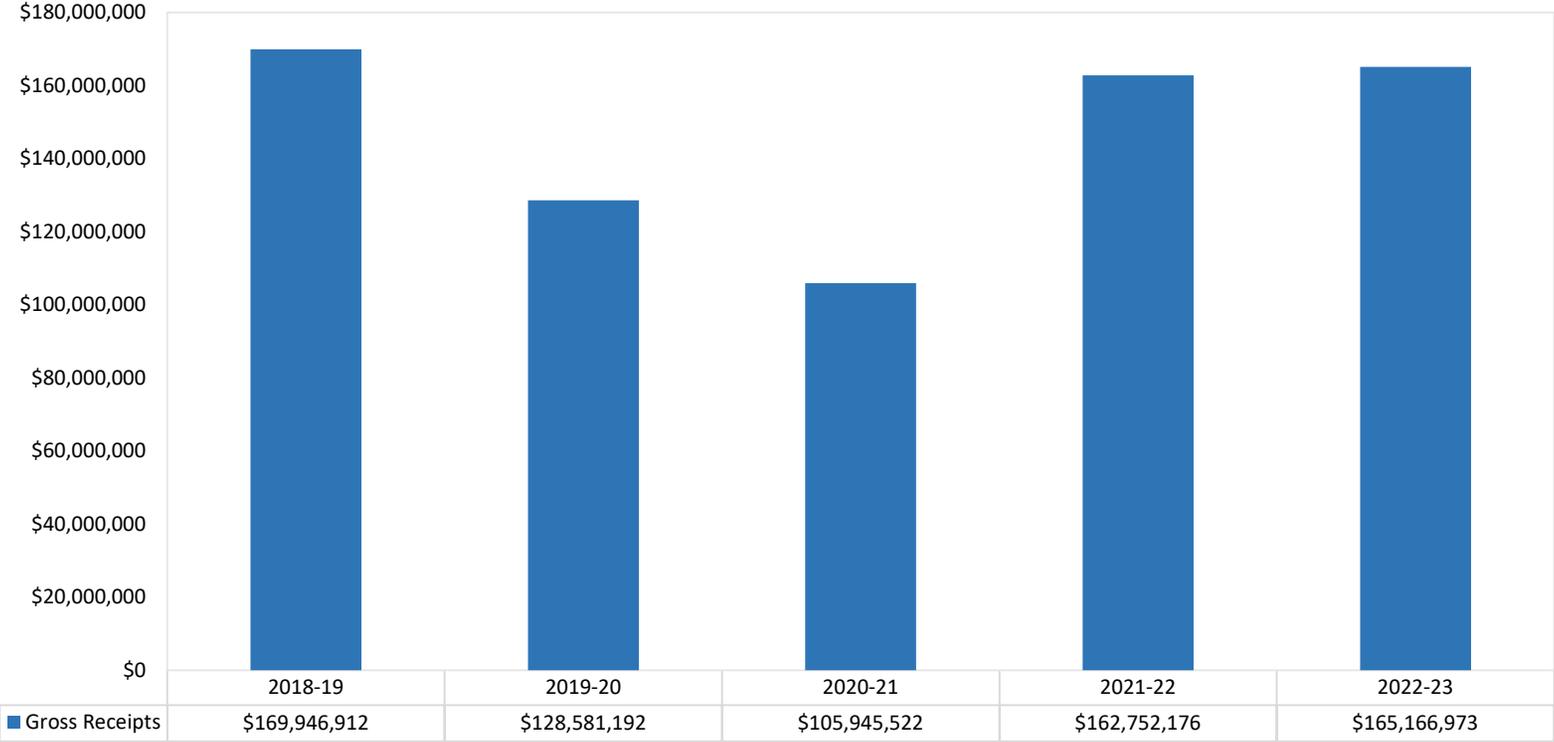
### Major Concession Contracts Fiscal Years 2021-22 and 2022-23 Gross Receipts

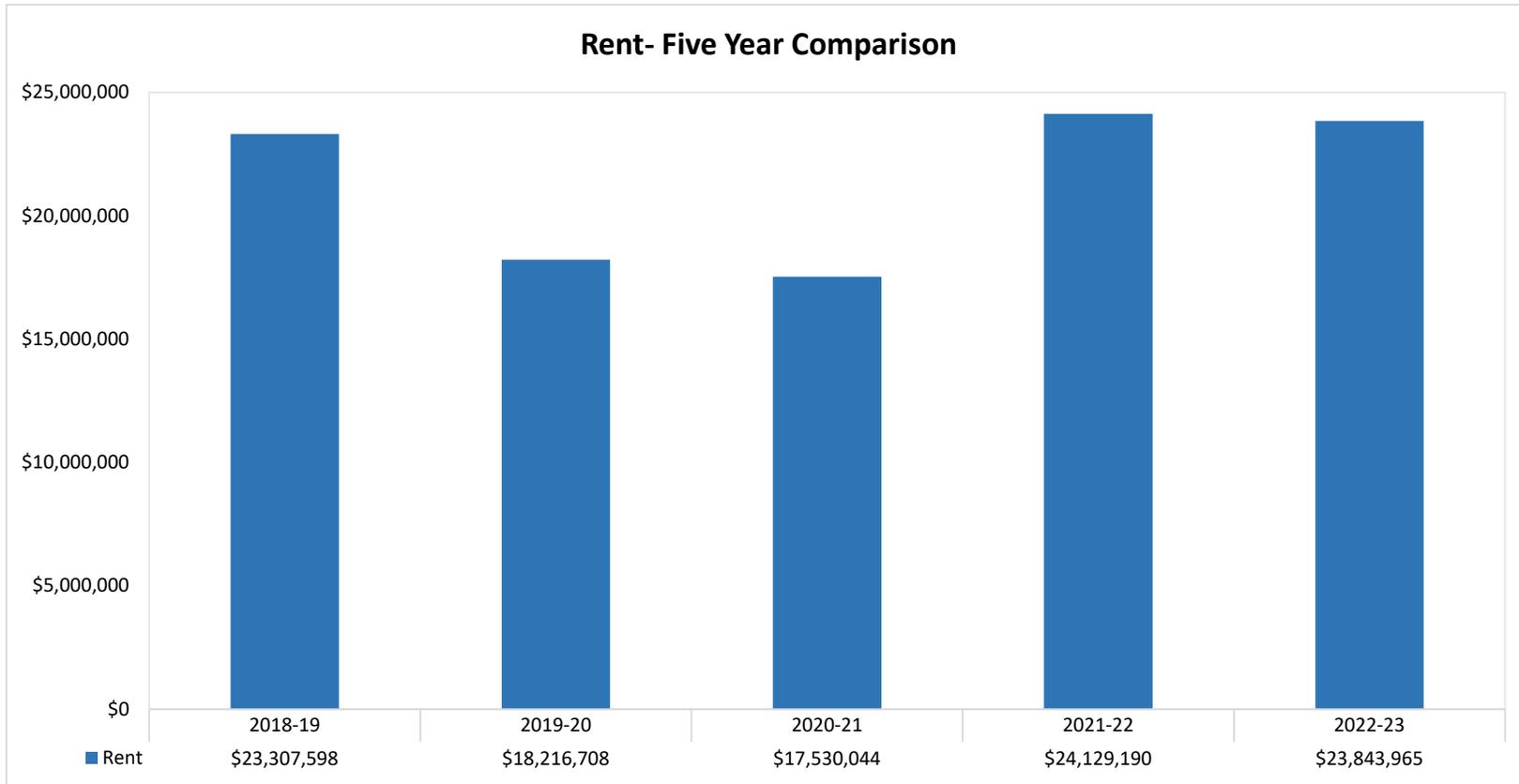


## Major Concession Contracts Fiscal Years 2021-22 and 2022-23 Rent Paid to State



### Gross Receipts- Five Year Comparison





## Section B – Concession Operations & Revenue Statement

Section B summarizes revenue, operations, and contract terms for all concessions operating in California State Parks during FY 2022-23, including the 14 agreements that were terminated by the close of the Fiscal Year. The section is organized in alphabetical order by district and park unit. Revenue figures include gross receipts, 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.

<b>Concessions Program Fiscal Year 22/23 Gross Receipts Totals</b>	<b>Concessions Program Fiscal Year 22/23 Rent to State Totals</b>	<b>Concessions Program Fiscal Year 22/23 Facilities Account Totals</b>
\$165,166,973	\$23,843,965	\$ 2,077,853

## Section B- Concessions Operations and Revenue Statement

### Angeles District Concessions

Park Unit	Concession Name	Concession Operation	Contract Start Date	Contract End Date	Contract Status	Rental Terms	Fiscal Year 21/22 Gross Receipts	Fiscal Year 21/22 Rent to State	Fiscal Year 21/22 Facilities Account	Fiscal Year 22/23 Gross Receipts	Fiscal Year 22/23 Rent to State	Fiscal Year 22/23 Facilities Account
Leo Carrillo SP	Leo Carrillo Beach Store, Anthony and Annette Minicucci	Leo Carrillo Beach store	4/1/2006	3/31/2016	Month to Month	\$20,000/year or 10% of gross receipts, whichever is greater.	\$ 606,720.81	\$ 60,672.04	\$ -	\$ 381,069.67	\$ 38,106.85	\$ -
Los Angeles SHP	L.A. Pattie Shack	Café	4/1/2019	3/31/2022	Month to Month	\$35,000.00/year or 10% of gross receipts, whichever is greater.	\$ 314,080.10	\$ 14,652.65	\$ -	\$ 341,413.46	\$ 11,430.90	\$ -
Los Encinos SHP	Lankershim Investment Properties	Lakeside Café	8/1/2014	7/31/2016	Month to Month	\$25,000/year or 3.33% of gross receipts, whichever is greater. Rent to state is for use of patio in Los Encinos SHP. Café is privately owned.	\$ 2,318,353.21	\$ 73,868.71	\$ -	\$ 2,099,896.39	\$ 69,926.56	\$ -
Malibu Lagoon SB	Malibu Pier Partners	Restaurant, retail & boat tours	8/1/2005	7/31/2025	In Term	\$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.	\$ 13,706,509.02	\$ 743,788.05	\$ 208,884.00	\$ 13,700,190.24	\$ 729,624.11	\$ 224,416.00
Topanga SP	Castle Creek Properties Inc	Wine tasting room	9/1/2011	8/31/2013	Month to Month	\$36,000/year or 10% of gross receipts, whichever is greater.	\$ 1,888,840.27	\$ 185,113.65	\$ -	\$ 1,555,652.80	\$ 156,044.44	\$ -
Will Rogers SHP	Cha Cha Jago Westside Riding School	Horseback riding lessons	5/1/2021	4/30/2034	In Term	\$72,000/year or 15% of gross receipts, whichever sum is greater.	\$ 218,235.00	\$ 37,279.95	\$ -	\$ 431,403.06	\$ 58,661.57	\$ -
Multiple Park Units	Camping Adventures	Campsite equipment and set up (2)	8/1/2020	7/31/2025	In Term	\$2,700/year or 10% of gross receipts, whichever is greater. Contract includes State's option to extend an additional 5 years to 2030. Minimum annual rent includes Leo Carrillo SP and Point Mugu SP.	\$ 203,660.19	\$ 19,942.62	\$ -	\$ 146,258.00	\$ 14,625.80	\$ -
<b>Totals</b>										<b>\$ 18,655,883.62</b>	<b>\$ 1,078,420.23</b>	<b>\$ 224,416.00</b>

### Bay Area District Concessions

Park Unit	Concession Name	Concession Operation	Contract Start Date	Contract End Date	Contract Status	Rental Terms	Fiscal Year 21/22 Gross Receipts	Fiscal Year 21/22 Rent to State	Fiscal Year 21/22 Facilities Account	Fiscal Year 22/23 Gross Receipts	Fiscal Year 22/23 Rent to State	Fiscal Year 22/23 Facilities Account
Angel Island SP	Alcatraz Cruises LLC	Alcatraz/Angel Island tours & ferry service	4/1/2007	3/31/2008	Non-Operational	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.	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Angel Island SP	Angel Island-Tiburon Ferry	Tiburon ferry service	1/1/1992	12/31/1993	Month to Month	9% of first \$21,000/month, plus 11% of all fare receipts over \$21,000/month; and collection of day use fees.	\$ 853,652.00	\$ 88,960.01	\$ -	\$ 836,759.91	\$ 33,778.28	\$ -
Angel Island SP	Blue and Gold Ferry Services (Terminated)	Ferry service from San Francisco	6/1/1999	5/31/2009	Terminated	15% of monthly gross receipts for rent, 2% for dock maintenance, plus collection of day use fees.	\$ 153,736.71	\$ 48,255.57	\$ -	\$ -	\$ -	\$ -
Angel Island SP	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.	\$ 764,611.11	\$ 37,884.94	\$ -	\$ 820,785.36	\$ 40,446.55	\$ -
Sugarloaf Ridge SP	Valley of the Moon Observation Association	Ferguson Observatory	4/1/2004	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.	\$ 10,065.00	\$ 1,930.50	\$ 1,380.40	\$ -	\$ -	\$ -
Tomas Bay SP	Blue Waters Kayaking (New)	Kayak/ SUP rentals and tours	8/1/2022	7/31/2025	In Term- New	\$1500/year or 10% of gross receipts whichever is greater.	\$ -	\$ -	\$ -	\$ 242,514.64	\$ 25,579.11	\$ -
<b>Totals</b>										<b>\$ 1,900,059.91</b>	<b>\$ 99,803.94</b>	<b>\$ -</b>

**Capital District Concessions**

Park Unit	Concession Name	Concession Operation	Contract Start Date	Contract End Date	Contract Status	Rental Terms	Fiscal Year 21/22 Gross Receipts	Fiscal Year 21/22 Rent to State	Fiscal Year 21/22 Facilities Account	Fiscal Year 22/23 Gross Receipts	Fiscal Year 22/23 Rent to State	Fiscal Year 22/23 Facilities Account
California Indian Heritage Center SP	International Rescue Committee	Interpretive garden	8/1/2018	7/31/2023	In Term	\$1,200/year or 5% of gross receipts, whichever is greater.	\$ 1,269.43	\$ 1,163.47	\$ -	\$ -	\$ -	\$ -
Old Sacramento SHP	Skalet Family Jewelers	Jewelry store	11/1/2018	10/31/2028	In Term	\$30,000/year or 4% of annual gross receipts, whichever total amount is greater, and 25% of annual gross receipts for facility maintenance.	\$ 1,423,763.32	\$ 54,431.68	\$ 3,559.42	\$ 1,496,898.82	\$ 59,875.95	\$ 3,742.26
<b>Totals</b>										<b>\$ 1,496,898.82</b>	<b>\$ 59,875.95</b>	<b>\$ 3,742.26</b>

**Central Valley District Concessions**

Park Unit	Concession Name	Concession Operation	Contract Start Date	Contract End Date	Contract Status	Rental Terms	Fiscal Year 21/22 Gross Receipts	Fiscal Year 21/22 Rent to State	Fiscal Year 21/22 Facilities Account	Fiscal Year 22/23 Gross Receipts	Fiscal Year 22/23 Rent to State	Fiscal Year 22/23 Facilities Account
Columbia SHP	Artificers' Exchange (Terminated)	Historic retail, classes, and demonstrations	5/1/2017	4/30/2027	Terminated	\$1,000/year or 6% of annual gross receipts up to \$25,000 plus 7% over \$25,000, whichever is greater.	\$ 4,839.13	\$ 291.11	\$ -	\$ -	\$ -	\$ -
Columbia SHP	Brown's Coffee House_Angela and Jacob Matulich	Coffee and sweets shop	3/1/2013	2/28/2018	Month to Month	\$12,000/year or 7% of gross receipts, whichever is greater.	\$ 180,598.39	\$ 12,641.94	\$ -	\$ 136,319.16	\$ 9,542.38	\$ -
Columbia SHP	Columbia Booksellers_Michael & Rosanna Sharps	Columbia bookseller's and stationary	5/1/2017	4/30/2027	In Term	\$2,000/year or 6% of gross receipts up to \$34,000 plus 7% gross receipts over \$34,000, whichever is greater.	\$ 319,863.96	\$ 51,564.95	\$ -	\$ 202,195.44	\$ 13,813.67	\$ -
Columbia SHP	Columbia Candy Kitchen	Candy store	10/1/2020	9/30/2030	In Term	\$38,500/year or 5% of the first \$700,000 in gross receipts, plus 6% of gross receipts over \$700,000, whichever is greater.	\$ 922,963.23	\$ 46,398.26	\$ -	\$ 858,334.45	\$ 43,301.40	\$ -
Columbia SHP	Columbia Clothiers & Emporium_Sadie Brown Inc.	Historic clothing retail	9/1/2016	8/31/2018	Month to Month	\$1,500/year or 2.5% of gross receipts, whichever is greater.	\$ 86,585.16	\$ 2,164.65	\$ -	\$ 92,244.61	\$ 2,306.13	\$ -
Columbia SHP	Columbia House Restaurant Davene Stoller	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. Contract Assigned to Christina Lint in March 2023	\$ 435,604.51	\$ 10,890.15	\$ -	\$ 447,383.97	\$ 11,788.72	\$ -
Columbia SHP	Columbia Mercantile_Teresa Torbett	Columbia Mercantile	4/1/2018	3/31/2028	In Term	\$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. Contract includes State's option to extend an additional 7 years to 2028.	\$ 388,619.50	\$ 19,430.98	\$ -	\$ 508,030.87	\$ 25,401.54	\$ -
Columbia SHP	Elber's Leather and Saddle_EC Nelson Enterprises Inc	Ebler's leather goods and saddle shop	8/1/2017	7/31/2027	In Term	\$11,500/year or 6% of gross receipts up to \$205,000 plus 7% over \$205,000, whichever is greater.	\$ 256,641.49	\$ 16,130.30	\$ -	\$ 260,582.21	\$ 17,725.08	\$ -
Columbia SHP	Fallon Ice Cream Parlor_Sadie Brown	Fallon Ice Cream Parlor	5/1/2017	4/30/2027	In Term	\$6,000/year or 6% of annual gross receipts up to \$120,000 plus 7% over \$120,000, whichever is greater.	\$ 97,670.28	\$ 5,860.25	\$ -	\$ 131,086.85	\$ 8,039.10	\$ -
Columbia SHP	Jack Douglas Saloon_Denise Favela	Jack Douglas Saloon	3/1/2017	2/28/2027	In Term	\$13,000/year or 6% of gross receipts up to \$226,000, plus 7% over \$226,000, whichever is greater.	\$ 298,747.85	\$ 17,924.88	\$ -	\$ 139,142.98	\$ 8,348.60	\$ -
Columbia SHP	Kamice's Photographic Establishment	Photographic studio	8/1/2008	7/31/2018	Month to Month	\$5,000/year or 5% of gross receipts, whichever is greater.	\$ 136,158.46	\$ 6,807.94	\$ -	\$ 97,334.54	\$ 4,892.19	\$ -
Columbia SHP	Matelot Gulch Mining Company	Mine tours, supplies, & gold panning	5/1/2017	4/30/2027	In Term	\$15,000/year or 6% of gross receipts up to \$245,000 plus 7% gross receipts over \$245,000, whichever is greater.	\$ 345,370.00	\$ 21,399.80	\$ -	\$ 304,282.21	\$ 18,894.59	\$ -
Columbia SHP	Parrots Blacksmith Shop	Blacksmith shop	7/1/2017	6/30/2027	In Term	Years 1-3: \$1,800/year or 3% of gross receipts, whichever is greater. Years 4 and on: \$4,000/year or 6% of gross receipts up to \$100,000 plus 7% of gross receipts over \$100,000, whichever is greater.	\$ 149,182.24	\$ 4,475.50	\$ -	\$ 110,342.37	\$ 3,310.36	\$ -
Columbia SHP	Quartz Mountain Stage Line_Tom Fraser	Stagecoach rides and equestrian tours	7/1/2014	3/31/2015	Month to Month	\$8,500/year or 5% of monthly gross receipts, whichever is greater.	\$ 230,279.00	\$ 11,513.95	\$ -	\$ 197,729.00	\$ 9,886.45	\$ -
Columbia SHP	Seven Sisters Soap & Candle Co (Month to Month)	Soap and candle sales and demonstrations	10/1/2012	9/30/2022	Month to Month	\$6,000/year or 4% of annual gross receipts, whichever is greater.	\$ 318,609.92	\$ 12,744.31	\$ -	\$ 201,645.34	\$ 8,063.37	\$ -
Columbia SHP	Sierra Repertory Theatre	Fallon Theater	4/1/2014	3/31/2015	Month to Month	\$10,000/year or 2.5% of annual gross receipts, whichever is greater.	\$ 263,306.63	\$ 6,582.68	\$ -	\$ 378,150.84	\$ 9,453.77	\$ -
Columbia SHP	St. Charles Saloon_Joseph Webber	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.	\$ 1,726,997.37	\$ 86,349.87	\$ -	\$ 1,799,876.87	\$ 89,993.85	\$ -
Columbia SHP	Towle & Leavitt Historic Retail Shop_Maryann & David Brown dba	Towle & Leavitt historic retail shop	4/1/2017	3/31/2027	In Term	\$9,500/year or 6% of annual gross receipts up to \$160,000 plus 7% over \$160,000, whichever is greater.	\$ 141,722.87	\$ 9,163.37	\$ -	\$ 147,652.26	\$ 9,029.01	\$ -
Millerton Lake SRA	Millerton Lake Rentals LLC	Watercraft rental and camp store	9/1/2007	10/31/2007	Month to Month	\$6,000/year or 11% of gross annual receipts, whichever is greater.	\$ 100,455.31	\$ 11,050.08	\$ -	\$ 87,494.23	\$ 9,624.41	\$ -
Millerton Lake SRA	Millerton Marina, LLC	Lake Millerton Marina	1/1/2019	12/31/2039	In Term	\$40,000/year or 8% of the first \$500,000 and 2% of fuel and oil sales. Upon completion of 170 slips contract year six: \$50,000 or 10% of gross receipts plus 2% of fuel and oil sales. Contract includes State's option to extend an additional 9 years to 2049.	\$ 624,764.94	\$ 45,770.33	\$ 12,495.30	\$ 662,100.66	\$ 45,932.23	\$ 13,242.03

Central Valley District Concessions Continued												
Park Unit	Concession Name	Concession Operation	Contract Start Date	Contract End Date	Contract Status	Rental Terms	Fiscal Year 21/22 Gross Receipts	Fiscal Year 21/22 Rent to State	Fiscal Year 21/22 Facilities Account	Fiscal Year 22/23 Gross Receipts	Fiscal Year 22/23 Rent to State	Fiscal Year 22/23 Facilities Account
San Luis Reservoir SRA	Jose Soberanes	Mobile ice cream carts	4/1/2017	6/31/2019	Month to Month	\$1,500/year or 10% of monthly gross receipts, whichever is greater.	\$ 30,310.00	\$ 3,031.00	\$ -	\$ 37,183.00	\$ 3,718.30	\$ -
San Luis Reservoir SRA	Millerton Lake Rentals, LLC dba Oneil Forebay Rentals	Watercraft Rentals	12/1/2016	11/30/2018	Month to Month	\$2,000/year or 5.6% of monthly gross receipts, whichever is greater.	\$ 6,612.39	\$ 370.29	\$ -	\$ 5,297.08	\$ 296.64	\$ -
Multiple Park Units	Roger George_Guide Services	Guide Services (2)	6/1/2016	5/31/2018	Month to Month	\$1,080/year or 4.5% of monthly gross receipts, whichever is greater. Minimum annual rent includes Millerton Lake SRA and San Luis Reservoir SRA.	\$ 18,950.00	\$ 852.50	\$ -	\$ 21,187.00	\$ 961.42	\$ -
<b>Totals</b>										<b>\$ 6,825,595.94</b>	<b>\$ 354,323.21</b>	<b>\$ 13,242.03</b>

#### Channel Coast District Concessions

Park Unit	Concession Name	Concession Operation	Contract Start Date	Contract End Date	Contract Status	Rental Terms	Fiscal Year 21/22 Gross Receipts	Fiscal Year 21/22 Rent to State	Fiscal Year 21/22 Facilities Account	Fiscal Year 22/23 Gross Receipts	Fiscal Year 22/23 Rent to State	Fiscal Year 22/23 Facilities Account
San Buenaventura SB	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.	\$ 704,046.98	\$ 36,402.36	\$ -	\$ 748,200.06	\$ 39,276.24	\$ -
San Buenaventura SB	Wheel Fun Rentals	Bicycle and beach rentals	6/1/2011	5/31/2021	Month to Month	\$17,000/year or 15% of gross receipts, whichever is greater.	\$ 272,364.89	\$ 40,854.74	\$ -	\$ 229,513.13	\$ 34,426.98	\$ -
Multiple Park Units	D2 Global Enterprises, Inc. dba 101 RV Rentals	Camp trailer rentals (4)	7/1/2018	6/30/2028	In Term	\$35,000.00 Annually or 10% of gross receipts, whichever is greater. Minimum annual rent includes Capinteria SB, El Capitan SB, Gaviota SB, and Refugio SB.	\$ 302,240.00	\$ 30,224.00	\$ -	\$ 257,860.00	\$ 25,786.00	\$ -
Multiple Park Units	Parks and Recreation Management Inc.	Beach stores (3)	3/1/2021	2/28/2031	In Term	\$60,000/year or 15% of annual gross receipts, whichever is greater. Rent is for all stores combined. Rent includes beach stores at Gaviota SB, El Capitan SB, Refugio SB.	\$ 611,893.48	\$ 91,784.04	\$ -	\$ 419,819.79	\$ 62,972.97	\$ -
<b>Totals</b>										<b>\$ 1,655,392.98</b>	<b>\$ 162,462.19</b>	<b>\$ -</b>

#### Colorado Desert District Concessions

Park Unit	Concession Name	Concession Operation	Contract Start Date	Contract End Date	Contract Status	Rental Terms	Fiscal Year 21/22 Gross Receipts	Fiscal Year 21/22 Rent to State	Fiscal Year 21/22 Facilities Account	Fiscal Year 22/23 Gross Receipts	Fiscal Year 22/23 Rent to State	Fiscal Year 22/23 Facilities Account
Ariza-Borrogo Desert SP	California Overland	Vehicle tours and interpretive programs	4/1/2012	3/31/2022	Month to Month	\$1,000/year or 7% of gross receipts, whichever is greater. Contract includes State's option to extend an additional 5 years to 2022.	\$ 180,361.75	\$ 12,432.14	\$ -	\$ 209,388.00	\$ 14,657.06	\$ -
<b>Totals</b>										<b>\$ 209,388.00</b>	<b>\$ 14,657.06</b>	<b>\$ -</b>

#### Diablo Range District Concessions

Park Unit	Concession Name	Concession Operation	Contract Start Date	Contract End Date	Contract Status	Rental Terms	Fiscal Year 21/22 Gross Receipts	Fiscal Year 21/22 Rent to State	Fiscal Year 21/22 Facilities Account	Fiscal Year 22/23 Gross Receipts	Fiscal Year 22/23 Rent to State	Fiscal Year 22/23 Facilities Account
Brannan Island SRA	Park Delta Bay, LLC (New)	Camping and day use area	12/1/2022	11/30/2032	In Term- New	\$50,000 annually or 10.5% of annual gross receipts, whichever is greater. All rent is deposited into facility maintenance accounts administered by Concessionaire.	\$ -	\$ -	\$ -	\$ 101,175.66	\$ -	\$ 10,623.45
Carnegie SVRA	Moto Mart (Month to Month)	OHV rental and camp store	7/1/2010	6/30/2023	Month to Month	\$80,000/year or 10% of gross receipts, whichever is greater.	\$ 581,693.33	\$ 54,872.52	\$ -	\$ 263,792.62	\$ 24,866.18	\$ -
Delta Sector	Locke Foundation	Locke Boarding House museum	5/1/2008	4/30/2013	Month to Month	\$250/year or 5% monthly gross receipts, whichever is greater, for sale of interpretive materials; and provide interpretive tours.	\$ 3,925.00	\$ 196.25	\$ -	\$ 6,178.00	\$ 308.90	\$ -
Fremont Peak SP	Fremont Peak Observatory Association	Observatory	4/1/2012	3/3/2022	Month to Month	\$100/year or 10% of gross receipts, whichever is greater.	\$ 20.00	\$ 137.17	\$ -	\$ -	\$ 22.52	\$ -
Hollister Hills SVRA	Faultline Power Sports	OHV parts and supply store, snacks	8/1/1997	7/31/2007	Month to Month	7.5% of gross receipts; and 1% for maintenance.	\$ 629,629.29	\$ 47,222.21	\$ 6,025.36	\$ 468,146.72	\$ 28,195.35	\$ 253.74
Mount Diablo SP	John Pereira	Interpretive Cattle Ranching	6/1/2011	5/31/2021	Month to Month	\$7,000/year or 5% of monthly gross receipts, plus \$16 per AUM, whichever is greater.	\$ -	\$ 11,488.00	\$ -	\$ -	\$ 11,132.00	\$ -
<b>Totals</b>										<b>\$ 839,293.00</b>	<b>\$ 64,524.95</b>	<b>\$ 10,877.19</b>

**Gold Fields District Concessions**

Park Unit	Concession Name	Concession Operation	Contract Start Date	Contract End Date	Contract Status	Rental Terms	Fiscal Year 21/22 Gross Receipts	Fiscal Year 21/22 Rent to State	Fiscal Year 21/22 Facilities Account	Fiscal Year 22/23 Gross Receipts	Fiscal Year 22/23 Rent to State	Fiscal Year 22/23 Facilities Account
Auburn SRA	Auburn Boat Club	Slip and mooring rental	6/1/2014	5/31/2019	Month to Month	\$1,875/month for May-October, or 10% of gross receipts excluding gasoline sales, whichever is greater.	\$ 64,430.55	\$ 11,261.23	\$ -	\$ 87,547.40	\$ 11,226.60	\$ -
Auburn SRA	Hotshot Imaging Inc (Terminated)	Photography whitewater rafting	6/1/2014	5/31/2019	Terminated	\$900/year or 5% of gross receipts, whichever is greater.	\$ 8,341.00	\$ 417.05	\$ -	\$ -	\$ -	\$ -
Auburn SRA	Western State Trail Foundation	Auburn staging area	7/1/2017	6/30/2027	In Term	\$100/month and 10% of gross receipts, whichever sum is greater.	\$ 2,576.00	\$ 457.60	\$ -	\$ 1,845.00	\$ 1,041.00	\$ -
Auburn SRA / Whitewater	Whitewater Outfitters (18)	Whitewater rafting	4/1/2019	3/31/2020	Month to Month	\$900/year. Rent from separate contracts based on flat fee and tour participant fee. All rent supports the park unit operations. The concession operation includes (18) concessionaires.	\$ -	\$ 93,950.10	\$ -	\$ -	\$ 87,308.91	\$ -
Folsom Lake SRA	Anchored Eats LLC	Floating Food Service	7/1/2021	6/30/2026	In Term	\$3,000/year or 10% of gross receipts, whichever sum is greater.	\$ 14,583.51	\$ -	\$ -	\$ 15,090.00	\$ -	\$ -
Folsom Lake SRA	Boarding on the Lake_Kamal Shehadeh	Equestrian Rides and Lessons	2/1/2020	1/31/2025	In Term	\$1,500/year or 10% of gross receipts, whichever is greater.	\$ 53,920.00	\$ 5,392.00	\$ -	\$ 56,040.00	\$ 5,604.00	\$ -
Folsom Lake SRA	Creative Excursion	Glamping Services	2/1/2018	1/31/2020	Month to Month	\$3,000/year or 8% of annual gross receipts, whichever sum is greater.	\$ 32,247.81	\$ 3,238.38	\$ -	\$ 28,838.47	\$ 2,883.85	\$ -
Folsom Lake SRA	Current Adventures (Terminated)	Kayak and equipment rentals	7/1/2014	6/30/2019	Terminated	\$375/year or 5% of gross receipts, whichever is greater.	\$ 29,479.33	\$ 1,510.92	\$ -	\$ 11,156.00	\$ 585.11	\$ -
Folsom Lake SRA	Daniel R. Crandall and the River Store dba Lake Natoma Paddle Rentals (New)	Kayak and equipment rentals	10/1/2022	9/30/2027	In Term- New	\$26,000/year or 11% of gross receipts, whichever is greater.	\$ -	\$ -	\$ -	\$ 37,073.41	\$ 4,078.08	\$ -
Folsom Lake SRA	Folsom Lake Marina_Christensen Enterprises	Folsom Lake Marina	3/6/1969	12/31/2007	Month to Month	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.	\$ 1,808,549.57	\$ 401,586.39	\$ -	\$ 2,175,974.03	\$ 494,802.42	\$ -
Folsom Lake SRA	Granite Bay Rentals (Month to Month)	Boat and watercraft rentals	6/1/2013	5/31/2023	Month to Month	\$12,000/year or 14% of gross receipts, whichever is greater.	\$ 36,378.00	\$ 5,092.92	\$ -	\$ 93,846.00	\$ 13,137.93	\$ -
Folsom Lake SRA	Mobile Boat Services-Tom Maringer	Mobile Boat Service	8/1/2014	7/31/2019	Month to Month	\$1,000/year or 10% of gross receipts, whichever is greater.	\$ 7,156.05	\$ 715.61	\$ -	\$ 21,987.77	\$ 2,198.77	\$ -
Folsom Lake SRA	S.S. Snack Shack_Robert and Chris McIntyre (Terminated)	Food service and beach equipment rentals	5/1/2016	4/30/2021	Terminated	\$2,000/year or 10% of gross receipts, whichever is greater.	\$ 9,729.10	\$ 972.93	\$ -	\$ 7,554.98	\$ 755.50	\$ -
Folsom Lake SRA	Shadow Glen Family Stables_L&L Guides & Outfitters	Equestrian Rides and Tours	7/1/2015	6/30/2025	In Term	\$9,000/year or 5% of gross receipts, whichever is greater.	\$ 715,424.09	\$ 35,771.20	\$ -	\$ 677,798.50	\$ 33,866.48	\$ -
Folsom Lake SRA	T.N.G. Motorsports Guide Service	Guide Service	4/1/2022	3/31/2027	In Term	\$250/year or 10% of gross receipts, whichever is greater.	\$ 2,800.00	\$ 280.00	\$ -	\$ 2,300.00	\$ 230.00	\$ -
Folsom Lake SRA	Total Body Fitness	Fitness program	8/1/2021	7/31/2026	In Term	\$750/year or 10% of gross receipts, whichever sum is greater.	\$ 12,343.00	\$ 1,234.30	\$ -	\$ 12,984.30	\$ 1,315.98	\$ -
Marshall Gold Discovery SHP	American River Conservancy	Historic Kane House museum	9/1/2011	8/31/2021	Month to Month	\$1,800/year or 10% of gross receipts, whichever is greater.	\$ 8,652.26	\$ 846.29	\$ -	\$ 9,710.02	\$ 2,467.77	\$ -
Marshall Gold Discovery SHP	Cobblestone, Inc. dba Coloma Resort	Argonaut Refreshment Saloon	3/1/2011	2/28/2021	Month to Month	\$2,400/year or 10% of gross receipts, whichever is greater.	\$ 330,251.70	\$ 33,189.19	\$ -	\$ 385,167.04	\$ 39,516.09	\$ -
Prairie City SVRA	All Star Karting	Go Kart Race Track	12/1/2009	11/30/2019	In Term	\$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.	\$ 666,696.70	\$ 66,842.54	\$ -	\$ 548,986.45	\$ 54,898.66	\$ -
Prairie City SVRA	Armstrong Racing- PCMX	Motocross race track operation	6/1/2010	5/31/2020	Month to Month	\$36,450/year or 15% of annual gross receipts, whichever is greater.	\$ 163,910.00	\$ 24,075.89	\$ -	\$ 272,016.15	\$ 37,266.17	\$ -
<b>Totals</b>										<b>\$ 4,445,915.52</b>	<b>\$ 793,183.32</b>	<b>\$ -</b>

**Inland Empire District Concessions**

Park Unit	Concession Name	Concession Operation	Contract Start Date	Contract End Date	Contract Status	Rental Terms	Fiscal Year 21/22 Gross Receipts	Fiscal Year 21/22 Rent to State	Fiscal Year 21/22 Facilities Account	Fiscal Year 22/23 Gross Receipts	Fiscal Year 22/23 Rent to State	Fiscal Year 22/23 Facilities Account
California Citrus SHP	California Citrus SHP Non-Profit Management Corp	Event Center	11/1/2021	10/31/2026	In Term	\$35,000/year or 8% of gross receipts, whichever is greater.	\$ 434,090.00	\$ 37,758.20	\$ 16,259.30	\$ 456,500.00	\$ 36,520.00	\$ 9,221.00
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.	\$ 1,034,307.33	\$ 101,436.78	\$ -	\$ 705,018.39	\$ 233,888.29	\$ -
Lake Perris SRA	AFY Industries (New)	Lake Perris Marina	7/1/2022	6/30/2052	In term- New	\$30,000/year or 5% of gross receipts up to \$600,000, and 7% of gross receipts over \$600,000 and up to \$1,000,000, and 9% of gross receipts over \$1,000,000; plus 2% of fuel gross receipts.	\$ -	\$ -	\$ -	\$ 205,205.41	\$ 10,260.28	\$ -
<b>Totals</b>										<b>\$ 1,366,723.80</b>	<b>\$ 280,668.57</b>	<b>\$ 9,221.00</b>

**Monterey District Concessions**

Park Unit	Concession Name	Concession Operation	Contract Start Date	Contract End Date	Contract Status	Rental Terms	Fiscal Year 21/22 Gross Receipts	Fiscal Year 21/22 Rent to State	Fiscal Year 21/22 Facilities Account	Fiscal Year 22/23 Gross Receipts	Fiscal Year 22/23 Rent to State	Fiscal Year 22/23 Facilities Account
Andrew Molera SP	Ventana Wildlife Society	Wildlife sanctuary and educational programs	1/1/2007	12/31/2016	Month to Month	No rent to develop, organize, and operate an environmental research center.	\$ 849.00	\$ 849.00	\$ -	\$ 1,360.00	\$ -	\$ -
Asilomar	ARAMARK	Asilomar conference grounds	10/1/2009	9/30/2032	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. Amendment to extend term through 2032.	\$ 12,200,298.89	\$ 1,049,225.66	\$ 244,005.98	\$ 12,061,524.56	\$ 1,227,831.41	\$ 241,230.49
Limekiln SP	Parks Management Company (Terminated)	Collect fees and provide public services	9/1/2012	8/31/2017	Terminated	\$4,000/year or 5% of gross receipts, whichever is greater. All rent deposits support facility maintenance.	\$ 410,904.15	\$ 20,545.22	\$ 20,545.22	\$ 123,208.01	\$ 6,160.41	\$ 6,160.41
Pfeiffer Big Sur SP	Guest Services Company Big Sur Lodge	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.	\$ 8,699,878.74	\$ 1,359,980.61	\$ 370,774.53	\$ 6,953,723.90	\$ 1,112,595.86	\$ 258,287.82
Salinas River SB	Monterey Bay Equestrian Center (New)	Guided Equestrian Rides	6/1/2022	5/31/2025	In Term- New	\$1,000/year or 8% of gross receipts, whichever is greater.	\$ -	\$ -	\$ -	\$ 69,750.00	\$ 5,580.00	\$ -
<b>Totals</b>										<b>\$ 19,209,566.47</b>	<b>\$ 2,352,167.68</b>	<b>\$ 605,678.72</b>

**North Coast Redwoods District Concessions**

Park Unit	Concession Name	Concession Operation	Contract Start Date	Contract End Date	Contract Status	Rental Terms	Fiscal Year 21/22 Gross Receipts	Fiscal Year 21/22 Rent to State	Fiscal Year 21/22 Facilities Account	Fiscal Year 22/23 Gross Receipts	Fiscal Year 22/23 Rent to State	Fiscal Year 22/23 Facilities Account
Tolowa Dunes SP	Crescent Trail Rides	Guided horseback trail rides	5/1/2011	4/30/2013	Month to Month	\$1,000 annual or 10% of gross receipts, whichever is greater.	\$ 86,815.00	\$ 8,681.50	\$ -	\$ 76,132.00	\$ 7,613.20	\$ -
<b>Totals</b>										<b>\$ 76,132.00</b>	<b>\$ 7,613.20</b>	<b>\$ -</b>

**Northern Buttes District Concessions**

Park Unit	Concession Name	Concession Operation	Contract Start Date	Contract End Date	Contract Status	Rental Terms	Fiscal Year 21/22 Gross Receipts	Fiscal Year 21/22 Rent to State	Fiscal Year 21/22 Facilities Account	Fiscal Year 22/23 Gross Receipts	Fiscal Year 22/23 Rent to State	Fiscal Year 22/23 Facilities Account
Lake Oroville SRA	Creative Excursions	Glamping Services	8/1/2021	7/31/2024	In Term	\$500/year or 10% of gross receipts, whichever is greater.	\$ 4,639.69	\$ 463.97	\$ -	\$ 5,581.32	\$ 487.01	\$ -
Lake Oroville SRA	Feather River Center_Feather River Rowing Club	Water recreation activity	10/1/2012	9/30/2014	Month to Month	\$600/year or 5% of gross receipts, whichever is greater.	\$ 105,800.30	\$ 5,290.03	\$ -	\$ 132,967.33	\$ 6,628.25	\$ -
Lake Oroville SRA	Lake Oroville LLC_Bidwell Canyon	Bidwell Marina	12/1/2009	11/30/2039	In Term	\$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.	\$ 2,721,266.16	\$ 219,312.35	\$ -	\$ 3,092,243.32	\$ 280,251.18	\$ -
Lake Oroville SRA	Lake Oroville LLC_Lime Saddle	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.	\$ 898,098.94	\$ 57,231.72	\$ -	\$ 845,503.50	\$ 69,853.21	\$ -
Lake Oroville SRA	Shasta Marine Transport (Terminated)	Boat hauling service	12/1/2014	11/30/2024	Terminated	\$500/year or 10% of gross receipts, whichever is greater.	\$ -	\$ 275.00	\$ -	\$ 1,290.00	\$ 500.00	\$ -
Lake Oroville SRA	T Parks Marine (Terminated)	Boat hauling and repair services	3/1/2015	2/28/2025	Terminated	\$500/year or 10% of gross receipts, whichever is greater.	\$ 3,000.00	\$ 300.00	\$ -	\$ 10,800.00	\$ 918.75	\$ -
McArthur-Burney Falls Memorial SP	Recreation Resource Management	Camp store and tent cabins	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.	\$ 1,066,130.78	\$ 127,457.66	\$ -	\$ 1,331,602.80	\$ 142,253.09	\$ -
Shasta SHP	Rolando Cadungon Shorty's Eatery (Month to Month)	Food and Beverage	11/1/2019	10/31/2022	Month to Month	\$5,000/year or 10% of gross receipts, whichever is greater.	\$ 47,260.98	\$ 4,098.25	\$ -	\$ 67,632.67	\$ 6,531.53	\$ -
<b>Totals</b>										<b>\$ 5,487,620.94</b>	<b>\$ 507,423.02</b>	<b>\$ -</b>

**Oceano Dunes District Concessions**

Park Unit	Concession Name	Concession Operation	Contract Start Date	Contract End Date	Contract Status	Rental Terms	Fiscal Year 21/22 Gross Receipts	Fiscal Year 21/22 Rent to State	Fiscal Year 21/22 Facilities Account	Fiscal Year 22/23 Gross Receipts	Fiscal Year 22/23 Rent to State	Fiscal Year 22/23 Facilities Account
Oceano Dunes SVRA	Arnie's ATV Rentals_Gail Marshall	Off highway vehicle rentals	5/1/2012	4/30/2022	Month to Month	\$20,000/year or 10% of gross receipts, whichever is greater.	\$ 772,306.85	\$ 436,343.30	\$ -	\$ 487,422.20	\$ 48,743.05	\$ -
Oceano Dunes SVRA	BJ's ATV Rentals	Off highway vehicle rentals	5/1/2012	4/30/2022	Month to Month	\$20,000/year or 10% of gross receipts, whichever is greater.	\$ 3,414,651.70	\$ 341,465.19	\$ -	\$ 1,944,232.58	\$ 194,422.96	\$ -
Oceano Dunes SVRA	Kautz Towing_Jacob Hultrom	Kautz Towing	9/1/2010	8/31/2020	Month to Month	\$10,000/year or 5% of monthly vehicle storage and 10% of all other monthly gross receipts, whichever is greater.	\$ 25,315.00	\$ 1,955.50	\$ -	\$ 16,137.50	\$ 1,327.25	\$ -
Oceano Dunes SVRA	Pacific Adventure Tours	Off-highway vehicle tours	5/1/2011	4/30/2021	Month to Month	\$10,000/year or 10% of gross receipts, whichever is greater.	\$ 167,964.00	\$ 16,797.30	\$ -	\$ 128,601.00	\$ 12,863.10	\$ -
Oceano Dunes SVRA	Steve's ATV Rentals	Off highway vehicle rentals	5/1/2012	4/30/2022	Month to Month	\$60,000/year or 10% of gross receipts, whichever is greater.	\$ 5,149,628.52	\$ 514,957.02	\$ -	\$ 2,972,253.32	\$ 297,225.32	\$ -
Oceano Dunes SVRA	Sun Buggie Fun Rentals_Jordan & Associates, Inc.	Off highway vehicle rentals	5/1/2012	4/30/2022	Month to Month	\$51,000/year or 12% of gross receipts, whichever is greater.	\$ 3,416,792.65	\$ 410,015.12	\$ -	\$ 2,079,769.10	\$ 249,572.66	\$ -
Oceano Dunes SVRA	Yo, Banana Boy!	Vacuum pump service and retail sales	7/1/2010	6/30/2020	Month to Month	\$20,000/year or 10% of gross receipts, whichever is greater.	\$ 750,557.34	\$ 77,331.39	\$ -	\$ 540,951.39	\$ 54,095.14	\$ -
Pismo SB	Pacific Companies LLC	Grover Beach Lodge/Conference facilities	6/1/2009	Dependent on Opening	Pending	\$240,000/year or 6% of gross receipts, whichever is greater, plus a minimum \$20,582,500 capital investment. Currently under construction.	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Pismo SB	Superior Guest Care	Golf course operation (9 holes)	9/1/2002	8/31/2012	Month to Month	\$115,000/year or 17% of golf related gross receipts and 10% of food and beverage gross receipts, whichever is greater.	\$ 3,405,347.10	\$ 378,758.93	\$ -	\$ 3,210,446.80	\$ 359,707.71	\$ -
<b>Totals</b>										<b>\$ 11,379,813.89</b>	<b>\$ 1,217,957.19</b>	<b>\$ -</b>

**Ocotillo Wells District Concessions**

Park Unit	Concession Name	Concession Operation	Contract Start Date	Contract End Date	Contract Status	Rental Terms	Fiscal Year 21/22 Gross Receipts	Fiscal Year 21/22 Rent to State	Fiscal Year 21/22 Facilities Account	Fiscal Year 22/23 Gross Receipts	Fiscal Year 22/23 Rent to State	Fiscal Year 22/23 Facilities Account
Indio Hills Palms	Covered Wagon Tours	Wagon tours	4/1/2007	3/31/2017	Month to Month	\$200/month or 5% of gross receipts, whichever is greater.	\$ 94,901.00	\$ 9,490.10	\$ -	\$ 109,355.00	\$ 10,935.50	\$ -
Ocotillo Wells SVRA	LUV-2-CAMP LLC	Camp trailer rentals	12/1/2018	11/30/2023	In Term	\$5,000.00 annually or 10% of gross receipts, whichever is greater.	\$ 90,470.00	\$ 1,800.00	\$ -	\$ 172,071.00	\$ 2,400.00	\$ -
<b>Totals</b>										<b>\$ 281,426.00</b>	<b>\$ 13,335.50</b>	<b>\$ -</b>

**Orange Coast District Concessions**

Park Unit	Concession Name	Concession Operation	Contract Start Date	Contract End Date	Contract Status	Rental Terms	Fiscal Year 21/22 Gross Receipts	Fiscal Year 21/22 Rent to State	Fiscal Year 21/22 Facilities Account	Fiscal Year 22/23 Gross Receipts	Fiscal Year 22/23 Rent to State	Fiscal Year 22/23 Facilities Account
Bolsa Chica SB	The Prjkt Concessions LLC_Sealegs	Food and beverage beach stands	5/1/2016	4/30/2021	Month to Month	\$140,000/year or 9% of gross receipts, whichever is greater.	\$ 2,993,940.97	\$ 269,416.69	\$ 25,581.01	\$ 2,743,434.76	\$ 246,803.96	\$ 62,092.77
Crystal Cove SP	Crystal Cove Management Company	Historic District lodging, restaurants & catering	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.	\$ 17,575,252.73	\$ 129,704.87	\$ 1,212,773.81	\$ 18,331,943.99	\$ 384,971.40	\$ 1,014,913.15
Doheny SB	Guest Services Management LLC	Beach Stand and Catering	7/1/2022	12/31/2031	In Term	\$125,000/year or 5% of gross receipts, whichever is greater.	\$ 235,971.88	\$ 11,798.60	\$ -	\$ 1,061,746.25	\$ 53,087.29	\$ -
Huntington SB	The Prjkt Concessions LLC_Sealegs	Food and beverage beach stands	3/1/2022	2/28/2032	In Term	\$275,000/year or 10% of annual gross receipts, whichever is greater.	\$ 2,288,822.17	\$ -	\$ 6,095.58	\$ 2,918,411.84	\$ -	\$ 74,337.05
San Clemente SB	The Holidays	RV trailer rentals	9/1/2015	8/31/2017	Month to Month	\$500/year or 10% of gross receipts, whichever is greater.	\$ 74,575.00	\$ 7,056.87	\$ -	\$ 201,034.00	\$ 27,511.49	\$ -
Multiple Park Units	LUV-2-CAMP LLC (Month to Month)	Camp trailer rentals (5)	4/1/2013	3/31/2023	Month to Month	\$3,000/year or 10% of gross receipts, whichever is greater. State's option to extend an additional 5 years to 2023. Rent includes Bolsa Chica SB, Crystal Cove SP, Doheny SB, San Clemente SB, San Onofre SB.	\$ 329,617.00	\$ 51,105.37	\$ -	\$ 211,625.00	\$ 21,096.10	\$ -
Multiple Park Units	The Holidays (Month to Month)	Trailer Delivery (5)	11/1/2021	3/31/2023	Month to Month	\$3,000/year or 10% of gross receipts, whichever is greater. Minimum annual rent includes Bolsa Chica SB, Crystal Cove SP, Doheny SB, San Clemente SB, San Onofre SB.	\$ 19,929.00	\$ 1,950.60	\$ -	\$ 59,125.00	\$ 6,101.50	\$ -
<b>Totals</b>										<b>\$ 25,527,320.84</b>	<b>\$ 739,571.74</b>	<b>\$ 1,151,342.97</b>

San Diego Coast District Concessions

Park Unit	Concession Name	Concession Operation	Contract Start	Contract End	Contract Status	Rental Terms	Fiscal Year 21/22 Gross Receipts	Fiscal Year 21/22 Rent to State	Fiscal Year 21/22 Facilities Account	Fiscal Year 22/23 Gross Receipts	Fiscal Year 22/23 Rent to State	Fiscal Year 22/23 Facilities Account
Carlsbad SB	Carlsbad Village Athletic Club	Fitness activities	12/1/2012	11/30/2014	Month to Month	\$1,920/year or 10% of gross receipts, whichever is greater.	\$ 110,503.55	\$ 11,050.36	\$ -	\$ 123,595.00	\$ 12,341.50	\$ -
Carlsbad SB	So Cal Surf Lessons_Fraze Beach	Fraze Beach surf lessons	6/1/2009	5/31/2019	Month to Month	\$200/year or 12% of gross receipts whichever is greater June-August; 12% gross receipts remainder of year.	\$ -	\$ 214.80	\$ -	\$ -	\$ 644.40	\$ -
Carlsbad SB	So Cal Surf Lessons_North of Tierra Mar	North of Tierra Mar surf lessons	7/1/2010	6/30/2020	Month to Month	\$200/month or 12% of gross receipts whichever is greater June-August; 12% of gross receipts remainder of year.	\$ 48,419.00	\$ 1,523.16	\$ -	\$ 50,707.00	\$ 6,084.85	\$ -
Old Town San Diego SHP	Captain Fitch's Mercantile_Holiday Traditions, Inc. (Terminated)	Captain Fitch's Mercantile	12/1/2010	11/30/2020	Terminated	\$30,000/month or 11% of gross receipts, whichever is greater.	\$ 224,373.93	\$ 24,771.24	\$ -	\$ 101,847.62	\$ 11,203.23	\$ -
Old Town San Diego SHP	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.	\$ 1,298,612.13	\$ 194,791.88	\$ -	\$ 1,577,236.78	\$ 236,585.57	\$ -
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.	\$ 587,278.57	\$ 20,992.87	\$ -	\$ 1,076,480.21	\$ 32,294.41	\$ -
Old Town San Diego SHP	El Centro 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.	\$ 1,931,794.14	\$ 226,735.28	\$ 29,976.92	\$ 1,801,307.23	\$ 211,056.87	\$ 27,021.60
Old Town San Diego SHP	First San Diego Courthouse Inc	Bean Courthouse Building	6/1/2009	5/31/2019	Month to Month	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.	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Old Town San Diego SHP	Gum Saan_Patrick and Dana Dugan	Oriental Import Specialty Retail	12/1/2013	11/30/2023	In Term	\$12,000/year or 10% of gross receipts, whichever is greater.	\$ 737,844.71	\$ 73,784.49	\$ -	\$ 603,858.80	\$ 60,085.86	\$ -
Old Town San Diego SHP	Kosay Kurneyyay Market_Ana Gloria Rodriguez & Stanley R. Rodriguez	Food/Beverage, Retail	8/1/2020	7/31/2023	In Term	\$50/month or 1% of gross receipts, whichever is greater. Year 2+; \$100/month or 1% of gross receipts	\$ 44,817.65	\$ 449.37	\$ -	\$ 16,431.75	\$ 1,107.08	\$ -
Old Town San Diego SHP	LAZ Parking California LLC (Terminated)	Parking lot management	9/17/2014	8/16/2015	Terminated	\$3,000/year or 10% of gross receipts up to \$27,500, plus 70% of gross receipts over \$27,500. Parking Lot under construction starting November 2018, concessionaire not operating.	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Old Town San Diego SHP	Miners Gems and Minerals_Dana and Patrick Dugan	La Casa de Pedrorena Gem Retail	12/1/2011	11/30/2021	Month to Month	\$24,000/year or 10.5% of gross receipts, whichever is greater.	\$ 1,304,825.13	\$ 133,531.68	\$ -	\$ 1,130,650.55	\$ 117,668.26	\$ -
Old Town San Diego SHP	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.	\$ 20,242,853.83	\$ 1,857,624.51	\$ -	\$ 23,917,621.49	\$ 2,064,609.04	\$ -
Old Town San Diego SHP	Racine & Laramie	Tobacco & pipe shop	9/1/1974	8/31/2014	Month to Month	\$180/year until \$96,000 construction investment is fully amortized; then 4% of gross receipts; plus 1% of gross receipts for advertising and promotion.	\$ 820,895.81	\$ 32,494.40	\$ -	\$ 801,154.49	\$ 32,190.59	\$ -
Old Town San Diego SHP	Rust General Store_Antonette Fisher	Rust General Store	9/1/2011	8/31/2021	Month to Month	\$18,000/year or 10% of gross receipts, whichever is greater.	\$ 383,569.68	\$ 38,356.95	\$ -	\$ 398,926.51	\$ 39,919.65	\$ -
Old Town San Diego SHP	The Johnson House_Toler Inc	Johnson House historic retail	8/1/2011	7/31/2021	Month to Month	\$10,800/year or 8% of gross receipts, whichever is greater.	\$ 224,939.54	\$ 17,995.17	\$ -	\$ 224,191.32	\$ 17,935.30	\$ -
Old Town San Diego SHP	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.	\$ 157,361.00	\$ 17,309.71	\$ -	\$ 162,815.00	\$ 22,829.12	\$ -
Old Town San Diego SHP	Toby's Candle Company	Sessions Bldg. retail shop	6/1/2009	5/31/2019	Month to Month	\$42,000/year or 10% of gross receipts whichever is greater.	\$ 1,085,817.01	\$ 108,581.66	\$ -	\$ 960,639.56	\$ 96,063.42	\$ -
Old Town San Diego SHP	Toler's Leather Depot_Toler Inc	Toler's Leather Depot	8/1/2011	7/31/2021	Month to Month	\$12,000/year or 10% of gross receipts, whichever is greater.	\$ 320,200.16	\$ 32,020.04	\$ -	\$ 334,642.55	\$ 33,464.26	\$ -
Old Town San Diego SHP	Wallach & Goldman Square_Ana Salcedo	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.	\$ 2,107,028.00	\$ 266,350.31	\$ 42,140.96	\$ 2,001,499.00	\$ 239,187.89	\$ 37,823.15
San Elijo SB	Stroller Strides	Fitness walks	9/1/2016	8/31/2021	Month to Month	\$500 annually or 8% of gross sales, whichever is greater.	\$ 278.80	\$ 22.31	\$ -	\$ 5,556.78	\$ 949.78	\$ -
San Elijo SB	Urban Park Concessionaires (Terminated)	Retail Food/Beverage Services	3/1/2021	2/28/2031	Terminated	\$175,000/year or 14% of Monthly Gross Receipts, whichever is greater	\$ 5,376.00	\$ 537.60	\$ -	\$ -	\$ -	\$ -
Silver Strand SB	Curbside Bites (Terminated)	Mobile food truck	6/1/2020	5/31/2021	Terminated	\$600/year or 10% of gross receipts, whichever is greater.	\$ 712,915.76	\$ 570,327.81	\$ -	\$ 16,180.00	\$ -	\$ -
Silver Strand SB	Safros Sanitation_Jaime Garcia, Jr.	Mobile recreation vehicle pump services	8/29/2014	8/28/2015	Month to Month	\$500/year or 10% of gross receipts, whichever is greater.	\$ 493.80	\$ 49.38	\$ -	\$ -	\$ 1,612.00	\$ -
South Carlsbad SB	World Wave Expeditions	Campstore	6/1/2020	5/31/2033	In Term	\$116,400.00 Annually or 15% of gross receipts, whichever is greater	\$ 1,431,968.90	\$ 219,128.60	\$ 42,959.03	\$ 1,799,835.14	\$ 271,042.84	\$ 53,008.55
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.	\$ 27,490.97	\$ 2,749.12	\$ -	\$ 25,229.19	\$ 2,522.92	\$ -
Multiple Park Units	Albert's RV Rental	Camp trailer rentals (3)	1/1/2012	12/31/2016	Month to Month	\$2,000/year or 10% of gross receipts, whichever is greater. Rent includes San Elijo SB, Silverstrand SB, South Carlsbad SB.	\$ 8,952.00	\$ 895.20	\$ -	\$ 5,739.00	\$ 573.90	\$ -

**San Diego Coast District Concessions**

Park Unit	Concession Name	Concession Operation	Contract Start Date	Contract End Date	Contract Status	Rental Terms	Fiscal Year 21/22 Gross Receipts	Fiscal Year 21/22 Rent to State	Fiscal Year 21/22 Facilities Account	Fiscal Year 22/23 Gross Receipts	Fiscal Year 22/23 Rent to State	Fiscal Year 22/23 Facilities Account
Multiple Park Units	LAZ Parking California LLC	Parking lot management (6)	11/1/2011	10/31/2024	In Term	\$1,680,000/year commencing contract year 2, or 80% of fee collections, whichever is greater. Minimum Annual Rent includes Cardiff SB, Carlsbad SB, South Carlsbad SB, Silver Strand SB, Torrey Pines SB and San Elijo SB. Amendment approved to extend agreement through 2024.	\$ 6,389,907.54	\$ 5,300,007.68	\$ -	\$ 6,277,422.22	\$ 4,840,750.90	\$ -
Multiple Park Units	LUV-2-CAMP LLC	Camp trailer rentals (3)	2/1/2012	1/31/2017	Month to Month	\$2,000/year or 10% of gross receipts, whichever is greater. Rent includes San Elijo SB, Silver Strand SB, South Carlsbad SB.	\$ 186,089.00	\$ 18,091.40	\$ -	\$ 226,417.00	\$ 40,767.90	\$ -
Multiple Park Units	MLG Enterprises RV Rental LLC	Camp trailer rentals (3)	2/1/2013	1/31/2015	Month to Month	\$2,000/year or 10% of gross receipts, whichever is greater. Rent includes San Elijo SB, Silver Strand SB, South Carlsbad SB.	\$ 181,909.00	\$ 18,189.90	\$ -	\$ 201,216.00	\$ 20,131.60	\$ -
Multiple Park Units	Jones and Van Ausdal, LLC dba The Holidays	Camp trailer rentals (3)	7/1/2022	8/1/2022	Month to Month	\$2,000/year or 10% of gross receipts, whichever is greater. Rent includes San Elijo SB, Silver Strand SB, South Carlsbad SB.	\$ -	\$ -	\$ -	\$ 19,045.50	\$ 1,954.50	\$ -
Multiple Park Units	The Pura Vida Project (Terminated)	DelMar Surf Rentals (2)	9/1/2016	8/31/2018	Terminated	\$4,000.00 Annually or 10% of gross receipts, whichever is greater. Not included in FY 17/18 Annual Report in error. Rent includes Cardiff SB, Torrey Pines SB.	\$ 20,847.50	\$ 1,042.40	\$ -	\$ 2,328.75	\$ 232.89	\$ -
Multiple Park Units	Travel Time RV Inc (Terminated)	Camp trailer rentals (3)	2/1/2012	1/31/2017	Terminated	\$2,000/year or 10% of gross receipts, whichever is greater. Rent includes San Elijo SB, Silver Strand SB, South Carlsbad SB.	\$ 10,496.00	\$ 1,049.60	\$ -	\$ 2,540.00	\$ -	\$ -
<b>Totals</b>										<b>\$ 43,865,114.44</b>	<b>\$ 8,415,810.53</b>	<b>\$ 117,853.30</b>

**San Luis Obispo District Concessions**

Park Unit	Concession Name	Concession Operation	Contract Start Date	Contract End Date	Contract Status	Rental Terms	Fiscal Year 21/22 Gross Receipts	Fiscal Year 21/22 Rent to State	Fiscal Year 21/22 Facilities Account	Fiscal Year 22/23 Gross Receipts	Fiscal Year 22/23 Rent to State	Fiscal Year 22/23 Facilities Account
Hearst San Simeon SHM	ARAMARK Sports & Entertainment	Restaurant, catering & retail services	4/1/2004	3/31/2024	In Term	\$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.	\$ 900,394.36	\$ 283,722.59	\$ -	\$ 3,695,903.60	\$ 1,161,240.25	\$ -
Hearst San Simeon SHM	Destinations Cinema Inc	Hearst Castle Theater	11/1/2016	10/31/2029	In Term	\$400,000/year or 14% of gross receipts whichever is greater, and 2% of gross receipts for facility maintenance.	\$ 382,057.76	\$ 47,269.91	\$ -	\$ 1,997,702.15	\$ 259,360.03	\$ -
Hearst San Simeon SHM	Hearst Ranch Beef_Heart Holdings	Hearst Ranch beef sales	5/1/2007	4/30/2009	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.	\$ 16,495.12	\$ 3,709.17	\$ -	\$ 51,495.03	\$ 2,769.53	\$ -
Morro Bay SP	Associated Pacific Constructors	Morro Bay Marina and Café	10/1/1991	9/30/1993	Month to Month	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.	\$ 2,219,979.86	\$ 153,298.59	\$ -	\$ 2,171,643.49	\$ 149,915.06	\$ -
Multiple Park Units	RV Rentals on the Central Coast (New)	Trailer Rental Service (4)	8/1/2022	7/31/2025	In Term- New	\$1,000/year or 10% of Gross Receipts, whichever is greater. Park units include Hearst San Simeon SP, Montana de Oro SP, Morro Bay SP, Morro Strand SB.	\$ -	\$ -	\$ -	\$ 33,260.00	\$ 3,326.00	\$ -
<b>Totals</b>										<b>\$ 7,950,004.27</b>	<b>\$ 1,576,610.87</b>	<b>\$ -</b>

**Santa Cruz District Concessions**

Park Unit	Concession Name	Concession Operation	Contract Start Date	Contract End Date	Contract Status	Rental Terms	Fiscal Year 21/22 Gross Receipts	Fiscal Year 21/22 Rent to State	Fiscal Year 21/22 Facilities Account	Fiscal Year 22/23 Gross Receipts	Fiscal Year 22/23 Rent to State	Fiscal Year 22/23 Facilities Account
Big Basin Redwoods SP	Urban Park Concessionaires	Tent cabins, campground, retail sales	11/1/2019	10/31/2039	Non-Operational	\$425,000/year or 16% of gross receipts, whichever is greater; plus a minimum of \$1,500,000 in facility improvements.	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Henry Cowell Redwoods SP	Mountain Parks Foundation	Henry Cowell park store	6/1/2008	5/31/2010	Month to Month	\$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.	\$ 197,085.35	\$ 55,596.54	\$ -	\$ 730,580.28	\$ 62,948.30	\$ -
Lighthouse Field SB	Steamer Lane Supply Company LLC	Food truck and snack kiosk facility	8/1/2015	7/31/2017	Month to Month	\$2,000/year or 2% of gross receipts, whichever is greater.	\$ 230,097.08	\$ 4,601.94	\$ 6,902.91	\$ 1,272,661.79	\$ 25,453.28	\$ 38,179.91
Manresa SB	Club Ed Surf Camp, LLC	Overnight surf camp	6/1/2004	5/31/2014	Month to Month	\$8,000/year or 12% of gross receipts, whichever is greater.	\$ 190,400.00	\$ 22,848.00	\$ -	\$ 271,912.00	\$ 32,563.60	\$ -
Pigeon Point Light Station, SHP	American Youth Hostel Association	Hostel lodging	9/1/2014	8/31/2016	Month to Month	\$1,000/year or 2.5% of gross receipts, whichever is greater.	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>Totals</b>										<b>\$ 2,275,154.07</b>	<b>\$ 120,965.18</b>	<b>\$ 38,179.91</b>

**Sierra District Concessions**

Park Unit	Concession Name	Concession Operation	Contract Start Date	Contract End Date	Contract Status	Rental Terms	Fiscal Year 21/22 Gross Receipts	Fiscal Year 21/22 Rent to State	Fiscal Year 21/22 Facilities Account	Fiscal Year 22/23 Gross Receipts	Fiscal Year 22/23 Rent to State	Fiscal Year 22/23 Facilities Account
Donner Memorial SP	Donner Lake Watersports	Watercraft and beach rentals	6/1/2019	5/31/2024	In Term	\$45,000.00 Annually or 18% of gross receipts, whichever is greater. Contract includes State's option to extend an additional 5 years to 2029	\$ 359,532.33	\$ 64,715.83	\$ -	\$ 354,205.43	\$ 63,757.18	\$ -
ED Z'berg Sugar Pine SP	Trevor Larkins dba Island Dreams, Inc. Westshore Sports (Month to Month)	Aquatic equipment rentals	4/1/2018	3/31/2023	Month to Month	\$5,000/year or 12% of gross receipts, whichever is greater. Contract includes State's option to extend an additional 5 years to 2028.	\$ -	\$ -	\$ -	\$ 5,008.02	\$ 600.96	\$ -
Emerald Bay SP	Kayak Tahoe	Guided kayak tours	7/1/2006	6/30/2016	Month to Month	\$1000/year or 10% of first \$50,000 of gross receipts plus 15% over \$50,000, whichever is greater.	\$ 372,307.00	\$ 53,347.40	\$ -	\$ 481,603.00	\$ 69,740.00	\$ -
Kings Beach SRA	North Tahoe Watersports Inc	Watercraft rentals and services	6/1/2019	5/31/2024	In Term	\$105,000.00 Annually or 25% of gross receipts, whichever is greater. Contract includes State's option to extend an additional 5 years to 2029.	\$ 362,145.00	\$ 90,536.00	\$ -	\$ 415,598.00	\$ 103,899.50	\$ -
Lake Valley SRA	American Golf Corp	Lake Tahoe golf course & restaurant	4/1/1989	3/31/2009	Month to Month	\$15,000/month April-September and \$3,000/month October-March 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	\$ 2,973,310.22	\$ 663,970.89	\$ -	\$ 3,607,592.31	\$ 649,402.60	\$ -
Mono Lake Tufa SNR	Caldera Kayaks	Kayak tours	10/1/2018	9/30/2023	In Term	\$300.00 Annually or 7% of gross receipts, whichever is greater. Contract includes State's option to extend an additional 5 years to 2028.	\$ -	\$ -	\$ -	\$ 18,555.00	\$ 1,298.85	\$ -
Mono Lake Tufa SNR	Mono Lake Committee	Kayak and canoe tours	2/1/2019	1/31/2024	In Term	Year 1-2: \$300.00 Annually or 5% of gross receipts, whichever is greater. After Year 2: \$300.00 Annually or 7% of gross receipts, whichever is greater. Contract includes State's option to extend an additional 5 years to 2029.	\$ 2,755.00	\$ 192.85	\$ -	\$ 3,350.00	\$ 1,269.45	\$ -
Tahoe SRA	North Tahoe Historic Society	William B. Layton Museum	7/1/2000	6/30/2020	Month to Month	Maintain and operate museum and interpretive services for the public benefit.	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Multiple Park Units	Tahoe Adventure Company	Kayaking and paddle boarding tours (6)	6/1/2019	5/31/2024	In Term	\$83.33 Monthly or 10% of gross receipts, whichever is greater. Minimum Annual Rent includes Burton Creek SP, D.L. Bliss SP, Donner Memorial SP, Ed Z'berg Sugar Pine Point SP, Emerald Bay SP, Kings Beach SRA.	\$ 11,940.00	\$ 2,233.85	\$ -	\$ -	\$ 2,274.50	\$ -
<b>Totals</b>										<b>\$ 4,885,911.76</b>	<b>\$ 892,243.04</b>	<b>\$ -</b>

**Sonoma-Mendocino Coast District Concessions**

Park Unit	Concession Name	Concession Operation	Contract Start Date	Contract End Date	Contract Status	Rental Terms	Fiscal Year 21/22 Gross Receipts	Fiscal Year 21/22 Rent to State	Fiscal Year 21/22 Facilities Account	Fiscal Year 22/23 Gross Receipts	Fiscal Year 22/23 Rent to State	Fiscal Year 22/23 Facilities Account
MackKerricher SP	Pacific Environmental Education Center	Environmental education program	8/1/2014	7/31/2024	In Term	\$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.	\$ 73,171.50	\$ 1,829.29	\$ 2,195.16	\$ 136,120.00	\$ 3,613.96	\$ 3,299.30
MackKerricher SP	Ricochet Ridge Ranch	Guided horseback tours	9/1/2020	8/31/2025	In Term	\$8,000/year or 6.5% of gross receipts, whichever is greater. Contract includes State's option to extend an additional 5 years to 2030.	\$ 185,866.00	\$ 12,080.90	\$ -	\$ 158,545.00	\$ 10,305.40	\$ -
Point Cabrillo Light Station SHP	Pt. Cabrillo Lightkeepers Association	Restoration, interpretation, lodging, and retail sales	7/1/2002	6/30/2012	Month to Month	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.	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Van Damme SP	Kayak Mendocino	Kayak rentals and tours	4/1/2006	3/31/2016	Month to Month	\$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.	\$ 65,560.00	\$ 7,867.20	\$ -	\$ 72,160.00	\$ 8,659.20	\$ -
<b>Totals</b>										<b>\$ 366,825.00</b>	<b>\$ 22,578.56</b>	<b>\$ 3,299.30</b>

**Statewide Concession Agreements**

Park Unit	Concession Name	Concession Operation	Contract Start Date	Contract End Date	Contract Status	Rental Terms	Fiscal Year 21/22 Gross Receipts	Fiscal Year 21/22 Rent to State	Fiscal Year 21/22 Facilities Account	Fiscal Year 22/23 Gross Receipts	Fiscal Year 22/23 Rent to State	Fiscal Year 22/23 Facilities Account
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.	\$ 6,029,199.56	\$ 5,179,288.71	\$ -	\$ 5,743,111.11	\$ 4,923,829.80	\$ -
Statewide	Recreational Equipment, Inc. (REI)	Outdoor education and recreation	11/1/2017	10/31/2027	In Term	\$10,000/year or 10% of gross receipts, whichever is greater. Contract includes State's option to extend an additional 5 years to 2027.	\$ 436,392.00	\$ 31,784.20	\$ -	\$ 285,647.00	\$ 18,374.70	\$ -
Statewide	Sani Star, LLC	Automated RV dump fee collection system	4/1/2018	3/31/2021	In Term	\$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.	\$ 527,556.21	\$ 152,052.10	\$ -	\$ 438,173.14	\$ 127,564.59	\$ -
<b>Totals</b>										<b>\$ 6,466,931.25</b>	<b>\$ 5,069,769.09</b>	<b>\$ -</b>

<b>Concessions Program Fiscal Year 22/23 Gross Receipts Totals</b>	<b>Concessions Program Fiscal Year 22/23 Rent to State Totals</b>	<b>Concessions Program Fiscal Year 22/23 Facilities Account Totals</b>
<b>\$ 165,166,972.52</b>	<b>\$ 23,843,965.02</b>	<b>\$ 2,077,852.68</b>

## Section C – Concession Agreement Changes

Section C summarizes changes to concession program agreements during FY 2022-23. This section lists new agreements, agreements that went on month-to-month, amended agreements, agreements that became non-operational, and agreements that were terminated. The Department executed six new or renewed contracts during the reporting period, some with operations in multiple park units.



Lake Perris SRA, AFY Industries

## Section C- Concessions Agreement Changes

### Concessions Agreement Changes Fiscal Year 2022-2023

District	Park Unit	Concession Name	Concession Operation	Contract Start Date	Contract End Date	Contract Status	Rental Terms
Bay Area District	Angel Island SP	Blue and Gold Ferry Services <b>(Terminated)</b>	Ferry service from San Francisco	6/1/1999	5/31/2009	Terminated	15% of monthly gross receipts for rent, 2% for dock maintenance, plus collection of day use fees.
Bay Area District	Tomales Bay SP	Blue Waters Kayaking <b>(New)</b>	Kayak/ SUP rentals and tours	8/1/2022	7/31/2025	In Term- New	\$1500/year or 10% of gross receipts whichever is greater.
Central Valley District	Columbia SHP	Artificers' Exchange <b>(Terminated)</b>	Historic retail, classes, and demonstrations	5/1/2017	4/30/2027	Terminated	\$1,000/ year or 6% of annual gross receipts up to \$25,000 plus 7% over \$25,000, whichever is greater
Central Valley District	Columbia SHP	Seven Sisters Soap & Candle Co <b>(Month to Month)</b>	Soap and candle sales and demonstrations	10/1/2012	9/30/2022	Month to Month	\$6,000/year or 4% of annual gross receipts, whichever is greater. Contract includes State's option to extend an additional 5 years to 2022.
Diablo Range District	Brannan Island SRA	Park Delta Bay, LLC <b>(New)</b>	Camping and day use area	12/1/2022	11/30/2032	In Term- New	\$50,000 annually or 10.5% of annual gross receipts, whichever is greater. All rent is deposited into facility maintenance accounts administered by Concessionaire.
Diablo Range District	Carnegie SVRA	Moto Mart <b>(Month to Month)</b>	OHV rental and camp store	7/1/2010	6/30/2023	Month to Month	\$80,000/year or 10% of gross receipts, whichever is greater.
Gold Fields District	Auburn SRA	Hotshot Imaging Inc <b>(Terminated)</b>	Photography whitewater rafting	6/1/2014	5/31/2019	Terminated	\$900/year or 5% of gross receipts, whichever is greater.
Gold Fields District	Folsom Lake SRA	Current Adventures <b>(Terminated)</b>	Kayak and equipment rentals	7/1/2014	6/30/2019	Terminated	\$375/year or 5% of gross receipts, whichever is greater.
Gold Fields District	Folsom Lake SRA	Daniel R. Crandall and the River Store dba Lake Natoma Paddle Rentals <b>(New)</b>	Kayak and equipment rentals	10/1/2022	9/30/2027	In Term- New	\$26,000/year or 11% of gross receipts, whichever is greater.
Gold Fields District	Folsom Lake SRA	Granite Bay Rentals <b>(Month to Month)</b>	Boat and watercraft rentals	6/1/2013	5/31/2023	Month to Month	\$12,000/year or 14% of gross receipts, whichever is greater.
Gold Fields District	Folsom Lake SRA	S.S. Snack Shack_Robert and Chris McIntyre <b>(Terminated)</b>	Food service and beach equipment rentals	5/1/2016	4/30/2021	Terminated	\$2,000/year or 10% of gross receipts, whichever is greater.
Inland Empire District	Lake Perris SRA	AFY Industries <b>(New)</b>	Lake Perris Marina	7/1/2022	6/30/2052	In term- New	\$30,000/year or 5% of gross receipts up to \$600,000, and 7% of gross receipts over \$600,00 and up to \$1,000,000, and 9% of gross receipts over \$1,000,000; plus 2% of fuel gross receipts.
Monterey District	Limekiln SP	Parks Management Company <b>(Terminated)</b>	Collect fees and provide public services	9/1/2012	8/31/2017	Terminated	\$4,000/year or 5% of gross receipts, whichever is greater. All rent deposits support facility maintenance.
Monterey District	Salinas River SB	Monterey Bay Equestrian Center <b>(New)</b>	Guided Equestrian Rides	6/1/2022	5/31/2025	In Term- New	\$1,000/year or 8% of gross receipts, whichever is greater.
Northern Buttes District	Lake Oroville SRA	Shasta Marine Transport <b>(Terminated)</b>	Boat hauling service	12/1/2014	11/30/2024	Terminated	\$500/year or 10% of gross receipts, whichever is greater.
Northern Buttes District	Lake Oroville SRA	T Parks Marine <b>(Terminated)</b>	Boat hauling and repair services	3/1/2015	2/28/2025	Terminated	\$500/year or 10% of gross receipts, whichever is greater.

<b>Concessions Agreement Changes Continued</b>							
Northern Buttes District	Shasta SHP	Rolando Cadungon Shortys Eatery (Month to Month)	Food and Beverage	11/1/2019	10/31/2022	Month to Month	\$5,000/year or 10% of gross receipts, whichever is greater.
Orange Coast District	Multiple Park Units	LUV-2-CAMP LLC (Month to Month)	Camp trailer rentals (5)	4/1/2013	3/31/2023	Month to Month	\$3,000/year or 10% of gross receipts, whichever is greater. State's option to extend an additional 5 years to 2023. Rent includes Bolsa Chica SB, Crystal Cove SP, Doheny SB, San Clemente SB, San Onofre SB.
Orange Coast District	Multiple Park Units	The Holidays (Month to Month)	Trailer Delivery (5)	11/1/2021	3/31/2023	Month to Month	\$3,000/year or 10% of gross receipts, whichever is greater. Minimum annual rent includes Bolsa Chica SB, Doheny SB, San Clemente SB, San Onofre SB, and Crystal Cove SP.
San Diego Coast District	Old Town San Diego SHP	Captain Fitch's Mercantile_Holiday Traditions, Inc. (Terminated)	Captain Fitch's Mercantile	12/1/2010	11/30/2020	Terminated	\$30,000/month or 11% of gross receipts, whichever is greater.
San Diego Coast District	Old Town San Diego SHP	LAZ Parking California LLC (Terminated)	Parking lot management	9/17/2014	8/16/2015	Terminated	\$3,000/year or 10% of gross receipts up to \$27,500, plus 70% of gross receipts over \$27,500.
San Diego Coast District	San Elijo SB	Urban Park Concessionaires (Terminated)	Retail Food/Beverage Services	3/1/2021	2/28/2031	Terminated	\$175,000/year or 14% of Monthly Gross Receipts, whichever is greater
San Diego Coast District	Silver Strand SB	Curbside Bites (Terminated)	Mobile food truck	6/1/2020	5/31/2021	Terminated	\$600/year or 10% of gross receipts, whichever is greater.
San Diego Coast District	Multiple Park Units	The Pura Vida Project (Terminated)	DelMar Surf Rentals (2)	9/1/2016	8/31/2018	Terminated	\$4,000.00 Annually or 10% of gross receipts, whichever is greater. Not included in FY 17/18 Annual Report in error. Rent includes Cardiff SB, Torrey Pines SB.
San Diego Coast District	Multiple Park Units	Travel Time RV Inc (Terminated)	Camp trailer rentals (3)	2/1/2012	1/31/2017	Terminated	\$2,000/year or 10% of gross receipts, whichever is greater. Rent includes San Elijo SB, Silver Strand SB, South Carlsbad SB.
San Luis Obispo District	Multiple Park Units	RV Rentals on the Central Coast (New)	Trailer Rental Service (4)	8/1/2022	7/31/2025	In Term- New	\$1,000/year or 10% of Gross Receipts, whichever is greater. Park units include Hearst San Simeon SP, Montana de Oro SP, Morro Bay SP, Morro Strand SB.
Sierra District	ED Z'berg Sugar Pine SP	Trevor Larkins dba Island Dreams, Inc. Westshore Sports (Month to Month)	Aquatic equipment rentals	4/1/2018	3/31/2023	Month to Month	\$5,000/year or 12% of gross receipts, whichever is greater. Contract includes State's option to extend an additional 5 years to 2028.

**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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