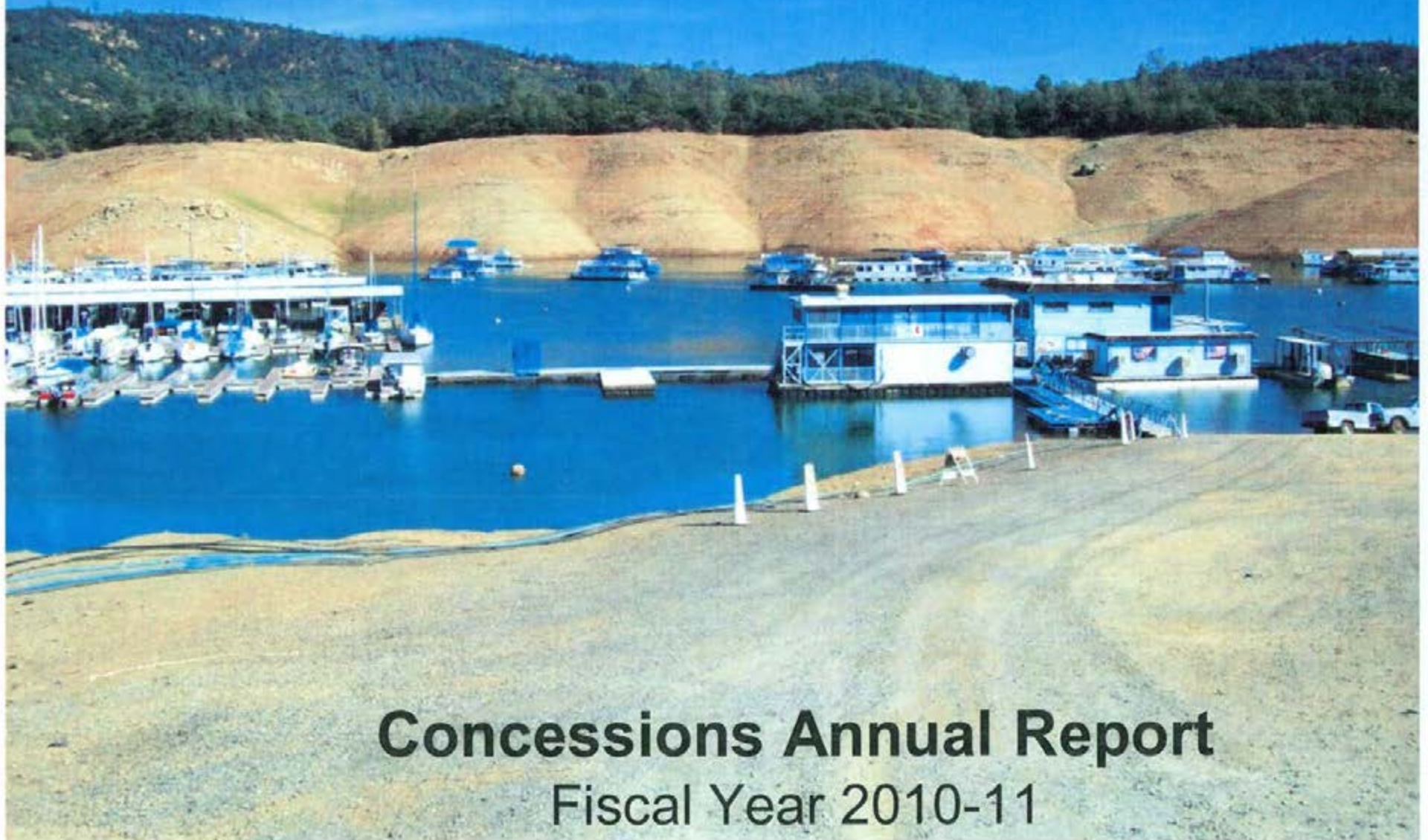


Bidwell Marina – Lake Oroville SRA



# Concessions Annual Report

## Fiscal Year 2010-11



## Director's Statement Concessions Annual Report

California State Park concessionaires enhance the park visitor experience through a variety of educational and recreational opportunities. Concessionaires provide visitor access to alternative camping facilities, food provisions, retail stores, recreation equipment rentals, marina operations, educational interpretive tours, equestrian activities, and off-highway motor vehicle services. Concessionaires also make considerable investments improving our park facility structures to preserve and maintain these treasures for future generations.

During Fiscal Year 2010-2011, the California State Parks executed 29 new or renewed concession contracts and operating agreements. New contracts include camp trailer rentals throughout Angeles, Channel Coast and Orange Coast Districts, a pilot entrance fee collection contract for Malibu Sector units; and the renewal of several expired contracts within Old Town San Diego SHP and Oceano Dunes SVRA awarded through the competitive bid process. Long term operating agreements were negotiated for Mendocino Woodlands SP and the Angel Island-Alameda Ferry Service. In addition, two newly renovated cottages were added to lodging inventory at Crystal Cove SP and the first of many improvements were completed at Asilomar Conference Grounds. Concession related sales activity increased by more than \$6 million throughout California with a revenue increase to California State Parks of over \$600,000 from last fiscal year. As we prepare for a \$11 million budget reduction at the end of Fiscal Year 2011-12, we expect to increase these collaborative partnerships to continue public services within as many state parks as possible.

This report, prepared pursuant to Section 5080.21 of the California Public Resources Code, presents a comprehensive picture of concession program activity during Fiscal Year 2010-11. We hope you find this information useful.

Ruth Coleman  
Director



Photo by Jim Block

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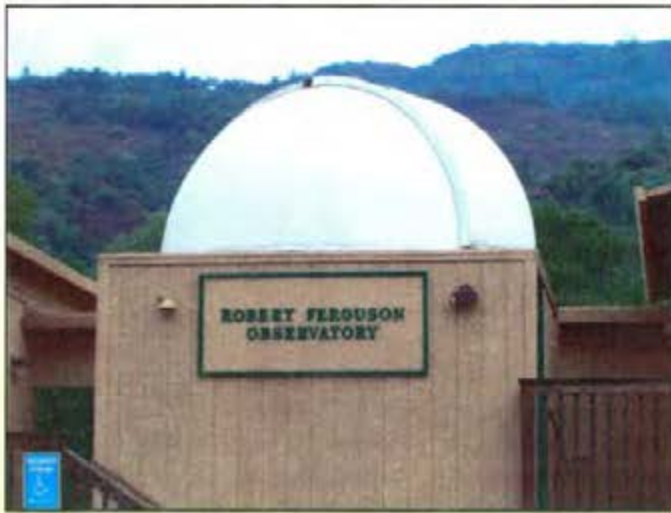


*Crystal Cove State Park Cottage Renovations*

## Section A: Concession Program Summary

Section A contains statistics and graphic comparisons of concession program activities. Components summarize the following:

- Total number of Concession Contracts and Operating Agreements
- Gross Receipts and Rent to the State
- Major concession contracts and corresponding revenue
- Five year comparison chart of concession contributions



*Sugarloaf Ridge State Park*



*Angel Island State Park*

# CONCESSIONS PROGRAM SUMMARY

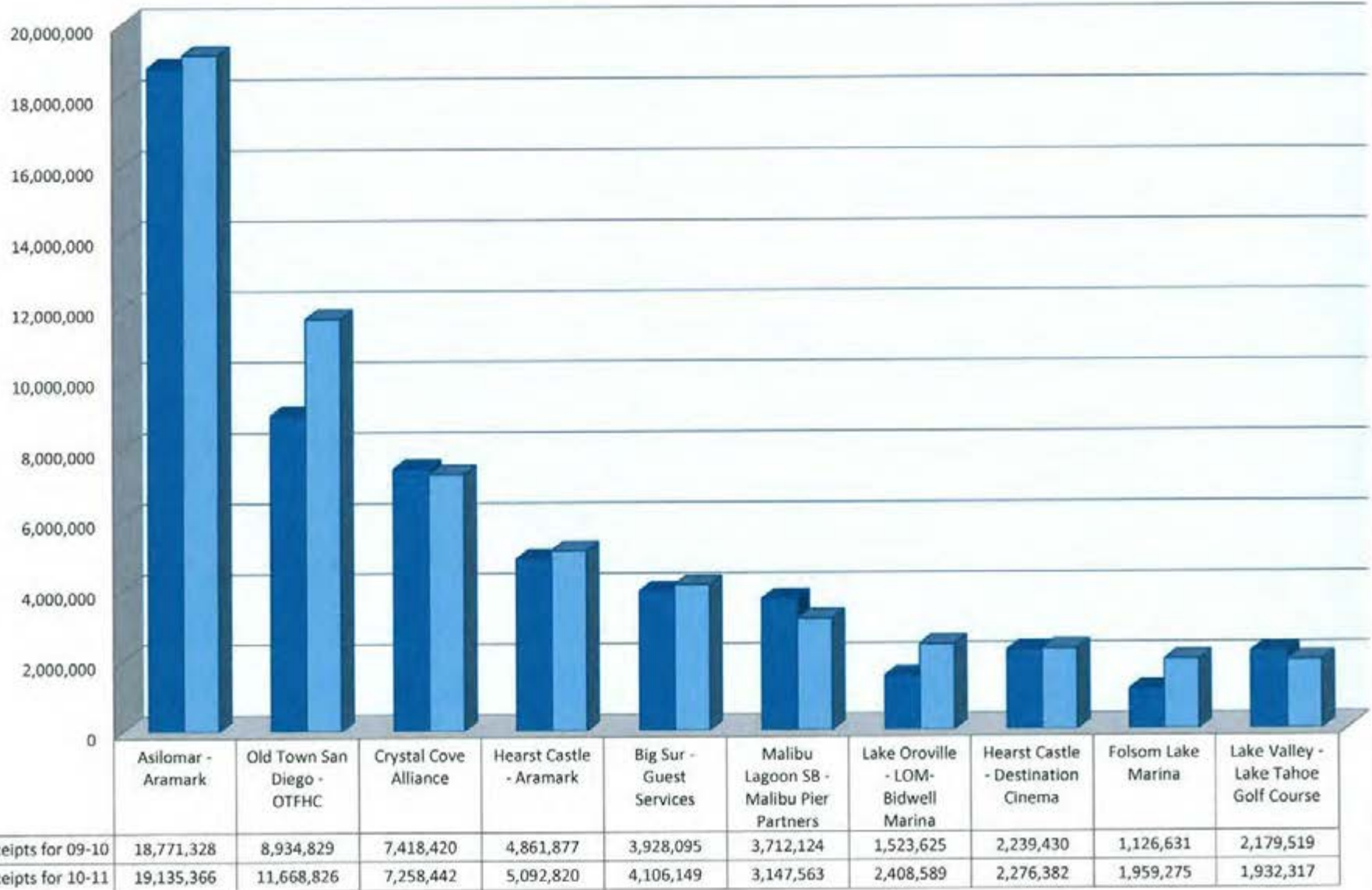
## FISCAL YEAR 2010-2011

| Division                       | Concession<br>Operations | Concession<br>Gross Receipts | Concession<br>Rent | Concession<br>Facility<br>Improvements | Operating<br>Agreements | Operating<br>Agreement<br>Gross Receipts | Operating<br>Agreement Rent |
|--------------------------------|--------------------------|------------------------------|--------------------|--|-------------------------|--|-----------------------------|
| <b>Northern Field Division</b> |                          |                              |                    |  |                         |  |                             |
| Capital District               | 2                        | \$828,712                    | \$41,248           | \$2,072                                | 2                       | \$0                                      | \$0                         |
| Central Valley District        | 21                       | \$4,039,472                  | \$219,267          | \$3,248                                | 0                       | \$0                                      | \$0                         |
| Diablo Vista District          | 3                        | \$668,956                    | \$619,344          | \$0                                    | 6                       | \$0                                      | \$0                         |
| Gold Fields District           | 21                       | \$2,624,034                  | \$631,061          | \$0                                    | 2                       | \$0                                      | \$0                         |
| Marin District                 | 6                        | \$3,074,412                  | \$603,652          | \$16,034                               | 2                       | \$54,599                                 | \$12,776                    |
| Mendocino District             | 7                        | \$401,959                    | \$23,291           | \$0                                    | 2                       | \$0                                      | \$0                         |
| Monterey District              | 9                        | \$23,467,636                 | \$2,696,450        | \$534,635                              | 1                       | \$0                                      | \$0                         |
| North Coast Redwoods District  | 1                        | \$1,020                      | \$102              | \$0                                    | 0                       | \$0                                      | \$0                         |
| Northern Buttes District       | 8                        | \$4,471,590                  | \$443,070          | \$0                                    | 1                       | \$0                                      | \$0                         |
| Russian River District         | 1                        | \$39,815                     | \$2,137            | \$0                                    | 1                       | \$0                                      | \$0                         |
| Santa Cruz District            | 8                        | \$1,955,198                  | \$246,484          | \$0                                    | 1                       | \$0                                      | \$0                         |
| Sierra District                | 9                        | \$2,089,000                  | \$519,275          | \$0                                    | 4                       | \$565,821                                | \$17,975                    |
|                                | <b>96</b>                | <b>\$43,661,803</b>          | <b>\$6,045,381</b> | <b>\$555,990</b>                       | <b>22</b>               | <b>\$620,420</b>                         | <b>\$30,751</b>             |

| Division                       | Concession Operations | Concession Gross Receipts | Concession Rent    | Concession Facility Improvements | Operating Agreements | Operating Agreement Gross Receipts | Operating Agreement Rent |
|--------------------------------|-----------------------|---------------------------|--------------------|----------------------------------|----------------------|------------------------------------|--------------------------|
| <b>OHMVR Division</b>          |                       |                           |                    |                                  |                      |                                    |                          |
| Hollister Hills District       | 1                     | \$482,244                 | \$36,168           | \$5,881                          | 0                    | \$0                                | \$0                      |
| Oceano Dunes District          | 11                    | \$5,315,525               | \$434,359          | \$0                              | 2                    | \$0                                | \$0                      |
| Ocotillo Wells District        | 1                     | \$68,708                  | \$6,871            | \$0                              | 0                    | \$0                                | \$0                      |
| Twin Cities District           | 4                     | \$822,877                 | \$93,878           | \$0                              | 1                    | \$0                                | \$0                      |
|                                | <b>17</b>             | <b>\$6,689,356</b>        | <b>\$571,276</b>   | <b>\$5,881</b>                   | <b>3</b>             | <b>\$0</b>                         | <b>\$0</b>               |
| <b>Southern Field Division</b> |                       |                           |                    |                                  |                      |                                    |                          |
| Angeles District               | 9                     | \$4,152,656               | \$399,555          | \$0                              | 11                   | \$0                                | \$0                      |
| Channel Coast District         | 8                     | \$653,248                 | \$78,675           | \$0                              | 3                    | \$0                                | \$0                      |
| Colorado Desert District       | 2                     | \$124,485                 | \$12,975           | \$0                              | 3                    | \$0                                | \$0                      |
| Inland Empire District         | 1                     | \$432,406                 | \$25,944           | \$0                              | 2                    | \$0                                | \$412,322                |
| Orange Coast District          | 9                     | \$8,082,224               | \$311,997          | \$871,960                        | 2                    | \$0                                | \$0                      |
| San Diego Coast District       | 41                    | \$20,505,737              | \$3,302,961        | \$50,239                         | 4                    | \$0                                | \$0                      |
| San Luis Obispo Coast District | 5                     | \$9,034,712               | \$1,442,452        | \$49,484                         | 4                    | \$1,399,798                        | \$69,990                 |
| Tehachapi District             | 1                     | \$318,581                 | \$31,498           | \$0                              | 0                    | \$0                                | \$0                      |
|                                | <b>76</b>             | <b>\$43,304,048</b>       | <b>\$5,606,057</b> | <b>\$971,684</b>                 | <b>29</b>            | <b>\$1,399,798</b>                 | <b>\$482,312</b>         |
| <b>Statewide</b>               |                       |                           |                    |                                  |                      |                                    |                          |
| Statewide                      | 4                     | \$1,052,371               | \$712,566          | \$0                              | 0                    | \$0                                | \$0                      |
|                                | <b>4</b>              | <b>\$1,052,371</b>        | <b>\$712,566</b>   | <b>\$0</b>                       | <b>0</b>             | <b>\$0</b>                         | <b>\$0</b>               |

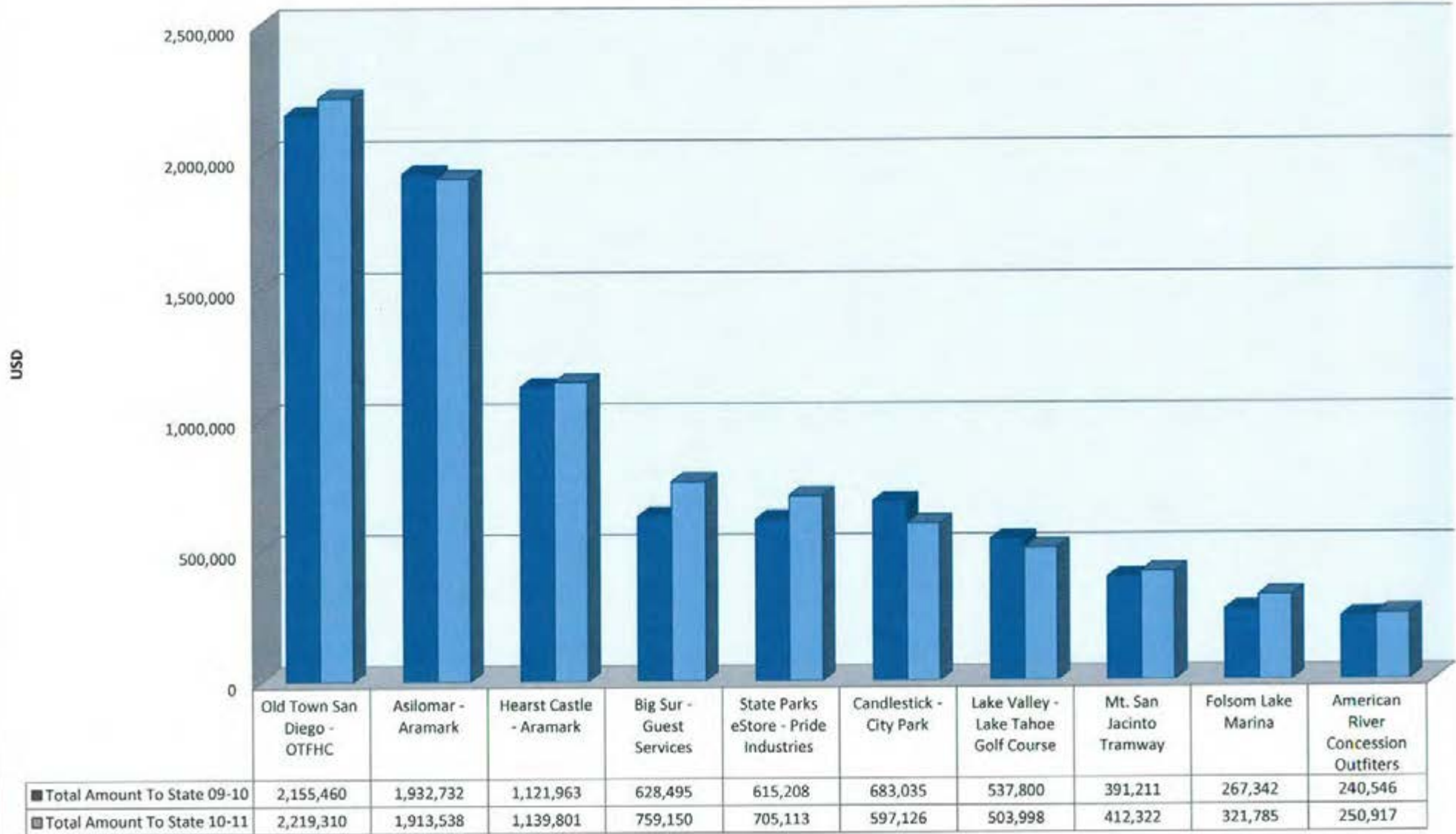
| Division    | Concession Operations | Concession Gross Receipts | Concession Rent | Concession Facility Improvements | Operating Agreements | Operating Agreement Gross Receipts | Operating Agreement Rent |
|-------------|-----------------------|---------------------------|-----------------|----------------------------------|----------------------|------------------------------------|--------------------------|
| GRAND TOTAL | 193                   | \$94,707,577              | \$12,935,281    | \$1,533,554                      | 54                   | \$2,020,218                        | \$513,063                |

**MAJOR CONCESSION CONTRACTS  
FISCAL YEARS 2009/10 AND 2010/11  
GROSS RECEIPTS**



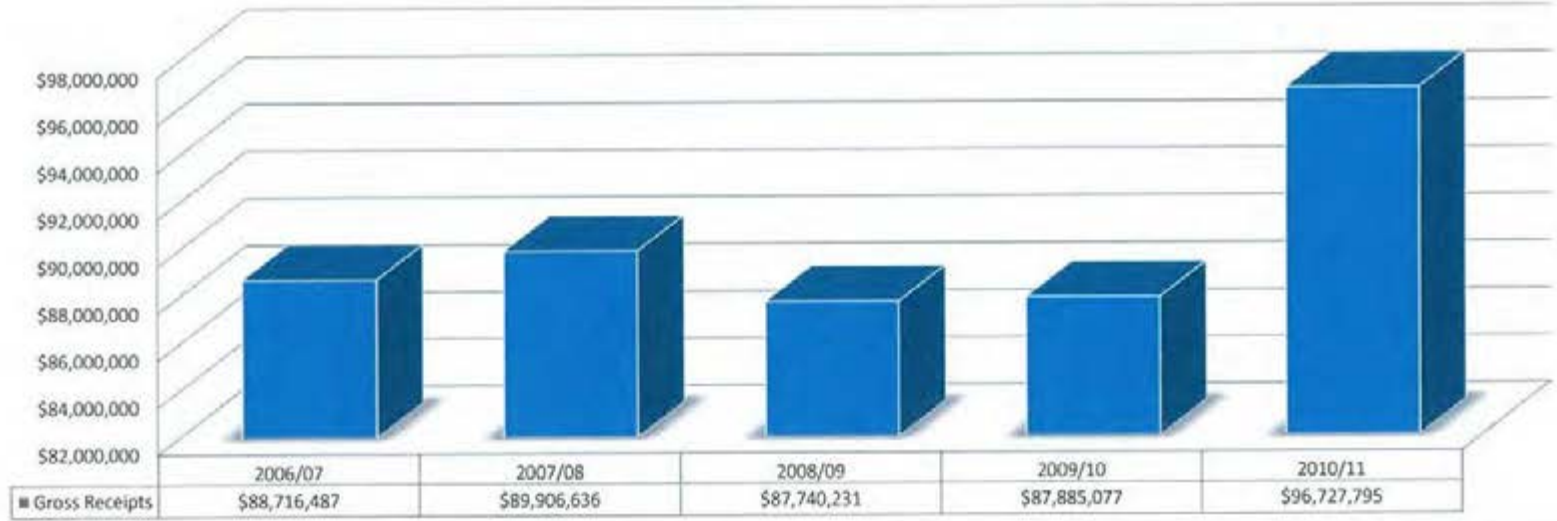


**MAJOR CONCESSION CONTRACTS  
FISCAL YEARS 2009/10 AND 2010/11  
RENT PAID TO STATE**

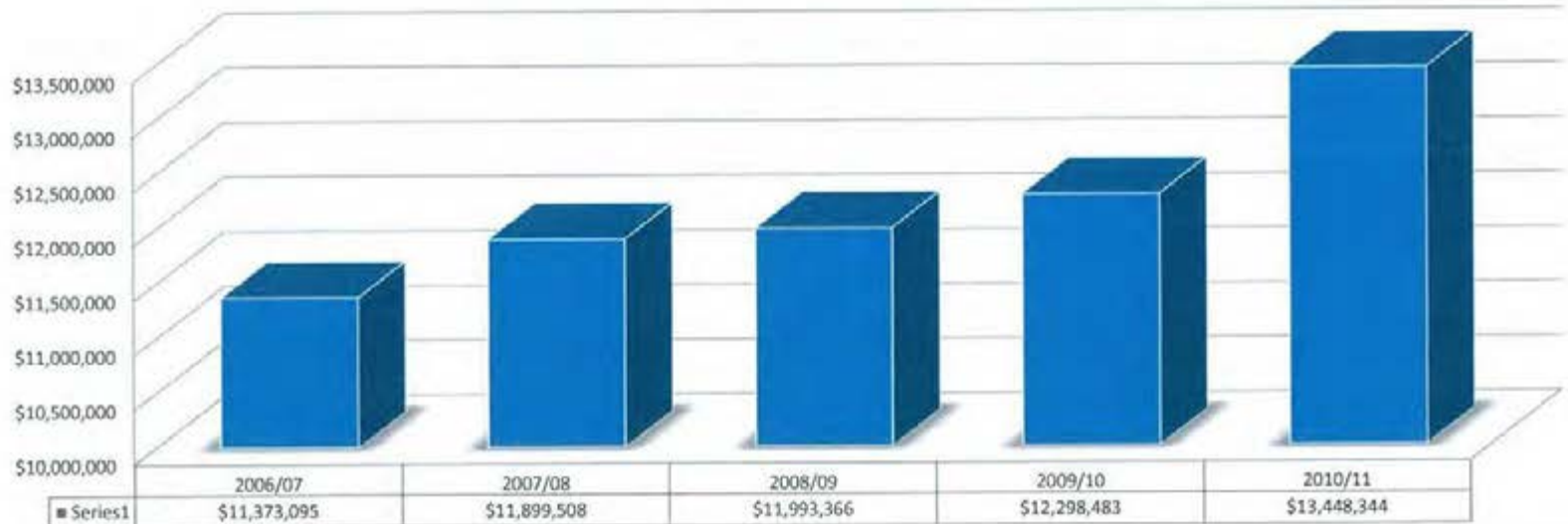


### Five Year Comparison Chart – Concession Operations

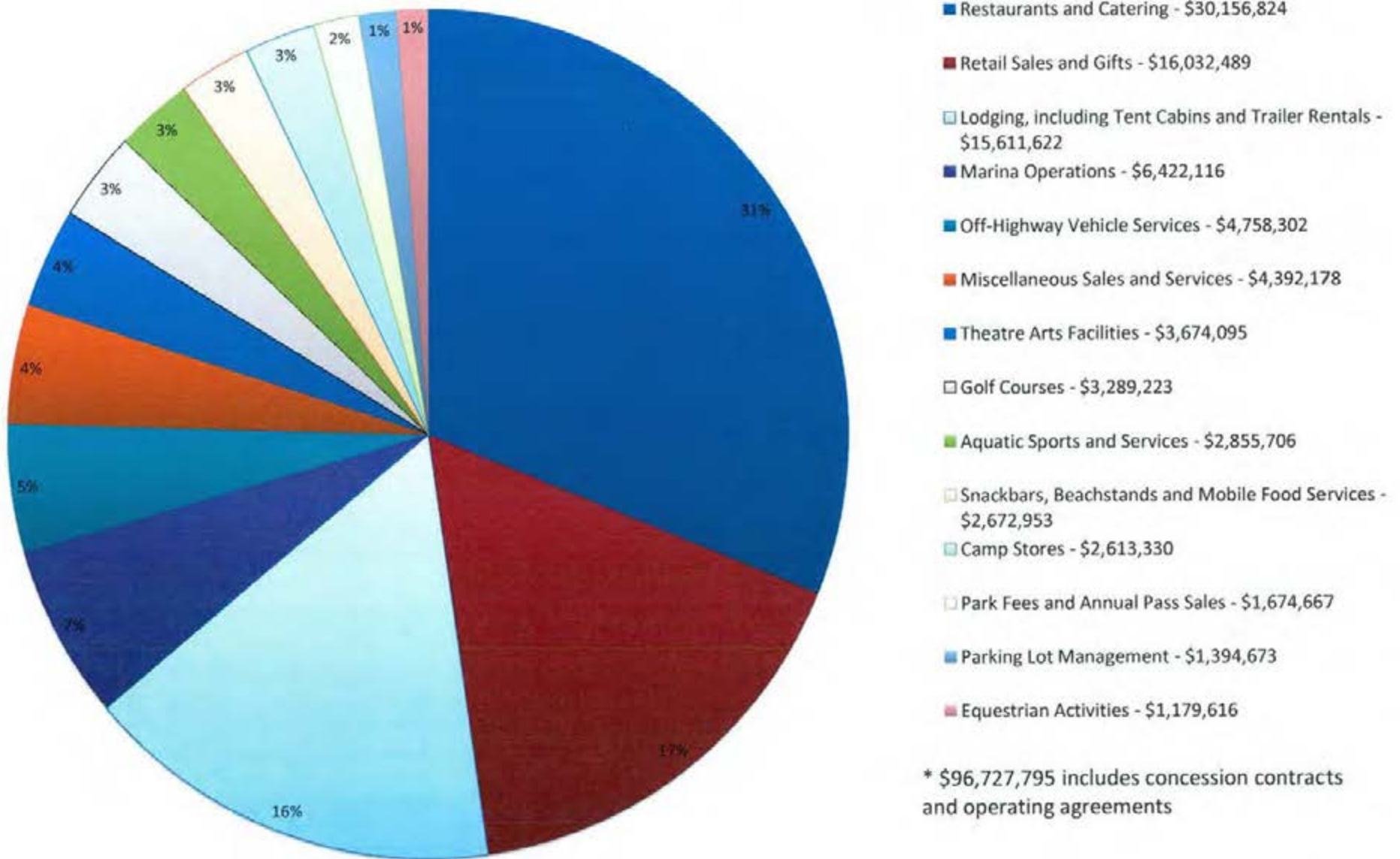
#### GROSS RECEIPTS



#### CONCESSIONAIRE RENT TO STATE

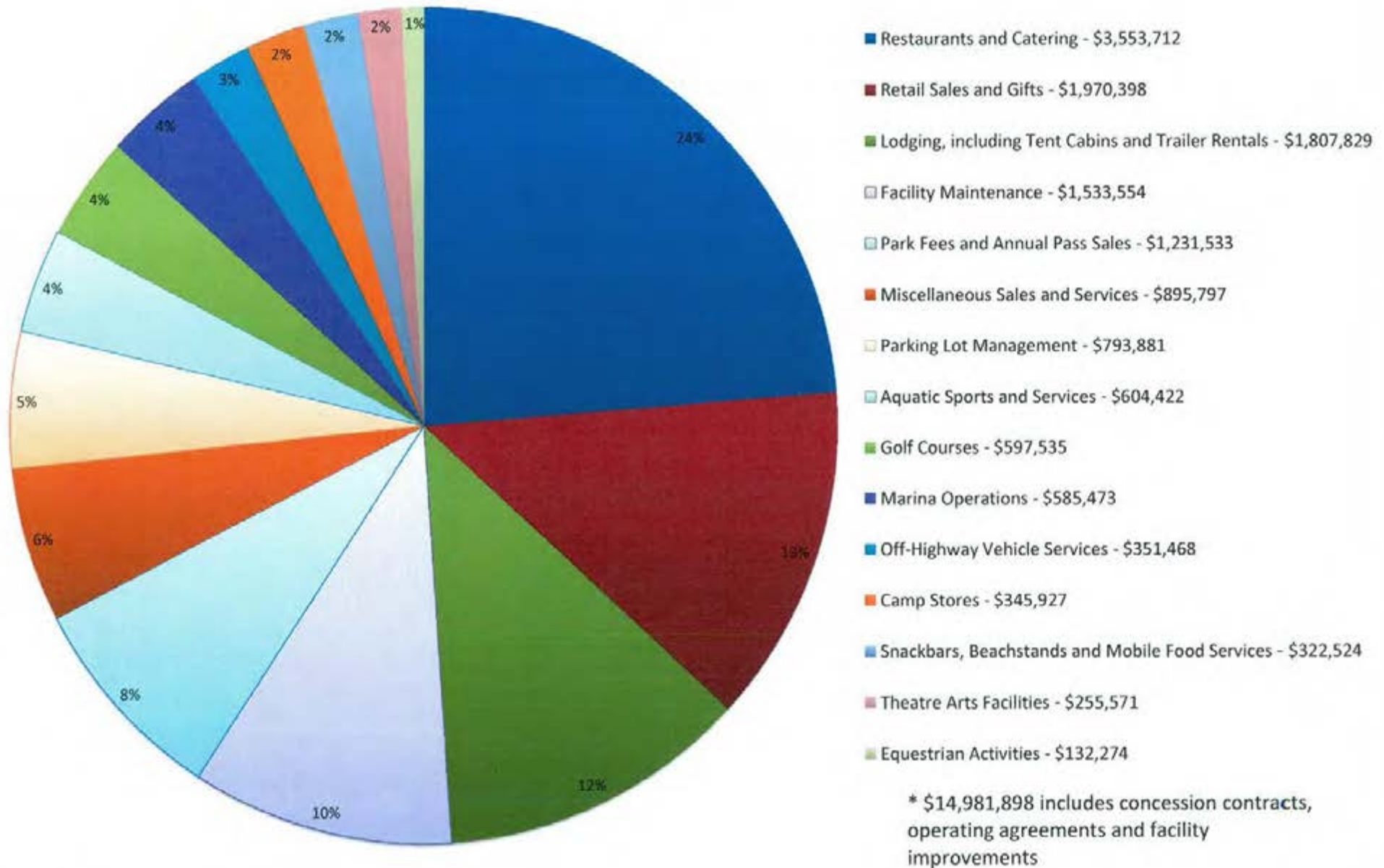


## FY 10/11 SUMMARY BY TYPE OF OPERATION - Gross Receipts \*



\* \$96,727,795 includes concession contracts and operating agreements

## FY 10/11 SUMMARY BY TYPE OF OPERATION - Rent to State\*



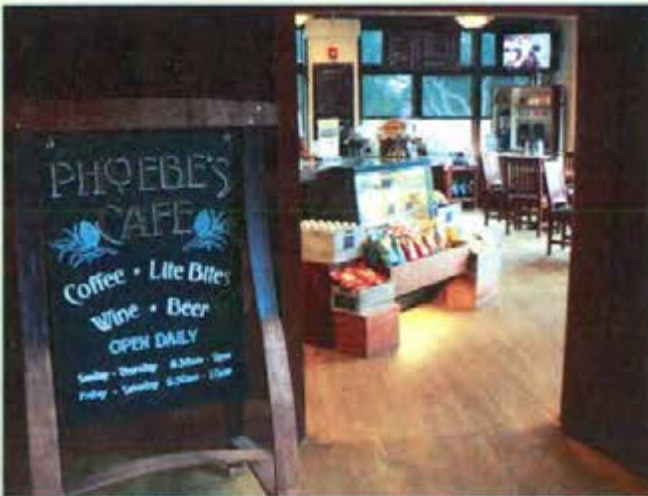
## Section B: Concession Contract Revenue Statement

Section B presents a comparative analysis of concessions, including non-profit concessions, that operated in California State Parks during fiscal years 2009-10 and 2010-11. The information is presented in alphabetical order by park unit.

Revenue figures include gross receipts and rental payments as reported by concessionaires. Figures may include park fees/pass sales where the concessionaire has such responsibility. The section also references facility maintenance and improvements funded by concessionaires.

In most cases, contract terms include a provision to adjust the minimum annual rent based on the Consumer Price Index (CPI) during the term of the contract. Rent may also include late payments and related penalties. Such provisions will create variations between gross receipts and rental information.

Non-profit concessions typically provide a park visitor product or service that could not otherwise be provided through public resources with minimal or no cost to the visitor.



*Asilomar Conference Grounds, Social Hall Renovations*

**CONCESSION CONTRACTS AND REVENUE STATEMENT**  
**Fiscal Years 2009/10 and 2010/11**

| Concessionaire Name<br>Concession Operation | Begin Date<br>End Date<br>Contract Status | Rental Terms   | GROSS RECEIPTS AND RENT |              |              |
|---|---|--|-------------------------|--------------|--------------|
| <b>Park Unit: Andrew Molera SP</b>          |   | <b>District</b> Monterey District  |                         |              |              |
| Molera Horseback Tours of Big Sur           | 5/6/2003                                  | \$2000/month or 12% of gross receipts, whichever is greater, during seasonal months of operation.  | <b>Fiscal Year</b>      | <b>09-10</b> | <b>10-11</b> |
| Horseback riding tours                      | 5/5/2013                                  |  | <b>RECEIPTS</b>         | \$196,430    | \$186,370    |
|   | In Term                                   |  | <b>RENT</b>             | \$17,956     | \$22,714     |
|   |   |  | <b>FACILITIES</b>       |              | \$0          |
| Ventana Wildlife Society                    | 1/1/2007                                  | Develop, organize and operate an environmental education and research center.  | <b>Fiscal Year</b>      | <b>09-10</b> | <b>10-11</b> |
| Wildlife Sanctuary                          | 12/31/2011                                |  | <b>RECEIPTS</b>         | \$0          | \$4,110      |
|   | In Term                                   |  | <b>RENT</b>             | \$0          | \$0          |
|   |   |  | <b>FACILITIES</b>       |              | \$0          |
| <b>Park Unit: Angel Island SP</b>           |   | <b>District</b> Marin District   |                         |              |              |
| Alcatraz Cruises, LLC                       | 4/1/2007                                  | 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. | <b>Fiscal Year</b>      | <b>09-10</b> | <b>10-11</b> |
| Alcatraz/Angel Island tours & ferry service | 3/31/2008                                 |  | <b>RECEIPTS</b>         | \$476,289    | \$499,448    |
|   | Month to Month                            |  | <b>RENT</b>             | \$142,514    | \$154,792    |
|   |   |  | <b>FACILITIES</b>       | \$7,854      | \$8,110      |
| Blue and Gold Ferry Service                 | 6/1/1999                                  | 15% of monthly gross receipts for rent, 2% for dock maintenance, plus collection of day use fees.  | <b>Fiscal Year</b>      | <b>09-10</b> | <b>10-11</b> |
| Ferry service from San Francisco            | 5/31/2009                                 |  | <b>RECEIPTS</b>         | \$417,803    | \$497,417    |
|   | Month to Month                            |  | <b>RENT</b>             | \$137,246    | \$160,609    |
|   |   |  | <b>FACILITIES</b>       | \$6,601      | \$7,925      |

| Concessionaire Name<br>Concession Operation    | Begin Date<br>End Date<br>Contract Status | Rental Terms   | GROSS RECEIPTS AND RENT  |              |              |
|--|---|--|--------------------------|--------------|--------------|
| <b>Margaret McDonogh Tiburon Ferry Company</b> | 1/1/1992                                  | 9% of first \$21,000/month, plus 11% of all fare receipts over \$21,000/month, plus collection of day use fees. Contract negotiations pending.   | <b>Fiscal Year</b>       | <b>09-10</b> | <b>10-11</b> |
| Tiburon Ferry Service                          | 12/31/1993                                |  | <b>RECEIPTS</b>          | \$743,571    | \$753,351    |
|  | Month to Month                            |  | <b>RENT</b>              | \$197,328    | \$193,474    |
|  |   |  | <b>FACILITIES</b>        | \$0          |              |
| <b>Urban Park Concessionaires</b>              | 9/1/1989                                  | 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. | <b>Fiscal Year</b>       | <b>09-10</b> | <b>10-11</b> |
| Café, tours, retail and rental                 | 8/31/2009                                 |  | <b>RECEIPTS</b>          | \$1,073,249  | \$1,279,328  |
|  | Month to Month                            |  | <b>RENT</b>              | \$72,162     | \$90,170     |
|  |   |  | <b>FACILITIES</b>        | \$0          |              |
| <b>Park Unit: Anza-Borrego Desert SP</b>       |   | <b>District</b>  | Colorado Desert District |              |              |
| <b>California Overland</b>                     | 4/1/2005                                  | \$1,000/year or 10% of all gross receipts, whichever is greater.   | <b>Fiscal Year</b>       | <b>09-10</b> | <b>10-11</b> |
| Off road vehicle tours                         | 3/31/2007                                 |  | <b>RECEIPTS</b>          | \$112,402    | \$105,717    |
|  | Month to Month                            |  | <b>RENT</b>              | \$11,241     | \$10,575     |
|  |   |  | <b>FACILITIES</b>        | \$0          |              |
| <b>Park Unit: Armstrong Redwoods SNR</b>       |   | <b>District</b>  | Russian River District   |              |              |
| <b>Armstrong Woods Pack Station</b>            | 9/1/1996                                  | 5% of first \$30,000 of annual gross receipts, plus 7% of annual gross receipts over \$30,000.   | <b>Fiscal Year</b>       | <b>09-10</b> | <b>10-11</b> |
| Horseback riding tours                         | 8/31/2006                                 |  | <b>RECEIPTS</b>          | \$36,419     | \$39,815     |
|  | Month to Month                            |  | <b>RENT</b>              | \$2,213      | \$2,137      |
|  |   |  | <b>FACILITIES</b>        | \$0          |              |

| Concessionaire Name<br>Concession Operation | Begin Date<br>End Date<br>Contract Status | Rental Terms  | GROSS RECEIPTS AND RENT |              |              |
|---|---|---|-------------------------|--------------|--------------|
| <b>Park Unit: Asilomar SB</b>               |   | <b>District</b> Monterey District   |                         |              |              |
| ARAMARK Sports & Entertainment              | 10/1/2009                                 | \$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.                      | <b>Fiscal Year</b>      | <b>09-10</b> | <b>10-11</b> |
| Asilomar Conference Grounds                 | 9/30/2029                                 |   | <b>RECEIPTS</b>         | \$13,969,356 | \$19,135,366 |
|   | In Term                                   |   | <b>RENT</b>             | \$1,519,298  | \$1,913,538  |
|   |   |   | <b>FACILITIES</b>       | \$279,387    | \$382,707    |
| Delaware North Parks Services at Asilomar   | 6/1/1997                                  | \$1,000,000/year or 8.61% of gross receipts up to \$14.93 million, plus 25% of gross receipts over \$14.93 million, whichever is greater; 5% of gross receipts for facility improvements; \$486,000/year for DPR operational support. Terminated 9/13/2009. | <b>Fiscal Year</b>      | <b>09-10</b> | <b>10-11</b> |
| Asilomar Conference Grounds                 | 5/31/2007                                 |   | <b>RECEIPTS</b>         | \$4,801,972  | \$0          |
|   | Terminated                                |   | <b>RENT</b>             | \$413,434    | \$0          |
|   |   |   | <b>FACILITIES</b>       | \$240,242    | \$0          |
| <b>Park Unit: Auburn SRA</b>                |   | <b>District</b> Gold Fields District  |                         |              |              |
| American River Concession Outfitters        | 3/1/2010                                  | Rent from 39 separate contracts based on flat fee and tour participant fee. Contracts renew annually. All rent supports the park unit operations.   | <b>Fiscal Year</b>      | <b>09-10</b> | <b>10-11</b> |
| Whitewater rafting & hiking                 | 2/28/2011                                 |   | <b>RECEIPTS</b>         | \$0          | \$0          |
|   | Month to Month                            |   | <b>RENT</b>             | \$240,546    | \$250,917    |
|   |   |   | <b>FACILITIES</b>       |              | \$0          |
| Auburn Boat Club                            | 1/1/2007                                  | \$50/month or 10% of gross receipts excluding gasoline sales, whichever is greater.   | <b>Fiscal Year</b>      | <b>09-10</b> | <b>10-11</b> |
| Slip and mooring rental                     | 9/30/2008                                 |   | <b>RECEIPTS</b>         | \$22,678     | \$966        |
|   | Month to Month                            |   | <b>RENT</b>             | \$2,424      | \$5,803      |
|   |   |   | <b>FACILITIES</b>       |              | \$0          |
| Hotshots, Imaging Inc.                      | 5/1/2005                                  | \$50/month or 5% of gross receipts, whichever is greater.   | <b>Fiscal Year</b>      | <b>09-10</b> | <b>10-11</b> |
| Photography                                 | 9/30/2005                                 |   | <b>RECEIPTS</b>         | \$44,462     | \$40,759     |
|   | Month to Month                            |   | <b>RENT</b>             | \$2,291      | \$2,038      |
|   |   |   | <b>FACILITIES</b>       |              | \$0          |



| Concessionaire Name<br>Concession Operation                     | Begin Date<br>End Date<br>Contract Status | Rental Terms  | GROSS RECEIPTS AND RENT |                       |           |
|---|---|---|-------------------------|-----------------------|-----------|
| Michael Juarez dba Whitewater Photos<br>Vita Boating            | 4/13/2011                                 | \$25/month or 5% of gross receipts,<br>whichever is greater.  | Fiscal Year             | 09-10                 | 10-11     |
| Whitewater photography/filming                                  | 5/12/2011<br>Month to Month               |   | RECEIPTS                |                       | \$10,993  |
|   |   |   | RENT                    |                       | \$550     |
|   |   |   | FACILITIES              |                       | \$0       |
| Sierra Nevada Photo P.S. Photos<br>Photography service          | 5/1/2005<br>8/31/2005<br>Month to Month   | \$25/month or 5% of gross receipts,<br>whichever amount is greater.   | Fiscal Year             | 09-10                 | 10-11     |
|   |   |   | RECEIPTS                | \$7,858               | \$4,722   |
|   |   |   | RENT                    | \$128                 | \$236     |
|   |   |   | FACILITIES              |                       | \$0       |
| <b>Park Unit: Big Basin Redwoods SP</b>                         |   |   | <b>District</b>         | Santa Cruz District   |           |
| Urban Park Concessionaires<br>Campstore, gift shop, tent cabins | 10/1/2007<br>9/30/2017<br>In Term         | \$5,000/month or 16.5% monthly gross<br>receipts, whichever is greater, plus<br>minimum \$218,000 capital investment.   | Fiscal Year             | 09-10                 | 10-11     |
|   |   |   | RECEIPTS                | \$890,865             | \$975,293 |
|   |   |   | RENT                    | \$155,431             | \$169,965 |
|   |   |   | FACILITIES              |                       | \$0       |
| <b>Park Unit: Bolsa Chica SB</b>                                |   |   | <b>District</b>         | Orange Coast District |           |
| LUV-2-CAMP, LLC<br>Camp Trailer Rental                          | 8/1/2010<br>7/31/2012<br>In Term          | \$6,000/year or 10% of gross receipts up<br>to \$500,000 and 12% over, whichever is<br>greater. Year 1 rent based on gross<br>receipts only. Crystal Cove campground<br>added in July 2011.         | Fiscal Year             | 09-10                 | 10-11     |
|   |   |   | RECEIPTS                |                       | \$1,144   |
|   |   |   | RENT                    |                       | \$114     |
|   |   |   | FACILITIES              |                       | \$0       |
| Playland Concessions Inc. dba BABES<br>Catering & Rentals       | 1/1/2003                                  | \$20,000/year or 12.5% of annual gross<br>receipts April-September and 6% of gross<br>receipts October-March except for<br>catering services at 15.5% of gross<br>receipts; and 1% for maintenance. | Fiscal Year             | 09-10                 | 10-11     |
| Beach Stands  | 12/31/2013<br>In Term                     |   | RECEIPTS                | \$137,804             | \$114,982 |
|   |   |   | RENT                    | \$20,422              | \$21,854  |
|   |   |   | FACILITIES              | \$1,378               | \$944     |

| Concessionaire Name<br>Concession Operation | Begin Date<br>End Date<br>Contract Status | Rental Terms   | GROSS RECEIPTS AND RENT |              |              |
|---|---|--|-------------------------|--------------|--------------|
| <b>Park Unit: Bothe-Napa Valley SP</b>      |   | <b>District</b> Diablo Vista District  |                         |              |              |
| Triple Creek Horse Outfit                   | 7/1/2003                                  | \$350/month or 10% of gross receipts up to \$3,500, plus 12% of gross receipts over \$3,500. FY 10/11 rent reported under Bothe-Napa resulted from claim against performance bond. | <b>Fiscal Year</b>      | <b>09-10</b> | <b>10-11</b> |
| Horseback riding                            | 6/30/2008                                 |  | <b>RECEIPTS</b>         | \$39,760     | \$0          |
|   | Terminated                                |  | <b>RENT</b>             | \$0          | \$15,000     |
|   |   |  | <b>FACILITIES</b>       |              | \$0          |
| <b>Park Unit: Candlestick Point SRA</b>     |   | <b>District</b> Diablo Vista District  |                         |              |              |
| City Park of San Francisco                  | 1/1/1993                                  | 92% of gross receipts.   | <b>Fiscal Year</b>      | <b>09-10</b> | <b>10-11</b> |
| Event parking                               | 12/31/1997                                |  | <b>RECEIPTS</b>         | \$742,430    | \$649,050    |
|   | Month to Month                            |  | <b>RENT</b>             | \$683,035    | \$597,126    |
|   |   |  | <b>FACILITIES</b>       |              | \$0          |
| <b>Park Unit: Cardiff SB</b>                |   | <b>District</b> San Diego Coast District   |                         |              |              |
| Babe's at the Beach                         | 3/1/2008                                  | \$2400/year or 15% of gross receipts, whichever is greater.  | <b>Fiscal Year</b>      | <b>09-10</b> | <b>10-11</b> |
| Snackbar, beachstand                        | 2/28/2010                                 |  | <b>RECEIPTS</b>         | \$599        | \$0          |
|   | Terminated                                |  | <b>RENT</b>             | \$81         | \$0          |
|   |   |  | <b>FACILITIES</b>       |              | \$0          |
| Espresso by the Sea                         | 10/1/2007                                 | \$2,400/year or 15% of gross receipts, whichever is greater. Seasonal and weekend operation.   | <b>Fiscal Year</b>      | <b>09-10</b> | <b>10-11</b> |
| Mobile coffee cart                          | 9/30/2009                                 |  | <b>RECEIPTS</b>         | \$5,938      | \$0          |
|   | Terminated                                |  | <b>RENT</b>             | \$891        | \$0          |
|   |   |  | <b>FACILITIES</b>       |              | \$0          |

| Concessionaire Name<br>Concession Operation                | Begin Date<br>End Date<br>Contract Status | Rental Terms  | GROSS RECEIPTS AND RENT |              |              |
|--|---|---|-------------------------|--------------|--------------|
| <b>Park Unit: Carlsbad SB</b>                              |   | <b>District</b> San Diego Coast District  |                         |              |              |
| Carlsbad Paddle Sports<br>Kayak Instruction                | 9/4/2008<br>9/3/2009<br>Terminated        | 10% of monthly gross receipts.  | <b>Fiscal Year</b>      | <b>09-10</b> | <b>10-11</b> |
|  |   |   | <b>RECEIPTS</b>         | \$120        | \$0          |
|  |   |   | <b>RENT</b>             | \$12         | \$0          |
|  |   |   | <b>FACILITIES</b>       |              | \$0          |
| Carlsbad Paddle Sports<br>Kayak Instruction                | 10/30/2009<br>10/29/2010<br>Terminated    | 10% of monthly gross receipts.  | <b>Fiscal Year</b>      | <b>09-10</b> | <b>10-11</b> |
|  |   |   | <b>RECEIPTS</b>         | \$80         | \$0          |
|  |   |   | <b>RENT</b>             | \$8          | \$0          |
|  |   |   | <b>FACILITIES</b>       |              | \$0          |
| So Cal Surf Lessons<br>Frazee Beach Surf Lessons           | 6/1/2009<br>5/31/2014<br>In Term          | \$200/year or 12% of gross receipts<br>whichever is greater June-August; 12%<br>gross receipts remainder of year.   | <b>Fiscal Year</b>      | <b>09-10</b> | <b>10-11</b> |
|  |   |   | <b>RECEIPTS</b>         | \$17,107     | \$17,401     |
|  |   |   | <b>RENT</b>             | \$2,053      | \$2,088      |
|  |   |   | <b>FACILITIES</b>       |              | \$0          |
| So Cal Surf Lessons<br>North of Tierra Mar Surf Lessons    | 7/1/2010<br>6/30/2015<br>In Term          | \$200/month or 12% of gross receipts<br>whichever is greater June-August; 12% of<br>gross receipts remainder of year.   | <b>Fiscal Year</b>      | <b>09-10</b> | <b>10-11</b> |
|  |   |   | <b>RECEIPTS</b>         |              | \$0          |
|  |   |   | <b>RENT</b>             |              | \$400        |
|  |   |   | <b>FACILITIES</b>       |              | \$0          |
| Sunset Parking Services LLC<br>Sunset Parking Services LLC | 3/1/2010<br>2/28/2011<br>Month to Month   | \$70,000/year or the following<br>percentages of gross receipts, whichever<br>is greater. 50% of gross receipts up to<br>\$140,000 plus 60% of gross receipts over<br>\$140,000 | <b>Fiscal Year</b>      | <b>09-10</b> | <b>10-11</b> |
|  |   |   | <b>RECEIPTS</b>         | \$84,513     | \$180,353    |
|  |   |   | <b>RENT</b>             | \$42,257     | \$95,549     |
|  |   |   | <b>FACILITIES</b>       |              | \$0          |

| Concessionaire Name<br>Concession Operation                    | Begin Date<br>End Date<br>Contract Status | Rental Terms  | GROSS RECEIPTS AND RENT |              |              |
|--|---|---|-------------------------|--------------|--------------|
| <b>Park Unit: Carmel River SB</b>                              |   | <b>District</b> Monterey District   |                         |              |              |
| Serendipity Farms  | 2/1/2008                                  | 5% of gross receipts in Year 1; \$1,500 or 10% of gross receipts, whichever is greater, in subsequent years.                  | <b>Fiscal Year</b>      | <b>09-10</b> | <b>10-11</b> |
| Demonstration organic farm                                     | 1/31/2013                                 |   | <b>RECEIPTS</b>         | \$3,402      | \$4,100      |
|  | In Term                                   |   | <b>RENT</b>             | \$340        | \$410        |
|  |   |   | <b>FACILITIES</b>       |              | \$0          |
| <b>Park Unit: Carnegie SVRA</b>                                |   | <b>District</b> Twin Cities District  |                         |              |              |
| Motomart at Carnegie   | 10/1/1991                                 | \$800/month or 5% of monthly gross receipts, whichever is greater. New contract effective 7/1/2010.                           | <b>Fiscal Year</b>      | <b>09-10</b> | <b>10-11</b> |
| OHV parts and supply store                                     | 9/30/1996                                 |   | <b>RECEIPTS</b>         | \$695,021    | \$0          |
|  | Terminated                                |   | <b>RENT</b>             | \$34,751     | \$0          |
|  |   |   | <b>FACILITIES</b>       |              | \$0          |
| Motomart at Carnegie   | 7/1/2010                                  | \$80,000/year or 10% of gross receipts, whichever is greater. Early Entry Permit issued 3/1/2010.                             | <b>Fiscal Year</b>      | <b>09-10</b> | <b>10-11</b> |
| OHV Retail and Camp Store                                      | 6/30/2018                                 |   | <b>RECEIPTS</b>         |              | \$584,280    |
|  | In Term                                   |   | <b>RENT</b>             |              | \$58,428     |
|  |   |   | <b>FACILITIES</b>       |              | \$0          |
| <b>Park Unit: Carpinteria SB</b>                               |   | <b>District</b> Channel Coast District  |                         |              |              |
| K & W Rentals LLC / Trailers 2 U                               | 8/1/2009                                  | \$6,000/year or 10% of the first \$300,000 of gross receipts plus 12% of gross receipts over \$300,000, whichever is greater. | <b>Fiscal Year</b>      | <b>09-10</b> | <b>10-11</b> |
| Camp Trailer Rentals Carpinteria, El Capitan, Gaviota, Refugio | 7/31/2011                                 |   | <b>RECEIPTS</b>         | \$26,930     | \$102,035    |
|  | In Term                                   |   | <b>RENT</b>             | \$2,693      | \$10,204     |
|  |   |   | <b>FACILITIES</b>       |              | \$0          |

| Concessionaire Name<br>Concession Operation         | Begin Date<br>End Date<br>Contract Status | Rental Terms  | GROSS RECEIPTS AND RENT |              |              |
|---|---|---|-------------------------|--------------|--------------|
| <b>Park Unit: China Camp SP</b>                     |   | <b>District</b> Marin District  |                         |              |              |
| Frank Quan  | 3/1/1999                                  | \$600/year or 10% of annual gross receipts, whichever is greater.   | <b>Fiscal Year</b>      | <b>09-10</b> | <b>10-11</b> |
| Historic Village operations                         | 2/28/2009                                 |   | <b>RECEIPTS</b>         | \$15,823     | \$10,442     |
|   | Month to Month                            |   | <b>RENT</b>             | \$1,580      | \$1,131      |
|   |   |   | <b>FACILITIES</b>       |              | \$0          |
| <b>Park Unit: Clear Lake SP</b>                     |   | <b>District</b> Northern Buttes District  |                         |              |              |
| Recreation Resource Management                      | 6/1/2005                                  | 8% of gross receipts.   | <b>Fiscal Year</b>      | <b>09-10</b> | <b>10-11</b> |
| Camp store, marina and cabins                       | 1/31/2007                                 |   | <b>RECEIPTS</b>         | \$65,433     | \$59,460     |
|   | Month to Month                            |   | <b>RENT</b>             | \$5,235      | \$4,757      |
|   |   |   | <b>FACILITIES</b>       |              | \$0          |
| <b>Park Unit: Columbia SHP</b>                      |   | <b>District</b> Central Valley District   |                         |              |              |
| A. deCosmos Daguerrean Studio                       | 8/1/2008                                  | \$5000/year or 5% of annual gross receipts, whichever is greater. Assigned to Kamice's Photographic Establishment 8/1/2010.   | <b>Fiscal Year</b>      | <b>09-10</b> | <b>10-11</b> |
| Daguerrean Photo Studio                             | 7/31/2018                                 |   | <b>RECEIPTS</b>         | \$36,031     | \$0          |
|   | Assignment                                |   | <b>RENT</b>             | \$1,652      | \$0          |
|   |   |   | <b>FACILITIES</b>       |              | \$0          |
| Briggs Hospitality, LLC                             | 5/1/2010                                  | \$25,000/year or 2.5% of first \$1 million in gross receipts and 3% over \$1 million, whichever is greater. Rent offset up to \$25,000 for annual marketing investment. | <b>Fiscal Year</b>      | <b>09-10</b> | <b>10-11</b> |
| City & Fallon Hotel Complexes, Bart's Black Skillet | 6/30/2013                                 |   | <b>RECEIPTS</b>         | \$59,256     | \$630,153    |
|   | In Term                                   |   | <b>RENT</b>             | \$0          | \$15,754     |
|   |   |   | <b>FACILITIES</b>       |              | \$0          |
| Brown's Coffee & Sweets                             | 1/1/1997                                  | \$8,750/year or 7% of gross receipts, whichever is greater, plus 1% of annual gross receipts for maintenance.   | <b>Fiscal Year</b>      | <b>09-10</b> | <b>10-11</b> |
| Brown's Coffee & Sweet Shop                         | 12/31/2007                                |   | <b>RECEIPTS</b>         | \$204,999    | \$216,131    |
|   | Month to Month                            |   | <b>RENT</b>             | \$14,605     | \$15,129     |
|   |   |   | <b>FACILITIES</b>       | \$682        | \$2,161      |

| Concessionaire Name<br>Concession Operation              | Begin Date<br>End Date<br>Contract Status | Rental Terms   | GROSS RECEIPTS AND RENT |              |              |
|--|---|--|-------------------------|--------------|--------------|
| Claudia Carlson & Lisa Taylor dba<br>Columbia Mercantile | 12/1/2009                                 | \$15,000/year or 4% of gross receipts up to \$350,000 plus 5% over \$350,000, whichever is greater. Contract reassigned from Paul & Mary Gjerde effective 9/1/2010..                   | <b>Fiscal Year</b>      | <b>09-10</b> | <b>10-11</b> |
| Historic Retail and Grocery Store                        | 11/30/2014                                |  | <b>RECEIPTS</b>         |              | \$454,693    |
|  | In Term                                   |  | <b>RENT</b>             |              | \$18,187     |
|  |   |  | <b>FACILITIES</b>       |              | \$0          |
| Columbia Candle & Soap Works                             | 6/1/1997                                  | \$200/month or 3% of monthly gross receipts, whichever is greater.   | <b>Fiscal Year</b>      | <b>09-10</b> | <b>10-11</b> |
| Candle & soap shop                                       | 5/31/1999                                 |  | <b>RECEIPTS</b>         | \$164,642    | \$165,911    |
|  | Month to Month                            |  | <b>RENT</b>             | \$4,939      | \$4,977      |
|  |   |  | <b>FACILITIES</b>       |              | \$0          |
| Columbia Candy Kitchen, Inc.                             | 11/1/2005                                 | \$27,600/year or 5% of annual gross receipts, whichever is greater.  | <b>Fiscal Year</b>      | <b>09-10</b> | <b>10-11</b> |
| Candy store  | 10/31/2015                                |  | <b>RECEIPTS</b>         | \$643,858    | \$651,843    |
|  | In Term                                   |  | <b>RENT</b>             | \$34,041     | \$26,620     |
|  |   |  | <b>FACILITIES</b>       |              | \$0          |
| Fancy Dry Goods and Clothing Store                       | 4/1/2002                                  | \$5,000/year or 7% of annual gross receipts, whichever is greater. Assigned to Teri Van Buskirk effective 5/1/2010.  | <b>Fiscal Year</b>      | <b>09-10</b> | <b>10-11</b> |
| Dry goods & clothing store                               | 3/31/2012                                 |  | <b>RECEIPTS</b>         | \$23,538     | \$0          |
|  | Assignment                                |  | <b>RENT</b>             | \$4,148      | \$0          |
|  |   |  | <b>FACILITIES</b>       |              | \$0          |
| Floyd Oydegaard  | 8/1/2000                                  | \$150/month or 1.5% of gross receipts during contract years 1 through 3. \$200/month or 5% of gross receipts during contract years 4 through 10.                                       | <b>Fiscal Year</b>      | <b>09-10</b> | <b>10-11</b> |
| Columbia Bookseller's and Stationary                     | 7/31/2010                                 |  | <b>RECEIPTS</b>         | \$43,906     | \$50,752     |
|  | Month to Month                            |  | <b>RENT</b>             | \$2,787      | \$2,983      |
|  |   |  | <b>FACILITIES</b>       |              | \$0          |
| Jack Douglass Saloon                                     | 6/1/2002                                  | \$300/month or 4% of monthly gross receipts, whichever is greater in years 1 and 2. Years 3 through 10 minimum monthly of \$600 or 6% of monthly gross receipts, whichever is greater. | <b>Fiscal Year</b>      | <b>09-10</b> | <b>10-11</b> |
| Food and beverages                                       | 5/31/2012                                 |  | <b>RECEIPTS</b>         | \$222,910    | \$191,409    |
|  | In Term                                   |  | <b>RENT</b>             | \$13,323     | \$11,724     |
|  |   |  | <b>FACILITIES</b>       |              | \$0          |

| Concessionaire Name<br>Concession Operation                       | Begin Date<br>End Date<br>Contract Status | Rental Terms   | GROSS RECEIPTS AND RENT |           |           |
|---|---|--|-------------------------|-----------|-----------|
| John & Jeanne Hand<br>St. Charles Saloon                          | 7/1/2001<br>6/30/2011<br>In Term          | \$1,000/month or 8% of monthly gross receipts, whichever sum is greater.   | Fiscal Year             | 09-10     | 10-11     |
|   |   |  | RECEIPTS                | \$131,947 | \$114,073 |
|   |   |  | RENT                    | \$12,339  | \$12,313  |
|   |   |  | FACILITIES              | \$1,319   | \$779     |
| Kamice's Photographic Establishment<br>Photographic studio        | 8/1/2008<br>7/31/2018<br>In Term          | \$5,000/year or 5% of gross receipts, whichever is greater. Assigned from A. DeCosmos Daguerrean Studio 8/1/2010.                  | Fiscal Year             | 09-10     | 10-11     |
|   |   |  | RECEIPTS                | \$1,026   | \$88,394  |
|   |   |  | RENT                    | \$51      | \$4,420   |
|   |   |  | FACILITIES              |           | \$0       |
| Maria and Kurt Laubhan<br>The Farmer's Friend Seed & Garden Store | 12/1/2009<br>11/30/2011<br>In Term        | \$500/month or 5% of annual gross receipts, whichever is greater; and facility improvement investment. Early Entry Permit granted. | Fiscal Year             | 09-10     | 10-11     |
|   |   |  | RECEIPTS                | \$63,540  | \$50,983  |
|   |   |  | RENT                    | \$6,928   | \$6,035   |
|   |   |  | FACILITIES              |           | \$0       |
| Maryann & David Brown<br>Pioneer Emporium Gift Shop               | 6/1/1997<br>5/31/2007<br>Terminated       | \$850/month or 7% of monthly gross receipts, whichever is greater, plus 1% of monthly gross receipts for maintenance.              | Fiscal Year             | 09-10     | 10-11     |
|   |   |  | RECEIPTS                | \$82,237  | \$13,440  |
|   |   |  | RENT                    | \$10,290  | \$941     |
|   |   |  | FACILITIES              | \$822     | \$134     |
| Maryann & David Brown<br>Towle & Leavitt Historic Retail Shop     | 2/1/2006<br>1/31/2016<br>In Term          | \$14,000/year or 7% of annual gross receipts up to \$200,000 plus 8% over \$200,000, whichever is greater.                         | Fiscal Year             | 09-10     | 10-11     |
|   |   |  | RECEIPTS                | \$153,076 | \$144,884 |
|   |   |  | RENT                    | \$14,846  | \$14,198  |
|   |   |  | FACILITIES              |           | \$0       |
| Maryann & David Brown<br>Pioneer Emporium                         | 8/1/2010<br>1/31/2011<br>Terminated       | \$3,500/year or 7% of monthly gross receipts, whichever is greater. New contract awarded to Sycamore.                              | Fiscal Year             | 09-10     | 10-11     |
|   |   |  | RECEIPTS                |           | \$42,106  |
|   |   |  | RENT                    |           | \$4,091   |
|   |   |  | FACILITIES              |           | \$174     |

| Concessionaire Name<br>Concession Operation                          | Begin Date<br>End Date<br>Contract Status | Rental Terms  | GROSS RECEIPTS AND RENT |              |              |
|--|---|---|-------------------------|--------------|--------------|
| Masons of California<br>Use of meeting hall                          | 6/1/1999<br>5/31/2049<br>In Term          | \$1.00/year plus care and maintenance of the Masonic Temple and provision of interpretive exhibit for public benefit.   | <b>Fiscal Year</b>      | <b>09-10</b> | <b>10-11</b> |
|  |   |   | <b>RECEIPTS</b>         | \$0          | \$0          |
|  |   |   | <b>RENT</b>             | \$0          | \$0          |
|  |   |   | <b>FACILITIES</b>       |              | \$0          |
| Matelot Gulch Mining Company<br>Mine tours, supplies, & gold panning | 6/1/2000<br>5/31/2010<br>Month to Month   | \$12,000/year or 6% of annual gross receipts, whichever is greater.   | <b>Fiscal Year</b>      | <b>09-10</b> | <b>10-11</b> |
|  |   |   | <b>RECEIPTS</b>         | \$177,745    | \$204,410    |
|  |   |   | <b>RENT</b>             | \$12,201     | \$12,265     |
|  |   |   | <b>FACILITIES</b>       |              | \$0          |
| Native Sons of the Golden West<br>Columbia parlor #258               | 6/1/2002<br>5/31/2007<br>Month to Month   | \$1.00/year plus care and maintenance of Masonic Temple and provision of public interpretive exhibit.   | <b>Fiscal Year</b>      | <b>09-10</b> | <b>10-11</b> |
|  |   |   | <b>RECEIPTS</b>         | \$0          | \$0          |
|  |   |   | <b>RENT</b>             | \$0          | \$0          |
|  |   |   | <b>FACILITIES</b>       |              | \$0          |
| Parrott's Blacksmith<br>Blacksmith shop                              | 7/1/1998<br>6/30/2008<br>Month to Month   | \$150/month or 3% of gross receipts, whichever is greater.  | <b>Fiscal Year</b>      | <b>09-10</b> | <b>10-11</b> |
|  |   |   | <b>RECEIPTS</b>         | \$57,296     | \$61,299     |
|  |   |   | <b>RENT</b>             | \$2,280      | \$2,268      |
|  |   |   | <b>FACILITIES</b>       |              | \$0          |
| Paul & Mary Gjerde<br>Columbia Mercantile historic grocery store     | 7/1/1998<br>6/30/2000<br>Terminated       | \$500/month or 4% of monthly gross receipts, whichever is greater. New contract effective 12/1/2009.  | <b>Fiscal Year</b>      | <b>09-10</b> | <b>10-11</b> |
|  |   |   | <b>RECEIPTS</b>         | \$182,775    | \$0          |
|  |   |   | <b>RENT</b>             | \$7,311      | \$0          |
|  |   |   | <b>FACILITIES</b>       |              | \$0          |
| Paul & Mary Gjerde<br>Columbia Mercantile historic grocery store     | 12/1/2009<br>11/30/2014<br>Assignment     | \$15,000/year or 4% of \$350,000 in gross receipts and 5% over \$350,000, whichever is greater. Assigned to Claudia Carlson and Lisa Taylor effective 9/1/2010. | <b>Fiscal Year</b>      | <b>09-10</b> | <b>10-11</b> |
|  |   |   | <b>RECEIPTS</b>         | \$246,356    | \$0          |
|  |   |   | <b>RENT</b>             | \$9,854      | \$0          |
|  |   |   | <b>FACILITIES</b>       |              | \$0          |



| Concessionaire Name<br>Concession Operation                                | Begin Date<br>End Date<br>Contract Status | Rental Terms  | GROSS RECEIPTS AND RENT |              |              |
|--|---|---|-------------------------|--------------|--------------|
| Quartz Mountain Stage Line<br>Stage rides & horseback tours                | 7/1/1999<br>6/30/2009<br>Month to Month   | 8.025% of monthly gross receipts plus \$250/mo for use of Tin Barn and/or Corral Site if used.  | <b>Fiscal Year</b>      | <b>09-10</b> | <b>10-11</b> |
|  |   |   | <b>RECEIPTS</b>         | \$144,938    | \$148,850    |
|  |   |   | <b>RENT</b>             | \$11,631     | \$11,957     |
|  |   |   | <b>FACILITIES</b>       |              | \$0          |
| Sierra Repertory Theatre, Inc.<br>Fallon House Theatre                     | 4/6/2010<br>12/31/2010<br>Terminated      | \$7,000/year or 2% of annual gross receipts, whichever is greater. In Contract year 1, minimum annual rent shall be proportionate to the period of operation. Sub-concession under Briggs Hospitality effective 3/1/11. | <b>Fiscal Year</b>      | <b>09-10</b> | <b>10-11</b> |
|  |   |   | <b>RECEIPTS</b>         | \$316,059    | \$292,812    |
|  |   |   | <b>RENT</b>             | \$6,321      | \$5,856      |
|  |   |   | <b>FACILITIES</b>       |              | \$0          |
| Teri A. Van Buskirk<br>Fancy Dry Goods & Clothing Store                    | 4/1/2002<br>3/31/2012<br>In Term          | \$5,000/year or 7% of annual gross receipts, whichever is greater. Assignment from Lindy Miller dba Fancy Dry Goods effective 5/1/2010.   | <b>Fiscal Year</b>      | <b>09-10</b> | <b>10-11</b> |
|  |   |   | <b>RECEIPTS</b>         | \$5,500      | \$44,678     |
|  |   |   | <b>RENT</b>             | \$385        | \$5,217      |
|  |   |   | <b>FACILITIES</b>       |              | \$0          |
| University of the Pacific, Dentistry<br>Interpretive dental exhibit        | 4/1/1998<br>3/31/2008<br>Month to Month   | Care and maintenance of an interpretive dental office display for public benefit.   | <b>Fiscal Year</b>      | <b>09-10</b> | <b>10-11</b> |
|  |   |   | <b>RECEIPTS</b>         | \$0          | \$0          |
|  |   |   | <b>RENT</b>             | \$0          | \$0          |
|  |   |   | <b>FACILITIES</b>       |              | \$0          |
| <b>Park Unit: Crystal Cove SP</b>  |   | <b>District</b> Orange Coast District   |                         |              |              |
| Crystal Cove Alliance<br>Historic District lodging, restaurants & catering | 5/1/2006<br>4/30/2026<br>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.                                     | <b>Fiscal Year</b>      | <b>09-10</b> | <b>10-11</b> |
|  |   |   | <b>RECEIPTS</b>         | \$7,418,420  | \$7,258,442  |
|  |   |   | <b>RENT</b>             | \$155,787    | \$152,427    |
|  |   |   | <b>FACILITIES</b>       | \$890,210    | \$871,016    |

| Concessionaire Name<br>Concession Operation | Begin Date<br>End Date<br>Contract Status | Rental Terms   | GROSS RECEIPTS AND RENT |              |              |
|---|---|--|-------------------------|--------------|--------------|
| <b>Park Unit: D.L. Bliss SP</b>             |   | <b>District</b> Sierra District  |                         |              |              |
| Tahoe Adventure Company                     | 1/1/2009                                  | \$50/month or 10% of monthly 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. | <b>Fiscal Year</b>      | <b>09-10</b> | <b>10-11</b> |
| Hiking, biking and kayaking                 | 12/31/2013                                |  | <b>RECEIPTS</b>         | \$6,850      | \$1,770      |
|   | In Term                                   |  | <b>RENT</b>             | \$877        | \$487        |
|   |   |  | <b>FACILITIES</b>       |              | \$0          |
| <b>Park Unit: Delta Sector</b>              |   | <b>District</b> Gold Fields District   |                         |              |              |
| Locke Foundation                            | 5/1/2008                                  | \$250/year or 5% monthly gross receipts, whichever is greater, for sale of interpretive materials; and provide interpretive tours.   | <b>Fiscal Year</b>      | <b>09-10</b> | <b>10-11</b> |
| Locke Boarding House                        | 4/30/2013                                 |  | <b>RECEIPTS</b>         | \$60         | \$716        |
|   | In Term                                   |  | <b>RENT</b>             | \$153        | \$278        |
|   |   |  | <b>FACILITIES</b>       |              | \$0          |
| <b>Park Unit: Doheny SB</b>                 |   | <b>District</b> Orange Coast District  |                         |              |              |
| LUV-2-CAMP, LLC                             | 8/1/2010                                  | \$6,000/year or 10% of gross receipts up to \$500,000 and 12% over, whichever is greater. Year 1 rent based on gross receipts only. Crystal Cove campground added in July 2011.          | <b>Fiscal Year</b>      | <b>09-10</b> | <b>10-11</b> |
| Camp Trailer Rental                         | 7/31/2012                                 |  | <b>RECEIPTS</b>         |              | \$2,442      |
|   | In Term                                   |  | <b>RENT</b>             |              | \$244        |
|   |   |  | <b>FACILITIES</b>       |              | \$0          |
| Wheel Fun Rentals                           | 5/1/2007                                  | \$65,000/year or 18% of gross receipts, whichever is greater.  | <b>Fiscal Year</b>      | <b>09-10</b> | <b>10-11</b> |
| Beach stand and rentals                     | 4/30/2017                                 |  | <b>RECEIPTS</b>         | \$429,599    | \$397,291    |
|   | In Term                                   |  | <b>RENT</b>             | \$77,328     | \$71,512     |
|   |   |  | <b>FACILITIES</b>       |              | \$0          |

| Concessionaire Name<br>Concession Operation  | Begin Date<br>End Date<br>Contract Status | Rental Terms   | GROSS RECEIPTS AND RENT   |                                       |  |
|--|---|--|---|---------------------------------------|--|
| <b>Park Unit: Donner Memorial SP</b>   |   | <b>District</b> Sierra District  |   |                                       |  |
| Donner Lake Water Adventures, Inc.<br>Water craft and beach rentals                                | 4/1/2008<br>3/31/2013<br>In Term          | \$10,000/year or 11% of gross receipts, whichever is greater.  | <b>Fiscal Year</b><br><b>RECEIPTS</b><br><b>RENT</b><br><b>FACILITIES</b> | <b>09-10</b><br>\$88,030<br>\$9,683   | <b>10-11</b><br>\$85,410<br>\$9,395<br>\$0   |
| Tahoe Adventure Company<br>Hiking, biking and kayaking   | 1/1/2009<br>12/31/2013<br>In Term         | \$50/month or 10% of monthly 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. | <b>Fiscal Year</b><br><b>RECEIPTS</b><br><b>RENT</b><br><b>FACILITIES</b> | <b>09-10</b><br>\$0<br>\$0            | <b>10-11</b><br>\$0<br>\$0<br>\$0            |
| <b>Park Unit: Ed Z'berg Sugar Pine Point SP</b>  |   | <b>District</b> Sierra District  |   |                                       |  |
| Tahoe Adventure Company<br>Hiking, biking  | 1/1/2009<br>12/31/2013<br>In Term         | \$50/month or 10% of monthly 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. | <b>Fiscal Year</b><br><b>RECEIPTS</b><br><b>RENT</b><br><b>FACILITIES</b> | <b>09-10</b><br>\$0<br>\$0            | <b>10-11</b><br>\$0<br>\$50<br>\$0           |
| <b>Park Unit: El Capitan SB</b>  |   | <b>District</b> Channel Coast District   |   |                                       |  |
| California Camp Stores<br>Beach stores Gaviota, El Capitan, Refugio                                | 4/1/2008<br>3/31/2018<br>In Term          | \$60,000/year or 12% of gross receipts whichever is greater.   | <b>Fiscal Year</b><br><b>RECEIPTS</b><br><b>RENT</b><br><b>FACILITIES</b> | <b>09-10</b><br>\$139,837<br>\$16,780 | <b>10-11</b><br>\$132,463<br>\$15,896<br>\$0 |
| K & W Rentals LLC / Trailers 2 U<br>Camp Trailer Rentals Carpinteria, El Capitan, Gaviota, Refugio | 8/1/2009<br>7/31/2011<br>In Term          | \$6,000/year or 10% of the first \$300,000 of gross receipts plus 12% of gross receipts over \$300,000, whichever is greater.  | <b>Fiscal Year</b><br><b>RECEIPTS</b><br><b>RENT</b><br><b>FACILITIES</b> | <b>09-10</b><br>\$14,755<br>\$1,476   | <b>10-11</b><br>\$38,770<br>\$3,877<br>\$0   |

| Concessionaire Name<br>Concession Operation | Begin Date<br>End Date<br>Contract Status | Rental Terms  | GROSS RECEIPTS AND RENT |              |              |
|---|---|---|-------------------------|--------------|--------------|
| <b>Park Unit: Emerald Bay SP</b>            |   | <b>District</b> Sierra District   |                         |              |              |
| Kayak Tahoe                                 | 7/1/2006                                  | \$1000/year or 10% of first \$50,000 of gross receipts plus 15% over \$50,000, whichever is greater.  | <b>Fiscal Year</b>      | <b>09-10</b> | <b>10-11</b> |
| Guided kayak tours                          | 6/30/2016                                 |   | <b>RECEIPTS</b>         | \$20,439     | \$29,815     |
|   | In Term                                   |   | <b>RENT</b>             | \$2,044      | \$2,982      |
|   |   |   | <b>FACILITIES</b>       |              | \$0          |
| <b>Park Unit: Folsom Lake SRA</b>           |   | <b>District</b> Gold Fields District  |                         |              |              |
| Adventure Sports                            | 4/1/2005                                  | 10% of gross receipts.  | <b>Fiscal Year</b>      | <b>09-10</b> | <b>10-11</b> |
| Canoe and kayak rental                      | 3/31/2006                                 |   | <b>RECEIPTS</b>         | \$41,087     | \$37,903     |
|   | Month to Month                            |   | <b>RENT</b>             | \$4,109      | \$3,790      |
|   |   |   | <b>FACILITIES</b>       |              | \$0          |
| Big Chill Ice Cream Float                   | 4/1/2005                                  | \$100/month or 10% of gross receipts whichever is greater, during the months of operation (Memorial Day through Labor Day Weekend).                                     | <b>Fiscal Year</b>      | <b>09-10</b> | <b>10-11</b> |
| Floating food concession                    | 3/31/2006                                 |   | <b>RECEIPTS</b>         | \$10,043     | \$9,785      |
|   | Month to Month                            |   | <b>RENT</b>             | \$1,005      | \$979        |
|   |   |   | <b>FACILITIES</b>       |              | \$0          |
| California Canoe and Kayak                  | 4/1/2005                                  | 10% of gross receipts.  | <b>Fiscal Year</b>      | <b>09-10</b> | <b>10-11</b> |
| Canoe and kayak rentals                     | 3/31/2006                                 |   | <b>RECEIPTS</b>         | \$19,991     | \$18,803     |
|   | Month to Month                            |   | <b>RENT</b>             | \$1,999      | \$1,880      |
|   |   |   | <b>FACILITIES</b>       |              | \$0          |
| Christensen Enterprises, Inc                | 1/1/1984                                  | 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. | <b>Fiscal Year</b>      | <b>09-10</b> | <b>10-11</b> |
| Folsom Lake Marina                          | 12/31/2007                                |   | <b>RECEIPTS</b>         | \$1,126,630  | \$1,959,275  |
|   | Month to Month                            |   | <b>RENT</b>             | \$267,342    | \$321,785    |
|   |   |   | <b>FACILITIES</b>       |              | \$0          |

| Concessionaire Name<br>Concession Operation   | Begin Date<br>End Date<br>Contract Status | Rental Terms   | GROSS RECEIPTS AND RENT |              |              |
|---|---|--|-------------------------|--------------|--------------|
| Current Adventures<br>Kayak classes & tours   | 5/1/2005<br>4/30/2006<br>Month to Month   | 10% of gross receipts.   | <b>Fiscal Year</b>      | <b>09-10</b> | <b>10-11</b> |
|   |   |  | <b>RECEIPTS</b>         | \$7,823      | \$8,136      |
|   |   |  | <b>RENT</b>             | \$896        | \$814        |
|   |   |  | <b>FACILITIES</b>       |              | \$0          |
| Folsom Lake Boat Rental<br>Ski boat rental  | 8/1/2004<br>12/31/2005<br>Month to Month  | \$4,500/year or 12% of monthly gross receipts, whichever amount is greater.  | <b>Fiscal Year</b>      | <b>09-10</b> | <b>10-11</b> |
|   |   |  | <b>RECEIPTS</b>         | \$45,213     | \$53,526     |
|   |   |  | <b>RENT</b>             | \$5,425      | \$6,423      |
|   |   |  | <b>FACILITIES</b>       |              | \$0          |
| Godwank Equine Enterprises LLC dba<br>Shadow Glen Family Stables<br>Boarding stables and horse rental | 8/1/2003<br>7/31/2005<br>Month to Month   | \$6,000/year or 4% of gross receipts, whichever is greater. Contract reassigned from Shadow Glen Riding Stables effective 9/28/09. | <b>Fiscal Year</b>      | <b>09-10</b> | <b>10-11</b> |
|   |   |  | <b>RECEIPTS</b>         |              | \$183,509    |
|   |   |  | <b>RENT</b>             |              | \$6,732      |
|   |   |  | <b>FACILITIES</b>       |              | \$0          |
| Granite Bay Food Service<br>Mobile food service   | 4/1/2007<br>4/30/2007<br>Month to Month   | \$330/month or 12% of gross receipts, whichever is greater.  | <b>Fiscal Year</b>      | <b>09-10</b> | <b>10-11</b> |
|   |   |  | <b>RECEIPTS</b>         | \$36,560     | \$50,671     |
|   |   |  | <b>RENT</b>             | \$4,387      | \$6,081      |
|   |   |  | <b>FACILITIES</b>       |              | \$0          |
| Granite Bay Rentals, Inc.<br>Personal watercraft rentals  | 6/18/2004<br>12/31/2004<br>Month to Month | \$5000/year or 16% of monthly gross receipts, whichever is greater. Name change from Twin City Motorsports.                        | <b>Fiscal Year</b>      | <b>09-10</b> | <b>10-11</b> |
|   |   |  | <b>RECEIPTS</b>         | \$35,269     | \$36,555     |
|   |   |  | <b>RENT</b>             | \$5,645      | \$5,849      |
|   |   |  | <b>FACILITIES</b>       |              | \$0          |
| Mobile Boat Service<br>Boat towing service  | 1/1/2005<br>12/31/2005<br>Month to Month  | 10% of gross receipts.   | <b>Fiscal Year</b>      | <b>09-10</b> | <b>10-11</b> |
|   |   |  | <b>RECEIPTS</b>         | \$19,967     | \$35,669     |
|   |   |  | <b>RENT</b>             | \$1,997      | \$3,567      |
|   |   |  | <b>FACILITIES</b>       |              | \$0          |

| Concessionaire Name<br>Concession Operation                  | Begin Date<br>End Date<br>Contract Status | Rental Terms  | GROSS RECEIPTS AND RENT |              |              |
|--|---|---|-------------------------|--------------|--------------|
| Papi's Kitchen<br>Beach stand                                | 12/1/2007<br>12/31/2007<br>Terminated     | \$7,500/year or 10% of monthly gross receipts, whichever is greater.  | <b>Fiscal Year</b>      | <b>09-10</b> | <b>10-11</b> |
|  |   |   | <b>RECEIPTS</b>         | \$29,045     | \$23,348     |
|  |   |   | <b>RENT</b>             | \$2,905      | \$2,335      |
|  |   |   | <b>FACILITIES</b>       |              | \$0          |
| Raft Tow Service<br>Raft towing service                      | 5/1/2005<br>9/30/2005<br>Month to Month   | \$100/month or 5% of gross receipts, whichever amount is greater. Name changed from Rafter's Toe.                         | <b>Fiscal Year</b>      | <b>09-10</b> | <b>10-11</b> |
|  |   |   | <b>RECEIPTS</b>         | \$50,351     | \$80,793     |
|  |   |   | <b>RENT</b>             | \$2,518      | \$4,145      |
|  |   |   | <b>FACILITIES</b>       |              | \$0          |
| Robert and Chris McIntyre<br>SS Snack Shack                  | 4/1/2011<br>4/30/2011<br>Month to Month   | \$300/month or 10% of gross receipts, whichever is greater.   | <b>Fiscal Year</b>      | <b>09-10</b> | <b>10-11</b> |
|  |   |   | <b>RECEIPTS</b>         |              | \$16,828     |
|  |   |   | <b>RENT</b>             |              | \$2,017      |
|  |   |   | <b>FACILITIES</b>       |              | \$0          |
| Shadow Glen Riding Stables<br>Boarding stables/horse rentals | 8/1/2003<br>7/31/2005<br>Assignment       | \$6,000/year or 4% of gross receipts, whichever is greater. Assigned to Godwank Equine Enterprises LLC effective 9/28/09. | <b>Fiscal Year</b>      | <b>09-10</b> | <b>10-11</b> |
|  |   |   | <b>RECEIPTS</b>         | \$142,706    | \$0          |
|  |   |   | <b>RENT</b>             | \$6,466      | \$0          |
|  |   |   | <b>FACILITIES</b>       |              | \$0          |
| Total Body Fitness<br>Fitness program                        | 5/1/2005<br>4/30/2006<br>Month to Month   | 10% of gross receipts.  | <b>Fiscal Year</b>      | <b>09-10</b> | <b>10-11</b> |
|  |   |   | <b>RECEIPTS</b>         | \$8,934      | \$6,778      |
|  |   |   | <b>RENT</b>             | \$893        | \$680        |
|  |   |   | <b>FACILITIES</b>       |              | \$0          |

| Concessionaire Name<br>Concession Operation                    | Begin Date<br>End Date<br>Contract Status | Rental Terms  | GROSS RECEIPTS AND RENT |              |              |
|--|---|---|-------------------------|--------------|--------------|
| <b>Park Unit: Fremont Peak SP</b>                              |   | <b>District</b> Monterey District   |                         |              |              |
| Fremont Peak Observatory                                       | 5/1/2004                                  | 10% of gross receipts over \$10,000; management and maintenance of the facilities, provision of a telescope and presentation of astronomy programs to the public.                               | <b>Fiscal Year</b>      | <b>09-10</b> | <b>10-11</b> |
| Observatory  | 4/30/2009                                 |   | <b>RECEIPTS</b>         | \$0          | \$866        |
|  | Month to Month                            |   | <b>RENT</b>             | \$0          | \$0          |
|  |   |   | <b>FACILITIES</b>       |              | \$0          |
| <b>Park Unit: Gaviota SP</b>                                   |   | <b>District</b> Channel Coast District  |                         |              |              |
| California Camp Stores   | 4/1/2008                                  | \$60,000/year or 12% of gross receipts whichever is greater.  | <b>Fiscal Year</b>      | <b>09-10</b> | <b>10-11</b> |
| Beach stores Gaviota, El Capitan, Refugio                      | 3/31/2018                                 |   | <b>RECEIPTS</b>         | \$68,260     | \$60,135     |
|  | In Term                                   |   | <b>RENT</b>             | \$8,191      | \$7,216      |
|  |   |   | <b>FACILITIES</b>       |              | \$0          |
| K & W Rentals LLC / Trailers 2 U                               | 8/1/2009                                  | \$6,000/year or 10% of the first \$300,000 of gross receipts plus 12% of gross receipts over \$300,000, whichever is greater.   | <b>Fiscal Year</b>      | <b>09-10</b> | <b>10-11</b> |
| Camp Trailer Rentals Carpinteria, El Capitan, Gaviota, Refugio | 7/31/2011                                 |   | <b>RECEIPTS</b>         | \$1,450      | \$4,805      |
|  | In Term                                   |   | <b>RENT</b>             | \$145        | \$480        |
|  |   |   | <b>FACILITIES</b>       |              | \$0          |
| <b>Park Unit: Hearst San Simeon SHM</b>                        |   | <b>District</b> San Luis Obispo Coast District  |                         |              |              |
| 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. | <b>Fiscal Year</b>      | <b>09-10</b> | <b>10-11</b> |
| Restaurant, catering & retail services                         | 3/31/2019                                 |   | <b>RECEIPTS</b>         | \$4,861,877  | \$5,092,820  |
|  | In Term                                   |   | <b>RENT</b>             | \$1,121,963  | \$1,139,801  |
|  |   |   | <b>FACILITIES</b>       |              | \$0          |

| Concessionaire Name<br>Concession Operation                       | Begin Date<br>End Date<br>Contract Status | Rental Terms  | GROSS RECEIPTS AND RENT   |  |  |
|---|---|---|---|--|--|
| Destination Cinema, Inc.<br>IMAX theater                          | 8/18/1996<br>8/17/2016<br>In Term         | \$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.        | <b>Fiscal Year</b><br><b>RECEIPTS</b><br><b>RENT</b><br><b>FACILITIES</b> | <b>09-10</b><br>\$2,239,430<br>\$200,429         | <b>10-11</b><br>\$2,276,382<br>\$203,139<br>\$45,528 |
| Hearst Ranch Beef<br>Hearst Ranch beef sales                      | 4/11/2007<br>4/10/2009<br>Month to Month  | \$225/month or 5% of food products and 30% of non-interpretive merchandise sales, whichever is greater. Rental abatement of 15% of sales for facility improvements up to \$120,000. | <b>Fiscal Year</b><br><b>RECEIPTS</b><br><b>RENT</b><br><b>FACILITIES</b> | <b>09-10</b><br>\$217,624<br>\$38,039<br>\$4,352 | <b>10-11</b><br>\$256,376<br>\$23,171<br>\$3,957     |
| <b>Park Unit: Hearst San Simeon SP</b>                            |   |   | <b>District</b>   | San Luis Obispo Coast District                   |  |
| Sea For Yourself Kayak Tours<br>Kayak tours                       | 10/1/2004<br>9/30/2009<br>Month to Month  | \$100/month or 10% of first \$50,000 of annual gross receipts and 15% of gross receipts in excess of \$50,000, whichever total amount is greater.                                   | <b>Fiscal Year</b><br><b>RECEIPTS</b><br><b>RENT</b><br><b>FACILITIES</b> | <b>09-10</b><br>\$31,208<br>\$3,589              | <b>10-11</b><br>\$30,782<br>\$3,564<br>\$0           |
| <b>Park Unit: Henry Cowell Redwoods SP</b>                        |   |   | <b>District</b>   | Santa Cruz District                              |  |
| Mountain Parks Foundation<br>Henry Cowell Park Store              | 6/1/2008<br>5/31/2010<br>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.       | <b>Fiscal Year</b><br><b>RECEIPTS</b><br><b>RENT</b><br><b>FACILITIES</b> | <b>09-10</b><br>\$241,956<br>\$48,771            | <b>10-11</b><br>\$230,436<br>\$60,132<br>\$0         |
| <b>Park Unit: Hollister Hills SVRA</b>                            |   |   | <b>District</b>   | Hollister Hills District                         |  |
| Faultline Powersports, Inc.<br>OHV parts and supply store, snacks | 8/1/1997<br>7/31/2007<br>Month to Month   | 7.5% of gross receipts; and 1% for maintenance.   | <b>Fiscal Year</b><br><b>RECEIPTS</b><br><b>RENT</b><br><b>FACILITIES</b> | <b>09-10</b><br>\$533,103<br>\$39,983            | <b>10-11</b><br>\$482,244<br>\$36,168<br>\$5,881     |



| Concessionaire Name                                       | Begin Date      |  |                    | GROSS RECEIPTS AND RENT |              |
|---|-----------------|--|--------------------|-------------------------|--------------|
| Concession Operation                                      | End Date        | Rental Terms   |                    |                         |              |
|   | Contract Status |  |                    |                         |              |
| <b>Park Unit: Huntington SB</b>                           |                 | <b>District</b> Orange Coast District  |                    |                         |              |
| Playland Concessions Inc. dba BABES<br>Catering & Rentals | 7/1/2009        | \$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.            | <b>Fiscal Year</b> | <b>09-10</b>            | <b>10-11</b> |
| Beach Stands  | 6/30/2019       |  | <b>RECEIPTS</b>    | \$242,447               | \$225,172    |
|   | In Term         |  | <b>RENT</b>        | \$38,467                | \$56,086     |
|   |                 |  | <b>FACILITIES</b>  |                         | \$0          |
| <b>Park Unit: Indio Hills Palms</b>                       |                 | <b>District</b> Colorado Desert District   |                    |                         |              |
| Covered Wagon Tours                                       | 4/1/2007        | \$200/month or 5% of gross receipts, whichever is greater.   | <b>Fiscal Year</b> | <b>09-10</b>            | <b>10-11</b> |
| Wagon tours   | 3/31/2012       |  | <b>RECEIPTS</b>    | \$23,660                | \$18,768     |
|   | In Term         |  | <b>RENT</b>        | \$2,400                 | \$2,400      |
|   |                 |  | <b>FACILITIES</b>  |                         | \$0          |
| <b>Park Unit: Jack London SHP</b>                         |                 | <b>District</b> Diablo Vista District  |                    |                         |              |
| Triple Creek Horse Outfit                                 | 7/1/2003        | \$350/month or 10% of gross receipts up to \$3,500, plus 12% of gross receipts over \$3,500. FY 10/11 rent reported under Bothe-Napa resulted from claim against performance bond. | <b>Fiscal Year</b> | <b>09-10</b>            | <b>10-11</b> |
| Horseback riding  | 6/30/2008       |  | <b>RECEIPTS</b>    | \$38,075                | \$0          |
|   | Terminated      |  | <b>RENT</b>        | \$0                     | \$0          |
|   |                 |  | <b>FACILITIES</b>  |                         | \$0          |
| <b>Park Unit: Lake Oroville SRA</b>                       |                 | <b>District</b> Northern Buttes District   |                    |                         |              |
| Big Valley Divers, Inc                                    | 4/29/2004       | 7.5% of monthly gross receipts. Formerly Sierra View Dive.   | <b>Fiscal Year</b> | <b>09-10</b>            | <b>10-11</b> |
| Boat hull cleaning & salvage                              | 4/28/2009       |  | <b>RECEIPTS</b>    | \$15,793                | \$0          |
|   | Month to Month  |  | <b>RENT</b>        | \$1,184                 | \$0          |
|   |                 |  | <b>FACILITIES</b>  |                         | \$0          |

| Concessionaire Name<br>Concession Operation                 | Begin Date<br>End Date<br>Contract Status | Rental Terms   | GROSS RECEIPTS AND RENT |              |              |
|---|---|--|-------------------------|--------------|--------------|
| Emerald Bay Custom Houseboats, Inc.<br>Boat hauling service | 6/1/2009                                  | \$500/year or 10% of gross receipts,<br>whichever is greater.<br><br>Month to Month  | <b>Fiscal Year</b>      | <b>09-10</b> | <b>10-11</b> |
|   | 5/31/2011                                 |  | <b>RECEIPTS</b>         | \$5,950      | \$0          |
|   |   |  | <b>RENT</b>             | \$595        | \$0          |
|   |   |  | <b>FACILITIES</b>       |              | \$0          |
| Funtime-Fulltime<br>Bidwell Canyon Marina                   | 12/2/1969                                 | 3% of first \$300,000 in gross receipts,<br>plus 6% of next \$300,000, plus 12% up to<br>\$1.6 million and 15% over; plus 2<br>cents/gallon on first 50,000 gallons of<br>fuel and 2.5 cents next 50,000, plus 3<br>cents above 100,000 gallons.                                     | <b>Fiscal Year</b>      | <b>09-10</b> | <b>10-11</b> |
|   | 12/1/2009                                 |  | <b>RECEIPTS</b>         | \$430,695    | \$0          |
|   | Terminated                                |  | <b>RENT</b>             | \$58,020     | \$0          |
|   |   |  | <b>FACILITIES</b>       |              | \$0          |
| Lake Oroville Marina, LLC<br>Lime Saddle Marina             | 10/1/2007                                 | \$145,000/year or 7.5% of first \$500,000<br>in gross receipts plus 10% over \$500,000,<br>whichever is greater; plus 2% of fuel<br>sales. Capital improvements &<br>equipment investment of \$3,500,000.  | <b>Fiscal Year</b>      | <b>09-10</b> | <b>10-11</b> |
|   | 9/30/2037                                 |  | <b>RECEIPTS</b>         | \$1,092,930  | \$1,477,624  |
|   | In Term                                   |  | <b>RENT</b>             | \$83,427     | \$153,098    |
|   |   |  | <b>FACILITIES</b>       |              | \$0          |
| Lake Oroville Marina, LLC<br>Bidwell Canyon Marina          | 12/1/2009                                 | \$300,000/year or 8.5% of first \$1,000,000<br>in gross receipts plus 10% of gross<br>receipts over \$1,000,000; plus 2% for fuel<br>sales. \$270,000 of minimum annual rent<br>deferred to Contract Years 6-10. Capital<br>improvements and equipment<br>investment of \$4,200,000. | <b>Fiscal Year</b>      | <b>09-10</b> | <b>10-11</b> |
|   | 11/30/2039                                |  | <b>RECEIPTS</b>         | \$1,012,215  | \$2,408,589  |
|   | In Term                                   |  | <b>RENT</b>             | \$82,949     | \$210,058    |
|   |   |  | <b>FACILITIES</b>       |              | \$0          |
| North State Diving<br>Boat hull cleaning                    | 7/1/2008                                  | 10% of gross receipts.<br><br>Terminated   | <b>Fiscal Year</b>      | <b>09-10</b> | <b>10-11</b> |
|   | 4/30/2009                                 |  | <b>RECEIPTS</b>         | \$72         | \$0          |
|   |   |  | <b>RENT</b>             | \$7          | \$0          |
|   |   |  | <b>FACILITIES</b>       |              | \$0          |

| Concessionaire Name<br>Concession Operation               | Begin Date<br>End Date<br>Contract Status | Rental Terms  | GROSS RECEIPTS AND RENT |              |              |
|---|---|---|-------------------------|--------------|--------------|
| Shasta Marine Transport, LLC<br>Boat hauling service      | 6/1/2009                                  | \$500/year or 10% of gross receipts,<br>whichever is greater.<br>Month to Month   | <b>Fiscal Year</b>      | <b>09-10</b> | <b>10-11</b> |
|   | 5/31/2011                                 |   | <b>RECEIPTS</b>         | \$5,850      | \$6,950      |
|   |   |   | <b>RENT</b>             | \$585        | \$695        |
|   |   |   | <b>FACILITIES</b>       |              | \$0          |
| T. Parks Marine<br>Boat hauling service                   | 6/1/2009                                  | \$500/year or 10% of gross receipts,<br>whichever is greater.<br>Month to Month   | <b>Fiscal Year</b>      | <b>09-10</b> | <b>10-11</b> |
|   | 5/31/2011                                 |   | <b>RECEIPTS</b>         | \$4,500      | \$9,800      |
|   |   |   | <b>RENT</b>             | \$462        | \$980        |
|   |   |   | <b>FACILITIES</b>       |              | \$0          |
| <b>Park Unit: Lake Perris SRA</b>                         |   | <b>District</b>   | Inland Empire District  |              |              |
| Phil Edmondson<br>Equestrian tours & hayrides             | 3/1/2007                                  | \$1,000/year or 10% of gross receipts,<br>whichever is greater.<br>Terminated   | <b>Fiscal Year</b>      | <b>09-10</b> | <b>10-11</b> |
|   | 2/28/2009                                 |   | <b>RECEIPTS</b>         | \$18,200     | \$0          |
|   |   |   | <b>RENT</b>             | \$1,820      | \$0          |
|   |   |   | <b>FACILITIES</b>       |              | \$0          |
| Pyramid Enterprises, Inc.<br>Lake Perris Marina           | 6/15/1976                                 | \$7,200/year or 6% of gross receipts,<br>whichever is greater, and 2 cents per<br>gallon for fuel sales.<br>Month to Month  | <b>Fiscal Year</b>      | <b>09-10</b> | <b>10-11</b> |
|   | 6/14/2001                                 |   | <b>RECEIPTS</b>         | \$392,052    | \$432,406    |
|   |   |   | <b>RENT</b>             | \$23,523     | \$25,944     |
|   |   |   | <b>FACILITIES</b>       |              | \$0          |
| <b>Park Unit: Lake Valley SRA</b>                         |   | <b>District</b>   | Sierra District         |              |              |
| American Golf Corp<br>Lake Tahoe golf course & restaurant | 4/1/1989                                  | \$3,000/month or 29% of gross golfing fee<br>receipts, plus 10% of monthly food and<br>beverage, retail merchandise and winter<br>sports activity receipts, plus 5% of gross<br>receipts for facility improvements.<br>Month to Month | <b>Fiscal Year</b>      | <b>09-10</b> | <b>10-11</b> |
|   | 3/31/2009                                 |   | <b>RECEIPTS</b>         | \$2,179,519  | \$1,932,317  |
|   |   |   | <b>RENT</b>             | \$537,800    | \$503,998    |
|   |   |   | <b>FACILITIES</b>       |              | \$0          |

| Concessionaire Name<br>Concession Operation                     | Begin Date<br>End Date<br>Contract Status | Rental Terms   | GROSS RECEIPTS AND RENT   |                                       |  |
|---|---|--|---|---------------------------------------|--|
| <b>Park Unit: Leo Carrillo SP</b>                               |   | <b>District</b> Angeles District   |   |                                       |  |
| Anthony and Annette Minicucci<br>Leo Carrillo camp store        | 4/1/2006<br>3/31/2016<br>In Term          | \$20,000/year or 10% of gross receipts,<br>whichever is greater.   | <b>Fiscal Year</b><br><b>RECEIPTS</b><br><b>RENT</b><br><b>FACILITIES</b> | <b>09-10</b><br>\$276,175<br>\$27,617 | <b>10-11</b><br>\$280,140<br>\$28,014<br>\$0 |
| Camping Adventures<br>Camp Trailer Rental                       | 8/1/2010<br>7/31/2012<br>In Term          | \$6,000/year or 10% of gross receipts,<br>whichever is greater.  | <b>Fiscal Year</b><br><b>RECEIPTS</b><br><b>RENT</b><br><b>FACILITIES</b> | <b>09-10</b><br>\$0<br>\$0            | <b>10-11</b><br>\$9,860<br>\$986<br>\$0      |
| LAZ Parking California, LLC<br>Maintain and manage parking lots | 7/1/2010<br>6/30/2011<br>In Term          | \$40,000/year or 24% of gross receipts up<br>to \$170,000 and 85% of gross receipts<br>over, whichever is greater. | <b>Fiscal Year</b><br><b>RECEIPTS</b><br><b>RENT</b><br><b>FACILITIES</b> | <b>09-10</b>                          | <b>10-11</b><br>\$8,506<br>\$8,449<br>\$0    |
| <b>Park Unit: Los Angeles State Historic Park</b>               |   | <b>District</b> Angeles District   |   |                                       |  |
| Urban Green, LLC<br>Millies Café                                | 9/1/2009<br>8/31/2011<br>In Term          | \$6,500/year or 10% of gross receipts,<br>whichever is greater. Rent offset for<br>facility improvements.          | <b>Fiscal Year</b><br><b>RECEIPTS</b><br><b>RENT</b><br><b>FACILITIES</b> | <b>09-10</b><br>\$1,786<br>\$146      | <b>10-11</b><br>\$7,554<br>\$755<br>\$0      |
| <b>Park Unit: MacKerricher SP</b>                               |   | <b>District</b> Mendocino District   |   |                                       |  |
| Mendocino Area Park Assoc. (M.A.P.A.)<br>Pay showers            | 10/1/1998<br>9/30/1999<br>Month to Month  | 20% of gross receipts.   | <b>Fiscal Year</b><br><b>RECEIPTS</b><br><b>RENT</b><br><b>FACILITIES</b> | <b>09-10</b><br>\$21,116<br>\$4,223   | <b>10-11</b><br>\$19,314<br>\$3,863<br>\$0   |

| Concessionaire Name<br>Concession Operation                      | Begin Date<br>End Date<br>Contract Status | Rental Terms   | GROSS RECEIPTS AND RENT |              |              |
|--|---|--|-------------------------|--------------|--------------|
| Pacific Environmental Education Center<br>Outdoor education camp | 9/5/1996<br>9/4/1997<br>Month to Month    | \$1.75/night per student. Concession operates March - May and Sept - October only.   | <b>Fiscal Year</b>      | <b>09-10</b> | <b>10-11</b> |
|  |   |  | <b>RECEIPTS</b>         | \$3,416      | \$3,061      |
|  |   |  | <b>RENT</b>             | \$6,130      | \$3,981      |
|  |   |  | <b>FACILITIES</b>       |              | \$0          |
| Ricochet Ridge Ranch<br>Guided horseback tours                   | 3/1/1989<br>2/28/1990<br>Month to Month   | 5% of first \$35,000 of annual gross receipts, plus 7% of annual gross receipts over \$35,000.   | <b>Fiscal Year</b>      | <b>09-10</b> | <b>10-11</b> |
|  |   |  | <b>RECEIPTS</b>         | \$176,995    | \$162,569    |
|  |   |  | <b>RENT</b>             | \$11,690     | \$10,680     |
|  |   |  | <b>FACILITIES</b>       |              | \$0          |
| Samara Restoration LLC<br>Demonstration Greenhouse               | 6/1/2010<br>5/31/2012<br>In Term          | \$1,500/year or 5% of annual gross receipts, whichever is greater.   | <b>Fiscal Year</b>      | <b>09-10</b> | <b>10-11</b> |
|  |   |  | <b>RECEIPTS</b>         | \$485        | \$8,220      |
|  |   |  | <b>RENT</b>             | \$24         | \$411        |
|  |   |  | <b>FACILITIES</b>       |              | \$0          |
| <b>Park Unit: Malibu Lagoon SB</b>                               |   | <b>District</b> Angeles District   |                         |              |              |
| Malibu Pier Partners, LLC<br>Restaurant, retail & boat tours     | 8/1/2005<br>7/31/2025<br>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. | <b>Fiscal Year</b>      | <b>09-10</b> | <b>10-11</b> |
|  |   |  | <b>RECEIPTS</b>         | \$3,712,124  | \$3,147,563  |
|  |   |  | <b>RENT</b>             | \$290,726    | \$223,080    |
|  |   |  | <b>FACILITIES</b>       |              | \$0          |
| <b>Park Unit: Manresa SB</b>                                     |   | <b>District</b> Santa Cruz District  |                         |              |              |
| Club Ed Surf Camp<br>Overnight surf camp                         | 6/1/2004<br>5/31/2014<br>In Term          | \$8,000/year or 12% of gross receipts, whichever is greater.   | <b>Fiscal Year</b>      | <b>09-10</b> | <b>10-11</b> |
|  |   |  | <b>RECEIPTS</b>         | \$132,430    | \$84,555     |
|  |   |  | <b>RENT</b>             | \$15,892     | \$10,147     |
|  |   |  | <b>FACILITIES</b>       |              | \$0          |

| Concessionaire Name<br>Concession Operation                          | Begin Date<br>End Date<br>Contract Status | Rental Terms   | GROSS RECEIPTS AND RENT   |                                      |  |
|--|---|--|---|--------------------------------------|--|
| <b>Park Unit: Marshall Gold Discovery SHP</b>                        |   | <b>District</b> Gold Fields District   |   |                                      |  |
| American River Conservancy<br>Interpretive programs and retail sales | 2/1/1999<br>1/31/2009<br>Month to Month   | \$150/month or 7% of gross receipts for use as an interpretive center in the historic Kane House.                        | <b>Fiscal Year</b><br><b>RECEIPTS</b><br><b>RENT</b><br><b>FACILITIES</b> | <b>09-10</b><br>\$25,180<br>\$2,407  | <b>10-11</b><br>\$27,543<br>\$2,488<br>\$0 |
| Argonaut Refreshment Saloon<br>Argonaut Refreshment Saloon           | 3/1/1999<br>2/28/2009<br>Terminated       | \$50/month or 7% of gross receipts, whichever amount is greater. New contract award in process.                          | <b>Fiscal Year</b><br><b>RECEIPTS</b><br><b>RENT</b><br><b>FACILITIES</b> | <b>09-10</b><br>\$6,967<br>\$538     | <b>10-11</b><br>\$0<br>\$0<br>\$0          |
| Fritz and Margaret Erhardt<br>Erhardt's Dry Goods store              | 5/1/2007<br>4/30/2009<br>Terminated       | 5% of annual gross receipts in year 1; year 2 - \$3,750/year or 7.5% of annual gross receipts, whichever sum is greater. | <b>Fiscal Year</b><br><b>RECEIPTS</b><br><b>RENT</b><br><b>FACILITIES</b> | <b>09-10</b><br>\$5,688<br>\$569     | <b>10-11</b><br>\$0<br>\$0<br>\$0          |
| Fritz and Margaret Erhardt<br>Berkearts Gun Shop and Programs        | 4/1/2005<br>3/31/2009<br>Terminated       | \$8,500/year or 10% of gross receipts, whichever is greater.   | <b>Fiscal Year</b><br><b>RECEIPTS</b><br><b>RENT</b><br><b>FACILITIES</b> | <b>09-10</b><br>\$94,849<br>\$10,584 | <b>10-11</b><br>\$0<br>\$0<br>\$0          |
| Susan Whitcomb<br>Argonaut Refreshment Saloon                        | 3/1/2011<br>2/28/2021<br>In Term          | \$2,400/year or 10% of gross receipts, whichever is greater.   | <b>Fiscal Year</b><br><b>RECEIPTS</b><br><b>RENT</b><br><b>FACILITIES</b> | <b>09-10</b>                         | <b>10-11</b><br>\$16,757<br>\$1,676<br>\$0 |

| Concessionaire Name                                 | Begin Date      |  |                    | GROSS RECEIPTS AND RENT |              |
|---|-----------------|--|--------------------|-------------------------|--------------|
| Concession Operation                                | End Date        | Rental Terms   |                    |                         |              |
|   | Contract Status |  |                    |                         |              |
| <b>Park Unit: McArthur-Burney Falls Memorial SP</b> |                 | <b>District Northern Buttes District</b>   |                    |                         |              |
| Recreation Resource Management                      | 6/1/2004        | \$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. | <b>Fiscal Year</b> | <b>09-10</b>            | <b>10-11</b> |
| Camp store and tent cabins                          | 5/31/2024       |  | <b>RECEIPTS</b>    | \$498,227               | \$509,167    |
|   | In Term         |  | <b>RENT</b>        | \$73,387                | \$73,483     |
|   |                 |  | <b>FACILITIES</b>  |                         | \$0          |
| <b>Park Unit: Mendocino Headlands SP</b>            |                 | <b>District Mendocino District</b>   |                    |                         |              |
| Mendocino Land Trust                                | 8/1/2010        | \$500/year or 10% of gross receipts, whichever is greater. Concessionaire may deduct up to \$200,000 for facility improvements.  | <b>Fiscal Year</b> | <b>09-10</b>            | <b>10-11</b> |
| Resource management projects at Big River Unit      | 12/30/2010      |  | <b>RECEIPTS</b>    |                         | \$0          |
|   | Month to Month  |  | <b>RENT</b>        |                         | \$0          |
|   |                 |  | <b>FACILITIES</b>  |                         | \$0          |
| <b>Park Unit: Millerton Lake SRA</b>                |                 | <b>District Central Valley District</b>  |                    |                         |              |
| CMS Toys, LLC                                       | 9/1/2007        | \$6000/year or 11% of gross annual receipts, whichever is greater.   | <b>Fiscal Year</b> | <b>09-10</b>            | <b>10-11</b> |
| Watercraft rental and camp store                    | 10/31/2007      |  | <b>RECEIPTS</b>    | \$72,408                | \$75,087     |
|   | Month to Month  |  | <b>RENT</b>        | \$5,793                 | \$7,044      |
|   |                 |  | <b>FACILITIES</b>  |                         | \$0          |
| Lake Millerton Marinas, LLC                         | 5/1/2003        | \$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.                                      | <b>Fiscal Year</b> | <b>09-10</b>            | <b>10-11</b> |
| Lake Millerton marina                               | 10/31/2007      |  | <b>RECEIPTS</b>    | \$413,000               | \$397,564    |
|   | Month to Month  |  | <b>RENT</b>        | \$38,031                | \$37,290     |
|   |                 |  | <b>FACILITIES</b>  |                         | \$0          |

| Concessionaire Name                    | Begin Date      |   |                    | GROSS RECEIPTS AND RENT |              |
|--|-----------------|---|--------------------|-------------------------|--------------|
| Concession Operation                   | End Date        | Rental Terms  |                    |                         |              |
|  | Contract Status |   |                    |                         |              |
| <b>Park Unit: Mono Lake Tufa SNR</b>   |                 | <b>District</b>   | Sierra District    |                         |              |
| Caldera Kayaks                         | 11/1/2007       | \$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.  | <b>Fiscal Year</b> | <b>09-10</b>            | <b>10-11</b> |
| Kayak tours                            | 10/31/2012      |   | <b>RECEIPTS</b>    | \$24,300                | \$23,400     |
|  | In Term         |   | <b>RENT</b>        | \$1,215                 | \$1,223      |
|  |                 |   | <b>FACILITIES</b>  |                         | \$0          |
| Mono Lake Committee                    | 10/1/2007       | \$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.  | <b>Fiscal Year</b> | <b>09-10</b>            | <b>10-11</b> |
| Kayak and canoe tours                  | 9/30/2012       |   | <b>RECEIPTS</b>    | \$16,316                | \$16,288     |
|  | In Term         |   | <b>RENT</b>        | \$1,142                 | \$1,140      |
|  |                 |   | <b>FACILITIES</b>  |                         | \$0          |
| <b>Park Unit: Monterey SHP</b>         |                 | <b>District</b>   | Monterey District  |                         |              |
| Jos Boston & Co.                       | 10/1/2004       | Interpretation and maintenance of facilities, grounds, and historic gardens for public benefit.   | <b>Fiscal Year</b> | <b>09-10</b>            | <b>10-11</b> |
| Boston Store/Picket Fence              | 9/30/2006       |   | <b>RECEIPTS</b>    | \$0                     | \$24,325     |
|  | Month to Month  |   | <b>RENT</b>        | \$0                     | \$0          |
|  |                 |   | <b>FACILITIES</b>  |                         | \$0          |
| Junior League of Monterey Co           | 12/1/2000       | Restoration, maintenance, operation and interpretation of the historic Old Whaling Station for public benefit. Minimum expenditure is \$5,000/year for maintenance and repairs. | <b>Fiscal Year</b> | <b>09-10</b>            | <b>10-11</b> |
| Old Whaling Station                    | 11/30/2010      |   | <b>RECEIPTS</b>    | \$0                     | \$0          |
|  | Month to Month  |   | <b>RENT</b>        | \$0                     | \$0          |
|  |                 |   | <b>FACILITIES</b>  |                         | \$0          |
| <b>Park Unit: Montgomery Woods SNR</b> |                 | <b>District</b>   | Mendocino District |                         |              |
| Save the Redwoods League               | 12/1/2009       | \$500/annual or 10% of gross receipts, whichever is greater. Facility improvement cost may be deducted from rent.   | <b>Fiscal Year</b> | <b>09-10</b>            | <b>10-11</b> |
| Parking lot development                | 11/30/2010      |   | <b>RECEIPTS</b>    | \$0                     | \$0          |
|  | Terminated      |   | <b>RENT</b>        | \$0                     | \$0          |
|  |                 |   | <b>FACILITIES</b>  |                         | \$0          |



| Concessionaire Name                  | Begin Date      |   |                    | GROSS RECEIPTS AND RENT |              |
|--------------------------------------|-----------------|---|--------------------|-------------------------|--------------|
| Concession Operation                 | End Date        | Rental Terms  |                    |                         |              |
|                                      | Contract Status |   |                    |                         |              |
| <b>Park Unit: Morro Bay SP</b>       |                 | <b>District</b> San Luis Obispo Coast District  |                    |                         |              |
| 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. | <b>Fiscal Year</b> | <b>09-10</b>            | <b>10-11</b> |
| Marina & restaurant                  | 9/30/1993       |   | <b>RECEIPTS</b>    | \$1,386,821             | \$1,378,352  |
|                                      | Month to Month  |   | <b>RENT</b>        | \$116,189               | \$72,776     |
|                                      |                 |   | <b>FACILITIES</b>  |                         | \$0          |
| <b>Park Unit: Mount Diablo SP</b>    |                 | <b>District</b> Diablo Vista District   |                    |                         |              |
| John Pereira                         | 2/1/1994        | \$14.50/Animal Unit Month (AUM) and interpretative program for public benefit.  | <b>Fiscal Year</b> | <b>09-10</b>            | <b>10-11</b> |
| Demonstration cattle ranch           | 11/30/1999      |   | <b>RECEIPTS</b>    | \$0                     | \$2,178      |
|                                      | Terminated      |   | <b>RENT</b>        | \$7,921                 | \$2,178      |
|                                      |                 |   | <b>FACILITIES</b>  |                         | \$0          |
| John Pereira                         | 6/1/2011        | \$7,000 year or 5% of monthly gross receipts plus \$16 per AUM, whichever is greater.   | <b>Fiscal Year</b> | <b>09-10</b>            | <b>10-11</b> |
| Demonstration Cattle Ranch           | 5/31/2016       |   | <b>RECEIPTS</b>    |                         | \$1,280      |
|                                      | In Term         |   | <b>RENT</b>        |                         | \$1,280      |
|                                      |                 |   | <b>FACILITIES</b>  |                         | \$0          |
| <b>Park Unit: Mount Tamalpais SP</b> |                 | <b>District</b> Marin District  |                    |                         |              |
| Mission Soaring LLC                  | 9/1/2009        | \$1,000/year or 5% of gross receipts, whichever is greater.   | <b>Fiscal Year</b> | <b>09-10</b>            | <b>10-11</b> |
| Hang gliding and paragliding lessons | 8/31/2014       |   | <b>RECEIPTS</b>    | \$7,350                 | \$9,372      |
|                                      | Terminated      |   | <b>RENT</b>        | \$300                   | \$469        |
|                                      |                 |   | <b>FACILITIES</b>  |                         | \$0          |
| Sharon Worlund                       | 5/1/2008        | \$2,500/year or 12% of gross receipts.  | <b>Fiscal Year</b> | <b>09-10</b>            | <b>10-11</b> |
| Snack Stand                          | 4/30/2013       |   | <b>RECEIPTS</b>    | \$23,810                | \$25,055     |
|                                      | In Term         |   | <b>RENT</b>        | \$2,836                 | \$3,007      |
|                                      |                 |   | <b>FACILITIES</b>  |                         | \$0          |

| Concessionaire Name<br>Concession Operation         | Begin Date<br>End Date<br>Contract Status | Rental Terms  | GROSS RECEIPTS AND RENT   |                                       |  |
|---|---|---|---|---------------------------------------|--|
| <b>Park Unit: Oceano Dunes SVRA</b>                 |   | <b>District</b> Oceano Dunes District   |   |                                       |  |
| Angello's ATV Rental<br>ATV rentals                 | 2/11/2004<br>4/30/2005<br>Month to Month  | \$500/month or 5% of \$500,000 in gross receipts, and 6.5% over \$500,000, whichever amount is greater.                                 | <b>Fiscal Year</b><br><b>RECEIPTS</b><br><b>RENT</b><br><b>FACILITIES</b> | <b>09-10</b><br>\$451,059<br>\$22,553 | <b>10-11</b><br>\$354,324<br>\$17,716<br>\$0 |
| Arnie's ATV Rentals<br>ATV rentals                  | 2/11/2004<br>4/30/2005<br>Month to Month  | \$500/month or 5% of first \$500,000 of gross receipts, and 6.5% of gross receipts in excess of \$500,000, whichever amount is greater. | <b>Fiscal Year</b><br><b>RECEIPTS</b><br><b>RENT</b><br><b>FACILITIES</b> | <b>09-10</b><br>\$465,978<br>\$23,299 | <b>10-11</b><br>\$499,277<br>\$24,981<br>\$0 |
| BJ's ATV Rental & Accessories Center<br>ATV rentals | 2/11/2004<br>4/30/2005<br>Month to Month  | \$500/month or 5% of first \$500,000 of gross receipts and 6.5% of gross receipts in excess of \$500,000, whichever amount is greater.  | <b>Fiscal Year</b><br><b>RECEIPTS</b><br><b>RENT</b><br><b>FACILITIES</b> | <b>09-10</b><br>\$560,768<br>\$28,365 | <b>10-11</b><br>\$586,098<br>\$31,281<br>\$0 |
| Jacob Huitron<br>Kautz Towing                       | 9/1/2010<br>8/31/2015<br>In Term          | \$10,000/year or 5% of monthly vehicle storage and 10% of all other monthly gross receipts, whichever is greater.                       | <b>Fiscal Year</b><br><b>RECEIPTS</b><br><b>RENT</b><br><b>FACILITIES</b> | <b>09-10</b>                          | <b>10-11</b><br>\$81,890<br>\$7,510<br>\$0   |
| LUV-2-CAMP, LLC<br>Camp Trailer Rental              | 7/1/2004<br>5/31/2006<br>Terminated       | \$500/month or 8% of gross receipts, whichever is greater. New contract effective 8/1/2010.   | <b>Fiscal Year</b><br><b>RECEIPTS</b><br><b>RENT</b><br><b>FACILITIES</b> | <b>09-10</b><br>\$246,460<br>\$20,110 | <b>10-11</b><br>\$67,800<br>\$6,780<br>\$0   |
| LUV-2-CAMP, LLC<br>Camp Trailer Rental              | 8/1/2010<br>7/31/2020<br>In Term          | \$42,000/year or 10% of gross receipts, whichever is greater.   | <b>Fiscal Year</b><br><b>RECEIPTS</b><br><b>RENT</b><br><b>FACILITIES</b> | <b>09-10</b>                          | <b>10-11</b><br>\$248,300<br>\$23,827<br>\$0 |

| Concessionaire Name<br>Concession Operation                                      | Begin Date<br>End Date<br>Contract Status | Rental Terms   | GROSS RECEIPTS AND RENT                       |                                |                                       |
|--|---|--|---|--------------------------------|---------------------------------------|
| Pacific Adventure Tours<br>Off road vehicle tours                                | 4/1/2005<br>2/28/2007<br>Terminated       | \$500/month or 5% of the first \$500,000 gross receipts and 6.5% of gross receipts over \$500,000, whichever amount is greater. New contract effective 5/1/2011. | Fiscal Year<br>RECEIPTS<br>RENT<br>FACILITIES | 09-10<br>\$132,634<br>\$8,314  | 10-11<br>\$46,099<br>\$2,844<br>\$0   |
| Pacific Adventure Tours<br>Off-highway vehicle tours                             | 5/1/2011<br>4/30/2016<br>In Term          | \$10,000/year or 10% of gross receipts, whichever is greater.  | Fiscal Year<br>RECEIPTS<br>RENT<br>FACILITIES | 09-10                          | 10-11<br>\$47,869<br>\$3,563<br>\$0   |
| Steve's ATV Rental Service, Inc.<br>ATV rentals                                  | 2/11/2004<br>4/30/2005<br>Month to Month  | \$500/month or 5% of gross receipts under \$500,000 and 6.5% of gross receipts over \$500,000, whichever amount is greater.                                      | Fiscal Year<br>RECEIPTS<br>RENT<br>FACILITIES | 09-10<br>\$860,864<br>\$44,977 | 10-11<br>\$966,702<br>\$54,395<br>\$0 |
| Steve's ATV Rental Service, Inc.<br>ATV towing, storage, retail sales and snacks | 9/1/2003<br>4/30/2005<br>Terminated       | 15.5% of monthly gross receipts for towing, food service and retail sales; 5% of gross receipts for storage. New contract award pending.                         | Fiscal Year<br>RECEIPTS<br>RENT<br>FACILITIES | 09-10<br>\$101,838<br>\$12,355 | 10-11<br>\$24,699<br>\$2,870<br>\$0   |
| Sun Buggie Fun Rentals of Pismo<br>Off-Road Vehicle Rentals                      | 6/24/2004<br>10/31/2005<br>Month to Month | \$500/month or 8% of gross receipts, whichever is greater.   | Fiscal Year<br>RECEIPTS<br>RENT<br>FACILITIES | 09-10<br>\$467,378<br>\$37,397 | 10-11<br>\$495,298<br>\$39,624<br>\$0 |
| Yo, Banana Boy! Inc.<br>Vacuum pump service                                      | 10/1/2003<br>4/30/2005<br>Terminated      | \$500/month or 8% of gross receipts, whichever is greater.   | Fiscal Year<br>RECEIPTS<br>RENT<br>FACILITIES | 09-10<br>\$274,394<br>\$21,426 | 10-11<br>\$0<br>\$0<br>\$0            |

| Concessionaire Name<br>Concession Operation                  | Begin Date<br>End Date<br>Contract Status | Rental Terms   | GROSS RECEIPTS AND RENT |                          |              |
|--|---|--|-------------------------|--------------------------|--------------|
| Yo, Banana Boy! Inc.<br>Vacuum pump service and retail sales | 7/1/2010<br>6/30/2015<br>In Term          | \$20,000/year or 10% of gross receipts, whichever is greater.  | <b>Fiscal Year</b>      | <b>09-10</b>             | <b>10-11</b> |
|  |   |  | <b>RECEIPTS</b>         |                          | \$396,138    |
|  |   |  | <b>RENT</b>             |                          | \$39,614     |
|  |   |  | <b>FACILITIES</b>       |                          | \$0          |
| <b>Park Unit: Ocotillo Wells SVRA</b>                        |   |  | <b>District</b>         | Ocotillo Wells District  |              |
| LUV-2-CAMP, LLC<br>Camp Trailer Rental                       | 7/1/2009<br>2/28/2011<br>Month to Month   | 10% of annual gross receipts up to \$500,000 and 12% over in Year 1; \$6,000/year or 10% of gross receipts up to \$500,000 or 12% over, whichever is greater in Year 2.                      | <b>Fiscal Year</b>      | <b>09-10</b>             | <b>10-11</b> |
|  |   |  | <b>RECEIPTS</b>         | \$54,572                 | \$68,708     |
|  |   |  | <b>RENT</b>             | \$5,457                  | \$6,871      |
|  |   |  | <b>FACILITIES</b>       |                          | \$0          |
| <b>Park Unit: Old Sacramento SHP</b>                         |   |  | <b>District</b>         | Capital District         |              |
| Skalet Family Jewelers<br>Jewelry store                      | 3/1/2004<br>2/28/2014<br>In Term          | \$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% for facility maintenance.            | <b>Fiscal Year</b>      | <b>09-10</b>             | <b>10-11</b> |
|  |   |  | <b>RECEIPTS</b>         | \$783,132                | \$828,712    |
|  |   |  | <b>RENT</b>             | \$31,337                 | \$33,148     |
|  |   |  | <b>FACILITIES</b>       | \$1,958                  | \$2,072      |
| Wells Fargo Bank<br>Interpretive display and banking         | 11/1/1996<br>10/31/2006<br>Month to Month | \$675/month.   | <b>Fiscal Year</b>      | <b>09-10</b>             | <b>10-11</b> |
|  |   |  | <b>RECEIPTS</b>         | \$0                      | \$0          |
|  |   |  | <b>RENT</b>             | \$8,100                  | \$8,100      |
|  |   |  | <b>FACILITIES</b>       |                          | \$0          |
| <b>Park Unit: Old Town San Diego SHP</b>                     |   |  | <b>District</b>         | San Diego Coast District |              |
| Alvarado Provisions<br>Alvarado Provisions store             | 6/1/1990<br>5/31/1995<br>Terminated       | \$600/month or 8.25% of up to \$12,500 of gross receipts, plus 10.5% of gross receipts over \$12,500; and 2% for maintenance. New contract awarded to Rust General Store effective 7/1/2011. | <b>Fiscal Year</b>      | <b>09-10</b>             | <b>10-11</b> |
|  |   |  | <b>RECEIPTS</b>         | \$203,184                | \$170,400    |
|  |   |  | <b>RENT</b>             | \$17,959                 | \$14,877     |
|  |   |  | <b>FACILITIES</b>       | \$4,026                  | \$3,408      |

| Concessionaire Name<br>Concession Operation  | Begin Date<br>End Date<br>Contract Status | Rental Terms  | GROSS RECEIPTS AND RENT |              |              |
|--|---|---|-------------------------|--------------|--------------|
| Ana Salcedo<br>Wallach & Goldman Square      | 2/1/2006<br>1/31/2016<br>In Term          | \$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. | <b>Fiscal Year</b>      | <b>09-10</b> | <b>10-11</b> |
|  |   |   | <b>RECEIPTS</b>         | \$283,912    | \$439,787    |
|  |   |   | <b>RENT</b>             | \$131,892    | \$116,278    |
|  |   |   | <b>FACILITIES</b>       |              | \$0          |
| Artisan Imports, Inc.<br>El Centro Artesano  | 5/1/1991<br>4/30/1996<br>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.                | <b>Fiscal Year</b>      | <b>09-10</b> | <b>10-11</b> |
|  |   |   | <b>RECEIPTS</b>         | \$598,997    | \$587,894    |
|  |   |   | <b>RENT</b>             | \$66,780     | \$65,447     |
|  |   |   | <b>FACILITIES</b>       | \$8,985      | \$15,622     |
| Cousin's Old Town Candy Shop<br>Candy shop   | 8/1/2000<br>7/31/2010<br>Month to Month   | 15% of gross receipts; and 1.5% for maintenance.  | <b>Fiscal Year</b>      | <b>09-10</b> | <b>10-11</b> |
|  |   |   | <b>RECEIPTS</b>         | \$839,051    | \$958,599    |
|  |   |   | <b>RENT</b>             | \$128,029    | \$143,790    |
|  |   |   | <b>FACILITIES</b>       | \$11,395     | \$14,379     |
| Cygnnet Theatre<br>Theatre in Old Town       | 1/1/2008<br>12/31/2017<br>In Term         | \$40,000/year or 3% of gross receipts whichever is greater; and \$370,000 for facility improvements in FY 08/09.                            | <b>Fiscal Year</b>      | <b>09-10</b> | <b>10-11</b> |
|  |   |   | <b>RECEIPTS</b>         | \$909,972    | \$1,035,914  |
|  |   |   | <b>RENT</b>             | \$27,386     | \$44,919     |
|  |   |   | <b>FACILITIES</b>       |              | \$0          |
| David Wolfe<br>Horse drawn wagon tours       | 8/15/2008<br>8/14/2009<br>Terminated      | Provide wagon ride tours for public benefit.  | <b>Fiscal Year</b>      | <b>09-10</b> | <b>10-11</b> |
|  |   |   | <b>RECEIPTS</b>         | \$3,715      | \$0          |
|  |   |   | <b>RENT</b>             | \$0          | \$0          |
|  |   |   | <b>FACILITIES</b>       |              | \$0          |
| El Fandango Restaurant<br>Mexican restaurant | 8/1/2003<br>7/31/2013<br>In Term          | \$6,000/month or 10.5% of gross receipts up to \$70,000, and 10.5% of gross receipts over \$70,000, whichever amount is greater.            | <b>Fiscal Year</b>      | <b>09-10</b> | <b>10-11</b> |
|  |   |   | <b>RECEIPTS</b>         | \$990,295    | \$962,453    |
|  |   |   | <b>RENT</b>             | \$107,621    | \$102,042    |
|  |   |   | <b>FACILITIES</b>       |              | \$0          |

| Concessionaire Name<br>Concession Operation                  | Begin Date<br>End Date<br>Contract Status | Rental Terms  | GROSS RECEIPTS AND RENT |              |              |
|--|---|---|-------------------------|--------------|--------------|
| First San Diego Courthouse, Inc.<br>Bean Courthouse Building | 6/1/2009<br>5/31/2019<br>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. | <b>Fiscal Year</b>      | <b>09-10</b> | <b>10-11</b> |
|  |   |   | <b>RECEIPTS</b>         | \$0          | \$0          |
|  |   |   | <b>RENT</b>             | \$0          | \$0          |
|  |   |   | <b>FACILITIES</b>       |              | \$0          |
| Gum Saan<br>Chinese import store                             | 2/1/2003<br>1/31/2013<br>In Term          | \$2,000/month or 10.5% of up to \$25,000 of gross receipts, and 10.5% of gross receipts over \$25,000, whichever amount is greater.   | <b>Fiscal Year</b>      | <b>09-10</b> | <b>10-11</b> |
|  |   |   | <b>RECEIPTS</b>         | \$111,529    | \$148,165    |
|  |   |   | <b>RENT</b>             | \$27,022     | \$27,604     |
|  |   |   | <b>FACILITIES</b>       |              | \$0          |
| Happy Trails Livestock, LLC<br>Wagon Rides                   | 8/7/2010<br>11/6/2010<br>Month to Month   | \$20/month or 10% of gross receipts up to \$200 and 20% over \$200, whichever is greater.   | <b>Fiscal Year</b>      | <b>09-10</b> | <b>10-11</b> |
|  |   |   | <b>RECEIPTS</b>         |              | \$3,669      |
|  |   |   | <b>RENT</b>             |              | \$483        |
|  |   |   | <b>FACILITIES</b>       |              | \$0          |
| Heritage Tours<br>Guided tours                               | 11/1/1994<br>6/30/1995<br>Terminated      | \$.50/adult and \$.25/child   | <b>Fiscal Year</b>      | <b>09-10</b> | <b>10-11</b> |
|  |   |   | <b>RECEIPTS</b>         | \$92,695     | \$4,487      |
|  |   |   | <b>RENT</b>             | \$4,194      | \$169        |
|  |   |   | <b>FACILITIES</b>       |              | \$0          |
| Heritage Tours<br>Guided Tours                               | 10/1/2010<br>9/30/2015<br>In Term         | \$3,000/month or 5% of gross receipts, whichever is greater.  | <b>Fiscal Year</b>      | <b>09-10</b> | <b>10-11</b> |
|  |   |   | <b>RECEIPTS</b>         |              | \$77,008     |
|  |   |   | <b>RENT</b>             |              | \$3,850      |
|  |   |   | <b>FACILITIES</b>       |              | \$0          |
| Holiday Traditions, Inc.<br>Captain Fitch's Mercantile store | 11/1/1995<br>10/31/1997<br>Terminated     | \$2,000/month or 12% of gross receipts, whichever amount is greater; and 2% for maintenance.  | <b>Fiscal Year</b>      | <b>09-10</b> | <b>10-11</b> |
|  |   |   | <b>RECEIPTS</b>         | \$267,292    | \$123,136    |
|  |   |   | <b>RENT</b>             | \$32,325     | \$14,776     |
|  |   |   | <b>FACILITIES</b>       | \$5,346      | \$2,463      |

| Concessionaire Name<br>Concession Operation   | Begin Date<br>End Date<br>Contract Status | Rental Terms   | GROSS RECEIPTS AND RENT |              |              |
|---|---|--|-------------------------|--------------|--------------|
| Holiday Traditions, Inc.<br>Captain Fitch's Mercantile                                    | 12/1/2010<br>11/30/2020<br>In Term        | \$30,000/year or 11% of gross receipts, whichever is greater.  | <b>Fiscal Year</b>      | <b>09-10</b> | <b>10-11</b> |
|   |   |  | <b>RECEIPTS</b>         |              | \$151,540    |
|   |   |  | <b>RENT</b>             |              | \$18,172     |
|   |   |  | <b>FACILITIES</b>       |              | \$0          |
| Miner's Gems & Minerals<br>Gems and minerals  | 6/1/1998<br>5/31/2008<br>Month to Month   | \$1,800/month or 10.5% of gross receipts, whichever is greater; and 2% for maintenance.  | <b>Fiscal Year</b>      | <b>09-10</b> | <b>10-11</b> |
|   |   |  | <b>RECEIPTS</b>         | \$346,131    | \$323,446    |
|   |   |  | <b>RENT</b>             | \$36,344     | \$36,324     |
|   |   |  | <b>FACILITIES</b>       | \$6,923      | \$6,938      |
| Old Town Family Hospitality Corp.<br>Mexican Commercial Corner, Cosmopolitan, Barra Barra | 6/1/2005<br>5/31/2015<br>In Term          | \$2,000,000/ 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. Assignment from DNC effective 3/1/09. | <b>Fiscal Year</b>      | <b>09-10</b> | <b>10-11</b> |
|   |   |  | <b>RECEIPTS</b>         | \$8,934,829  | \$11,668,826 |
|   |   |  | <b>RENT</b>             | \$2,155,460  | \$2,219,310  |
|   |   |  | <b>FACILITIES</b>       |              | \$0          |
| Racine & Laramie<br>Tobacco & pipe shop   | 9/1/1974<br>8/31/2014<br>In Term          | \$180/year until \$86,000 construction investment is fully amortized: then 4% of gross receipts; plus 1% of gross receipts for advertising and promotion..                   | <b>Fiscal Year</b>      | <b>09-10</b> | <b>10-11</b> |
|   |   |  | <b>RECEIPTS</b>         | \$569,449    | \$583,743    |
|   |   |  | <b>RENT</b>             | \$958        | \$180        |
|   |   |  | <b>FACILITIES</b>       |              | \$0          |
| Raymond and Minnie Tafoya<br>Casa de Wrightington historic retail store                   | 7/1/2010<br>6/30/2020<br>In Term          | \$42,000/year or 9% of gross receipts, whichever is greater. Operated May-June 2010 under Early Entry Permit.  | <b>Fiscal Year</b>      | <b>09-10</b> | <b>10-11</b> |
|   |   |  | <b>RECEIPTS</b>         | \$27,461     | \$189,839    |
|   |   |  | <b>RENT</b>             | \$2,471      | \$17,137     |
|   |   |  | <b>FACILITIES</b>       |              | \$0          |
| Raymond C. Tafoya<br>California Indian Market & Jewelry                                   | 3/1/2009<br>2/28/2010<br>Month to Month   | \$100/month or 5% of gross receipts, whichever is greater.   | <b>Fiscal Year</b>      | <b>09-10</b> | <b>10-11</b> |
|   |   |  | <b>RECEIPTS</b>         | \$166,178    | \$109,355    |
|   |   |  | <b>RENT</b>             | \$8,412      | \$5,468      |
|   |   |  | <b>FACILITIES</b>       |              | \$0          |

| Concessionaire Name<br>Concession Operation                     | Begin Date<br>End Date<br>Contract Status | Rental Terms   | GROSS RECEIPTS AND RENT |              |              |
|---|---|--|-------------------------|--------------|--------------|
| Raymond C. Tafoya dba San Diego House<br>Historic Retail Store  | 4/1/2011<br>3/31/2021<br>In Term          | \$13,000/year or 10.75% of gross receipts,<br>whichever is greater.  | <b>Fiscal Year</b>      | <b>09-10</b> | <b>10-11</b> |
|   |   |  | <b>RECEIPTS</b>         |              | \$10,745     |
|   |   |  | <b>RENT</b>             |              | \$1,179      |
|   |   |  | <b>FACILITIES</b>       |              | \$0          |
| San Diego Historical Days<br>School House Museum                | 10/1/2010<br>9/30/2015<br>In Term         | Provision of interpretive services for<br>public benefit at the First San Diego<br>Schoolhouse on Mason Street   | <b>Fiscal Year</b>      | <b>09-10</b> | <b>10-11</b> |
|   |   |  | <b>RECEIPTS</b>         |              | \$0          |
|   |   |  | <b>RENT</b>             |              | \$0          |
|   |   |  | <b>FACILITIES</b>       |              | \$0          |
| San Diego House of Coffee and Tea<br>Coffee, tea and spice shop | 9/15/2000<br>9/14/2001<br>Terminated      | \$800/month or 8% of up to \$25,000 in<br>gross receipts, plus 10% of gross receipts<br>over \$25,000, whichever is greater; and<br>1.5% for maintenance.                    | <b>Fiscal Year</b>      | <b>09-10</b> | <b>10-11</b> |
|   |   |  | <b>RECEIPTS</b>         | \$136,177    | \$0          |
|   |   |  | <b>RENT</b>             | \$11,481     | \$0          |
|   |   |  | <b>FACILITIES</b>       | \$1,948      | \$0          |
| Tinsmith Old Town<br>Retail sales                               | 9/1/2007<br>9/30/2012<br>In Term          | \$2,000/month or 12% of gross receipts<br>up to \$25,000, and 13% of gross receipts<br>over \$25,000, whichever amount is<br>greater.  | <b>Fiscal Year</b>      | <b>09-10</b> | <b>10-11</b> |
|   |   |  | <b>RECEIPTS</b>         | \$202,474    | \$222,208    |
|   |   |  | <b>RENT</b>             | \$27,965     | \$27,935     |
|   |   |  | <b>FACILITIES</b>       |              | \$0          |
| Toby's Candle Company<br>Sessions Bldg. retail shop             | 6/1/2009<br>5/31/2019<br>In Term          | \$42,000/year or 10% of gross receipts<br>whichever is greater.  | <b>Fiscal Year</b>      | <b>09-10</b> | <b>10-11</b> |
|   |   |  | <b>RECEIPTS</b>         | \$316,238    | \$359,108    |
|   |   |  | <b>RENT</b>             | \$42,000     | \$42,000     |
|   |   |  | <b>FACILITIES</b>       |              | \$0          |
| Toler, Dennis&Heidi<br>The Johnson House                        | 9/15/2000<br>9/14/2001<br>Month to Month  | \$1,000/month or 8% of up to \$20,000 in<br>gross receipts, plus 10% of gross receipts<br>over \$20,000; and 1.5% for maintenance.<br>New contract award effective 8/1/2011. | <b>Fiscal Year</b>      | <b>09-10</b> | <b>10-11</b> |
|   |   |  | <b>RECEIPTS</b>         | \$137,773    | \$154,092    |
|   |   |  | <b>RENT</b>             | \$12,663     | \$12,839     |
|   |   |  | <b>FACILITIES</b>       | \$1,970      | \$2,311      |



| Concessionaire Name<br>Concession Operation                           | Begin Date<br>End Date<br>Contract Status | Rental Terms  | GROSS RECEIPTS AND RENT   |   |   |
|---|---|---|---|---|---|
| Toler, Dennis&Heidi<br>Toler's Leather Depot                          | 4/1/1994<br>3/31/1999<br>Month to Month   | \$1,500/month or 10% of up to \$20,000 in gross receipts, and 12.5% of gross receipts over \$20,000, whichever is greater; and 5% for maintenance. New contract award effective 8/1/2011.       | <b>Fiscal Year</b><br><b>RECEIPTS</b><br><b>RENT</b><br><b>FACILITIES</b> | <b>09-10</b><br>\$156,932<br>\$18,265<br>\$785        | <b>10-11</b><br>\$188,518<br>\$20,085<br>\$945        |
| Toler, Dennis&Heidi<br>US House Toler's Footwear                      | 4/1/1999<br>3/31/2009<br>Month to Month   | \$1,133/month or 8% of gross receipts, whichever is greater; and 1.5% for maintenance. Assigned from US House Apothecary and Soap Shop on 4/1/2008.   | <b>Fiscal Year</b><br><b>RECEIPTS</b><br><b>RENT</b><br><b>FACILITIES</b> | <b>09-10</b><br>\$163,283<br>\$14,776<br>\$3,203      | <b>10-11</b><br>\$176,171<br>\$15,284<br>\$2,543      |
| Welhelmina Manlo & Alice Altier<br>Old Town General Store             | 1/1/2001<br>6/30/2002<br>Month to Month   | \$1,250/month or 8% of first \$200,000, plus 10% of gross receipts over \$200,000, whichever is greater; and 2% for maintenance.  | <b>Fiscal Year</b><br><b>RECEIPTS</b><br><b>RENT</b><br><b>FACILITIES</b> | <b>09-10</b><br>\$79,601<br>\$15,000<br>\$1,592       | <b>10-11</b><br>\$81,460<br>\$15,000<br>\$1,629       |
| Wells Fargo Bank<br>Wells Fargo Express Office                        | 8/1/1992<br>7/31/2012<br>In Term          | Capital investment of \$350,000 to reconstruct the historic Colorado House; operate and maintain an interpretive exhibit for public benefit.  | <b>Fiscal Year</b><br><b>RECEIPTS</b><br><b>RENT</b><br><b>FACILITIES</b> | <b>09-10</b><br>\$16,575<br>\$0<br>\$0                | <b>10-11</b><br>\$16,933<br>\$0<br>\$0                |
| <b>Park Unit: Pfeiffer Big Sur SP</b>                                 |   | <b>District</b> Monterey District   |   |   |   |
| Guest Services Company of Virginia<br>Lodge, restaurant and gift shop | 11/1/2004<br>10/31/2014<br>In Term        | \$675,000/year or 16% of gross receipts, whichever is greater; and 3.7% of gross receipts for facility improvements. FY 10/11 rent includes payment from business interruption insurance claim. | <b>Fiscal Year</b><br><b>RECEIPTS</b><br><b>RENT</b><br><b>FACILITIES</b> | <b>09-10</b><br>\$3,928,095<br>\$628,495<br>\$145,339 | <b>10-11</b><br>\$4,106,149<br>\$759,150<br>\$151,928 |

| Concessionaire Name<br>Concession Operation   | Begin Date<br>End Date<br>Contract Status | Rental Terms  | GROSS RECEIPTS AND RENT   |   |   |
|---|---|---|---|---|---|
| <b>Park Unit: Pigeon Point Light Station SHP</b>  |   | <b>District</b> Santa Cruz District   |   |   |   |
| American Youth Hostel Assoc.<br>Youth hostel  | 10/1/1986<br>9/30/1991<br>Month to Month  | Equip, develop, operate and maintain a youth hostel that is open to the general public. All revenue supports facility operation and maintenance.  | <b>Fiscal Year</b><br><b>RECEIPTS</b><br><b>RENT</b><br><b>FACILITIES</b> | <b>09-10</b><br>\$315,385<br>\$0<br>\$0         | <b>10-11</b><br>\$323,289<br>\$0<br>\$0         |
| <b>Park Unit: Pismo SB</b>  |   | <b>District</b> Oceano Dunes District   |   |   |   |
| Pacifica Companies, LLC<br>Grover Beach Lodge/Conference facilities                             | 6/1/2009<br>5/31/2059<br>In Term          | \$240,000/annual or 6% of gross receipts, whichever is greater, following construction of lodge at a minimum expenditure of \$20,582,500. 50-yr term commences upon lodge opening for business. | <b>Fiscal Year</b><br><b>RECEIPTS</b><br><b>RENT</b><br><b>FACILITIES</b> | <b>09-10</b><br>\$0<br>\$0<br>\$0               | <b>10-11</b><br>\$0<br>\$0<br>\$0               |
| Superior Guest Care<br>Golf course operation (9 holes)  | 9/1/2002<br>8/31/2012<br>In Term          | \$115,000/year or 17% of golf related gross receipts and 10% of food and beverage gross receipts, whichever amount is greater.  | <b>Fiscal Year</b><br><b>RECEIPTS</b><br><b>RENT</b><br><b>FACILITIES</b> | <b>09-10</b><br>\$1,628,725<br>\$195,289<br>\$0 | <b>10-11</b><br>\$1,501,032<br>\$179,355<br>\$0 |
| <b>Park Unit: Point Cabrillo Light Station SHP</b>  |   | <b>District</b> Mendocino District  |   |   |   |
| Pt. Cabrillo Lightkeepers Association<br>Restoration, interpretation, lodging, and retail sales | 7/1/2002<br>6/30/2012<br>In Term          | Restore, operate, maintain and interpret lighthouse facilities for public use including retail sales and lodging. Sale proceeds fund facility restoration and maintenance.                      | <b>Fiscal Year</b><br><b>RECEIPTS</b><br><b>RENT</b><br><b>FACILITIES</b> | <b>09-10</b><br>\$318,403<br>\$0<br>\$0         | <b>10-11</b><br>\$172,494<br>\$0<br>\$0         |

| Concessionaire Name<br>Concession Operation   | Begin Date<br>End Date<br>Contract Status | Rental Terms   | GROSS RECEIPTS AND RENT |              |              |
|---|---|--|-------------------------|--------------|--------------|
| <b>Park Unit: Point Lobos SNR</b>             |   | <b>District</b> Monterey District  |                         |              |              |
| Philip Sammet dba Under Water Company         | 11/1/2006                                 | \$50/month or 10% of gross receipts, whichever is greater.   | <b>Fiscal Year</b>      | <b>09-10</b> | <b>10-11</b> |
| Instructional SCUBA dive tours                | 10/31/2008                                |  | <b>RECEIPTS</b>         | \$7,750      | \$5,350      |
|   | Terminated                                |  | <b>RENT</b>             | \$858        | \$529        |
|   |   |  | <b>FACILITIES</b>       |              | \$0          |
| Philip Sammet dba Under Water Company         | 5/1/2011                                  | \$600/year or 10% of monthly gross receipts, whichever is greater.   | <b>Fiscal Year</b>      | <b>09-10</b> | <b>10-11</b> |
| Guided SCUBA dive tours                       | 4/30/2016                                 |  | <b>RECEIPTS</b>         |              | \$1,000      |
|   | In Term                                   |  | <b>RENT</b>             |              | \$110        |
|   |   |  | <b>FACILITIES</b>       |              | \$0          |
| <b>Park Unit: Point Montara Light Station</b> |   | <b>District</b> Santa Cruz District  |                         |              |              |
| American Youth Hostel Assoc.                  | 10/1/1986                                 | Equip, develop, operate and maintain a youth hostel that is open to the general public. All revenue supports facility operation and maintenance. | <b>Fiscal Year</b>      | <b>09-10</b> | <b>10-11</b> |
| Youth hostel                                  | 9/30/1991                                 |  | <b>RECEIPTS</b>         | \$278,216    | \$292,200    |
|   | Month to Month                            |  | <b>RENT</b>             | \$0          | \$0          |
|   |   |  | <b>FACILITIES</b>       |              | \$0          |
| <b>Park Unit: Point Mugu SP</b>               |   | <b>District</b> Angeles District   |                         |              |              |
| Camping Adventures                            | 8/1/2010                                  | \$6,000/year or 10% of gross receipts, whichever is greater.   | <b>Fiscal Year</b>      | <b>09-10</b> | <b>10-11</b> |
| Camp Trailer Rental                           | 7/31/2012                                 |  | <b>RECEIPTS</b>         | \$0          | \$2,380      |
|   | In Term                                   |  | <b>RENT</b>             | \$0          | \$238        |
|   |   |  | <b>FACILITIES</b>       |              | \$0          |
| LAZ Parking California, LLC                   | 7/1/2010                                  | \$40,000/year or 24% of gross receipts up to \$170,000 and 85% of gross receipts over, whichever is greater.                                     | <b>Fiscal Year</b>      | <b>09-10</b> | <b>10-11</b> |
| Maintain and manage parking lots              | 6/30/2011                                 |  | <b>RECEIPTS</b>         |              | \$69,686     |
|   | In Term                                   |  | <b>RENT</b>             |              | \$21,380     |
|   |   |  | <b>FACILITIES</b>       |              | \$0          |

| Concessionaire Name                 | Begin Date      |   |                    | GROSS RECEIPTS AND RENT |              |
|-------------------------------------|-----------------|---|--------------------|-------------------------|--------------|
| Concession Operation                | End Date        | Rental Terms  |                    |                         |              |
|                                     | Contract Status |   |                    |                         |              |
| <b>Park Unit: Prairie City SVRA</b> |                 | <b>District</b> Twin Cities District  |                    |                         |              |
| A.M.P. Racing, LLC                  | 7/1/2001        | 6% of gross receipts and 4% for facility maintenance.   | <b>Fiscal Year</b> | <b>09-10</b>            | <b>10-11</b> |
| Motocross race track operation      | 6/30/2002       |   | <b>RECEIPTS</b>    | \$57,742                | \$0          |
|                                     | Terminated      |   | <b>RENT</b>        | \$3,465                 | \$0          |
|                                     |                 |   | <b>FACILITIES</b>  | \$2,310                 | \$0          |
| Aaron's Rental                      | 9/1/2002        | 10% of gross receipts.  | <b>Fiscal Year</b> | <b>09-10</b>            | <b>10-11</b> |
| Mud Mart ATV rentals                | 12/31/2003      |   | <b>RECEIPTS</b>    | \$63,570                | \$0          |
|                                     | Terminated      |   | <b>RENT</b>        | \$6,357                 | \$0          |
|                                     |                 |   | <b>FACILITIES</b>  |                         | \$0          |
| All Star Karting LLC                | 12/1/2009       | \$10,000/annual or 6% of gross receipts, whichever is greater. Previous contract under Racecraft Motorsports, LLC.  | <b>Fiscal Year</b> | <b>09-10</b>            | <b>10-11</b> |
| Go-Kart Race Track                  | 11/30/2014      |   | <b>RECEIPTS</b>    | \$72,936                | \$111,253    |
|                                     | In Term         |   | <b>RENT</b>        | \$4,376                 | \$6,675      |
|                                     |                 |   | <b>FACILITIES</b>  |                         | \$0          |
| E Street Mx Inc.                    | 6/1/2010        | \$36,450/year or 15% of annual gross receipts, whichever is greater.  | <b>Fiscal Year</b> | <b>09-10</b>            | <b>10-11</b> |
| Motocross race track operation      | 5/31/2015       |   | <b>RECEIPTS</b>    | \$48,802                | \$122,225    |
|                                     | In Term         |   | <b>RENT</b>        | \$7,320                 | \$28,519     |
|                                     |                 |   | <b>FACILITIES</b>  |                         | \$0          |
| Mud Mart                            | 4/1/2011        | \$5,000/year or 5% of first \$150,000 in annual gross receipts and 10% over for \$150,000, whichever is greater for Year 1; \$10,000/year or 10% of annual gross receipts, whichever is greater beginning Year 2. | <b>Fiscal Year</b> | <b>09-10</b>            | <b>10-11</b> |
| Park store                          | 3/31/2013       |   | <b>RECEIPTS</b>    |                         | \$5,120      |
|                                     | In Term         |   | <b>RENT</b>        |                         | \$256        |
|                                     |                 |   | <b>FACILITIES</b>  |                         | \$0          |

| Concessionaire Name<br>Concession Operation  | Begin Date<br>End Date<br>Contract Status | Rental Terms   | GROSS RECEIPTS AND RENT                       |                                       |                                       |
|--|---|--|---|---------------------------------------|---------------------------------------|
| Racecraft Motorsports<br>Go-kart track   | 5/1/2005<br>4/30/2010<br>Terminated       | \$500/month or 5% of first \$120,000 of all annual gross receipts, and 7% of annual gross receipts in excess of \$120,000, whichever total amount is greater. New contract awarded to All Star Karting, LLC. | Fiscal Year<br>RECEIPTS<br>RENT<br>FACILITIES | 09-10<br>\$46,416<br>\$2,321<br>\$0   | 10-11<br>\$0<br>\$0<br>\$0            |
| <b>Park Unit: Refugio SB</b>   |   | <b>District</b> Channel Coast District   |   |                                       |                                       |
| California Camp Stores<br>Beach stores Gaviota, El Capitan, Refugio                                | 4/1/2008<br>3/31/2018<br>In Term          | \$60,000/year or 12% of gross receipts whichever is greater.   | Fiscal Year<br>RECEIPTS<br>RENT<br>FACILITIES | 09-10<br>\$140,976<br>\$16,917<br>\$0 | 10-11<br>\$131,165<br>\$15,740<br>\$0 |
| K & W Rentals LLC / Trailers 2 U<br>Camp Trailer Rentals Carpinteria, El Capitan, Gaviota, Refugio | 8/1/2009<br>7/31/2011<br>In Term          | \$6,000/year or 10% of the first \$300,000 of gross receipts plus 12% of gross receipts over \$300,000, whichever is greater.  | Fiscal Year<br>RECEIPTS<br>RENT<br>FACILITIES | 09-10<br>\$19,615<br>\$1,962<br>\$0   | 10-11<br>\$42,340<br>\$4,234<br>\$0   |
| <b>Park Unit: Robert H. Meyer Memorial SB</b>  |   | <b>District</b> Angeles District   |   |                                       |                                       |
| LAZ Parking California, LLC<br>Maintain and manage parking lots                                    | 7/1/2010<br>6/30/2011<br>In Term          | \$40,000/year or 24% of gross receipts up to \$170,000 and 85% of gross receipts over, whichever is greater.   | Fiscal Year<br>RECEIPTS<br>RENT<br>FACILITIES | 09-10<br>\$204,582<br>\$59,377<br>\$0 | 10-11<br>\$0<br>\$0<br>\$0            |
| <b>Park Unit: San Buenaventura SB</b>  |   | <b>District</b> Channel Coast District   |   |                                       |                                       |
| Wheel Fun Rentals<br>Beach equipment rental  | 5/24/2004<br>5/23/2005<br>Terminated      | \$15,000/year or 17% of gross receipts, whichever is greater.  | Fiscal Year<br>RECEIPTS<br>RENT<br>FACILITIES | 09-10<br>\$127,127<br>\$21,612<br>\$0 | 10-11<br>\$89,671<br>\$15,244<br>\$0  |

| Concessionaire Name<br>Concession Operation    | Begin Date<br>End Date<br>Contract Status | Rental Terms  | GROSS RECEIPTS AND RENT |              |              |
|--|---|---|-------------------------|--------------|--------------|
| Wheel Fun Rentals<br>Bicycle and Beach Rentals | 6/1/2011<br>5/31/2016<br>In Term          | \$17,000/year or 15% of gross receipts,<br>whichever is greater.  | <b>Fiscal Year</b>      | <b>09-10</b> | <b>10-11</b> |
|  |   |   | <b>RECEIPTS</b>         |              | \$10,483     |
|  |   |   | <b>RENT</b>             |              | \$1,572      |
|  |   |   | <b>FACILITIES</b>       |              | \$0          |
| Yellow Umbrella Co.<br>Beach equipment rentals | 8/12/2004<br>8/11/2009<br>Terminated      | \$3,500/year or 10% of annual gross<br>receipts, whichever is greater.  | <b>Fiscal Year</b>      | <b>09-10</b> | <b>10-11</b> |
|  |   |   | <b>RECEIPTS</b>         | \$44,138     | \$41,381     |
|  |   |   | <b>RENT</b>             | \$4,799      | \$4,213      |
|  |   |   | <b>FACILITIES</b>       |              | \$0          |
| <b>Park Unit: San Clemente SB</b>              |   | <b>District</b> Orange Coast District   |                         |              |              |
| Calafia Beach Café<br>Calafia Beach stand      | 9/1/2009<br>8/31/2019<br>In Term          | Year 1: 12% of gross receipts; Year 2:<br>\$20,000 minimum annual rent or 12% of<br>gross receipts, whichever is greater.   | <b>Fiscal Year</b>      | <b>09-10</b> | <b>10-11</b> |
|  |   |   | <b>RECEIPTS</b>         | \$37,163     | \$74,228     |
|  |   |   | <b>RENT</b>             | \$4,460      | \$8,907      |
|  |   |   | <b>FACILITIES</b>       |              | \$0          |
| LUV-2-CAMP, LLC<br>Camp Trailer Rental         | 8/1/2010<br>7/31/2012<br>In Term          | \$6,000/year or 10% of gross receipts up<br>to \$500,000 and 12% over, whichever is<br>greater. Year 1 rent based on gross<br>receipts only. Crystal Cove campground<br>added in July 2011. | <b>Fiscal Year</b>      | <b>09-10</b> | <b>10-11</b> |
|  |   |   | <b>RECEIPTS</b>         |              | \$4,887      |
|  |   |   | <b>RENT</b>             |              | \$489        |
|  |   |   | <b>FACILITIES</b>       |              | \$0          |
| <b>Park Unit: San Elijo SB</b>                 |   | <b>District</b> San Diego Coast District  |                         |              |              |
| Albert's RV Rental<br>Camp trailer rentals     | 3/24/2010<br>3/23/2011<br>Month to Month  | \$2,000/year or 10% of gross receipts,<br>whichever is greater.   | <b>Fiscal Year</b>      | <b>09-10</b> | <b>10-11</b> |
|  |   |   | <b>RECEIPTS</b>         | \$5,988      | \$16,761     |
|  |   |   | <b>RENT</b>             | \$599        | \$1,676      |
|  |   |   | <b>FACILITIES</b>       |              | \$0          |

| Concessionaire Name<br>Concession Operation        | Begin Date<br>End Date<br>Contract Status | Rental Terms  | GROSS RECEIPTS AND RENT |           |           |
|--|---|---|-------------------------|-----------|-----------|
| Eli Howard Surf School, Inc<br>Overnight Surf Camp | 6/1/2008<br>5/31/2013<br>In Term          | \$30,000/year or 20% of gross receipts, whichever is greater, plus \$500/month for camp site.   | Fiscal Year             | 09-10     | 10-11     |
|  |   |   | RECEIPTS                | \$173,148 | \$194,316 |
|  |   |   | RENT                    | \$34,630  | \$38,863  |
|  |   |   | FACILITIES              |           | \$0       |
| JLM Systems<br>San Elijo Camp Store                | 5/1/2007<br>4/30/2017<br>In Term          | \$30,000/year or 15% of gross receipts, whichever is greater.   | Fiscal Year             | 09-10     | 10-11     |
|  |   |   | RECEIPTS                | \$576,420 | \$811,847 |
|  |   |   | RENT                    | \$86,463  | \$121,777 |
|  |   |   | FACILITIES              |           | \$0       |
| LUV-2-CAMP, LLC<br>Camp Trailer Rental             | 4/7/2008<br>5/31/2010<br>Month to Month   | 10% of annual gross receipts up to \$500,000 and 12% over in Year 1; \$6,000/year or 10% of gross receipts up to \$500,000 or 12% over, whichever is greater in Year 2.         | Fiscal Year             | 09-10     | 10-11     |
|  |   |   | RECEIPTS                | \$18,140  | \$22,752  |
|  |   |   | RENT                    | \$1,814   | \$2,275   |
|  |   |   | FACILITIES              |           | \$0       |
| Travel Time RV, Inc.<br>Camp Trailer Rental        | 5/1/2010<br>4/30/2011<br>Month to Month   | \$2,000/year or 10% of gross receipts, whichever is greater.  | Fiscal Year             | 09-10     | 10-11     |
|  |   |   | RECEIPTS                | \$0       | \$7,033   |
|  |   |   | RENT                    | \$0       | \$1,041   |
|  |   |   | FACILITIES              |           | \$0       |
| <b>Park Unit: San Onofre SB</b>                    |   | <b>District</b> Orange Coast District   |                         |           |           |
| LUV-2-CAMP, LLC<br>Camp Trailer Rental             | 8/1/2010<br>7/31/2012<br>In Term          | \$6,000/year or 10% of gross receipts up to \$500,000 and 12% over, whichever is greater. Year 1 rent based on gross receipts only. Crystal Cove campground added in July 2011. | Fiscal Year             | 09-10     | 10-11     |
|  |   |   | RECEIPTS                |           | \$3,637   |
|  |   |   | RENT                    |           | \$364     |
|  |   |   | FACILITIES              |           | \$0       |

| Concessionaire Name<br>Concession Operation | Begin Date<br>End Date<br>Contract Status | Rental Terms  | GROSS RECEIPTS AND RENT |              |              |
|---|---|---|-------------------------|--------------|--------------|
| <b>Park Unit: Seacliff SB</b>               |   | <b>District</b> Santa Cruz District   |                         |              |              |
| The Beach Shack                             | 7/1/2005                                  | \$3,500/year or 6% of gross receipts,<br>whichever is greater.  | <b>Fiscal Year</b>      | <b>09-10</b> | <b>10-11</b> |
| Beach stand                                 | 6/30/2015                                 |   | <b>RECEIPTS</b>         | \$45,491     | \$40,906     |
|   | In Term                                   |   | <b>RENT</b>             | \$2,730      | \$3,279      |
|   |   |   | <b>FACILITIES</b>       |              | \$0          |
| <b>Park Unit: Silver Strand SB</b>          |   | <b>District</b> San Diego Coast District  |                         |              |              |
| Albert's RV Rental                          | 3/24/2010                                 | \$2,000/year or 10% of gross receipts,<br>whichever is greater.   | <b>Fiscal Year</b>      | <b>09-10</b> | <b>10-11</b> |
| Camp trailer rentals                        | 3/23/2011                                 |   | <b>RECEIPTS</b>         | \$3,817      | \$13,937     |
|   | Month to Month                            |   | <b>RENT</b>             | \$382        | \$1,394      |
|   |   |   | <b>FACILITIES</b>       |              | \$0          |
| Coronado Surfing Academy                    | 11/1/2008                                 | \$500/month or 18% of gross receipts,<br>whichever is greater during June-August;<br>18% of gross receipts remainder of year.   | <b>Fiscal Year</b>      | <b>09-10</b> | <b>10-11</b> |
| Surf Camp                                   | 10/31/2013                                |   | <b>RECEIPTS</b>         | \$16,881     | \$19,635     |
|   | In Term                                   |   | <b>RENT</b>             | \$3,448      | \$3,534      |
|   |   |   | <b>FACILITIES</b>       |              | \$0          |
| LUV-2-CAMP, LLC                             | 4/7/2008                                  | 10% of annual gross receipts up to<br>\$500,000 and 12% over in Year 1;<br>\$6,000/year or 10% of gross receipts up<br>to \$500,000 or 12% over, whichever is<br>greater in Year 2. | <b>Fiscal Year</b>      | <b>09-10</b> | <b>10-11</b> |
| Camp Trailer Rental                         | 5/31/2010                                 |   | <b>RECEIPTS</b>         | \$6,854      | \$4,348      |
|   | Month to Month                            |   | <b>RENT</b>             | \$685        | \$435        |
|   |   |   | <b>FACILITIES</b>       |              | \$0          |
| Silver Strand Beach Café                    | 5/1/2007                                  | \$4,000/year or 9% of up to \$100,000 in<br>gross receipts, and 15% of gross receipts<br>over \$100,000, whichever amount is<br>greater.  | <b>Fiscal Year</b>      | <b>09-10</b> | <b>10-11</b> |
| Snack bar and camp store                    | 4/30/2017                                 |   | <b>RECEIPTS</b>         | \$34,215     | \$24,611     |
|   | In Term                                   |   | <b>RENT</b>             | \$5,773      | \$5,856      |
|   |   |   | <b>FACILITIES</b>       |              | \$0          |



| Concessionaire Name<br>Concession Operation         | Begin Date<br>End Date<br>Contract Status | Rental Terms  | GROSS RECEIPTS AND RENT   |                                       |  |
|---|---|---|---|---------------------------------------|--|
| Travel Time RV, Inc.<br>Camp Trailer Rental         | 5/1/2010<br>4/30/2011<br>Month to Month   | \$2,000/year or 10% of gross receipts,<br>whichever is greater.   | <b>Fiscal Year</b><br><b>RECEIPTS</b><br><b>RENT</b><br><b>FACILITIES</b> | <b>09-10</b><br>\$0<br>\$0            | <b>10-11</b><br>\$6,316<br>\$632<br>\$0      |
| <b>Park Unit: Silverwood Lake SRA</b>               |   |   | <b>District</b>   | Tehachapi District                    |  |
| Pyramid Enterprises, Inc.<br>Lake Silverwood Marina | 3/1/1998<br>12/28/2018<br>In Term         | \$38,000/year or 8% of gross receipts up<br>to \$500,000, and 10% of gross receipts<br>over \$500,000, whichever is greater; plus<br>7% of fuel gross receipts; and 35% of pay<br>showers gross receipts. | <b>Fiscal Year</b><br><b>RECEIPTS</b><br><b>RENT</b><br><b>FACILITIES</b> | <b>09-10</b><br>\$414,161<br>\$38,553 | <b>10-11</b><br>\$318,581<br>\$31,498<br>\$0 |
| <b>Park Unit: South Carlsbad SB</b>                 |   |   | <b>District</b>   | San Diego Coast District              |  |
| Albert's RV Rental<br>Camp trailer rentals          | 3/24/2010<br>3/23/2011<br>Month to Month  | \$2,000/year or 10% of gross receipts,<br>whichever is greater.   | <b>Fiscal Year</b><br><b>RECEIPTS</b><br><b>RENT</b><br><b>FACILITIES</b> | <b>09-10</b><br>\$7,540<br>\$754      | <b>10-11</b><br>\$24,688<br>\$2,487<br>\$0   |
| JLM Systems<br>Carlsbad Camp Store                  | 5/1/2007<br>4/30/2017<br>In Term          | \$30,000/year or 15% of gross receipts,<br>whichever is greater.  | <b>Fiscal Year</b><br><b>RECEIPTS</b><br><b>RENT</b><br><b>FACILITIES</b> | <b>09-10</b><br>\$356,273<br>\$53,441 | <b>10-11</b><br>\$368,234<br>\$55,205<br>\$0 |
| LUV-2-CAMP, LLC<br>Camp Trailer Rental              | 4/7/2008<br>5/31/2010<br>Month to Month   | 10% of annual gross receipts up to<br>\$500,000 and 12% over in Year 1;<br>\$6,000/year or 10% of gross receipts up<br>to \$500,000 or 12% over, whichever is<br>greater in Year 2.                       | <b>Fiscal Year</b><br><b>RECEIPTS</b><br><b>RENT</b><br><b>FACILITIES</b> | <b>09-10</b><br>\$28,677<br>\$4,350   | <b>10-11</b><br>\$40,517<br>\$4,052<br>\$0   |

| Concessionaire Name<br>Concession Operation              | Begin Date<br>End Date<br>Contract Status | Rental Terms  | GROSS RECEIPTS AND RENT |              |              |
|--|---|---|-------------------------|--------------|--------------|
| Travel Time RV, Inc.<br>Camp Trailer Rental              | 5/1/2010<br>4/30/2011<br>Month to Month   | \$2,000/year or 10% of gross receipts, whichever is greater.  | <b>Fiscal Year</b>      | <b>09-10</b> | <b>10-11</b> |
|  |   |   | <b>RECEIPTS</b>         | \$774        | \$5,491      |
|  |   |   | <b>RENT</b>             | \$77         | \$549        |
|  |   |   | <b>FACILITIES</b>       |              | \$0          |
| <b>Park Unit: Statewide</b>                              |   | <b>District Statewide</b>   |                         |              |              |
| Pride Industries<br>California State Parks E-Store       | 9/1/2008<br>8/31/2009<br>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.      | <b>Fiscal Year</b>      | <b>09-10</b> | <b>10-11</b> |
|  |   |   | <b>RECEIPTS</b>         | \$889,092    | \$966,431    |
|  |   |   | <b>RENT</b>             | \$615,208    | \$705,113    |
|  |   |   | <b>FACILITIES</b>       |              | \$0          |
| Recreational Equipment, Inc. (REI)<br>REI Outdoor School | 9/1/2008<br>8/31/2010<br>In Term          | 10% of gross receipts per tour or day use fees, whichever is greater.   | <b>Fiscal Year</b>      | <b>09-10</b> | <b>10-11</b> |
|  |   |   | <b>RECEIPTS</b>         | \$59,981     | \$85,940     |
|  |   |   | <b>RENT</b>             | \$5,722      | \$7,453      |
|  |   |   | <b>FACILITIES</b>       |              | \$0          |
| SBC Global Service<br>Internet (Wi-fi) Service           | 12/1/2004<br>10/31/2006<br>Month to Month | \$19.50/month per active park or 10% of quarterly gross receipts, whichever is greater. Concessionaire will be credited \$19.50/month for providing two employee internet accounts per park. In addition, each park will receive one internet account free. | <b>Fiscal Year</b>      | <b>09-10</b> | <b>10-11</b> |
|  |   |   | <b>RECEIPTS</b>         | \$0          | \$0          |
|  |   |   | <b>RENT</b>             | \$0          | \$0          |
|  |   |   | <b>FACILITIES</b>       |              | \$0          |
| Travelocity<br>Three-Day & Annual Pass Sales             | 6/1/2007<br>5/31/2008<br>Month to Month   | 90% of gross receipts for on-line pass sales.   | <b>Fiscal Year</b>      | <b>09-10</b> | <b>10-11</b> |
|  |   |   | <b>RECEIPTS</b>         | \$0          | \$0          |
|  |   |   | <b>RENT</b>             | \$0          | \$0          |
|  |   |   | <b>FACILITIES</b>       |              | \$0          |

| Concessionaire Name                   | Begin Date      |  |                    | GROSS RECEIPTS AND RENT |              |
|---------------------------------------|-----------------|--|--------------------|-------------------------|--------------|
| Concession Operation                  | End Date        | Rental Terms   |                    |                         |              |
|                                       | Contract Status |  |                    |                         |              |
| <b>Park Unit: Sugarloaf Ridge SP</b>  |                 | <b>District</b> Diablo Vista District  |                    |                         |              |
| Triple Creek Horse Outfit             | 7/1/2003        | \$350/month or 10% of gross receipts up to \$3,500, plus 12% of gross receipts over \$3,500. FY 10/11 rent reported under Bothe-Napa resulted from claim against performance bond. | <b>Fiscal Year</b> | <b>09-10</b>            | <b>10-11</b> |
| Horseback riding                      | 6/30/2008       |  | <b>RECEIPTS</b>    | \$41,002                | \$0          |
|                                       | Terminated      |  | <b>RENT</b>        | \$0                     | \$0          |
|                                       |                 |  | <b>FACILITIES</b>  |                         | \$0          |
| Valley of the Moon Observatory Assoc. | 4/1/2004        | Provide interpretive programs, publication sales and park use fee collections.   | <b>Fiscal Year</b> | <b>09-10</b>            | <b>10-11</b> |
| Ferguson Observatory                  | 3/31/2014       |  | <b>RECEIPTS</b>    | \$19,066                | \$16,448     |
|                                       | In Term         |  | <b>RENT</b>        | \$4,497                 | \$3,760      |
|                                       |                 |  | <b>FACILITIES</b>  |                         | \$0          |
| <b>Park Unit: Tahoe SRA</b>           |                 | <b>District</b> Sierra District  |                    |                         |              |
| North Tahoe Historic Society          | 7/1/2000        | Maintain and operate museum and interpretive services for the public benefit.  | <b>Fiscal Year</b> | <b>09-10</b>            | <b>10-11</b> |
| William B. Layton Museum              | 6/30/2020       |  | <b>RECEIPTS</b>    | \$0                     | \$0          |
|                                       | In Term         |  | <b>RENT</b>        | \$0                     | \$0          |
|                                       |                 |  | <b>FACILITIES</b>  |                         | \$0          |
| <b>Park Unit: Tolowa Dunes SP</b>     |                 | <b>District</b> North Coast Redwoods District  |                    |                         |              |
| Crescent Trail Rides                  | 5/1/2011        | \$1,000 annual or 10% of gross receipts, whichever is greater.   | <b>Fiscal Year</b> | <b>09-10</b>            | <b>10-11</b> |
| Guided horseback trail rides          | 4/30/2013       |  | <b>RECEIPTS</b>    |                         | \$1,020      |
|                                       | In Term         |  | <b>RENT</b>        |                         | \$102        |
|                                       |                 |  | <b>FACILITIES</b>  |                         | \$0          |

| Concessionaire Name<br>Concession Operation              | Begin Date<br>End Date<br>Contract Status | Rental Terms  | GROSS RECEIPTS AND RENT |              |              |
|--|---|---|-------------------------|--------------|--------------|
| <b>Park Unit: Twin Lakes SB</b>                          |   | <b>District</b> Santa Cruz District   |                         |              |              |
| Nasser Tahernezhad                                       | 4/1/2005                                  | \$1,200/year or 14% of gross receipts,<br>whichever is greater.   | <b>Fiscal Year</b>      | <b>09-10</b> | <b>10-11</b> |
| Seabright Mobile Concession                              | 3/31/2015                                 |   | <b>RECEIPTS</b>         | \$7,685      | \$3,720      |
|  | In Term                                   |   | <b>RENT</b>             | \$1,134      | \$562        |
|  |   |   | <b>FACILITIES</b>       |              | \$0          |
| <b>Park Unit: Van Damme SP</b>                           |   | <b>District</b> Mendocino District  |                         |              |              |
| Kayak Mendocino  | 4/1/2006                                  | \$50/month or 12% of gross receipts,<br>whichever is greater except during off<br>season Nov 1 to April 30 pays 12% of<br>monthly gross receipts. | <b>Fiscal Year</b>      | <b>09-10</b> | <b>10-11</b> |
| Kayak rentals and tours                                  | 3/31/2011                                 |   | <b>RECEIPTS</b>         | \$34,850     | \$36,300     |
|  | Month to Month                            |   | <b>RENT</b>             | \$4,182      | \$4,356      |
|  |   |   | <b>FACILITIES</b>       |              | \$0          |
| <b>Park Unit: Wilder Ranch SP</b>                        |   | <b>District</b> Santa Cruz District   |                         |              |              |
| Santa Cruz Carriage Company dba Draft<br>Horses For Hire | 1/1/2003                                  | \$200/month.  | <b>Fiscal Year</b>      | <b>09-10</b> | <b>10-11</b> |
| Horse-drawn wagon tours                                  | 12/31/2007                                |   | <b>RECEIPTS</b>         | \$3,708      | \$4,798      |
|  | Month to Month                            |   | <b>RENT</b>             | \$2,400      | \$2,400      |
|  |   |   | <b>FACILITIES</b>       |              | \$0          |
| <b>Park Unit: Will Rogers SHP</b>                        |   | <b>District</b> Angeles District  |                         |              |              |
| Westside Riding School Dorte Lindegaard                  | 5/1/2006                                  | \$1,000/year or 10% of gross receipts,<br>whichever is greater.   | <b>Fiscal Year</b>      | <b>09-10</b> | <b>10-11</b> |
| Horseback riding lessons                                 | 4/30/2008                                 |   | <b>RECEIPTS</b>         | \$215,570    | \$422,385    |
|  | Month to Month                            |   | <b>RENT</b>             | \$23,794     | \$57,276     |
|  |   |   | <b>FACILITIES</b>       |              | \$0          |

| Concessionaire Name  | Begin Date      |              |                         |
|----------------------|-----------------|--------------|-------------------------|
| Concession Operation | End Date        | Rental Terms | GROSS RECEIPTS AND RENT |
|                      | Contract Status |              |                         |

|                             | 09-10        | 10-11        |
|-----------------------------|--------------|--------------|
| <b>TOTAL GROSS RECEIPTS</b> | \$87,885,077 | \$94,707,577 |
| <b>TOTAL RENT</b>           | \$12,298,483 | \$12,935,281 |
| <b>TOTAL FACILITIES</b>     | \$1,628,628  | \$1,533,554  |

## Section C: Operating Agreements

Section C summarizes the Operating Agreements between California State Parks and public agencies for the operation of portions or entire park units. In addition, there are a few park units operated by non-profit organizations authorized by specific legislation, such as El Presidio de Santa Barbara SHP.

In most cases, the cost to operate and maintain the park unit exceeds the amount of generated revenue. In cases where there is a net profit, funds are remitted to the State, except where there is a specific statutory provision to reinvest profits into the park unit. There are several Operating Agreements that contain provisions for rental payments to the State.

Operating Agreements with payments to the State include the Angel Island-Alameda Ferry Service, Burton SP cross country ski, Morro Bay golf course, Mt. San Jacinto tramway, and Old Sacramento B.F. Hasting retail store.



*Morro Bay Marina – Morro Bay SP*



*El Presidio de Santa Barbara SHP*

**OPERATING AGREEMENTS**  
**OPERATION OF STATE PARK UNITS BY OTHER AGENCIES**  
**Fiscal Year 2010-2011**

| Concessionaire Name<br>Concession Operation                 | Begin Date<br>End Date<br>Contract Status | Rental Terms   | GROSS RECEIPTS AND RENT |          |          |
|---|---|--|-------------------------|----------|----------|
| <b>Park Unit: Angel Island SP</b>                           |   | <b>District</b> Marin District   |                         |          |          |
| City of Alameda   | 8/1/1995                                  | 2% of gross receipts and collection of day use fees; rent applied to dock maintenance; City subcontracts with Blue and Gold Fleet for operation. | <b>FiscalYear</b>       | 09-10    | 10-11    |
| Alameda-Angel Island Ferry Service                          | 7/31/1996                                 |  | <b>RECEIPTS</b>         | \$54,545 | \$43,241 |
|   | Terminated                                |  | <b>RENT</b>             | \$12,778 | \$10,540 |
| SF Bay Area Water Emergency Transportation Authority (WETA) | 6/1/2011                                  | Collect park fees and pay 2% of gross receipts for dock maintenance.   | <b>FiscalYear</b>       | 09-10    | 10-11    |
| Ferry service from Alameda County                           | 5/31/2021                                 |  | <b>RECEIPTS</b>         |          | \$11,358 |
|   | In Term                                   |  | <b>RENT</b>             |          | \$2,235  |
| <b>Park Unit: Anza-Borrego Desert SP</b>                    |   | <b>District</b> Colorado Desert District   |                         |          |          |
| County of San Diego   | 11/1/2008                                 | Maintain and operate Agua Caliente Hot Springs.  | <b>FiscalYear</b>       | 09-10    | 10-11    |
| Agua Caliente Hot Springs                                   | 10/31/2028                                |  | <b>RECEIPTS</b>         | \$0      | \$0      |
|   | In Term                                   |  | <b>RENT</b>             | \$0      | \$0      |

| Concessionaire Name<br>Concession Operation | Begin Date<br>End Date<br>Contract Status | Rental Terms   | GROSS RECEIPTS AND RENT |           |           |
|---|---|--|-------------------------|-----------|-----------|
| <b>Park Unit: Bolsa Chica SB</b>            |   | <b>District</b> Orange Coast District  |                         |           |           |
| City of Huntington Beach                    | 12/1/1986                                 | Operate and maintain property adjacent to Bolsa Chica Pier.  | <b>FiscalYear</b>       | 09-10     | 10-11     |
| Bolsa Chica SB                              | 11/30/2026                                |  | <b>RECEIPTS</b>         | \$0       | \$0       |
|   | In Term                                   |  | <b>RENT</b>             | \$0       | \$0       |
| <b>Park Unit: Burton Creek SP</b>           |   | <b>District</b> Sierra District  |                         |           |           |
| Tahoe City Pubic Utility District           | 6/1/2010                                  | Maintain and operate cross country ski trails. Annual rent: \$5,000 of gross receipts up to \$175,000; \$7,000 up to \$200,000; plus 3% of gross receipts exceeding \$200,000. | <b>FiscalYear</b>       | 09-10     | 10-11     |
| Burton Creek ski trails and instruction     | 4/30/2020                                 |  | <b>RECEIPTS</b>         | \$476,681 | \$565,821 |
|   | In Term                                   |  | <b>RENT</b>             | \$15,300  | \$17,975  |
| <b>Park Unit: California Citrus SHP</b>     |   | <b>District</b> Inland Empire District   |                         |           |           |
| California Citrus Heritage Mgmt.. Corp.     | 11/1/1992                                 | Development, operation and maintenance of citrus grove and facilities for the use, education and benefit of the general public.  | <b>FiscalYear</b>       | 09-10     | 10-11     |
| Manage citrus groves                        | 10/31/2012                                |  | <b>RECEIPTS</b>         | \$0       | \$0       |
|   | In Term                                   |  | <b>RENT</b>             | \$0       | \$0       |
| <b>Park Unit: Carlsbad SB</b>               |   | <b>District</b> San Diego Coast District   |                         |           |           |
| City of Carlsbad                            | 4/1/2010                                  | Develop, operate and maintain a portion of Carlsbad State Beach.   | <b>FiscalYear</b>       | 09-10     | 10-11     |
| Ocean Street Sculpture Park                 | 3/31/2030                                 |  | <b>RECEIPTS</b>         |           | \$0       |
|   | In Term                                   |  | <b>RENT</b>             |           | \$0       |



| Concessionaire Name<br>Concession Operation   | Begin Date<br>End Date<br>Contract Status | Rental Terms   | GROSS RECEIPTS AND RENT |       |       |
|---|---|--|-------------------------|-------|-------|
| <b>Park Unit: Carpinteria SB</b>              |   | <b>District</b> Channel Coast District   |                         |       |       |
| City of Carpinteria                           | 9/1/2004                                  | Operate and maintain facilities at Linden Field portion of Capinteria SB.  | <b>FiscalYear</b>       | 09-10 | 10-11 |
| Linden Field                                  | 8/31/2014                                 |  | <b>RECEIPTS</b>         | \$0   | \$0   |
|   | In Term                                   |  | <b>RENT</b>             | \$0   | \$0   |
| <b>Park Unit: Castaic Lake SRA</b>            |   | <b>District</b> Angeles District   |                         |       |       |
| County of Los Angeles                         | 11/18/1969                                | Operates and maintain park unit.   | <b>FiscalYear</b>       | 09-10 | 10-11 |
| Castaic Lake SRA                              | 11/17/2019                                |  | <b>RECEIPTS</b>         | \$0   | \$0   |
|   | In Term                                   |  | <b>RENT</b>             | \$0   | \$0   |
| <b>Park Unit: Cayucos SB</b>                  |   | <b>District</b> San Luis Obispo Coast District   |                         |       |       |
| County of San Luis Obispo                     | 9/1/1999                                  | Develop, operate and maintain Morro Bay golf course with 10% of gross receipts paid as rent to State; Cayucos SB; and portions of Montana de Oro SP. | <b>FiscalYear</b>       | 09-10 | 10-11 |
| Old Creek, Veteran's Memorial Hall, Pier      | 8/31/2019                                 |  | <b>RECEIPTS</b>         | \$0   | \$0   |
|   | In Term                                   |  | <b>RENT</b>             | \$0   | \$0   |
| <b>Park Unit: Colusa-Sacramento River SRA</b> |   | <b>District</b> Northern Buttes District   |                         |       |       |
| City of Colusa                                | 9/11/2006                                 | Develop, construct and operate boat launch facility and adjoining road.  | <b>FiscalYear</b>       | 09-10 | 10-11 |
| Develop and operate boat launch access        | 12/31/2016                                |  | <b>RECEIPTS</b>         |       | \$0   |
|   | In Term                                   |  | <b>RENT</b>             |       | \$0   |

| Concessionaire Name<br>Concession Operation | Begin Date<br>End Date<br>Contract Status | Rental Terms   | GROSS RECEIPTS AND RENT |       |       |
|---|---|--|-------------------------|-------|-------|
| <b>Park Unit: Corona del Mar SB</b>         |   | <b>District</b> Orange Coast District                        |                         |       |       |
| City of Newport Beach                       | 8/19/1999                                 | Operate and maintain park.                                   | <b>FiscalYear</b>       | 09-10 | 10-11 |
| Corona del Mar SB                           | 8/18/2029                                 |  | <b>RECEIPTS</b>         | \$0   | \$0   |
|   | In Term                                   |  | <b>RENT</b>             | \$0   | \$0   |
| <b>Park Unit: Cuyamaca Rancho SP</b>        |   | <b>District</b> Colorado Desert District                     |                         |       |       |
| County of San Diego                         | 7/1/2009                                  | Develop, maintain and operate environmental education camps. | <b>FiscalYear</b>       | 09-10 | 10-11 |
| Environmental youth education camp          | 6/30/2044                                 |  | <b>RECEIPTS</b>         | \$0   | \$0   |
|   | In Term                                   |  | <b>RENT</b>             | \$0   | \$0   |
| <b>Park Unit: Dockweiler SB</b>             |   | <b>District</b> Angeles District                             |                         |       |       |
| City of Los Angeles                         | 11/10/1948                                | Maintain and operate park unit.                              | <b>FiscalYear</b>       | 09-10 | 10-11 |
| Dockweiler State Beach                      | 11/9/1998                                 |  | <b>RECEIPTS</b>         | \$0   | \$0   |
|   | Month to Month                            |  | <b>RENT</b>             | \$0   | \$0   |
| <b>Park Unit: Drum Barracks</b>             |   | <b>District</b> Angeles District                             |                         |       |       |
| City of Los Angeles                         | 6/1/2007                                  | Develop, maintain and operate park unit.                     | <b>FiscalYear</b>       | 09-10 | 10-11 |
| Drum Barracks                               | 5/31/2057                                 |  | <b>RECEIPTS</b>         | \$0   | \$0   |
|   | In Term                                   |  | <b>RENT</b>             | \$0   | \$0   |

| Concessionaire Name<br>Concession Operation        | Begin Date<br>End Date<br>Contract Status | Rental Terms   | GROSS RECEIPTS AND RENT |       |       |
|--|---|--|-------------------------|-------|-------|
| <b>Park Unit: East Shore State Park (SS)</b>       |   | <b>District</b> Diablo Vista District  |                         |       |       |
| East Bay Regional Park District                    | 10/1/2006                                 | Operate and maintain park unit.  | <b>FiscalYear</b>       | 09-10 | 10-11 |
| East Shore SP                                      | 9/30/2011                                 |  | <b>RECEIPTS</b>         | \$0   | \$0   |
|  | In Term                                   |  | <b>RENT</b>             | \$0   | \$0   |
| <b>Park Unit: El Presidio de Santa Barbara SHP</b> |   | <b>District</b> Channel Coast District   |                         |       |       |
| Santa Barbara Trust for Historic Preservation      | 12/1/2006                                 | Acquisition, planning, development and construction of historic properties.  | <b>FiscalYear</b>       | 09-10 | 10-11 |
| Park Development and Operation                     | 11/30/2026                                |  | <b>RECEIPTS</b>         | \$0   | \$0   |
|  | In Term                                   |  | <b>RENT</b>             | \$0   | \$0   |
| <b>Park Unit: Folsom Lake SRA</b>                  |   | <b>District</b> Gold Fields District   |                         |       |       |
| CSU, Sacramento                                    | 12/1/1989                                 | Develop, operate, and maintain the premises as an aquatic center/boating facility and to provide educational and recreational experiences to the general public, students, faculty, and staff of CSUS. | <b>FiscalYear</b>       | 09-10 | 10-11 |
| CSUS Aquatic Center at Lake Natoma                 | 11/30/2004                                |  | <b>RECEIPTS</b>         | \$0   | \$0   |
|  | Month to Month                            |  | <b>RENT</b>             | \$0   | \$0   |
| <b>Park Unit: Kenneth Hahn SRA</b>                 |   | <b>District</b> Angeles District   |                         |       |       |
| County of Los Angeles                              | 6/7/1983                                  | Operates and maintains portion of park unit.   | <b>FiscalYear</b>       | 09-10 | 10-11 |
| Formerly Baldwin Hills SRA                         | 6/6/2033                                  |  | <b>RECEIPTS</b>         | \$0   | \$0   |
|  | In Term                                   |  | <b>RENT</b>             | \$0   | \$0   |

| Concessionaire Name<br>Concession Operation | Begin Date<br>End Date<br>Contract Status | Rental Terms   | GROSS RECEIPTS AND RENT |       |       |
|---|---|--|-------------------------|-------|-------|
| <b>Park Unit: Kings Beach SRA</b>           |   | <b>District</b> Sierra District  |                         |       |       |
| North Tahoe Public Utility District         | 3/19/1979                                 | Operate and maintain park.   | <b>FiscalYear</b>       | 09-10 | 10-11 |
| Kings Beach SRA                             | 3/18/2009                                 |  | <b>RECEIPTS</b>         | \$0   | \$0   |
|   | Month to Month                            |  | <b>RENT</b>             | \$0   | \$0   |
| <b>Park Unit: Lake Del Valle SRA</b>        |   | <b>District</b> Diablo Vista District  |                         |       |       |
| East Bay Regional Park District             | 6/1/1975                                  | Operate and maintain park unit   | <b>FiscalYear</b>       | 09-10 | 10-11 |
| Lake del Valle SRA                          | 5/31/2025                                 |  | <b>RECEIPTS</b>         | \$0   | \$0   |
|   | In Term                                   |  | <b>RENT</b>             | \$0   | \$0   |
| <b>Park Unit: Lake Oroville SRA</b>         |   | <b>District</b> Northern Buttes District   |                         |       |       |
| Associated Students, CSU Chico              | 9/1/2006                                  | Operate and maintain an aquatic center for public benefit.   | <b>FiscalYear</b>       | 09-10 | 10-11 |
| North Forebay Aquatic Center                | 8/31/2011                                 |  | <b>RECEIPTS</b>         |       | \$0   |
|   | Terminated                                |  | <b>RENT</b>             |       | \$0   |
| <b>Park Unit: Leucadia SB</b>               |   | <b>District</b> San Diego Coast District   |                         |       |       |
| City of Encinitas                           | 10/1/2009                                 | Develop, operate, and maintain public recreation facilities at Leucadia and Moonlight State Beaches. | <b>FiscalYear</b>       | 09-10 | 10-11 |
| Recreational beach facilities               | 9/30/2029                                 |  | <b>RECEIPTS</b>         | \$0   | \$0   |
|   | In Term                                   |  | <b>RENT</b>             | \$0   | \$0   |

| Concessionaire Name<br>Concession Operation     | Begin Date<br>End Date<br>Contract Status | Rental Terms  | GROSS RECEIPTS AND RENT |       |       |
|---|---|---|-------------------------|-------|-------|
| <b>Park Unit: Mandalay SB</b>                   |   | <b>District</b> Channel Coast District  |                         |       |       |
| County of Ventura                               | 9/21/1982                                 | Operate and maintain park.  | <b>FiscalYear</b>       | 09-10 | 10-11 |
| Mandalay State Beach                            | 9/20/2017                                 |   | <b>RECEIPTS</b>         | \$0   | \$0   |
|   | In Term                                   |   | <b>RENT</b>             | \$0   | \$0   |
| <b>Park Unit: Manhattan SB</b>                  |   | <b>District</b> Angeles District  |                         |       |       |
| City of Manhattan Beach                         | 8/1/1988                                  | Operate and maintain Manhattan  | <b>FiscalYear</b>       | 09-10 | 10-11 |
| Manhattan Beach Pier                            | 7/31/2028                                 | Beach Pier.   | <b>RECEIPTS</b>         | \$0   | \$0   |
|   | In Term                                   |   | <b>RENT</b>             | \$0   | \$0   |
| <b>Park Unit: Marconi Conference Center SHP</b> |   | <b>District</b> Marin District  |                         |       |       |
| Marconi Conference Center Operating Corp.       | 1/1/1990                                  | Maintenance, management, operation, and development of the Marconi Conference Center. | <b>FiscalYear</b>       | 09-10 | 10-11 |
| Conference & Training Facility                  | 12/31/2014                                |   | <b>RECEIPTS</b>         | \$0   | \$0   |
|   | In Term                                   |   | <b>RENT</b>             | \$0   | \$0   |
| <b>Park Unit: Mendocino Headlands SP</b>        |   | <b>District</b> Mendocino District  |                         |       |       |
| Mendocino Land Trust                            | 11/1/2008                                 | Operation, maintenance and care of Heider Field Property.                             | <b>FiscalYear</b>       | 09-10 | 10-11 |
| Heider Field Property                           | 10/31/2018                                |   | <b>RECEIPTS</b>         | \$0   | \$0   |
|   | In Term                                   |   | <b>RENT</b>             | \$0   | \$0   |

| Concessionaire Name<br>Concession Operation | Begin Date<br>End Date<br>Contract Status | Rental Terms  | GROSS RECEIPTS AND RENT |       |       |
|---|---|---|-------------------------|-------|-------|
| <b>Park Unit: Mendocino Woodlands SP</b>    |   | <b>District</b> Mendocino District  |                         |       |       |
| Mendocino Woodlands Camp Assoc.             | 2/1/1997                                  | Management, care, maintenance, enhancement, and operation of the Mendocino Woodlands Outdoor Center. Terminated 7/31/2010. New contract effective 8/1/2010. | <b>FiscalYear</b>       | 09-10 | 10-11 |
| Outdoor Camp Center                         | 1/31/2007                                 |   | <b>RECEIPTS</b>         | \$0   | \$0   |
|   | Terminated                                |   | <b>RENT</b>             | \$0   | \$0   |
| Mendocino Woodlands Camp Assoc.             | 8/1/2010                                  | Management, care, maintenance, enhancement and operation of an outdoor environmental education camp and group recreation facility for benefit of public.    | <b>FiscalYear</b>       | 09-10 | 10-11 |
| Environmental Science Camp                  | 7/31/2030                                 |   | <b>RECEIPTS</b>         |       | \$0   |
|   | In Term                                   |   | <b>RENT</b>             |       | \$0   |
| <b>Park Unit: Montaña de Oro SP</b>         |   | <b>District</b> San Luis Obispo Coast District  |                         |       |       |
| County of San Luis Obispo                   | 9/1/1999                                  | Develop, operate and maintain Morro Bay golf course with 10% of gross receipts paid as rent to State; Cayucos SB; and portions of Montana de Oro SP.        | <b>FiscalYear</b>       | 09-10 | 10-11 |
| Montana de Oro facilities                   | 8/31/2019                                 |   | <b>RECEIPTS</b>         | \$0   | \$0   |
|   | In Term                                   |   | <b>RENT</b>             | \$0   | \$0   |
| <b>Park Unit: Monterey SB</b>               |   | <b>District</b> Monterey District   |                         |       |       |
| City of Monterey                            | 6/30/1989                                 | Develop, maintain and operate parcel identified as the Window on the Bay project. New operating agreement effective 10/1/2011.                              | <b>FiscalYear</b>       | 09-10 | 10-11 |
| Window on the Bay parcel                    | 6/29/2009                                 |   | <b>RECEIPTS</b>         | \$0   | \$0   |
|   | Terminated                                |   | <b>RENT</b>             | \$0   | \$0   |

| Concessionaire Name<br>Concession Operation | Begin Date<br>End Date<br>Contract Status | Rental Terms   | GROSS RECEIPTS AND RENT |             |             |
|---|---|--|-------------------------|-------------|-------------|
| <b>Park Unit: Moonlight SB</b>              |   | <b>District</b> San Diego Coast District   |                         |             |             |
| City of Encinitas                           | 10/1/2009                                 | Develop, operate, and maintain public recreation facilities at Leucadia and Moonlight State Beaches.   | <b>FiscalYear</b>       | 09-10       | 10-11       |
| Recreational beach facilities               | 9/30/2029                                 |  | <b>RECEIPTS</b>         | \$0         | \$0         |
|   | In Term                                   |  | <b>RENT</b>             | \$0         | \$0         |
| <b>Park Unit: Morro Bay SP</b>              |   | <b>District</b> San Luis Obispo Coast District   |                         |             |             |
| City of Morro Bay                           | 6/1/2002                                  | Develop, equip and operate the Morro Bay Marina. City receives 20% of gross sales from berth rentals from Associated Pacific Constructors.           | <b>FiscalYear</b>       | 09-10       | 10-11       |
| Morro Bay Marina                            | 5/31/2022                                 |  | <b>RECEIPTS</b>         | \$0         | \$0         |
|   | In Term                                   |  | <b>RENT</b>             | \$0         | \$0         |
| County of San Luis Obispo                   | 9/1/1999                                  | Develop, operate and maintain Morro Bay golf course with 10% of gross receipts paid as rent to State; Cayucos SB; and portions of Montana de Oro SP. | <b>FiscalYear</b>       | 09-10       | 10-11       |
| Morro Bay Golf Course                       | 8/31/2019                                 |  | <b>RECEIPTS</b>         | \$1,439,252 | \$1,399,798 |
|   | In Term                                   |  | <b>RENT</b>             | \$71,963    | \$69,990    |
| <b>Park Unit: Mount Diablo SP</b>           |   | <b>District</b> Diablo Vista District  |                         |             |             |
| East Bay Regional Park District             | 1/5/1973                                  | Operate and maintain Old Moraga Ranch Trail  | <b>FiscalYear</b>       | 09-10       | 10-11       |
| Old Moraga Ranch Trail property             | 12/31/2022                                |  | <b>RECEIPTS</b>         | \$0         | \$0         |
|   | In Term                                   |  | <b>RENT</b>             | \$0         | \$0         |
| East Bay Regional Park District             | 9/1/1996                                  | Operate and maintain Mamm property   | <b>FiscalYear</b>       | 09-10       | 10-11       |
| Mamm property                               | 8/31/2016                                 |  | <b>RECEIPTS</b>         | \$0         | \$0         |
|   | In Term                                   |  | <b>RENT</b>             | \$0         | \$0         |

| Concessionaire Name<br>Concession Operation | Begin Date<br>End Date<br>Contract Status | Rental Terms  | GROSS RECEIPTS AND RENT |           |           |
|---|---|---|-------------------------|-----------|-----------|
| <b>Park Unit: Mount San Jacinto SP</b>      |   | <b>District</b> Inland Empire District  |                         |           |           |
| Mt. San Jacinto Winter Park Authority       | 11/1/1996                                 | Operate and maintain Palm Springs Aerial Tramway. Rental term: \$9,250/month when non-operational; \$15,000/month when tram is in operation or \$0.925 per rider, whichever is greater. | <b>FiscalYear</b>       | 09-10     | 10-11     |
| Palm Springs Aerial Tramway                 | 10/31/2021                                |   | <b>RECEIPTS</b>         | \$0       | \$0       |
|   | In Term                                   |   | <b>RENT</b>             | \$391,211 | \$412,322 |
| <b>Park Unit: Old Sacramento SHP</b>        |   | <b>District</b> Capital District  |                         |           |           |
| City of Sacramento                          | 12/1/1991                                 | Develop, operate and maintain Riverfront Park.  | <b>FiscalYear</b>       | 09-10     | 10-11     |
| Riverfront Park                             | 11/30/2016                                |   | <b>RECEIPTS</b>         | \$0       | \$0       |
|   | In Term                                   |   | <b>RENT</b>             | \$0       | \$0       |
| <b>Park Unit: Pacifica SB</b>               |   | <b>District</b> Santa Cruz District   |                         |           |           |
| City of Pacifica                            | 9/1/1990                                  | Operate and maintain park unit.   | <b>FiscalYear</b>       | 09-10     | 10-11     |
| Pacifica State Beach                        | 8/31/2015                                 |   | <b>RECEIPTS</b>         | \$0       | \$0       |
|   | In Term                                   |   | <b>RENT</b>             | \$0       | \$0       |
| <b>Park Unit: Palomar Mountain SP</b>       |   | <b>District</b> Colorado Desert District  |                         |           |           |
| County of San Diego                         | 7/1/2009                                  | Develop, maintain and operate environmental education camps.  | <b>FiscalYear</b>       | 09-10     | 10-11     |
| Environmental youth education camp          | 6/30/2044                                 |   | <b>RECEIPTS</b>         | \$0       | \$0       |
|   | In Term                                   |   | <b>RENT</b>             | \$0       | \$0       |



| Concessionaire Name<br>Concession Operation | Begin Date<br>End Date<br>Contract Status | Rental Terms   | GROSS RECEIPTS AND RENT |       |       |
|---|---|--|-------------------------|-------|-------|
| <b>Park Unit: Pan Pacific Park</b>          |   | <b>District</b> Angeles District   |                         |       |       |
| City of Los Angeles                         | 3/21/1978                                 | Develop, maintain and operate park unit.   | <b>FiscalYear</b>       | 09-10 | 10-11 |
| Pan Pacific Park                            | 3/20/2028                                 |  | <b>RECEIPTS</b>         | \$0   | \$0   |
|   | In Term                                   |  | <b>RENT</b>             | \$0   | \$0   |
| <b>Park Unit: Pismo SB</b>                  |   | <b>District</b> Oceano Dunes District  |                         |       |       |
| City of Grover Beach                        | 1/1/2007                                  | Joint Power Agreement to construct lodge facility followed by 50 year operation. Rent will be 3% of gross receipts or 50% of rental fees whichever is greater. | <b>FiscalYear</b>       | 09-10 | 10-11 |
| Construct and operate lodge facility        | 12/19/2062                                |  | <b>RECEIPTS</b>         | \$0   | \$0   |
|   | In Term                                   |  | <b>RENT</b>             | \$0   | \$0   |
| City of Pismo Beach                         | 5/7/1951                                  | Operation and maintenance of Pismo Pier.   | <b>FiscalYear</b>       | 09-10 | 10-11 |
| Pismo Pier                                  | 6/30/2001                                 |  | <b>RECEIPTS</b>         | \$0   | \$0   |
|   | Month to Month                            |  | <b>RENT</b>             | \$0   | \$0   |
| <b>Park Unit: Placerita Canyon SP</b>       |   | <b>District</b> Angeles District   |                         |       |       |
| County of Los Angeles                       | 7/1/1981                                  | Development, maintenance and operation of park unit.   | <b>FiscalYear</b>       | 09-10 | 10-11 |
| Placerita Canyon                            | 6/30/1986                                 |  | <b>RECEIPTS</b>         | \$0   | \$0   |
|   | Month to Month                            |  | <b>RENT</b>             | \$0   | \$0   |

| Concessionaire Name<br>Concession Operation   | Begin Date<br>End Date<br>Contract Status | Rental Terms   | GROSS RECEIPTS AND RENT |       |       |
|---|---|--|-------------------------|-------|-------|
| <b>Park Unit: Plumas-Eureka SP</b>            |   | <b>District</b> Sierra District  |                         |       |       |
| Johnsville Public Utility District            | 1/1/2007                                  | Operate PUD water storage and distribution facilities located on DPR property to serve park and community. | <b>FiscalYear</b>       | 09-10 | 10-11 |
| Water utilities                               | 12/31/2026                                |  | <b>RECEIPTS</b>         | \$0   | \$0   |
|   | In Term                                   |  | <b>RENT</b>             | \$0   | \$0   |
| <b>Park Unit: Prairie City SVRA</b>           |   | <b>District</b> Twin Cities District   |                         |       |       |
| County of Sacramento                          | 6/1/2004                                  | Operate and maintain Deer Creek Hills sub unit.  | <b>FiscalYear</b>       | 09-10 | 10-11 |
| Deer Creek Hills                              | 5/31/2024                                 |  | <b>RECEIPTS</b>         | \$0   | \$0   |
|   | In Term                                   |  | <b>RENT</b>             | \$0   | \$0   |
| <b>Park Unit: Robert W. Crown Memorial SB</b> |   | <b>District</b> Diablo Vista District  |                         |       |       |
| East Bay Regional Park District               | 12/7/1966                                 | Operate and maintain park unit.  | <b>FiscalYear</b>       | 09-10 | 10-11 |
| Robert W. Crown Memorial SB                   | 12/6/2016                                 |  | <b>RECEIPTS</b>         | \$0   | \$0   |
|   | In Term                                   |  | <b>RENT</b>             | \$0   | \$0   |
| <b>Park Unit: San Bruno Mountain SP</b>       |   | <b>District</b> Diablo Vista District  |                         |       |       |
| County of San Mateo                           | 1/1/2001                                  | Operate and maintain the day use parking area at San Bruno Mtn. State and County Park.                     | <b>FiscalYear</b>       | 09-10 | 10-11 |
| San Bruno Mountain SP                         | 12/31/2015                                |  | <b>RECEIPTS</b>         | \$0   | \$0   |
|   | In Term                                   |  | <b>RENT</b>             | \$0   | \$0   |

| Concessionaire Name<br>Concession Operation | Begin Date<br>End Date<br>Contract Status | Rental Terms  | GROSS RECEIPTS AND RENT |       |       |
|---|---|---|-------------------------|-------|-------|
| <b>Park Unit: Santa Monica SB</b>           |   | <b>District</b> Angeles District  |                         |       |       |
| City of Santa Monica                        | 6/1/2006                                  | Develop, maintain and operate Santa Monica SB excluding the 415 PCH property. All profits remain with the City.             | <b>FiscalYear</b>       | 09-10 | 10-11 |
| Operate and maintain state beach            | 5/31/2051                                 |   | <b>RECEIPTS</b>         | \$0   | \$0   |
|   | In Term                                   |   | <b>RENT</b>             | \$0   | \$0   |
| City of Santa Monica                        | 4/1/2005                                  | Develop, maintain and operate the Marion Davies Beach House and compound with \$21 million grant from Annenberg Foundation. | <b>FiscalYear</b>       | 09-10 | 10-11 |
| 415 PCH - Marion Davies complex             | 3/31/2020                                 |   | <b>RECEIPTS</b>         | \$0   | \$0   |
|   | In Term                                   |   | <b>RENT</b>             | \$0   | \$0   |
| <b>Park Unit: Silver Strand SB</b>          |   | <b>District</b> San Diego Coast District  |                         |       |       |
| Southwest Community College District        | 6/1/2000                                  | Operates Crown Cove Boating Instruction and Safety Center.  | <b>FiscalYear</b>       | 09-10 | 10-11 |
| Crown Cove Boating Instruction and Safety   | 5/31/2020                                 |   | <b>RECEIPTS</b>         | \$0   | \$0   |
|   | In Term                                   |   | <b>RENT</b>             | \$0   | \$0   |
| <b>Park Unit: Stillwater Cove</b>           |   | <b>District</b> Russian River District  |                         |       |       |
| County of Sonoma Regional Parks             | 7/1/2010                                  | Maintain and operate park unit.   | <b>FiscalYear</b>       | 09-10 | 10-11 |
| Stillwater Cove                             | 6/30/2035                                 |   | <b>RECEIPTS</b>         | \$0   | \$0   |
|   | In Term                                   |   | <b>RENT</b>             | \$0   | \$0   |

| Concessionaire Name<br>Concession Operation       | Begin Date<br>End Date<br>Contract Status | Rental Terms  | GROSS RECEIPTS AND RENT |       |       |
|---|---|---|-------------------------|-------|-------|
| <b>Park Unit: Stone Lake</b>                      |   | <b>District</b> Gold Fields District  |                         |       |       |
| U.S. Fish and Wildlife Service                    | 10/1/2008                                 | Operate, maintain and manage wildlife refuge for public benefit.            | <b>FiscalYear</b>       | 09-10 | 10-11 |
| Stone Lake Wildlife Refuge                        | 9/30/2023                                 |   | <b>RECEIPTS</b>         | \$0   | \$0   |
|   | In Term                                   |   | <b>RENT</b>             | \$0   | \$0   |
| <b>Park Unit: Tahoe SRA</b>                       |   | <b>District</b> Sierra District   |                         |       |       |
| Tahoe City Pubic Utility District                 | 7/31/2003                                 | Develop and maintain Truckee River bike path.                               | <b>FiscalYear</b>       | 09-10 | 10-11 |
| Tahoe SRA-Truckee bike paths                      | 7/30/2023                                 |   | <b>RECEIPTS</b>         | \$0   | \$0   |
|   | In Term                                   |   | <b>RENT</b>             | \$0   | \$0   |
| <b>Park Unit: Watts Towers of Simon Rodia SHP</b> |   | <b>District</b> Angeles District  |                         |       |       |
| City of Los Angeles                               | 3/17/1978                                 | Maintain and operate park unit through contract with City of Los Angeles.   | <b>FiscalYear</b>       | 09-10 | 10-11 |
| Watts Towers                                      | 3/16/2028                                 |   | <b>RECEIPTS</b>         | \$0   | \$0   |
|   | In Term                                   |   | <b>RENT</b>             | \$0   | \$0   |
| <b>Park Unit: Will Rogers SB</b>                  |   | <b>District</b> Angeles District  |                         |       |       |
| City of Los Angeles                               | 2/1/1949                                  | Maintain and operate park unit through contract with County of Los Angeles. | <b>FiscalYear</b>       | 09-10 | 10-11 |
| Will Rogers State Beach                           | 1/31/1999                                 |   | <b>RECEIPTS</b>         | \$0   | \$0   |
|   | Month to Month                            |   | <b>RENT</b>             | \$0   | \$0   |

| Concessionaire Name  | Begin Date      |              | GROSS RECEIPTS AND RENT |  |  |
|----------------------|-----------------|--------------|-------------------------|--|--|
| Concession Operation | End Date        | Rental Terms |                         |  |  |
|                      | Contract Status |              |                         |  |  |

| Park Unit: Woodland Opera House SHP |           | District                       | Capital District  |       |       |
|-------------------------------------|-----------|--------------------------------|-------------------|-------|-------|
| City of Woodland                    | 8/1/2008  | Operate and maintain facility. | <b>FiscalYear</b> | 09-10 | 10-11 |
| Woodland Opera House SHP            | 7/31/2033 |                                | <b>RECEIPTS</b>   | \$0   | \$0   |
|                                     | In Term   |                                | <b>RENT</b>       | \$0   | \$0   |

|                             | 09-10       | 10-11       |
|-----------------------------|-------------|-------------|
| <b>TOTAL GROSS RECEIPTS</b> | \$1,970,478 | \$2,020,218 |
| <b>TOTAL RENT</b>           | \$491,253   | \$513,063   |

## Section D: Contract Changes

Section D summarizes changes in concession contracts and operating agreements during Fiscal Year 2010-11. The changes include new contracts, renewed contracts, contracts reassigned to a new concessionaire, and terminated contracts.

There were 23 new contracts, four contract reassignments, as well as three renewed operating agreements completed during the fiscal year.

There were seven additional concession contracts awarded in FY 2010-11 through the competitive bid process with effective dates to be reflected in next year's annual report. These include ATV rentals within Oceano Dunes SVRA, retail sales within Old Town San Diego SHP, and automated vehicle fee collections along beaches within the San Diego Coast District.



*Old Town San Diego State Historic Park*



*Columbia State Historic Park*

## Concession Contract Changes Fiscal Year 2010-2011

| CONCESSIONAIRE NAME<br>CONCESSION OPERATION  | RENTAL TERMS   | CONTRACT<br>STATUS | BEGINING<br>DATE | ENDING<br>DATE |
|--|--|--------------------|------------------|----------------|
| <i>Angel Island SP</i>   |  |                    |                  |                |
| City of Alameda<br>Alameda-Angel Island Ferry Service  | 2% of gross receipts and collection of day use fees; rent applied to dock maintenance; City subcontracts with Blue and Gold Fleet for operation.                                   | Terminated         | 8/1/1995         | 7/31/1996      |
| SF Bay Area Water Emergency Transportation Authority (WETA)<br>Ferry service from Alameda County | Collect park fees and pay 2% of gross receipts for dock maintenance.   | In Term            | 6/1/2011         | 5/31/2021      |
| <i>Auburn SRA</i>  |  |                    |                  |                |
| Michael Juarez dba Whitewater Photos Vita Boating<br>Whitewater photography/filming              | \$25/month or 5% of gross receipts, whichever is greater.  | Month to Month     | 4/13/2011        | 5/12/2011      |
| <i>Bolsa Chica SB</i>  |  |                    |                  |                |
| LUV-2-CAMP, LLC<br>Camp Trailer Rental   | \$6,000/year or 10% of gross receipts up to \$500,000 and 12% over, whichever is greater. Year 1 rent based on gross receipts only. Crystal Cove campground added in July 2011.    | In Term            | 8/1/2010         | 7/31/2012      |
| <i>Bothe-Napa Valley SP</i>  |  |                    |                  |                |
| Triple Creek Horse Outfit<br>Horseback riding  | \$350/month or 10% of gross receipts up to \$3,500, plus 12% of gross receipts over \$3,500. FY 10/11 rent reported under Bothe-Napa resulted from claim against performance bond. | Terminated         | 7/1/2003         | 6/30/2008      |

| CONCESSIONAIRE NAME<br>CONCESSION OPERATION                      | RENTAL TERMS  | CONTRACT<br>STATUS | BEGINING<br>DATE | ENDING<br>DATE |
|--|---|--------------------|------------------|----------------|
| <i>Carlsbad SB</i>   |   |                    |                  |                |
| Carlsbad Paddle Sports<br>Kayak Instruction                      | 10% of monthly gross receipts.  | Terminated         | 10/30/2009       | 10/29/2010     |
| So Cal Surf Lessons<br>North of Tierra Mar Surf Lessons          | \$200/month or 12% of gross receipts whichever is greater June-August; 12% of gross receipts remainder of year.   | In Term            | 7/1/2010         | 6/30/2015      |
| <i>Carnegie SVRA</i>   |   |                    |                  |                |
| Motomart at Carnegie<br>OHV Retail and Camp Store                | \$80,000/year or 10% of gross receipts, whichever is greater. Early Entry Permit issued 3/1/2010.   | In Term            | 7/1/2010         | 6/30/2018      |
| <i>Columbia SHP</i>  |   |                    |                  |                |
| Paul & Mary Gjerde<br>Columbia Mercantile historic grocery store | \$15,000/year or 4% of \$350,000 in gross receipts and 5% over \$350,000, whichever is greater. Assigned to Claudia Carlson and Lisa Taylor effective 9/1/2010.   | Assignment         | 12/1/2009        | 11/30/2014     |
| Sierra Repertory Theatre, Inc.<br>Fallon House Theatre           | \$7,000/year or 2% of annual gross receipts, whichever is greater. In Contract year 1, minimum annual rent shall be proportionate to the period of operation. Sub-concession under Briggs Hospitality effective 3/1/11. | Terminated         | 4/6/2010         | 12/31/2010     |
| Maryann & David Brown<br>Pioneer Emporium                        | \$3,500/year or 7% of monthly gross receipts, whichever is greater. New contract awarded to Sycamore.   | Terminated         | 8/1/2010         | 1/31/2011      |
| Maryann & David Brown<br>Pioneer Emporium                        | \$3,500/year or 7% of monthly gross receipts, whichever is greater. New contract awarded to Sycamore.   | Terminated         | 8/1/2010         | 1/31/2011      |
| Maryann & David Brown<br>Pioneer Emporium Gift Shop              | \$850/month or 7% of monthly gross receipts, whichever is greater, plus 1% of monthly gross receipts for maintenance.   | Terminated         | 6/1/1997         | 5/31/2007      |



| CONCESSIONAIRE NAME<br>CONCESSION OPERATION                         | RENTAL TERMS  | CONTRACT<br>STATUS | BEGINING<br>DATE | ENDING<br>DATE |
|---|---|--------------------|------------------|----------------|
| <i>Crystal Cove SP</i>  |   |                    |                  |                |
| LUV-2-CAMP, LLC<br>Camp Trailer Rental                              | \$6,000/year or 10% of gross receipts up to \$500,000 and 12% over, whichever is greater. Year 1 rent based on gross receipts only. Crystal Cove campground added in July 2011. | In Term            | 8/1/2010         | 7/31/2012      |
| <i>Doheny SB</i>  |   |                    |                  |                |
| LUV-2-CAMP, LLC<br>Camp Trailer Rental                              | \$6,000/year or 10% of gross receipts up to \$500,000 and 12% over, whichever is greater. Year 1 rent based on gross receipts only. Crystal Cove campground added in July 2011. | In Term            | 8/1/2010         | 7/31/2012      |
| <i>Folsom Lake SRA</i>  |   |                    |                  |                |
| Papi's Kitchen<br>Beach stand                                       | \$7,500/year or 10% of monthly gross receipts, whichever is greater.  | Terminated         | 12/1/2007        | 12/31/2007     |
| Shadow Glen Riding Stables<br>Boarding stables/horse rentals        | \$6,000/year or 4% of gross receipts, whichever is greater. Assigned to Godwank Equine Enterprises LLC effective 9/28/09.   | Assignment         | 8/1/2003         | 7/31/2005      |
| Robert and Chris McIntyre<br>SS Snack Shack                         | \$300/month or 10% of gross receipts, whichever is greater.   | Month to Month     | 4/1/2011         | 4/30/2011      |
| Launch Wakeboarding School<br>Wakeboarding lessons                  | 10% of gross receipts.  | Terminated         | 3/1/2005         | 2/28/2006      |
| <i>Gold Field Property</i>  |   |                    |                  |                |
| Sacramento Housing and Redevelopment Agency<br>Locke Boarding House | Locke Boarding House renovation project.  | Terminated         | 7/14/2005        | 6/30/2010      |

| CONCESSIONAIRE NAME<br>CONCESSION OPERATION                       | RENTAL TERMS   | CONTRACT<br>STATUS | BEGINING<br>DATE | ENDING<br>DATE |
|---|--|--------------------|------------------|----------------|
| <i>Jack London SHP</i>  |  |                    |                  |                |
| Triple Creek Horse Outfit<br>Horseback riding                     | \$350/month or 10% of gross receipts up to \$3,500, plus 12% of gross receipts over \$3,500. FY 10/11 rent reported under Bothe-Napa resulted from claim against performance bond. | Terminated         | 7/1/2003         | 6/30/2008      |
| <i>Leo Carrillo SP</i>  |  |                    |                  |                |
| Camping Adventures<br>Camp Trailer Rental                         | \$6,000/year or 10% of gross receipts, whichever is greater.   | In Term            | 8/1/2010         | 7/31/2012      |
| LAZ Parking California, LLC<br>Maintain and manage parking lots   | \$40,000/year or 24% of gross receipts up to \$170,000 and 85% of gross receipts over, whichever is greater.   | In Term            | 7/1/2010         | 6/30/2011      |
| <i>Marshall Gold Discovery SHP</i>                                |  |                    |                  |                |
| Susan Whitcomb<br>Argonaut Refreshment Saloon                     | \$2,400/year or 10% of gross receipts, whichever is greater.   | In Term            | 3/1/2011         | 2/28/2021      |
| Fritz and Margaret Erhardt<br>Berkearts Gun Shop and Programs     | \$8,500/year or 10% of gross receipts, whichever is greater.   | Terminated         | 4/1/2005         | 3/31/2009      |
| <i>Mendocino Headlands SP</i>                                     |  |                    |                  |                |
| Mendocino Land Trust<br>Resource management projects at Big River | \$500/year or 10% of gross receipts, whichever is greater. Concessionaire may deduct up to \$200,000 for facility improvements.  | Month to<br>Month  | 8/1/2010         | 12/30/2010     |

| CONCESSIONAIRE NAME<br>CONCESSION OPERATION                   | RENTAL TERMS  | CONTRACT<br>STATUS | BEGINING<br>DATE | ENDING<br>DATE |
|---|---|--------------------|------------------|----------------|
| <i>Mendocino Woodlands SP</i>                                 |   |                    |                  |                |
| Mendocino Woodlands Camp Assoc.<br>Environmental Science Camp | Management, care, maintenance, enhancement and operation of an outdoor environmental education camp and group recreation facility for benefit of public.    | In Term            | 8/1/2010         | 7/31/2030      |
| Mendocino Woodlands Camp Assoc.<br>Outdoor Camp Center        | Management, care, maintenance, enhancement, and operation of the Mendocino Woodlands Outdoor Center. Terminated 7/31/2010. New contract effective 8/1/2010. | Terminated         | 2/1/1997         | 1/31/2007      |
| <i>Montgomery Woods SNR</i>                                   |   |                    |                  |                |
| Save the Redwoods League<br>Parking lot development           | \$500/annual or 10% of gross receipts, whichever is greater. Facility improvement cost may be deducted from rent.   | Terminated         | 12/1/2009        | 11/30/2010     |
| <i>Mount Diablo SP</i>  |   |                    |                  |                |
| John Pereira<br>Demonstration Cattle Ranch                    | \$7,000 year or 5% of monthly gross receipts plus \$16 per AUM, whichever is greater.   | In Term            | 6/1/2011         | 5/31/2016      |
| John Pereira<br>Demonstration cattle ranch                    | \$14.50/Animal Unit Month (AUM) and interpretative program for public benefit.  | Terminated         | 2/1/1994         | 11/30/1999     |
| <i>Mount Tamalpais SP</i>                                     |   |                    |                  |                |
| Mission Soaring LLC<br>Hang gliding and paragliding lessons   | \$1,000/year or 5% of gross receipts, whichever is greater.   | Terminated         | 9/1/2009         | 8/31/2014      |

| CONCESSIONAIRE NAME<br>CONCESSION OPERATION                                      | RENTAL TERMS   | CONTRACT<br>STATUS | BEGINING<br>DATE | ENDING<br>DATE |
|--|--|--------------------|------------------|----------------|
| <i>Oceano Dunes SVRA</i>   |  |                    |                  |                |
| Steve's ATV Rental Service, Inc.<br>ATV towing, storage, retail sales and snacks | 15.5% of monthly gross receipts for towing, food service and retail sales; 5% of gross receipts for storage. New contract award pending.                         | Terminated         | 9/1/2003         | 4/30/2005      |
| LUV-2-CAMP, LLC<br>Camp Trailer Rental   | \$42,000/year or 10% of gross receipts, whichever is greater.  | In Term            | 8/1/2010         | 7/31/2020      |
| LUV-2-CAMP, LLC<br>Camp Trailer Rental   | \$500/month or 8% of gross receipts, whichever is greater. New contract effective 8/1/2010.  | Terminated         | 7/1/2004         | 5/31/2006      |
| Jacob Huitron<br>Kautz Towing  | \$10,000/year or 5% of monthly vehicle storage and 10% of all other monthly gross receipts, whichever is greater.  | In Term            | 9/1/2010         | 8/31/2015      |
| Pacific Adventure Tours<br>Off road vehicle tours                                | \$500/month or 5% of the first \$500,000 gross receipts and 6.5% of gross receipts over \$500,000, whichever amount is greater. New contract effective 5/1/2011. | Terminated         | 4/1/2005         | 2/28/2007      |
| Pacific Adventure Tours<br>Off-highway vehicle tours                             | \$10,000/year or 10% of gross receipts, whichever is greater.  | In Term            | 5/1/2011         | 4/30/2016      |
| Yo, Banana Boy! Inc.<br>Vacuum pump service and retail sales                     | \$20,000/year or 10% of gross receipts, whichever is greater.  | In Term            | 7/1/2010         | 6/30/2015      |

| CONCESSIONAIRE NAME<br>CONCESSION OPERATION                             | RENTAL TERMS   | CONTRACT<br>STATUS | BEGINING<br>DATE | ENDING<br>DATE |
|---|--|--------------------|------------------|----------------|
| <i>Old Town San Diego SHP</i>   |  |                    |                  |                |
| Alvarado Provisions<br>Alvarado Provisions store                        | \$600/month or 8.25% of up to \$12,500 of gross receipts, plus 10.5% of gross receipts over \$12,500; and 2% for maintenance. New contract awarded to Rust General Store effective 7/1/2011. | Terminated         | 6/1/1990         | 5/31/1995      |
| Holiday Traditions, Inc.<br>Captain Fitch's Mercantile                  | \$30,000/year or 11% of gross receipts, whichever is greater.  | In Term            | 12/1/2010        | 11/30/2020     |
| Holiday Traditions, Inc.<br>Captain Fitch's Mercantile store            | \$2,000/month or 12% of gross receipts, whichever amount is greater; and 2% for maintenance.   | Terminated         | 11/1/1995        | 10/31/1997     |
| Raymond and Minnie Tafoya<br>Casa de Wrightington historic retail store | \$42,000/year or 9% of gross receipts, whichever is greater. Operated May-June 2010 under Early Entry Permit.  | In Term            | 7/1/2010         | 6/30/2020      |
| San Diego House of Coffee and Tea<br>Coffee, tea and spice shop         | \$800/month or 8% of up to \$25,000 in gross receipts, plus 10% of gross receipts over \$25,000, whichever is greater; and 1.5% for maintenance.   | Terminated         | 9/15/2000        | 9/14/2001      |
| Heritage Tours<br>Guided Tours  | \$3,000/month or 5% of gross receipts, whichever is greater.   | In Term            | 10/1/2010        | 9/30/2015      |
| Heritage Tours<br>Guided tours  | \$.50/adult and \$.25/child  | Terminated         | 11/1/1994        | 6/30/1995      |
| Raymond C. Tafoya dba San Diego House<br>Historic Retail Store          | \$13,000/year or 10.75% of gross receipts, whichever is greater.   | In Term            | 4/1/2011         | 3/31/2021      |
| San Diego Historical Days<br>School House Museum                        | Provision of interpretive services for public benefit at the First San Diego Schoolhouse on Mason Street.  | Terminated         | 1/1/1981         | 12/31/1991     |

| CONCESSIONAIRE NAME<br>CONCESSION OPERATION                             | RENTAL TERMS  | CONTRACT<br>STATUS | BEGINING<br>DATE | ENDING<br>DATE |
|---|---|--------------------|------------------|----------------|
| San Diego Historical Days<br>School House Museum                        | Provision of interpretive services for public benefit at the First San Diego Schoolhouse on Mason Street  | In Term            | 10/1/2010        | 9/30/2015      |
| Happy Trails Livestock, LLC<br>Wagon Rides                              | \$20/month or 10% of gross receipts up to \$200 and 20% over \$200, whichever is greater.   | Month to<br>Month  | 8/7/2010         | 11/6/2010      |
| <i>Point Lobos SNR</i>  |   |                    |                  |                |
| Philip Sammet dba Under Water Company<br>Guided SCUBA dive tours        | \$600/year or 10% of monthly gross receipts, whichever is greater.  | In Term            | 5/1/2011         | 4/30/2016      |
| Philip Sammet dba Under Water Company<br>Instructional SCUBA dive tours | \$50/month or 10% of gross receipts, whichever is greater.  | Terminated         | 11/1/2006        | 10/31/2008     |
| <i>Point Mugu SP</i>  |   |                    |                  |                |
| Camping Adventures<br>Camp Trailer Rental                               | \$6,000/year or 10% of gross receipts, whichever is greater.  | In Term            | 8/1/2010         | 7/31/2012      |
| LAZ Parking California, LLC<br>Maintain and manage parking lots         | \$40,000/year or 24% of gross receipts up to \$170,000 and 85% of gross receipts over, whichever is greater.  | In Term            | 7/1/2010         | 6/30/2011      |
| <i>Prairie City SVRA</i>  |   |                    |                  |                |
| Aaron's Rental<br>Mud Mart ATV rentals                                  | 10% of gross receipts.  | Terminated         | 9/1/2002         | 12/31/2003     |
| Mud Mart<br>Park store  | \$5,000/year or 5% of first \$150,000 in annual gross receipts and 10% over for \$150,000, whichever is greater for Year 1; \$10,000/year or 10% of annual gross receipts, whichever is greater beginning Year 2. | In Term            | 4/1/2011         | 3/31/2013      |

| CONCESSIONAIRE NAME<br>CONCESSION OPERATION                     | RENTAL TERMS  | CONTRACT<br>STATUS | BEGINING<br>DATE | ENDING<br>DATE |
|---|---|--------------------|------------------|----------------|
| <i>Robert H. Meyer Memorial SB</i>                              |   |                    |                  |                |
| LAZ Parking California, LLC<br>Maintain and manage parking lots | \$40,000/year or 24% of gross receipts up to \$170,000 and 85% of gross receipts over, whichever is greater.  | In Term            | 7/1/2010         | 6/30/2011      |
| <i>San Buenaventura SB</i>                                      |   |                    |                  |                |
| Wheel Fun Rentals<br>Beach equipment rental                     | \$15,000/year or 17% of gross receipts, whichever is greater.   | Terminated         | 5/24/2004        | 5/23/2005      |
| Yellow Umbrella Co.<br>Beach equipment rentals                  | \$3,500/year or 10% of annual gross receipts, whichever is greater.   | Terminated         | 8/12/2004        | 8/11/2009      |
| Wheel Fun Rentals<br>Bicycle and Beach Rentals                  | \$17,000/year or 15% of gross receipts, whichever is greater.   | In Term            | 6/1/2011         | 5/31/2016      |
| <i>San Clemente SB</i>  |   |                    |                  |                |
| LUV-2-CAMP, LLC<br>Camp Trailer Rental                          | \$6,000/year or 10% of gross receipts up to \$500,000 and 12% over, whichever is greater. Year 1 rent based on gross receipts only. Crystal Cove campground added in July 2011. | In Term            | 8/1/2010         | 7/31/2012      |
| <i>San Onofre SB</i>  |   |                    |                  |                |
| LUV-2-CAMP, LLC<br>Camp Trailer Rental                          | \$6,000/year or 10% of gross receipts up to \$500,000 and 12% over, whichever is greater. Year 1 rent based on gross receipts only. Crystal Cove campground added in July 2011. | In Term            | 8/1/2010         | 7/31/2012      |

| CONCESSIONAIRE NAME<br>CONCESSION OPERATION          | RENTAL TERMS   | CONTRACT<br>STATUS | BEGINING<br>DATE | ENDING<br>DATE |
|--|--|--------------------|------------------|----------------|
| <i>Stillwater Cove</i>                               |  |                    |                  |                |
| County of Sonoma Regional Parks<br>Stillwater Cove   | Maintain and operate park unit.  | Terminated         | 6/26/1984        | 6/25/2009      |
| County of Sonoma Regional Parks<br>Stillwater Cove   | Maintain and operate park unit.  | In Term            | 7/1/2010         | 6/30/2035      |
| <i>Sugarloaf Ridge SP</i>                            |  |                    |                  |                |
| Triple Creek Horse Outfit<br>Horseback riding        | \$350/month or 10% of gross receipts up to \$3,500, plus 12% of gross receipts over \$3,500. FY 10/11 rent reported under Bothe-Napa resulted from claim against performance bond. | Terminated         | 7/1/2003         | 6/30/2008      |
| <i>Tolowa Dunes SP</i>                               |  |                    |                  |                |
| Crescent Trail Rides<br>Guided horseback trail rides | \$1,000 annual or 10% of gross receipts, whichever is greater.   | In Term            | 5/1/2011         | 4/30/2013      |



## Section E: Concession Operations by Activity

Section E contains a list of concession operations by activity type. Concession operations with multiple categories are listed separately under each respective sales activity. The figures in this section include sales and rent from both Section B Concession Contracts and Section C Operating Agreements. A graphic pie chart of the financial data is also available in Section A of this Report.

Specific Categories are as follows:

- Aquatic Sports and Services Page 1
- Camp Stores Page 3
- Equestrian Activities Page 3
- Facility Maintenance and Improvements Page 4
- Golf Courses Page 5
- Lodging (includes cabin and camp trailer rentals) Page 6
- Marina Operations Page 7
- Miscellaneous (includes facility/equipment rentals and tours) Page 8
- Off Highway Vehicle Services Page 10
- Park Fees and Annual Pass Sales (sold by concessionaires) Page 11
- Parking Lot Management Page 12
- Restaurants and Catering Page 12
- Retail Sales and Gifts Page 14
- Snackbars, Beachstands, and Mobile Food Service Page 17
- Theatre Arts Facilities Page 19



*Will Rogers State Historic Park*



*Prairie City State Vehicular Recreation Area*

## CONCESSION OPERATIONS BY TYPE

### Fiscal Year 2010-2011

#### Aquatic Sports and Services

| Unit Name                 | Concessionaire Name   | Gross Receipts | Rent To State |
|---------------------------|---|----------------|---------------|
| <i>Angel Island SP</i>    | Alcatraz Cruises, LLC                                       | \$405,477      | \$60,822      |
| <i>Angel Island SP</i>    | Blue and Gold Ferry Service                                 | \$396,245      | \$59,437      |
| <i>Angel Island SP</i>    | City of Alameda   | \$33,797       | \$1,096       |
| <i>Angel Island SP</i>    | Margaret McDonogh Tiburon Ferry Company                     | \$623,986      | \$64,110      |
| <i>Angel Island SP</i>    | SF Bay Area Water Emergency Transportation Authority (WETA) | \$9,970        | \$847         |
| <i>Auburn SRA</i>         | American River Concession Outfitters                        | \$0            | \$250,917     |
| <i>Auburn SRA</i>         | Michael Juarez dba Whitewater Photos Vita Boating           | \$10,993       | \$550         |
| <i>Carlsbad SB</i>        | So Cal Surf Lessons   | \$0            | \$400         |
| <i>Carlsbad SB</i>        | So Cal Surf Lessons   | \$17,401       | \$2,088       |
| <i>Doheny SB</i>          | Wheel Fun Rentals   | \$165,600      | \$29,808      |
| <i>Donner Memorial SP</i> | Donner Lake Water Adventures, Inc.                          | \$85,410       | \$9,395       |
| <i>Emerald Bay SP</i>     | Kayak Tahoe   | \$29,815       | \$2,982       |
| <i>Folsom Lake SRA</i>    | Adventure Sports  | \$37,903       | \$3,790       |
| <i>Folsom Lake SRA</i>    | California Canoe and Kayak                                  | \$18,803       | \$1,880       |
| <i>Folsom Lake SRA</i>    | Current Adventures  | \$8,136        | \$814         |

|                             |                                       |           |          |
|-----------------------------|---------------------------------------|-----------|----------|
| <i>Folsom Lake SRA</i>      | Folsom Lake Boat Rental               | \$53,526  | \$6,423  |
| <i>Folsom Lake SRA</i>      | Granite Bay Food Service              | \$31,071  | \$3,728  |
| <i>Folsom Lake SRA</i>      | Granite Bay Rentals, Inc.             | \$36,555  | \$5,849  |
| <i>Folsom Lake SRA</i>      | Mobile Boat Service                   | \$35,669  | \$3,567  |
| <i>Folsom Lake SRA</i>      | Raft Tow Service                      | \$80,793  | \$4,145  |
| <i>Folsom Lake SRA</i>      | Robert and Chris McIntyre             | \$5,844   | \$631    |
| <i>Hearst San Simeon SP</i> | Sea For Yourself Kayak Tours          | \$30,782  | \$3,564  |
| <i>Lake Oroville SRA</i>    | Shasta Marine Transport, LLC          | \$3,650   | \$365    |
| <i>Lake Oroville SRA</i>    | T. Parks Marine                       | \$6,000   | \$600    |
| <i>Malibu Lagoon SB</i>     | Malibu Pier Partners, LLC             | \$168,508 | \$5,055  |
| <i>Manresa SB</i>           | Club Ed Surf Camp                     | \$84,555  | \$10,147 |
| <i>Millerton Lake SRA</i>   | CMS Toys, LLC                         | \$74,137  | \$6,951  |
| <i>Millerton Lake SRA</i>   | Lake Millerton Marinas, LLC           | \$5,356   | \$536    |
| <i>Mono Lake Tufa SNR</i>   | Caldera Kayaks                        | \$23,400  | \$1,223  |
| <i>Mono Lake Tufa SNR</i>   | Mono Lake Committee                   | \$16,288  | \$1,140  |
| <i>Point Lobos SNR</i>      | Philip Sammet dba Under Water Company | \$1,000   | \$110    |
| <i>Point Lobos SNR</i>      | Philip Sammet dba Under Water Company | \$5,350   | \$529    |
| <i>San Elijo SB</i>         | Eli Howard Surf School, Inc           | \$194,316 | \$38,863 |
| <i>Silver Strand SB</i>     | Coronado Surfing Academy              | \$19,635  | \$3,534  |
| <i>Silverwood Lake SRA</i>  | Pyramid Enterprises, Inc.             | \$99,435  | \$14,170 |
| <i>Van Damme SP</i>         | Kayak Mendocino                       | \$36,300  | \$4,356  |

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**Total for Aquatic Sports and Services**\$2,855,706\$604,422**Camp Stores**

| Unit Name                                | Concessionaire Name            | Gross Receipts | Rent To State |
|--|--------------------------------|----------------|---------------|
| <i>Big Basin Redwoods SP</i>             | Urban Park Concessionaires     | \$487,273      | \$80,400      |
| <i>Clear Lake SP</i>                     | Recreation Resource Management | \$59,460       | \$4,757       |
| <i>El Capitan SB</i>                     | California Camp Stores         | \$132,463      | \$15,896      |
| <i>Gaviota SP</i>                        | California Camp Stores         | \$60,135       | \$7,216       |
| <i>Leo Carrillo SP</i>                   | Anthony and Annette Minicucci  | \$280,140      | \$28,014      |
| <i>McArthur-Burney Falls Memorial SP</i> | Recreation Resource Management | \$282,613      | \$16,923      |
| <i>Refugio SB</i>                        | California Camp Stores         | \$131,165      | \$15,740      |
| <i>San Elijo SB</i>                      | JLM Systems                    | \$811,847      | \$121,777     |
| <i>South Carlsbad SB</i>                 | JLM Systems                    | \$368,234      | \$55,205      |

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**Total for Camp Stores**\$2,613,330\$345,927**Equestrian Activities**

| Unit Name                     | Concessionaire Name               | Gross Receipts | Rent To State |
|-------------------------------|-----------------------------------|----------------|---------------|
| <i>Andrew Molera SP</i>       | Molera Horseback Tours of Big Sur | \$186,370      | \$22,714      |
| <i>Armstrong Redwoods SNR</i> | Armstrong Woods Pack Station      | \$39,815       | \$2,137       |
| <i>Bothe-Napa Valley SP</i>   | Triple Creek Horse Outfit         | \$0            | \$15,000      |
| <i>Columbia SHP</i>           | Quartz Mountain Stage Line        | \$148,850      | \$11,957      |

|  |  |                    |                  |
|--|--|--------------------|------------------|
| <i>Folsom Lake SRA</i>                 | Godwank Equine Enterprises LLC dba<br>Shadow Glen Family Stables | \$183,509          | \$6,732          |
| <i>Indio Hills Palms</i>               | Covered Wagon Tours  | \$18,768           | \$2,400          |
| <i>MacKerricher SP</i>                 | Ricochet Ridge Ranch   | \$162,569          | \$10,680         |
| <i>Old Town San Diego SHP</i>          | Happy Trails Livestock, LLC                                      | \$3,669            | \$483            |
| <i>Old Town San Diego SHP</i>          | Heritage Tours   | \$7,862            | \$393            |
| <i>Tolowa Dunes SP</i>                 | Crescent Trail Rides   | \$1,020            | \$102            |
| <i>Wilder Ranch SP</i>                 | Santa Cruz Carriage Company dba Draft<br>Horses For Hire         | \$4,798            | \$2,400          |
| <i>Will Rogers SHP</i>                 | Westside Riding School Dorte Lindegaard                          | \$422,385          | \$57,276         |
| <b>Total for Equestrian Activities</b> |  | <u>\$1,179,616</u> | <u>\$132,274</u> |

### Facility Maintenance

| Unit Name              | Concessionaire Name                                       | Gross Receipts | Rent To State |
|------------------------|---|----------------|---------------|
| <i>Angel Island SP</i> | Alcatraz Cruises, LLC                                     | \$0            | \$8,110       |
| <i>Angel Island SP</i> | Blue and Gold Ferry Service                               | \$0            | \$7,925       |
| <i>Asilomar SB</i>     | ARAMARK Sports & Entertainment                            | \$0            | \$382,707     |
| <i>Balsa Chica SB</i>  | Playland Concessions Inc. dba BABES<br>Catering & Rentals | \$0            | \$944         |
| <i>Columbia SHP</i>    | Brown's Coffee & Sweets                                   | \$0            | \$2,161       |
| <i>Columbia SHP</i>    | John & Jeanne Hand  | \$0            | \$779         |
| <i>Columbia SHP</i>    | Maryann & David Brown                                     | \$0            | \$134         |
| <i>Columbia SHP</i>    | Maryann & David Brown                                     | \$0            | \$174         |

|                                       |                                    |            |                    |
|---------------------------------------|------------------------------------|------------|--------------------|
| <i>Crystal Cove SP</i>                | Crystal Cove Alliance              | \$0        | \$871,016          |
| <i>Hearst San Simeon SHM</i>          | Destination Cinema, Inc.           | \$0        | \$45,528           |
| <i>Hearst San Simeon SHM</i>          | Hearst Ranch Beef                  | \$0        | \$3,957            |
| <i>Hollister Hills SVRA</i>           | Faultline Powersports, Inc.        | \$0        | \$5,881            |
| <i>Old Sacramento SHP</i>             | Skalet Family Jewelers             | \$0        | \$2,072            |
| <i>Old Town San Diego SHP</i>         | Alvarado Provisions                | \$0        | \$3,408            |
| <i>Old Town San Diego SHP</i>         | Artisan Imports, Inc.              | \$0        | \$15,622           |
| <i>Old Town San Diego SHP</i>         | Cousin's Old Town Candy Shop       | \$0        | \$14,379           |
| <i>Old Town San Diego SHP</i>         | Holiday Traditions, Inc.           | \$0        | \$2,463            |
| <i>Old Town San Diego SHP</i>         | Miner's Gems & Minerals            | \$0        | \$6,938            |
| <i>Old Town San Diego SHP</i>         | Toler, Dennis&Heidi                | \$0        | \$2,311            |
| <i>Old Town San Diego SHP</i>         | Toler, Dennis&Heidi                | \$0        | \$945              |
| <i>Old Town San Diego SHP</i>         | Toler, Dennis&Heidi                | \$0        | \$2,543            |
| <i>Old Town San Diego SHP</i>         | Welhelmina Manlo & Alice Altier    | \$0        | \$1,629            |
| <i>Pfeiffer Big Sur SP</i>            | Guest Services Company of Virginia | \$0        | \$151,928          |
| <b>Total for Facility Maintenance</b> |                                    | <u>\$0</u> | <u>\$1,533,554</u> |

### Golf Courses

| Unit Name              | Concessionaire Name       | Gross Receipts | Rent To State |
|------------------------|---------------------------|----------------|---------------|
| <i>Lake Valley SRA</i> | American Golf Corp        | \$1,470,120    | \$457,779     |
| <i>Morro Bay SP</i>    | County of San Luis Obispo | \$1,399,798    | \$69,990      |
| <i>Pismo SB</i>        | Superior Guest Care       | \$419,305      | \$69,767      |

| Total for Golf Courses                                    |                                    | <u>\$3,289,223</u> | <u>\$597,535</u> |
|---|------------------------------------|--------------------|------------------|
| <b>Lodging, including Tent Cabins and Trailer Rentals</b> |                                    |                    |                  |
| Unit Name   | Concessionaire Name                | Gross Receipts     | Rent To State    |
| <i>Asilomar SB</i>  | ARAMARK Sports & Entertainment     | \$9,822,550        | \$1,063,362      |
| <i>Big Basin Redwoods SP</i>                              | Urban Park Concessionaires         | \$425,240          | \$79,207         |
| <i>Bolsa Chica SB</i>                                     | LUV-2-CAMP, LLC                    | \$1,144            | \$114            |
| <i>Carpinteria SB</i>                                     | K & W Rentals LLC / Trailers 2 U   | \$102,035          | \$10,204         |
| <i>Columbia SHP</i>                                       | Briggs Hospitality, LLC            | \$121,673          | \$3,042          |
| <i>Crystal Cove SP</i>                                    | Crystal Cove Alliance              | \$996,835          | \$20,934         |
| <i>Doheny SB</i>  | LUV-2-CAMP, LLC                    | \$2,442            | \$244            |
| <i>El Capitan SB</i>                                      | K & W Rentals LLC / Trailers 2 U   | \$38,770           | \$3,877          |
| <i>Gaviota SP</i>   | K & W Rentals LLC / Trailers 2 U   | \$4,805            | \$480            |
| <i>Leo Carrillo SP</i>                                    | Camping Adventures                 | \$9,860            | \$986            |
| <i>McArthur-Burney Falls Memorial SP</i>                  | Recreation Resource Management     | \$160,276          | \$52,591         |
| <i>Oceano Dunes SVRA</i>                                  | LUV-2-CAMP, LLC                    | \$67,800           | \$6,780          |
| <i>Oceano Dunes SVRA</i>                                  | LUV-2-CAMP, LLC                    | \$248,300          | \$23,827         |
| <i>Ocotillo Wells SVRA</i>                                | LUV-2-CAMP, LLC                    | \$68,708           | \$6,871          |
| <i>Pfeiffer Big Sur SP</i>                                | Guest Services Company of Virginia | \$2,583,009        | \$515,447        |
| <i>Pigeon Point Light Station SHP</i>                     | American Youth Hostel Assoc.       | \$319,227          | \$0              |

|   |                                       |           |         |
|---|---------------------------------------|-----------|---------|
| <i>Point Cabrillo Light Station SHP</i> | Pt. Cabrillo Lightkeepers Association | \$172,494 | \$0     |
| <i>Point Montara Light Station</i>      | American Youth Hostel Assoc.          | \$271,367 | \$0     |
| <i>Point Mugu SP</i>                    | Camping Adventures                    | \$2,380   | \$238   |
| <i>Refugio SB</i>                       | K & W Rentals LLC / Trailers 2 U      | \$42,340  | \$4,234 |
| <i>San Clemente SB</i>                  | LUV-2-CAMP, LLC                       | \$4,887   | \$489   |
| <i>San Elijo SB</i>                     | Albert's RV Rental                    | \$16,761  | \$1,676 |
| <i>San Elijo SB</i>                     | LUV-2-CAMP, LLC                       | \$22,752  | \$2,275 |
| <i>San Elijo SB</i>                     | Travel Time RV, Inc.                  | \$7,033   | \$1,041 |
| <i>San Onofre SB</i>                    | LUV-2-CAMP, LLC                       | \$3,637   | \$364   |
| <i>Silver Strand SB</i>                 | Albert's RV Rental                    | \$13,937  | \$1,394 |
| <i>Silver Strand SB</i>                 | LUV-2-CAMP, LLC                       | \$4,348   | \$435   |
| <i>Silver Strand SB</i>                 | Travel Time RV, Inc.                  | \$6,316   | \$632   |
| <i>South Carlsbad SB</i>                | Albert's RV Rental                    | \$24,688  | \$2,487 |
| <i>South Carlsbad SB</i>                | LUV-2-CAMP, LLC                       | \$40,517  | \$4,052 |
| <i>South Carlsbad SB</i>                | Travel Time RV, Inc.                  | \$5,491   | \$549   |

Total for Lodging, including Tent Cabins and Trailer Rentals

\$15,611,622

\$1,807,829

### Marina Operations

| Unit Name              | Concessionaire Name          | Gross Receipts | Rent To State |
|------------------------|------------------------------|----------------|---------------|
| <i>Auburn SRA</i>      | Auburn Boat Club             | \$40           | \$5,686       |
| <i>Folsom Lake SRA</i> | Christensen Enterprises, Inc | \$1,557,306    | \$172,118     |



|  |                                 |                    |                  |
|--|---------------------------------|--------------------|------------------|
| <i>Lake Oroville SRA</i>                 | Lake Oroville Marina, LLC       | \$1,415,535        | \$147,144        |
| <i>Lake Oroville SRA</i>                 | Lake Oroville Marina, LLC       | \$2,201,603        | \$190,305        |
| <i>Lake Oroville SRA</i>                 | Shasta Marine Transport, LLC    | \$3,300            | \$330            |
| <i>Lake Oroville SRA</i>                 | T. Parks Marine                 | \$3,800            | \$380            |
| <i>Lake Perris SRA</i>                   | Pyramid Enterprises, Inc.       | \$432,406          | \$25,944         |
| <i>McArthur-Burney Falls Memorial SP</i> | Recreation Resource Management  | \$66,279           | \$3,969          |
| <i>Millerton Lake SRA</i>                | Lake Millerton Marinas, LLC     | \$377,580          | \$35,291         |
| <i>Morro Bay SP</i>                      | Associated Pacific Constructors | \$307,912          | \$0              |
| <i>Silverwood Lake SRA</i>               | Pyramid Enterprises, Inc.       | \$56,355           | \$4,305          |
| <b>Total for Marina Operations</b>       |                                 | <u>\$6,422,116</u> | <u>\$585,473</u> |

### Miscellaneous Sales and Services

| Unit Name                    | Concessionaire Name               | Gross Receipts | Rent To State |
|------------------------------|-----------------------------------|----------------|---------------|
| <i>Angel Island SP</i>       | Urban Park Concessionaires        | \$705,195      | \$65,520      |
| <i>Asilomar SB</i>           | ARAMARK Sports & Entertainment    | \$2,065,952    | \$226,946     |
| <i>Auburn SRA</i>            | Hotshots, Imaging Inc.            | \$40,759       | \$2,038       |
| <i>Auburn SRA</i>            | Sierra Nevada Photo P.S. Photos   | \$4,722        | \$236         |
| <i>Big Basin Redwoods SP</i> | Urban Park Concessionaires        | \$19,412       | \$3,203       |
| <i>Burton Creek SP</i>       | Tahoe City Pubic Utility District | \$565,821      | \$17,975      |
| <i>Columbia SHP</i>          | Briggs Hospitality, LLC           | \$1,000        | \$25          |

|                                      |   |           |           |
|--------------------------------------|---|-----------|-----------|
| <i>Columbia SHP</i>                  | Claudia Carlson & Lisa Taylor dba Columbia Mercantile | \$5,231   | \$209     |
| <i>Columbia SHP</i>                  | Matelot Gulch Mining Company                          | \$108,642 | \$6,519   |
| <i>Crystal Cove SP</i>               | Crystal Cove Alliance                                 | \$149,226 | \$3,134   |
| <i>D.L. Bliss SP</i>                 | Tahoe Adventure Company                               | \$1,770   | \$487     |
| <i>Delta Sector</i>                  | Locke Foundation                                      | \$256     | \$2       |
| <i>Ed Z'berg Sugar Pine Point SP</i> | Tahoe Adventure Company                               | \$0       | \$50      |
| <i>Folsom Lake SRA</i>               | Christensen Enterprises, Inc                          | \$1,695   | \$34      |
| <i>Folsom Lake SRA</i>               | Total Body Fitness                                    | \$6,778   | \$680     |
| <i>Fremont Peak SP</i>               | Fremont Peak Observatory                              | \$866     | \$0       |
| <i>Hearst San Simeon SHM</i>         | ARAMARK Sports & Entertainment                        | \$353,096 | \$105,929 |
| <i>Henry Cowell Redwoods SP</i>      | Mountain Parks Foundation                             | \$3,255   | \$326     |
| <i>MacKerricher SP</i>               | Mendocino Area Park Assoc. (M.A.P.A.)                 | \$19,314  | \$3,863   |
| <i>MacKerricher SP</i>               | Pacific Environmental Education Center                | \$3,061   | \$3,981   |
| <i>MacKerricher SP</i>               | Samara Restoration LLC                                | \$8,220   | \$411     |
| <i>Malibu Lagoon SB</i>              | Malibu Pier Partners, LLC                             | \$26,250  | \$2,422   |
| <i>Marshall Gold Discovery SHP</i>   | American River Conservancy                            | \$22,686  | \$1,871   |
| <i>Millerton Lake SRA</i>            | Lake Millerton Marinas, LLC                           | \$2,605   | \$261     |
| <i>Monterey SHP</i>                  | Jos Boston & Co.                                      | \$445     | \$0       |
| <i>Morro Bay SP</i>                  | Associated Pacific Constructors                       | \$780     | \$780     |

|   |                                       |                           |                         |
|---|---------------------------------------|---------------------------|-------------------------|
| <i>Mount Diablo SP</i>                            | John Pereira                          | \$1,280                   | \$1,280                 |
| <i>Mount Diablo SP</i>                            | John Pereira                          | \$2,178                   | \$2,178                 |
| <i>Mount San Jacinto SP</i>                       | Mt. San Jacinto Winter Park Authority | \$0                       | \$412,322               |
| <i>Mount Tamalpais SP</i>                         | Mission Soaring LLC                   | \$9,372                   | \$469                   |
| <i>Old Sacramento SHP</i>                         | Wells Fargo Bank                      | \$0                       | \$8,100                 |
| <i>Old Town San Diego SHP</i>                     | Heritage Tours                        | \$69,146                  | \$3,457                 |
| <i>Old Town San Diego SHP</i>                     | Heritage Tours                        | \$4,487                   | \$169                   |
| <i>Old Town San Diego SHP</i>                     | Old Town Family Hospitality Corp.     | \$2,934                   | \$249                   |
| <i>San Buenaventura SB</i>                        | Wheel Fun Rentals                     | \$89,671                  | \$15,244                |
| <i>San Buenaventura SB</i>                        | Wheel Fun Rentals                     | \$10,483                  | \$1,572                 |
| <i>Statewide</i>                                  | Recreational Equipment, Inc. (REI)    | \$85,590                  | \$3,858                 |
| <b>Total for Miscellaneous Sales and Services</b> |                                       | <b><u>\$4,392,178</u></b> | <b><u>\$895,797</u></b> |

### Off-Highway Vehicle Services

| Unit Name                     | Concessionaire Name                  | Gross Receipts | Rent To State |
|-------------------------------|--------------------------------------|----------------|---------------|
| <i>Anza-Borrego Desert SP</i> | California Overland                  | \$105,717      | \$10,575      |
| <i>Carnegie SVRA</i>          | Motomart at Carnegie                 | \$494,271      | \$49,427      |
| <i>Hollister Hills SVRA</i>   | Faultline Powersports, Inc.          | \$422,086      | \$31,656      |
| <i>Oceano Dunes SVRA</i>      | Angello's ATV Rental                 | \$354,324      | \$17,716      |
| <i>Oceano Dunes SVRA</i>      | Arnie's ATV Rentals                  | \$499,277      | \$24,981      |
| <i>Oceano Dunes SVRA</i>      | BJ's ATV Rental & Accessories Center | \$586,098      | \$31,281      |
| <i>Oceano Dunes SVRA</i>      | Jacob Huitron                        | \$81,890       | \$7,510       |

|   |                                  |                           |                         |
|---|----------------------------------|---------------------------|-------------------------|
| <i>Oceano Dunes SVRA</i>                      | Pacific Adventure Tours          | \$47,869                  | \$3,563                 |
| <i>Oceano Dunes SVRA</i>                      | Pacific Adventure Tours          | \$46,099                  | \$2,844                 |
| <i>Oceano Dunes SVRA</i>                      | Steve's ATV Rental Service, Inc. | \$24,699                  | \$2,870                 |
| <i>Oceano Dunes SVRA</i>                      | Steve's ATV Rental Service, Inc. | \$966,702                 | \$54,395                |
| <i>Oceano Dunes SVRA</i>                      | Sun Buggy Fun Rentals of Pismo   | \$495,298                 | \$39,624                |
| <i>Oceano Dunes SVRA</i>                      | Yo, Banana Boy! Inc.             | \$396,138                 | \$39,614                |
| <i>Prairie City SVRA</i>                      | All Star Karting LLC             | \$111,253                 | \$6,675                 |
| <i>Prairie City SVRA</i>                      | E Street Mx Inc.                 | \$122,225                 | \$28,519                |
| <i>Prairie City SVRA</i>                      | Mud Mart                         | \$4,357                   | \$218                   |
| <b>Total for Off-Highway Vehicle Services</b> |                                  | <b><u>\$4,758,302</u></b> | <b><u>\$351,468</u></b> |

#### Park Fees and Annual Pass Sales

| Unit Name                             | Concessionaire Name   | Gross Receipts | Rent To State |
|---------------------------------------|---|----------------|---------------|
| <i>Angel Island SP</i>                | Alcatraz Cruises, LLC                                       | \$93,971       | \$93,971      |
| <i>Angel Island SP</i>                | Blue and Gold Ferry Service                                 | \$101,172      | \$101,172     |
| <i>Angel Island SP</i>                | City of Alameda   | \$9,444        | \$9,444       |
| <i>Angel Island SP</i>                | Margaret McDonogh Tiburon Ferry Company                     | \$129,365      | \$129,365     |
| <i>Angel Island SP</i>                | SF Bay Area Water Emergency Transportation Authority (WETA) | \$1,388        | \$1,388       |
| <i>Folsom Lake SRA</i>                | Christensen Enterprises, Inc                                | \$370,776      | \$146,388     |
| <i>Henry Cowell Redwoods SP</i>       | Mountain Parks Foundation                                   | \$46,360       | \$41,724      |
| <i>Millerton Lake SRA</i>             | Lake Millerton Marinas, LLC                                 | \$8,919        | \$892         |
| <i>Pigeon Point Light Station SHP</i> | American Youth Hostel Assoc.                                | \$2,255        | \$0           |

|  |                                       |                           |                           |
|--|---------------------------------------|---------------------------|---------------------------|
| <i>Point Montara Light Station</i>               | American Youth Hostel Assoc.          | \$17,076                  | \$0                       |
| <i>Statewide</i>                                 | Pride Industries                      | \$877,145                 | \$699,836                 |
| <i>Statewide</i>                                 | Recreational Equipment, Inc. (REI)    | \$350                     | \$3,595                   |
| <i>Sugarloaf Ridge SP</i>                        | Valley of the Moon Observatory Assoc. | \$16,448                  | \$3,760                   |
| <b>Total for Park Fees and Annual Pass Sales</b> |                                       | <u><b>\$1,674,667</b></u> | <u><b>\$1,231,533</b></u> |

### Parking Lot Management

| Unit Name                               | Concessionaire Name         | Gross Receipts            | Rent To State           |
|---|-----------------------------|---------------------------|-------------------------|
| <i>Candlestick Point SRA</i>            | City Park of San Francisco  | \$649,050                 | \$597,126               |
| <i>Carlsbad SB</i>                      | Sunset Parking Services LLC | \$180,353                 | \$95,549                |
| <i>Leo Carrillo SP</i>                  | LAZ Parking California, LLC | \$8,506                   | \$8,449                 |
| <i>Malibu Lagoon SB</i>                 | Malibu Pier Partners, LLC   | \$282,496                 | \$12,000                |
| <i>Point Mugu SP</i>                    | LAZ Parking California, LLC | \$69,686                  | \$21,380                |
| <i>Robert H. Meyer Memorial SB</i>      | LAZ Parking California, LLC | \$204,582                 | \$59,377                |
| <b>Total for Parking Lot Management</b> |                             | <u><b>\$1,394,673</b></u> | <u><b>\$793,881</b></u> |

### Restaurants and Catering

| Unit Name              | Concessionaire Name                                    | Gross Receipts | Rent To State |
|------------------------|--|----------------|---------------|
| <i>Angel Island SP</i> | Urban Park Concessionaires                             | \$451,279      | \$19,427      |
| <i>Asilomar SB</i>     | ARAMARK Sports & Entertainment                         | \$6,595,870    | \$567,245     |
| <i>Bolsa Chica SB</i>  | Playland Concessions Inc. dba BABES Catering & Rentals | \$14,702       | \$2,279       |

|  |                                    |             |             |
|--|------------------------------------|-------------|-------------|
| <i>Columbia SHP</i>                    | Briggs Hospitality, LLC            | \$411,631   | \$10,291    |
| <i>Columbia SHP</i>                    | Brown's Coffee & Sweets            | \$216,131   | \$15,129    |
| <i>Columbia SHP</i>                    | Jack Douglass Saloon               | \$188,813   | \$11,568    |
| <i>Columbia SHP</i>                    | John & Jeanne Hand                 | \$113,207   | \$12,244    |
| <i>Crystal Cove SP</i>                 | Crystal Cove Alliance              | \$5,735,588 | \$120,447   |
| <i>Doheny SB</i>                       | Wheel Fun Rentals                  | \$126,945   | \$22,850    |
| <i>Hearst San Simeon SHM</i>           | ARAMARK Sports & Entertainment     | \$1,982,462 | \$251,151   |
| <i>Lake Oroville SRA</i>               | Lake Oroville Marina, LLC          | \$173,344   | \$16,467    |
| <i>Lake Valley SRA</i>                 | American Golf Corp                 | \$374,767   | \$37,477    |
| <i>Los Angeles State Historic Park</i> | Urban Green, LLC                   | \$5,509     | \$551       |
| <i>Malibu Lagoon SB</i>                | Malibu Pier Partners, LLC          | \$2,420,862 | \$178,659   |
| <i>Marshall Gold Discovery SHP</i>     | Susan Whitcomb                     | \$16,757    | \$1,676     |
| <i>Monterey SHP</i>                    | Jos Boston & Co.                   | \$1,876     | \$0         |
| <i>Morro Bay SP</i>                    | Associated Pacific Constructors    | \$1,069,660 | \$71,996    |
| <i>Old Town San Diego SHP</i>          | El Fandango Restaurant             | \$962,453   | \$102,042   |
| <i>Old Town San Diego SHP</i>          | Old Town Family Hospitality Corp.  | \$7,412,881 | \$1,877,288 |
| <i>Pfeiffer Big Sur SP</i>             | Guest Services Company of Virginia | \$748,875   | \$119,820   |
| <i>Pismo SB</i>                        | Superior Guest Care                | \$1,081,727 | \$109,588   |
| <i>San Buenaventura SB</i>             | Yellow Umbrella Co.                | \$36,700    | \$3,745     |

|                        |                    |          |         |
|------------------------|--------------------|----------|---------|
| <i>San Clemente SB</i> | Calafia Beach Café | \$14,784 | \$1,774 |
|------------------------|--------------------|----------|---------|

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|                                    |  |                     |                    |
|------------------------------------|--|---------------------|--------------------|
| Total for Restaurants and Catering |  | <u>\$30,156,824</u> | <u>\$3,553,712</u> |
|------------------------------------|--|---------------------|--------------------|

### Retail Sales and Gifts

| Unit Name                    | Concessionaire Name                                   | Gross Receipts | Rent To State |
|------------------------------|---|----------------|---------------|
| <i>Andrew Molera SP</i>      | Ventana Wildlife Society                              | \$4,110        | \$0           |
| <i>Angel Island SP</i>       | Urban Park Concessionaires                            | \$21,920       | \$889         |
| <i>Asilomar SB</i>           | ARAMARK Sports & Entertainment                        | \$650,994      | \$55,985      |
| <i>Auburn SRA</i>            | Auburn Boat Club                                      | \$926          | \$117         |
| <i>Big Basin Redwoods SP</i> | Urban Park Concessionaires                            | \$792          | \$131         |
| <i>Columbia SHP</i>          | Claudia Carlson & Lisa Taylor dba Columbia Mercantile | \$449,462      | \$17,977      |
| <i>Columbia SHP</i>          | Columbia Candle & Soap Works                          | \$165,911      | \$4,977       |
| <i>Columbia SHP</i>          | Floyd Oydegaard                                       | \$50,752       | \$2,983       |
| <i>Columbia SHP</i>          | Jack Douglass Saloon                                  | \$2,596        | \$156         |
| <i>Columbia SHP</i>          | John & Jeanne Hand                                    | \$866          | \$69          |
| <i>Columbia SHP</i>          | Kamice's Photographic Establishment                   | \$88,394       | \$4,420       |
| <i>Columbia SHP</i>          | Maria and Kurt Laubhan                                | \$50,983       | \$6,035       |
| <i>Columbia SHP</i>          | Maryann & David Brown                                 | \$42,106       | \$4,091       |
| <i>Columbia SHP</i>          | Maryann & David Brown                                 | \$144,884      | \$14,198      |
| <i>Columbia SHP</i>          | Maryann & David Brown                                 | \$13,440       | \$941         |
| <i>Columbia SHP</i>          | Matelot Gulch Mining Company                          | \$95,767       | \$5,746       |
| <i>Columbia SHP</i>          | Parrott's Blacksmith                                  | \$61,299       | \$2,268       |

|                                    |                                |             |           |
|------------------------------------|--------------------------------|-------------|-----------|
| <i>Columbia SHP</i>                | Teri A. Van Buskirk            | \$44,678    | \$5,217   |
| <i>Crystal Cove SP</i>             | Crystal Cove Alliance          | \$15,729    | \$330     |
| <i>Delta Sector</i>                | Locke Foundation               | \$460       | \$276     |
| <i>Folsom Lake SRA</i>             | Christensen Enterprises, Inc   | \$12,616    | \$1,388   |
| <i>Folsom Lake SRA</i>             | Granite Bay Food Service       | \$2,842     | \$341     |
| <i>Hearst San Simeon SHM</i>       | ARAMARK Sports & Entertainment | \$2,683,660 | \$768,924 |
| <i>Hearst San Simeon SHM</i>       | Hearst Ranch Beef              | \$256,376   | \$23,171  |
| <i>Henry Cowell Redwoods SP</i>    | Mountain Parks Foundation      | \$156,835   | \$15,683  |
| <i>Lake Oroville SRA</i>           | Lake Oroville Marina, LLC      | \$20,405    | \$1,944   |
| <i>Lake Oroville SRA</i>           | Lake Oroville Marina, LLC      | \$33,642    | \$3,287   |
| <i>Lake Valley SRA</i>             | American Golf Corp             | \$87,430    | \$8,743   |
| <i>Malibu Lagoon SB</i>            | Malibu Pier Partners, LLC      | \$246,373   | \$24,637  |
| <i>Marshall Gold Discovery SHP</i> | American River Conservancy     | \$4,857     | \$617     |
| <i>Millerton Lake SRA</i>          | CMS Toys, LLC                  | \$950       | \$92      |
| <i>Millerton Lake SRA</i>          | Lake Millerton Marinas, LLC    | \$3,104     | \$310     |
| <i>Monterey SHP</i>                | Jos Boston & Co.               | \$22,004    | \$0       |
| <i>Old Sacramento SHP</i>          | Skalet Family Jewelers         | \$828,712   | \$33,148  |
| <i>Old Town San Diego SHP</i>      | Ana Salcedo                    | \$186,050   | \$22,326  |
| <i>Old Town San Diego SHP</i>      | Artisan Imports, Inc.          | \$587,894   | \$65,447  |
| <i>Old Town San Diego SHP</i>      | Cousin's Old Town Candy Shop   | \$958,599   | \$143,790 |



|   |                                       |                            |                           |
|---|---------------------------------------|----------------------------|---------------------------|
| <i>Old Town San Diego SHP</i>           | Gum Saan                              | \$148,165                  | \$27,604                  |
| <i>Old Town San Diego SHP</i>           | Holiday Traditions, Inc.              | \$108,571                  | \$13,029                  |
| <i>Old Town San Diego SHP</i>           | Holiday Traditions, Inc.              | \$135,880                  | \$16,450                  |
| <i>Old Town San Diego SHP</i>           | Miner's Gems & Minerals               | \$323,446                  | \$36,324                  |
| <i>Old Town San Diego SHP</i>           | Old Town Family Hospitality Corp.     | \$4,253,010                | \$341,773                 |
| <i>Old Town San Diego SHP</i>           | Racine & Laramie                      | \$583,743                  | \$180                     |
| <i>Old Town San Diego SHP</i>           | Raymond and Minnie Tafoya             | \$189,839                  | \$17,137                  |
| <i>Old Town San Diego SHP</i>           | Raymond C. Tafoya                     | \$109,355                  | \$5,468                   |
| <i>Old Town San Diego SHP</i>           | Raymond C. Tafoya dba San Diego House | \$10,745                   | \$1,179                   |
| <i>Old Town San Diego SHP</i>           | Tinsmith Old Town                     | \$222,208                  | \$27,935                  |
| <i>Old Town San Diego SHP</i>           | Toby's Candle Company                 | \$359,108                  | \$42,000                  |
| <i>Old Town San Diego SHP</i>           | Toler, Dennis&Heidi                   | \$176,171                  | \$15,284                  |
| <i>Old Town San Diego SHP</i>           | Toler, Dennis&Heidi                   | \$154,092                  | \$12,839                  |
| <i>Old Town San Diego SHP</i>           | Toler, Dennis&Heidi                   | \$188,518                  | \$20,085                  |
| <i>Old Town San Diego SHP</i>           | Welhelmina Manlo & Alice Altier       | \$81,460                   | \$15,000                  |
| <i>Old Town San Diego SHP</i>           | Wells Fargo Bank                      | \$16,933                   | \$0                       |
| <i>Pfeiffer Big Sur SP</i>              | Guest Services Company of Virginia    | \$774,265                  | \$123,882                 |
| <i>Pigeon Point Light Station SHP</i>   | American Youth Hostel Assoc.          | \$1,807                    | \$0                       |
| <i>Point Montara Light Station</i>      | American Youth Hostel Assoc.          | \$3,757                    | \$0                       |
| <i>Silverwood Lake SRA</i>              | Pyramid Enterprises, Inc.             | \$103,711                  | \$8,297                   |
| <i>Statewide</i>                        | Pride Industries                      | \$89,286                   | \$5,278                   |
| <b>Total for Retail Sales and Gifts</b> |                                       | <b><u>\$16,032,489</u></b> | <b><u>\$1,970,398</u></b> |

## Snackbars, Beachstands and Mobile Food Services

| Unit Name                       | Concessionaire Name                                    | Gross Receipts | Rent To State |
|---------------------------------|--|----------------|---------------|
| <i>Angel Island SP</i>          | Urban Park Concessionaires                             | \$100,933      | \$4,334       |
| <i>Big Basin Redwoods SP</i>    | Urban Park Concessionaires                             | \$42,576       | \$7,025       |
| <i>Bolsa Chica SB</i>           | Playland Concessions Inc. dba BABES Catering & Rentals | \$100,280      | \$19,575      |
| <i>Carmel River SB</i>          | Serendipity Farms                                      | \$4,100        | \$410         |
| <i>Carnegie SVRA</i>            | Motomart at Carnegie                                   | \$90,009       | \$9,001       |
| <i>China Camp SP</i>            | Frank Quan   | \$10,442       | \$1,131       |
| <i>Columbia SHP</i>             | Columbia Candy Kitchen, Inc.                           | \$651,843      | \$26,620      |
| <i>Crystal Cove SP</i>          | Crystal Cove Alliance                                  | \$361,064      | \$7,582       |
| <i>Doheny SB</i>                | Wheel Fun Rentals                                      | \$104,746      | \$18,854      |
| <i>Folsom Lake SRA</i>          | Big Chill Ice Cream Float                              | \$9,785        | \$979         |
| <i>Folsom Lake SRA</i>          | Christensen Enterprises, Inc                           | \$16,882       | \$1,857       |
| <i>Folsom Lake SRA</i>          | Granite Bay Food Service                               | \$16,759       | \$2,011       |
| <i>Folsom Lake SRA</i>          | Papi's Kitchen   | \$23,348       | \$2,335       |
| <i>Folsom Lake SRA</i>          | Robert and Chris McIntyre                              | \$10,984       | \$1,386       |
| <i>Hearst San Simeon SHM</i>    | ARAMARK Sports & Entertainment                         | \$73,602       | \$13,798      |
| <i>Henry Cowell Redwoods SP</i> | Mountain Parks Foundation                              | \$23,986       | \$2,399       |
| <i>Hollister Hills SVRA</i>     | Faultline Powersports, Inc.                            | \$60,158       | \$4,512       |

|  |   |                           |                         |
|--|---|---------------------------|-------------------------|
| <i>Huntington SB</i>   | Playland Concessions Inc. dba BABES<br>Catering & Rentals | \$225,172                 | \$56,086                |
| <i>Lake Oroville SRA</i>   | Lake Oroville Marina, LLC                                 | \$41,684                  | \$4,010                 |
| <i>Los Angeles State Historic<br/>Park</i>                       | Urban Green, LLC  | \$2,045                   | \$204                   |
| <i>Malibu Lagoon SB</i>  | Malibu Pier Partners, LLC                                 | \$3,074                   | \$307                   |
| <i>Mount Tamalpais SP</i>  | Sharon Worlund  | \$25,055                  | \$3,007                 |
| <i>Old Town San Diego SHP</i>                                    | Alvarado Provisions                                       | \$170,400                 | \$14,877                |
| <i>Old Town San Diego SHP</i>                                    | Ana Salcedo   | \$253,737                 | \$93,952                |
| <i>Old Town San Diego SHP</i>                                    | Cygnnet Theatre   | \$26,861                  | \$739                   |
| <i>Old Town San Diego SHP</i>                                    | Holiday Traditions, Inc.                                  | \$14,564                  | \$1,748                 |
| <i>Old Town San Diego SHP</i>                                    | Holiday Traditions, Inc.                                  | \$15,660                  | \$1,723                 |
| <i>Prairie City SVRA</i>   | Mud Mart  | \$763                     | \$38                    |
| <i>San Buenaventura SB</i>                                       | Yellow Umbrella Co.                                       | \$4,681                   | \$468                   |
| <i>San Clemente SB</i>   | Calafia Beach Café  | \$59,444                  | \$7,133                 |
| <i>Seacliff SB</i>   | The Beach Shack   | \$40,906                  | \$3,279                 |
| <i>Silver Strand SB</i>  | Silver Strand Beach Café                                  | \$24,611                  | \$5,856                 |
| <i>Silverwood Lake SRA</i>                                       | Pyramid Enterprises, Inc.                                 | \$59,080                  | \$4,726                 |
| <i>Twin Lakes SB</i>   | Nasser Tahernezehadi                                      | \$3,720                   | \$562                   |
| <b>Total for Snackbars, Beachstands and Mobile Food Services</b> |   | <b><u>\$2,672,953</u></b> | <b><u>\$322,524</u></b> |

**Theatre Arts Facilities**

| Unit Name                                | Concessionaire Name            | Gross Receipts            | Rent To State           |
|--|--------------------------------|---------------------------|-------------------------|
| <i>Columbia SHP</i>                      | Briggs Hospitality, LLC        | \$95,849                  | \$2,396                 |
| <i>Columbia SHP</i>                      | Sierra Repertory Theatre, Inc. | \$292,812                 | \$5,856                 |
| <i>Hearst San Simeon SHM</i>             | Destination Cinema, Inc.       | \$2,276,382               | \$203,139               |
| <i>Old Town San Diego SHP</i>            | Cygnnet Theatre                | \$1,009,053               | \$44,180                |
| <b>Total for Theatre Arts Facilities</b> |                                | <u><b>\$3,674,095</b></u> | <u><b>\$255,571</b></u> |

**TOTALS FOR THE CURRENT FISCAL YEAR**

| <i>Gross Receipts</i>      | <i>Rent To State</i>       | <i>Facility Maintenance</i> |
|----------------------------|----------------------------|-----------------------------|
| <u><b>\$96,727,795</b></u> | <u><b>\$13,448,344</b></u> | <u><b>\$1,533,554</b></u>   |

### **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.*

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**Edmund G. Brown, Jr.**  
**Governor**

**John Laird**  
**Secretary for Resources**

**Ruth Coleman**  
**Director**

**CALIFORNIA STATE PARKS**  
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