

Welcome to Concessions 101

Partnership Division Concessions Team

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PARTNERSHIPS

Why We Partner

Why do we partner with other businesses inside of our Parks?

- Use your smartphone to use this QR code
- Type in your answers to the question

- If QR Code isn't working, use the web address:
- <https://www.menti.com/bljrgvaa6brt>



Types of Concession Contracts

We utilize four different types of concession contracts in our concessions program.

Join our Mentimeter here:






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Types of Concession Contracts

	Pilot Contract	Negotiated Contract	Interpretive Contract	Contract Awarded through RFP
Contract Term	Less than 3 years	Typically: *Max. 10 years- PRC 5080.18(a)(1) *Max. 20 years- PRC 5080.18(a)(1) if Director determines longer term necessary	Typically: *Max. 10 years- PRC 5080.18(a)(1) *Max. 20 years- PRC 5080.18(a)(1) if Director determines longer term necessary	*Max. 10 years- PRC 5080.18(a)(1) *Max. 20 years- PRC 5080.18(a)(1) if Director determines longer term necessary *Max. 30 years- PRC 5080.29 for Marinas *Max 50 years- PRC 5080.18(a)(2) for Multi-unit Lodging
Average Contract Development Time	9 - 12 months	9 - 18 months	9 - 12 months	18 months - 2 years
Applicable Public Resource Codes	Not subject to bidding requirements under PRC 5080.05 because term is less than three years	If conditions in 5080.16 apply: *RFP Process fails (5080.16(a)) *Contract would provide substantial and additional facilities constructed at expense of concessionaire (5080.16(b)) *Legal control of and administration of land considerations (5080.16(c)) * Concessionaire severely and adversely impacted by no fault of concessionaire (5080.16(e)) *Administrative costs exceed projected annual net rental revenue to State (approximately \$50,000) (5080.16(f))	Contract may be negotiated per PRC 5080.16 (d) Whenever a concession is desired for particular interpretive purposes in a park unit and the prospective concessionaire possesses special knowledge, experience, skills, or ability appropriate to the particular interpretive purposes.	Key Public Resource Codes that define the request for proposal and best responsible bidder requirements include but are not limited to: 5080.05 through 5080.23
Additional Notes	A way to test a new concession idea in a specific park unit.	*If there is more than one interested party in a concession opportunity, contract shall be awarded through RFP even if 5080.16 (f) applies. *All reasons for negotiation to be within terms and time limits provided by statute.	Provides an educational service by showcasing or performing skills reflective of the interpretive period by the type of products sold, interpretive programs offered, or services provided.	Additional PRC Codes: 5080.02 through 5080.29

RFP Process Overview

RFP DEVELOPMENT PHASES	Phase 1 Pre-Planning	Phase 2 Project Scoping & Development Plan	Phase 3 Initial Project Review & Approval	Phase 4 RFP Development & Implementation	Phase 5 Contract Execution & Implementation
<p>Duration 18 months- 2 years</p> <p>Duration of RFP development depends on the complexity of the project and other competing priorities.</p>	 <ul style="list-style-type: none"> Identify & prioritize candidate projects 	 <ul style="list-style-type: none"> Develop project concept Gather public input Gather data 	 <ul style="list-style-type: none"> Concept review & approval SPRC notification or review Legislative notification External agency approvals 	 <ul style="list-style-type: none"> Prepare RFP & Sample Contract Publish & advertise RFP Pre-proposal meeting Proposer Q&A period Proposal evaluation Contract award Protest period 	 <ul style="list-style-type: none"> Final contract preparation Final approvals Execute contract Facilitate transition



RFP Proposal Group Activity

Break Out Groups!!

Breaking into groups

Work together to create a section of an RFP Proposal following the prompts.

Select one person from your group to present your proposal.

We will be floating around the room to help answer any questions you may have.

We want to hear from you!

What are your challenges with providing or obtaining documentation for compliance in your districts?

Join our Mentimeter here:

<https://www.menti.com/bljrgvaa6brt> or scan the QR Code

*Answers are hidden and will not be shared, we will follow up with you all at a later date.
Thank you for your participation.





Thank You!!!

Additional Resources:

- FOCUS Training
- Concession Tools and Templates
 - Example ACORDS
 - Insurance Guidance
 - Slide Deck
 - DRAFT Concessions Handbook
- HQ Concessions Analyst

Contact Information:

www.parks.ca.gov/concessions

Contact the Concessions Program:

concessions@parks.ca.gov

Thank you!

The following Slides are Potential slides to present – if time willing



Compliance

District Concessions Coordinators:

- Maintaining compliance with each Concessionaire within your district.

Concessionaire Partners:

- Maintaining compliance in Rent, Insurance, Bonds, Taxes, Maintenance, Performance Evals, sending documentation on time.

What are your
Compliance
Success Stories?
