



CONCESSIONS ANNUAL REPORT

FISCAL YEAR 2018-19



ANZA BORREGO DESERT SP, California Overland

Concessions Annual Report

Fiscal Year 2018-19

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Director's Statement Concessions Annual Report

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

During the Fiscal Year (FY) 2018-19, California State Parks executed twenty-two new or renewed concession contracts to support visitor servicing operations. The program overview reflects 218 concessions which contributed over \$23 million in revenue to the Department. Concession contracts executed during FY 2018-19 are listed in Section B of this report.

This report, prepared pursuant to Section §5080.21 of California Public Resources Code, presents a comprehensive picture of concession contract activity during Fiscal Year 2018-19. Questions may be directed to concessions.program@parks.ca.gov.

Signature of Director Armando Quintero on file

Armando Quintero,

Director



Section A – Concession Program Summary

This section contains statistical comparisons of concession program activities during Fiscal Year 2018-19. The number of concession operations as referenced below excludes contracts which terminated or expired during the reporting period and reflect only the active contracts as of 6/30/2019. However, the revenue* figures reflect all concessions that operated during the reporting period.

Revenue and facility figures in limited cases include approximate figures due to ongoing reconciliation of data.



CARLSBAD SB, Carlsbad Village Athletic Club



ANGEL ISLAND SP, Blue and Gold Ferry

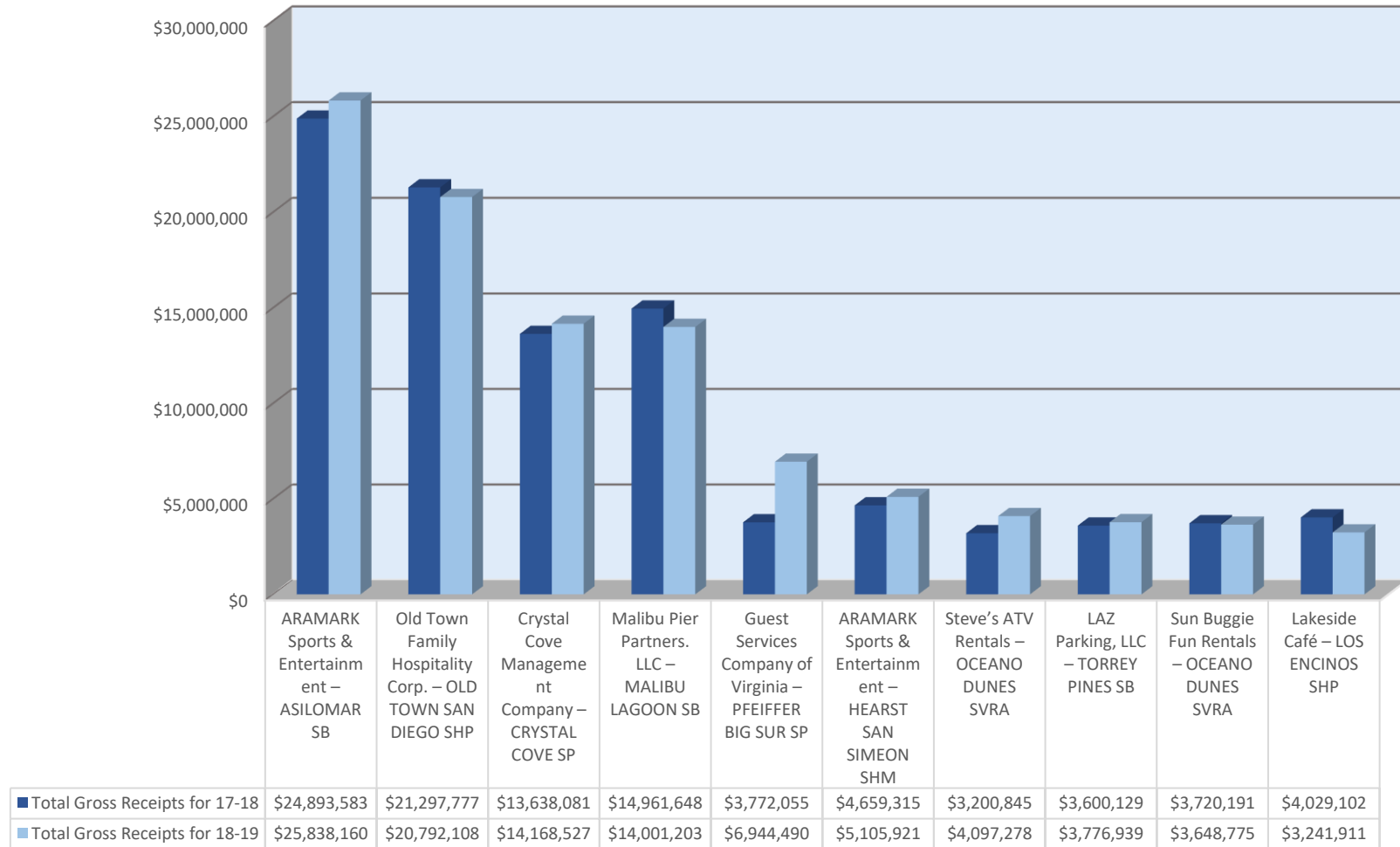
CONCESSIONS PROGRAM SUMMARY

FISCAL YEAR 2018-2019

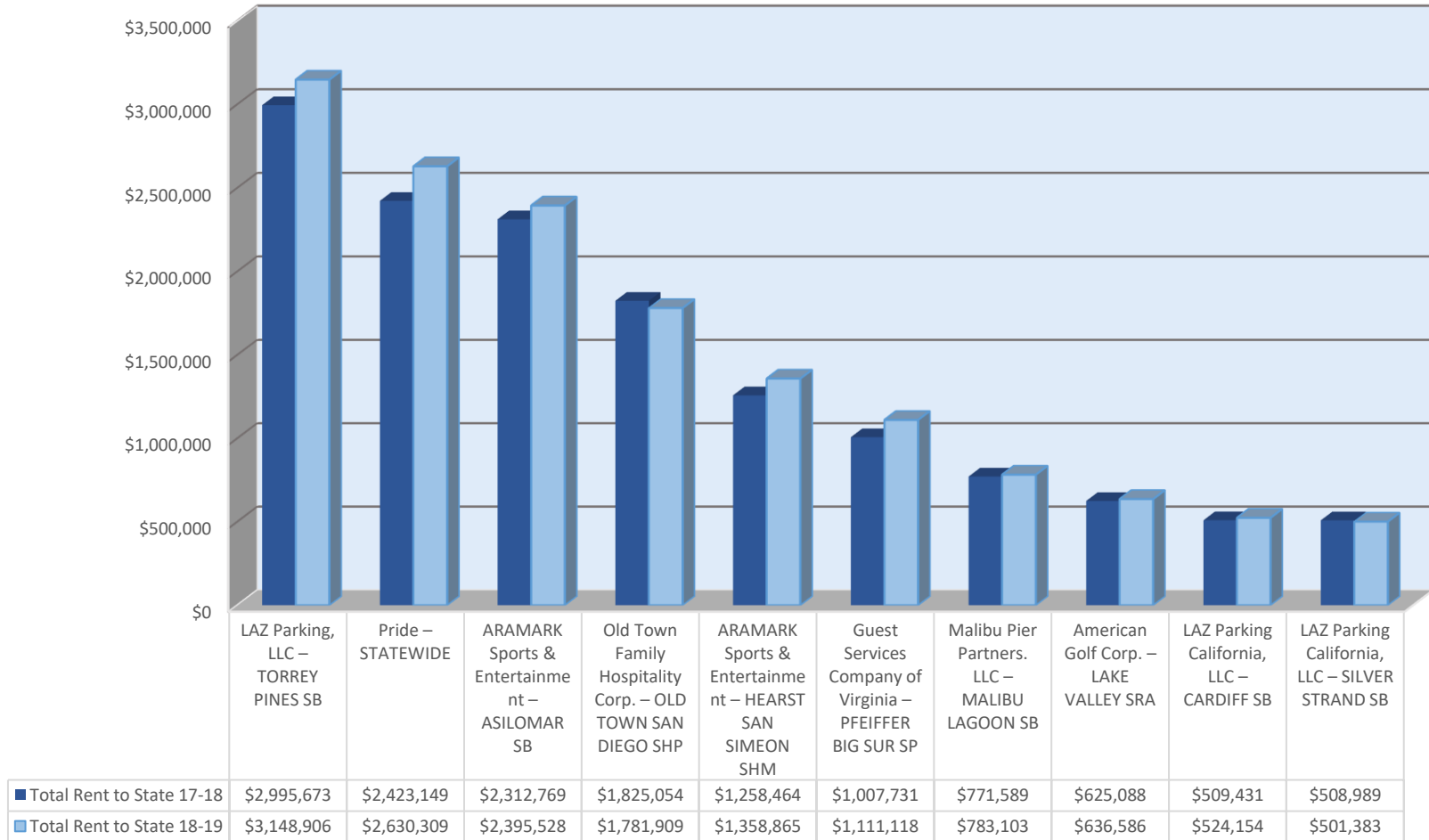
District	Concession Operations	Concession Gross Receipts	Concession Rent	Concession Facility Improvements
Angeles	8	\$19,747,598	\$1,160,737	\$0
Bay Area	6	\$4,664,904	\$938,856	\$1,445
Capital	3	\$1,282,400	\$59,995	\$0
Central Valley	26	\$5,931,300	\$291,081	\$8,660
Channel Coast	9	\$917,243	\$98,662	\$0
Colorado Desert	2	\$269,968	\$18,899	\$0
Gold Fields	22	\$3,766,500	\$756,218	\$0
Inland Empire	3	\$962,842	\$72,507	\$0
Monterey	7	\$33,406,779	\$3,506,762	\$31,377
North Coast Redwoods	2	\$82,049	\$7,028	\$0
Northern Buttes	8	\$5,327,824	\$495,938	\$0
Oceano Dunes	10	\$14,440,693	\$1,539,585	\$0

District	Concession Operations	Concession Gross Receipts	Concession Rent	Concession Facility Improvements
Ocotillo Wells	2	\$124,890	\$8,242	\$0
Orange Coast	14	\$17,167,517	\$686,576	\$2,838,883
San Andreas	1	\$650,645	\$48,798	\$0
San Diego Coast	50	\$37,291,832	\$7,581,394	\$0
San Luis Obispo	9	\$9,706,393	\$1,847,342	\$1,374
Santa Cruz	7	\$4,438,769	\$430,395	\$0
Sierra	15	\$3,944,224	\$848,038	\$0
Sonoma Mendocino Coast	5	\$385,461	\$22,518	\$1,271
Statewide	3	\$3,499,224	\$2,682,698	\$0
Tehachapi	1	\$849,131	\$83,568	\$0
Twin Cities	5	\$1,088,726	\$121,761	\$0
GRAND TOTAL	218	\$169,946,912	\$23,307,598	\$2,883,010

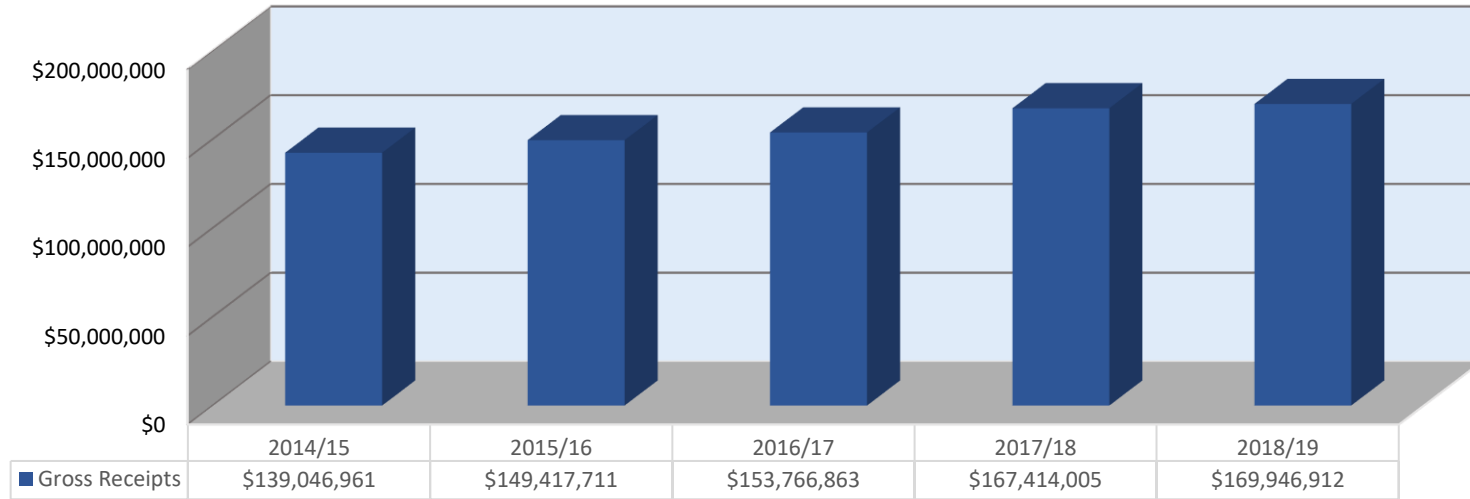
MAJOR CONCESSION CONTRACTS FISCAL YEARS 2017/18 AND 2018/19 GROSS RECEIPTS



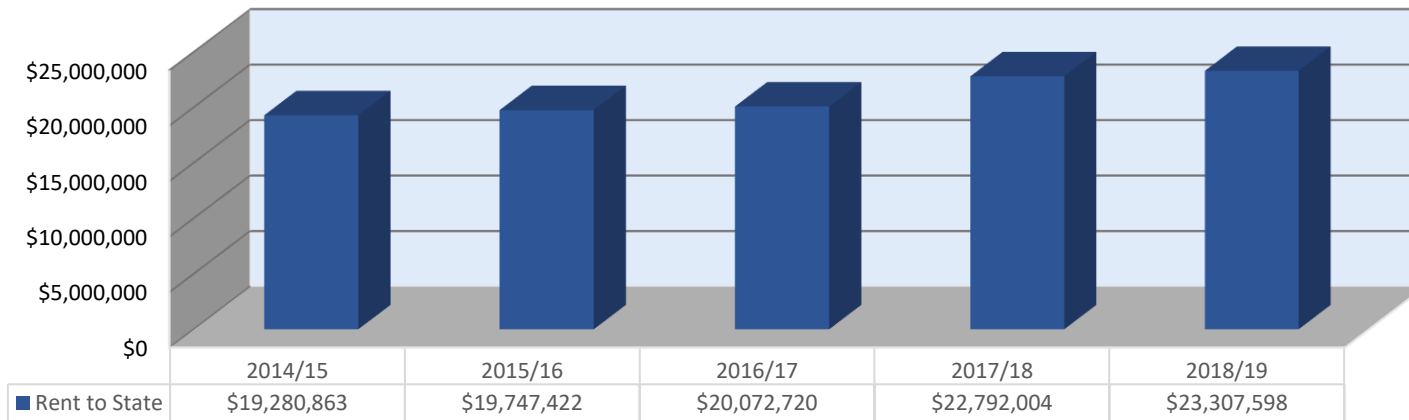
MAJOR CONCESSION CONTRACTS FISCAL YEARS 2017/18 AND 2018/19 RENT PAID TO STATE



GROSS RECEIPTS - FIVE YEAR COMPARISON



RENT - FIVE YEAR COMPARISON



Section B – Concession Operations & Revenue Statement

Section B summarizes revenue, operations and contract terms for the 218 concessions operating in California State Parks at the close of Fiscal Year 2018-19. However, the revenue* figures reflect all concessions that operated during the reporting period. The section is organized in alphabetical order by park unit. Revenue figures include gross receipts and rental payments*, and capital improvements as reported by concessionaires. Figures may include park fees/pass sales in cases where concessionaires collect these fees on behalf of State Parks. Rent may also include late payments and related penalties. Contract terms often include a provision to adjust the minimum annual rent based on the Consumer Price Index (CPI). These provisions create variations between gross receipts and rental information.

Minimum annual rents collected may appear lower as they are collected on a contract year basis while reporting is completed on a fiscal year basis.

	17-18	18-19
TOTAL GROSS RECEIPTS	\$167,414,005	\$169,946,912
TOTAL RENT	\$22,792,004	\$23,307,598
TOTAL FACILITIES	\$2,133,672	\$2,883,010



INDIO HILLS PALMS PARK PROPERTY – Covered Wagon Tours, Inc.

CONCESSION OPERATION AND REVENUE STATEMENT
Fiscal Year 2018-19

Concessionaire Name	Begin Date	Rental Terms			
Concession Operation	End Date		Gross Receipts		
	Contract Status		Rent to State		
Park Unit: Andrew Molera SP		District: Monterey			
Ventana Wildlife Society	1/1/2007	Develop, organize, and operate an environmental research center.	FISCAL YEAR	17-18	18-19
Wildlife sanctuary and educational programs	12/31/2016		RECEIPTS	\$2,355	\$3,569
	Month to Month		RENT	\$0	\$0
Park Unit: Angel Island SP		District: Bay Area			
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.	FISCAL YEAR	17-18	18-19
Alcatraz/Angel Island tours & ferry service	3/31/2008		RECEIPTS	\$741,143	\$557,739
	Month to Month		RENT	\$293,557	\$325,377
Angel Island-Tiburon Ferry, Inc.	1/1/1992	9% of first \$21,000/month, plus 11% of all fare receipts over \$21,000/month; and collection of day use fees.	FISCAL YEAR	17-18	18-19
Tiburon ferry service	12/31/1993		RECEIPTS	\$874,440	\$805,598
	Month to Month		RENT	\$91,148	\$83,702
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.	FISCAL YEAR	17-18	18-19
Ferry service from San Francisco	5/31/2009		RECEIPTS	\$928,681	\$1,068,048
	Month to Month		RENT	\$339,806	\$332,880
Urban Park Concessionaires	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.	FISCAL YEAR	17-18	18-19
Café and tours	8/31/2009		RECEIPTS	\$2,193,189	\$2,216,689
	Month to Month		RENT	\$154,719	\$177,973
Park Unit: Anza-Borrego Desert SP		District: Colorado Desert			
Bike Borrego	10/1/2018	\$1,000/year or 7% of gross receipts, whichever is greater.	FISCAL YEAR		18-19
Bicycle Tours	9/30/2020		RECEIPTS		\$8,135
	In Term- New		RENT		\$569
California Overland	4/1/2012	\$1,000/year or 7% of gross receipts, whichever is greater.	FISCAL YEAR	17-18	18-19
Vehicle tours and interpretive programs	3/31/2017		RECEIPTS	\$165,861	\$261,833
	Month to Month		RENT	\$11,586	\$18,330

Concessionaire Name Concession Operation	Begin Date End Date Contract Status	Rental Terms	Gross Receipts Rent to State		
Park Unit: Asilomar SB		District: Monterey			
ARAMARK Sports & Entertainment Asilomar conference grounds	10/1/2009 9/30/2029 In Term	\$1,900,000/year or 8.6% of gross receipts, whichever is greater; 2% of gross receipts for facility improvement; and \$200,000 for resource support and \$500,000 operational support annually; and \$15,000,000 for ADA improvements.	FISCAL YEAR RECEIPTS RENT FACILITIES	17-18 \$24,893,583 \$2,312,769 \$523,026	18-19 \$25,838,160 \$2,395,528 \$0
Park Unit: Auburn SRA		District: Gold Fields			
Auburn Boat Club Slip and mooring rental	6/1/2014 5/31/2019 Month to Month	\$1,875/month for May-October, or 10% of gross receipts excluding gasoline sales, whichever is greater.	FISCAL YEAR RECEIPTS RENT	17-18 \$51,627 \$11,427	18-19 \$51,842 \$11,104
Hotshots, Imaging Inc. Photography whitewater rafting	6/1/2014 5/31/2019 Month to Month	\$900/year or 5% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	17-18 \$25,156 \$1,258	18-19 \$22,047 \$1,102
Western States Trail Foundation Auburn staging area	7/1/2017 6/30/2018 Month to Month	\$3,000/year or 10.5% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	17-18 \$2,803 \$0	18-19 \$2,152 \$1,000
Whitewater Photos Vita Boating MJS&E Photography/Film whitewater rafting	6/1/2014 5/31/2019 Terminated	\$900/year or 5% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	17-18 \$1,944 \$106	18-19 \$1,481 \$198
Whitewater Outfitters Whitewater rafting	3/1/2019 2/28/2020 In Term - New	\$900/year. Rent from separate contracts based on flat fee and tour participant fee. Contracts renew annually. All rent supports the park unit operations.	FISCAL YEAR RECEIPTS RENT	17-18 \$0 \$249,460	18-19 \$0 \$238,902
Park Unit: Big Basin Redwoods SP		District: Santa Cruz			
United Camps Conferences and Retreats (UCCR) Campground facilities	2/1/2011 9/30/2017 Terminated	\$1.00/year or 1 % of gross receipts in excess of \$380,000, whichever is greater, commencing in Contract Year 4. During Contract Years 1-3, all revenue invested in operation and improvements at Little Basin.	FISCAL YEAR RECEIPTS RENT	17-18 \$381,254 \$0	18-19 \$392,142 \$0
Urban Park Concessionaires Tent cabins, campground, retail sales	10/1/2007 9/30/2017 Month to Month	\$5,000/month or 16.5 % monthly gross receipts, whichever is greater, plus minimum \$218,000 capital investment.	FISCAL YEAR RECEIPTS RENT	17-18 \$1,918,219 \$316,589	18-19 \$2,047,772 \$339,796

Concessionaire Name Concession Operation	Begin Date End Date Contract Status	Rental Terms	Gross Receipts Rent to State		
Park Unit: Bolsa Chica SB		District: Orange Coast			
LUV-2-CAMP, LLC Camp trailer rentals	4/1/2013 3/31/2018 Month to Month	\$3,000/year or 10% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	17-18 \$11,336 \$1,134	18-19 \$10,528 \$1,053
The Prjkt Concessions, LLC Food and beverage beach stands	5/1/2016 4/30/2021 In Term	\$140,000/year or 9% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT FACILITIES	17-18 \$1,736,252 \$0 \$156,263	18-19 \$1,230,037 \$95,621 \$17,222
Park Unit: Brannan Island SRA		District: Gold Fields			
American Land and Leisure, Inc. Operate and maintain park unit	9/1/2012 8/31/2018 Month to Month	\$35,000 annually or 10.5% of annual gross receipts, whichever is greater. All rent is deposited into facility maintenance accounts administered by Concessionaire.	FISCAL YEAR RECEIPTS RENT FACILITIES	17-18 \$493,565 \$0 \$0	18-19 \$545,619 \$0 \$0
Park Unit: Burton Creek SP		District: Sierra			
Tahoe Adventure Company Mountain biking tours	1/1/2009 12/31/2013 Terminated	\$50/month or 10% of gross receipts, whichever is greater. Operates in D.L. Bliss, Donner Memorial, and Ed Z'Berg Sugar Pine Point Units. Amendment added Burton Creek SP 7/2016.	FISCAL YEAR RECEIPTS RENT	17-18 \$5,850 \$643	18-19 \$9,005 \$947
Tahoe Adventure Company Mountain biking tours	1/1/2009 5/31/2024 In Term- New	\$83.33 Monthly or 10% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	17-18 \$0 \$14	18-19 \$0 \$14
Park Unit: California Citrus SHP		District: Inland Empire			
California Citrus SHP Non-Profit Management Corp. Special event facility	8/1/2016 7/31/2018 Month to Month	\$24,000/year or 10% of monthly gross receipts whichever is greater.	FISCAL YEAR RECEIPTS RENT FACILITIES	17-18 \$335,850 \$36,461 \$95,832	18-19 \$372,940 \$37,233 \$0
Park Unit: California Indian Heritage SP		District: Capital			
International Rescue Committee Interpretive garden	8/1/2018 7/31/2023 In Term	\$1,200/year or 5% of gross receipts, whichever is greater. Early Entry 1/1/2018.	FISCAL YEAR RECEIPTS RENT	17-18 \$1,485 \$500	18-19 \$6,804 \$0

Concessionaire Name Concession Operation	Begin Date End Date Contract Status	Rental Terms	Gross Receipts Rent to State		
Park Unit: Cardiff SB		District: San Diego Coast			
LAZ Parking California, LLC Parking lot management	11/1/2011 10/31/2021 In Term	\$1,680,000/year commencing contract year 2, or 80% of fee collections, whichever is greater.	FISCAL YEAR RECEIPTS RENT	17-18 \$636,237 \$508,989	18-19 \$655,192 \$524,154
The Pura Vida Project dba DelMar Surf Rentals Beach equipment rentals	9/1/2016 8/31/2018 Amended - New	\$4,000/year or 10% of fee collections, whichever is greater. Amendment added for Cardiff SB 8/2017.	FISCAL YEAR RECEIPTS RENT	17-18 \$1,359 \$1,030	18-19 \$792 \$79
Park Unit: Carlsbad SB		District: San Diego Coast			
Carlsbad Village Athletic Club Fitness activities	12/1/2012 11/30/2014 Month to Month	\$1,920/year or 10% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	17-18 \$62,602 \$6,260	18-19 \$87,059 \$8,866
LAZ Parking California LLC of San Diego Parking lot management	11/1/2011 10/31/2021 In Term	\$1,680,000/year commencing contract year 2, or 80% of fee collections, whichever is greater.	FISCAL YEAR RECEIPTS RENT	17-18 \$286,567 \$229,254	18-19 \$280,987 \$224,787
So Cal Surf Lessons - Frazee Beach Frazee Beach surf lessons	6/1/2009 5/31/2014 Month to Month	\$200/year or 12% of gross receipts whichever is greater June-August; 12% gross receipts remainder of year.	FISCAL YEAR RECEIPTS RENT	17-18 \$0 \$428	18-19 \$0 \$642
So Cal Surf Lessons - North of Tierra Mar North of Tierra Mar surf lessons	7/1/2010 6/30/2020 In Term	\$200/month or 12% of gross receipts whichever is greater June-August; 12% of gross receipts remainder of year.	FISCAL YEAR RECEIPTS RENT	17-18 \$22,356 \$2,683	18-19 \$25,145 \$3,017
Park Unit: Carnegie SVRA		District: Twin Cities			
Motomart at Carnegie OHV rental and camp store	7/1/2010 6/30/2023 In Term	\$80,000/year or 10% of gross receipts, whichever is greater. Early Entry Permit issued 3/1/2010.	FISCAL YEAR RECEIPTS RENT	17-18 \$642,264 \$64,226	18-19 \$544,211 \$54,421

Concessionaire Name Concession Operation	Begin Date End Date Contract Status	Rental Terms	Gross Receipts Rent to State		
Park Unit: Carpinteria SB		District: Channel Coast			
D2 Global Enterprises, Inc. dba 101 RV Rentals	8/1/2012	\$6,000/year or 10% of gross receipts, whichever is greater.	FISCAL YEAR	17-18	18-19
Camp trailer rentals	7/31/2014 Month to Month		RECEIPTS	\$131,050	\$117,125
			RENT	\$13,105	\$11,713
Park Unit: Columbia SHP		District: Central Valley			
Floyd and Danette Oydegaard dba Artificers' Exchange	3/1/2017	\$25,000.00 Annually or 6% of gross receipts, whichever is greater. Contract taken over on assignment.	FISCAL YEAR	17-18	18-19
Historic retail, classes, and demonstrations	4/30/2027 In Term		RECEIPTS	\$12,807	\$15,145
			RENT	\$1,062	\$1,085
Angela and Jacob Matulich dba Brown's Coffee & Sweets	3/1/2013	\$12,000/year or 7% of gross receipts, whichever is greater. Early Entry Permit granted 4/29/2014.	FISCAL YEAR	17-18	18-19
Coffee and sweets shop	2/28/2018 Month to Month		RECEIPTS	\$263,362	\$243,837
			RENT	\$18,434	\$17,061
Angela and Jacob Matulich dba Brown's Coffee & Sweets	5/1/2017	\$10,000/year or 2.5% of gross receipts, whichever is greater.	FISCAL YEAR	17-18	18-19
Fallon Ice Cream Parlor	4/30/2027 In Term		RECEIPTS	\$133,286	\$130,765
			RENT	\$7,997	\$7,846
Columbia Candy Kitchen, Inc.	11/1/2005	\$27,600/year or 5% of annual gross receipts, whichever is greater.	FISCAL YEAR	17-18	18-19
Candy store	10/31/2015 Month to Month		RECEIPTS	\$850,649	\$856,387
			RENT	\$42,532	\$42,814
Davene Stoller dba Columbia House Restaurant	6/1/2016	\$6,000/year or 2.5%, of annual gross receipts, whichever is greater, of the first \$250,000 plus 3% of annual gross receipts over \$250,000.00.	FISCAL YEAR	17-18	18-19
Restaurant	6/1/2026 In Term		RECEIPTS	\$295,150	\$245,413
			RENT	\$6,999	\$6,135
E.C. Nelson Enterprises, Inc. dba Ebler's Leather and Saddle Emporium	4/1/2012	\$1,800/year or 2% of gross receipts up to \$50,000 and 3% over \$50,000, whichever is greater.	FISCAL YEAR	17-18	18-19
Ebler's leather goods and saddle shop	3/31/2014 Month to Month		RECEIPTS	\$304,737	\$275,012
			RENT	\$18,358	\$17,201
Michael & Rosanna Sharps dba Columbia Booksellers and Stationers	5/1/2017	\$2,000/month or 6% of gross receipts up to \$3,400 plus 7% gross receipts over \$3,400, whichever is greater. Contract taken over on assignment	FISCAL YEAR	17-18	18-19
Columbia bookseller's and stationary	4/30/2027 In Term		RECEIPTS	\$28,347	\$41,326
			RENT	\$2,161	\$2,622

Concessionaire Name Concession Operation	Begin Date End Date Contract Status	Rental Terms	Gross Receipts Rent to State		
G&C Foods, LLC City Hotel and What Cheer Saloon	7/1/2015 6/30/2017 Month to Month	\$2,000/year or 2% of gross receipts, whichever is greater. Contract Year 2, minimum annual rent increase to \$6,000.	FISCAL YEAR RECEIPTS RENT FACILITIES	17-18 \$324,801 \$6,496	18-19 \$302,724 \$5,038 \$1,057
Denise Favela dba Jack Douglass Saloon Jack Douglass Saloon	3/1/2017 2/28/2027 In Term	\$13,000/year or 6% of gross receipts up to \$226,000, plus 7% over \$226,000, whichever is greater.	FISCAL YEAR RECEIPTS RENT	17-18 \$78,845 \$4,731	18-19 \$165,675 \$12,408
Joseph Webber dba St. Charles Saloon St. Charles Saloon	6/1/2016 5/31/2026 In Term	\$7,500.00/year or 5% of annual gross receipts, whichever total amount is greater.	FISCAL YEAR RECEIPTS RENT FACILITIES	17-18 \$529,734 \$25,035 \$1,452	18-19 \$753,066 \$37,653 \$0
Kamice's Photographic Establishment Photographic studio	8/1/2008 7/31/2018 Month to Month	\$5,000/year or 5% of gross receipts, whichever is greater. Assigned from A. DeCosmos Daguerrean Studio 8/1/2010.	FISCAL YEAR RECEIPTS RENT	17-18 \$161,824 \$8,091	18-19 \$146,365 \$7,318
Maryann & David Brown dba Towle & Leavitt Historic Retail Shop Towle & Leavitt historic retail shop	2/1/2006 1/31/2016 Month to Month	\$14,000/year or 7% of annual gross receipts up to plus 8% over \$200,000 \$200,000, whichever is greater.	FISCAL YEAR RECEIPTS RENT	17-18 \$199,638 \$12,361	18-19 \$186,589 \$11,448
Matelot Gulch Mining Company dba Hidden Treasure Gold Mine Mine tours, supplies, & gold panning	6/1/2000 5/31/2010 Month to Month	\$12,000/year or 6% of annual gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	17-18 \$329,602 \$20,258	18-19 \$293,733 \$18,212
Parrotts Blacksmith Blacksmith shop	7/1/1998 6/30/2008 Month to Month	\$150/month or 3% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	17-18 \$115,922 \$3,518	18-19 \$100,861 \$3,234
Sadie Brown Inc. dba Columbia Clothiers and Emporium Historic clothing retail	9/1/2016 8/31/2018 Month to Month	\$1,500/year or 2.5% of annual gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	17-18 \$163,013 \$4,075	18-19 \$132,049 \$3,301
Seven Sisters Soap & Candle Company Soap and candle sales and demonstrations	10/1/2012 9/30/2017 Month to Month	\$6,000/year or 4% of annual gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	17-18 \$272,205 \$10,888	18-19 \$257,279 \$10,291

Concessionaire Name Concession Operation	Begin Date End Date Contract Status	Rental Terms	Gross Receipts Rent to State		
Sierra Repertory Theatre, Inc. Fallon Theater	4/1/2014 3/31/2015 Month to Month	\$10,000/year or 2.5% of annual gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	17-18 \$612,500 \$15,312	18-19 \$642,971 \$16,075
Teresa Torbett dba Columbia Mercantile Columbia Mercantile	4/1/2018 3/31/2021 In Term	\$6,500 year or 4% of monthly gross receipts, whichever is greater for the first two contract years. The third year the rent is \$13,000 or 5% of monthly gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT FACILITIES	17-18 \$24,765 \$0 \$996	18-19 \$228,375 \$1,553 \$7,603
Tom Fraser dba Quartz Mountain Stage Line Stagecoach rides and equestrian tours	7/1/2014 3/31/2015 Month to Month	\$8,500/year or 5% of monthly gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	17-18 \$232,987 \$11,649	18-19 \$209,871 \$10,494
Park Unit: Crystal Cove SP		District: Orange Coast			
Crystal Cove Management Company - Historic District Historic District lodging, restaurants & catering	5/1/2006 4/30/2056 In Term	\$50,000/year or 2.1% of gross receipts, whichever is greater for restaurants, catering, rentals, cottages and tram tickets; plus 12% of gross receipts for facility improvements.	FISCAL YEAR RECEIPTS RENT FACILITIES	17-18 \$13,638,081 \$286,341 \$779,339	18-19 \$14,168,527 \$297,441 \$2,821,661
Crystal Cove Management Company - Moro Camp store, food services	10/1/2013 9/30/2015 Month to Month	\$10,000/year or 5% up to \$250,000 of and & 7% over \$250,00 in gross receipts, whichever is greater. Facility improvement investment of \$430,000.	FISCAL YEAR RECEIPTS RENT FACILITIES	17-18 \$136,706 \$227 \$9,625	18-19 \$22,620 \$1,131 \$0
LUV-2-CAMP, LLC Camp trailer rentals	4/1/2013 3/31/2018 Month to Month	\$3,000/year or 10% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	17-18 \$7,509 \$751	18-19 \$3,915 \$392
Park Unit: D.L. Bliss SP		District: Sierra			
Tahoe Adventure Company Hiking tours	1/1/2009 12/31/2013 Terminated	\$50/month or 10% of gross receipts, whichever is greater. Operates in D.L. Bliss, Donner Memorial, and Ed Z'Berg Sugar Pine Point Units. All revenue reported under D.L. Bliss.	FISCAL YEAR RECEIPTS RENT	17-18 \$0 \$58	18-19 \$0 \$46

Concessionaire Name Concession Operation	Begin Date End Date Contract Status	Rental Terms	Gross Receipts Rent to State		
Tahoe Adventure Company Hiking tours	6/1/2019 5/31/2024 In Term- New	\$83.33 Monthly or 10% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT		18-19 \$0 \$14
Park Unit: Delta Sector		District: Gold Fields			
Locke Foundation Locke Boarding House museum	5/1/2008 4/30/2013 Month to Month	\$250/year or 5% monthly gross receipts, whichever is greater, for sale of interpretive materials; and provide interpretive tours.	FISCAL YEAR RECEIPTS RENT	17-18 \$4,860 \$247	18-19 \$4,724 \$248
Park Unit: Doheny SB		District: Orange Coast			
LUV-2-CAMP, LLC Camp trailer rentals	4/1/2013 3/31/2018 Month to Month	\$3,000/year or 10% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	17-18 \$52,942 \$5,294	18-19 \$45,606 \$4,561
Wheel Fun Rentals Beach stand and rentals	5/1/2007 4/30/2017 Month to Month	\$65,000/year or 18% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	17-18 \$1,473,865 \$265,075	18-19 \$954,531 \$171,815
Park Unit: Donner Memorial SP		District: Sierra			
Donner Lake Watersports Watercraft and beach rentals	4/1/2008 3/31/2018 Terminated	\$10,000/year or 11% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	17-18 \$270,841 \$29,793	18-19 \$213,495 \$23,484
Donner Lake Watersports Watercraft and beach rentals	6/1/2019 5/31/2024 In Term- New	\$45,000.00 Annually or 18% of gross receipts, whichever is greater	FISCAL YEAR RECEIPTS RENT		18-19 \$43,571 \$7,843
Tahoe Adventure Company Kayaking, paddle boarding, snowshoeing, and hiking tours	1/1/2009 3/31/2018 Terminated	\$50/month or 10% of gross receipts, whichever is greater. Operates in D.L. Bliss, Donner Memorial, and Ed Z'Berg Sugar Pine Point units.	FISCAL YEAR RECEIPTS RENT	17-18 \$0 \$58	18-19 \$0 \$46
Tahoe Adventure Company Kayaking, paddle boarding, snowshoeing, and hiking tours	6/1/2019 5/31/2024 In Term- New	\$83.33 Monthly or 10% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT		18-19 \$0 \$14

Concessionaire Name Concession Operation	Begin Date End Date Contract Status	Rental Terms	Gross Receipts Rent to State		
Park Unit: Ed Z'berg Sugar Pine Point SP		District: Sierra			
Tahoe Adventure Company Hiking, biking, and kayaking	1/1/2009 12/31/2013 Terminated	\$50/month or 10% of gross receipts, whichever is greater. Operates in D.L. Bliss, Donner Memorial, and Ed Z'Berg Sugar Pine Point units.	FISCAL YEAR RECEIPTS RENT	17-18 \$0 \$58	18-19 \$0 \$46
Tahoe Adventure Company Hiking, biking, and kayaking	6/1/2019 5/31/2024 In Term- New	\$83.33 Monthly or 10% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT		18-19 \$0 \$14
Trevor Larkins dba Island Dreams, Inc. Westshore Sports Aquatic equipment rentals	4/1/2018 3/31/2023 In Term	\$5,000/year or 12% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	17-18 \$9,588 \$1,151	18-19 \$53,471 \$6,417
Park Unit: El Capitan SB		District: Channel Coast			
California Camp Stores Beach stores at Gaviota, El Capitan, Refugio SB	4/1/2008 3/31/2018 Month to Month	\$60,000/year or 12% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	17-18 \$156,604 \$18,792	18-19 \$112,408 \$13,489
D2 Global Enterprises, Inc. dba 101 RV Rentals Camp trailer rentals	5/1/2018 4/30/2028 In Term- New	\$35,000.00 Annually or 10% of gross receipts, whichever is greater. Term started in FY 17/18 but was not reported as new in FY 17/18 report in error.	FISCAL YEAR RECEIPTS RENT	17-18 \$77,450 \$7,745	18-19 \$64,600 \$6,460
Park Unit: Emerald Bay SP		District: Sierra			
Kayak Tahoe Guided kayak tours	7/1/2006 6/30/2016 Month to Month	\$1000/year or 10% of first \$50,000 of gross receipts plus 15% over \$50,000, whichever is greater.	FISCAL YEAR RECEIPTS RENT	17-18 \$457,934 \$66,190	18-19 \$515,027 \$74,754
Tahoe Adventure Company Kayaking, paddle boarding, snowshoeing, and hiking tours	6/1/2019 5/31/2024 In Term- New	\$83.33 Monthly or 10% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT		18-19 \$0 \$14

Concessionaire Name Concession Operation	Begin Date End Date Contract Status	Rental Terms	Gross Receipts Rent to State		
Park Unit: Folsom Lake SRA		District: Gold Fields			
Adventure Sports Canoe and kayak rentals	5/1/2014 4/30/2019 Month to Month	\$3,500/year or 10% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	17-18 \$230,801 \$23,080	18-19 \$250,299 \$25,030
Boarding on the Lake Equestrian rides and lessons	10/1/2013 9/30/2015 Month to Month	\$1,350/year or 10% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	17-18 \$28,020 \$2,802	18-19 \$32,940 \$3,294
Brennan K. Anderson and Rebecca Johnson dba Creative Excursion Glamping services	2/1/2018 1/31/2020 In Term	\$3,000/year or 8% of annual gross receipts, whichever sum is greater.	FISCAL YEAR RECEIPTS RENT	17-18 \$505 \$40	18-19 \$4,961 \$397
California Canoe and Kayak, Inc. Canoe and kayak rentals	8/1/2014 7/31/2019 In Term	\$2,000/year or 10% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	17-18 \$30,732 \$3,073	18-19 \$21,054 \$2,105
Christensen Enterprises, Inc. Folsom Lake Marina	3/6/1969 12/31/2007 Month to Month	11% of annual gross receipts excluding gate receipts, plus 11% of the first \$100,000 of gate receipts and 50% over \$100,000; plus \$.02/gallon on petroleum products.	FISCAL YEAR RECEIPTS RENT FACILITIES	17-18 \$1,652,407 \$362,876 \$97,894	18-19 \$1,774,592 \$386,715 \$0
Current Adventures Kayak and equipment rentals	7/1/2014 6/30/2019 Month to Month	\$375/year or 5% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	17-18 \$17,468 \$874	18-19 \$17,611 \$911
El Dorado Hills Boat, Wine, and Self Storage dba Gold Key Boathouse Boat towing, watercraft repair	7/1/2013 6/30/2015 Month to Month	\$1,000/year or 10% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	17-18 \$483 \$1,053	18-19 \$3,732 \$1,000
Granite Bay Rentals, Inc. Boat and watercraft rentals	6/1/2013 5/31/2018 Month to Month	\$12,000/year or 14% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	17-18 \$99,501 \$13,930	18-19 \$68,668 \$9,614
I&L Guides and Outfitters Shadow Glen Stables	7/1/2015 6/30/2025 In Term	\$9,000/year or 5% of gross receipts, whichever is greater. Early Entry Permit effective 4/1/2015.	FISCAL YEAR RECEIPTS RENT	17-18 \$393,151 \$19,658	18-19 \$378,266 \$14,877

Concessionaire Name Concession Operation	Begin Date End Date Contract Status	Rental Terms	Gross Receipts Rent to State		
Robert and Chris McIntyre dba S.S. Snack Shack	5/1/2016	\$2,000/year or 10% of gross receipts, whichever is greater.	FISCAL YEAR	17-18	18-19
Food service and beach equipment rentals	4/30/2021 In Term		RECEIPTS	\$57,025	\$51,850
			RENT	\$5,703	\$5,185
Thomas A. Adorno	12/1/2015	\$4,800/year or 11% of gross receipts, whichever is greater.	FISCAL YEAR	17-18	18-19
Granite Bay food services	11/30/2025 In Term		RECEIPTS	\$71,911	\$45,745
			RENT	\$7,910	\$5,032
Tom Maringer dba Mobile Boat Service	8/1/2014	\$1,000/year or 10% of gross receipts, whichever is greater.	FISCAL YEAR	17-18	18-19
Mobile boat services	7/31/2019 In Term		RECEIPTS	\$29,416	\$18,722
			RENT	\$2,942	\$1,872
Total Body Fitness	8/1/2014	\$750/year or 10% of gross receipts, whichever sum is greater.	FISCAL YEAR	17-18	18-19
Fitness program	7/31/2019 In Term		RECEIPTS	\$8,045	\$8,586
			RENT	\$917	\$895
Park Unit: Fremont Peak SP		District: Monterey			
Fremont Peak Observatory	4/1/2012	\$100/year or 10% of gross receipts, whichever is greater.	FISCAL YEAR	17-18	18-19
Observatory	3/3/2022 In Term		RECEIPTS	\$519	\$403
			RENT	\$115	\$115
Park Unit: Gaviota SP		District: Channel Coast			
California Camp Stores	4/1/2008	\$60,000/year or 12% of gross receipts, whichever is greater.	FISCAL YEAR	17-18	18-19
Beach stores at Gaviota, El Capitan, Refugio SB	3/31/2018 Month to Month		RECEIPTS	\$51,045	\$41,548
			RENT	\$6,125	\$4,986
D2 Global Enterprises, Inc. dba 101 RV Rentals	5/1/2018	\$35,000.00 Annually or 10% of gross receipts, whichever is greater.	FISCAL YEAR	17-18	18-19
Camp trailer rentals	4/30/2028 In Term - New	Term started in FY 17/18 but was not reported as new in FY 17/18 report in error.	RECEIPTS	\$3,700	\$8,425
			RENT	\$370	\$843
Park Unit: Hearst San Simeon SHM		District: San Luis Obispo Coast			
ARAMARK Sports & Entertainment	4/1/2004	\$1,000,000/year or percentage of gross receipts as follows: 10% for dining; 15% for catering; 22% for museum, 25% for garden shop sales; 30% for gift shop sales; whichever amount is greater.	FISCAL YEAR	17-18	18-19
Restaurant, catering & retail services	3/31/2024 In Term		RECEIPTS	\$4,659,315	\$5,105,921
			RENT	\$1,258,464	\$1,358,865
Destination Cinema, Inc.	8/18/1996	\$10,000/month or 8% of first \$250,000 of gross receipts, plus 10% over \$250,000; 2 % of gross receipts for advertising; and 2% of gross receipts for facility maintenance.	FISCAL YEAR	17-18	18-19
Hearst Castle Theater	8/17/2016 Month to Month		RECEIPTS	\$2,256,373	\$2,307,894
			RENT	\$315,892	\$323,105

Concessionaire Name Concession Operation	Begin Date End Date Contract Status	Rental Terms	Gross Receipts Rent to State		
Hearst Ranch Beef Hearst Ranch beef sales	4/11/2007 4/10/2009 Month to Month	\$225/month or 5% of food products and 30% of non-interpretive merchandise sales, whichever is greater; and effective 1/2012, 20% of wine sales receipts. Rental abatement of 15% of sales for facility improvements up to \$120,000.	FISCAL YEAR RECEIPTS RENT FACILITIES	17-18 \$47,873 \$5,363 \$0	18-19 \$45,228 \$4,800 \$1,374
Park Unit: Hearst San Simeon SP		District: San Luis Obispo Coast			
Paul Stamm dba Paso Robles RV Rentals LLC RV trailer rentals	7/1/2013 6/30/2015 Month to Month	\$500/year or 10% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	17-18 \$24,166 \$2,417	18-19 \$20,084 \$2,008
Sea for Yourself Kayaks Kayak tours	5/1/2013 4/30/2018 Terminated	\$1,400/month or 10% of first \$50,000 of annual gross receipts and 15% in excess of \$50,000, whichever is greater.	FISCAL YEAR RECEIPTS RENT	17-18 \$44,991 \$4,784	18-19 \$36,394 \$3,829
Park Unit: Henry Cowell Redwoods SP		District: Santa Cruz			
Mountain Parks Foundation Henry Cowell park store	6/1/2008 5/31/2010 Month to Month	\$1000/year or 5% of gross receipts whichever is greater; increase to \$1,500/year or 7.5% gross receipts in contract year two; \$2,000 or 10% thereafter; 90% of pass sales.	FISCAL YEAR RECEIPTS RENT	17-18 \$411,194 \$67,821	18-19 \$482,626 \$42,379
Park Unit: Hollister Hills SVRA		District: San Andreas			
Faultline Powersports, Inc. OHV parts and supply store, snacks	8/1/1997 7/31/2007 Month to Month	7.5% of gross receipts; and 1% for maintenance.	FISCAL YEAR RECEIPTS RENT FACILITIES	17-18 \$677,487 \$50,812 \$0	18-19 \$650,645 \$48,798 \$0
Park Unit: Humboldt Lagoons SP		District: North Coast Redwoods			
Kayak Zaks Kayak and equipment rentals	4/1/2017 3/31/2019 Terminated	\$1,000/year or 5% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	17-18 \$54,418 \$2,715	18-19 \$25,463 \$1,370
Park Unit: Huntington SB		District: Orange Coast			
Playland Concessions Inc. dba BABES Catering & Rentals Beach stands	7/1/2009 6/30/2019 Month to Month	\$45,000/year or 16% of annual gross receipts, whichever is greater; and 10% of gross receipts for off premises catered events authorized under a special event permit.	FISCAL YEAR RECEIPTS RENT FACILITIES	17-18 \$339,725 \$54,304 \$0	18-19 \$342,886 \$54,776 \$0

Concessionaire Name Concession Operation	Begin Date End Date Contract Status	Rental Terms	Gross Receipts Rent to State		
Park Unit: Indio Hills Palms		District: Ocotillo Wells District			
Covered Wagon Tours, Inc. Wagon tours	4/1/2007 3/31/2017 Month to Month	\$200/month or 5% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	17-18 \$48,545 \$2,400	18-19 \$66,469 \$2,400
Park Unit: Kings Beach SRA		District: Sierra			
North Tahoe Watersports, Inc. Watercraft rentals and services	7/1/2014 6/30/2016 Terminated	\$50,000/year or 25% of gross receipts, whichever is greater	FISCAL YEAR RECEIPTS RENT	17-18 \$318,143 \$79,536	18-19 \$288,861 \$72,215
North Tahoe Watersports, Inc. Watercraft rentals and services	6/1/2019 5/31/2024 In Term- New	\$105,000.00 Annually or 25% of gross receipts, whichever is greater	FISCAL YEAR RECEIPTS RENT		18-19 \$71,345 \$17,836
Tahoe Adventure Company Hiking, biking, and kayaking	1/1/2009 12/31/2013 Terminated	\$50/month or 10% of gross receipts, whichever is greater. Operates in D.L. Bliss, Donner Memorial, and Ed Z'Berg Sugar Pine Point units.	FISCAL YEAR RECEIPTS RENT	17-18 \$0 \$58	18-19 \$0 \$46
Tahoe Adventure Company Kayaking, paddle boarding, snowshoeing, and hiking tours	6/1/2019 5/31/2024 In Term- New	\$83.33 Monthly or 10% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT		18-19 \$0 \$14
Park Unit: Lake Oroville SRA		District: Northern Buttes			
Feather River Rowing Club Water recreation activity	10/1/2012 9/30/2014 Month to Month	\$600/year or 5% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	17-18 \$130,020 \$8,507	18-19 \$90,002 \$5,129
Lake Oroville Marina, LLC Bidwell Marina	12/1/2009 11/30/2039 In Term	\$300,000/year or 8.5% of first \$1,000,000 in gross receipts plus 10% of gross receipts over \$1,000,000; plus 2% for fuel sales. \$270,000 of minimum annual rent deferred to Contract Years 6-10. Capital improvements and equipment investment of \$4,200,000.	FISCAL YEAR RECEIPTS RENT FACILITIES	17-18 \$2,874,884 \$258,675 \$57,138	18-19 \$2,787,956 \$251,233 \$0
Lake Oroville Marina, LLC Lime Saddle Marina	10/1/2007 9/30/2037 In Term	\$145,000/year or 7.5% of first \$500,000 in gross receipts plus 10% over \$500,000, whichever is greater; plus 2% of fuel sales. Capital improvements & equipment investment of \$3,500,000.	FISCAL YEAR RECEIPTS RENT FACILITIES	17-18 \$1,554,299 \$135,108 \$27,927	18-19 \$1,540,029 \$139,217 \$0
Shasta Marine Transport, LLC Boat hauling service	12/1/2014 11/30/2024 In Term	\$500/year or 10% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	17-18 \$4,075 \$408	18-19 \$6,825 \$683

Concessionaire Name Concession Operation	Begin Date End Date Contract Status	Rental Terms	Gross Receipts Rent to State		
T. Parks Marine Boat hauling and repair services	3/1/2015 2/28/2025 In Term	\$500/year or 10% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	17-18 \$21,300 \$2,130	18-19 \$12,500 \$1,250
Park Unit: Lake Perris SRA		District: Inland Empire			
Pyramid Enterprises, Inc. Lake Perris Marina	6/15/1976 6/14/2001 Month to Month	\$7,200/year or 6% of gross receipts, whichever is greater, and 2 cents per gallon for fuel sales.	FISCAL YEAR RECEIPTS RENT	17-18 \$538,058 \$32,283	18-19 \$589,902 \$35,274
Park Unit: Lake Valley SRA		District: Sierra			
American Golf Corp Lake Tahoe golf course & restaurant	4/1/1989 3/31/2009 Month to Month	\$3,000/month or 29% of gross golfing fee receipts, plus 10% of monthly food and beverage, retail merchandise and winter sports activity receipts, plus 5% of gross receipts for facility improvements.	FISCAL YEAR RECEIPTS RENT FACILITIES	17-18 \$2,606,483 \$625,088 \$132,574	18-19 \$2,668,914 \$636,586 \$0
Park Unit: Leo Carrillo SP		District: Angeles			
Anthony and Annette Minicucci Leo Carrillo camp store	4/1/2006 3/31/2016 Month to Month	\$20,000/year or 10% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	17-18 \$447,086 \$44,709	18-19 \$291,619 \$29,162
Camping Adventures Campsite equipment and set up	10/1/2014 9/30/2019 In Term	\$2,700/year or 10% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	17-18 \$117,610 \$11,761	18-19 \$62,485 \$6,249
Park Unit: Lighthouse Field SB		District: Santa Cruz			
Steamer Lane Supply Company Food truck and snack kiosk facility	8/1/2015 7/31/2017 Month to Month	\$2,000/year or 2% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT FACILITIES	17-18 \$667,303 \$13,346 \$0	18-19 \$804,140 \$16,083 \$0
Park Unit: Limekiln SP		District: Monterey			
Parks Management, Co. Collect fees and provide public services	9/1/2012 8/31/2017 Month to Month	\$4,000/year or 5% of gross receipts, whichever is greater. All rent deposits support facility maintenance.	FISCAL YEAR RECEIPTS RENT FACILITIES	17-18 \$386,098 \$0 \$0	18-19 \$596,058 \$0 \$31,377

Concessionaire Name Concession Operation	Begin Date End Date Contract Status	Rental Terms	Gross Receipts Rent to State		
Park Unit: Los Angeles SHP		District: Angeles			
LA Pattie Shack Cafe	4/1/2019 3/31/2022 In Term - New	\$35,000.00 Annually or 10% of gross receipts, whichever is greater. Currently non-operational.	FISCAL YEAR RECEIPTS RENT	18-19 \$0 \$0	
Park Unit: Los Encinos SHP		District: Angeles			
Lankershim Investment Properties, LLC dba Lakeside Cafe Lakeside Cafe	8/1/2014 7/31/2016 Month to Month	\$25,000/year or 3.33% of gross receipts, whichever is greater. Early Entry Permit issued 5/23/14.	FISCAL YEAR RECEIPTS RENT	17-18 \$4,029,102 \$134,169	18-19 \$3,241,911 \$107,956
Park Unit: MacKerricher State Park		District: Sonoma-Mendocino Coast			
Mendocino Area Park Assoc. (M.A.P.A.) Environmental Education Program	7/1/2014 6/30/2016 Month to Month	\$1,000/year or 5% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT FACILITIES	17-18 \$44,752 \$2,238 \$0	18-19 \$41,891 \$2,095 \$1,271
Pacific Environmental Education Center Environmental education program	8/1/2014 7/31/2019 In Term	\$6,900/year or 5% of gross sales, whichever is greater; plus 2% of gross sales for facility maintenance and 1% of gross sales for State's environmental monitoring activities. Seasonal operation September- November and February-June.	FISCAL YEAR RECEIPTS RENT FACILITIES	17-18 \$198,378 \$9,919 \$0	18-19 \$155,280 \$7,764 \$0
Ricochet Ridge Ranch Guided horseback tours	3/1/1989 2/28/1990 Month to Month	5% of first \$35,000 of annual gross receipts, plus 7% of annual gross receipts over \$35,000.	FISCAL YEAR RECEIPTS RENT	17-18 \$161,450 \$8,773	18-19 \$151,930 \$8,297
Park Unit: Malibu Lagoon SB		District: Angeles			
Malibu Pier Partners, LLC Restaurant, retail & boat tours	8/1/2005 7/31/2025 In Term	\$250,000/year or percentage of gross receipts as follows: 7% on premises food/beverages, 10% take-out food/beverage; 10% retail sales; 15% off-premises catering and sales; 3% boat tours/fishing; \$12,000 for parking lot. Rent funds capital improvements.	FISCAL YEAR RECEIPTS RENT FACILITIES	17-18 \$14,961,648 \$771,589 \$18,280	18-19 \$14,001,203 \$783,103 \$0
Park Unit: Manresa SB		District: Santa Cruz			
Club Ed Surf Camp, LLC Overnight surf camp	6/1/2004 5/31/2014 Month to Month	\$8,000/year or 12% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	17-18 \$219,210 \$26,305	18-19 \$266,210 \$31,945

Concessionaire Name Concession Operation	Begin Date End Date Contract Status	Rental Terms	Gross Receipts Rent to State		
Park Unit: Marshall Gold Discovery SHP		District: Gold Fields			
American River Conservancy Historic Kane House museum	9/1/2011 8/31/2021 In Term	\$1,800/year or 10% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	17-18 \$10,641 \$1,687	18-19 \$11,393 \$1,814
Cobblestone, Inc. dba Coloma Resort Argonaut Refreshment Saloon	3/1/2011 2/28/2021 In Term	\$2,400/year or 10% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	17-18 \$395,094 \$39,509	18-19 \$450,216 \$44,921
Park Unit: McArthur-Burney Falls Memorial SP		District: Northern Buttes			
Recreation Resource Management Camp store and tent cabins	6/1/2004 5/31/2024 In Term	\$22,000/year or 6% of camp store gross receipts, whichever is greater and \$20 per cabin for each night rented and 14% of lodging gross receipts; construct a new concession facility at a minimum cost of \$450,000.	FISCAL YEAR RECEIPTS RENT	17-18 \$928,590 \$114,235	18-19 \$802,303 \$92,625
Park Unit: Millerton Lake SRA		District: Central Valley			
Millerton Lake Rentals, LLC (formerly CMS Toys) Watercraft rental and camp store	9/1/2007 10/31/2007 Month to Month	\$6,000/year or 11% of gross annual receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	17-18 \$127,361 \$14,010	18-19 \$124,026 \$13,643
Lake Millerton Marina, LLC Lake Millerton marina	5/1/2003 10/31/2007 Terminated	\$40,000/year or 10% of monthly gross receipts, excluding gas, whichever is greater. Beginning in contract year 3 allocate 5% or \$20,000 of annual gross receipts to maintenance.	FISCAL YEAR RECEIPTS RENT FACILITIES	17-18 \$229,743 \$21,244 \$0	18-19 \$24,558 \$2,456 \$0
Millerton Marina LLC Lake Millerton Marina	1/1/2019 12/31/2030 In Term- New	\$40,000/year or 8% of the first \$500,000 and 2% of fuel and oil sales. Upon completion of 170 slips contract year six: \$50,000 or 10% of gross receipts plus 2% of fuel and oil sales	FISCAL YEAR RECEIPTS RENT FACILITIES		18-19 \$318,609 \$21,404 \$0
Roger George Guide Service Guide services	6/1/2016 5/31/2018 Month to Month	\$1,080/year or 4.5% of monthly gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	17-18 \$6,045 \$272	18-19 \$0 \$0
Park Unit: Mono Lake Tufa SNR		District: Sierra			
Caldera Kayaks Kayak tours	11/1/2007 10/31/2017 Terminated	\$300/year or 5% of gross receipts, whichever is greater in years 1 and 2. In year 3 and thereafter: \$300/year or 7% of gross receipts.	FISCAL YEAR RECEIPTS RENT	17-18 \$21,675 \$1,517	18-19 \$16,875 \$1,181

Concessionaire Name Concession Operation	Begin Date End Date Contract Status	Rental Terms	Gross Receipts Rent to State		
Caldera Kayaks Kayak tours	10/1/2018 9/30/2023 In Term- New	\$300.00 Annually or 7% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT		18-19 \$4,275 \$299
Mono Lake Committee Kayak and canoe tours	10/1/2007 9/30/2017 Terminated	\$300/year or 5% of gross receipts, whichever is greater in years 1 and 2. In year 3 and thereafter: \$300/year or 7% of gross receipts.	FISCAL YEAR RECEIPTS RENT	17-18 \$21,465 \$1,503	18-19 \$18,386 \$1,287
Mono Lake Committee Kayak and canoe tours	2/1/2019 1/31/2024 In Term- New	Year 1-2: \$300.00 Annually or 5% of gross receipts, whichever is greater. After Year 2: \$300.00 Annually or 7% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT		18-19 \$0 \$0
Park Unit: Montaña de Oro SP		District: San Luis Obispo Coast			
Paso Robles RV Rentals, LLC RV trailer rentals	7/1/2013 6/30/2015 Month to Month	\$500/year or 10% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	17-18 \$23,022 \$2,302	18-19 \$15,038 \$1,504
Park Unit: Monterey SHP		District: Monterey			
Joseph Boston & Co. Boston Store/Picket Fence	10/1/2004 9/30/2006 Month to Month	Interpretation and maintenance of facilities, grounds, and historic gardens for public benefit.	FISCAL YEAR RECEIPTS RENT	17-18 \$13,529 \$0	18-19 \$24,099 \$0
Junior League of Monterey Co. Old Whaling Station	12/1/2000 11/30/2010 Month to Month	Restoration, maintenance, operation and interpretation of the historic Old Whaling Station for public benefit. Minimum expenditure is \$5,000/year for maintenance and repairs.	FISCAL YEAR RECEIPTS RENT	17-18 \$0 \$0	18-19 \$0 \$0
Park Unit: Morro Bay SP		District: San Luis Obispo Coast			
Associated Pacific Constructors Marina & restaurant	10/1/1991 9/30/1993 Month to Month	5% of monthly gross receipts up to \$12,000 and 7% over \$12,000 for food and beverage; 20% of gross receipts for marina operations paid to City of Morro Bay under separate Operating Agreement.	FISCAL YEAR RECEIPTS RENT	17-18 \$2,417,321 \$227,060	18-19 \$2,075,102 \$143,157
Paso Robles RV Rentals, LLC RV trailer rentals	7/1/2013 6/30/2015 Month to Month	\$500/year or 10% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	17-18 \$66,012 \$6,601	18-19 \$71,173 \$7,117

Concessionaire Name	Begin Date	Rental Terms			
Concession Operation	End Date		Gross Receipts		
	Contract Status		Rent to State		
Park Unit: Morro Strand SP		District: San Luis Obispo Coast			
Paso Robles RV Rentals, LLC	7/1/2013	\$500/year or 10% of gross receipts, whichever is greater.	FISCAL YEAR	17-18	18-19
RV trailer rentals	6/30/2015		RECEIPTS	\$30,236	\$29,559
	Month to Month		RENT	\$3,024	\$2,956
Park Unit: Mount Diablo SP		District: Bay Area			
John Pereira	6/1/2011	\$7,000/year or 5% of monthly gross receipts, plus \$16 per AUM, whichever is greater.	FISCAL YEAR	17-18	18-19
Demonstration cattle ranch	5/31/2016		RECEIPTS	\$0	\$0
	Month to Month		RENT	\$17,884	\$15,790
Park Unit: Mt. San Jacinto SP		District: Inland Empire			
Danny Sullivan	5/1/2016	\$1,000/year or 10% of annual gross receipts, whichever is greater.	FISCAL YEAR	17-18	18-19
Rocky Top Dude String	4/30/2018		RECEIPTS	\$10,165	\$0
	Terminated		RENT	\$1,016	\$0
Park Unit: Oceano Dunes SVRA		District: Oceano Dunes			
BJ's ATV Rental & Accessories Center	5/1/2012	\$20,000/year or 10% of gross receipts, whichever is greater.	FISCAL YEAR	17-18	18-19
Off highway vehicle rentals	4/30/2022		RECEIPTS	\$2,162,570	\$2,145,115
	In Term		RENT	\$216,257	\$214,512
Gail Marshall dba Arnie's ATV Rentals	5/1/2012	\$20,000/year or 10% of gross receipts, whichever is greater.	FISCAL YEAR	17-18	18-19
Off highway vehicle rentals	4/30/2022		RECEIPTS	\$929,469	\$941,347
	In Term		RENT	\$92,947	\$94,137
Jacob Huitron	9/1/2010	\$10,000/year or 5% of monthly vehicle storage and 10% of all other monthly gross receipts, whichever is greater.	FISCAL YEAR	17-18	18-19
Kautz Towing	8/31/2020		RECEIPTS	\$91,970	\$89,027
	In Term		RENT	\$8,569	\$8,363
Jordan & Associates, Inc. dba Sun Buggie Fun Rentals	5/1/2012	\$51,000/year or 12% of gross receipts, whichever is greater.	FISCAL YEAR	17-18	18-19
Off highway vehicle rentals	4/30/2022		RECEIPTS	\$3,720,191	\$3,648,775
	In Term		RENT	\$445,990	\$437,109
LUV-2-CAMP, LLC	8/1/2010	\$42,000/year or 10% of gross receipts, whichever is greater.	FISCAL YEAR	17-18	18-19
Camp trailer rentals	7/31/2020		RECEIPTS	\$516,780	\$478,206
	In Term		RENT	\$53,568	\$47,858
Pacific Adventure Tours	5/1/2011	\$10,000/year or 10% of gross receipts, whichever is greater.	FISCAL YEAR	17-18	18-19
Off-highway vehicle tours	4/30/2016		RECEIPTS	\$94,006	\$75,965
	Month to Month		RENT	\$11,322	\$8,024

Concessionaire Name Concession Operation	Begin Date End Date Contract Status	Rental Terms	Gross Receipts Rent to State		
Steve's ATV Rental Service, Inc. Off-highway vehicle rentals	5/1/2012 4/30/2022 In Term	\$60,000/year or 10% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	17-18 \$3,200,845 \$320,535	18-19 \$4,097,278 \$409,728
Yo, Banana Boy! Inc. Vacuum pump service and retail sales	7/1/2010 6/30/2020 In Term	\$20,000/year or 10% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	17-18 \$931,602 \$93,165	18-19 \$913,743 \$91,374
Park Unit: Ocotillo Wells SVRA		District: Ocotillo Wells District			
LUV-2-CAMP, LLC Camp trailer rentals	12/1/2018 11/30/2023 In Term- New	\$5,000.00 Annually or 10% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT		18-19 \$58,421 \$5,842
Park Unit: Old Sacramento SHP		District: Capital			
Skalet Family Jewelers Jewelry store	3/1/2004 2/28/2014 Month to Month	\$28,000/year or 3% of annual gross receipts up to \$25,000; and 4% of annual gross receipts over \$25,000, whichever total amount is greater; and .25% of facility maintenance.	FISCAL YEAR RECEIPTS RENT FACILITIES	17-18 \$1,147,557 \$45,902 \$0	18-19 \$1,265,870 \$50,995 \$0
Wells Fargo Bank N.A. Museum and ATM operations	12/1/2014 11/30/2019 In Term	\$9,000/year, or 5% of retail sales plus 5% of ATM fee surcharges, whichever is greater.	FISCAL YEAR RECEIPTS RENT	17-18 \$12,685 \$9,000	18-19 \$9,727 \$9,000
Park Unit: Old Town San Diego SHP		District: San Diego Coast			
Ana Salcedo Wallach & Goldman Square historic food service and retail service	2/1/2006 1/31/2016 Month to Month	\$100,000/year or 12% of gross receipts up to \$750,000, plus 13% of all annual gross receipts over \$750,000, whichever amount is greater.	FISCAL YEAR RECEIPTS RENT FACILITIES	17-18 \$1,226,192 \$150,011 \$0	18-19 \$1,543,095 \$192,539 \$0
Antionette Fisher dba Proper Apothecary Apothecary	9/1/2015 8/31/2025 Terminated	\$24,500/year or 12% of monthly gross receipts up to \$200,000 and 12% over \$200,000 whichever is greater.	FISCAL YEAR RECEIPTS RENT	17-18 \$81,186 \$9,742	18-19 \$17,762 \$2,176
Antionette Fisher dba Rust General Store Rust General Store	9/1/2011 8/31/2021 In Term	\$18,000/year or 10% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	17-18 \$367,642 \$36,764	18-19 \$345,658 \$34,566

Concessionaire Name Concession Operation	Begin Date End Date Contract Status	Rental Terms	Gross Receipts Rent to State		
Artisan Imports, Inc. El Centro Artesano	5/1/1991 4/30/1996 Month to Month	\$2,000/month or 10.3% of gross receipts up to \$25,000, plus 12% of gross receipts over \$25,000; and 1.5% for maintenance.	FISCAL YEAR RECEIPTS RENT FACILITIES	17-18 \$1,022,834 \$117,640 \$0	18-19 \$1,131,052 \$124,239 \$0
Cousin's Old Town Candy Shop Candy shop	4/1/2016 3/31/2026 In Term	\$125,000/year or 15% of gross receipts, whichever is greater; plus \$10,000 for facility improvements.	FISCAL YEAR RECEIPTS RENT FACILITIES	17-18 \$1,232,761 \$184,914 \$50,000	18-19 \$1,162,862 \$174,415 \$0
Cygnnet Theatre Theatre in Old Town	1/1/2008 12/31/2017 Month to Month	\$40,000/year or 3% of gross receipts whichever is greater; and \$370,000 for facility improvements in FY 08/09.	FISCAL YEAR RECEIPTS RENT	17-18 \$1,047,155 \$31,415	18-19 \$1,139,018 \$42,520
Dana and Patrick Dugan dba Miners Gems and Minerals La Casa de Pedrorena Gem Retail	12/1/2011 12/30/2021 In Term	\$24,000/year or 10.5% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	17-18 \$659,221 \$69,218	18-19 \$693,853 \$72,855
First San Diego Courthouse, Inc. Bean Courthouse Building	6/1/2009 5/31/2019 Month to Month	Maintain and operate interpretive activities and exhibits for public benefit; plus \$100/month or 10% of gross receipts, whichever is greater, in the event of on-site sales. No reportable income.	FISCAL YEAR RECEIPTS RENT	17-18 \$0 \$0	18-19 \$0 \$0
Holiday Traditions, Inc. dba Captain Fitch's Mercantile Captain Fitch's Mercantile	12/1/2010 11/30/2020 In Term	\$30,000/month or 11% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	17-18 \$278,990 \$30,699	18-19 \$278,374 \$33,167
LAZ Parking California, LLC Parking lot management	9/17/2014 9/16/2015 Month to Month	\$3,000/year or 10% of gross receipts up to \$27,500, plus 70% of gross receipts over \$27,500. Parking Lot under construction starting November 2018, concessionaire not operating	FISCAL YEAR RECEIPTS RENT	17-18 \$143,352 \$42,631	18-19 \$27,983 \$19,090
Old Town Family Hospitality Corp. Historic restaurant and retail store	6/1/2005 5/31/2025 In Term	\$1,250,000/Year or 8.5% of gross receipts up to \$18,000,000 and 9% of gross receipts over \$18,000,000 whichever amount is greater; plus \$900,000 for facility improvements.	FISCAL YEAR RECEIPTS RENT FACILITIES	17-18 \$21,297,777 \$1,825,054 \$128,000	18-19 \$20,792,108 \$1,781,909 \$0
Patrick and Dana Dugan dba Gum Saan Oriental Import Specialty Retail	12/1/2013 11/30/2023 In Term	\$12,000/year or 10% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	17-18 \$374,345 \$37,435	18-19 \$395,338 \$39,534
Racine & Laramie Tobacco & pipe shop	9/1/1974 8/31/2014 Month to Month	\$180/year until \$86,000 construction investment is fully amortized; then 4% of gross receipts; plus 1% of gross receipts for advertising and promotion.	FISCAL YEAR RECEIPTS RENT	17-18 \$817,703 \$32,708	18-19 \$826,921 \$33,077

Concessionaire Name Concession Operation	Begin Date End Date Contract Status	Rental Terms	Gross Receipts Rent to State		
Raymond C. Tafoya dba San Diego House Historic retail store	4/1/2011 3/31/2021 In Term	\$13,000/year or 10.75% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	17-18 \$321,775 \$35,825	18-19 \$304,987 \$32,786
Tafoya and Sons Casa de Wrightington historic retail store	7/1/2010 6/30/2020 In Term	\$42,000/year or 9% of gross receipts, whichever is greater. Operated May-June 2010 under Early Entry Permit.	FISCAL YEAR RECEIPTS RENT	17-18 \$309,935 \$49,255	18-19 \$320,593 \$29,729
Tinsmith Old Town, Inc. US House tin ware sales	2/1/2014 1/31/2024 In Term	\$24,000/year or 11% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	17-18 \$174,595 \$24,050	18-19 \$165,155 \$22,973
Toby's Candle Company Sessions Bldg. retail shop	6/1/2009 5/31/2019 Month to Month	\$42,000/year or 10% of gross receipts whichever is greater.	FISCAL YEAR RECEIPTS RENT	17-18 \$735,475 \$72,323	18-19 \$767,245 \$76,724
Toler, Inc. Johnson House historic retail	8/1/2011 7/31/2021 In Term	\$10,800/year or 8% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	17-18 \$250,789 \$20,063	18-19 \$260,747 \$20,860
Toler, Inc. Toler's Leather Depot	8/1/2011 7/31/2016 Month to Month	\$12,000/year or 10% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	17-18 \$329,026 \$32,903	18-19 \$289,709 \$29,024
Wells Fargo Bank S.D. Museum, retail sales, ATM	12/1/2013 11/30/2023 In Term	\$24,000/year or 5% of retail gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	17-18 \$22,372 \$24,000	18-19 \$15,014 \$26,100
Park Unit: Pfeiffer Big Sur SP		District: Monterey			
Guest Services Company of Virginia Lodge, restaurant and gift shop	11/1/2004 10/31/2024 In Term	\$675,000/year or 16% of gross receipts, whichever is greater; and 3.7% of gross receipts for facility improvements.	FISCAL YEAR RECEIPTS RENT FACILITIES	17-18 \$3,772,055 \$1,007,731 \$25,560	18-19 \$6,944,490 \$1,111,118 \$0
Park Unit: Pigeon Point Light Station SHP		District: Santa Cruz			
American Youth Hostel Assn. Hostel lodging	9/1/2014 8/31/2016 Month to Month	\$1,000/year or 2.5% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	17-18 \$432,585 \$0	18-19 \$444,425 \$0

Concessionaire Name Concession Operation	Begin Date End Date Contract Status	Rental Terms	Gross Receipts Rent to State		
Park Unit: Pismo SB		District: Oceano Dunes			
Pacifica Companies LLC	6/1/2009	\$240,000/year or 6% of gross receipts, whichever is greater, plus a minimum \$20,582,500 capital investment. Currently under construction.	FISCAL YEAR	17-18	18-19
Grover Beach Lodge/Conference facilities	Dependent on Opening		RECEIPTS	\$0	\$0
			RENT	\$0	\$0
Superior Guest Care Golf course operation (9 holes)	9/1/2002 8/31/2012 Month to Month	\$115,000/year or 17% of golf related gross receipts and 10% of food and beverage gross receipts, whichever amount is greater.	FISCAL YEAR RECEIPTS RENT	17-18 \$2,019,078 \$226,691	18-19 \$2,051,236 \$228,481
Park Unit: Point Cabrillo Light Station SHP		District: Sonoma-Mendocino Coast			
Pt. Cabrillo Lightkeepers Association Restoration, interpretation, lodging, and retail sales	7/1/2002 6/30/2012 Month to Month	Restore, operate, maintain and interpret lighthouse facilities for public use including retail sales and lodging. Sale proceeds fund facility restoration and maintenance. Only submits DPR 86.	FISCAL YEAR RECEIPTS RENT	17-18 \$0 \$0	18-19 \$0 \$0
Park Unit: Point Mugu SB		District: Angeles			
Camping Adventures Campsite equipment and set up	10/1/2014 9/30/2019 In Term	\$2,700/year or 10% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	17-18 \$38,105 \$3,811	18-19 \$30,675 \$3,068
Park Unit: Prairie City SVRA		District: Twin Cities			
All Star Karting LLC Go-Kart racetrack	12/1/2009 11/30/2019 In Term	\$10,000/year or 8% of gross receipts, whichever is greater with an increase to 10% if contract in holdover. Previous contract under Racecraft Motorsports, LLC.	FISCAL YEAR RECEIPTS RENT	17-18 \$148,298 \$11,864	18-19 \$136,752 \$10,940
Armstrong Racing, LLC Motocross race track operation - PCAX	7/1/2018 6/30/2023 In Term - New	\$19,200/year or 10% of annual gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT		18-19 \$57,398 \$5,740
Armstrong Racing, LLC Motocross race track operation - PCMX	6/1/2010 5/31/2020 In Term	\$36,450/year or 15% of annual gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	17-18 \$153,840 \$23,076	18-19 \$331,414 \$49,712
Katie Pierson dba Mud Mart Park store	4/1/2014 3/31/2017 Terminated	\$5,000/year or 5% of gross receipts up to \$150,000 and 10% of gross receipts over \$150,000 whichever is greater.	FISCAL YEAR RECEIPTS RENT	17-18 \$74,846 \$4,949	18-19 \$18,951 \$948

Concessionaire Name Concession Operation	Begin Date End Date Contract Status	Rental Terms		Gross Receipts Rent to State	
Park Unit: Refugio SB		District: Channel Coast			
California Camp Stores	4/1/2008	\$60,000/year or 12% of gross receipts whichever is greater.	FISCAL YEAR	17-18	18-19
Beach stores at Gaviota, El Capitan, Refugio SB	3/31/2018		RECEIPTS	\$164,295	\$121,476
	Month to Month		RENT	\$19,715	\$14,577
DZ Global Enterprises, Inc. dba 101 RV Rentals	5/1/2018	\$35,000.00 Annually or 10% of gross receipts, whichever is greater. Term started in FY 17/18 but was not reported as new in FY 17/18 report in error.	FISCAL YEAR	17-18	18-19
Camp trailer rentals	4/30/2028		RECEIPTS	\$54,575	\$58,850
	In Term - New		RENT	\$5,458	\$5,885
Park Unit: San Buenaventura SB		District: Channel Coast			
The Baja Oyster Company, Inc.	11/1/2011	\$12,000/year or 5% of gross receipts, whichever is greater.	FISCAL YEAR	17-18	18-19
Food and beverage	10/31/2013		RECEIPTS	\$232,810	\$229,431
	Month to Month		RENT	\$12,850	\$13,706
Wheel Fun Rentals	6/1/2011	\$17,000/year or 15% of gross receipts, whichever is greater.	FISCAL YEAR	17-18	18-19
Bicycle and beach rentals	5/31/2021		RECEIPTS	\$167,660	\$163,380
	In Term		RENT	\$25,149	\$27,003
Park Unit: San Clemente SB		District: Orange Coast			
Calafia Beach Café	9/1/2009	Year 1: 12% of gross receipts; Year 2: \$20,000 minimum annual rent or 12% of gross receipts, whichever is greater.	FISCAL YEAR	17-18	18-19
Calafia Beach stand	8/31/2019		RECEIPTS	\$109,019	\$124,561
	In Term		RENT	\$19,746	\$23,594
Jones and Van Ausdal dba The Holidays	9/1/2015	\$500/year or 10% of gross receipts, whichever is greater. Early entry permit granted.	FISCAL YEAR	17-18	18-19
Nostalgic trailer rentals	8/31/2017		RECEIPTS	\$183,145	\$184,492
	Month to Month		RENT	\$29,536	\$28,219
LUV-2-CAMP, LLC	4/1/2013	\$3,000/year or 10% of gross receipts, whichever is greater.	FISCAL YEAR	17-18	18-19
Camp trailer rentals	3/31/2018		RECEIPTS	\$30,922	\$49,855
	Month to Month		RENT	\$3,092	\$4,986
Standard Bearer Machines	8/1/2018	\$16,649.28 or 18% of gross receipts, whichever is greater.	FISCAL YEAR		18-19
Electric Bicycle Rental Service	7/31/2020		RECEIPTS		\$69
	In Term - New		RENT		\$0
Park Unit: San Elijo SB		District: San Diego Coast			
Albert's RV Rental	1/1/2012	\$2,000/year or 10% of gross receipts, whichever is greater.	FISCAL YEAR	17-18	18-19
Camp trailer rentals	12/31/2016		RECEIPTS	\$4,852	\$4,184
	Month to Month		RENT	\$490	\$422

Concessionaire Name Concession Operation	Begin Date End Date Contract Status	Rental Terms	Gross Receipts Rent to State		
JLM Systems San Elijo Camp Store	5/1/2007 4/30/2017 Terminated	\$30,000/year or 15% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	17-18 \$804,104 \$120,615	18-19 \$328,689 \$49,303
LAZ Parking California, LLC of San Diego Parking lot management	11/1/2011 10/31/2021 In Term	\$1,680,000/year commencing contract year 2, or 80% of fee collections, whichever is greater.	FISCAL YEAR RECEIPTS RENT	17-18 \$59,069 \$47,255	18-19 \$52,352 \$41,882
LUV-2-CAMP, LLC Camp trailer rentals	4/1/2013 3/31/2018 Month to Month	\$3,000/year or 10% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	17-18 \$50,543 \$5,354	18-19 \$60,101 \$6,010
MLG Enterprises RV Rental, LLC Camp trailer rentals	2/1/2013 1/31/2015 Month to Month	\$2,000/year or 10% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	17-18 \$59,039 \$6,904	18-19 \$43,698 \$4,370
Stroller Strides, LLC Fitness walks	7/1/2012 6/30/2014 Month to Month	\$75/year or 8% of gross sales, whichever is greater.	FISCAL YEAR RECEIPTS RENT	17-18 \$767 \$140	18-19 \$412 \$844
Travel Time RV, Inc. Camp trailer rentals	2/1/2012 1/31/2017 Month to Month	\$2,000/year or 10% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	17-18 \$3,788 \$379	18-19 \$4,110 \$411
Park Unit: San Luis Reservoir SRA		District: Central Valley			
Jose Soberanes Mobile ice cream carts	8/1/2011 7/31/2013 Month to Month	\$2,500/year or 10% of monthly gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	17-18 \$27,738 \$2,774	18-19 \$24,515 \$2,452
Millerton Lake Rentals, LLC dba Oneil Forebay Rentals Watercraft Rentals	12/1/2016 11/30/2018 Month to Month	\$2,000/year of 5.6% of monthly gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	17-18 \$33,621 \$1,883	18-19 \$33,561 \$1,879
Roger George Guide Service Guide services	6/1/2016 5/31/2018 Month to Month	\$1,080/year or 4.5% of monthly gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	17-18 \$19,400 \$873	18-19 \$21,650 \$980

Concessionaire Name Concession Operation	Begin Date End Date Contract Status	Rental Terms	Gross Receipts Rent to State		
Park Unit: San Onofre SB		District: Orange Coast			
Standard Bearer Machines Electric Bicycle Rental Service	8/1/2018 7/31/2020 In Term- New	\$16,649.28 or 18% of gross receipts, whichever is greater. Started operations in July 2018.	FISCAL YEAR RECEIPTS RENT		18-19 \$0 \$0
LUV-2-CAMP, LLC Camp trailer rentals	4/1/2013 3/31/2018 Month to Month	\$3,000/year or 10% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	17-18 \$24,604 \$2,460	18-19 \$29,889 \$2,989
Park Unit: Shasta SHP		District: Northern Buttes			
Rolando Cadungon Shorty's Eatery	5/1/2015 4/30/2017 Month to Month	\$3,000/year of 10% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	17-18 \$62,712 \$6,271	18-19 \$56,613 \$5,802
Park Unit: Silver Strand SB		District: San Diego Coast			
Albert's RV Rental Camp trailer rentals	1/1/2012 12/31/2016 Month to Month	\$2,000/year or 10% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	17-18 \$3,407 \$345	18-19 \$3,268 \$330
Coronado Surfing Academy Surf camp	11/1/2008 10/31/2013 Terminated	\$500/month or 18% of gross receipts, whichever is greater during June-August; 18% of gross receipts remainder of year.	FISCAL YEAR RECEIPTS RENT	17-18 \$3,080 \$1,500	18-19 \$0 \$1,204
Jaime Garcia, Jr., DBA Safiros Sanitation Mobile recreation vehicle pump services	8/29/2014 8/28/2015 Month to Month	\$500/year or 10% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	17-18 \$20,200 \$1,921	18-19 \$18,720 \$1,915
LAZ Parking California LLC of San Diego Parking lot management	11/1/2011 10/31/2021 In Term	\$1,680,000/year commencing contract year 2, or 80% of fee collections, whichever is greater.	FISCAL YEAR RECEIPTS RENT	17-18 \$634,193 \$509,431	18-19 \$626,729 \$501,383
LUV-2-CAMP, LLC Camp trailer rentals	4/1/2013 3/31/2018 Month to Month	\$3,000/year or 10% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	17-18 \$41,221 \$4,212	18-19 \$55,894 \$5,589
MLG Enterprises RV Rental, LLC Camp trailer rental	2/1/2013 1/31/2015 Month to Month	\$2,000/year or 10% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	17-18 \$20,525 \$2,052	18-19 \$13,212 \$1,322

Concessionaire Name Concession Operation	Begin Date End Date Contract Status	Rental Terms	Gross Receipts Rent to State		
Silver Strand Café Grill Snack bar and camp store	5/1/2007 4/30/2017 Terminated	\$4,000/year or 9% of up to \$100,000 in gross receipts, and 15% of gross receipts over \$100,000, whichever amount is greater.	FISCAL YEAR RECEIPTS RENT	17-18 \$42,488 \$6,068	18-19 \$33,942 \$4,205
Travel Time RV, Inc. Camp trailer rentals	2/1/2012 1/31/2017 Month to Month	\$2,000/year or 10% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	17-18 \$7,149 \$715	18-19 \$10,365 \$1,044
Park Unit: Silverwood Lake SRA		District: Tehachapi			
Pyramid Enterprises, Inc. Lake Silverwood Marina	3/1/1998 2/28/2018 Month to Month	\$38,000/year or 8% of gross receipts up to \$500,000, and 10% of gross receipts over \$500,000, whichever is greater; plus 7% of fuel gross receipts; and 35% of pay showers gross receipts.	FISCAL YEAR RECEIPTS RENT	17-18 \$648,523 \$65,051	18-19 \$849,131 \$83,568
Park Unit: South Carlsbad SB		District: San Diego Coast			
Albert's RV Rental Camp trailer rentals	1/1/2012 12/31/2016 Month to Month	\$2,000/year or 10% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	17-18 \$6,833 \$695	18-19 \$8,741 \$878
JLM Systems Carlsbad camp store	5/1/2007 4/30/2017 Terminated	\$30,000/year or 15% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	17-18 \$591,777 \$88,767	18-19 \$277,236 \$41,585
LAZ Parking California LLC of San Diego Parking lot management	11/1/2011 10/31/2021 In Term	\$1,680,000/year commencing contract year 2, or 80% of fee collections, whichever is greater.	FISCAL YEAR RECEIPTS RENT	17-18 \$249,716 \$199,773	18-19 \$248,472 \$198,778
LUV-2-CAMP LLC Camp trailer rentals	2/1/2012 1/3/2017 Month to Month	\$2,000/year or 10% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	17-18 \$62,641 \$6,264	18-19 \$76,387 \$7,639
MLG Enterprises RV Rental, LLC Camp trailer rental	2/1/2013 1/31/2015 Month to Month	\$2,000/year or 10% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	17-18 \$59,620 \$5,962	18-19 \$66,413 \$6,641
Travel Time RV, Inc. Camp trailer rentals	2/1/2012 1/31/2017 Month to Month	\$2,000/year or 10% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	17-18 \$2,821 \$282	18-19 \$4,844 \$484

Concessionaire Name Concession Operation	Begin Date End Date Contract Status	Rental Terms	Gross Receipts Rent to State		
Park Unit: South Yuba River SP		District: Sierra			
Yuba Bus, LLC. Transportation services	7/1/2018 6/1/2020 In Term	\$1,000/year for year 1. \$2,000/year or 5% of gross receipts, whichever is greater the next year and subsequent years. Early Entry 6/1/2018.	FISCAL YEAR RECEIPTS RENT	17-18 \$353 \$0	18-19 \$0 \$0
Park Unit: Statewide		District: Statewide			
Pride Industries California State Parks E-Store	9/1/2008 8/31/2009 Month to Month	70% of monthly sales up to \$37,500 and 90% over for State merchandise; 5% of monthly sales up to \$4,200 and 8% over for Concessionaire wholesale merchandise; 15% of monthly sales up to \$2,300 and 25% over for Concessionaire retail merchandise.	FISCAL YEAR RECEIPTS RENT	17-18 \$2,914,273 \$2,423,149	18-19 \$3,153,844 \$2,630,309
Recreational Equipment, Inc. (REI) Outdoor education and recreation	11/1/2017 10/31/2022 In Term	\$10,000/year or 10% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	17-18 \$98,670 \$11,680	18-19 \$208,377 \$18,138
Sani-Star, LLC Automated RV dump fee collection system	4/1/2018 3/31/2020 In Term	\$15,000/year or 25% of annual gross receipts up to \$120,000 or 30% of annual gross receipts over \$120,000, whichever is greater.	FISCAL YEAR RECEIPTS RENT	17-18 \$17,131 \$4,283	18-19 \$137,003 \$34,251
Park Unit: Sugarloaf Ridge SP		District: Bay Area			
Valley of the Moon Association Ferguson Observatory	4/2/2004 3/31/2014 Month to Month	Provide astronomy programs and collect group camp fees with 10-50% of rental fees deposited into a facility maintenance and improvement account.	FISCAL YEAR RECEIPTS RENT FACILITIES	17-18 \$16,005 \$0 \$2,599	18-19 \$16,830 \$3,135 \$1,445
Park Unit: Tahoe SRA		District: Sierra			
North Tahoe Historic Society William B. Layton Museum	7/1/2000 6/30/2020 In Term	Maintain and operate museum and interpretive services for the public benefit.	FISCAL YEAR RECEIPTS RENT	17-18 \$0 \$5,000	18-19 \$41,000 \$4,920
Park Unit: Tolowa Dunes SP		District: North Coast Redwoods			
Crescent Trail Rides Guided horseback trail rides	5/1/2011 4/30/2013 Month to Month	\$1,000 annual or 10% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	17-18 \$59,909 \$5,991	18-19 \$56,586 \$5,657

Concessionaire Name Concession Operation	Begin Date End Date Contract Status	Rental Terms	Gross Receipts Rent to State		
Park Unit: Topanga SP		District: Angeles			
Castle Creek Properties Wine tasting room	9/1/2011 8/31/2013 Month to Month	\$36,000 annual or 10% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT FACILITIES	17-18 \$1,792,922 \$179,292 \$27,167	18-19 \$1,640,028 \$164,003 \$0
Park Unit: Torrey Pines SB		District: San Diego Coast			
Brats Berlin Mobile food truck	9/1/2015 8/31/2017 Month to Month	\$1,200/year or 10% of gross receipts, whichever is greater.	FISCAL YEAR RECEIPTS RENT	17-18 \$21,302 \$2,130	18-19 \$28,974 \$2,898
LAZ Parking California LLC of San Diego Parking lot management	11/1/2011 10/31/2021 In Term	\$1,680,000/year commencing contract year 2, or 80% of fee collections, whichever is greater.	FISCAL YEAR RECEIPTS RENT	17-18 \$3,600,129 \$2,995,673	18-19 \$3,776,939 \$3,148,906
The Pura Vida Project Surf Rentals	9/1/2016 8/31/2018 In Term	\$4,000.00 Annually or 10% of gross receipts, whichever is greater. Not included in FY 17/18 Annual Report in error.	FISCAL YEAR RECEIPTS RENT	17-18 \$28,529 \$3,747	18-19 \$21,500 \$3,524
Park Unit: Turlock Lake SRA		District: Central Valley			
American Land and Leisure, Inc. Camping and day use services	9/1/2012 8/31/2018 Month to Month	\$17,500 annually or 10.50% of annual gross receipts. All rent is deposited into facility maintenance accounts administered by Concessionaire.	FISCAL YEAR RECEIPTS RENT FACILITIES	17-18 \$125,074 \$0 \$0	18-19 \$156,938 \$16,478 \$0
Park Unit: Van Damme SP		District: Sonoma-Mendocino Coast			
Kayak Mendocino Kayak rentals and tours	4/1/2006 3/31/2016 Month to Month	\$50/month or 12% of gross receipts, whichever is greater except during off season Nov 1 to April 30 pays 12% of monthly gross receipts.	FISCAL YEAR RECEIPTS RENT	17-18 \$43,200 \$5,234	18-19 \$36,360 \$4,363
Park Unit: Wilder Ranch SP		District: Santa Cruz			
Randy Clayton dba Santa Cruz Carriage Company Draft Horses Horse rides and interpretive programs	2/1/2012 1/31/2017 Month to Month	\$500/year or 8% of gross receipts, whichever is greater; and 2% of gross receipts for trail maintenance.	FISCAL YEAR RECEIPTS RENT	17-18 \$4,545 \$459	18-19 \$1,453 \$191

Concessionaire Name	Begin Date	Rental Terms			
Concession Operation	End Date		Gross Receipts		
	Contract Status		Rent to State		

Park Unit: Will Rogers SP

District: Angeles

			FISCAL YEAR	17-18	18-19
Dorte Lindegaard	5/1/2006	\$1,000/year or 10% of gross receipts, whichever is greater.	RECEIPTS	\$577,486	\$479,677
Westside Riding School - Horseback riding lessons	4/30/2008		RENT	\$84,230	\$67,198
	Month to Month				

Park Unit: Woodson Bridge SRA

District: Northern Buttes

			FISCAL YEAR	17-18	18-19
American Land and Leisure, Inc.	9/1/2012	\$3,025 annually or 8.01% of annual gross receipts. All rent is deposited into facility maintenance accounts maintained by Concessionaire.	RECEIPTS	\$77,217	\$31,595
Camping and day use services	8/31/2018		RENT	\$0	\$0
	Month to Month		FACILITIES	\$0	\$0

	17-18	18-19
TOTAL GROSS RECEIPTS	\$167,414,005	\$169,946,912
TOTAL RENT	\$22,792,004	\$23,307,598
TOTAL FACILITIES	\$2,133,672	\$2,883,010

The totals for FY 17-18 include contracts that were terminated in the previous Annual Report and were removed for this FY

Section C – Concession Agreement Changes

Section C summarizes updates to concession program agreements during Fiscal Year 2018-19. This section lists new agreements, agreements that moved to month-to-month status, amended agreements, expired agreements, and agreements that were terminated. The Department executed twenty-two new or renewed contracts during the reporting period, some contracts provide concession operations in multiple park units.



LOS ANGELES SHP, L.A. Pattie Shack



SAN ONOFRE SB, Standard Bearer Machines

CONCESSION CONTRACT AGREEMENT CHANGES

Concessionaire Name	Begin Date	Rental Terms
Concession Operation	End Date	Contract Status
Park Unit: Anza-Borrego Desert SP		District: Colorado Desert
Bike Borrego	10/1/2018	\$1,000/year or 7% of gross receipts, whichever is greater.
Bicycle Tours	9/30/2020 New	
Park Unit: Auburn SRA		District: Gold Fields
Auburn Boat Club	6/1/2014	\$1,875/month for May-October, or 10% of gross receipts excluding gasoline sales, whichever is greater.
Slip and mooring rental	5/31/2019 Month to Month	
Hotshots, Imaging Inc.	6/1/2014	\$900/year or 5% of gross receipts, whichever is greater.
Photography whitewater rafting	5/31/2019 Month to Month	
Whitewater Photos Vita Boating MJS&E	6/1/2014	\$900/year or 5% of gross receipts, whichever is greater.
Photography/Film whitewater rafting	5/31/2019 Terminated	
Whitewater Outfitters	4/1/2019	\$900/year. Rent from separate contracts based on flat fee and tour participant fee. Contracts renew annually. All rent supports the park unit operations.
Whitewater rafting	3/31/2020 New	
Park Unit: Big Basin Redwoods SP		District: Santa Cruz
United Camps Conferences and Retreats (UCCR)	2/1/2011	\$1.00/year or 1 % of gross receipts in excess of \$380,000, whichever is greater, commencing in Contract Year 4. During Contract Years 1-3, all revenue invested in operation and improvements at Little Basin.
Campground facilities	9/30/2017 Terminated	
Park Unit: Brannan Island SRA		District: Gold Fields
American Land and Leisure, Inc.	9/1/2012	\$35,000 annually or 10.5% of annual gross receipts, whichever is greater. All rent is deposited into facility maintenance accounts administered by Concessionaire.
Operate and maintain park unit	8/31/2018 Month to Month	
Park Unit: Burton Creek SP		District: Sierra
Tahoe Adventure Company	1/1/2009	\$50/month or 10% of gross receipts, whichever is greater. Operates in D.L. Bliss, Donner Memorial, and Ed Z'Berg Sugar Pine Point Units. Amendment added Burton Creek SP 7/2016.
Mountain biking tours	12/31/2013 Terminated	

Concessionaire Name Concession Operation	Begin Date End Date Contract Status	Rental Terms
Tahoe Adventure Company Mountain biking tours	6/1/2019 5/31/2024 New	\$83.33 Monthly or 10% of gross receipts, whichever is greater.
Park Unit: California Citrus SHP		District: Inland Empire
California Citrus SHP Non-Profit Management Corp. Special event facility	8/1/2016 7/31/2018 Month to Month	\$24,000/year or 10% of monthly gross receipts whichever is greater.
Park Unit: Cardiff SB		District: San Diego Coast
The Pura Vida Project dba DelMar Surf Rentals Beach equipment rentals	9/1/2016 8/31/2018 New	\$4,000/year or 10% of fee collections, whichever is greater. Amendment added for Cardiff SB 8/2017.
Park Unit: Columbia SHP		District: Central Valley
Kamice's Photographic Establishment Photographic studio	8/1/2008 7/31/2018 Month to Month	\$5,000/year or 5% of gross receipts, whichever is greater. Assigned from A. DeCosmos Daguerrean Studio 8/1/2010.
Sadie Brown Inc. dba Columbia Clothiers and Emporium Historic clothing retail	9/1/2016 8/31/2018 Month to Month	\$1,500/year or 2.5% of annual gross receipts, whichever is greater.
Park Unit: D.L. Bliss SP		District: Sierra
Tahoe Adventure Company Hiking tours	1/1/2009 12/31/2013 Terminated	\$50/month or 10% of gross receipts, whichever is greater. Operates in D.L. Bliss, Donner Memorial, and Ed Z'Berg Sugar Pine Point Units. All revenue reported under D.L. Bliss.
Tahoe Adventure Company Hiking tours	6/1/2019 5/31/2024 New	\$83.33 Monthly or 10% of gross receipts, whichever is greater.
Park Unit: Donner Memorial SP		District: Sierra
Donner Lake Watersports Watercraft and beach rentals	4/1/2008 3/31/2018 Terminated	\$10,000/year or 11% of gross receipts, whichever is greater.

Concessionaire Name Concession Operation	Begin Date End Date Contract Status	Rental Terms
Donner Lake Watersports Watercraft and beach rentals	6/1/2019 5/31/2024 New	\$45,000.00 Annually or 18% of gross receipts, whichever is greater
Tahoe Adventure Company Kayaking, paddle boarding, snowshoeing, and hiking tours	1/1/2009 3/31/2018 Terminated	\$50/month or 10% of gross receipts, whichever is greater. Operates in D.L. Bliss, Donner Memorial, and Ed Z'Berg Sugar Pine Point units.
Tahoe Adventure Company Kayaking, paddle boarding, snowshoeing, and hiking tours	6/1/2019 5/31/2024 New	\$83.33 Monthly or 10% of gross receipts, whichever is greater.
Park Unit: Ed Z'berg Sugar Pine Point SP		District: Sierra
Tahoe Adventure Company Hiking, biking, and kayaking	1/1/2009 12/31/2013 Terminated	\$50/month or 10% of gross receipts, whichever is greater. Operates in D.L. Bliss, Donner Memorial, and Ed Z'Berg Sugar Pine Point units.
Tahoe Adventure Company Hiking, biking, and kayaking	1/1/2009 12/31/2013 New	\$50/month or 10% of gross receipts, whichever is greater. Operates in D.L. Bliss, Donner Memorial, and Ed Z'Berg Sugar Pine Point units.
Park Unit: El Capitan SB		District: Channel Coast
D2 Global Enterprises, Inc. dba 101 RV Rentals Camp trailer rentals	5/1/2018 4/30/2028 New	\$35,000.00 Annually or 10% of gross receipts, whichever is greater
Park Unit: Emerald Bay SP		District: Sierra
Tahoe Adventure Company Kayaking, paddle boarding, snowshoeing, and hiking tours	6/1/2019 5/31/2024 New	\$83.33 Monthly or 10% of gross receipts, whichever is greater.
Park Unit: Folsom Lake SRA		District: Gold Fields
Adventure Sports Canoe and kayak rentals	5/1/2014 4/30/2019 Month to Month	\$3,500/year or 10% of gross receipts, whichever is greater.
Current Adventures Kayak and equipment rentals	7/1/2014 6/30/2019 Month to Month	\$375/year or 5% of gross receipts, whichever is greater.

Concessionaire Name Concession Operation	Begin Date End Date Contract Status	Rental Terms
Park Unit: Gaviota SB		
D2 Global Enterprises, Inc. dba 101 RV Rentals Camp trailer rentals	5/1/2018 4/30/2028 New	\$35,000.00 Annually or 10% of gross receipts, whichever is greater
Park Unit: Hearst San Simeon SP		
Sea for Yourself Kayaks Kayak tours	5/1/2013 4/30/2018 Terminated	\$1,400/month or 10% of first \$50,000 of annual gross receipts and 15% in excess of \$50,000, whichever is greater.
Park Unit: Humboldt Lagoons SP		
Kayak Zaks Kayak and equipment rentals	4/1/2017 3/31/2019 Terminated	\$1,000/year or 5% of gross receipts, whichever is greater.
Park Unit: Huntington SB		
Playland Concessions Inc. dba BABES Catering & Rentals Beach stands	7/1/2009 6/30/2019 Month to Month	\$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.
Park Unit: Kings Beach SRA		
North Tahoe Watersports, Inc. Watercraft rentals and services	7/1/2014 6/30/2016 Terminated	\$50,000/year or 25% of gross receipts, whichever is greater
North Tahoe Watersports, Inc. Watercraft rentals and services	6/1/2019 5/31/2024 New	\$105,000.00 Annually or 25% of gross receipts, whichever is greater
Tahoe Adventure Company Hiking, biking, and kayaking	1/1/2009 12/31/2013 Terminated	\$50/month or 10% of gross receipts, whichever is greater. Operates in D.L. Bliss, Donner Memorial, and Ed Z'Berg Sugar Pine Point units.
Tahoe Adventure Company Kayaking, paddle boarding, snowshoeing, and hiking tours	6/1/2019 5/31/2024 New	\$83.33 Monthly or 10% of gross receipts, whichever is greater.
Park Unit: Los Angeles SHP		
LA Pattie Shack Cafe	4/1/2019 3/31/2022 New	\$35,000.00 Annually or 10% of gross receipts, whichever is greater. Currently non-operational.

Concessionaire Name Concession Operation	Begin Date End Date Contract Status	Rental Terms
Park Unit: Millerton Lake SRA		District: Central Valley
Lake Millerton Marina, LLC Lake Millerton marina	5/1/2003 10/31/2007 Terminated	\$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.
Millerton Marina LLC Lake Millerton Marina	1/1/2019 12/31/2030 New	\$40,000/year or 8% of the first \$500,000 and 2% of fuel and oil sales. Upon completion of 170 slips contract year six: \$50,000 or 10% of gross receipts plus 2% of fuel and oil sales
Park Unit: Mono Lake Tufa SNR		District: Sierra
Caldera Kayaks Kayak tours	11/1/2007 10/31/2017 Terminated	\$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.
Caldera Kayaks Kayak tours	10/1/2018 9/30/2023 New	\$300.00 Annually or 7% of gross receipts, whichever is greater
Mono Lake Committee Kayak and canoe tours	10/1/2007 9/30/2017 Terminated	\$300/year or 5% of gross receipts, whichever is greater in years 1 and 2. In year 3 and thereafter: \$300/year or 7% of gross receipts.
Mono Lake Committee Kayak and canoe tours	2/1/2019 1/31/2024 New	Year 1-2: \$300.00 Annually or 5% of gross receipts, whichever is greater. After Year 2: \$300.00 Annually or 7% of gross receipts, whichever is greater.
Park Unit: Mt. San Jacinto SP		District: Inland Empire
Danny Sullivan Rocky Top Dude String	5/1/2016 4/30/2018 Terminated	\$1,000/year or 10% of annual gross receipts, whichever is greater.
Park Unit: Ocotillo Wells SVRA		District: Ocotillo Wells District
LUV-2-CAMP, LLC Camp trailer rentals	12/1/2018 11/30/2023 New	\$5,000.00 Annually or 10% of gross receipts, whichever is greater.
Park Unit: Old Town San Diego SHP		District: San Diego Coast
Antionette Fisher dba Proper Apothecary Apothecary	9/1/2015 8/31/2025 Terminated	\$24,500/year or 12% of monthly gross receipts up to \$200,000 and 12% over \$200,000 whichever is greater.

Concessionaire Name Concession Operation	Begin Date End Date Contract Status	Rental Terms
First San Diego Courthouse, Inc. Bean Courthouse Building	6/1/2009 5/31/2019 Month to Month	Maintain and operate interpretive activities and exhibits for public benefit; plus \$100/month or 10% of gross receipts, whichever is greater, in the event of on-site sales. No reportable income.
Toby's Candle Company Sessions Bldg. retail shop	6/1/2009 5/31/2019 Month to Month	\$42,000/year or 10% of gross receipts whichever is greater.
Park Unit: Prairie City SVRA		District: Twin Cities
Armstrong Racing, LLC Motocross race track operation - PCAX	7/1/2018 6/30/2023 New	\$19,200/year or 10% of annual gross receipts, whichever is greater.
Katie Pierson dba Mud Mart Park store	4/1/2014 3/31/2017 Terminated	\$5,000/year or 5% of gross receipts up to \$150,000 and 10% of gross receipts over \$150,000 whichever is greater.
Park Unit: Refugio SB		District: Channel Coast
D2 Global Enterprises, Inc. dba 101 RV Rentals Camp trailer rentals	5/1/2018 4/30/2028 In Term - New	\$35,000.00 Annually or 10% of gross receipts, whichever is greater. Term started in FY 17/18 but was not reported as new in FY 17/18 report in error.
Park Unit: San Clemente SB		District: San Diego Coast
Standard Bearer Machines Electric Bicycle Rental Service	8/1/2018 7/31/2020 In Term - New	\$16,649.28 or 18% of gross receipts, whichever is greater.
Park Unit: San Elijo SB		District: San Diego Coast
JLM Systems San Elijo Camp Store	5/1/2007 4/30/2017 Terminated	\$30,000/year or 15% of gross receipts, whichever is greater.
Park Unit: San Luis Reservoir SRA		District: Central Valley
Millerton Lake Rentals, LLC dba Oneil Forebay Rentals Watercraft Rentals	12/1/2016 11/30/2018 Month to Month	\$2,000/year of 5.6% of monthly gross receipts, whichever is greater.
Park Unit: San Onofre SB		District: Orange Coast
Standard Bearer Machines Electric Bicycle Rental Service	8/1/2018 7/31/2020 New	\$16,649.28 or 18% of gross receipts, whichever is greater. Started operations in July 2018.

Concessionaire Name Concession Operation	Begin Date End Date Contract Status	Rental Terms
Park Unit: Silver Strand SB		District: San Diego Coast
Coronado Surfing Academy Surf camp	11/1/2008 10/31/2013 Terminated	\$500/month or 18% of gross receipts, whichever is greater during June-August; 18% of gross receipts remainder of year.
Silver Strand Café Grill Snack bar and camp store	5/1/2007 4/30/2017 Terminated	\$4,000/year or 9% of up to \$100,000 in gross receipts, and 15% of gross receipts over \$100,000, whichever amount is greater.
Park Unit: South Carlsbad SB		District: San Diego Coast
JLM Systems Carlsbad camp store	5/1/2007 4/30/2017 Terminated	\$30,000/year or 15% of gross receipts, whichever is greater.
Park Unit: Turlock Lake SRA		District: Central Valley
American Land and Leisure, Inc. Camping and day use services	9/1/2012 8/31/2018 Month to Month	\$17,500 annually or 10.50% of annual gross receipts. All rent is deposited into facility maintenance accounts administered by Concessionaire.
Park Unit: Woodson Bridge SRA		District: Northern Buttes
American Land and Leisure, Inc. Camping and day use services	9/1/2012 8/31/2018 Month to Month	\$3,025 annually or 8.01% of annual gross receipts. All rent is deposited into facility maintenance accounts maintained by Concessionaire.

California State Parks Mission

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

Concessions Program Mission

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

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

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

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

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