



Field Concessions in the Wild Wild West

KRISTAN ROBINSON, CONCESSIONS SPECIALIST

STATE PARKS, CENTRAL VALLEY DIST.

Hi, I'm Kristan



“What the heck do you do all day!?”

- review proposals
- process & track rent
 - analyze financial figures
- advise senior staff
- make recommendations for action
 - develop & negotiate contracts
- manage contract compliance
 - perform annual reviews
- coordinate facility maintenance
 - and...
- documentation
 - documentation
 - documentation



A little bit about CVD...



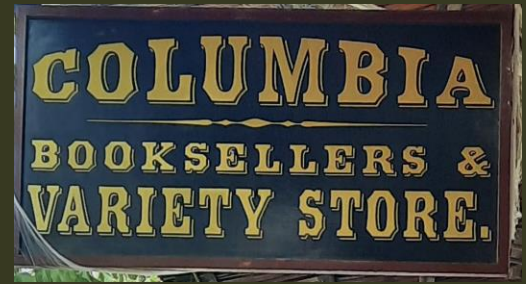


CVD Concessions Program

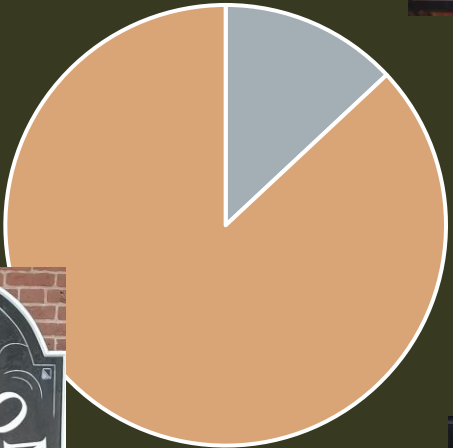


26	Active Concession Contracts
6	New concession contracts in 2024
24	Facilities adding in 2024

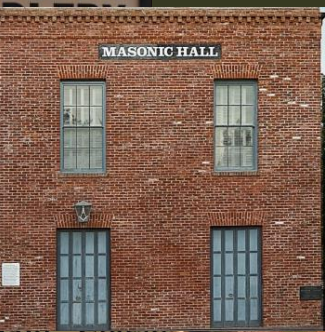
District Concession Contracts



15%



■ CVD ■ Statewide



Story Time...

ENGAGING WITH
PARTNERS WHO
DON'T SEE EYE TO
EYE

WEEKENDER: A Winter Night's Yeow! returns, inside

IN SPORTS: Columbia's Claim Jumpers win at home, B1 AND INSIDE: Readers sound off in Letters to the Editor, A2



THE UNION DEMOCRAT

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JANUARY 26, 2022

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\$1

Tuolumne County adds 2 COVID-19 deaths, 480 new cases

By GUY MCCARTHY
The Union Democrat

Tuolumne County added two more COVID-19 deaths and 480 new cases between Saturday and Monday, while Calaveras County added 230 new cases over the same three days, public health authorities in Sonora and San Andreas said.

The two deceased individuals were identified as a man in his 50s and a man in his 60s. No other details about their deaths were provided by the Tuolumne County Public Health Department.

Also Monday, the daily case rate in Tuolumne County rose to 174.8 per 100,000 residents averaged over the previous two weeks. That was up from 171.1 per 100,000 on Friday.

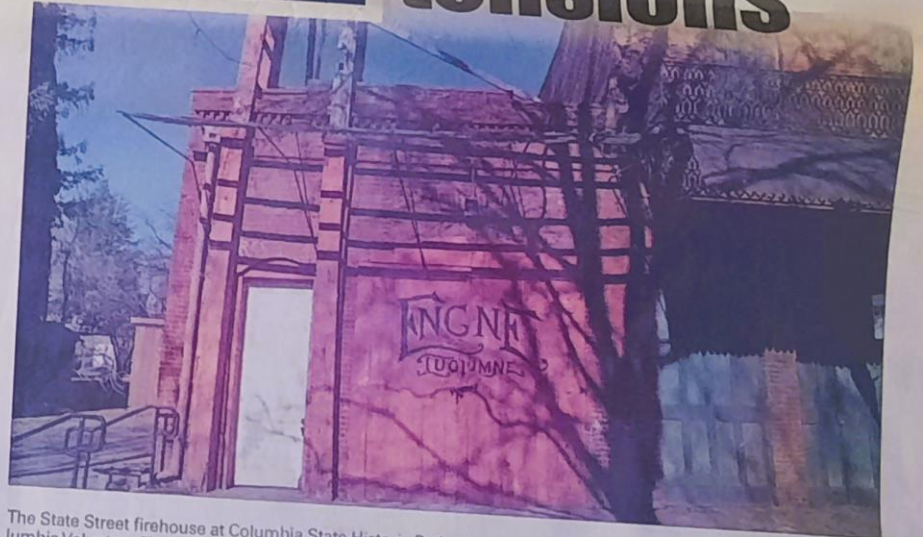
Monday's case total in Tuolumne County, counted over a three-day period, included 119 inmate cases at the Sierra Conservation Center state prison outside Jamestown. Inmate cases have accounted for 21% of the county's total cases since the pandemic began in early 2020.

Active cases in Tuolumne County decreased Monday to 785, down from 1,020 active cases on Friday. The active cases included 11 individuals who were hospitalized with COVID-19.

The 361 new community cases



Historic tensions



The State Street firehouse at Columbia State Historic Park (above) is part of a dispute between the nonprofit Columbia Volunteer Fire Department Engine Co. No. 1 and park administration. The Papeete hose cart (top) is housed

Columbia Volunteer Fire Department Engine Co. No. 1 in dispute with state over 1950 agreement

By GUY MCCARTHY
The Union Democrat

hose carts, two hand pump engines

Engaging with partners who don't see eye to eye

- Be courteous and professional, always.
- Put yourself in their shoes - try to understand the obstacles they're facing.
- Evaluate - can the obstacle be overcome?
- Know when to call it.
- Communicate CLEARLY.
- Document EVERYTHING.

1.

Remember your mission.

**We are stewards of public resources and
have a responsibility to manage them wisely.**

Story Time...

HANDLING CONTRACT
BREACHES AND
TERMINATIONS



Handling contract breaches and terminations

- Know the contract...backwards and forwards.
- Don't take it personally.
- Start the conversation softly – sometimes perceived contract violations are not what they seem.
- Make sure the partner understands the consequences.
- When necessary, loop in legal.
- If it's noteworthy, document it
- Communicate up and down the chain throughout the process.
- If possible, work with your PIO to get pre-approved messaging or talking points.



2.

Our attitude and how we communicate is often far more important than the message we carry.

Story Time...

FOSTERING POSITIVE PARTNERSHIPS

911 outage affects Verizon, T-Mobile networks for third time this year

By ALEX MacLEAN
The Union Democrat

Verizon and T-Mobile customers in Tuolumne County once again found themselves unable to reach 911 for some time between Sunday night and Monday morning, but a cause has been revealed this time.

An update posted by the Sheriff's Office at 6:23 a.m. Monday stated that the issue had been resolved for both networks and was caused by a "cut line" somewhere outside of the county that affected several other agencies, as well.

It was the third time since April that 911 service has gone down in the county for customers of either Verizon or T-Mobile, or both, which along with AT&T comprise the three largest wireless carriers in the United States.

Verizon representatives did not immediately respond to a request for comment Monday.

The Union Democrat sent questions to Verizon in late April about the previous two 911 outages, both of which occurred that

See 911 / Page A3

Unfinished business



Concessioners trying to rebound from storm damage at Columbia State Historic Park

By GUY McARTHUR
The Union Democrat

Main Street concessioners in Columbia State Historic Park were trying to rebound Monday from Friday rainstorm damage that has prompted temporary closures of Jack Douglass Saloon, Columbia Candy Kitchen, Towle and Lavitt, and Brown's Coffee House and Sweets Saloon, and the state parks-owned City Hotel and Restaurant.

The damage occurred during monsoonal moisture storms that struck in Tuolumne County between 3 a.m. and noon Friday, Anna Wanless, a National Weather Service meteorologist in Sacramento, said Monday.

The most intense rainfall was radar-estimated to be about a quarter-inch an



hour about 8 a.m. Friday, and two rain gauges near Columbia recorded 0.35 inch and 0.36 inch over the course of the storms, Wanless said.

The businesses that were damaged, as well as two exhibit spaces on

State Street, were in the midst of a state-contracted re-roofing project on two blocks of state parks-owned structures, Joel Memmer, the park superintendent, said Monday.

Memmer declined to name the re-roofing contractor and did not answer

questions about how much the contract was for before the storms struck, and what the timeline was for the work.

Workers clad in white plastic suits at a fenced-in work site off Main Street on Monday said they did

Mother Lode feels 4.4M quake near Walker

By ALEX MacLEAN
The Union Democrat

People reported slight shaking and rumbling could be felt Monday afternoon in parts of Tuolumne County from a 4.4 magnitude earthquake that struck a few miles outside of Walker, about 90 miles east of Sonora.

The U.S. Geological Survey said the 3-mile-deep temblor hit at 1:44 p.m. Monday about 5 miles northeast of the Mono County town, around the same area a 6.0 magnitude earthquake was recorded in July last year.

"It's a very active area," Jessica Turner, a USGS seismologist based in Golden, Colorado, said in a phone interview Monday.

People in areas including Carson City in Nevada reported feeling quakes, though most described it as weak.

Five smaller aftershocks ranging from 2.5 to 2.8 magnitude were recorded by the USGS in the Walker area over about two hours after the initial one.

No damage was reported from Thursday's quake, which Turner said is typical for any that are less than 5.5 magnitude.

"It was a nice little shaker," she said. "We're not going to see a lot of damage from a 4.4, but people felt it, obviously."

Turner said she advises people who feel such quakes to take note of items they may have on shelves that could fall in the event of a

See QUAKE / Page A3

Will Inflation Reduction Act bring prices down? What experts say

By DAVID LIGHTMAN
McClintock Washington Bureau

WASHINGTON — President




Fostering Positive Partnerships



- Good Communication
- Understand their challenges
- Take opportunities to build bridges
- Focus on mutually beneficial outcomes
- Every new contract is an opportunity to start a partnership off on the right foot.

3.

Some of the most important aspects of what we do are not quantifiable, and that's okay.



**Remember your mission.
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resources and have a
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Thank you

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