CALIFORNIA STATE PARK SYSTEM

- 279 Units and Properties
- 1,564,237 Acres
- 1,633 Miles of Waterfront
- 17,772 Family Campsites
- 4,475 Miles of Trails
- 72 Million Visitors
- $80 Million in System Revenue
What is a Concession?

Commercial activities which provide products or services that facilitate or enhance the park visitor’s recreational or educational experience.

- Compatible with park unit classification and general plan.
- Terms typically 10-20 years; 30 for marinas and 50 for lodging development.
- Rent to State Parks.
- Generally subject to a competitive bid process.
CONCESSION STATS

- 190 Concession Contracts
- 42 Concession Contracts exceeded $500,000 in annual sales
- 84 Negotiated Contracts
- Over $12 million in CSP revenue
- Over $2 million in facilities
FY 09/10 SUMMARY BY TYPE OF OPERATION - Gross Receipts *

- Restaurants and Catering - $28,292,920
- Lodging, including Tent Cabins and Trailer Rentals - $15,941,372
- Retail Sales and Gifts - $14,197,700
- Off-Highway Vehicle Services - $4,674,699
- Golf Courses - $4,576,275
- Marina Operations - $4,302,622
- Theatre Arts Facilities - $3,183,649
- Other - $14,686,317

* $89,855,555 includes concession contracts and operating agreements
Crystal Cove Beach Cottages

- 21 Historic Cottages
- 20-year contract that began 5/1/06
- Rent is $50,000/year or 2.1% of gross
- $890,210 for facility improvements
- Occupancy Rates 2010 96%
- Revenue 2010 $912,148
Big Basin Tent Cabins

- 36 Tent Cabins
- 10-year contract that began 10/1/07
- Rent is $5,000/month or 16.5% monthly gross receipts
- $218,000 capital investment
- Occupancy Rates 2010 77%
- Revenue 2010 $371,524
McArthur-Burney Falls Cabins

- 24 Cabins
- 20-year contract that began 6/1/04
- Rent is 14% of monthly gross receipts
- Occupancy Rates 2010 58%
- Revenue 2010 $139,062
Wealthy Grower’s Mansion

- **Term**: 50 years

- **Capital Outlay**: Minimum of $3 million to construct a facility for overnight lodging

- **Minimum Annual Rent**: $20,000 or 3% of Gross

- **RFP Proposals Due**: June 2011
Lake Oroville Marinas

Bidwell Canyon Marina

- **Term:** 30-year contract that began 12/1/09
- **Capital Outlay:** $4.2 million in Capital Improvements
- **Minimum Annual Rent:** $30,000 per year or 8.5% of the first $1 million, plus 10% of receipts over $1 million
Lake Oroville Marinas

Lime Saddle Marina

- **Term:** 30-year contract that began 11/1/07
- **Capital Outlay:** $3.5 million in Capital Improvements
- **Minimum Annual Rent:** 3% of the first $300,000 in receipts, plus 12% up to $1.6 million and 15% over $1.6 million
Cosmopolitan Hotel

- **Term:** Ten-year contract that began 6/1/05
- **Capital Outlay:** $12.2 million in Capital Improvements
- **Minimum Annual Rent:** Rent is $2 million/year or 8.5% of receipts up to $18 million and 9% over $18 million
Questions and Answers