



CONCESSIONS ANNUAL REPORT

FISCAL YEAR 2023-24



Folsom Lake SRA, Granite Bay Food Service Anchored Eats Snack Bar

Concessions Annual Report

Fiscal Year 2023-24

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Director's Statement

California's state parks are celebrated for their breathtaking landscapes and wide-ranging recreational offerings. The Concessions Program is instrumental in enriching the visitor experience by providing a diverse array of services and amenities. From dining and retail options to guided tours and educational programs, our concession partners are dedicated to delivering high-quality products and services that support the Department's mission.

During the Fiscal Year (FY) 2023-24, California State Parks executed seven new or renewed concession contracts to support visitor servicing operations. The program overview reflects 181 concession operations which contributed over \$26.6 million in revenue to the Department and \$1.4 million in facility improvements. Concession contracts operating during FY 2023-24 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 FY 2023-24. Questions may be directed to concessions.program@parks.ca.gov.

Armando Quintero

Director



Section A – Concession Program Summary

This section contains statistical comparisons of concession program activities during FY 2023-24. The number of concession operations as referenced in this section excludes contracts which terminated during the reporting period and reflect only the active contracts as of 6/30/2024. However, the revenue figures reflect all concessions that operated during the reporting period.

Disclaimer: Some revenue and facility figures are approximate due to ongoing reconciliation.

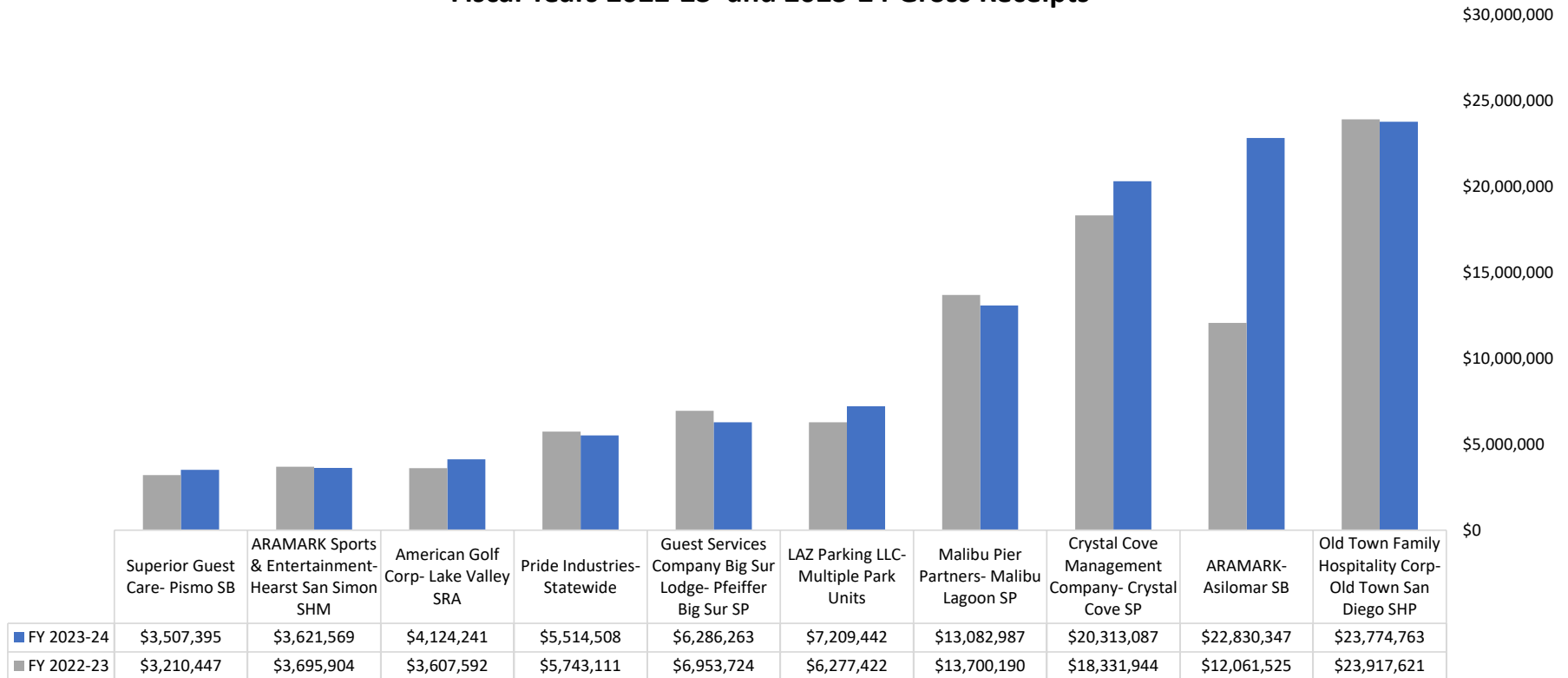


Inland Empire District, Advenco LLC DBA ExplorUS Lake Silverwood Marina

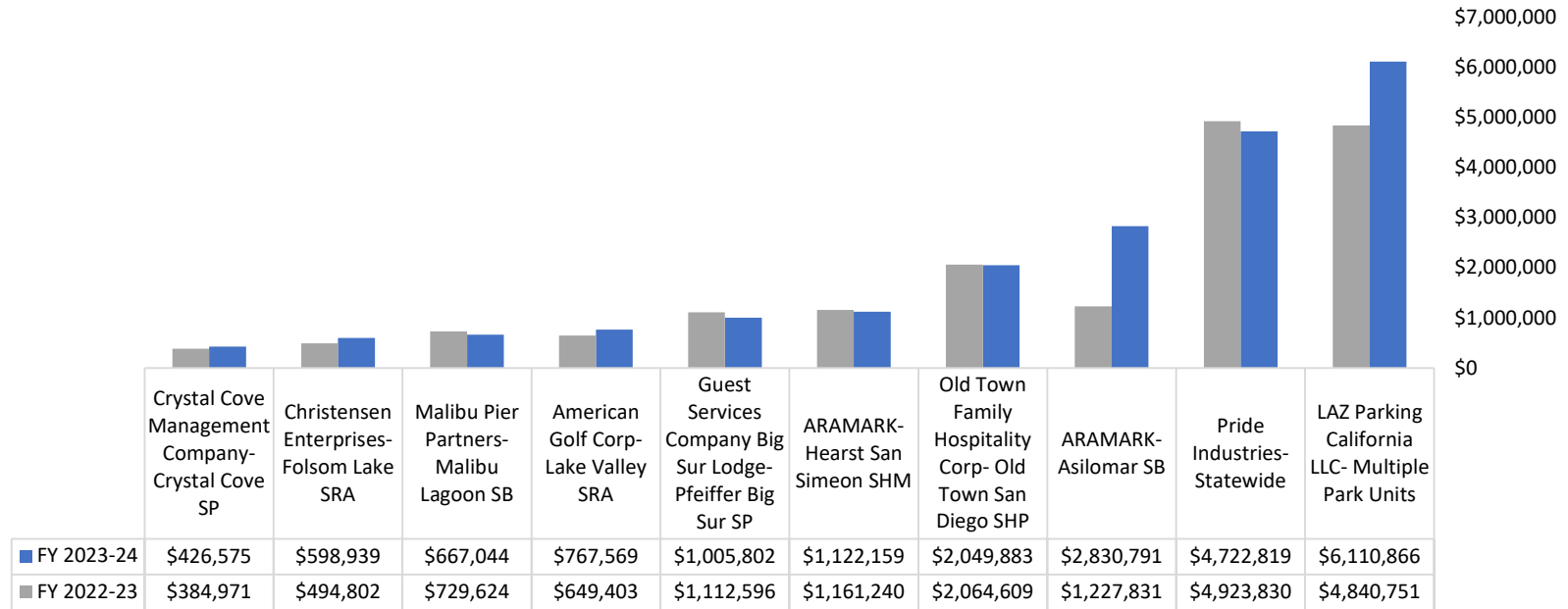
CONCESSIONS PROGRAM SUMMARY FISCAL YEAR 2023-24

| District | Concession Operations | Concession Gross Receipts | Concession Rent | Concession Facility Improvements |
|------------------------|-----------------------|---------------------------|---------------------|----------------------------------|
| Angeles | 8 | \$17,541,324.26 | \$970,037.28 | \$231,400.00 |
| Bay Area | 5 | \$2,182,971.34 | \$91,944.55 | \$22,623.96 |
| Capital | 2 | \$1,104,252.29 | \$44,870.09 | \$0.00 |
| Central Valley | 22 | \$7,885,624.90 | \$413,823.69 | \$0.00 |
| Channel Coast | 9 | \$1,330,345.75 | \$126,310.34 | \$0.00 |
| Colorado Desert | 1 | \$102,603.80 | \$7,181.96 | \$0.00 |
| Diablo Range | 6 | \$1,418,402.16 | \$140,613.14 | \$4,646.71 |
| Gold Fields | 18 | \$5,329,271.19 | \$951,263.79 | \$16,554.67 |
| Inland Empire | 3 | \$1,359,198.93 | \$117,210.50 | \$7,638.00 |
| Monterey | 4 | \$29,265,516.49 | \$3,848,337.42 | \$160,698.63 |
| North Coast Redwoods | 1 | \$70,967.00 | \$7,096.70 | \$0.00 |
| Northern Buttes | 5 | \$5,965,560.81 | \$544,661.25 | \$0.00 |
| Oceano Dunes | 9 | \$11,459,211.35 | \$1,239,173.36 | \$0.00 |
| Ocotillo Wells | 2 | \$389,319.00 | \$23,925.70 | \$0.00 |
| Orange Coast | 15 | \$27,999,980.35 | \$934,927.20 | \$1,048,931.55 |
| San Diego Coast | 36 | \$44,291,375.14 | \$9,643,963.81 | \$0.00 |
| San Luis Obispo | 8 | \$7,901,586.98 | \$1,535,611.88 | \$0.00 |
| Santa Cruz | 5 | \$2,743,995.91 | \$120,049.91 | \$0.00 |
| Sierra | 14 | \$5,545,730.80 | \$1,034,482.53 | \$0.00 |
| Sonoma Mendocino Coast | 4 | \$331,925.00 | \$23,571.90 | \$0.00 |
| Statewide | 4 | \$6,158,621.79 | \$4,865,496.86 | \$0.00 |
| GRAND TOTAL | 181 | \$180,377,785 | \$26,684,554 | \$1,492,494 |

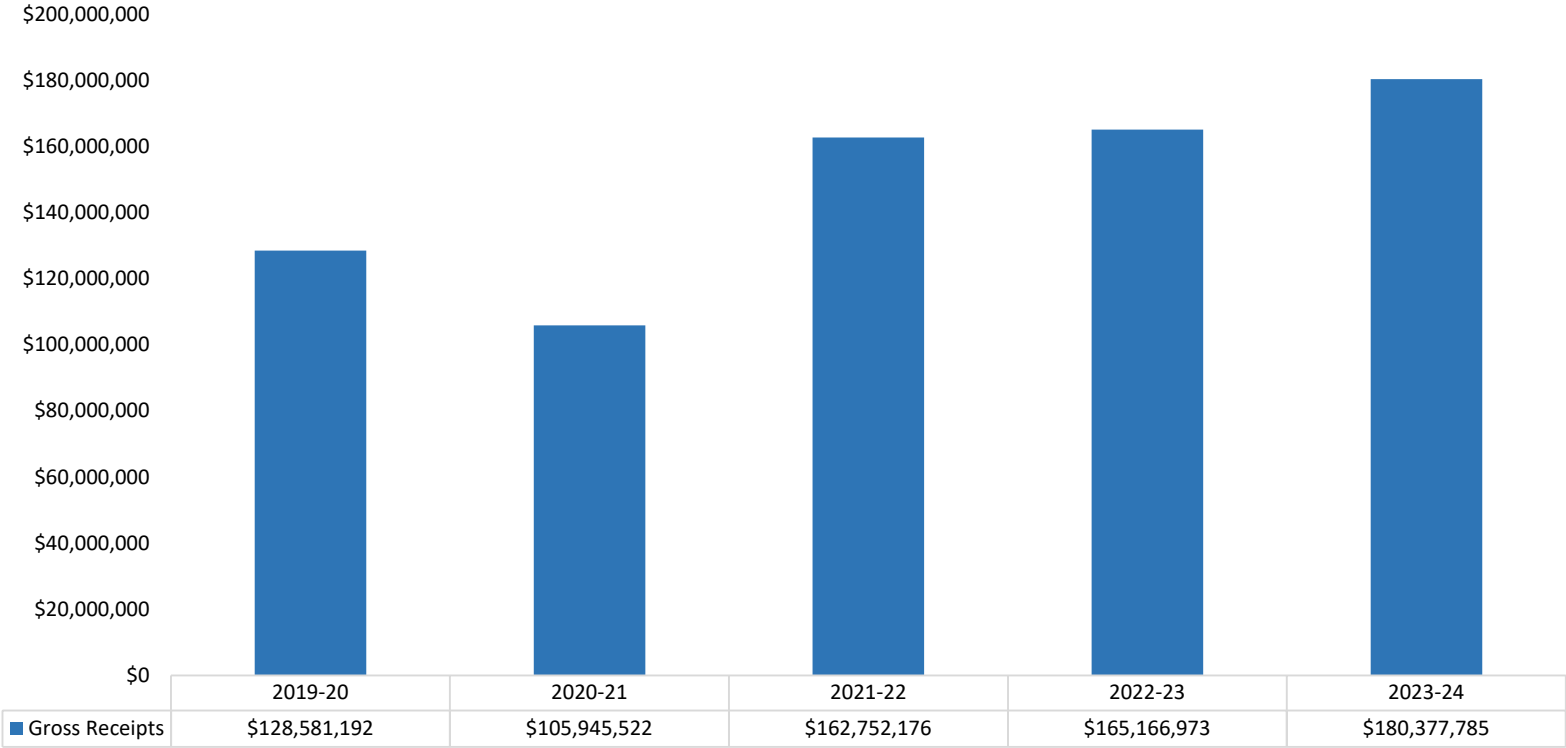
Major Concession Contracts Fiscal Years 2022-23 and 2023-24 Gross Receipts

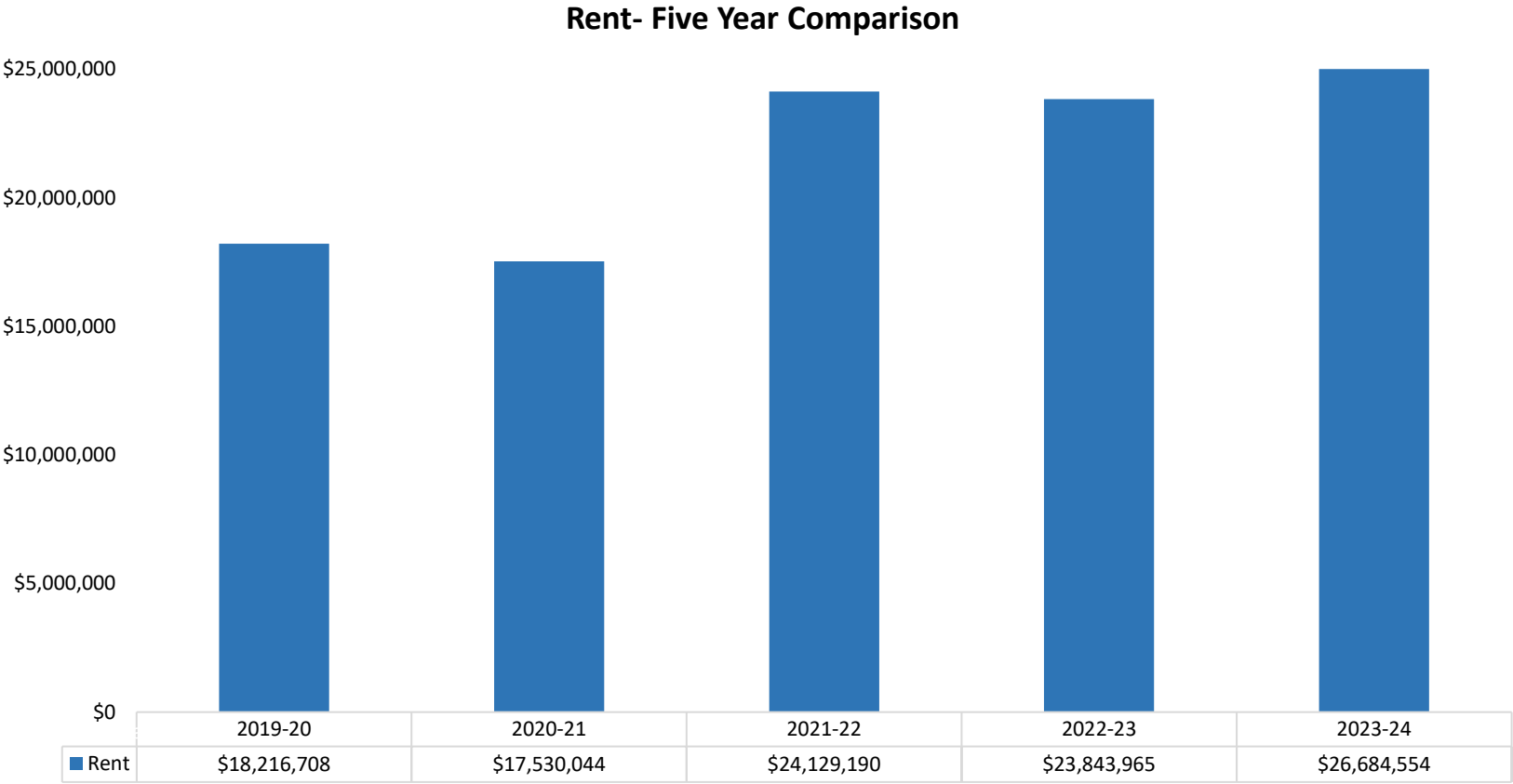


Major Concession Contracts Fiscal Years 2022-23 and 2023-24 Rent Paid to State



Gross Receipts- Five Year Comparison





Section B – Concession Operations & Revenue Statement

Section B summarizes revenue, operations, and contract terms for all concessions operating in California State Parks during FY 2023-24, including the eight agreements that were terminated and 1 non-operational concession by the close of the Fiscal Year. The section is organized in alphabetical order by district and park unit. Revenue figures include gross receipts, 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.

| Concessions Program Fiscal Year 23/24 Gross Receipts Totals | Concessions Program Fiscal Year 23/24 Rent to State Totals | Concessions Program Fiscal Year 23/24 Facilities Account Totals |
|--|---|--|
| \$180,377,785 | \$26,684,554 | \$ 1,492,494 |

Section B- Concessions Operations and Revenue Statement

Angeles District Concessions

| Park Unit | Concession Name | Concession Operation | Contract Start Date | Contract End Date | Contract Status | Rental Terms | Fiscal Year 22/23 Gross Receipts | Fiscal Year 22/23 Rent to State | Fiscal Year 22/23 Facilities Account | Fiscal Year 23/24 Gross Receipts | Fiscal Year 23/24 Rent to State | Fiscal Year 23/24 Facilities Account |
|---------------------|---|-----------------------------------|---------------------|-------------------|-----------------|--|----------------------------------|---------------------------------|--------------------------------------|---|--|---|
| Leo Carrillo SP | Leo Carrillo Beach Store, Anthony and Annette Minicucci | Leo Carrillo Beach store | 4/1/2006 | 3/31/2016 | Month to Month | \$20,000/year or 10% of gross receipts, whichever is greater. | \$ 381,069.67 | \$ 38,106.85 | \$ - | \$ 637,671.85 | \$ 63,767.20 | \$ - |
| Los Angeles SHP | L.A. Pattie Shack | Café | 4/1/2019 | 3/31/2022 | Month to Month | \$35,000.00/year or 10% of gross receipts, whichever is greater. | \$ 341,413.46 | \$ 11,430.90 | \$ - | \$ 291,936.39 | \$ 14,647.02 | \$ - |
| Los Encinos SHP | Lankershim Investment Properties | Lakeside Café | 8/1/2014 | 7/31/2016 | Month to Month | \$25,000/year or 3.33% of gross receipts, whichever is greater. Rent to state is for use of patio in Los Encinos SHP. Café is privately owned. | \$ 2,099,896.39 | \$ 69,926.56 | \$ - | \$ 1,138,741.53 | \$ 37,920.00 | \$ - |
| Malibu Lagoon SB | Malibu Pier Partners | 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. | \$ 13,700,190.24 | \$ 729,624.11 | \$ 224,416.00 | \$ 13,082,986.54 | \$ 667,043.77 | \$ 231,400.00 |
| Topanga SP | Castle Creek Properties Inc | Wine tasting room | 9/1/2011 | 8/31/2013 | Month to Month | \$36,000/year or 10% of gross receipts, whichever is greater. | \$ 1,555,652.80 | \$ 156,044.44 | \$ - | \$ 1,305,942.60 | \$ 130,594.27 | \$ - |
| Will Rogers SHP | Cha Cha Jago Westside Riding School | Horseback riding lessons | 5/1/2021 | 4/30/2034 | In Term | \$72,000/year or 15% of gross receipts, whichever sum is greater. | \$ 431,403.06 | \$ 58,661.57 | \$ - | \$ 937,164.95 | \$ 41,376.98 | \$ - |
| Multiple Park Units | Camping Adventures | Campsite equipment and set up (2) | 8/1/2020 | 7/31/2025 | In Term | \$2,700/year or 10% of gross receipts, whichever is greater. Contract includes State's option to extend an additional 5 years to 2030. Minimum annual rent includes Leo Carrillo SP and Point Mugu SP. | \$ 146,258.00 | \$ 14,625.80 | \$ - | \$ 146,880.40 | \$ 14,688.04 | \$ - |
| | | | | | | | | | | Angeles District Fiscal Year 23/24 Gross Receipts | Angeles District Fiscal Year 23/24 Rent to State | Angeles District Fiscal Year 23/24 Facilities Account |
| Totals | | | | | | | | | | \$ 17,541,324.26 | \$ 970,037.28 | \$ 231,400.00 |

Bay Area District Concessions

| Park Unit | Concession Name | Concession Operation | Contract Start Date | Contract End Date | Contract Status | Rental Terms | Fiscal Year 22/23 Gross Receipts | Fiscal Year 22/23 Rent to State | Fiscal Year 22/23 Facilities Account | Fiscal Year 23/24 Gross Receipts | Fiscal Year 23/24 Rent to State | Fiscal Year 23/24 Facilities Account |
|--------------------|---|---|---------------------|-------------------|-----------------|--|----------------------------------|---------------------------------|--------------------------------------|----------------------------------|---------------------------------|--------------------------------------|
| Angel Island SP | Alcatraz Cruises LLC DBA Alcatraz City Cruises (New) | Alcatraz/Angel Island tours & ferry service | 2/1/2024 | 10/31/2034 | In Term- New | Minimum Annual Rent of seventy-five thousand dollars (\$75,000) or 10% of monthly gross for years 2023-2025, or 15% of monthly gross receipts for years 2026-2034 whichever sum is greater. | \$ - | \$ - | \$ - | \$ 50,496.65 | \$ 13,423.67 | \$ 1,009.93 |
| Angel Island SP | Angel Island-Tiburon Ferry | Tiburon ferry service | 1/1/1992 | 12/31/1993 | Month to Month | 9% of first \$21,000/month, plus 11% of all fare receipts over \$21,000 per month and collection of day use fees. | \$ 836,759.91 | \$ 33,778.28 | \$ - | \$ 880,876.10 | \$ 13,890.67 | \$ - |
| Angel Island SP | RRM-CLM Services, LLC DBA Vista Recreation-Angel Island Co. (New) | Café and tours | 1/1/2024 | 12/31/2026 | In Term- New | 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. | \$ - | \$ - | \$ - | \$ 277,367.69 | \$ - | \$ 12,286.18 |
| Angel Island SP | Urban Parks Concessionaires (Terminated) | Café and tours | 9/1/1989 | 1/1/2024 | Terminated | 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. | \$ 820,785.36 | \$ 40,446.55 | \$ - | \$ 677,451.16 | \$ 35,807.83 | \$ - |
| Sugarloaf Ridge SP | Valley of the Moon Observation Association | Ferguson Observatory | 4/1/2004 | 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. | \$ - | \$ - | \$ - | \$ 282,919.74 | \$ 25,588.38 | \$ 9,327.85 |

| Bay Area District Concessions Continued | | | | | | | | | | | | |
|---|----------------------|------------------------------|----------|-----------|---------|--|---------------|--------------|------|--|---|--|
| Tomaes Bay SP | Blue Waters Kayaking | Kayak/ SUP rentals and tours | 8/1/2022 | 7/31/2025 | In Term | \$1500/year or 10% of gross receipts whichever is greater. | \$ 242,514.64 | \$ 25,579.11 | \$ - | \$ 13,860.00 | \$ 3,234.00 | \$ - |
| | | | | | | | | | | Bay Area District Fiscal Year 23/24 Gross Receipts | Bay Area District Fiscal Year 23/24 Rent to State | Bay Area District Fiscal Year 23/24 Facilities Account |
| Totals | | | | | | | | | | \$ 2,182,971.34 | \$ 91,944.55 | \$ 22,623.96 |

Capital District Concessions

| Park Unit | Concession Name | Concession Operation | Contract Start Date | Contract End Date | Contract Status | Rental Terms | Fiscal Year 22/23 Gross Receipts | Fiscal Year 22/23 Rent to State | Fiscal Year 22/23 Facilities Account | Fiscal Year 23/24 Gross Receipts | Fiscal Year 23/24 Rent to State | Fiscal Year 23/24 Facilities Account |
|--------------------------------------|--------------------------------|----------------------|---------------------|-------------------|-----------------|--|----------------------------------|---------------------------------|--------------------------------------|---|--|---|
| California Indian Heritage Center SP | International Rescue Committee | Interpretive garden | 8/1/2018 | 7/31/2028 | In Term | \$1,200/year or 5% of gross receipts, whichever is greater. | \$ - | \$ - | \$ - | \$ - | \$ 700.00 | \$ - |
| Old Sacramento SHP | Skalet Family Jewelers | Jewelry store | 11/1/2018 | 10/31/2028 | In Term | \$30,000/year or 4% of annual gross receipts, whichever total amount is greater; and .25% of annual gross receipts for facility maintenance. | \$ 1,496,898.82 | \$ 59,875.95 | \$ 3,742.26 | \$ 1,104,252.29 | \$ 44,170.09 | \$ - |
| | | | | | | | | | | Capital District Fiscal Year 23/24 Gross Receipts | Capital District Fiscal Year 23/24 Rent to State | Capital District Fiscal Year 23/24 Facilities Account |
| Totals | | | | | | | | | | \$ 1,104,252.29 | \$ 44,870.09 | \$ - |

Central Valley District Concessions

| Park Unit | Concession Name | Concession Operation | Contract Start Date | Contract End Date | Contract Status | Rental Terms | Fiscal Year 22/23 Gross Receipts | Fiscal Year 22/23 Rent to State | Fiscal Year 22/23 Facilities Account | Fiscal Year 23/24 Gross Receipts | Fiscal Year 23/24 Rent to State | Fiscal Year 23/24 Facilities Account |
|--------------|--|---------------------------------------|---------------------|-------------------|-----------------|---|----------------------------------|---------------------------------|--------------------------------------|----------------------------------|---------------------------------|--------------------------------------|
| Columbia SHP | Brown's Coffee House_Angela and Jacob Matulich | Coffee and sweets shop | 3/1/2013 | 2/28/2018 | Month to Month | \$12,000/year or 7% of gross receipts, whichever is greater. | \$ 136,319.16 | \$ 9,542.38 | \$ - | \$ 193,164.23 | \$ 13,514.74 | \$ - |
| Columbia SHP | Columbia Booksellers_Michael & Rosanna Sharps | Columbia bookseller's and stationary | 5/1/2017 | 4/30/2027 | In Term | \$2,000/year or 6% of gross receipts up to \$34,000 plus 7% gross receipts over \$34,000, whichever is greater. | \$ 202,195.44 | \$ 13,813.67 | \$ - | \$ 215,684.13 | \$ 14,717.78 | \$ - |
| Columbia SHP | Columbia Candy Kitchen | Candy store | 10/1/2020 | 9/30/2030 | In Term | \$38,500/year or 5% of the first \$700,000 in gross receipts, plus 6% of gross receipts over \$700,000, whichever is greater. | \$ 858,334.45 | \$ 43,301.40 | \$ - | \$ 1,016,906.35 | \$ 50,764.95 | \$ - |
| Columbia SHP | Columbia Clothiers & Emporium_Sadie Brown Inc. | Historic clothing retail | 9/1/2016 | 8/31/2018 | Month to Month | \$1,500/year or 2.5% of gross receipts, whichever is greater. | \$ 92,244.61 | \$ 2,306.13 | \$ - | \$ 70,980.47 | \$ 1,782.84 | \$ - |
| Columbia SHP | Columbia House Restaurant Christina Lint | Restaurant | 6/1/2016 | 6/1/2026 | In Term | \$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. Contract Assigned to Christina Lint in March 2023. | \$ 447,383.97 | \$ 11,788.72 | \$ - | \$ 475,393.56 | \$ 14,919.42 | \$ - |
| Columbia SHP | Columbia Mercantile_Teresa Torbett | Columbia Mercantile | 4/1/2018 | 3/31/2028 | 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. Contract includes State's option to extend an additional 7 years to 2028. | \$ 508,030.87 | \$ 25,401.54 | \$ - | \$ 538,120.20 | \$ 26,906.00 | \$ - |
| Columbia SHP | Ebler's Leather and Saddle_EC Nelson Enterprises Inc | Ebler's leather goods and saddle shop | 8/1/2017 | 7/31/2027 | In Term | \$11,500/year or 6% of gross receipts up to \$205,000 plus 7% over \$205,000, whichever is greater. | \$ 260,582.21 | \$ 17,725.08 | \$ - | \$ 375,721.27 | \$ 25,154.83 | \$ - |
| Columbia SHP | Fallon Ice Cream Parlor_Sadie Brown | Fallon Ice Cream Parlor | 5/1/2017 | 4/30/2027 | In Term | \$6,000/year or 6% of annual gross receipts up to \$120,000 plus 7% over \$120,000, whichever is greater. | \$ 131,086.85 | \$ 8,039.10 | \$ - | \$ 165,132.97 | \$ 9,941.64 | \$ - |
| Columbia SHP | Jack Douglas Saloon_Denise Favela (Non-Operational) | Jack Douglas Saloon | 3/1/2017 | 2/28/2027 | Non-Operational | \$13,000/year or 6% of gross receipts up to \$226,000, plus 7% over \$226,000, whichever is greater. | \$ 139,142.98 | \$ 8,348.60 | \$ - | \$ - | \$ - | \$ - |
| Columbia SHP | 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. | \$ 97,334.54 | \$ 4,892.19 | \$ - | \$ 115,339.65 | \$ 5,631.04 | \$ - |
| Columbia SHP | Matelet Gulch Mining Company | Mine tours, supplies, & gold panning | 5/1/2017 | 4/30/2027 | In Term | \$15,000/year or 6% of gross receipts up to \$245,000 plus 7% gross receipts over \$245,000, whichever is greater. | \$ 304,282.21 | \$ 18,894.59 | \$ - | \$ 306,813.43 | \$ 19,269.36 | \$ - |

Central Valley District Concessions Continued

| | | | | | | | | | | | | |
|------------------------|--|--|-----------|------------|----------------|---|-----------------|--------------|------|--|---|--|
| Columbia SHP | Parrots Blacksmith Shop | Blacksmith shop | 7/1/2017 | 6/30/2027 | In Term | Years 1-3: \$1,800/year or 3% of gross receipts, whichever is greater. Years 4 and on: \$4,000/year or 6% of gross receipts up to \$100,000 plus 7% of gross receipts over \$100,000, whichever is greater. | \$ 110,342.37 | \$ 3,310.36 | \$ - | \$ 120,993.45 | \$ 3,654.23 | \$ - |
| Columbia SHP | Quartz Mountain Stage Line_Tom Fraser (Terminated) | Stagecoach rides and equestrian tours | 7/1/2014 | 3/31/2015 | Terminated | \$8,500/year or 5% of monthly gross receipts, whichever is greater. | \$ 197,729.00 | \$ 9,886.45 | \$ - | \$ 213,671.00 | \$ 10,757.80 | \$ - |
| Columbia SHP | Seven Sisters Soap & Candle Co | Soap and candle sales and demonstrations | 10/1/2012 | 9/30/2022 | Month to Month | \$6,000/year or 4% of annual gross receipts, whichever is greater. | \$ 201,645.34 | \$ 8,063.37 | \$ - | \$ 291,139.35 | \$ 11,645.53 | \$ - |
| Columbia SHP | Sierra Repertory Theatre | Fallon Theater | 4/1/2014 | 3/31/2015 | Month to Month | \$10,000/year or 2.5% of annual gross receipts, whichever is greater. | \$ 378,150.84 | \$ 9,453.77 | \$ - | \$ 706,267.07 | \$ 15,657.27 | \$ - |
| Columbia SHP | St. Charles Saloon_Joseph Webber | 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. | \$ 1,799,876.87 | \$ 89,993.85 | \$ - | \$ 1,900,352.78 | \$ 95,017.62 | \$ - |
| Columbia SHP | Towle & Leavitt Historic Retail Shop_Maryann & David Brown dba | Towle & Leavitt Historic Retail shop | 4/1/2017 | 3/31/2027 | In Term | \$9,500/year or 6% of annual gross receipts up to \$160,000 plus 7% over \$160,000, whichever is greater. | \$ 147,652.26 | \$ 9,029.01 | \$ - | \$ 215,626.77 | \$ 13,798.26 | \$ - |
| Millerton Lake SRA | Millerton Lake Rentals LLC | Watercraft rental and camp store | 9/1/2007 | 10/31/2007 | Month to Month | \$6,000/year or 11% of annual gross receipts, whichever is greater. | \$ 87,494.23 | \$ 9,624.41 | \$ - | \$ 106,736.50 | \$ 11,771.05 | \$ - |
| Millerton Lake SRA | Millerton Marina, LLC | Lake Millerton Marina | 1/1/2019 | 12/31/2039 | In Term | \$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. Contract includes State's option to extend an additional 9 years to 2049. | \$ 662,100.66 | \$ 45,932.23 | \$ - | \$ 784,649.72 | \$ 63,325.08 | \$ - |
| San Luis Reservoir SRA | Jose Soberanes | Mobile ice cream carts | 4/1/2017 | 6/31/2019 | Month to Month | \$1,500/year or 10% of monthly gross receipts, whichever is greater. | \$ 37,183.00 | \$ 3,718.30 | \$ - | \$ 40,582.00 | \$ 4,058.20 | \$ - |
| San Luis Reservoir SRA | Millerton Lake Rentals, LLC dba Oneil Forebay Rentals | Watercraft Rentals | 12/1/2016 | 11/30/2018 | Month to Month | \$2,000/year or 5.6% of monthly gross receipts, whichever is greater. | \$ 5,297.08 | \$ 296.64 | \$ - | \$ 4,850.00 | \$ 271.60 | \$ - |
| Multiple Park Units | Roger George_Guide Services | Guide Services (2) | 6/1/2016 | 5/31/2018 | Month to Month | \$1,080/year or 4.5% of monthly gross receipts, whichever is greater. Minimum annual rent includes Millerton Lake SRA and San Luis Reservoir SRA. | \$ 21,187.00 | \$ 961.42 | \$ - | \$ 27,500.00 | \$ 1,264.45 | \$ - |
| | | | | | | | | | | Central Valley District Fiscal Year 23/24 Gross Receipts | Central Valley District Fiscal Year 23/24 Rent to State | Central Valley District Fiscal Year 23/24 Facilities Account |
| Totals | | | | | | | | | | \$ 7,885,624.90 | \$ 413,823.69 | \$ - |

Channel Coast District Concessions

| Park Unit | Concession Name | Concession Operation | Contract Start Date | Contract End Date | Contract Status | Rental Terms | Fiscal Year 22/23 Gross Receipts | Fiscal Year 22/23 Rent to State | Fiscal Year 22/23 Facilities Account | Fiscal Year 23/24 Gross Receipts | Fiscal Year 23/24 Rent to State | Fiscal Year 23/24 Facilities Account |
|---------------------|--|---------------------------|---------------------|-------------------|-----------------|---|----------------------------------|---------------------------------|--------------------------------------|---|--|---|
| San Buenaventura SB | The Baja Oyster Company, Inc. | Food and beverage | 11/1/2011 | 10/31/2013 | Month to Month | \$12,000/year or 5% of gross receipts, whichever is greater. | \$ 748,200.06 | \$ 39,276.24 | \$ - | \$ 636,893.84 | \$ 33,044.68 | \$ - |
| San Buenaventura SB | Wheel Fun Rentals | Bicycle and beach rentals | 6/1/2011 | 5/31/2021 | Month to Month | \$17,000/year or 15% of gross receipts, whichever is greater. | \$ 229,513.13 | \$ 34,426.98 | \$ - | \$ 266,609.90 | \$ 35,675.78 | \$ - |
| Multiple Park Units | D2 Global Enterprises, Inc. dba 101 RV Rentals | Camp trailer rentals (4) | 7/1/2018 | 6/30/2028 | In Term | \$35,000.00 Annually or 10% of gross receipts, whichever is greater. Minimum annual rent includes Capinteria SB, El Capitan SB, Gaviota SB, and Refugio SB. | \$ 257,860.00 | \$ 25,786.00 | \$ - | \$ 259,985.00 | \$ 25,998.50 | \$ - |
| Multiple Park Units | Parks and Recreation Management Inc. | Beach stores (3) | 3/1/2021 | 2/28/2031 | In Term | \$60,000/year or 15% of annual gross receipts, whichever is greater. Rent includes camp stores at Gaviota SB, El Capitan SB, Refugio SB. | \$ 419,819.79 | \$ 62,972.97 | \$ - | \$ 166,857.01 | \$ 31,591.38 | \$ - |
| | | | | | | | | | | Channel Coast District Fiscal Year 23/24 Gross Receipts | Channel Coast District Fiscal Year 23/24 Rent to State | Channel Coast District Fiscal Year 23/24 Facilities Account |
| Totals | | | | | | | | | | \$ 1,330,345.75 | \$ 126,310.34 | \$ - |

Colorado Desert District Concessions

| Park Unit | Concession Name | Concession Operation | Contract Start Date | Contract End Date | Contract Status | Rental Terms | Fiscal Year 22/23 Gross Receipts | Fiscal Year 22/23 Rent to State | Fiscal Year 22/23 Facilities Account | Fiscal Year 23/24 Gross Receipts | Fiscal Year 23/24 Rent to State | Fiscal Year 23/24 Facilities Account |
|------------------------|---------------------|---|---------------------|-------------------|-----------------|---|----------------------------------|---------------------------------|--------------------------------------|---|--|---|
| Anza-Borrego Desert SP | California Overland | Vehicle tours and interpretive programs | 4/1/2012 | 3/31/2022 | Month to Month | \$1,000/year or 7% of gross receipts, whichever is greater. | \$ 209,388.00 | \$ 14,657.06 | \$ - | \$ 102,603.80 | \$ 7,181.96 | \$ - |
| | | | | | | | | | | Colorado Desert District Fiscal Year 23/24 Gross Receipts | Colorado Desert District Fiscal Year 23/24 Rent to State | Colorado Desert District Fiscal Year 23/24 Facilities Account |
| Totals | | | | | | | | | | \$ 102,603.80 | \$ 7,181.96 | \$ - |

Diablo Range District Concessions

| Park Unit | Concession Name | Concession Operation | Contract Start Date | Contract End Date | Contract Status | Rental Terms | Fiscal Year 22/23 Gross Receipts | Fiscal Year 22/23 Rent to State | Fiscal Year 22/23 Facilities Account | Fiscal Year 23/24 Gross Receipts | Fiscal Year 23/24 Rent to State | Fiscal Year 23/24 Facilities Account |
|----------------------|--|------------------------------------|---------------------|-------------------|-----------------|---|----------------------------------|---------------------------------|--------------------------------------|--|---|--|
| Brannan Island SRA | Park Delta Bay, LLC | Camping and day use area | 12/1/2022 | 11/30/2032 | In Term | \$50,000 annually or 10.5% of annual gross receipts, whichever is greater. All rent is deposited into facility maintenance accounts administered by Concessionaire. | \$ 101,175.66 | \$ - | \$ 10,623.45 | \$ 621,693.49 | \$ 65,277.83 | \$ - |
| Carnegie SVRA | Moto Mart | OHV rental and camp store | 7/1/2010 | 6/30/2023 | Month to Month | \$80,000/year or 10% of gross receipts, whichever is greater. | \$ 263,792.62 | \$ 24,866.18 | \$ - | \$ 292,134.74 | \$ 28,518.61 | \$ - |
| Delta Sector | 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. | \$ 6,178.00 | \$ 308.90 | \$ - | \$ 6,081.00 | \$ 304.45 | \$ - |
| Fremont Peak SP | Fremont Peak Observatory Association (New) | Observatory | 12/1/2023 | 11/30/2028 | In Term- New | \$134 annually or 10% of gross receipts whichever sum is greater. | \$ - | \$ 22.52 | \$ - | \$ - | \$ 190.30 | \$ - |
| Hollister Hills SVRA | Faultline Power Sports | OHV parts and supply store, snacks | 8/1/1997 | 7/31/2007 | Month to Month | 7.5% of gross receipts; and 1% for maintenance. | \$ 468,146.72 | \$ 28,195.35 | \$ 253.74 | \$ 498,492.93 | \$ 34,645.95 | \$ 4,646.71 |
| Mount Diablo SP | John Pereira | Interpretive Cattle Ranching | 6/1/2011 | 5/31/2021 | Month to Month | \$7,000/year or 5% of monthly gross receipts, plus \$16 per AUM, whichever is greater. | \$ - | \$ 11,132.00 | \$ - | \$ - | \$ 11,676.00 | \$ - |
| | | | | | | | | | | Diablo Range District Fiscal Year 23/24 Gross Receipts | Diablo Range District Fiscal Year 23/24 Rent to State | Diablo Range District Fiscal Year 23/24 Facilities Account |
| Totals | | | | | | | | | | \$ 1,418,402.16 | \$ 140,613.14 | \$ 4,646.71 |

Gold Fields District Concessions

| Park Unit | Concession Name | Concession Operation | Contract Start Date | Contract End Date | Contract Status | Rental Terms | Fiscal Year 22/23 Gross Receipts | Fiscal Year 22/23 Rent to State | Fiscal Year 22/23 Facilities Account | Fiscal Year 23/24 Gross Receipts | Fiscal Year 23/24 Rent to State | Fiscal Year 23/24 Facilities Account |
|-------------------------|---|------------------------------|---------------------|-------------------|-----------------|---|----------------------------------|---------------------------------|--------------------------------------|----------------------------------|---------------------------------|--------------------------------------|
| Auburn SRA | 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. | \$ 87,547.40 | \$ 11,226.60 | \$ - | \$ 88,837.00 | \$ 11,289.29 | \$ - |
| Auburn SRA | Western States Trail Foundation | Auburn staging area | 7/1/2017 | 6/30/2027 | In Term | \$100/month and 10% of gross receipts, whichever sum is greater. | \$ 1,845.00 | \$ 1,041.00 | \$ - | \$ 2,490.00 | \$ 1,280.00 | \$ - |
| Auburn SRA / Whitewater | Whitewater Outfitters (15) | Whitewater rafting | 4/1/2019 | 3/31/2020 | Month to Month | \$900/year. Rent from separate contracts based on flat fee and tour participant fee. All rent supports the park unit operations. | \$ - | \$ 87,308.91 | \$ - | \$ - | \$ 103,518.36 | \$ - |
| Folsom Lake SRA | Anchored Eats LLC | Floating Food Service | 7/1/2021 | 6/30/2026 | In Term | \$3,000/year or 10% of gross receipts, whichever sum is greater. | \$ 15,090.00 | \$ - | \$ - | \$ 5,876.00 | \$ 587.60 | \$ - |
| Folsom Lake SRA | Boarding on the Lake, Kamal Shehadeh | Equestrian Rides and Lessons | 2/1/2020 | 1/31/2025 | In Term | \$1,500/year or 10% of gross receipts, whichever is greater. | \$ 56,040.00 | \$ 5,604.00 | \$ - | \$ 62,040.00 | \$ 4,848.00 | \$ - |
| Folsom Lake SRA | Creative Excursion | Glamping Services | 2/1/2018 | 1/31/2020 | Month to Month | \$3,000/year or 8% of annual gross receipts, whichever sum is greater. | \$ 28,838.47 | \$ 2,883.85 | \$ - | \$ 17,648.91 | \$ 2,910.20 | \$ - |
| Folsom Lake SRA | Daniel R. Crandall and the River Store dba Lake Natoma Paddle Rentals | Kayak and equipment rentals | 10/1/2022 | 9/30/2027 | In Term | \$26,000/year or 11% of gross receipts, whichever is greater. | \$ 37,073.41 | \$ 4,078.08 | \$ - | \$ 204,110.97 | \$ 31,284.34 | \$ - |
| Folsom Lake SRA | Folsom Lake Marina Christensen Enterprises | 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. | \$ 2,175,974.03 | \$ 494,802.42 | \$ - | \$ 2,577,608.42 | \$ 598,939.14 | \$ - |
| Folsom Lake SRA | Granite Bay Food Service - Anchored Eats Snack Bar (New) | Food Service | 5/1/2023 | 4/30/2028 | In Term- New | \$4,800/year or 10% of gross receipts, whichever sum is greater. | \$ - | \$ - | \$ - | \$ 229,911.00 | \$ 2,809.31 | \$ 16,554.67 |

| Gold Fields District Concessions Continued | | | | | | | | | | | | |
|--|--|--------------------------------|-----------|------------|----------------|--|---------------|--------------|------|---|--|---|
| Folsom Lake SRA | Granite Bay Rentals | Boat and watercraft rentals | 6/1/2013 | 5/31/2023 | Month to Month | \$12,000/year or 14% of gross receipts, whichever is greater. | \$ 93,846.00 | \$ 13,137.93 | \$ - | \$ 145,137.00 | \$ 17,488.44 | \$ - |
| Folsom Lake SRA | Mobile Boat Services-Tom Maringer | Mobile Boat Service | 8/1/2014 | 7/31/2019 | In Term | \$1,000/year or 10% of gross receipts, whichever is greater. | \$ 21,987.77 | \$ 2,198.77 | \$ - | \$ 22,651.57 | \$ 2,265.20 | \$ - |
| Folsom Lake SRA | Shadow Glen Family Stables_L&L Guides & Outfitters | Equestrian Rides and Tours | 7/1/2015 | 6/30/2025 | In Term | \$9,000/year or 5% of gross receipts, whichever is greater. | \$ 677,798.50 | \$ 33,866.48 | \$ - | \$ 672,418.99 | \$ 34,632.73 | \$ - |
| Folsom Lake SRA | T.N.G. Motorsports Guide Service | Guide Service | 4/1/2022 | 3/31/2027 | In Term | \$250/ year or 10% of gross receipts, whichever is greater. | \$ 2,300.00 | \$ 230.00 | \$ - | \$ 5,700.00 | \$ 570.00 | \$ - |
| Folsom Lake SRA | Total Body Fitness | Fitness program | 8/1/2021 | 7/31/2026 | In Term | \$750/year or 10% of gross receipts, whichever sum is greater. | \$ 12,984.30 | \$ 1,315.98 | \$ - | \$ 12,716.00 | \$ 1,280.15 | \$ - |
| Marshall Gold Discovery SHP | American River Conservancy | Historic Kane House museum | 9/1/2011 | 8/31/2021 | Month to Month | \$1,800/year or 10% of gross receipts, whichever is greater. | \$ 9,710.02 | \$ 2,467.77 | \$ - | \$ 6,783.84 | \$ 1,530.69 | \$ - |
| Marshall Gold Discovery SHP | Cobblestone, Inc. dba Coloma Resort (Terminated) | Argonaut Refreshment Saloon | 3/1/2011 | 2/28/2021 | Terminated | \$2,400/year or 10% of gross receipts, whichever is greater. | \$ 385,167.04 | \$ 39,516.09 | \$ - | \$ 429,526.78 | \$ 42,952.60 | \$ - |
| Marshall Gold Discovery SHP | Cobblestone, Inc. dba Coloma Resort (New) | Argonaut Refreshment Saloon | 6/1/2024 | 5/31/2029 | In Term- New | \$8,000/year or 8% of GR, whichever is greater. FMIA is 2%/monthly GR. | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |
| Prairie City SVRA | All Star Karting | Go Kart Race Track | 12/1/2009 | 11/30/2019 | Month to Month | \$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. | \$ 548,986.45 | \$ 54,898.66 | \$ - | \$ 675,889.71 | \$ 67,588.99 | \$ - |
| Prairie City SVRA | Armstrong Racing- PCMX | Motocross race track operation | 6/1/2010 | 5/31/2020 | Month to Month | \$36,450/year or 15% of annual gross receipts, whichever is greater. | \$ 272,016.15 | \$ 37,266.17 | \$ - | \$ 169,925.00 | \$ 25,488.75 | \$ - |
| | | | | | | | | | | Gold Fields District Fiscal Year 23/24 Gross Receipts | Gold Fields District Fiscal Year 23/24 Rent to State | Gold Fields District Fiscal Year 23/24 Facilities Account |
| Totals | | | | | | | | | | \$ 5,329,271.19 | \$ 951,263.79 | \$ 16,554.67 |

Inland Empire District Concessions

| Park Unit | Concession Name | Concession Operation | Contract Start Date | Contract End Date | Contract Status | Rental Terms | Fiscal Year 22/23 Gross Receipts | Fiscal Year 22/23 Rent to State | Fiscal Year 22/23 Facilities Account | Fiscal Year 23/24 Gross Receipts | Fiscal Year 23/24 Rent to State | Fiscal Year 23/24 Facilities Account |
|-----------------------|--|------------------------|---------------------|-------------------|-----------------|--|----------------------------------|---------------------------------|--------------------------------------|---|--|---|
| California Citrus SHP | California Citrus SHP Non-Profit Management Corp | Event Center | 11/1/2021 | 10/31/2026 | In Term | \$35,000/year or 8% of gross receipts, whichever is greater. | \$ 456,500.00 | \$ 36,520.00 | \$ 9,221.00 | \$ 380,250.00 | \$ 32,454.00 | \$ 7,638.00 |
| Silverwood Lake SRA | Advenco LLC DBA ExploreUS (New) | Lake Silverwood Marina | 2/1/2024 | 1/31/2025 | In Term- New | Twenty-five thousand dollars (\$25,000) or (10%) of annual gross receipts, whichever sum is greater. | \$ - | \$ - | \$ - | \$ 264,431.22 | \$ 26,443.13 | \$ - |
| Silverwood Lake SRA | Pyramid Enterprises Inc (Terminated) | Lake Silverwood Marina | 3/1/1998 | 2/28/2018 | Terminated | \$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. | \$ 705,018.39 | \$ 233,888.29 | \$ - | \$ 415,094.98 | \$ 43,342.24 | \$ - |
| Lake Perris SRA | AFY Industries | Lake Perris Marina | 7/1/2022 | 6/30/2052 | In term | \$30,000/year or 5% of gross receipts up to \$600,000, and 7% of gross receipts over \$600,000 and up to \$1,000,000, and 9% of gross receipts over \$1,000,000; plus 2% of fuel gross receipts. | \$ 205,205.41 | \$ 10,260.28 | \$ - | \$ 299,422.73 | \$ 14,971.13 | \$ - |
| | | | | | | | | | | Inland Empire District Fiscal Year 23/24 Gross Receipts | Inland Empire District Fiscal Year 23/24 Rent to State | Inland Empire District Fiscal Year 23/24 Facilities Account |
| Totals | | | | | | | | | | \$ 1,359,198.93 | \$ 117,210.50 | \$ 7,638.00 |

Monterey District Concessions

| Park Unit | Concession Name | Concession Operation | Contract Start Date | Contract End Date | Contract Status | Rental Terms | Fiscal Year 22/23 Gross Receipts | Fiscal Year 22/23 Rent to State | Fiscal Year 22/23 Facilities Account | Fiscal Year 23/24 Gross Receipts | Fiscal Year 23/24 Rent to State | Fiscal Year 23/24 Facilities Account |
|---------------------|--------------------------------------|---|---------------------|-------------------|-----------------|---|----------------------------------|---------------------------------|--------------------------------------|--|---|--|
| Andrew Molera SP | Ventana Wildlife Society | Wildlife sanctuary and educational programs | 9/1/2022 | 8/31/2027 | In Term | No rent, develop, organize and operate an environmental education and research center. | \$ 1,360.00 | \$ - | \$ - | \$ 2,248.00 | \$ 12.75 | \$ - |
| Asilomar SB | ARAMARK | Asilomar conference grounds | 10/1/2009 | 9/30/2032 | 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. Amendment to extend term through 2032. | \$ 12,061,524.56 | \$ 1,227,831.41 | \$ 241,230.49 | \$ 22,830,346.66 | \$ 2,830,790.68 | \$ - |
| Pfeiffer Big Sur SP | Guest Services Company Big Sur Lodge | 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. | \$ 6,953,723.90 | \$ 1,112,595.86 | \$ 258,287.82 | \$ 6,286,262.83 | \$ 1,005,802.07 | \$ 160,698.63 |
| Salinas River SB | Monterey Bay Equestrian Center | Guided Equestrian Rides | 6/1/2022 | 5/31/2025 | In Term | \$1,000/year or 8% of gross receipts, whichever is greater. | \$ 69,750.00 | \$ 5,580.00 | \$ - | \$ 146,659.00 | \$ 11,731.92 | \$ - |
| | | | | | | | | | | Monterey District Fiscal Year 23/24 Gross Receipts | Monterey District Fiscal Year 23/24 Rent to State | Monterey District Fiscal Year 23/24 Facilities Account |
| Totals | | | | | | | | | | \$ 29,265,516.49 | \$ 3,848,337.42 | \$ 160,698.63 |

North Coast Redwoods District Concessions

| Park Unit | Concession Name | Concession Operation | Contract Start Date | Contract End Date | Contract Status | Rental Terms | Fiscal Year 22/23 Gross Receipts | Fiscal Year 22/23 Rent to State | Fiscal Year 22/23 Facilities Account | Fiscal Year 23/24 Gross Receipts | Fiscal Year 23/24 Rent to State | Fiscal Year 23/24 Facilities Account |
|-----------------|----------------------|------------------------------|---------------------|-------------------|-----------------|--|----------------------------------|---------------------------------|--------------------------------------|--|---|--|
| Tolowa Dunes SP | 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. | \$ 76,132.00 | \$ 7,613.20 | \$ - | \$ 70,967.00 | \$ 7,096.70 | \$ - |
| | | | | | | | | | | North Coast Redwoods District Fiscal Year 23/24 Gross Receipts | North Coast Redwoods District Fiscal Year 23/24 Rent to State | North Coast Redwoods District Fiscal Year 23/24 Facilities Account |
| Totals | | | | | | | | | | \$ 70,967.00 | \$ 7,096.70 | \$ - |

Northern Buttes District Concessions

| Park Unit | Concession Name | Concession Operation | Contract Start Date | Contract End Date | Contract Status | Rental Terms | Fiscal Year 22/23 Gross Receipts | Fiscal Year 22/23 Rent to State | Fiscal Year 22/23 Facilities Account | Fiscal Year 23/24 Gross Receipts | Fiscal Year 23/24 Rent to State | Fiscal Year 23/24 Facilities Account |
|-----------------------------------|---|----------------------------|---------------------|-------------------|-----------------|--|----------------------------------|---------------------------------|--------------------------------------|---|--|---|
| Lake Oroville SRA | Creative Excursions | Glamping Services | 8/1/2021 | 7/31/2024 | In Term | \$500/year or 10% of gross receipts, whichever is greater. | \$ 5,581.32 | \$ 487.01 | \$ - | \$ 5,753.07 | \$ 2,153.56 | \$ - |
| Lake Oroville SRA | Feather River Center_Feather River Rowing Club (Terminated) | Water recreation activity | 10/1/2012 | 9/30/2014 | Terminated | \$600/year or 5% of gross receipts, whichever is greater. | \$ 132,967.33 | \$ 6,628.25 | \$ - | \$ 67,981.77 | \$ 3,399.09 | \$ - |
| Lake Oroville SRA | Lake Oroville LLC_Bidwell Canyon | 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 & equipment investment of \$4,200,000. | \$ 3,092,243.32 | \$ 280,251.18 | \$ - | \$ 3,433,315.12 | \$ 308,325.67 | \$ - |
| Lake Oroville SRA | Lake Oroville LLC_Lime Saddle | 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. | \$ 845,503.50 | \$ 69,853.21 | \$ - | \$ 1,333,421.74 | \$ 114,006.79 | \$ - |
| McArthur-Burney Falls Memorial SP | Recreation Resource Management (Month to Month) | Camp store and tent cabins | 6/1/2004 | 5/31/2024 | Month to Month | \$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. | \$ 1,331,602.80 | \$ 142,253.09 | \$ - | \$ 1,061,990.41 | \$ 110,466.53 | \$ - |
| Shasta SHP | Rolando Cadungon Shortys Eatery | Food and Beverage | 11/1/2019 | 10/31/2022 | Month to Month | \$5,000/year or 10% of gross receipts, whichever is greater. | \$ 67,632.67 | \$ 6,531.53 | \$ - | \$ 63,098.70 | \$ 6,309.61 | \$ - |
| | | | | | | | | | | Northern Buttes District Fiscal Year 23/24 Gross Receipts | Northern Buttes District Fiscal Year 23/24 Rent to State | Northern Buttes District Fiscal Year 23/24 Facilities Account |
| Totals | | | | | | | | | | \$ 5,965,560.81 | \$ 544,661.25 | \$ - |

Oceano Dunes District Concessions

| Park Unit | Concession Name | Concession Operation | Contract Start Date | Contract End Date | Contract Status | Rental Terms | Fiscal Year 22/23 Gross Receipts | Fiscal Year 22/23 Rent to State | Fiscal Year 22/23 Facilities Account | Fiscal Year 23/24 Gross Receipts | Fiscal Year 23/24 Rent to State | Fiscal Year 23/24 Facilities Account |
|-------------------|---|--|---------------------|----------------------|-----------------|---|----------------------------------|---------------------------------|--------------------------------------|--|---|--|
| Oceano Dunes SVRA | Arnie's ATV Rentals_Gail Marshall | Off highway vehicle rentals | 5/1/2012 | 4/30/2022 | Month to Month | \$20,000/year or 10% of gross receipts, whichever is greater. | \$ 487,422.20 | \$ 48,743.05 | \$ - | \$ 694,437.65 | \$ 69,456.05 | \$ - |
| Oceano Dunes SVRA | BJ's ATV Rentals | Off highway vehicle rentals | 5/1/2012 | 4/30/2022 | Month to Month | \$20,000/year or 10% of gross receipts, whichever is greater. | \$ 1,944,232.58 | \$ 194,422.96 | \$ - | \$ 1,559,972.65 | \$ 157,997.24 | \$ - |
| Oceano Dunes SVRA | Kautz Towing_Jacob Huitron | Kautz Towing | 9/1/2010 | 8/31/2020 | Month to Month | \$10,000/year or 5% of monthly vehicle storage and 10% of all other monthly gross receipts, whichever is greater. | \$ 16,137.50 | \$ 1,327.25 | \$ - | \$ 25,893.75 | \$ 1,867.88 | \$ - |
| Oceano Dunes SVRA | Pacific Adventure Tours | Off-highway vehicle tours | 5/1/2011 | 4/30/2021 | Month to Month | \$10,000/year or 10% of gross receipts, whichever is greater. | \$ 128,601.00 | \$ 12,863.10 | \$ - | \$ 140,914.00 | \$ 14,090.86 | \$ - |
| Oceano Dunes SVRA | Steve's ATV Rentals | Off highway vehicle rentals | 5/1/2012 | 4/30/2022 | Month to Month | \$60,000/year or 10% of gross receipts, whichever is greater. | \$ 2,972,253.32 | \$ 297,225.32 | \$ - | \$ 2,652,396.07 | \$ 265,239.62 | \$ - |
| Oceano Dunes SVRA | Sun Buggy Fun Rentals_Jordan & Associates, Inc. | Off highway vehicle rentals | 5/1/2012 | 4/30/2022 | Month to Month | \$51,000/year or 12% of gross receipts, whichever is greater. | \$ 2,079,769.10 | \$ 249,572.66 | \$ - | \$ 2,326,378.79 | \$ 279,165.46 | \$ - |
| Oceano Dunes SVRA | Yo, Banana Boy! | Vacuum pump service and retail sales | 7/1/2010 | 6/30/2020 | Month to Month | \$20,000/year or 10% of gross receipts, whichever is greater. | \$ 540,951.39 | \$ 54,095.14 | \$ - | \$ 551,823.70 | \$ 55,182.37 | \$ - |
| Pismo SB | Pacifica Companies LLC | Grover Beach Lodge/Conference facilities | 6/1/2009 | Dependent on Opening | Pending | \$240,000/year or 6% of gross receipts, whichever is greater, plus a minimum \$20,582,500 capital investment. Currently under construction. | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |
| Pismo SB | 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 is greater. | \$ 3,210,446.80 | \$ 359,707.71 | \$ - | \$ 3,507,394.74 | \$ 396,173.88 | \$ - |
| | | | | | | | | | | Oceano Dunes District Fiscal Year 23/24 Gross Receipts | Oceano Dunes District Fiscal Year 23/24 Rent to State | Oceano Dunes District Fiscal Year 23/24 Facilities Account |
| Totals | | | | | | | | | | \$ 11,459,211.35 | \$ 1,239,173.36 | \$ - |

Ocotillo Wells District Concessions

| Park Unit | Concession Name | Concession Operation | Contract Start Date | Contract End Date | Contract Status | Rental Terms | Fiscal Year 22/23 Gross Receipts | Fiscal Year 22/23 Rent to State | Fiscal Year 22/23 Facilities Account | Fiscal Year 23/24 Gross Receipts | Fiscal Year 23/24 Rent to State | Fiscal Year 23/24 Facilities Account |
|---------------------|---------------------------------|----------------------|---------------------|-------------------|-----------------|---|----------------------------------|---------------------------------|--------------------------------------|--|---|--|
| Indio Hills Palms | Covered Wagon Tours | Wagon tours | 4/1/2007 | 3/31/2017 | Month to Month | \$200/month or 5% of gross receipts, whichever is greater. | \$ 109,355.00 | \$ 10,935.50 | \$ - | \$ 107,666.00 | \$ 10,766.50 | \$ - |
| Ocotillo Wells SVRA | LUV-2-CAMP LLC (Month to Month) | Camp trailer rentals | 12/1/2018 | 11/30/2023 | Month to Month | \$5,000.00 annually or 10% of gross receipts, whichever is greater. | \$ 172,071.00 | \$ 2,400.00 | \$ - | \$ 281,653.00 | \$ 13,159.20 | \$ - |
| | | | | | | | | | | Ocotillo Wells District Fiscal Year 23/24 Gross Receipts | Ocotillo Wells District Fiscal Year 23/24 Rent to State | Ocotillo Wells District Fiscal Year 23/24 Facilities Account |
| Totals | | | | | | | | | | \$ 389,319.00 | \$ 23,925.70 | \$ - |

Orange Coast District Concessions

| Park Unit | Concession Name | Concession Operation | Contract Start Date | Contract End Date | Contract Status | Rental Terms | Fiscal Year 22/23 Gross Receipts | Fiscal Year 22/23 Rent to State | Fiscal Year 22/23 Facilities Account | Fiscal Year 23/24 Gross Receipts | Fiscal Year 23/24 Rent to State | Fiscal Year 23/24 Facilities Account |
|-----------------|----------------------------------|---|---------------------|-------------------|-----------------|--|----------------------------------|---------------------------------|--------------------------------------|----------------------------------|---------------------------------|--------------------------------------|
| Bolsa Chica SB | The Pkjt Concessions LLC Sealegs | Food and beverage beach stands | 5/1/2016 | 4/30/2021 | Month to Month | \$140,000/year or 9% of gross receipts, whichever is greater. | \$ 2,743,434.76 | \$ 246,803.96 | \$ 62,092.77 | \$ 2,509,712.37 | \$ 226,068.26 | \$ 18,450.19 |
| Crystal Cove SP | Crystal Cove Management Company | 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. | \$ 18,331,943.99 | \$ 384,971.40 | \$ 1,014,913.15 | \$ 20,313,087.43 | \$ 426,574.83 | \$ 937,211.60 |
| Doheny SB | Guest Services Management LLC | Beach Stand and Catering | 7/1/2022 | 12/31/2031 | In Term | \$125,000/year or 5% of gross receipts, whichever is greater. | \$ 1,061,746.25 | \$ 53,087.29 | \$ - | \$ 1,894,224.00 | \$ 45,732.54 | \$ 54,813.66 |
| Huntington SB | The Pkjt Concessions LLC | Food and beverage beach stands | 3/1/2022 | 2/28/2032 | In Term | \$275,000/year or 10% of annual gross receipts, whichever is greater. | \$ 2,918,411.84 | \$ - | \$ 74,337.05 | \$ 2,798,771.55 | \$ 172,645.57 | \$ 38,456.10 |
| San Clemente SB | The Holidays | RV trailer rentals | 9/1/2015 | 8/31/2017 | Month to Month | \$500/year or 10% of gross receipts, whichever is greater. | \$ 201,034.00 | \$ 27,511.49 | \$ - | \$ 200,272.00 | \$ 32,241.80 | \$ - |

Orange Coast District Concessions Continued

| | | | | | | | | | | | | |
|---------------------|----------------|--------------------------|-----------|-----------|----------------|--|---------------|--------------|------|--|---|--|
| Multiple Park Units | LUV-2-CAMP LLC | Camp trailer rentals (5) | 4/1/2013 | 3/31/2023 | Month to Month | \$3,000/year or 10% of gross receipts, whichever is greater. State's option to extend an additional 5 years to 2023. Rent includes Bolsa Chica SB, Crystal Cove SP, Doheny SB, San Clemente SB, San Onofre SB. | \$ 211,625.00 | \$ 21,096.10 | \$ - | \$ 229,958.00 | \$ 23,091.20 | \$ - |
| Multiple Park Units | The Holidays | Trailer Delivery (5) | 11/1/2021 | 3/31/2023 | Month to Month | \$3,000/year or 10% of gross receipts, whichever is greater. Minimum annual rent includes Bolsa Chica SB, Crystal Cove SP, Doheny SB, San Clemente SB and San Onofre SB. | \$ 59,125.00 | \$ 6,101.50 | \$ - | \$ 53,955.00 | \$ 8,573.00 | \$ - |
| | | | | | | | | | | Orange Coast District Fiscal Year 23/24 Gross Receipts | Orange Coast District Fiscal Year 23/24 Rent to State | Orange Coast District Fiscal Year 23/24 Facilities Account |
| Totals | | | | | | | | | | \$ 27,999,980.35 | \$ 934,927.20 | \$ 1,048,931.55 |

San Diego Coast District Concessions

| Park Unit | Concession Name | Concession Operation | Contract Start Date | Contract End D | Contract Status | Rental Terms | Fiscal Year 22/23 Gross Receipts | Fiscal Year 22/23 Rent to State | Fiscal Year 22/23 Facilities Account | Fiscal Year 23/24 Gross Receipts | Fiscal Year 23/24 Rent to State | Fiscal Year 23/24 Facilities Account |
|------------------------|--|--------------------------------------|---------------------|----------------|-----------------|---|----------------------------------|---------------------------------|--------------------------------------|----------------------------------|---------------------------------|--------------------------------------|
| Carlsbad SB | 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. | \$ 123,595.00 | \$ 12,341.50 | \$ - | \$ 125,898.00 | \$ 12,668.58 | \$ - |
| Carlsbad SB | So Cal Surf Lessons_Frazee Beach | Frazee Beach surf lessons | 6/1/2009 | 5/31/2019 | Month to Month | \$200/year or 12% of gross receipts whichever is greater June-August; 12% gross receipts remainder of year. | \$ - | \$ 644.40 | \$ - | \$ - | \$ 734.35 | \$ - |
| Carlsbad SB | So Cal Surf Lessons_North of Tierra Mar | North of Tierra Mar surf lessons | 7/1/2010 | 6/30/2020 | Month to Month | \$200/month or 12% of gross receipts whichever is greater June-August; 12% of gross receipts remainder of year. | \$ 50,707.00 | \$ 6,084.85 | \$ - | \$ 38,051.00 | \$ 4,566.12 | \$ - |
| Old Town San Diego SHP | 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. | \$ 1,577,236.78 | \$ 236,585.57 | \$ - | \$ 1,627,644.05 | \$ 243,914.87 | \$ - |
| Old Town San Diego SHP | Cygnat 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. | \$ 1,076,480.21 | \$ 32,294.41 | \$ - | \$ 1,445,709.27 | \$ 66,376.99 | \$ - |
| Old Town San Diego SHP | El Centro 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. | \$ 1,801,307.23 | \$ 211,056.87 | \$ 27,021.60 | \$ 1,833,953.89 | \$ 214,974.48 | \$ - |
| Old Town San Diego SHP | 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. | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |
| Old Town San Diego SHP | Gum Saan_Patrick and Dana Dugan (Month to Month) | Oriental Import Specialty Retail | 12/1/2013 | 11/30/2023 | Month to Month | \$12,000/year or 10% of gross receipts, whichever is greater. | \$ 603,858.80 | \$ 60,085.86 | \$ - | \$ 544,390.38 | \$ 54,438.93 | \$ - |
| Old Town San Diego SHP | Kosay Kumeyaay Market_Ana Gloria Rodriguez & Stanley R. Rodriguez (Month to Month) | Food/Beverage, Retail | 8/1/2020 | 7/31/2023 | Month to Month | \$50/month or 1% of gross receipts, whichever is greater. Year 2+: \$100/month or 1% of gross receipts. | \$ 16,431.75 | \$ 1,107.08 | \$ - | \$ 12,212.51 | \$ 1,205.05 | \$ - |
| Old Town San Diego SHP | Miners Gems and Minerals_Dana and Patrick Dugan | La Casa de Pedrorrena Gem Retail | 12/1/2011 | 11/30/2021 | Month to Month | \$24,000/year or 10.5% of gross receipts, whichever is greater. | \$ 1,130,650.55 | \$ 117,668.26 | \$ - | \$ 917,230.77 | \$ 106,181.52 | \$ - |
| Old Town San Diego SHP | 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. | \$ 23,917,621.49 | \$ 2,064,609.04 | \$ - | \$ 23,774,762.94 | \$ 2,049,882.76 | \$ - |
| Old Town San Diego SHP | 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. | \$ 801,154.49 | \$ 32,190.59 | \$ - | \$ 748,798.35 | \$ 29,951.94 | \$ - |
| Old Town San Diego SHP | Rust General Store_Antionette Fisher | Rust General Store | 9/1/2011 | 8/31/2021 | Month to Month | \$18,000/year or 10% of gross receipts, whichever is greater. | \$ 398,926.51 | \$ 39,919.65 | \$ - | \$ 364,522.92 | \$ 36,451.77 | \$ - |
| Old Town San Diego SHP | The Johnson House_Toler Inc | Johnson House historic retail | 8/1/2011 | 7/31/2021 | Month to Month | \$10,800/year or 8% of gross receipts, whichever is greater. | \$ 224,191.32 | \$ 17,935.30 | \$ - | \$ 240,646.81 | \$ 19,251.74 | \$ - |

| San Diego Coast District Concessions Continued | | | | | | | | | | | | |
|--|--|--|-----------|------------|----------------|---|-----------------|-----------------|--------------|---|--|---|
| Old Town San Diego SHP | Tinsmith Old Town Inc (Terminated) | US House tin ware sales | 2/1/2014 | 1/31/2024 | Terminated | \$24,000/year or 11% of gross receipts, whichever is greater. | \$ 162,815.00 | \$ 22,829.12 | \$ - | \$ 122,563.00 | \$ 18,649.86 | \$ - |
| Old Town San Diego SHP | 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. | \$ 960,639.56 | \$ 96,063.42 | \$ - | \$ 771,467.24 | \$ 75,679.95 | \$ - |
| Old Town San Diego SHP | Toler's Leather Depot Toler Inc | Toler's Leather Depot | 8/1/2011 | 7/31/2021 | Month to Month | \$12,000/year or 10% of gross receipts, whichever is greater. | \$ 334,642.55 | \$ 33,464.26 | \$ - | \$ 393,347.11 | \$ 39,334.83 | \$ - |
| Old Town San Diego SHP | Wallach & Goldman Square_Ana Salcedo | 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. | \$ 2,001,499.00 | \$ 239,187.89 | \$ 37,823.15 | \$ 1,579,456.00 | \$ 195,533.40 | \$ - |
| San Elijo SB | Brevie LLC | Firewood Sales | 2/1/2024 | 2/1/2025 | In Term | \$2,000 annually or 10% percent of gross receipts, whichever sum is greater. | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |
| San Elijo SB | Stroller Strides | Fitness walks | 9/1/2016 | 8/31/2021 | Month to Month | \$500 annually or 8% of gross sales, whichever is greater. | \$ 5,556.78 | \$ 949.78 | \$ - | \$ 7,175.16 | \$ 576.02 | \$ - |
| Silver Strand SB | Safiros Sanitation_Jaime Garcia, Jr. | Mobile recreation vehicle pump services | 8/29/2014 | 8/28/2015 | Month to Month | \$500/year or 10% of gross receipts, whichever is greater. | \$ - | \$ 1,612.00 | \$ - | \$ 16,080.00 | \$ 1,630.30 | \$ - |
| South Carlsbad SB | World Wave Expeditions | Campstore | 6/1/2020 | 5/31/2033 | In Term | \$116,400.00 Annually or 15% of gross receipts, whichever is greater. | \$ 1,799,835.14 | \$ 271,042.84 | \$ 53,008.55 | \$ 1,968,184.83 | \$ 306,019.37 | \$ - |
| Torrey Pines SB | Brats Berlin (Terminated) | Mobile food truck | 9/1/2015 | 8/31/2017 | Terminated | \$1,200/year or 10% of gross receipts, whichever is greater. | \$ 25,229.19 | \$ 2,522.92 | \$ - | \$ 28,982.19 | \$ 2,898.22 | \$ - |
| Multiple Park Units | Albert's RV Rental (Terminated) | Camp trailer rentals (3) | 1/1/2012 | 12/31/2016 | Terminated | \$2,000/year or 10% of gross receipts, whichever is greater. | \$ 5,739.00 | \$ 573.90 | \$ - | \$ 4,933.00 | \$ 493.30 | \$ - |
| Multiple Park Units | LAZ Parking California LLC | Parking lot management (6) | 11/1/2011 | 10/31/2024 | In Term | \$1,680,000/year commencing contract year 2, or 80% of fee collections, whichever is greater. Minimum Annual Rent includes Cardiff SB, Carlsbad SB, South Carlsbad SB, San Elijo SB, Silver Strand SB and Torrey Pines SB. Amendment approved to extend agreement through 2024. | \$ 6,277,422.22 | \$ 4,840,750.90 | \$ - | \$ 7,209,441.72 | \$ 6,110,866.48 | \$ - |
| Multiple Park Units | LUV-2-CAMP LLC | Camp trailer rentals (3) | 2/1/2012 | 1/31/2017 | Month to Month | \$2,000/year or 10% of gross receipts, whichever is greater. Rent includes San Elijo SB, Silver Strand SB, South Carlsbad SB. | \$ 226,417.00 | \$ 40,767.90 | \$ - | \$ 255,364.00 | \$ 25,626.68 | \$ - |
| Multiple Park Units | MLG Enterprises RV Rental LLC | Camp trailer rentals (3) | 2/1/2013 | 1/31/2015 | Month to Month | \$2,000/year or 10% of gross receipts, whichever is greater. Rent includes San Elijo SB, Silver Strand SB, South Carlsbad SB. | \$ 201,216.00 | \$ 20,131.60 | \$ - | \$ 226,035.00 | \$ 22,603.30 | \$ - |
| Multiple Park Units | Jones and Van Ausdal, LLC dba The Holidays | Camp trailer rentals (3) | 7/1/2022 | 8/1/2022 | Month to Month | \$2,000/year or 10% of gross receipts, whichever is greater. Rent includes San Elijo SB, Silver Strand SB, South Carlsbad SB. | \$ 19,045.50 | \$ 1,954.50 | \$ - | \$ 34,525.00 | \$ 3,453.00 | \$ - |
| Totals | | | | | | | | | | San Diego Coast District Fiscal Year 23/24 Gross Receipts | San Diego Coast District Fiscal Year 23/24 Rent to State | San Diego Coast District Fiscal Year 23/24 Facilities Account |
| | | | | | | | | | | \$ 44,291,375.14 | \$ 9,643,963.81 | \$ - |

San Luis Obispo District Concessions

| Park Unit | Concession Name | Concession Operation | Contract Start Date | Contract End Date | Contract Status | Rental Terms | Fiscal Year 22/23 Gross Receipts | Fiscal Year 22/23 Rent to State | Fiscal Year 22/23 Facilities Account | Fiscal Year 23/24 Gross Receipts | Fiscal Year 23/24 Rent to State | Fiscal Year 23/24 Facilities Account |
|-----------------------|---|--|---------------------|-------------------|-----------------|---|----------------------------------|---------------------------------|--------------------------------------|---|--|---|
| Hearst San Simeon SHM | ARAMARK Sports & Entertainment (Month to Month) | Restaurant, catering & retail services | 4/1/2004 | 3/31/2024 | Month to Month | \$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. | \$ 3,695,903.60 | \$ 1,161,240.25 | \$ - | \$ 3,621,569.01 | \$ 1,122,158.81 | \$ - |
| Hearst San Simeon SHM | Destinations Cinema Inc | Hearst Castle Theater | 11/1/2016 | 10/31/2029 | In Term | \$400,000/year or 14% of gross receipts whichever is greater, and 2% of gross receipts for facility maintenance. | \$ 1,997,702.15 | \$ 259,360.03 | \$ - | \$ 1,902,112.43 | \$ 246,972.42 | \$ - |
| Hearst San Simeon SHM | Hearst Ranch Beef_Hearst Holdings | Hearst Ranch beef sales | 5/1/2007 | 4/30/2009 | 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. | \$ 51,495.03 | \$ 2,769.53 | \$ - | \$ 18,136.14 | \$ 1,224.94 | \$ - |
| Morro Bay SP | Associated Pacific Constructors | Morro Bay Marina and Café | 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. | \$ 2,171,643.49 | \$ 149,915.06 | \$ - | \$ 2,314,374.40 | \$ 159,906.21 | \$ - |
| Multiple Park Units | RV Rentals on the Central Coast | Trailer Rental Service (4) | 8/1/2022 | 7/31/2025 | In Term | \$1,000/year or 10% of gross receipts, whichever is greater. Park units include Hearst San Simeon SP, Montana de Oro SP, Morro Bay SP, Morro Strand SB. | \$ 33,260.00 | \$ 3,326.00 | \$ - | \$ 45,395.00 | \$ 5,349.50 | \$ - |
| | | | | | | | | | | San Luis Obispo District Fiscal Year 23/24 Gross Receipts | San Luis Obispo District Fiscal Year 23/24 Rent to State | San Luis Obispo District Fiscal Year 23/24 Facilities Account |
| Totals | | | | | | | | | | \$ 7,901,586.98 | \$ 1,535,611.88 | \$ - |

Santa Cruz District Concessions

| Park Unit | Concession Name | Concession Operation | Contract Start Date | Contract End Date | Contract Status | Rental Terms | Fiscal Year 22/23 Gross Receipts | Fiscal Year 22/23 Rent to State | Fiscal Year 22/23 Facilities Account | Fiscal Year 23/24 Gross Receipts | Fiscal Year 23/24 Rent to State | Fiscal Year 23/24 Facilities Account |
|--------------------------------|-----------------------------------|---------------------------------------|---------------------|-------------------|-----------------|---|----------------------------------|---------------------------------|--------------------------------------|--|---|--|
| Big Basin Redwoods SP | Urban Park Concessionaires | Tent cabins, campground, retail sales | 11/1/2019 | 10/31/2039 | Non-Operational | \$425,000/year or 16% of gross receipts, whichever is greater; plus a minimum of \$1,500,000 in facility improvements. | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |
| Henry Cowell Redwoods SP | 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. | \$ 730,580.28 | \$ 62,948.30 | \$ - | \$ 934,762.14 | \$ 86,400.26 | \$ - |
| Lighthouse Field SB | Steamer Lane Supply Company LLC | 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. | \$ 1,272,661.79 | \$ 25,453.28 | \$ 38,179.91 | \$ 1,774,583.77 | \$ 29,491.65 | \$ - |
| Manresa SB | 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. | \$ 271,912.00 | \$ 32,563.60 | \$ - | \$ 34,650.00 | \$ 4,158.00 | \$ - |
| Pigeon Point Light Station SHP | American Youth Hostel Association | Hostel lodging | 9/1/2014 | 8/31/2016 | Month to Month | \$1,000/year or 2.5% of gross receipts, whichever is greater. | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |
| | | | | | | | | | | Santa Cruz District Fiscal Year 23/24 Gross Receipts | Santa Cruz District Fiscal Year 23/24 Rent to State | Santa Cruz District Fiscal Year 23/24 Facilities Account |
| Totals | | | | | | | | | | \$ 2,743,995.91 | \$ 120,049.91 | \$ - |

Sierra District Concessions

| Park Unit | Concession Name | Concession Operation | Contract Start Date | Contract End D | Contract Status | Rental Terms | Fiscal Year 22/23 Gross Receipts | Fiscal Year 22/23 Rent to State | Fiscal Year 22/23 Facilities Account | Fiscal Year 23/24 Gross Receipts | Fiscal Year 23/24 Rent to State | Fiscal Year 23/24 Facilities Account |
|----------------------------|---|---------------------------------------|---------------------|----------------|-------------------|--|-------------------------------------|------------------------------------|---|---|--|---|
| Donner Memorial SP | Donner Lake Watersports | Watercraft and beach rentals | 6/1/2019 | 5/31/2029 | In Term | \$45,000.00 annually or 18% of gross receipts, whichever is greater. Contract includes State's option to extend an additional 5 years to 2029. | \$ 354,205.43 | \$ 63,757.18 | \$ - | \$ 326,157.23 | \$ 58,708.30 | \$ - |
| ED Z'berg Sugar Pine SP | Trevor Larkins dba Island Dreams, Inc. Westshore Sports | Aquatic equipment rentals | 4/1/2018 | 3/31/2028 | In Term | \$5,000/year or 12% of gross receipts, whichever is greater. Contract includes State's option to extend an additional 5 years to 2028. | \$ 5,008.02 | \$ 600.96 | \$ - | \$ 61,986.45 | \$ 9,207.10 | \$ - |
| Emerald Bay SP | 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. | \$ 481,603.00 | \$ 69,740.00 | \$ - | \$ 465,021.00 | \$ 67,253.10 | \$ - |
| Kings Beach SRA | North Tahoe Watersports Inc | Watercraft rentals and services | 6/1/2019 | 5/31/2029 | In Term | \$105,000.00 annually or 25% of gross receipts, whichever is greater. | \$ 415,598.00 | \$ 103,899.50 | \$ - | \$ 507,703.00 | \$ 126,926.00 | \$ - |
| Lake Valley SRA | American Golf Corp | Lake Tahoe golf course & restaurant | 4/1/1989 | 3/31/2009 | Month to Month | \$15,000/month April-September and \$3,000/month October-March 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. | \$ 3,607,592.31 | \$ 649,402.60 | \$ - | \$ 4,124,240.62 | \$ 767,569.04 | \$ - |
| Mono Lake Tufa SNR | Caldera Kayaks | Kayak tours | 10/1/2018 | 9/30/2028 | In Term | \$300.00 Annually or 7% of gross receipts, whichever is greater. | \$ 18,555.00 | \$ 1,298.85 | \$ - | \$ 28,595.00 | \$ 2,001.45 | \$ - |
| Mono Lake Tufa SNR | Mono Lake Committee | Kayak and canoe tours | 2/1/2019 | 1/31/2029 | In Term | 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. | \$ 3,350.00 | \$ 1,269.45 | \$ - | \$ 20,662.50 | \$ 1,446.38 | \$ - |
| Tahoe SRA | 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. | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |
| Multiple Park Units | Tahoe Adventure Company | Hiking, biking, multi sport tours (6) | 6/1/2019 | 5/31/2029 | In Term | \$83.33 Monthly or 10% of gross receipts, whichever is greater. Minimum Annual Rent includes Burton Creek SP, D.L. Bliss SP, Donner Memorial SP, Ed Z'berg Sugar Pine Point SP, Emerald Bay SP and Kings Beach SRA. Contract extended during FY 23-24. | \$ - | \$ 2,274.50 | \$ - | \$ 11,365.00 | \$ 1,371.16 | \$ - |
| Totals | | | | | | | | | | Sierra District Fiscal Year 23/24 Gross Receipts | Sierra District Fiscal Year 23/24 Rent to State | Sierra District Fiscal Year 23/24 Facilities Account |
| | | | | | | | | | | \$ 5,545,730.80 | \$ 1,034,482.53 | \$ - |

Sonoma Mendocino District Concessions

| Park Unit | Concession Name | Concession Operation | Contract Start Date | Contract End Date | Contract Status | Rental Terms | Fiscal Year 22/23 Gross Receipts | Fiscal Year 22/23 Rent to State | Fiscal Year 22/23 Facilities Account | Fiscal Year 23/24 Gross Receipts | Fiscal Year 23/24 Rent to State | Fiscal Year 23/24 Facilities Account |
|----------------------------------|--|--|---------------------|-------------------|-----------------|--|----------------------------------|---------------------------------|--------------------------------------|--|---|--|
| MacKerricher SP | Pacific Environmental Education Center | Environmental education program | 8/1/2014 | 7/31/2024 | 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. | \$ 136,120.00 | \$ 3,613.96 | \$ 3,299.30 | \$ 90,610.00 | \$ 4,530.50 | \$ - |
| MacKerricher SP | Ricochet Ridge Ranch | Guided horseback tours | 9/1/2020 | 8/31/2025 | In Term | \$8,000/year or 6.5% of gross receipts, whichever is greater. Contract includes State's option to extend an additional 5 years to 2030. | \$ 158,545.00 | \$ 10,305.40 | \$ - | \$ 170,835.00 | \$ 10,583.80 | \$ - |
| Point Cabrillo Light Station SHP | 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. | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |
| Van Damme SP | 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. | \$ 72,160.00 | \$ 8,659.20 | \$ - | \$ 70,480.00 | \$ 8,457.60 | \$ - |
| | | | | | | | | | | Sonoma-Mendocino Coast District Fiscal Year 23/24 Gross Receipts | Sonoma-Mendocino Coast District Fiscal Year 23/24 Rent to State | Sonoma-Mendocino Coast District Fiscal Year 23/24 Facilities Account |
| Totals | | | | | | | | | | \$ 331,925.00 | \$ 23,571.90 | \$ - |

Statewide Concessions

| Park Unit | Concession Name | Concession Operation | Contract Start Date | Contract End Date | Contract Status | Rental Terms | Fiscal Year 22/23 Gross Receipts | Fiscal Year 22/23 Rent to State | Fiscal Year 22/23 Facilities Account | Fiscal Year 23/24 Gross Receipts | Fiscal Year 23/24 Rent to State | Fiscal Year 23/24 Facilities Account |
|-----------|------------------------------------|---|---------------------|-------------------|-----------------|--|----------------------------------|---------------------------------|--------------------------------------|---|--|---|
| Statewide | AccessParks, LLC (New) | Wi-Fi Broadband Internet Services | 7/1/2023 | 6/30/2033 | In Term- New | One dollar (\$1) per month or eight percent (8%) of monthly gross receipts, whichever is greater, plus two percent (2%) of monthly gross receipts deposited into a Facility Improvement and IT Services Account (FIISA). | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |
| 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. | \$ 5,743,111.11 | \$ 4,923,829.80 | \$ - | \$ 5,514,507.99 | \$ 4,722,819.48 | \$ - |
| Statewide | Recreational Equipment, Inc. (REI) | Outdoor education and recreation | 11/1/2017 | 10/31/2027 | In Term | \$10,000/year or 10% of gross receipts, whichever is greater. Contract includes State's option to extend an additional 5 years to 2027. | \$ 285,647.00 | \$ 18,374.70 | \$ - | \$ 204,573.82 | \$ 16,815.38 | \$ - |
| Statewide | Sani Star, LLC | Automated RV dump fee collection system | 4/1/2018 | 3/31/2021 | Month to Month | \$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. | \$ 438,173.14 | \$ 127,564.59 | \$ - | \$ 439,539.98 | \$ 125,862.00 | \$ - |
| | | | | | | | | | | Statewide Agreements Fiscal Year 23/24 Gross Receipts | Statewide Agreements Fiscal Year 23/24 Rent to State | Statewide Agreements Fiscal Year 23/24 Facilities Account |
| Totals | | | | | | | | | | \$ 6,158,621.79 | \$ 4,865,496.86 | \$ - |

| Concessions Program Fiscal Year 23/24 Gross Receipts Totals | Concessions Program Fiscal Year 23/24 Rent to State Totals | Concessions Program Fiscal Year 23/24 Facilities Account Totals |
|---|--|---|
| \$ 180,377,785.24 | \$ 26,684,553.86 | \$ 1,492,493.52 |

Section C – Concession Agreement Changes

Section C summarizes changes to concession program agreements during FY 2023-24. This section lists new agreements, agreements that went on month-to-month, amended agreements, agreements that became non-operational, and agreements that were terminated. The Department executed seven new or renewed contracts during the reporting period, some with operations in multiple park units.



RRM-CLM Services, LLC DBA Vista Recreation Angel Island Co.

Section C- Concessions Agreement Changes

Concessions Agreement Changes Fiscal Year 2023-2024

| District | Park Unit | Concession Name | Concession Operation | Contract Start Date | Contract End Date | Contract Status | Rental Terms |
|--------------------------|-----------------------------------|---|---|---------------------|-------------------|-----------------|--|
| Bay Area District | Angel Island SP | Alcatraz Cruises LLC DBA Alcatraz City Cruises (New) | Alcatraz/Angel Island tours & ferry service | 2/1/2024 | 10/31/2034 | In Term- New | Minimum Annual Rent of seventy-five thousand dollars (\$75,000) or 10% of monthly gross for years 2023-2025, or 15% of monthly gross receipts for years 2026-2034 whichever sum is greater. |
| Bay Area District | Angel Island SP | RRM-CLM Services, LLC DBA Vista Recreation-Angel Island Co. (New) | Café and tours | 1/1/2024 | 12/31/2026 | In Term- New | 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. |
| Bay Area District | Angel Island SP | Urban Park Concessionaires (Terminated) | Café and tours | 9/1/1989 | 1/1/2024 | Terminated | 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. |
| Central Valley District | Columbia SHP | Jack Douglas Saloon_Denise Favela (Non-Operational) | Jack Douglas Saloon | 3/1/2017 | 2/28/2027 | Non-Operational | \$13,000/year or 6% of gross receipts up to \$226,000, plus 7% over \$226,000, whichever is greater. |
| Central Valley District | Columbia SHP | Quartz Mountain Stage Line_Tom Fraser (Terminated) | Stagecoach rides and equestrian tours | 7/1/2014 | 3/31/2015 | Terminated | \$8,500/year or 5% of monthly gross receipts, whichever is greater. |
| Diablo Range District | Fremont Peak SP | Fremont Peak Observatory Association (New) | Observatory | 12/1/2023 | 11/30/2028 | In Term- New | \$134 annually or 10% of gross receipts whichever sum is greater. |
| Gold Fields District | Folsom Lake SRA | Granite Bay Food Service - Anchored Eats Snack Bar (New) | Food service | 5/1/2023 | 4/30/2028 | In Term- New | 4,800/year or 10% of gross receipts, whichever sum is greater. |
| Gold Fields District | Marshall Gold Discovery SHP | Cobblestone, Inc. dba Coloma Resort (Terminated) | Refreshment service | 3/1/2011 | 2/28/2021 | Terminated | \$2,400/year or 10% of gross receipts, whichever is greater. |
| Gold Fields District | Marshall Gold Discovery SHP | Argonaut Refreshment Saloon (New) | Refreshment service | 6/1/2024 | 5/31/2029 | In Term- New | \$8,000/year or 8% of GR, whichever is greater. FMIA is 2%/monthly GR. |
| Inland Empire District | Silverwood Lake SRA | Advenco LLC DBA ExploreUS (New) | Lake Silverwood Marina management | 2/1/2024 | 1/31/2025 | In Term- New | Twenty-five thousand dollars (\$25,000) or (10%) of annual gross receipts, whichever sum is greater. |
| Inland Empire District | Silverwood Lake SRA | Pyramid Enterprises Inc (Terminated) | Lake Silverwood Marina management | 3/1/1998 | 2/28/2018 | Terminated | \$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. |
| Northern Buttes District | Lake Oroville SRA | Feather River Center_Feather River Rowing Club (Terminated) | Water recreation activity | 10/1/2012 | 9/30/2014 | Terminated | \$600/year or 5% of gross receipts, whichever is greater. |
| Northern Buttes District | McArthur-Burney Falls Memorial SP | Recreation Resource Management (Month to Month) | Camp store and tent cabins | 6/1/2004 | 5/31/2024 | Month to Month | \$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. |
| Ocotillo Wells District | Ocotillo Wells SVRA | LUV-2-CAMP LLC (Month to Month) | Camp trailer rentals | 12/1/2018 | 11/20/2023 | Month to Month | \$5,000.00 annually or 10% of gross receipts, whichever is greater. |
| San Diego Coast District | Old Town San Diego SHP | Gum Saan_Patrick and Dana Dugan (Month to Month) | Oriental Import Specialty Retail | 12/1/2013 | 11/30/2023 | Month to Month | \$12,000/year or 10% of gross receipts, whichever is greater. |
| San Diego Coast District | Old Town San Diego SHP | Kosay Kumeyaay Market_Ana Gloria Rodriguez & Stanley R. Rodriguez (Month to Month) | Food/Beverage, Retail | 8/1/2020 | 7/31/2023 | Month to Month | \$50/month or 1% of gross receipts, whichever is greater. Year 2+: \$100/month or 1% of gross receipts. |
| San Diego Coast District | Old Town San Diego SHP | Tinsmith Old Town Inc (Terminated) | US House tin ware sales | 2/1/2014 | 1/31/2024 | Terminated | \$24,000/year or 11% of gross receipts, whichever is greater. |
| San Diego Coast District | Torrey Pines SB | Brats Berlin (Terminated) | Mobile food truck | 9/1/2015 | 8/31/2017 | Terminated | \$1,200/year or 10% of gross receipts, whichever is greater. |
| San Diego Coast District | Multiple Park Units | Albert's RV Rental (Terminated) | Camp trailer rentals (3) | 1/1/2012 | 12/31/2016 | Terminated | \$2,000/year or 10% of gross receipts, whichever is greater. |
| San Luis Obispo District | Hearst San Simeon SHM | ARAMARK Sports & Entertainment (Month to Month) | Restaurant, catering & retail services | 4/1/2004 | 3/31/2024 | Month to Month | \$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. |
| Statewide | Statewide | AccessParks, LLC (New) | Wi-Fi Broadband Internet Services | 7/1/2023 | 6/30/2033 | In Term- New | One dollar (\$1) per month or eight percent (8%) of monthly gross receipts, whichever is greater, plus two percent (2%) of monthly gross receipts deposited into a Facility Improvement and IT Services Account (FIISA). |

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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