



# CONCESSIONS ANNUAL REPORT

## FISCAL YEAR 2019-20



CRYSTAL COVE SP, Crystal Cove Conservancy

# Concessions Annual Report

Fiscal Year 2019-20

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## Director's Statement Concessions Annual Report

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

During the Fiscal Year (FY) 2019-20, California State Parks executed two new or renewed concession contracts to support visitor servicing operations. The COVID-19 Pandemic took its toll on State Parks as many Concessionaires became non-operational or terminated their agreements. The program overview reflects 199 concessions which contributed over \$18.2 million in revenue to the Department. Concession contracts operating during FY 2019-20 are listed in Section B of this report.

This report, prepared pursuant to Section §5080.21 of California Public Resources Code, presents a comprehensive picture of concession contract activity during Fiscal Year 2019-20. Questions may be directed to [concessions.program@parks.ca.gov](mailto:concessions.program@parks.ca.gov).

Armando Quintero,  
Director



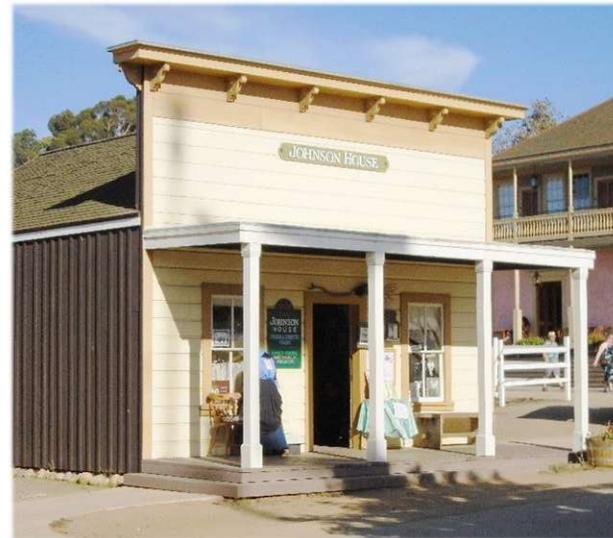
## Section A - Concession Program Summary

This section contains statistical comparisons of concession program activities during Fiscal Year 2019-20. The number of concession operations as referenced below excludes contracts which terminated or expired during the reporting period and reflect only the active contracts as of 6/30/2020. 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.



MILLERTON LAKE SRA, Millerton Marina



OLD TOWN SAN DIEGO SHP, The Johnson House

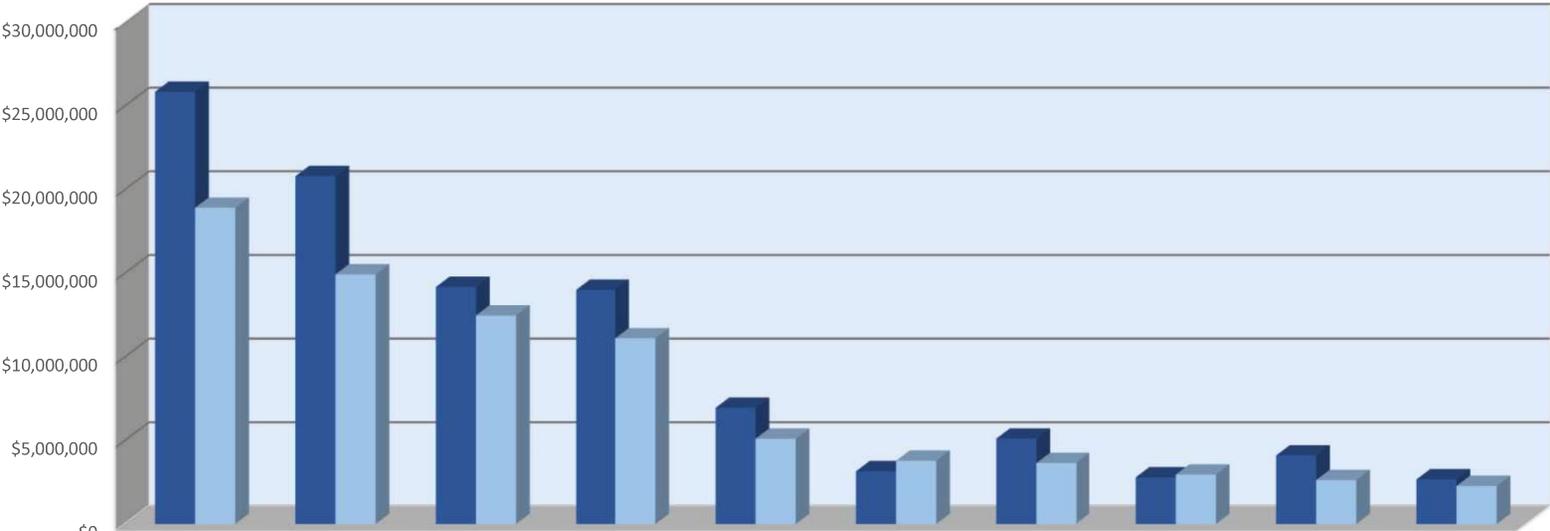
# CONCESSIONS PROGRAM SUMMARY

## FISCAL YEAR 2019-2020

District	Concession Operations	Concession Gross Receipts	Concession Rent	Concession Facility Improvements
Angeles	8	\$14,993,205	\$862,952	\$0.00
Bay Area	6	\$2,278,691	\$574,492	\$0.00
Capital	2	\$930,245	\$42,291	\$0.00
Central Valley	26	\$5,148,039	\$272,680	\$0.00
Channel Coast	9	\$695,214	\$69,794	\$0.00
Colorado Desert	2	\$139,924	\$8,178	\$0.00
Diablo Range	6	\$1,434,589	\$102,164	\$0.00
Gold Fields	19	\$3,544,031	\$719,459	\$0.00
Inland Empire	2	\$1,244,143	\$110,280	\$0.00
Monterey	6	\$24,373,278	\$2,664,292	\$0.00
North Coast Redwoods	1	\$39,262	\$3,926	\$0.00
Northern Buttes	7	\$5,221,291	\$484,886	\$0.00
Oceano Dunes	10	\$9,650,465	\$1,031,986	\$0.00
Ocotillo Wells	2	\$174,482	\$11,008	\$0.00

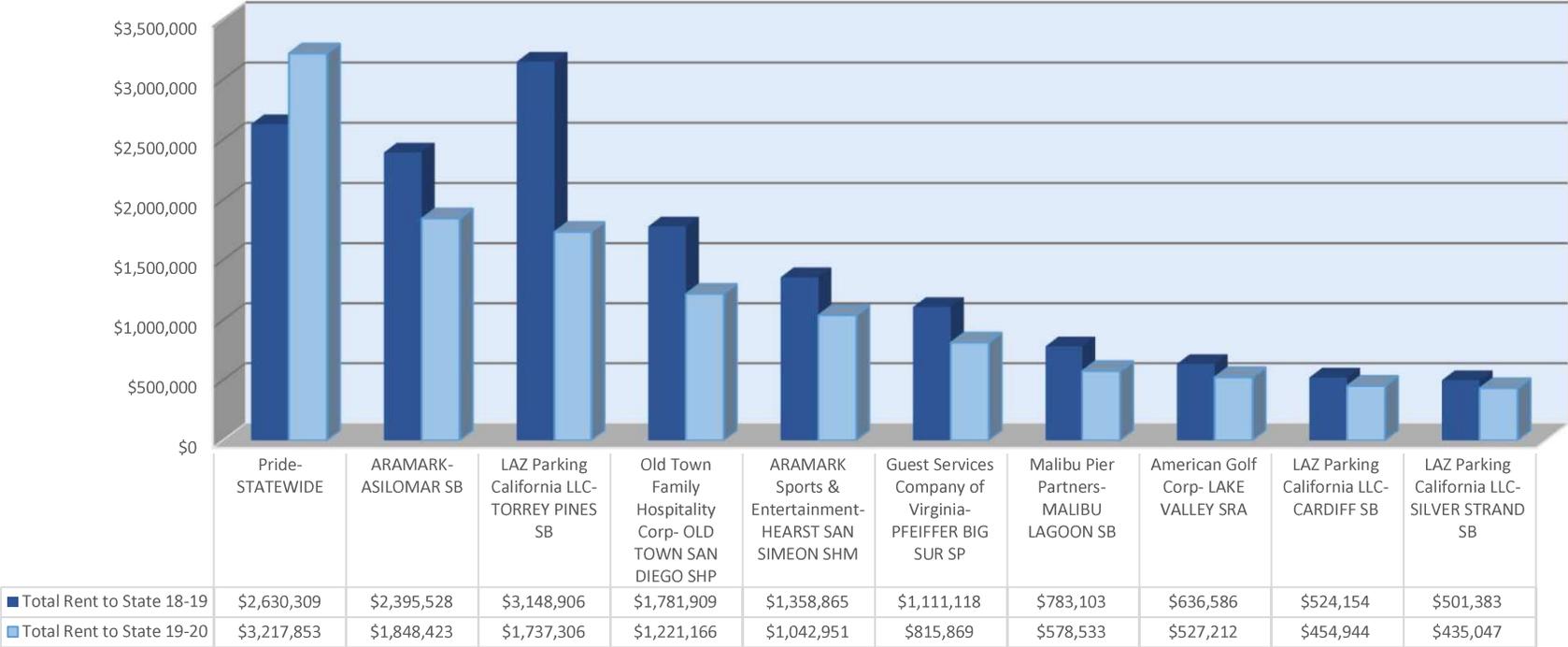
Orange Coast	11	\$14,397,980	\$481,437	\$0.00
San Diego Coast	47	\$26,305,456	\$5,060,426	\$0.00
San Luis Obispo	8	\$7,058,069	\$1,378,568	\$0.00
Santa Cruz	5	\$3,161,034	\$301,313	\$0.00
Sierra	14	\$3,556,413	\$769,226	\$0.00
Sonoma Mendocino Coast	5	\$227,704	\$13,940	\$0.00
Statewide	3	\$4,007,677	\$3,253,410	\$0.00
<b>GRAND TOTAL</b>	<b>199</b>	<b>\$128,581,192</b>	<b>\$18,216,708</b>	<b>\$0</b>

**MAJOR CONCESSION CONTRACTS FISCAL YEARS  
2018/19 AND 2019/20 GROSS RECEIPTS**

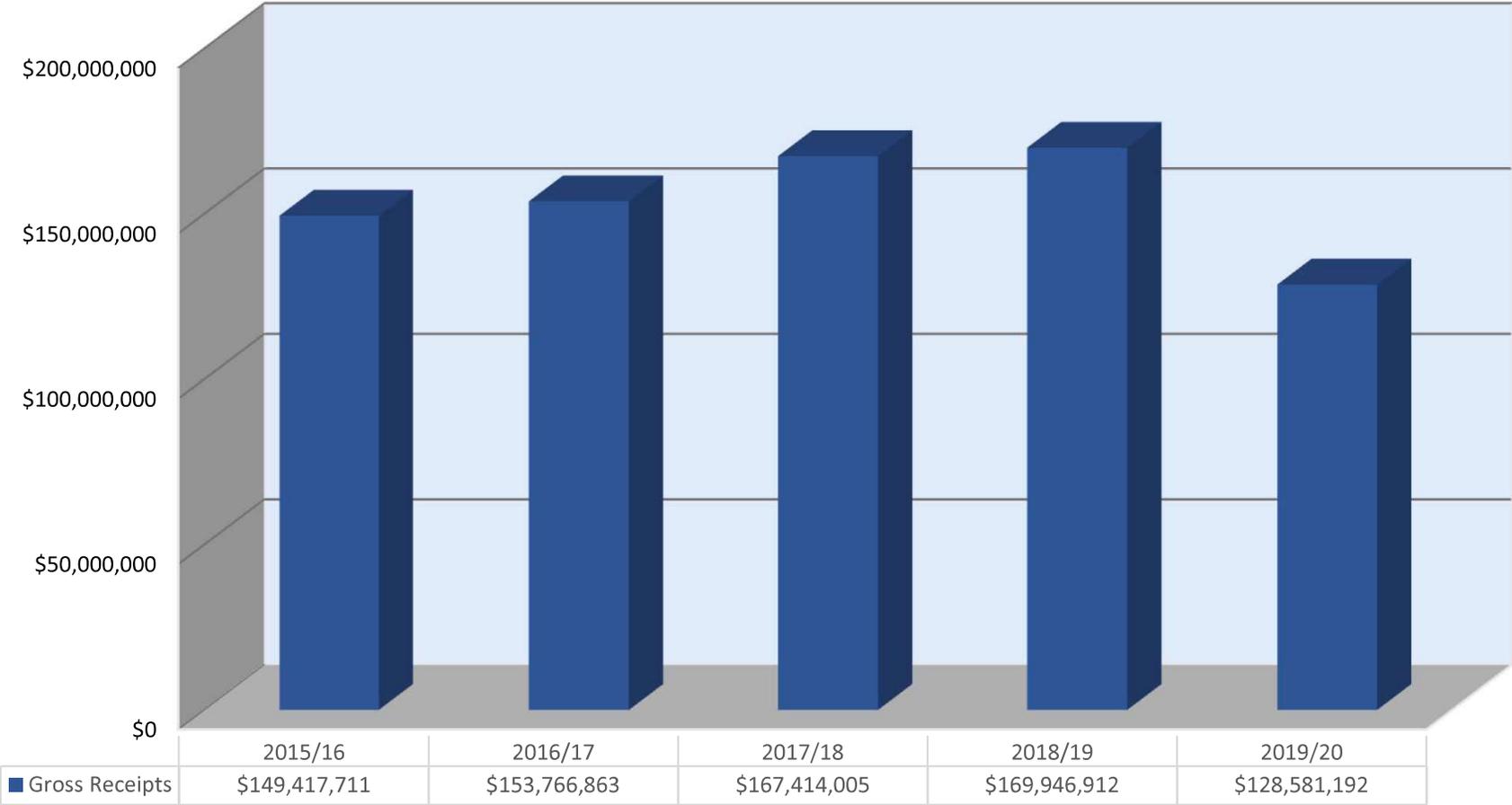


■ Total Gross Receipts for 18-19	\$25,838,160	\$20,792,108	\$14,168,527	\$14,001,203	\$6,944,490	\$3,153,844	\$5,105,921	\$2,787,956	\$4,097,278	\$2,668,914
■ Total Gross Receipts for 19-20	\$18,906,108	\$14,925,213	\$12,464,437	\$11,102,427	\$5,097,935	\$3,783,197	\$3,646,435	\$2,954,657	\$2,627,562	\$2,280,393

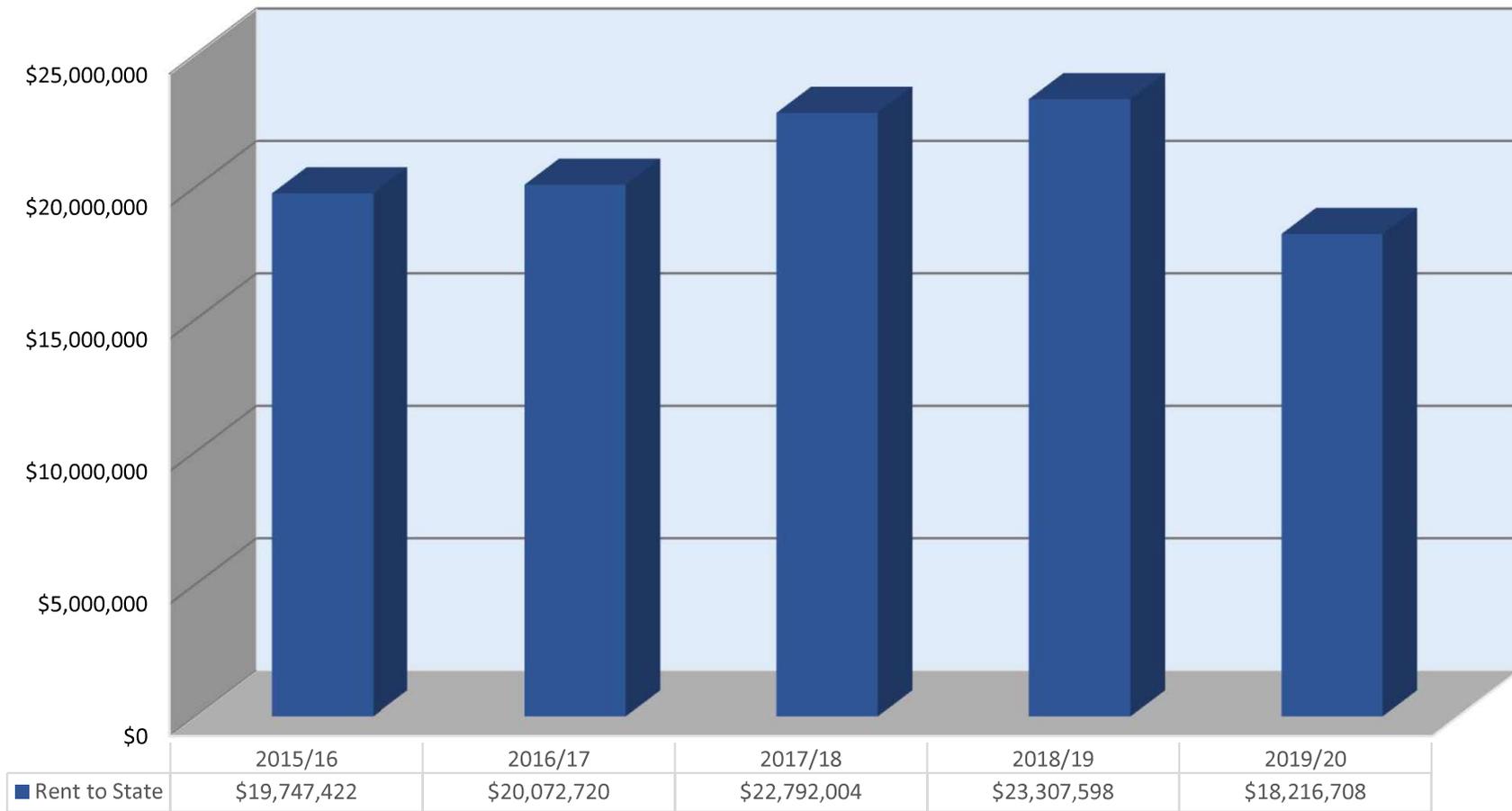
**MAJOR CONCESSION CONTRACTS FISCAL YEARS  
2018/19 AND 2019/20 RENT PAID TO STATE**



### GROSS RECEIPTS - FIVE YEAR COMPARISON



### RENT - FIVE YEAR COMPARISON



## Section B – Concession Operations & Revenue Statement

Section B summarizes revenue, operations, and contract terms for the 199 concessions operating in California State Parks at the close of Fiscal Year 2019-20. However, the revenue\* figured reflect all concessions that operated during the reporting period. The section is organized in alphabetical order by park unit. Revenue figures include gross receipts and rental payments, and capital improvements as reported by concessionaires. Figures may include park fees/pass sales in cases where concessionaires collect these fees on behalf of State Parks. Rent may also include late payments and related penalties. Contract terms often include a provision to adjust the minimum annual rent based on the Consumer Price Index (CPI). These provisions create variations between gross receipts and rental information.

Disclaimer: Some actual minimum annual rents collected may appear lower as they are collected on a contract year basis while reporting is completed on a fiscal year basis.



FOLSOM LAKE SRA – Shadow Glen Stables

**18-19**

**19-20**

TOTAL GROSS RECEIPTS	\$169,946,912	\$128,581,192
<b>TOTAL RENT</b>	<b>\$23,307,598</b>	<b>\$18,216,708</b>
<b>TOTAL FACILITIES</b>	<b>\$2,883,010</b>	<b>\$0</b>

## CONCESSION OPERATION AND REVENUE STATEMENT

Fiscal Year 2019-20

Concessionaire Name Concession Operation	Begin Date End Date Contract Status	Rental Terms	Gross Receipts Rent to State		
<b>Park Unit: Andrew Molera SP</b>		<b>District: Monterey</b>			
Ventana Wildlife Society Wildlife sanctuary and educational programs	1/1/2007 12/31/2016 Month to Month	Develop, organize, and operate an environmental research center.	<b>FISCAL YEAR</b> <b>RECEIPTS</b> <b>RENT</b>	<b>18-19</b> \$3,569 \$0	<b>19-20</b> \$1,761 \$0
<b>Park Unit: Angel Island SP</b>		<b>District: Bay Area</b>			
Alcatraz Cruises, LLC Alcatraz/Angel Island tours & ferry service	4/1/2007 3/31/2008 Non-Operational	15% of gross receipts collected for Angel Island portion of tour, \$1.00 per bicycle, and 2% for dock maintenance, for each month of operation, plus collection of day use fees. Became non-operational in March 2020.	<b>FISCAL YEAR</b> <b>RECEIPTS</b> <b>RENT</b>	<b>18-19</b> \$557,739 \$325,377	<b>19-20</b> \$717,627 \$122,351
Angel Island-Tiburon Ferry, Inc. 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/month; and collection of day use fees.	<b>FISCAL YEAR</b> <b>RECEIPTS</b> <b>RENT</b>	<b>18-19</b> \$805,598 \$83,702	<b>19-20</b> \$698,802 \$219,235
Blue and Gold Ferry Service Ferry service from San Francisco	6/1/1999 5/31/2009 Month to Month	15% of monthly gross receipts for rent, 2% for dock maintenance, plus collection of day use fees.	<b>FISCAL YEAR</b> <b>RECEIPTS</b> <b>RENT</b>	<b>18-19</b> \$1,068,048 \$332,880	<b>19-20</b> \$482,746 \$182,121
Urban Park Concessionaires Café and tours	9/1/1989 8/31/2009 Month to Month	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.	<b>FISCAL YEAR</b> <b>RECEIPTS</b> <b>RENT</b>	<b>18-19</b> \$2,216,689 \$177,973	<b>19-20</b> \$367,471 \$48,459
<b>Park Unit: Anza-Borrego Desert SP</b>		<b>District: Colorado Desert</b>			
Bike Borrego Bicycle Tours	10/1/2018 9/30/2020 In Term	\$1,000/year or 7% of gross receipts, whichever is greater.	<b>FISCAL YEAR</b> <b>RECEIPTS</b> <b>RENT</b>	<b>18-19</b> \$8,135 \$569	<b>19-20</b> \$131,674 \$7,222
California Overland Vehicle tours and interpretive programs	4/1/2012 3/31/2017 Month to Month	\$1,000/year or 7% of gross receipts, whichever is greater.	<b>FISCAL YEAR</b> <b>RECEIPTS</b> <b>RENT</b>	<b>18-19</b> \$261,833 \$18,330	<b>19-20</b> \$8,250 \$956

Concessionaire Name Concession Operation	Begin Date End Date Contract Status	Rental Terms	Gross Receipts Rent to State		
<b>Park Unit: Asilomar SB</b>		<b>District: Monterey</b>			
ARAMARK Sports & Entertainment Asilomar conference grounds	10/1/2009 9/30/2029 In Term	\$1,900,000/year or 8.6% of gross receipts, whichever is greater; 2% of gross receipts for facility improvement; and \$200,000 for resource support and \$500,000 operational support annually; and \$15,000,000 for ADA improvements.	<b>FISCAL YEAR RECEIPTS RENT FACILITIES</b>	<b>18-19</b> \$25,838,160 \$2,395,528 \$0	<b>19-20</b> \$18,906,108 \$1,848,423 \$0
<b>Park Unit: Auburn SRA</b>		<b>District: Gold Fields</b>			
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.	<b>FISCAL YEAR RECEIPTS RENT</b>	<b>18-19</b> \$51,842 \$11,104	<b>19-20</b> \$63,753 \$6,275
Hotshots, Imaging Inc. Photography whitewater rafting	6/1/2014 5/31/2019 Month to Month	\$900/year or 5% of gross receipts, whichever is greater.	<b>FISCAL YEAR RECEIPTS RENT</b>	<b>18-19</b> \$22,047 \$1,102	<b>19-20</b> \$18,987 \$949
Western States Trail Foundation Auburn staging area	7/1/2017 6/30/2018 Month to Month	\$3,000/year or 10.5% of gross receipts, whichever is greater.	<b>FISCAL YEAR RECEIPTS RENT</b>	<b>18-19</b> \$2,152 \$1,000	<b>19-20</b> \$3,233 \$895
Whitewater Outfitters (21) Whitewater rafting	4/1/2020 3/31/2021 In Term	\$900/year. Rent from separate contracts based on flat fee and tour participant fee. Contracts renew annually. All rent supports the park unit operations. 21 individual whitewater outfitters	<b>FISCAL YEAR RECEIPTS RENT</b>	<b>18-19</b> \$0 \$238,902	<b>19-20</b> \$0 \$120,449
<b>Park Unit: Big Basin Redwoods SP</b>		<b>District: Santa Cruz</b>			
Urban Park Concessionaires Tent cabins, campground, retail sales	10/1/2007 9/30/2017 Month to Month	\$5,000/month or 16.5 % monthly gross receipts, whichever is greater, plus minimum \$218,000 capital investment.	<b>FISCAL YEAR RECEIPTS RENT</b>	<b>18-19</b> \$2,047,772 \$339,796	<b>19-20</b> \$1,449,352 \$236,636
<b>Park Unit: Bolsa Chica SB</b>		<b>District: Orange Coast</b>			
LUV-2-CAMP, LLC Camp trailer rentals	4/1/2013 3/31/2018 Month to Month	\$3,000/year or 10% of gross receipts, whichever is greater.	<b>FISCAL YEAR RECEIPTS RENT</b>	<b>18-19</b> \$10,528 \$1,053	<b>19-20</b> \$898,176 \$90,628

Concessionaire Name Concession Operation	Begin Date End Date Contract Status	Rental Terms	Gross Receipts Rent to State		
The Prjkt Concessions, LLC Food and beverage beach stands	5/1/2016 4/30/2021 In Term	\$140,000/year or 9% of gross receipts, whichever is greater.	<b>FISCAL YEAR</b> <b>RECEIPTS</b> <b>RENT</b> <b>FACILITIES</b>	<b>18-19</b> \$1,230,037 \$95,621 \$17,222	<b>19-20</b> \$56,050 \$5,605 \$0
<b>Park Unit: Brannan Island SRA</b>		<b>District: Diablo Range</b>			
American Land and Leisure, Inc. Operate and maintain park unit	9/1/2012 8/31/2018 Month to Month	\$35,000 annually or 10.5% of annual gross receipts, whichever is greater. All rent is deposited into facility maintenance accounts administered by Concessionaire.	<b>FISCAL YEAR</b> <b>RECEIPTS</b> <b>RENT</b> <b>FACILITIES</b>	<b>18-19</b> \$545,619 \$0 \$0	<b>19-20</b> \$430,698 \$0 \$0
<b>Park Unit: Burton Creek SP</b>		<b>District: Sierra</b>			
Tahoe Adventure Company Mountain biking and hiking tours	6/1/2019 5/31/2024 In Term	\$83.33 Monthly or 10% of gross receipts, whichever is greater.	<b>FISCAL YEAR</b> <b>RECEIPTS</b> <b>RENT</b>	<b>18-19</b> \$0 \$14	<b>19-20</b> \$9,305 \$908
<b>Park Unit: California Citrus SHP</b>		<b>District: Inland Empire</b>			
California Citrus SHP Non-Profit Management Corp. Special event facility	8/1/2016 7/31/2018 Month to Month	\$24,000/year or 10% of monthly gross receipts whichever is greater.	<b>FISCAL YEAR</b> <b>RECEIPTS</b> <b>RENT</b> <b>FACILITIES</b>	<b>18-19</b> \$372,940 \$37,233 \$0	<b>19-20</b> \$227,050 \$22,705 \$0
<b>Park Unit: California Indian Heritage SP</b>		<b>District: Capital</b>			
International Rescue Committee Interpretive garden	8/1/2018 7/31/2023 In Term	\$1,200/year or 5% of gross receipts, whichever is greater. Early Entry 1/1/2018.	<b>FISCAL YEAR</b> <b>RECEIPTS</b> <b>RENT</b>	<b>18-19</b> \$6,804 \$0	<b>19-20</b> \$11,420 \$1,200
<b>Park Unit: Cardiff SB</b>		<b>District: San Diego Coast</b>			
LAZ Parking California, LLC Parking lot management	11/1/2011 10/31/2021 In Term	\$1,680,000/year commencing contract year 2, or 80% of fee collections, whichever is greater.	<b>FISCAL YEAR</b> <b>RECEIPTS</b> <b>RENT</b>	<b>18-19</b> \$655,192 \$524,154	<b>19-20</b> \$479,680 \$454,944
The Pura Vida Project dba DelMar Surf Rentals Beach equipment rentals	9/1/2016 8/31/2018 Month to Month	\$4,000/year or 10% of fee collections, whichever is greater. Amendment added for Cardiff SB 8/2017.	<b>FISCAL YEAR</b> <b>RECEIPTS</b> <b>RENT</b>	<b>18-19</b> \$792 \$79	<b>19-20</b> \$1,192 \$1,083

Concessionaire Name Concession Operation	Begin Date End Date Contract Status	Rental Terms	Gross Receipts Rent to State		
<b>Park Unit: Carlsbad SB</b>		<b>District: San Diego Coast</b>			
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.	<b>FISCAL YEAR RECEIPTS RENT</b>	<b>18-19</b> \$87,059 \$8,866	<b>19-20</b> \$66,507 \$6,651
LAZ Parking California LLC of San Diego Parking lot management	11/1/2011 10/31/2021 In Term	\$1,680,000/year commencing contract year 2, or 80% of fee collections, whichever is greater.	<b>FISCAL YEAR RECEIPTS RENT</b>	<b>18-19</b> \$280,987 \$224,787	<b>19-20</b> \$240,463 \$192,370
So Cal Surf Lessons - Frazee Beach Frazee Beach surf lessons	6/1/2009 5/31/2014 Month to Month	\$200/year or 12% of gross receipts whichever is greater June-August; 12% gross receipts remainder of year.	<b>FISCAL YEAR RECEIPTS RENT</b>	<b>18-19</b> \$0 \$642	<b>19-20</b> \$22,992 \$2,759
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.	<b>FISCAL YEAR RECEIPTS RENT</b>	<b>18-19</b> \$25,145 \$3,017	<b>19-20</b> \$0 \$428
<b>Park Unit: Carnegie SVRA</b>		<b>District: Diablo Range</b>			
Motomart at Carnegie OHV rental and camp store	7/1/2010 6/30/2023 In Term	\$80,000/year or 10% of gross receipts, whichever is greater. Early Entry Permit issued 3/1/2010.	<b>FISCAL YEAR RECEIPTS RENT</b>	<b>18-19</b> \$544,211 \$54,421	<b>19-20</b> \$469,243 \$46,924
<b>Park Unit: Carpinteria SB</b>		<b>District: Channel Coast</b>			
D2 Global Enterprises, Inc. dba 101 RV Rentals Camp trailer rentals	8/1/2012 7/31/2014 Month to Month	\$6,000/year or 10% of gross receipts, whichever is greater.	<b>FISCAL YEAR RECEIPTS RENT</b>	<b>18-19</b> \$117,125 \$11,713	<b>19-20</b> \$56,050 \$5,605
<b>Park Unit: Columbia SHP</b>		<b>District: Central Valley</b>			
Floyd and Danette Oydegaard dba Artificers' Exchange Historic retail, classes, and demonstrations	3/1/2017 4/30/2027 In Term	\$25,000.00 Annually or 6% of gross receipts, whichever is greater. Contract taken over on assignment.	<b>FISCAL YEAR RECEIPTS RENT</b>	<b>18-19</b> \$15,145 \$1,085	<b>19-20</b> \$10,272 \$758
Angela and Jacob Matulich dba Brown's Coffee & Sweets Coffee and sweets shop	3/1/2013 2/28/2018 Month to Month	\$12,000/year or 7% of gross receipts, whichever is greater. Early Entry Permit granted 4/29/2014.	<b>FISCAL YEAR RECEIPTS RENT</b>	<b>18-19</b> \$243,837 \$17,061	<b>19-20</b> \$204,402 \$8,176
Angela and Jacob Matulich dba Brown's Coffee & Sweets Fallon Ice Cream Parlor	5/1/2017 4/30/2027 In Term	\$10,000/year or 2.5% of gross receipts, whichever is greater.	<b>FISCAL YEAR RECEIPTS RENT</b>	<b>18-19</b> \$130,765 \$7,846	<b>19-20</b> \$127,174 \$2,537

Concessionaire Name Concession Operation	Begin Date End Date Contract Status	Rental Terms	Gross Receipts Rent to State		
Columbia Candy Kitchen, Inc. Candy store	11/1/2005 10/31/2015 Month to Month	\$27,600/year or 5% of annual gross receipts, whichever is greater.	<b>FISCAL YEAR</b> <b>RECEIPTS</b> <b>RENT</b>	<b>18-19</b> \$856,387 \$42,814	<b>19-20</b> \$727,150 \$36,357
Davene Stoller dba Columbia House Restaurant 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.	<b>FISCAL YEAR</b> <b>RECEIPTS</b> <b>RENT</b>	<b>18-19</b> \$245,413 \$6,135	<b>19-20</b> \$122,918 \$7,489
E.C. Nelson Enterprises, Inc. dba Ebler's Leather and Saddle Emporium Ebler's leather goods and saddle shop	4/1/2012 3/31/2014 Month to Month	\$1,800/year or 2% of gross receipts up to \$50,000 and 3% over \$50,000, whichever is greater.	<b>FISCAL YEAR</b> <b>RECEIPTS</b> <b>RENT</b>	<b>18-19</b> \$275,012 \$17,201	<b>19-20</b> \$320,804 \$8,020
Michael & Rosanna Sharps dba Columbia Booksellers and Stationers Columbia bookseller's and stationary	5/1/2017 4/30/2027 In Term	\$2,000/month or 6% of gross receipts up to \$3,400 plus 7% gross receipts over \$3,400, whichever is greater. Contract taken over on assignment	<b>FISCAL YEAR</b> <b>RECEIPTS</b> <b>RENT</b>	<b>18-19</b> \$41,326 \$2,622	<b>19-20</b> \$197,828 \$4,946
G&C Foods, LLC City Hotel and What Cheer Saloon	7/1/2015 6/30/2017 Month to Month	\$2,000/year or 2% of gross receipts, whichever is greater. Contract Year 2, minimum annual rent increase to \$6,000.	<b>FISCAL YEAR</b> <b>RECEIPTS</b> <b>RENT</b> <b>FACILITIES</b>	<b>18-19</b> \$302,724 \$5,038 \$1,057	<b>19-20</b> \$89,822 \$4,491 \$0
Denise Favela dba Jack Douglass Saloon Jack Douglass Saloon	3/1/2017 2/28/2027 In Term	\$13,000/year or 6% of gross receipts up to \$226,000, plus 7% over \$226,000, whichever is greater.	<b>FISCAL YEAR</b> <b>RECEIPTS</b> <b>RENT</b>	<b>18-19</b> \$165,675 \$12,408	<b>19-20</b> \$132,012 \$8,890
Joseph Webber dba St. Charles Saloon St. Charles Saloon	6/1/2016 5/31/2026 In Term	\$7,500.00/year or 5% of annual gross receipts, whichever total amount is greater.	<b>FISCAL YEAR</b> <b>RECEIPTS</b> <b>RENT</b> <b>FACILITIES</b>	<b>18-19</b> \$753,066 \$37,653 \$0	<b>19-20</b> \$959,889 \$47,994 \$0
Kamice's Photographic Establishment Photographic studio	8/1/2008 7/31/2018 Month to Month	\$5,000/year or 5% of gross receipts, whichever is greater. Assigned from A. DeCosmos Daguerrean Studio 8/1/2010.	<b>FISCAL YEAR</b> <b>RECEIPTS</b> <b>RENT</b>	<b>18-19</b> \$146,365 \$7,318	<b>19-20</b> \$102,702 \$5,889
Maryann & David Brown dba Towle & Leavitt Historic Retail Shop Towle & Leavitt historic retail shop	2/1/2006 1/31/2016 Month to Month	\$14,000/year or 7% of annual gross receipts up to plus 8% over \$200,000 \$200,000, whichever is greater.	<b>FISCAL YEAR</b> <b>RECEIPTS</b> <b>RENT</b>	<b>18-19</b> \$186,589 \$11,448	<b>19-20</b> \$145,458 \$6,828
Matelot Gulch Mining Company dba Hidden Treasure Gold Mine Mine tours, supplies, & gold panning	6/1/2000 5/31/2010 Month to Month	\$12,000/year or 6% of annual gross receipts, whichever is greater.	<b>FISCAL YEAR</b> <b>RECEIPTS</b> <b>RENT</b>	<b>18-19</b> \$293,733 \$18,212	<b>19-20</b> \$216,320 \$13,295

Concessionaire Name Concession Operation	Begin Date End Date Contract Status	Rental Terms	Gross Receipts Rent to State		
Parrotts Blacksmith Blacksmith shop	7/1/1998 6/30/2008 Month to Month	\$150/month or 3% of gross receipts, whichever is greater.	<b>FISCAL YEAR</b> <b>RECEIPTS</b> <b>RENT</b>	<b>18-19</b> \$100,861 \$3,234	<b>19-20</b> \$78,007 \$2,340
Sadie Brown Inc. dba Columbia Clothiers and Emporium Historic clothing retail	9/1/2016 8/31/2018 Month to Month	\$1,500/year or 2.5% of annual gross receipts, whichever is greater.	<b>FISCAL YEAR</b> <b>RECEIPTS</b> <b>RENT</b>	<b>18-19</b> \$132,049 \$3,301	<b>19-20</b> \$61,478 \$1,537
Seven Sisters Soap & Candle Company Soap and candle sales and demonstrations	10/1/2012 9/30/2017 Month to Month	\$6,000/year or 4% of annual gross receipts, whichever is greater.	<b>FISCAL YEAR</b> <b>RECEIPTS</b> <b>RENT</b>	<b>18-19</b> \$257,279 \$10,291	<b>19-20</b> \$177,083 \$10,684
Sierra Repertory Theatre, Inc. Fallon Theater	4/1/2014 3/31/2015 Month to Month	\$10,000/year or 2.5% of annual gross receipts, whichever is greater.	<b>FISCAL YEAR</b> <b>RECEIPTS</b> <b>RENT</b>	<b>18-19</b> \$642,971.00 \$16,074.56	<b>19-20</b> \$155,505.00 \$7,775.25
Teresa Torbett dba Columbia Mercantile Columbia Mercantile	4/1/2018 3/31/2021 In Term	\$6,500 year or 4% of monthly gross receipts, whichever is greater for the first two contract years. The third year the rent is \$13,000 or 5% of monthly gross receipts, whichever is greater.	<b>FISCAL YEAR</b> <b>RECEIPTS</b> <b>RENT</b> <b>FACILITIES</b>	<b>18-19</b> \$228,375 \$1,553 \$7,603	<b>19-20</b> \$310,553 \$12,991 \$0
Tom Fraser dba Quartz Mountain Stage Line Stagecoach rides and equestrian tours	7/1/2014 3/31/2015 Month to Month	\$8,500/year or 5% of monthly gross receipts, whichever is greater.	<b>FISCAL YEAR</b> <b>RECEIPTS</b> <b>RENT</b>	<b>18-19</b> \$209,871 \$10,494	<b>19-20</b> \$152,361 \$10,665
<b>Park Unit: Crystal Cove SP</b>		<b>District: Orange Coast</b>			
Crystal Cove Management Company - Historic District Historic District lodging, restaurants & catering	5/1/2006 4/30/2056 In Term	\$50,000/year or 2.1% of gross receipts, whichever is greater for restaurants, catering, rentals, cottages and tram tickets; plus 12% of gross receipts for facility improvements.	<b>FISCAL YEAR</b> <b>RECEIPTS</b> <b>RENT</b> <b>FACILITIES</b>	<b>18-19</b> \$14,168,527 \$297,441 \$2,821,661	<b>19-20</b> \$12,464,437 \$211,475 \$0
Crystal Cove Management Company - Moro Camp store, food services	10/1/2013 9/30/2015 Month to Month	\$10,000/year or 5% up to \$250,000 of and & 7% over \$250,00 in gross receipts, whichever is greater. Facility improvement investment of \$430,000.	<b>FISCAL YEAR</b> <b>RECEIPTS</b> <b>RENT</b> <b>FACILITES</b>	<b>18-19</b> \$22,620 \$1,131 \$0	<b>19-20</b> \$0 \$0 \$0
LUV-2-CAMP, LLC Camp trailer rentals	4/1/2013 3/31/2018 Month to Month	\$3,000/year or 10% of gross receipts, whichever is greater.	<b>FISCAL YEAR</b> <b>RECEIPTS</b> <b>RENT</b>	<b>18-19</b> \$3,915 \$392	<b>19-20</b> \$5,175 \$361

Concessionaire Name Concession Operation	Begin Date End Date Contract Status	Rental Terms	Gross Receipts Rent to State		
<b>Park Unit: D.L. Bliss SP</b>		<b>District: Sierra</b>			
Tahoe Adventure Company Hiking tours	6/1/2019 5/31/2024 In Term	\$83.33 Monthly or 10% of gross receipts, whichever is greater.	<b>FISCAL YEAR</b> <b>RECEIPTS</b> <b>RENT</b>	<b>18-19</b> \$0 \$14	<b>19-20</b> \$300 \$86
<b>Park Unit: Delta Sector</b>		<b>District: Diablo Range</b>			
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.	<b>FISCAL YEAR</b> <b>RECEIPTS</b> <b>RENT</b>	<b>18-19</b> \$4,724 \$248	<b>19-20</b> \$2,339 \$117
<b>Park Unit: Doheny SB</b>		<b>District: Orange Coast</b>			
LUV-2-CAMP, LLC Camp trailer rentals	4/1/2013 3/31/2018 Month to Month	\$3,000/year or 10% of gross receipts, whichever is greater.	<b>FISCAL YEAR</b> <b>RECEIPTS</b> <b>RENT</b>	<b>18-19</b> \$45,606 \$4,561	<b>19-20</b> \$27,632 \$2,763
Wheel Fun Rentals Beach stand and rentals	5/1/2007 4/30/2017 Month to Month	\$65,000/year or 18% of gross receipts, whichever is greater.	<b>FISCAL YEAR</b> <b>RECEIPTS</b> <b>RENT</b>	<b>18-19</b> \$954,531 \$171,815	<b>19-20</b> \$715,716 \$128,829
<b>Park Unit: Donner Memorial SP</b>		<b>District: Sierra</b>			
Donner Lake Watersports Watercraft and beach rentals	6/1/2019 5/31/2024 In Term	\$45,000.00 Annually or 18% of gross receipts, whichever is greater	<b>FISCAL YEAR</b> <b>RECEIPTS</b> <b>RENT</b>	<b>18-19</b> \$43,571 \$7,843	<b>19-20</b> \$327,644 \$58,976
Tahoe Adventure Company Kayaking, paddle boarding, snowshoeing, and hiking tours	6/1/2019 5/31/2024 In Term	\$83.33 Monthly or 10% of gross receipts, whichever is greater.	<b>FISCAL YEAR</b> <b>RECEIPTS</b> <b>RENT</b>	<b>18-19</b> \$0 \$14	<b>19-20</b> \$1,250 \$181
<b>Park Unit: Ed Z'berg Sugar Pine Point SP</b>		<b>District: Sierra</b>			
Tahoe Adventure Company Kayaking, paddle boarding, snowshoeing, and hiking tours	1/1/2009 12/31/2013 Month to Month	\$50/month or 10% of gross receipts, whichever is greater. Operates in D.L. Bliss, Donner Memorial, and Ed Z'Berg Sugar Pine Point units.	<b>FISCAL YEAR</b> <b>RECEIPTS</b> <b>RENT</b>	<b>18-19</b> \$0 \$14	<b>19-20</b> \$0 \$56
Trevor Larkins dba Island Dreams, Inc. Westshore Sports Aquatic equipment rentals	4/1/2018 3/31/2023 In Term	\$5,000/year or 12% of gross receipts, whichever is greater.	<b>FISCAL YEAR</b> <b>RECEIPTS</b> <b>RENT</b>	<b>18-19</b> \$53,471 \$6,417	<b>19-20</b> \$70,936 \$8,512

Concessionaire Name Concession Operation	Begin Date End Date Contract Status	Rental Terms	Gross Receipts Rent to State		
<b>Park Unit: El Capitan SB</b>		<b>District: Channel Coast</b>			
California Camp Stores Beach stores at Gaviota, El Capitan, Refugio SB	4/1/2008 3/31/2018 Month to Month	\$60,000/year or 12% of gross receipts, whichever is greater.	<b>FISCAL YEAR RECEIPTS RENT</b>	<b>18-19</b> \$112,408 \$13,489	<b>19-20</b> \$73,654 \$8,839
D2 Global Enterprises, Inc. dba 101 RV Rentals Camp trailer rentals	5/1/2018 4/30/2028 In Term	\$35,000.00 Annually or 10% of gross receipts, whichever is greater	<b>FISCAL YEAR RECEIPTS RENT</b>	<b>18-19</b> \$64,600 \$6,460	<b>19-20</b> \$36,700 \$3,670
<b>Park Unit: Emerald Bay SP</b>		<b>District: Sierra</b>			
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.	<b>FISCAL YEAR RECEIPTS RENT</b>	<b>18-19</b> \$515,027 \$74,754	<b>19-20</b> \$392,765 \$56,415
Tahoe Adventure Company Hiking tours	6/1/2019 5/31/2024 In Term	\$83.33 Monthly or 10% of gross receipts, whichever is greater.	<b>FISCAL YEAR RECEIPTS RENT</b>	<b>18-19</b> \$0 \$14	<b>19-20</b> \$0 \$56
<b>Park Unit: Folsom Lake SRA</b>		<b>District: Gold Fields</b>			
Adventure Sports Canoe and kayak rentals	5/1/2014 4/30/2019 Month to Month	\$3,500/year or 10% of gross receipts, whichever is greater.	<b>FISCAL YEAR RECEIPTS RENT</b>	<b>18-19</b> \$250,299 \$25,030	<b>19-20</b> \$194,813 \$19,481
Boarding on the Lake Equestrian rides and lessons	10/1/2013 9/30/2015 Month to Month	\$1,350/year or 10% of gross receipts, whichever is greater.	<b>FISCAL YEAR RECEIPTS RENT</b>	<b>18-19</b> \$32,940 \$3,294	<b>19-20</b> \$28,280 \$2,828
Brennan K. Anderson and Rebecca Johnson dba 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.	<b>FISCAL YEAR RECEIPTS RENT</b>	<b>18-19</b> \$4,961 \$397	<b>19-20</b> \$5,683 \$529
California Canoe and Kayak, Inc. Canoe and kayak rentals	8/1/2014 7/31/2019 Month to Month	\$2,000/year or 10% of gross receipts, whichever is greater.	<b>FISCAL YEAR RECEIPTS RENT</b>	<b>18-19</b> \$21,054 \$2,105	<b>19-20</b> \$11,921 \$1,192
Christensen Enterprises, Inc. Folsom Lake Marina	3/6/1969 12/31/2007 Month to Month	11% of annual gross receipts excluding gate receipts, plus 11% of the first \$100,000 of gate receipts and 50% over \$100,000; plus \$.02/gallon on petroleum products.	<b>FISCAL YEAR RECEIPTS RENT FACILITIES</b>	<b>18-19</b> \$1,774,592 \$386,715 \$0	<b>19-20</b> \$1,728,762 \$422,166 \$0

Concessionaire Name Concession Operation	Begin Date End Date Contract Status	Rental Terms	Gross Receipts Rent to State		
Current Adventures Kayak and equipment rentals	7/1/2014 6/30/2019 Month to Month	\$375/year or 5% of gross receipts, whichever is greater.	<b>FISCAL YEAR RECEIPTS RENT</b>	<b>18-19</b> \$17,611 \$911	<b>19-20</b> \$8,615 \$862
El Dorado Hills Boat, Wine, and Self Storage dba Gold Key Boathouse Boat towing, watercraft repair	7/1/2013 6/30/2015 Terminated	\$1,000/year or 10% of gross receipts, whichever is greater.	<b>FISCAL YEAR RECEIPTS RENT</b>	<b>18-19</b> \$3,732 \$1,000	<b>19-20</b> \$9,258 \$927
Granite Bay Rentals, Inc. Boat and watercraft rentals	6/1/2013 5/31/2018 Month to Month	\$12,000/year or 14% of gross receipts, whichever is greater.	<b>FISCAL YEAR RECEIPTS RENT</b>	<b>18-19</b> \$68,668 \$9,614	<b>19-20</b> \$69,025 \$9,664
L&L Guides and Outfitters Shadow Glen Stables	7/1/2015 6/30/2025 In Term	\$9,000/year or 5% of gross receipts, whichever is greater. Early Entry Permit effective 4/1/2015.	<b>FISCAL YEAR RECEIPTS RENT</b>	<b>18-19</b> \$378,266 \$14,877	<b>19-20</b> \$413,598 \$20,904
Robert and Chris McIntyre dba S.S. Snack Shack Food service and beach equipment rentals	5/1/2016 4/30/2021 In Term	\$2,000/year or 10% of gross receipts, whichever is greater.	<b>FISCAL YEAR RECEIPTS RENT</b>	<b>18-19</b> \$51,850 \$5,185	<b>19-20</b> \$54,245 \$5,425
Thomas A. Adorno Granite Bay food services	12/1/2015 11/30/2025 In Term	\$4,800/year or 11% of gross receipts, whichever is greater.	<b>FISCAL YEAR RECEIPTS RENT</b>	<b>18-19</b> \$45,745 \$5,032	<b>19-20</b> \$34,555 \$3,801
Tom Maringer dba Mobile Boat Service Mobile boat services	8/1/2014 7/31/2019 Month to Month	\$1,000/year or 10% of gross receipts, whichever is greater.	<b>FISCAL YEAR RECEIPTS RENT</b>	<b>18-19</b> \$18,722 \$1,872	<b>19-20</b> \$13,375 \$1,338
Total Body Fitness Fitness program	8/1/2014 7/31/2019 Month to Month	\$750/year or 10% of gross receipts, whichever sum is greater.	<b>FISCAL YEAR RECEIPTS RENT</b>	<b>18-19</b> \$8,586 \$895	<b>19-20</b> \$11,594 \$597
<b>Park Unit: Fremont Peak SP</b>		<b>District: Diablo Range</b>			
Fremont Peak Observatory Observatory	4/1/2012 3/3/2022 In Term	\$100/year or 10% of gross receipts, whichever is greater.	<b>FISCAL YEAR RECEIPTS RENT</b>	<b>18-19</b> \$403 \$115	<b>19-20</b> \$341 \$115
<b>Park Unit: Gaviota SP</b>		<b>District: Channel Coast</b>			
California Camp Stores Beach stores at Gaviota, El Capitan, Refugio SB	4/1/2008 3/31/2018 Month to Month	\$60,000/year or 12% of gross receipts, whichever is greater.	<b>FISCAL YEAR RECEIPTS RENT</b>	<b>18-19</b> \$41,548 \$4,986	<b>19-20</b> \$16,476 \$1,977

Concessionaire Name Concession Operation	Begin Date End Date Contract Status	Rental Terms	Gross Receipts Rent to State		
D2 Global Enterprises, Inc. dba 101 RV Rentals Camp trailer rentals	5/1/2018 4/30/2028 In Term	\$35,000.00 Annually or 10% of gross receipts, whichever is greater	<b>FISCAL YEAR RECEIPTS RENT</b>	<b>18-19</b> \$8,425 \$843	<b>19-20</b> \$2,750 \$275
<b>Park Unit: Hearst San Simeon SHM</b>		<b>District: San Luis Obispo Coast</b>			
ARAMARK Sports & Entertainment Restaurant, catering & retail services	4/1/2004 3/31/2024 In Term	\$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.	<b>FISCAL YEAR RECEIPTS RENT</b>	<b>18-19</b> \$5,105,921 \$1,358,865	<b>19-20</b> \$3,646,436 \$1,042,951
Destination Cinema, Inc. Hearst Castle Theater	8/18/1996 8/17/2016 Month to Month	\$10,000/month or 8% of first \$250,000 of gross receipts, plus 10% over \$250,000; 2% of gross receipts for advertising; and 2% of gross receipts for facility maintenance.	<b>FISCAL YEAR RECEIPTS RENT</b>	<b>18-19</b> \$2,307,894 \$323,105	<b>19-20</b> \$1,470,773 \$205,908
Hearst Ranch Beef Hearst Ranch beef sales	4/11/2007 4/10/2009 Month to Month	\$225/month or 5% of food products and 30% of non- interpretive merchandise sales, whichever is greater; and effective 1/2012, 20% of wine sales receipts. Rental abatement of 15% of sales for facility improvements up to \$120,000.	<b>FISCAL YEAR RECEIPTS RENT FACILITIES</b>	<b>18-19</b> \$45,228 \$4,800 \$1,374	<b>19-20</b> \$55,683 \$6,607 \$0
<b>Park Unit: Hearst San Simeon SP</b>		<b>District: San Luis Obispo Coast</b>			
Paul Stamm dba Paso Robles RV Rentals LLC RV trailer rentals	7/1/2013 6/30/2015 Month to Month	\$500/year or 10% of gross receipts, whichever is greater.	<b>FISCAL YEAR RECEIPTS RENT</b>	<b>18-19</b> \$20,084 \$2,008	<b>19-20</b> \$20,766 \$2,076
<b>Park Unit: Henry Cowell Redwoods SP</b>		<b>District: Santa Cruz</b>			
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.	<b>FISCAL YEAR RECEIPTS RENT</b>	<b>18-19</b> \$482,626 \$42,379	<b>19-20</b> \$375,930 \$32,189
<b>Park Unit: Hollister Hills SVRA</b>		<b>District: Diablo Range</b>			
Faultline Powersports, Inc. OHV parts and supply store, snacks	8/1/1997 7/31/2007 Month to Month	7.5% of gross receipts; and 1% for maintenance.	<b>FISCAL YEAR RECEIPTS RENT FACILITIES</b>	<b>18-19</b> \$650,645 \$48,798 \$0	<b>19-20</b> \$531,968 \$39,898 \$0

Concessionaire Name Concession Operation	Begin Date End Date Contract Status	Rental Terms	Gross Receipts Rent to State		
<b>Park Unit: Huntington SB</b>		<b>District: Orange Coast</b>			
Playland Concessions Inc. dba BABES Catering & Rentals Beach stands	7/1/2009 6/30/2019 Terminated	\$45,000/year or 16% of annual gross receipts, whichever is greater; and 10% of gross receipts for off premises catered events authorized under a special event permit.	<b>FISCAL YEAR RECEIPTS RENT FACILITIES</b>	<b>18-19</b> \$342,886 \$54,776 \$0	<b>19-20</b> \$0 \$0 \$0
<b>Park Unit: Indio Hills Palms</b>		<b>District: Ocotillo Wells</b>			
Covered Wagon Tours, Inc. Wagon tours	4/1/2007 3/31/2017 Month to Month	\$200/month or 5% of gross receipts, whichever is greater.	<b>FISCAL YEAR RECEIPTS RENT</b>	<b>18-19</b> \$66,469 \$2,400	<b>19-20</b> \$88,398 \$2,400
<b>Park Unit: Kings Beach SRA</b>		<b>District: Sierra</b>			
North Tahoe Watersports, Inc. Watercraft rentals and services	6/1/2019 5/31/2024 In Term	\$105,000.00 Annually or 25% of gross receipts, whichever is greater	<b>FISCAL YEAR RECEIPTS RENT</b>	<b>18-19</b> \$71,345 \$17,836	<b>19-20</b> \$398,690 \$110,402
Tahoe Adventure Company Kayaking and paddle boarding tours	6/1/2019 5/31/2024 In Term	\$83.33 Monthly or 10% of gross receipts, whichever is greater.	<b>FISCAL YEAR RECEIPTS RENT</b>	<b>18-19</b> \$0 \$14	<b>19-20</b> \$0 \$56
<b>Park Unit: Lake Oroville SRA</b>		<b>District: Northern Buttes</b>			
Feather River Rowing Club Water recreation activity	10/1/2012 9/30/2014 Month to Month	\$600/year or 5% of gross receipts, whichever is greater.	<b>FISCAL YEAR RECEIPTS RENT</b>	<b>18-19</b> \$90,002 \$5,129	<b>18-19</b> \$98,099 \$4,896
Lake Oroville Marina, LLC Bidwell Marina	12/1/2009 11/30/2039 In Term	\$300,000/year or 8.5% of first \$1,000,000 in gross receipts plus 10% of gross receipts over \$1,000,000; plus 2% for fuel sales. \$270,000 of minimum annual rent deferred to Contract Years 6-10. Capital improvements and equipment investment of \$4,200,000.	<b>FISCAL YEAR RECEIPTS RENT FACILITIES</b>	<b>18-19</b> \$2,787,956 \$251,233 \$0	<b>19-20</b> \$2,954,657 \$269,477 \$0
Lake Oroville Marina, LLC Lime Saddle Marina	10/1/2007 9/30/2037 In Term	\$145,000/year or 7.5% of first \$500,000 in gross receipts plus 10% over \$500,000, whichever is greater; plus 2% of fuel sales. Capital improvements & equipment investment of \$3,500,000.	<b>FISCAL YEAR RECEIPTS RENT FACILITIES</b>	<b>18-19</b> \$1,540,029 \$139,217 \$0	<b>19-20</b> \$1,450,005 \$130,866 \$0
Shasta Marine Transport, LLC Boat hauling service	12/1/2014 11/30/2024 In Term	\$500/year or 10% of gross receipts, whichever is greater.	<b>FISCAL YEAR RECEIPTS RENT</b>	<b>18-19</b> \$6,825 \$683	<b>19-20</b> \$200 \$20

Concessionaire Name Concession Operation	Begin Date End Date Contract Status	Rental Terms	Gross Receipts Rent to State		
T. Parks Marine Boat hauling and repair services	3/1/2015 2/28/2025 In Term	\$500/year or 10% of gross receipts, whichever is greater.	<b>FISCAL YEAR</b> <b>RECEIPTS</b> <b>RENT</b>	<b>18-19</b> \$12,500 \$1,250	<b>19-20</b> \$11,450 \$1,145
<b>Park Unit: Lake Perris SRA</b>		<b>District: Inland Empire</b>			
Pyramid Enterprises, Inc. Lake Perris Marina	6/15/1976 6/14/2001 Terminated	\$7,200/year or 6% of gross receipts, whichever is greater, and 2 cents per gallon for fuel sales.	<b>FISCAL YEAR</b> <b>RECEIPTS</b> <b>RENT</b>	<b>18-19</b> \$589,902 \$35,274	<b>19-20</b> \$310,297 \$18,618
<b>Park Unit: Lake Valley SRA</b>		<b>District: Sierra</b>			
American Golf Corp Lake Tahoe golf course & restaurant	4/1/1989 3/31/2009 Month to Month	\$3,000/month or 29% of gross golfing fee receipts, plus 10% of monthly food and beverage, retail merchandise and winter sports activity receipts, plus 5% of gross receipts for facility improvements.	<b>FISCAL YEAR</b> <b>RECEIPTS</b> <b>RENT</b> <b>FACILITIES</b>	<b>18-19</b> \$2,668,914 \$636,586 \$0	<b>19-20</b> \$2,280,393 \$527,212 \$0
<b>Park Unit: Leo Carrillo SP</b>		<b>District: Angeles</b>			
Anthony and Annette Minicucci Leo Carrillo camp store	4/1/2006 3/31/2016 Month to Month	\$20,000/year or 10% of gross receipts, whichever is greater.	<b>FISCAL YEAR</b> <b>RECEIPTS</b> <b>RENT</b>	<b>18-19</b> \$291,619 \$29,162	<b>19-20</b> \$305,746 \$27,797
Camping Adventures Campsite equipment and set up	10/1/2014 9/30/2019 Month to Month	\$2,700/year or 10% of gross receipts, whichever is greater.	<b>FISCAL YEAR</b> <b>RECEIPTS</b> <b>RENT</b>	<b>18-19</b> \$62,485 \$6,249	<b>19-20</b> \$59,217 \$7,014
<b>Park Unit: Lighthouse Field SB</b>		<b>District: Santa Cruz</b>			
Steamer Lane Supply Company Food truck and snack kiosk facility	8/1/2015 8/1/2017 Month to Month	\$2,000/year or 2% of gross receipts, whichever is greater.	<b>FISCAL YEAR</b> <b>RECEIPTS</b> <b>RENT</b> <b>FACILITIES</b>	<b>18-19</b> \$804,140 \$16,083 \$0	<b>19-20</b> \$843,054 \$16,834 \$0
<b>Park Unit: Limekiln SP</b>		<b>District: Monterey</b>			
Parks Management, Co. Collect fees and provide public services	9/1/2012 8/31/2017 Month to Month	\$4,000/year or 5% of gross receipts, whichever is greater. All rent deposits support facility maintenance.	<b>FISCAL YEAR</b> <b>RECEIPTS</b> <b>RENT</b> <b>FACILITIES</b>	<b>18-19</b> \$596,058 \$0 \$31,377	<b>19-20</b> \$333,752 \$0 \$0

Concessionaire Name Concession Operation	Begin Date End Date Contract Status	Rental Terms	Gross Receipts Rent to State		
<b>Park Unit: Los Angeles SHP</b>		<b>District: Angeles</b>			
LA Pattie Shack Cafe	4/1/2019 Dependent on Opening In Term	\$35,000.00 Annually or 10% of gross receipts, whichever is greater. Currently under construction	<b>FISCAL YEAR</b> <b>RECEIPTS</b> <b>RENT</b>	<b>18-19</b> \$0 \$0	<b>19-20</b> \$0 \$0
<b>Park Unit: Los Encinos SHP</b>		<b>District: Angeles</b>			
Lankershim Investment Properties, LLC dba Lakeside Cafe Lakeside Cafe	8/1/2014 7/31/2016 Month to Month	\$25,000/year or 3.33% of gross receipts, whichever is greater. Early Entry Permit issued 5/23/14.	<b>FISCAL YEAR</b> <b>RECEIPTS</b> <b>RENT</b>	<b>18-19</b> \$3,241,911 \$107,956	<b>19-20</b> \$1,943,544 \$64,720
<b>Park Unit: MacKerricher State Park</b>		<b>District: Sonoma-Mendocino Coast</b>			
Mendocino Area Park Assoc. (M.A.P.A.) Environmental Education Program	7/1/2014 6/30/2016 Terminated	\$1,000/year or 5% of gross receipts, whichever is greater.	<b>FISCAL YEAR</b> <b>RECEIPTS</b> <b>RENT</b> <b>FACILITIES</b>	<b>18-19</b> \$41,891 \$2,095 \$1,271	<b>19-20</b> \$25,939 \$1,297 \$0
Pacific Environmental Education Center Environmental education program	8/1/2014 7/31/2019 Month to Month	\$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.	<b>FISCAL YEAR</b> <b>RECEIPTS</b> <b>RENT</b> <b>FACILITIES</b>	<b>18-19</b> \$155,280 \$7,764 \$0	<b>19-20</b> \$58,145 \$2,907 \$0
Ricochet Ridge Ranch Guided horseback tours	3/1/1989 2/28/1990 Month to Month	5% of first \$35,000 of annual gross receipts, plus 7% of annual gross receipts over \$35,000.	<b>FISCAL YEAR</b> <b>RECEIPTS</b> <b>RENT</b>	<b>18-19</b> \$151,930 \$8,297	<b>19-20</b> \$113,040 \$6,067
<b>Park Unit: Malibu Lagoon SB</b>		<b>District: Angeles</b>			
Malibu Pier Partners, LLC Restaurant, retail & boat tours	8/1/2005 7/31/2025 In Term	\$250,000/year or percentage of gross receipts as follows: 7% on premises food/beverages, 10% take- out food/beverage; 10% retail sales; 15% off-premises catering and sales; 3% boat tours/fishing; \$12,000 for parking lot. Rent funds capital improvements.	<b>FISCAL YEAR</b> <b>RECEIPTS</b> <b>RENT</b> <b>FACILITIES</b>	<b>18-19</b> \$14,001,203 \$783,103 \$0	<b>19-20</b> \$11,102,427 \$578,533 \$0
<b>Park Unit: Manresa SB</b>		<b>District: Santa Cruz</b>			
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.	<b>FISCAL YEAR</b> <b>RECEIPTS</b> <b>RENT</b>	<b>18-19</b> \$266,210 \$31,945	<b>19-20</b> \$125,190 \$15,023

Concessionaire Name Concession Operation	Begin Date End Date Contract Status	Rental Terms	Gross Receipts Rent to State		
<b>Park Unit: Marshall Gold Discovery SHP</b>		<b>District: Gold Fields</b>			
American River Conservancy	9/1/2011	\$1,800/year or 10% of gross receipts, whichever is greater.	<b>FISCAL YEAR</b>	<b>18-19</b>	<b>19-20</b>
Historic Kane House museum	8/31/2021		<b>RECEIPTS</b>	\$11,393	\$6,470
	In Term		<b>RENT</b>	\$1,814	\$1,410
Cobblestone, Inc. dba Coloma Resort	3/1/2011	\$2,400/year or 10% of gross receipts, whichever is greater.	<b>FISCAL YEAR</b>	<b>18-19</b>	<b>19-20</b>
Argonaut Refreshment Saloon	2/28/2021		<b>RECEIPTS</b>	\$450,216	\$341,551
	In Term		<b>RENT</b>	\$44,921	\$34,155
<b>Park Unit: McArthur-Burney Falls Memorial SP</b>		<b>District: Northern Buttes</b>			
Recreation Resource Management	6/1/2004	\$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.	<b>FISCAL YEAR</b>	<b>18-19</b>	<b>19-20</b>
Camp store and tent cabins	5/31/2024		<b>RECEIPTS</b>	\$802,303	\$613,827
	In Term		<b>RENT</b>	\$92,625	\$70,014
<b>Park Unit: Millerton Lake SRA</b>		<b>District: Central Valley</b>			
Millerton Lake Rentals, LLC (formerly CMS Toys)	9/1/2007	\$6,000/year or 11% of gross annual receipts, whichever is greater.	<b>FISCAL YEAR</b>	<b>18-19</b>	<b>19-20</b>
Watercraft rental and camp store	10/31/2007		<b>RECEIPTS</b>	\$124,026	\$75,010
	Month to Month		<b>RENT</b>	\$13,643	\$8,251
Millerton Marina LLC	1/1/2019	\$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	<b>FISCAL YEAR</b>	<b>18-19</b>	<b>19-20</b>
Lake Millerton Marina	12/31/2030		<b>RECEIPTS</b>	\$318,609	\$495,929
	In Term		<b>RENT</b>	\$21,404	\$34,909
			<b>FACILITIES</b>	\$0	\$0
Roger George Guide Service	6/1/2016	\$1,080/year or 4.5% of monthly gross receipts, whichever is greater.	<b>FISCAL YEAR</b>	<b>18-19</b>	<b>19-20</b>
Guide services	5/31/2018		<b>RECEIPTS</b>	\$0	\$0
	Month to Month		<b>RENT</b>	\$0	\$0
<b>Park Unit: Mono Lake Tufa SNR</b>		<b>District: Sierra</b>			
Caldera Kayaks	10/1/2018	\$300.00 Annually or 7% of gross receipts, whichever is greater	<b>FISCAL YEAR</b>	<b>18-19</b>	<b>19-20</b>
Kayak tours	9/30/2023		<b>RECEIPTS</b>	\$4,275	\$23,780
	In Term		<b>RENT</b>	\$299	\$1,271
Mono Lake Committee	2/1/2019	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.	<b>FISCAL YEAR</b>	<b>18-19</b>	<b>19-20</b>
Kayak and canoe tours	1/31/2024		<b>RECEIPTS</b>	\$0	\$20,100
	In Term		<b>RENT</b>	\$0	\$1,348

Concessionaire Name Concession Operation	Begin Date End Date Contract Status	Rental Terms	Gross Receipts Rent to State		
<b>Park Unit: Montaña de Oro SP</b>		<b>District: San Luis Obispo Coast</b>			
Paso Robles RV Rentals, LLC RV trailer rentals	7/1/2013 6/30/2015 Month to Month	\$500/year or 10% of gross receipts, whichever is greater.	<b>FISCAL YEAR</b> <b>RECEIPTS</b> <b>RENT</b>	<b>18-19</b> \$15,038 \$1,504	<b>19-20</b> \$9,830 \$983
<b>Park Unit: Monterey SHP</b>		<b>District: Monterey</b>			
Joseph Boston & Co. Boston Store/Picket Fence	10/1/2004 9/30/2006 Month to Month	Interpretation and maintenance of facilities, grounds, and historic gardens for public benefit.	<b>FISCAL YEAR</b> <b>RECEIPTS</b> <b>RENT</b>	<b>18-19</b> \$24,099 \$0	<b>19-20</b> \$33,722 \$0
Junior League of Monterey Co. Old Whaling Station	12/1/2000 11/30/2010 Month to Month	Restoration, maintenance, operation and interpretation of the historic Old Whaling Station for public benefit. Minimum expenditure is \$5,000/year for maintenance and repairs.	<b>FISCAL YEAR</b> <b>RECEIPTS</b> <b>RENT</b>	<b>18-19</b> \$0 \$0	<b>19-20</b> \$0 \$0
<b>Park Unit: Morro Bay SP</b>		<b>District: San Luis Obispo Coast</b>			
Associated Pacific Constructors Marina & restaurant	10/1/1991 9/30/1993 Month to Month	5% of monthly gross receipts up to \$12,000 and 7% over \$12,000 for food and beverage; 20% of gross receipts for marina operations paid to City of Morro Bay under separate Operating Agreement.	<b>FISCAL YEAR</b> <b>RECEIPTS</b> <b>RENT</b>	<b>18-19</b> \$2,075,102 \$143,157	<b>19-20</b> \$1,775,185 \$112,103
Paso Robles RV Rentals, LLC RV trailer rentals	7/1/2013 6/30/2015 Month to Month	\$500/year or 10% of gross receipts, whichever is greater.	<b>FISCAL YEAR</b> <b>RECEIPTS</b> <b>RENT</b>	<b>18-19</b> \$71,173 \$7,117	<b>19-20</b> \$59,443 \$5,944
<b>Park Unit: Morro Strand SP</b>		<b>District: San Luis Obispo Coast</b>			
Paso Robles RV Rentals, LLC RV trailer rentals	7/1/2013 6/30/2015 Month to Month	\$500/year or 10% of gross receipts, whichever is greater.	<b>FISCAL YEAR</b> <b>RECEIPTS</b> <b>RENT</b>	<b>18-19</b> \$29,559 \$2,956	<b>19-20</b> \$19,954 \$1,995
<b>Park Unit: Mount Diablo SP</b>		<b>District: Diablo Range</b>			
John Pereira Demonstration cattle ranch	6/1/2011 5/31/2016 Month to Month	\$7,000/year or 5% of monthly gross receipts, plus \$16 per AUM, whichever is greater.	<b>FISCAL YEAR</b> <b>RECEIPTS</b> <b>RENT</b>	<b>18-19</b> \$0 \$15,790	<b>19-20</b> \$0 \$15,110

Concessionaire Name Concession Operation	Begin Date End Date Contract Status	Rental Terms	Gross Receipts Rent to State		
<b>Park Unit: Oceano Dunes SVRA</b>		<b>District: Oceano Dunes</b>			
BJ's ATV Rental & Accessories Center Off highway vehicle rentals	5/1/2012 4/30/2022 In Term	\$20,000/year or 10% of gross receipts, whichever is greater.	<b>FISCAL YEAR RECEIPTS RENT</b>	<b>18-19</b> \$2,145,115 \$214,512	<b>19-20</b> \$1,396,130 \$139,619
Gail Marshall dba Arnie's ATV Rentals Off highway vehicle rentals	5/1/2012 4/30/2022 In Term	\$20,000/year or 10% of gross receipts, whichever is greater.	<b>FISCAL YEAR RECEIPTS RENT</b>	<b>18-19</b> \$941,347 \$94,137	<b>19-20</b> \$592,706 \$59,259
Jacob Huitron Kautz Towing	9/1/2010 8/31/2020 In Term	\$10,000/year or 5% of monthly vehicle storage and 10% of all other monthly gross receipts, whichever is greater.	<b>FISCAL YEAR RECEIPTS RENT</b>	<b>18-19</b> \$89,027 \$8,363	<b>19-20</b> \$47,709 \$4,291
Jordan & Associates, Inc. dba Sun Buggie Fun Rentals Off highway vehicle rentals	5/1/2012 4/30/2022 In Term	\$51,000/year or 12% of gross receipts, whichever is greater.	<b>FISCAL YEAR RECEIPTS RENT</b>	<b>18-19</b> \$3,648,775 \$437,109	<b>19-20</b> \$2,163,631 \$258,874
LUV-2-CAMP, LLC Camp trailer rentals	8/1/2010 7/31/2020 In Term	\$42,000/year or 10% of gross receipts, whichever is greater.	<b>FISCAL YEAR RECEIPTS RENT</b>	<b>18-19</b> \$478,206 \$47,858	<b>19-20</b> \$236,685 \$23,669
Pacific Adventure Tours Off-highway vehicle tours	5/1/2011 4/30/2016 Month to Month	\$10,000/year or 10% of gross receipts, whichever is greater.	<b>FISCAL YEAR RECEIPTS RENT</b>	<b>18-19</b> \$75,965 \$8,024	<b>19-20</b> \$85,280 \$7,907
Steve's ATV Rental Service, Inc. Off-highway vehicle rentals	5/1/2012 4/30/2022 In Term	\$60,000/year or 10% of gross receipts, whichever is greater.	<b>FISCAL YEAR RECEIPTS RENT</b>	<b>18-19</b> \$4,097,278 \$409,728	<b>19-20</b> \$2,627,562 \$262,756
Yo, Banana Boy! Inc. 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.	<b>FISCAL YEAR RECEIPTS RENT</b>	<b>18-19</b> \$913,743 \$91,374	<b>19-20</b> \$600,935 \$60,094
<b>Park Unit: Ocotillo Wells SVRA</b>		<b>District: Ocotillo Wells District</b>			
LUV-2-CAMP, LLC Camp trailer rentals	12/1/2018 11/30/2023 In Term	\$5,000.00 Annually or 10% of gross receipts, whichever is greater.	<b>FISCAL YEAR RECEIPTS RENT</b>	<b>18-19</b> \$58,421 \$5,842	<b>19-20</b> \$86,084 \$8,608

Concessionaire Name Concession Operation	Begin Date End Date Contract Status	Rental Terms	Gross Receipts Rent to State		
<b>Park Unit: Old Sacramento SHP</b>		<b>District: Capital</b>			
Skalet Family Jewelers Jewelry store	3/1/2004 2/28/2014 Month to Month	\$28,000/year or 3% of annual gross receipts up to \$25,000; and 4% of annual gross receipts over \$25,000, whichever total amount is greater; and .25% of facility maintenance.	<b>FISCAL YEAR</b> <b>RECEIPTS</b> <b>RENT</b> <b>FACILITIES</b>	<b>18-19</b> \$1,265,870 \$50,995 \$0	<b>19-20</b> \$913,572 \$33,591 \$0
Wells Fargo Bank N.A. Museum and ATM operations	12/1/2014 11/30/2019 Terminated	\$9,000/year, or 5% of retail sales plus 5% of ATM fee surcharges, whichever is greater.	<b>FISCAL YEAR</b> <b>RECEIPTS</b> <b>RENT</b>	<b>18-19</b> \$9,727 \$9,000	<b>19-20</b> \$5,253 \$7,500
<b>Park Unit: Old Town San Diego SHP</b>		<b>District: San Diego Coast</b>			
Ana Salcedo Wallach & Goldman Square historic food service and retail service	2/1/2006 1/31/2016 Month to Month	\$100,000/year or 12% of gross receipts up to \$750,000, plus 13% of all annual gross receipts over \$750,000, whichever amount is greater.	<b>FISCAL YEAR</b> <b>RECEIPTS</b> <b>RENT</b> <b>FACILITIES</b>	<b>18-19</b> \$1,543,095 \$192,539 \$0	<b>19-20</b> \$1,152,673 \$147,159 \$0
Antionette Fisher dba Rust General Store Rust General Store	9/1/2011 8/31/2021 In Term	\$18,000/year or 10%of gross receipts, whichever is greater.	<b>FISCAL YEAR</b> <b>RECEIPTS</b> <b>RENT</b>	<b>18-19</b> \$345,658 \$34,566	<b>19-20</b> \$176,395 \$14,112
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.	<b>FISCAL YEAR</b> <b>RECEIPTS</b> <b>RENT</b> <b>FACILITIES</b>	<b>18-19</b> \$1,131,052 \$124,239 \$0	<b>19-20</b> \$811,981 \$93,724 \$0
Cousin's Old Town Candy Shop Candy shop	4/1/2016 3/31/2026 In Term	\$125,000/year or 15% of gross receipts, whichever is greater; plus \$10,000 for facility improvements.	<b>FISCAL YEAR</b> <b>RECEIPTS</b> <b>RENT</b>	<b>18-19</b> \$1,162,862 \$174,415	<b>19-20</b> \$872,601 \$131,037
Cygnnet Theatre Theatre in Old Town	1/1/2008 12/31/2017 Month to Month	\$40,000/year or 3% of gross receipts whichever is greater; and \$370,000 for facility improvements in FY 08/09.	<b>FISCAL YEAR</b> <b>RECEIPTS</b> <b>RENT</b>	<b>18-19</b> \$1,139,018 \$42,520	<b>19-20</b> \$561,767 \$52,658
Dana and Patrick Dugan dba Miners Gems and Minerals La Casa de Pedrorena Gem Retail	12/1/2011 12/30/2021 In Term	\$24,000/year or 10.5% of gross receipts, whichever is greater.	<b>FISCAL YEAR</b> <b>RECEIPTS</b> <b>RENT</b>	<b>18-19</b> \$693,853 \$72,855	<b>19-20</b> \$788,999 \$28,027

Concessionaire Name Concession Operation	Begin Date End Date Contract Status	Rental Terms	Gross Receipts Rent to State		
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.	<b>FISCAL YEAR</b> <b>RECEIPTS</b> <b>RENT</b>	<b>18-19</b> \$0 \$0	<b>19-20</b> \$0 \$0
Holiday Traditions, Inc. dba Captain Fitch's Mercantile Captain Fitch's Mercantile	12/1/2010 11/30/2020 In Term	\$30,000/month or 11% of gross receipts, whichever is greater.	<b>FISCAL YEAR</b> <b>RECEIPTS</b> <b>RENT</b>	<b>18-19</b> \$278,374 \$33,167	<b>19-20</b> \$376,412 \$37,461
LAZ Parking California, LLC Parking lot management	9/17/2014 9/16/2015 Month to Month	\$3,000/year or 10% of gross receipts up to \$27,500, plus 70% of gross receipts over \$27,500.	<b>FISCAL YEAR</b> <b>RECEIPTS</b> <b>RENT</b>	<b>18-19</b> \$27,983 \$19,090	<b>19-20</b> \$0 \$0
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.	<b>FISCAL YEAR</b> <b>RECEIPTS</b> <b>RENT</b> <b>FACILITIES</b>	<b>18-19</b> \$20,792,108 \$1,781,909 \$0	<b>19-20</b> \$14,925,213 \$1,221,166 \$0
Patrick and Dana Dugan dba Gum Saan Oriental Import Specialty Retail	12/1/2013 11/30/2023 In Term	\$12,000/year or 10% of gross receipts, whichever is greater.	<b>FISCAL YEAR</b> <b>RECEIPTS</b> <b>RENT</b>	<b>18-19</b> \$693,853 \$72,855	<b>19-20</b> \$576,296 \$59,614
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.	<b>FISCAL YEAR</b> <b>RECEIPTS</b> <b>RENT</b>	<b>18-19</b> \$826,921 \$33,077	<b>19-20</b> \$288,811 \$22,798
Raymond C. Tafoya dba San Diego House Historic retail store	4/1/2011 3/31/2021 In Term	\$13,000/year or 10.75% of gross receipts, whichever is greater.	<b>FISCAL YEAR</b> <b>RECEIPTS</b> <b>RENT</b>	<b>18-19</b> \$304,987 \$32,786	<b>19-20</b> \$205,664 \$19,665
Tafoya and Sons Casa de Wrightington historic retail store	7/1/2010 6/30/2020 Month to Month	\$42,000/year or 9% of gross receipts, whichever is greater. Operated May-June 2010 under Early Entry Permit.	<b>FISCAL YEAR</b> <b>RECEIPTS</b> <b>RENT</b>	<b>18-19</b> \$320,593 \$29,729	<b>19-20</b> \$244,477 \$21,713
Tinsmith Old Town, Inc. US House tin ware sales	2/1/2014 1/31/2024 In Term	\$24,000/year or 11% of gross receipts, whichever is greater.	<b>FISCAL YEAR</b> <b>RECEIPTS</b> <b>RENT</b>	<b>18-19</b> \$165,155 \$22,973	<b>19-20</b> \$195,886 \$25,252
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.	<b>FISCAL YEAR</b> <b>RECEIPTS</b> <b>RENT</b>	<b>18-19</b> \$767,245 \$76,724	<b>19-20</b> \$624,576 \$24,983

Concessionaire Name Concession Operation	Begin Date End Date Contract Status	Rental Terms	Gross Receipts Rent to State		
Toler, Inc. Johnson House historic retail	8/1/2011 7/31/2021 In Term	\$10,800/year or 8% of gross receipts, whichever is greater.	<b>FISCAL YEAR</b> <b>RECEIPTS</b> <b>RENT</b>	<b>18-19</b> \$260,747 \$20,860	<b>19-20</b> \$6,729 \$18,416
Toler, Inc. Toler's Leather Depot	8/1/2011 7/31/2016 Month to Month	\$12,000/year or 10% of gross receipts, whichever is greater.	<b>FISCAL YEAR</b> <b>RECEIPTS</b> <b>RENT</b>	<b>18-19</b> \$289,709 \$29,024	<b>19-20</b> \$203,720 \$20,408
Wells Fargo Bank S.D. Museum, retail sales, ATM	12/1/2013 11/30/2023 In Term	\$24,000/year or 5% of retail gross receipts, whichever is greater.	<b>FISCAL YEAR</b> <b>RECEIPTS</b> <b>RENT</b>	<b>18-19</b> \$15,014 \$26,100	<b>19-20</b> \$133,503 \$20,154
<b>Park Unit: Pfeiffer Big Sur SP</b>		<b>District: Monterey</b>			
Guest Services Company of Virginia Lodge, restaurant and gift shop	11/1/2004 10/31/2024 In Term	\$675,000/year or 16% of gross receipts, whichever is greater; and 3.7% of gross receipts for facility improvements.	<b>FISCAL YEAR</b> <b>RECEIPTS</b> <b>RENT</b> <b>FACILITIES</b>	<b>18-19</b> \$6,944,490 \$1,111,118 \$0	<b>19-20</b> \$5,097,935 \$815,869 \$0
<b>Park Unit: Pigeon Point Light Station SHP</b>		<b>District: Santa Cruz</b>			
American Youth Hostel Assn. Hostel lodging	9/1/2014 8/31/2016 Month to Month	\$1,000/year or 2.5% of gross receipts, whichever is greater.	<b>FISCAL YEAR</b> <b>RECEIPTS</b> <b>RENT</b>	<b>18-19</b> \$444,425 \$0	<b>19-20</b> \$361,187 \$0
<b>Park Unit: Pismo SB</b>		<b>District: Oceano Dunes</b>			
Pacifica Companies LLC Grover Beach Lodge/Conference facilities	6/1/2009 Dependent on Opening	\$240,000/year or 6% of gross receipts, whichever is greater, plus a minimum \$20,582,500 capital investment. Currently under construction.	<b>FISCAL YEAR</b> <b>RECEIPTS</b> <b>RENT</b>	<b>18-19</b> \$0 \$0	<b>19-20</b> \$0 \$0
Superior Guest Care Golf course operation (9 holes)	9/1/2002 8/31/2012 Month to Month	\$115,000/year or 17% of golf related gross receipts and 10% of food and beverage gross receipts, whichever amount is greater.	<b>FISCAL YEAR</b> <b>RECEIPTS</b> <b>RENT</b>	<b>18-19</b> \$2,051,236 \$228,481	<b>19-20</b> \$1,899,827 \$215,518
<b>Park Unit: Point Cabrillo Light Station SHP</b>		<b>District: Sonoma-Mendocino Coast</b>			
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.	<b>FISCAL YEAR</b> <b>RECEIPTS</b> <b>RENT</b>	<b>18-19</b> \$0 \$0	<b>19-20</b> \$0 \$0

Concessionaire Name Concession Operation	Begin Date End Date Contract Status	Rental Terms	Gross Receipts Rent to State		
<b>Park Unit: Point Mugu SB</b>		<b>District: Angeles</b>			
Camping Adventures	10/1/2014	\$2,700/year or 10% of gross receipts, whichever is greater.	<b>FISCAL YEAR</b>	<b>18-19</b>	<b>19-20</b>
Campsite equipment and set up	9/30/2019		<b>RECEIPTS</b>	\$30,675	\$29,259
	Month to Month		<b>RENT</b>	\$3,068	\$2,926
<b>Park Unit: Prairie City SVRA</b>		<b>District: Gold Fields</b>			
All Star Karting LLC	12/1/2009	\$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.	<b>FISCAL YEAR</b>	<b>18-19</b>	<b>19-20</b>
Go-Kart racetrack	11/30/2019		<b>RECEIPTS</b>	\$136,752	\$225,994
	Month to Month		<b>RENT</b>	\$10,940	\$20,823
Armstrong Racing, LLC	7/1/2018	\$19,200/year or 10% of annual gross receipts, whichever is greater. Became non-operational in November 2019.	<b>FISCAL YEAR</b>	<b>18-19</b>	<b>19-20</b>
Motocross race track operation - PCAX	6/30/2023		<b>RECEIPTS</b>	\$57,398	\$299,593
	Terminated		<b>RENT</b>	\$5,740	\$44,789
Armstrong Racing, LLC	6/1/2010	\$36,450/year or 15% of annual gross receipts, whichever is greater.	<b>FISCAL YEAR</b>	<b>18-19</b>	<b>19-20</b>
Motocross race track operation - PCMX	5/31/2020		<b>RECEIPTS</b>	\$331,414	\$0
	Month to Month		<b>RENT</b>	\$49,712	\$0
<b>Park Unit: Refugio SB</b>		<b>District: Channel Coast</b>			
California Camp Stores	4/1/2008	\$60,000/year or 12% of gross receipts whichever is greater.	<b>FISCAL YEAR</b>	<b>18-19</b>	<b>19-20</b>
Beach stores at Gaviota, El Capitan, Refugio SB	3/31/2018		<b>RECEIPTS</b>	\$121,476	\$69,111
	Month to Month		<b>RENT</b>	\$14,577	\$8,293
D2 Global Enterprises, Inc. dba 101 RV Rentals	5/1/2018	\$35,000.00 Annually or 10% of gross receipts, whichever is greater	<b>FISCAL YEAR</b>	<b>18-19</b>	<b>19-20</b>
Camp trailer rentals	4/30/2028		<b>RECEIPTS</b>	\$58,850	\$27,900
	In Term		<b>RENT</b>	\$5,885	\$2,790
<b>Park Unit: San Buenaventura SB</b>		<b>District: Channel Coast</b>			
The Baja Oyster Company, Inc.	11/1/2011	\$12,000/year or 5% of gross receipts, whichever is greater.	<b>FISCAL YEAR</b>	<b>18-19</b>	<b>19-20</b>
Food and beverage	10/31/2013		<b>RECEIPTS</b>	\$229,431	\$167,163
	Month to Month		<b>RENT</b>	\$13,706	\$25,074
Wheel Fun Rentals	6/1/2011	\$17,000/year or 15% of gross receipts, whichever is greater.	<b>FISCAL YEAR</b>	<b>18-19</b>	<b>19-20</b>
Bicycle and beach rentals	5/31/2021		<b>RECEIPTS</b>	\$163,380	\$245,410
	In Term		<b>RENT</b>	\$27,003	\$13,270

Concessionaire Name Concession Operation	Begin Date End Date Contract Status	Rental Terms	Gross Receipts Rent to State		
<b>Park Unit: San Clemente SB</b>		<b>District: Orange Coast</b>			
Calafia Beach Café	9/1/2009	Year 1: 12% of gross receipts; Year 2: \$20,000 minimum annual rent or 12% of gross receipts, whichever is greater. Not operating as of June 2020.	<b>FISCAL YEAR</b>	<b>18-19</b>	<b>19-20</b>
Calafia Beach stand	8/31/2019		<b>RECEIPTS</b>	\$124,561	\$128,526
	Non-Operational		<b>RENT</b>	\$23,594	\$19,424
Jones and Van Ausdal dba The Holidays Nostalgic trailer rentals	9/1/2015 8/31/2017 Month to Month	\$500/year or 10% of gross receipts, whichever is greater. Early entry permit granted.	<b>FISCAL YEAR</b> <b>RECEIPTS</b> <b>RENT</b>	<b>18-19</b> \$184,492 \$28,219	<b>19-20</b> \$79,718 \$19,968
LUV-2-CAMP, LLC Camp trailer rentals	4/1/2013 3/31/2018 Month to Month	\$3,000/year or 10% of gross receipts, whichever is greater.	<b>FISCAL YEAR</b> <b>RECEIPTS</b> <b>RENT</b>	<b>18-19</b> \$60,101 \$6,010	<b>19-20</b> \$49,058 \$5,035
Standard Bearer Machines Electric Bicycle Rental Service	8/1/2018 7/31/2020 Terminated	\$16,649.28 or 18% of gross receipts, whichever is greater.	<b>FISCAL YEAR</b> <b>RECEIPTS</b> <b>RENT</b>	<b>18-19</b> \$69 \$0	<b>19-20</b> \$0 \$0
<b>Park Unit: San Elijo SB</b>		<b>District: San Diego Coast</b>			
Albert's RV Rental Camp trailer rentals	1/1/2012 12/31/2016 Month to Month	\$2,000/year or 10% of gross receipts, whichever is greater.	<b>FISCAL YEAR</b> <b>RECEIPTS</b> <b>RENT</b>	<b>18-19</b> \$4,184 \$422	<b>19-20</b> \$3,920 \$392
LAZ Parking California, LLC of San Diego Parking lot management	11/1/2011 10/31/2021 In Term	\$1,680,000/year commencing contract year 2, or 80% of fee collections, whichever is greater.	<b>FISCAL YEAR</b> <b>RECEIPTS</b> <b>RENT</b>	<b>18-19</b> \$52,352 \$41,882	<b>19-20</b> \$50,238 \$40,190
LUV-2-CAMP, LLC Camp trailer rentals	4/1/2013 3/31/2018 Month to Month	\$3,000/year or 10% of gross receipts, whichever is greater.	<b>FISCAL YEAR</b> <b>RECEIPTS</b> <b>RENT</b>	<b>18-19</b> \$60,101 \$6,010	<b>19-20</b> \$43,404 \$4,340
MLG Enterprises RV Rental, LLC Camp trailer rentals	2/1/2013 1/31/2015 Month to Month	\$2,000/year or 10% of gross receipts, whichever is greater.	<b>FISCAL YEAR</b> <b>RECEIPTS</b> <b>RENT</b>	<b>18-19</b> \$43,698 \$4,370	<b>19-20</b> \$41,274 \$4,127
Stroller Strides, LLC Fitness walks	7/1/2012 6/30/2014 Month to Month	\$75/year or 8% of gross sales, whichever is greater.	<b>FISCAL YEAR</b> <b>RECEIPTS</b> <b>RENT</b>	<b>18-19</b> \$412 \$844	<b>19-20</b> \$201 \$320
Travel Time RV, Inc. Camp trailer rentals	2/1/2012 1/31/2017 Month to Month	\$2,000/year or 10% of gross receipts, whichever is greater.	<b>FISCAL YEAR</b> <b>RECEIPTS</b> <b>RENT</b>	<b>18-19</b> \$4,110 \$411	<b>19-20</b> \$3,553 \$355

Concessionaire Name Concession Operation	Begin Date End Date Contract Status	Rental Terms	Gross Receipts Rent to State		
<b>Park Unit: San Luis Reservoir SRA</b>		<b>District: Central Valley</b>			
Jose Soberanes Mobile ice cream carts	8/1/2011 7/31/2013 Month to Month	\$2,500/year or 10% of monthly gross receipts, whichever is greater.	<b>FISCAL YEAR</b> <b>RECEIPTS</b> <b>RENT</b>	<b>18-19</b> \$24,515 \$2,452	<b>19-20</b> \$23,768 \$1,329
Millerton Lake Rentals, LLC dba Oneil Forebay Rentals Watercraft Rentals	12/1/2016 11/30/2018 Month to Month	\$2,000/year of 5.6% of monthly gross receipts, whichever is greater.	<b>FISCAL YEAR</b> <b>RECEIPTS</b> <b>RENT</b>	<b>18-19</b> \$33,561 \$1,879	<b>19-20</b> \$16,612 \$1,661
Roger George Guide Service Guide services	6/1/2016 5/31/2018 Month to Month	\$1,080/year or 4.5% of monthly gross receipts, whichever is greater.	<b>FISCAL YEAR</b> <b>RECEIPTS</b> <b>RENT</b>	<b>18-19</b> \$21,650 \$980	<b>19-20</b> \$13,525 \$563
<b>Park Unit: San Onofre SB</b>		<b>District: Orange Coast</b>			
Standard Bearer Machines Electric Bicycle Rental Service	8/1/2018 7/31/2020 Terminated	\$16,649.28 or 18% of gross receipts, whichever is greater.	<b>FISCAL YEAR</b> <b>RECEIPTS</b> <b>RENT</b>	<b>18-19</b> \$0 \$0	<b>19-20</b> \$0 \$0
LUV-2-CAMP, LLC Camp trailer rentals	4/1/2013 3/31/2018 Month to Month	\$3,000/year or 10% of gross receipts, whichever is greater.	<b>FISCAL YEAR</b> <b>RECEIPTS</b> <b>RENT</b>	<b>18-19</b> \$29,889 \$2,989	<b>19-20</b> \$19,275 \$1,928
<b>Park Unit: Shasta SHP</b>		<b>District: Northern Buttes</b>			
Rolando Cadungon Shorty's Eatery	5/1/2015 4/30/2017 Month to Month	\$3,000/year of 10% of gross receipts, whichever is greater.	<b>FISCAL YEAR</b> <b>RECEIPTS</b> <b>RENT</b>	<b>18-19</b> \$56,613 \$5,802	<b>19-20</b> \$38,992 \$3,633
<b>Park Unit: Silver Strand SB</b>		<b>District: San Diego Coast</b>			
Albert's RV Rental Camp trailer rentals	1/1/2012 12/31/2016 Month to Month	\$2,000/year or 10% of gross receipts, whichever is greater.	<b>FISCAL YEAR</b> <b>RECEIPTS</b> <b>RENT</b>	<b>18-19</b> \$3,268 \$330	<b>19-20</b> \$3,421 \$342
Curbside Bites Mobile food truck	6/1/2020 5/31/2021 In Term - New	\$600/year or 10% of gross receipts, whichever is greater.	<b>FISCAL YEAR</b> <b>RECEIPTS</b> <b>RENT</b>	<b>18-19</b> \$0 \$0	<b>19-20</b> \$1,440 \$144

Concessionaire Name Concession Operation	Begin Date End Date Contract Status	Rental Terms	Gross Receipts Rent to State		
Jaime Garcia, Jr., DBA Safiros Sanitation Mobile recreation vehicle pump services	8/29/2014 8/28/2015 Month to Month	\$500/year or 10% of gross receipts, whichever is greater.	<b>FISCAL YEAR</b> <b>RECEIPTS</b> <b>RENT</b>	<b>18-19</b> \$18,720 \$1,915	<b>19-20</b> \$13,140 \$1,319
LAZ Parking California LLC of San Diego Parking lot management	11/1/2011 10/31/2021 In Term	\$1,680,000/year commencing contract year 2, or 80% of fee collections, whichever is greater.	<b>FISCAL YEAR</b> <b>RECEIPTS</b> <b>RENT</b>	<b>18-19</b> \$626,729 \$501,383	<b>19-20</b> \$543,809 \$435,047
LUV-2-CAMP, LLC Camp trailer rentals	4/1/2013 3/31/2018 Month to Month	\$3,000/year or 10% of gross receipts, whichever is greater.	<b>FISCAL YEAR</b> <b>RECEIPTS</b> <b>RENT</b>	<b>18-19</b> \$55,894 \$5,589	<b>19-20</b> \$29,783 \$2,979
MLG Enterprises RV Rental, LLC Camp trailer rental	2/1/2013 1/31/2015 Month to Month	\$2,000/year or 10% of gross receipts, whichever is greater.	<b>FISCAL YEAR</b> <b>RECEIPTS</b> <b>RENT</b>	<b>18-19</b> \$13,212 \$1,322	<b>19-20</b> \$14,067 \$1,406
Travel Time RV, Inc. Camp trailer rentals	2/1/2012 1/31/2017 Month to Month	\$2,000/year or 10% of gross receipts, whichever is greater.	<b>FISCAL YEAR</b> <b>RECEIPTS</b> <b>RENT</b>	<b>18-19</b> \$10,365 \$1,044	<b>19-20</b> \$7,805 \$780
<b>Park Unit: Silverwood Lake SRA</b>		<b>District: Inland Empire</b>			
Pyramid Enterprises, Inc. Lake Silverwood Marina	3/1/1998 2/28/2018 Month to Month	\$38,000/year or 8% of gross receipts up to \$500,000, and 10% of gross receipts over \$500,000, whichever is greater; plus 7% of fuel gross receipts; and 35% of pay showers gross receipts.	<b>FISCAL YEAR</b> <b>RECEIPTS</b> <b>RENT</b>	<b>18-19</b> \$849,131 \$83,568	<b>19-20</b> \$706,796 \$68,957
<b>Park Unit: South Carlsbad SB</b>		<b>District: San Diego Coast</b>			
Albert's RV Rental Camp trailer rentals	1/1/2012 12/31/2016 Month to Month	\$2,000/year or 10% of gross receipts, whichever is greater.	<b>FISCAL YEAR</b> <b>RECEIPTS</b> <b>RENT</b>	<b>18-19</b> \$8,741 \$878	<b>19-20</b> \$3,667 \$367
LAZ Parking California LLC of San Diego Parking lot management	11/1/2011 10/31/2021 In Term	\$1,680,000/year commencing contract year 2, or 80% of fee collections, whichever is greater.	<b>FISCAL YEAR</b> <b>RECEIPTS</b> <b>RENT</b>	<b>18-19</b> \$248,472 \$198,778	<b>19-20</b> \$242,475 \$193,980
LUV-2-CAMP LLC Camp trailer rentals	2/1/2012 1/3/2017 Month to Month	\$2,000/year or 10% of gross receipts, whichever is greater.	<b>FISCAL YEAR</b> <b>RECEIPTS</b> <b>RENT</b>	<b>18-19</b> \$76,387 \$7,639	<b>19-20</b> \$63,299 \$6,330

Concessionaire Name Concession Operation	Begin Date End Date Contract Status	Rental Terms	Gross Receipts Rent to State		
MLG Enterprises RV Rental, LLC Camp trailer rental	2/1/2013 1/31/2015 Month to Month	\$2,000/year or 10% of gross receipts, whichever is greater.	<b>FISCAL YEAR</b> <b>RECEIPTS</b> <b>RENT</b>	<b>18-19</b> \$66,413 \$6,641	<b>19-20</b> \$42,502 \$4,250
Travel Time RV, Inc. Camp trailer rentals	2/1/2012 1/31/2017 Month to Month	\$2,000/year or 10% of gross receipts, whichever is greater.	<b>FISCAL YEAR</b> <b>RECEIPTS</b> <b>RENT</b>	<b>18-19</b> \$4,844 \$484	<b>19-20</b> \$2,742 \$274
World Wave Expeditions Campstore	6/1/2020 5/31/2033 In Term - New	\$116,400.00 Annually or 15% of gross receipts, whichever is greater	<b>FISCAL YEAR</b> <b>RECEIPTS</b> <b>RENT</b>		<b>19-20</b> \$17,216 \$3,708
<b>Park Unit: South Yuba River SP</b>		<b>District: Sierra</b>			
Yuba Bus, LLC. Transportation services	7/1/2018 6/1/2020 Terminated	\$1,000/year for year 1. \$2,000/year or 5% of gross receipts, whichever is greater the next year and subsequent years. Early Entry 6/1/2018.	<b>FISCAL YEAR</b> <b>RECEIPTS</b> <b>RENT</b>	<b>18-19</b> \$0 \$0	<b>19-20</b> \$0 \$0
<b>Park Unit: Statewide</b>		<b>District: Statewide</b>			
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.	<b>FISCAL YEAR</b> <b>RECEIPTS</b> <b>RENT</b>	<b>18-19</b> \$3,153,844 \$2,630,309	<b>19-20</b> \$3,783,197 \$3,217,853
Recreational Equipment, Inc. (REI) Outdoor education and recreation	11/1/2017 10/31/2022 In Term	\$10,000/year or 10% of gross receipts, whichever is greater.	<b>FISCAL YEAR</b> <b>RECEIPTS</b> <b>RENT</b>	<b>18-19</b> \$208,377 \$18,138	<b>19-20</b> \$99,995 \$25,019
Sani-Star, LLC Automated RV dump fee collection system	4/1/2018 3/31/2020 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.	<b>FISCAL YEAR</b> <b>RECEIPTS</b> <b>RENT</b>	<b>18-19</b> \$137,003 \$34,251	<b>19-20</b> \$124,485 \$10,538
<b>Park Unit: Sugarloaf Ridge SP</b>		<b>District: Bay Area</b>			
Valley of the Moon Association Ferguson Observatory	4/2/2004 3/31/2014 Month to Month	Provide astronomy programs and collect group camp fees with 10-50% of rental fees deposited into a facility maintenance and improvement account.	<b>FISCAL YEAR</b> <b>RECEIPTS</b> <b>RENT</b> <b>FACILITIES</b>	<b>18-19</b> \$16,830 \$3,135 \$1,445	<b>19-20</b> \$12,045 \$2,327 \$0

Concessionaire Name Concession Operation	Begin Date End Date Contract Status	Rental Terms	Gross Receipts Rent to State		
<b>Park Unit: Tahoe SRA</b>		<b>District: Sierra</b>			
North Tahoe Historic Society	7/1/2000	Maintain and operate museum and interpretive	<b>FISCAL YEAR</b>	<b>18-19</b>	<b>19-20</b>
William B. Layton Museum	6/30/2020	services for the public benefit.	<b>RECEIPTS</b>	\$41,000	\$31,250
	Month to Month		<b>RENT</b>	\$4,920	\$3,750
<b>Park Unit: Tolowa Dunes SP</b>		<b>District: North Coast Redwoods</b>			
Crescent Trail Rides	5/1/2011	\$1,000 annual or 10% of gross receipts, whichever is	<b>FISCAL YEAR</b>	<b>18-19</b>	<b>19-20</b>
Guided horseback trail rides	4/30/2013	greater.	<b>RECEIPTS</b>	\$56,586	\$39,262
	Month to Month		<b>RENT</b>	\$5,657	\$3,926
<b>Park Unit: Topanga SP</b>		<b>District: Angeles</b>			
Castle Creek Properties	9/1/2011	\$36,000 annual or 10% of gross receipts, whichever is	<b>FISCAL YEAR</b>	<b>18-19</b>	<b>19-20</b>
Wine tasting room	8/31/2013	greater.	<b>RECEIPTS</b>	\$1,640,028	\$1,198,696
	Month to Month		<b>RENT</b>	\$164,003	\$129,968
			<b>FACILITIES</b>	\$0	\$0
<b>Park Unit: Torrey Pines SB</b>		<b>District: San Diego Coast</b>			
Brats Berlin	9/1/2015	\$1,200/year or 10% of gross receipts, whichever is	<b>FISCAL YEAR</b>	<b>18-19</b>	<b>19-20</b>
Mobile food truck	8/31/2017	greater. Became non-operational in May 2020.	<b>RECEIPTS</b>	\$28,974	\$38,221
	Non Operational		<b>RENT</b>	\$2,898	\$3,823
LAZ Parking California LLC of San Diego	11/1/2011	\$1,680,000/year commencing contract year 2, or 80%	<b>FISCAL YEAR</b>	<b>18-19</b>	<b>19-20</b>
Parking lot management	10/31/2021	of fee collections, whichever is greater.	<b>RECEIPTS</b>	\$3,776,939	\$2,171,633
	In Term		<b>RENT</b>	\$3,148,906	\$1,737,306
The Pura Vida Project	9/1/2016	\$4,000.00 Annually or 10% of gross receipts,	<b>FISCAL YEAR</b>	<b>18-19</b>	<b>19-20</b>
Surf Rentals	8/31/2018	whichever is greater.	<b>RECEIPTS</b>	\$21,500	\$11,108
	Month to Month		<b>RENT</b>	\$3,524	\$2,066
<b>Park Unit: Turlock Lake SRA</b>		<b>District: Central Valley</b>			
American Land and Leisure, Inc.	9/1/2012	\$17,500 annually or 10.50% of annual gross receipts.	<b>FISCAL YEAR</b>	<b>18-19</b>	<b>19-20</b>
Camping and day use services	8/31/2018	All rent is deposited into facility maintenance	<b>RECEIPTS</b>	\$156,938	\$231,459
	Terminated	accounts administered by Concessionaire.	<b>RENT</b>	\$16,478	\$24,303
			<b>FACILITIES</b>	\$0	\$0

Concessionaire Name Concession Operation	Begin Date End Date Contract Status	Rental Terms	Gross Receipts Rent to State		
<b>Park Unit: Van Damme SP</b>		<b>District: Sonoma-Mendocino Coast</b>			
Kayak Mendocino	4/1/2006	\$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.	<b>FISCAL YEAR</b>	<b>18-19</b>	<b>19-20</b>
Kayak rentals and tours	3/31/2016		<b>RECEIPTS</b>	\$36,360	\$30,580
	Month to Month		<b>RENT</b>	\$4,363	\$3,670
<b>Park Unit: Wilder Ranch SP</b>		<b>District: Santa Cruz</b>			
Randy Clayton dba Santa Cruz Carriage Company Draft Horses	2/1/2012 1/31/2017	\$500/year or 8% of gross receipts, whichever is greater; and 2% of gross receipts for trail maintenance.	<b>FISCAL YEAR</b>	<b>18-19</b>	<b>19-20</b>
Horse rides and interpretive programs	Terminated		<b>RECEIPTS</b>	\$1,453	\$6,321
			<b>RENT</b>	\$191	\$631
<b>Park Unit: Will Rogers SP</b>		<b>District: Angeles</b>			
Dorte Lindegaard	5/1/2006	\$1,000/year or 10% of gross receipts, whichever is greater.	<b>FISCAL YEAR</b>	<b>18-19</b>	<b>19-20</b>
Westside Riding School - Horseback riding lessons	4/30/2008		<b>RECEIPTS</b>	\$479,677	\$354,317
	Month to Month		<b>RENT</b>	\$67,198	\$51,994
<b>Park Unit: Woodson Bridge SRA</b>		<b>District: Northern Buttes</b>			
American Land and Leisure, Inc.	9/1/2012	\$3,025 annually or 8.01% of annual gross receipts. All rent is deposited into facility maintenance accounts maintained by Concessionaire.	<b>FISCAL YEAR</b>	<b>18-19</b>	<b>19-20</b>
Camping and day use services	8/31/2018		<b>RECEIPTS</b>	\$31,595	\$54,063
	Terminated		<b>RENT</b>	\$0	\$4,836
			<b>FACILITIES</b>	\$0	\$0

**18-19                      19-20**

<b>TOTAL GROSS RECEIPTS</b>	\$169,946,912	\$128,581,192
<b>TOTAL RENT</b>	\$23,307,598	\$18,216,708
<b>TOTAL FACILITIES</b>	\$2,883,010	\$0

The totals for FY 18-19 include contracts that were terminated in the previous Annual Report and were removed for this FY

## Section C – Concession Agreement Changes

Section C summarizes changes to concession program agreements during Fiscal Year 2019-20. This section lists new agreements, agreements that went on month-to-month, amended agreements, expired agreements, agreements that became non-operational, and agreements that were terminated. The Department executed two new or renewed contracts during the reporting period, some with operations in multiple park units.



SILVER STRAND SB, Curbside Bites



SOUTH CARLSBAD SB, The Camp Store

## CONCESSION CONTRACT AGREEMENT CHANGES

Concessionaire Name Concession Operation	Begin Date End Date Contract Status	Rental Terms
<p><b>Park Unit: Angel Island SP</b> Alcatraz Cruises, LLC Alcatraz/Angel Island tours &amp; ferry service</p>	<p>4/1/2007 3/31/2008 Non-Operational</p>	<p><b>District: Bay Area</b> 15% of gross receipts collected for Angel Island portion of tour, \$1.00 per bicycle, and 2% for dock maintenance, for each month of operation, plus collection of day use fees. Became non-operational in March 2020.</p>
<p><b>Park Unit: Auburn SRA</b>  Kelly Lynn Kain dba River Rat &amp; Co Whitewater Rafting</p>	<p>3/1/2019 2/28/2020 Terminated</p>	<p><b>District: Gold Fields</b>  \$900/year. Rent from separate contracts based on flat fee and tour participant fee. Contracts renew annually. All rent supports the park unit operations. Included in whitewater rafting agreement.</p>
<p><b>Park Unit: Carlsbad SB</b>  So Cal Surf Lessons - North of Tierra Mar North of Tierra Mar surf lessons</p>	<p>7/1/2010 6/30/2020 Month to Month</p>	<p><b>District: San Diego Coast</b>  \$200/month or 12% of gross receipts whichever is greater June-August; 12% of gross receipts remainder of year.</p>
<p><b>Park Unit: Folsom Lake SRA</b>  Brennan K. Anderson and Rebecca Johnson dba Creative Excursion Glamping services</p>	<p>2/1/2018 1/31/2020 Month to Month</p>	<p><b>District: Gold Fields</b>  \$3,000/year or 8% of annual gross receipts, whichever sum is greater.</p>
<p>California Canoe and Kayak, Inc. Canoe and kayak rentals</p>	<p>8/1/2014 7/31/2019 Month to Month</p>	<p>\$2,000/year or 10% of gross receipts, whichever is greater.</p>

Concessionaire Name Concession Operation	Begin Date End Date Contract Status	Rental Terms
Current Adventures Kayak and equipment rentals	7/1/2014 6/30/2019 Month to Month	\$375/year or 5% of gross receipts, whichever is greater.
El Dorado Hills Boat, Wine, and Self Storage dba Gold Key Boathouse Boat towing, watercraft repair	7/1/2013 6/30/2015 Terminated	\$1,000/year or 10% of gross receipts, whichever is greater.
Tom Maringer dba Mobile Boat Service Mobile boat services	8/1/2014 7/31/2019 Month to Month	\$1,000/year or 10% of gross receipts, whichever is greater.
Total Body Fitness Fitness program	8/1/2014 7/31/2019 Month to Month	\$750/year or 10% of gross receipts, whichever sum is greater.
<b>Park Unit: Huntington SB</b>		<b>District: Orange Coast</b>
Playland Concessions Inc. dba BABES Catering & Rentals Beach stands	7/1/2009 6/30/2019 Terminated	\$45,000/year or 16% of annual gross receipts, whichever is greater; and 10% of gross receipts for off premises catered events authorized under a special event permit.
<b>Park Unit: Lake Perris SRA</b>		<b>District: Inland Empire</b>
Pyramid Enterprises, Inc. Lake Perris Marina	6/15/1976 6/14/2001 Terminated	\$7,200/year or 6% of gross receipts, whichever is greater, and 2 cents per gallon for fuel sales.
<b>Park Unit: Leo Carrillo SP</b>		<b>District: Angeles</b>
Camping Adventures Campsite equipment and set up	10/1/2014 9/30/2019 Month to Month	\$2,700/year or 10% of gross receipts, whichever is greater.

Concessionaire Name Concession Operation	Begin Date End Date Contract Status	Rental Terms
<b>Park Unit: MacKerricher State Park</b>		<b>District: Sonoma-Mendocino Coast</b>
Mendocino Area Park Assoc. (M.A.P.A.) Environmental Education Program	7/1/2014 6/30/2016 Terminated	\$1,000/year or 5% of gross receipts, whichever is greater.
Pacific Environmental Education Center Environmental education program	8/1/2014 7/31/2019 Month to Month	\$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.
<b>Park Unit: Oceano Dunes SVRA</b>		<b>District: Oceano Dunes</b>
Yo, Banana Boy! Inc. 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.
<b>Park Unit: Old Sacramento SHP</b>		<b>District: Capital</b>
Wells Fargo Bank N.A. Museum and ATM operations	12/1/2014 11/30/2019 Terminated	\$9,000/year, or 5% of retail sales plus 5% of ATM fee surcharges, whichever is greater.
<b>Park Unit: Old Town San Diego SHP</b>		<b>District: San Diego Coast</b>
Tafoya and Sons Casa de Wrightington historic retail store	7/1/2010 6/30/2020 Month to Month	\$42,000/year or 9% of gross receipts, whichever is greater. Operated May-June 2010 under Early Entry Permit.
<b>Park Unit: Point Mugu SB</b>		<b>District: Angeles</b>
Camping Adventures Campsite equipment and set up	10/1/2014 9/30/2019 Month to Month	\$2,700/year or 10% of gross receipts, whichever is greater.

Concessionaire Name Concession Operation	Begin Date End Date Contract Status	Rental Terms
<b>Park Unit: Prairie City SVRA</b>		<b>District: Twin Cities</b>
All Star Karting LLC Go-Kart racetrack	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.
Armstrong Racing, LLC Motocross race track operation - PCAX	7/1/2018 6/30/2023 Terminated	\$19,200/year or 10% of annual gross receipts, whichever is greater. Became non-operational in November 2019.
Armstrong Racing, LLC Motocross race track operation - PCMX	6/1/2010 5/31/2020 Month to Month	\$36,450/year or 15% of annual gross receipts, whichever is greater.
<b>Park Unit: San Clemente SB</b>		<b>District: Orange Coast</b>
Calafia Beach Café Calafia Beach stand	9/1/2009 8/31/2019 Non-Operational	Year 1: 12% of gross receipts; Year 2: \$20,000 minimum annual rent or 12% of gross receipts, whichever is greater. Not operating as of June 2020.
Standard Bearer Machines Electric Bicycle Rental Service	8/1/2018 7/31/2020 Terminated	\$16,649.28 or 18% of gross receipts, whichever is greater.
<b>Park Unit: San Onofre SB</b>		<b>District: Orange Coast</b>
Standard Bearer Machines Electric Bicycle Rental Service	8/1/2018 7/31/2020 Terminated	\$16,649.28 or 18% of gross receipts, whichever is greater.
<b>Park Unit: Silver Strand SB</b>		<b>District: San Diego Coast</b>
Curbside Bites Mobile food truck	6/1/2020 5/31/2021 In Term- New	\$600/year or 10% of gross receipts, whichever is greater. This contract was entered into as a pilot contract under 5080.05 for a one (1) year term.

Concessionaire Name Concession Operation	Begin Date End Date Contract Status	Rental Terms
<b>Park Unit: South Carlsbad SB</b>		<b>District: San Diego Coast</b>
World Wave Expeditions Campstore	6/1/2020 5/31/2033 In Term- New	\$116,400.00 Annually or 15% of gross receipts, whichever is greater plus 3% Gross receipts into Facility Improvement Account. Advertised for bid: \$50,000 annually or 13% of gross receipts plus 2% Facility Improvement Account
<b>Park Unit: South Yuba River SP</b>		<b>District: Sierra</b>
Yuba Bus, LLC. Transportation services	7/1/2018 6/1/2020 Terminated	\$1,000/year for year 1. \$2,000/year or 5% of gross receipts, whichever is greater the next year and subsequent years. Early Entry 6/1/2018.
<b>Park Unit: Statewide</b>		<b>District: Statewide</b>
Sani-Star, LLC Automated RV dump fee collection system	4/1/2018 3/31/2020 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.
<b>Park Unit: Tahoe SRA</b>		<b>District: Sierra</b>
North Tahoe Historic Society William B. Layton Museum	7/1/2000 6/30/2020 Month to Month	Maintain and operate museum and interpretive services for the public benefit.
<b>Park Unit: Torrey Pines SB</b>		<b>District: San Diego Coast</b>
Brats Berlin Mobile food truck	9/1/2015 8/31/2017 Non-Operational	\$1,200/year or 10% of gross receipts, whichever is greater. Became non-operational in May 2020.

Concessionaire Name Concession Operation	Begin Date End Date Contract Status	Rental Terms
<b>Park Unit: Turlock Lake SRA</b>		<b>District: Central Valley</b>
American Land and Leisure, Inc. Camping and day use services	9/1/2012 8/31/2018 Terminated	\$17,500 annually or 10.50% of annual gross receipts. All rent is deposited into facility maintenance accounts administered by Concessionaire.
<b>Park Unit: Wilder Ranch SP</b>		<b>District: Santa Cruz</b>
Randy Clayton dba Santa Cruz Carriage Company Draft Horses Horse rides and interpretive programs	2/1/2012 1/31/2017 Terminated	\$500/year or 8% of gross receipts, whichever is greater; and 2% of gross receipts for trail maintenance.
<b>Park Unit: Woodson Bridge SRA</b>		<b>District: Northern Buttes</b>
American Land and Leisure, Inc. Camping and day use services	9/1/2012 8/31/2018 Terminated	\$3,025 annually or 8.01% of annual gross receipts. All rent is deposited into facility maintenance accounts maintained by Concessionaire.

**California State Parks Mission**

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

**Concessions Program Mission**

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

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

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

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

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