




**EAST BAY REGIONAL PARK DISTRICT
BOARD OPERATIONS COMMITTEE
AGENDA STAFF REPORT**

DATE	December 18, 2024
TITLE	Concessions Annual Update
DIVISION	Operations
FROM	Tiffany Margulici, Business Services Manager Lisa Goorjian, Assistant General Manager of Operations
APPROVED	Sabrina Landreth, General Manager 

RECOMMENDATION

This is an informational item only.

BACKGROUND

Staff will provide an informational update on concessions throughout the East Bay Regional Park District (Park District).

The Park District operates 21 concessions at 14 parks throughout the Park District. Of the 21 concessions, 5 are open seasonally only and 16 are operated year-round. Concessionaire agreements are awarded based on competitive Request for Proposals (RFP) process and are authorized by the Board of Directors. The RFP outlines the selection criteria, which are based on the service delivery and revenue goals for each location. All concessionaires pay a concession fee and a Concession Maintenance Fund (CMF) fee, both of which are based on a percentage of the concessionaire's gross monthly revenue. Staff will discuss trends in the Park District's concession operations and upcoming transitions in service at certain locations.

Concession Type	Number	Park Location
Attractions	2	Tilden (Train, Merry Go Round)
Boating/Marinas	5	Marinas (Del Valle*, Lake Chabot*, Shadow Cliffs*) & Paddle Sports (Del Valle, Crown Beach)
Camping Services	2	Camp Arroyo, Dumbarton Quarry*
Dog Services	1	Point Isabel*
Equestrian Boarding/Lessons	4	Anthony Chabot, Redwood, Las Trampas
Food Service/Snack	2	Contra Loma, Tilden Anza
Golf	2	Lake Chabot/Redwood Canyon*, Tilden*
Special Events	3	Ardenwood*, Bridge Yard, Little Hills
Total	21	

**Indicates other services (i.e., snacks) may be offered in addition to primary service.*