

APPENDIX I: SUMMARY OF CONCESSION ACTIVITIES

MINNESOTA STATE PARKS AND METROPOLITAN REGIONAL PARKS

September 8, 2003

	<i>Minnesota State Parks</i>	<i>Anoka County</i>	<i>Carver County</i>	<i>Dakota County</i>	<i>Ramsey County</i>	<i>Washington County</i>	<i>Three Rivers Park District</i>	<i>Minneapolis</i>	<i>St. Paul</i>	<i>Bloomington</i>
Contracts with Private Concessionaires	x	x	x		x	x		x	x	x
Agency-operated Concessions	x	x	x	x		x	x	x	x	
Minnesota State Parks	<p>Private concession contracts generated \$261,900 in revenues in SFY 2003. Of this amount, \$115,000 was generated from Minneapolis administration of the Polo Grounds and golf course on the Upper Bluff at the Fort Snelling State Park. Other private concession agreements include: bike and canoe rentals, soda sales, and excursion boat rides at Itasca State Park, which generated about \$26,000 in 2003; canoe and cross-county ski rentals at Wild River State Park, revenue varies from \$17,000 to \$32,000, depending on the year; and canoe rental, boat dockage, and rental of the museum building at Interstate State Park, about \$45,600.</p> <p>State park employees also rent out state-owned equipment including bikes, canoes, boats and motors, and cross-country skis. In SFY 2003, approximately \$67,000 was deposited into the Working Capital Account from this activity.</p>									
Anoka County	<p>Uses two private concessionaires: 1) the Bunker Park Horse Riding Stables operates the stables and provides hores and equipment. The County receives 5 percent of gross sales or about \$10,000 per year. 2) Concession sales at Lake George R.P. beach were privatized this year. The County anticipates about \$3,000 in net proceeds.</p> <p>Concessions that the county operates include: 1) campground firewood and sundries - about \$10,000 per year; 2) nature center books, hats, t-shirts, etc. - about \$2,000 per year; 3) Bunker Beach water park concessions - about \$325,000 per year. These amounts are included in "park user fees and charges" previously reported.</p>									
Carver County	<p>One contracted vending maching operated concession stand. In 2002, the concession stand generated \$615 in net proceeds to the County.</p> <p>County sale of firewood and rental of equipment generated \$2,067 in net proceeds in 2002.</p>									
Dakota County	<p>The county operates limited concession and merchandise sales related to family campground operations. In 2002, at Lebanon Hills R.P. campground concession sales generated \$10,678 and Lake Byllesby R.P. campground generated \$10,400 in gross concession sales.</p>									

Ramsey County	Offers contract vending and concession stand food and beverage services at several regional park sites. The County receives a percentage of gross receipts. For 2002, the County share of revenues was \$10,517. That amount was included in the revenue summary previously reported.																										
Washington County	The County has two full-service, county-operated concessions, one in Lake Elmo Park Reserve and the other in Square Lake Special Recreation Feature. In 2002, the two facilities generated \$31,015 in revenue. The County also has vending machines that generated \$12,139 in 2002.																										
Three Rivers Park District	Three Rivers Park District operates its own concessions. Food and beverage sales occur at 11 locations, some other locations have vending machines only. Merchandise sales occur at 10 locations, primarily Nature and Visitor Centers, and concentrate on nature and park-related items. In 2002, the concessions fund transferred \$227,000 to the general operating fund. (These figures do not include any food or beverage or merchandise sales from enterprise operations, such as golf and ski areas.)																										
Minneapolis	Private concessions with gross annual revenues projected for 2004 include: excursion boats - \$45,000; Nicollet Island event rentals and catering - \$240,000; Nicollet Island Inn - \$130,000; and Lake Harriet Concessions -\$280,000.																										
	Agency-operated concessions with gross annual revenues projected for 2004 include: canoe and kayak rentals - \$80,000; sailboat bouys - \$80,000; canoe rack rentals - \$30,000; Lake Calhoun Concessions - \$110,000; and Lake Nokomis/Minnehaha Falls Concessions - \$150,000.																										
St. Paul	Each of the vendors charges individual user fees of which the City receives a percentage based on contracts. Projected revenues for 2003 are listed below.																										
	<table border="1"> <thead> <tr> <th>Activity</th> <th>Payments to City</th> </tr> </thead> <tbody> <tr> <td>Showboat</td> <td>\$10,000</td> </tr> <tr> <td>Excursion</td> <td>\$37,500</td> </tr> <tr> <td>St. Paul Yacht Club</td> <td>\$34,500</td> </tr> <tr> <td>Como Lakeside</td> <td>\$2,000</td> </tr> <tr> <td>Carousel</td> <td>\$30,000</td> </tr> <tr> <td>O'Neil Amusement</td> <td>\$115,000</td> </tr> <tr> <td>Blue Bell</td> <td>\$225,000</td> </tr> <tr> <td>American Red Cross</td> <td>\$1,000</td> </tr> <tr> <td>Mini Golf</td> <td>\$4,000</td> </tr> <tr> <td>Allied Management</td> <td>\$20,000</td> </tr> <tr> <td>City Academy</td> <td>\$8,000</td> </tr> <tr> <td>Como Zoo and Conservatory Society</td> <td>\$218,000</td> </tr> </tbody> </table>	Activity	Payments to City	Showboat	\$10,000	Excursion	\$37,500	St. Paul Yacht Club	\$34,500	Como Lakeside	\$2,000	Carousel	\$30,000	O'Neil Amusement	\$115,000	Blue Bell	\$225,000	American Red Cross	\$1,000	Mini Golf	\$4,000	Allied Management	\$20,000	City Academy	\$8,000	Como Zoo and Conservatory Society	\$218,000
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	St. Paul Parks and Recreation operates food and/or merchandise concessions at Phalen Lakeside, Phale Ski and Como Ski. Projected revenues for 2003 are \$16,300.																										
Bloomington	One concession contract generates revenue from the sale of food and/or merchandise at Bush Lake Beach. The City receives 14 percent of gross revenue on sales and 18 percent of gross sales on vending machines. Estimate of total revenues for the City in 2003 is \$20,000.																										