

**REPORT/RECOMMENDATION TO THE BOARD OF SUPERVISORS
OF SAN BERNARDINO COUNTY
AND RECORD OF ACTION**

November 5, 2024

FROM

BEAHTA R. DAVIS, Director, Regional Parks Department

SUBJECT

Revenue Lease Agreement with Raindance, LLC for Operation of the Calico Print Shop Concession at Calico Ghost Town Regional Park

RECOMMENDATION(S)

1. Find that approval of Revenue Lease Agreement with Raindance, LLC to operate the Calico Print Shop concession at Calico Ghost Town Regional Park is an exempt project under the California Environmental Quality Act Guidelines Section 15301 - Existing Facilities (Class 1).
2. Approve Revenue Lease **Agreement No. 24-1052** with Raindance, LLC to lease Building No. 14 to operate the Calico Print Shop concession at Calico Ghost Town Regional Park from November 6, 2024, through November 5, 2029, with two five-year options to extend the term, in which the County will receive lease fees of no less than \$72,000 over the five-year term (Four votes required).
3. Direct the Regional Parks Department to file the Notice of Exemption in accordance with the California Environmental Quality Act.
(Presenter: Beahta R. Davis, Director, 387-2340)

COUNTY AND CHIEF EXECUTIVE OFFICER GOALS & OBJECTIVES

Operate in a Fiscally-Responsible and Business-Like Manner.

FINANCIAL IMPACT

Approval this item will not result in the use of Discretionary General Funding (Net County Cost). Over the five-year term of this Revenue Lease Agreement (Agreement), Raindance, LLC (Concessionaire) will pay fees, totaling a minimum of \$72,000, to the Regional Parks Department (Department) to lease Building No. 14, known as Calico Print Shop, at Calico Ghost Town Regional Park (Park). The Concessionaire will pay fees of either \$1,200 per month for the term of the Lease or 9% of its gross income, whichever is greater. The Concessionaire will also pay 3.5% of its monthly gross income as an advertising fee for promotion of the Park. The Department will match their advertising fee payment equal to a minimum of one and a half times the 3.5% collected. Adequate appropriation and revenue have been included in the Department's 2024-25 budget and will be included in future recommended budgets.

BACKGROUND INFORMATION

The Concessionaire currently operates Calico Candle and Bath House, Calico Rock and Gift Shop, and Calico Leatherworks.

The Print Shop concession has been operating at the Park since 2019. This concession sells a variety of items that include newspapers, wall hangings, posters, cards, maps, books, souvenirs

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cups, and T-Shirts printed in house. The Lease with the Concessionaire is for an initial five-year term commencing November 6, 2024, through November 5, 2029, and includes two five-year extension options.

Approval of this Agreement aligns with the County and Chief Executive Officer's Goal and Objective to Operate in a Fiscally-Responsible and Business-Like Manner by allowing the Department to leverage its amenities and land to raise revenue to support park maintenance and development.

The Revenue Lease Agreement was reviewed pursuant to the California Environmental Quality Act (CEQA) and determined to be categorically exempt under CEQA Guidelines Section 15301-Existing Facilities (Class 1) because there is no possibility that the leasing of the subject property will have significant effect on the environment.

PROCUREMENT

The Department released Request for Proposals (RFP) No. PARKS24-PARKS-5340 on May 3, 2024. The RFP requested proposals from applicants looking to lease and provide the management of Building No. 14, known as Calico Print Shop, for concessions. The RFP was posted to the County's Electronic Procurement Network (ePro).

Following the review of the one proposal received, the Department is satisfied with the proposal and recommends approval of the Agreement. No protests were received within the allowable period. Purchasing supports this competitive procurement based on the formal solicitation described above.

REVIEW BY OTHERS

This item has been reviewed by County Counsel (Suzanne Bryant, Deputy County Counsel, 387-5455) on September 16, 2024; Purchasing (Jessica Barajas, Supervising Buyer, 387-2065) on September 26, 2024; Real Estate Services Department (Lyle Ballard, Leasing and Property Manager, 387-5252) on September 30, 2024; Finance (Elias Duenas, Administrative Analyst, 387-4052) on October 4, 2024; and County Finance and Administration (Valerie Clay, Deputy Executive Officer, 387-5423) on October, 21 2024.

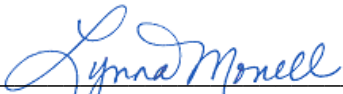
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Record of Action of the Board of Supervisors
San Bernardino County

APPROVED (CONSENT CALENDAR)

Moved: Joe Baca, Jr. Seconded: Curt Hagman
Ayes: Col. Paul Cook (Ret.), Jesse Armendarez, Dawn Rowe, Curt Hagman, Joe Baca, Jr.

Lynna Monell, CLERK OF THE BOARD

BY 
DATED: November 5, 2024



cc: Regional Parks - Davis w/agree
Contractor - c/o Regional Parks w/agree
File - w/agree

MBA 11/7/2024