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May 28, 2025

**Questions and Answers No. 1**

Request for Proposal for the Griffith Park Exclusive Tours Concession Operation and  
Maintenance  
(CON-M25-005)

**Q1** - The document states that the concession operator must pay 45% of Gross Receipts (PGR) to RAP. Could you confirm if this percentage is accurate? Given the high operational costs such as insurance and salaries this rate seems challenging for a business to remain competitive and profitable. For comparison, Balboa Park's bicycle rental concession operates at approximately 18% PGR. I wanted to raise this concern because agreeing to such terms might indicate a lack of industry experience, potentially affecting the concession's long-term viability.

*A. Yes, the 45% Percentage of Gross Receipt (PGR) is accurate. Please refer to the RFP sections noted below.*

**SECTION I.V. PROPOSAL ITEMS D. Compensation Plan - Page 7**

The Concession fee will be a Percentage of Gross Receipts (PGR) as proposed by the Concessionaire. Proposers are to complete the Financial Offer Form Exhibit H and specify their proposed PGR. The Concession Fee will be payable the first month following the commencement of operations and will be made monthly by Concessionaire to RAP. The minimum acceptable PGR for the Concession is 45%.

**Q2 - Can you please define the job description for the tours?**

*A. Respondents have the opportunity to propose a creative, exciting tour concept for this concession. It is up to proposers to develop a job description for their employees who will operate the tours and ensure that the description aligns with the objectives as outlined in the RFP Page 1, Section II - Objective and Page 2, Section III - Description of Concession which states:*

**SECTION II. OBJECTIVE - Page 1**

The objective of this Request for Proposal (RFP) is to award a five-year agreement, with two five-year extension options exercisable at RAP's sole discretion, for the operation of high-quality concession offering bicycle rentals, hiking/biking tours and shuttles, to a successful proposer who will:

Operate, market and brand exclusive and fun day biking, hiking and shuttle tours to the world-famous Hollywood sign and other premier locations in Griffith Park. Tours will include a well-informed tour guide and various other options.

### **SECTION III. DESCRIPTION OF CONCESSION – Page 2**

The Griffith Park Visitor Center will serve as the hub where electric biking, hiking and electric shuttle tours will originate with tours led by well-informed guides to educate patrons on the flora and fauna and the rich history of Griffith Park. This opportunity offers access to the Hollywood sign and to other premier locations some of which are not available to other tour businesses.

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