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June 18, 2025

Questions and Answers No. 3

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

Q1 Can you clarify the justification for the 45% Percentage of Gross Receipts (PGR)? What specific benefits or support does the awarded vendor receive in return?

A. The concession will have exclusive access to provide tours to park roads, park locations and facilities that are not permitted to other operators. RAP anticipates this exclusivity and public interest will financially benefit both the concessionaire and RAP.

Q2 Is the 45% PGR assessed solely on tours that take place within Griffith Park boundaries / sold in Griffith? Are third party ticket sales also eligible for PGR?

A. The 45% PGR is assessed on all tours taking place on the premises as described in RFP Exhibit A, Premises Map and tour routes as proposed and all other sales generated from the concession. If allowed, third party ticket sales would also be subject to 45% PGR.

Q3 Will there be a transparent framework in place for how the 45% PGR is calculated and audited?

A. The 45% PGR is set by RAP deriving from the sales generated by the concession as reported to RAP by the concessionaire. Please see RFP Exhibit E Sample Agreement Section 8, Revenue-Sharing Fee Payment, Section 8.B and Section 8.C. Monthly Revenue-Sharing Reports.

Q4 What services or resources (if any) are provided in exchange for the 45% share (e.g., access, infrastructure, marketing)?

A. Concessionaire shall have access to the premises as designated in the RFP and as submitted in their proposal as approved by RAP. The concessionaire shall include and implement a business marketing plan with their proposal per the RFP Page 6, Customer Service Plan.

Q5 Regarding the Small Business Enterprise (SBE) designation: We qualify as an SBE under the requirement of generating under \$7 million in revenue over the past three years. Does this designation satisfy the outreach and compliance expectations listed under SBE engagement? If not, who specifically should we be outreaching to? Does that meet the requirements of the schedule A BIP?

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