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Texas Parks and Wildlife Department  
State Parks Concession Manager  
4200 Smith School Road  
Austin, TX 78744



Return the form to receive more information, or call (512) 389-8565.  
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TEXAS PARKS AND WILDLIFE

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## A HOW-TO GUIDE TO BUSINESS CONCESSION OPPORTUNITIES IN TEXAS STATE PARKS

# Opportunities for Private Businesses Inside State Parks

Business operations that are managed by private entities are a vital part of the Texas State Park system and economy. They can be as simple as vending machines and conducting guide service activities, or as complex as managing a resort development. Many of our state park stores, marinas, golf courses, horseback riding tours—even entire state parks—are operated by private businesses under contract as concessionaires with Texas State Parks. They provide valuable services to park visitors and have the potential to become profitable enterprises.



## How to Become a State Park Concessionaire

Texas Parks and Wildlife works with a variety of businesses and nonprofit groups through concessions contracts to offer a wide range of services to park visitors. Often, these auxiliary enterprises meet a consumer need or demand in the marketplace that park staff is unable to do. So, not only is it a revenue opportunity, but it also helps supplement the mission of the park. These contract businesses work in partnership with the Texas Parks and Wildlife Department to create a valuable component of our park system.

Operating and Leasing of Park Concessions are regulated by the Texas Administrative Code. Franchise Fees (payments to TPWD) can be either an annual fee or percentage of gross receipts that the awarded Concessionaire pays to the Department for the privilege of operating an enterprise within a state park. The duration of the contract may be negotiated to allow for a reasonable return on investment.

When concession opportunities become available, the openings are publicized in the park's surrounding area, and a prospectus is sent to all interested persons who request one.

## Selection of Concessionaires

After reviewing the proposals, TPWD will then conduct interviews and determine which proposal is the best overall fit in meeting park needs. The awarding of contracts is subject to considerations such as past operational and management experience, financial strength, customer service, understanding of marketing and promotion, compliance with TPWD mission/goals, and other selection criteria. Concessionaires will be required to obtain Certificate of Insurance, and may need to furnish Performance Bonds as well. All concessionaire contracts are subject to final review by TPWD.

## PROSPECTIVE CONCESSIONAIRES

If you would like to be placed on the mailing list, or receive additional information regarding concession opportunities in the Texas State Park system, please contact the State Parks Concession Manager at (512) 389-8565 or return this form to Texas Parks and Wildlife Department, State Parks Concession Manager, Business Management Section, 4200 Smith School Road, Austin, TX 78744.

NAME

MAILING ADDRESS

CITY/STATE/ZIP

PHONE

My interest area(s) for a state park concession include

Preferred geographic area of Texas

I would like additional information about

Add my name to the Request for Proposal mailing list.