

2019
Jurisdictional Scan: Licensing Fees Concessionaires

1. Does your agency have a “formula” or standard way to determine licence fees for concessionaires? Further, are your licence fees a percentage of gross revenue or a fixed rate per month of the operating season?
2. Does your agency have fuelling stations or gas sales as a concession? If so, do you use a licence fee per litre sold, or does the licence fee simply follow the standard set for all concessionaires?

JURISDICTION	REPLIED	YES/NO	CONTACT NAME
B.C PARKS	<input checked="" type="checkbox"/>	NO	Sydney Martin

COMMENTS:

1. Does your agency have a “formula” or standard way to determine licence fees for concessionaires? Further, are your licence fees a percentage of gross revenue or a fixed rate per month of the operating season?

BC Parks does not have a standard or formula for determining fees for concessions. As our Frontcountry campgrounds are run by third-party businesses (“Park Operators” or POs), we authorize POs to offer concessions (known as “Service Plus”) through our contracts with them. While BC Parks must approve of all Service Plus activities proposed, we do not normally negotiate a percentage of gross revenue. We have one park in our system (Mt. Robson) that has a specific agreement to return 20% of proceeds from their sales of merchandise (10% of which is invested right back into park specific projects, and 10% is applied to the contractual cost BC Parks pays this PO). However, this situation is unique and was negotiated as a one-off.

2. Does your agency have fuelling stations or gas sales as a concession? If so, do you use a licence fee per litre sold, or does the licence fee simply follow the standard set for all concessionaires?

BC Parks does not have any fuelling stations or gas sales in our protected areas.

ALBERTA PARKS	X		
SASKATCHEWAN PARKS	<input checked="" type="checkbox"/>	YES	Bruce McCannel

COMMENTS:

1. We determine lease fees largely off of gross revenue, our policies are available at:

<https://www.saskatchewan.ca/government/doing-business-with-government/operating-a-business-in-a-provincial-park> (link no longer operational)

<https://publications.saskatchewan.ca/#/categories/2594>

2. Yes, we do allow gas sales, the fee is detailed in the links above.

We are currently conducting some internal research on our methods and whether or not they continue to be the most effective and efficient. Though it is not at the stage where I would include this information in a jurisdictional scan if you would like to discuss please feel free to give me a call. (306)787-2948

MANITOBA PARKS	X		
ONTARIO PARKS	✓		N/A

COMMENTS:
Excel document in Resources below

SEPAQ (QUEBEC)	X		
NEWFOUNDLAND & LABRADOR PARKS	✓	SOMEWHAT/ NO	Geoff Bailey

COMMENTS:

1. Does your agency have a “formula” or standard way to determine licence fees for concessionaires? Further, are your licence fees a percentage of gross revenue or a fixed rate per month of the operating season?
We only have four private sector operators within provincial parks in NL and only one of which has cabin rentals and a storefront. Our private sector operators are required to enter into lease agreements with us with terms and conditions based on the operation. All operational costs associated with the private sector operation are the responsibility of the operator and we do not collect any other fees from them. All tourism operators in the province are required to pay an annual tourism operator licence.

2. Does your agency have fuelling stations or gas sales as a concession? If so, do you use a licence fee per litre sold, or does the licence fee simply follow the standard set for all concessionaires?
We don't have any gas/fueling concessionaires

NOVA SCOTIA PARKS	X		
PARKS NEW BRUNSWICK	Inquiring Jurisdiction		Pascale Lea Ouellette

COMMENTS:
Do any jurisdictions have a “formula” or standard way to determine licence fees for concessionaires? Further, are your licence fees a percentage of gross revenue or a fixed rate per month of the operating season?

On another note, do any jurisdictions have a fuelling station or gas sales as a concession? If so, do you use a licence fee per litre sold, or does the licence fee simply follow the standard set for all concessionaires?

Thanks in advance for the knowledge sharing opportunity and I hope to cross paths again soon!

P.E.I PARKS	X		
GOVERNMENT OF NORTHWEST TERRITORIES PARKS	X		
NUNAVUT PARKS	✓	NO	Linda Vaillancourt
COMMENTS: Pascale, our response to both of your questions is negative.			
YUKON PARKS	X		
PARKS CANADA	X		

Response Rate: 5/13 for **38%**

Key Findings:

- Jurisdictions are across the board on their approach to concessionaires agreements, ranging from having guiding policies, to negotiating per agreement, to basing each agreement on gross revenue.

Future Questions to Ask:

- Revisit question in the future to capture more responses
- Are there policies that exist that could be applied across jurisdictions to provide consistency and support for agreement making, but also provide the flexibility that each jurisdiction needs?

Links to Resources:

- [Ontario Service Fee Report](#)