
Request for Bids

U.S. Department of the Interior
National Park Service
Interior Regions 8, 9, 10, and 12



Food Trucks at Rodeo Beach
Golden Gate National Recreation Area

RFB Issued: **July 13, 2026**

Bids Due: **Every Friday at 12:00pm PST/PDT until a selection is made**

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SUMMARY OF LEASING OPPORTUNITY

This Request for Bids (“RFB”) provides the opportunity for interested individuals and organizations to submit bids to the National Park Service (“Service”), Golden Gate National Recreation Area (“Park” or “GGNRA”) to enter into a lease for mobile food and beverage vending from a food truck at Rodeo Beach located within the Park (“Draft Lease”). The lease entered with the Service will have a term of one (1) year with the possibility of extending one (1) additional year. The Service will award up to two (2) leases for this business opportunity at Rodeo Beach.

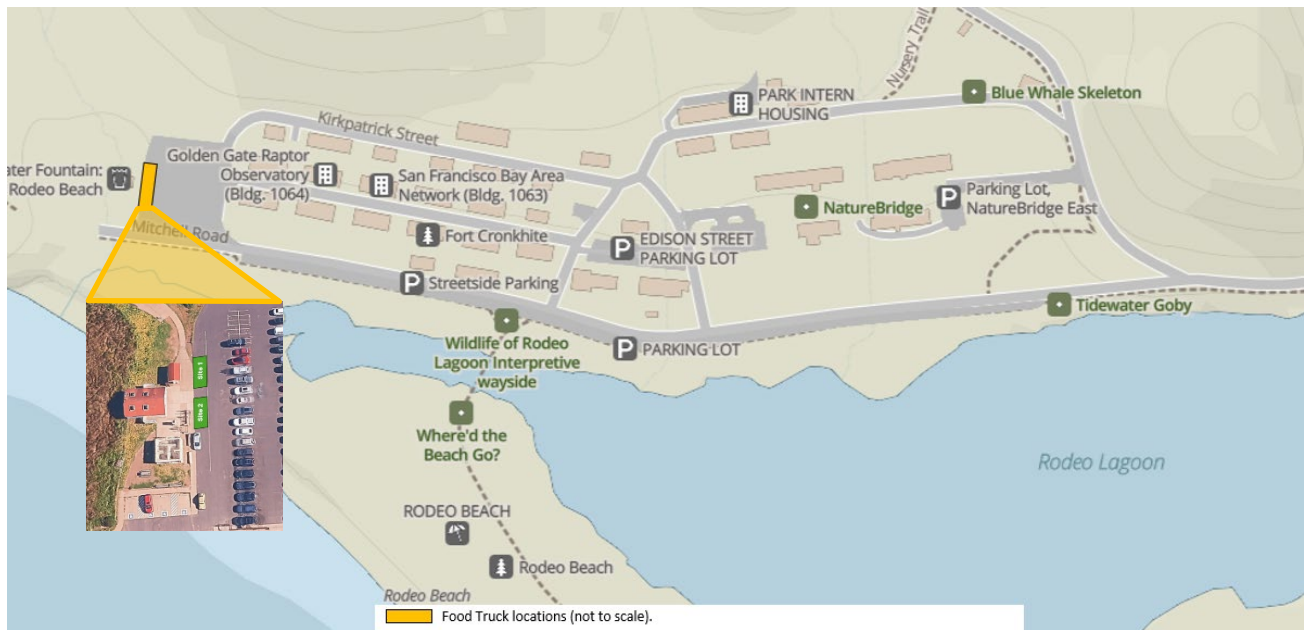
Exhibit 1. Summary of Draft Lease Terms and Conditions

Category	Draft Contract Terms and Conditions
Number of Leases Offered	Two (2) at Rodeo Beach
Lease Term	One (1) year with potential to extend for one (1) additional year
Projected Effective Date	Approximately four (4) to six (6) weeks after the submission
Permitted Uses	Sale of Food and Beverage from a Food Truck, including Hot or Cold Meals and Specialty Items and Desserts
Minimum Operating Hours	Friday, Saturday and Sunday, at minimum; specific schedule to be determined during lease negotiation. No operating hours permitted between sunset and sunrise. The Service will grant 12 excused absences from this minimum operating schedule. The Service, in its sole discretion, may permit additional excused absences requested by lessee with a minimum of 48 hours’ notice.
Minimum Rent	10% of gross revenue generated in Park
Utilities	None available
Waste Management	Lessees must pack out waste generated by their operations each day
Noise Generation	Must not exceed ambient noise levels; no microphone/speaker usage permitted
Generator Use	Allowable if generator meets park noise requirements and operator has necessary fire safety inspections completed
Food Safety	Must meet 2022 FDA Food Code; Certified Food Protection Manager required

PROPERTY OFFERED FOR LEASE

The properties for lease are located in the Marin Headlands Unit of the Park comprised of designated parking spaces for up to two (2) food trucks in existing parking lots identified by the Park as suitable for mobile food & beverage vending (“Premises”). Both designated parking spaces will be 12’ wide and 24’ long. Lessee vehicle and operating footprint (trash cans, generator, etc.) must fit entirely within one of the designated parking spaces as outlined below. As water hook-ups and drainage are not available, Lessees will be responsible for providing sufficient water for operations and disposing of gray water and wastewater offsite in accordance with Service policy. Electricity and gas connections are not available to Lessee. Public restrooms are available near the Premises.

Exhibit 2. Rodeo Beach Lease Premises



LEASE TERM

The term of the Draft Lease is one (1) year with the option to extend for one (1) additional year if mutually agreed upon by the Service and the Lessee with an expiration date no later than two (2) years of the effective date of the Lease. Leases are not renewable.

USE OF THE LEASED PROPERTY

The Draft Lease authorizes use and occupancy of government land in connection with the sale of food and beverage from a food truck. The sale of alcohol is prohibited. The sale of products in glass containers is prohibited. The following types of food and beverage services will be considered:

Exhibit 3. Permitted Uses

Service Type	Examples
Hot or Cold Meals	Including but not limited to breakfast items, hot dogs, pizza, hamburgers, hot or cold sandwiches, barbeque, tacos, empanadas, noodles, soups, salads, and other types of cuisine.
Specialty Items and Desserts	Including but not limited to coffee, smoothies or smoothie bowls, ice cream, donuts, and pastries.

For vendor menus that include both Hot or Cold Meals items and Specialty and Dessert items, the applicable service type will be the category that the majority of menu items fall under. For example, a food truck that sells hot sandwiches, fries, and milkshakes would still be considered a Hot or Cold Meal service type. The Park will accept one vendor of each service type at Rodeo Beach. See Bid Submission section for details regarding bid selection in the event more than one vendor applies for the opportunity to sell the same food and beverage service type at Rodeo Beach.

No changes to the Premises by the Lessee(s) will be permitted, including but not limited to construction of any kind, changes to surrounding vegetation, ground disturbance, or installation of permanent or semi-permanent structures.

MINIMUM OPERATING REQUIREMENTS***Operating Days and Hours***

The Park reserves the right to adjust hours of operation as deemed necessary. Lessees and the Park will agree on set operating hours provided the following criteria are met:

1. Lessee must operate from the Premises every Friday, Saturday, and Sunday. The exact schedule must be agreed upon by the Park. Additional days of operation are permitted but are not required. The Service will grant 12 excused absences from this minimum operating schedule. The Service, in its sole discretion, may permit additional excused absences requested by lessee with a minimum of 48 hours' notice
2. Regular, planned hours of operation **must** be shared with the Park and be publicly posted.
3. Lessees may not operate in the Park before sunrise or after sunset.

The Park will notify the Lessee about any required changes to their established operating schedule due to severe weather, special events, or other circumstances. Lessee(s) may not occupy Premises between sunset and sunrise.

Utilities

The Park will not provide any utilities for use by the Lessee. The Premises do not have electric hookups or potable water available for Lessee operations.

Waste Management

The Park will not provide any waste removal services for the Lessees. Lessees must:

- Provide multi-stream waste receptacles (trash, recycling, and compost) within the Premises to collect customer waste.
- Remove any waste generated by their operations from the Park at the end of their operating period, ensuring the Premises are left in clean condition after every operating period.
- Appropriately dispose of multi-stream waste collected following waste service provider guidance and in accordance with all applicable laws and regulations.

Note: waste generated by customers and collected throughout the operating period **may not** be brought inside the food truck while food preparation and service is taking place.

Noise Generation

The Premises are part of a National Park and have important natural and scenic resources. Noise generated by food truck operations must not exceed ambient noise levels. Lessee usage of microphones or speakers will not be permitted.

Generator Usage

Generator usage for operation of food trucks may be permitted as long as it:

1. Meets fire safety requirements.
2. Does not exceed ambient noise levels.

Food Safety

Lessees must comply with the most recent version of the [FDA Food Code](#). Interested bidders should review and familiarize themselves with the FDA Food Code prior to responding, paying particular attention to the following requirements:

1. Lessee must demonstrate compliance with the “Certified Food Protection Manager” Certification as well as the Mobile Food Establishment requirements under the 2022 FDA Food Code. The Certified Food Protection Manager must be present and on duty at all times during operating hours on Park Premises.
2. Assessments conducted by the Service will be undertaken by the Park’s Public Health Official. The Service Public Health Program provides support for food service operations through periodic food establishment assessments. The assessments are conducted on a frequency established by the Service. All assessments will be completed pursuant to guidelines established by applicable law, regulation, and policy, including the most recent version of the FDA Food Code.
3. Lessee must maintain and provide upon request:
 - a. Copies of the most recent public health inspection reports, and
 - b. Current commissary information (contracts, inspection reports, and facility details).
4. Lessee may not conduct special processes (including, but not limited to: acidification, sous vide, cold or hot smoking, vacuum packaging, partial cooking, or other restricted practices) without prior written approval.
5. Lessee menus shall:
 - a. Be limited to items within the operational and equipment capacity of the truck,
 - b. Be pre-approved by public health authority (including menu changes), and
 - c. Have allergen information clearly declared and made available to customers.
6. Lessee must source potable water from an approved provider and maintain in compliance with public health standards.

Lessee’s food trucks must also be equipped with:

1. A dedicated handwashing sink (hot water maintained at or above 85°F),
2. A three-compartment sink for proper warewashing, and

3. A fire suppression system that is regularly inspected (with current inspection reports available upon request).

Lessee(s) will be expected to arrive at the Premises following food preparation and provisioning at its approved commissary kitchen, unless otherwise approved by the Park's Public Health Official.

Lessee(s) must ensure that food temperatures are maintained in alignment with the FDA Food Code and that they have sufficient water capacity to meet operational needs.

All Premises shall be subject to the general supervision and inspection by the Service and to such rules and regulations regarding ingress, egress, safety, sanitation, and security, as may be prescribed by the Park. The Lessee shall be responsible for keeping the Premises free of litter during and after their operating hours throughout the term of the Draft Lease. Lessee must be aware the facility is located in a public space.

RENT AND OTHER FINANCIAL OBLIGATIONS

Total rent **must be equal to or greater than 10% of gross revenues** and will be determined based on the winning bids. Respondents to this RFB must indicate the amount of rent offered on the bid sheet.

Rent for each month's revenues will be paid to the Service no later fifteen (15) calendar days after the last day of the applicable month. When submitting payment, Lessee must also provide a monthly financial report that includes daily total receipts for each day of operation in the Park. Lessee must have an electronic point of sale system.

Complete terms are detailed in Section 5 of the Draft Lease. There will be no refund of rent payments due to termination. If the Draft Lease is terminated before the end of a month, the Lessee will still be required to pay rent for any days of operation in the Park for that month prior to termination.

OTHER TERMS AND CONDITIONS

The Draft Lease includes provisions addressing compliance with applicable laws; maintenance obligations; termination; default; and insurance, among others. Lessee is solely responsible for the procurement and proper disposal of all trash, solid waste, and wastewater generated by operations. Lessee must follow [Marin County](#) requirements regarding disposable food service ware. Wastewater, grease, and other by-products must be disposed of in accordance with all applicable laws and regulations.

Lessee(s) will be required to complete an initial inspection to ensure compliance with lease requirements prior to beginning operations from the Premises.

Selected Bidders must maintain a valid business license and/or seller's permit at all times.

On a monthly basis, Lessee will be required to report certain sales data including but not limited to gross revenue and number of transactions for periods when Lessee is operating on the Premises. Upon Service request, the Lessee may be required to submit their tax return prior to the start of the next season and receipts for transactions completed within the Premises.

The failure of the Lessee to pay rent or honor any of the terms and conditions, including health and safety, of the lease may result in termination.

NATIONAL PARK SERVICE AND GGNRA

NATIONAL PARK SERVICE

In 1916, President Woodrow Wilson approved legislation creating the National Park Service within the Department of the Interior. That legislation mandated the Service to:

...conserve the scenery and the natural and historic objects and the wild life therein, and to provide for the enjoyment of the same in such a manner and by such means as will leave them unimpaired for the enjoyment of future generations. 54 U.S.C. §100101(a)

Additionally, Congress has declared the National Park System should be...

...preserved and managed for the benefit and inspiration of all the people of the United States. 54 U.S.C. §100101(b)

The National Park Service has as its overall mission the preservation and public enjoyment of significant aspects of the nation's natural and cultural heritage. Visit the [National Park Service website](#) to learn more about the Service mission, policies, and individual park units.

GOLDEN GATE NATIONAL RECREATION AREA

The Park constitutes one of the largest urban national parks in the world and was established in 1972 as part of an effort to make national park resources accessible to urban populations. Today it encompasses over 80,000 acres of land within San Francisco, Marin, and San Mateo counties, including 75 miles of ocean and bay shoreline.

The Park is the most visited unit in the National Park System annually (as of 2024), receiving over 17 million visitors in 2024. It contains a variety of historical and natural assets, including Rodeo Beach, Alcatraz Island, Fort Point, Fort Mason, Muir Woods National Monument, and the Sutro Historic District. Furthermore, the Park is comprised of 19 separate ecosystems and is home to 1,273 plant and animal species. There are extensive opportunities for recreational activities throughout the Park. Visit the [Park's website](#) to learn more about the Park and all it has to offer.

Rodeo Beach is located in the Marin Headlands next to the historic Fort Cronkhite and Rodeo Lagoon. The Rodeo Beach and Fort Cronkhite areas are surrounded by hiking trails and are popular for outdoor recreation activities such as cycling, hiking and surfing. The Marin Headlands are also home to multiple park partners, park offices, and staff housing. The Park estimates that Fort Cronkhite receives about one (1) million visitors per year.¹

JURISDICTION

The Premises are under concurrent jurisdiction of the Federal Government and the County of Marin and are not subject to the zoning regulations the County of Marin.

One of the Lessee's obligations under the Draft Lease is to comply, at its sole cost and expense, with all Applicable Laws and Requirements (including Federal, state, and local laws, rules, regulations, requirements and policies) in fulfilling its obligations under the Draft Lease.

¹ Car count data collected by National Park Service Visitor Use Statistics. The Park assumes an average of 2.5 visitors per car. This data does not account for cyclists or pedestrians entering park areas.

It is the responsibility of the Lessee to determine whether it is subject to specific taxes and assessments. Any comments made by the Service in this RFP do not alter those responsibilities, if any, nor should they be construed to take a position nor express a view on behalf of the Lessee.

BID SUBMISSION

This leasing opportunity is open to all interested persons on a competitive basis. The Service will select the responsive bid offering the highest rent amount for a Hot or Cold Meal vendor and the responsive bid offering the highest rent amount for a Specialty Item and Dessert vendor for Rodeo Beach. If two or more bids for one service type are equal, a lottery drawing between the equal bids will be used to make the lease award.

If all bids offer the same service type, the Service will select the two highest bids of that service type selling different menu options. If both highest bidders, in the Service's assessment of bids, propose to sell the same menu offerings (majority of menu items overlap on both vendor menus), only the highest bid will be selected. If two or more bids are equal, a lottery drawing between the equal bids will be used to make the lease award.

Selection for award of the Draft Lease will be subject to a determination of financial capability. A responsive bid is a bid that meets the material terms and conditions of this RFB.

SUBMISSION OF BID

The Service is only accepting electronic submissions in response to this RFB. Bids will be accepted on a rolling basis until all locations have been leased, or the Service discontinues this solicitation. **Bids are due weekly, on Fridays by 12:00 p.m. (Pacific Time).** Upon submittal, the Service will confirm receipt of your bid. If you plan to submit a bid in response to this RFB, you must email Mark Juretschke, Commercial Services Program, Interior Regions 8, 9, 10, and 12 with all your documents via email at PWR_Commercial_Services@nps.gov.

The Service will not accept bids from entities that do not provide all required documents.

See Exhibit A for submission instructions and Exhibit B for all submission requirements.

BID SUBMISSION REQUIREMENTS

To be considered responsive, bidders must submit a bid sheet (Exhibit B) and all additional information identified as required below.

Bidders must indicate the following on the bid sheet:

- Size of your food truck (length, width, and height).
- Food truck power source (i.e. generator type and model).
- Food truck's potable water tank capacity.
- Amount of rent offered as a percentage of gross revenues. The minimum rent is 10% of gross revenues earned on the Premises.
- Service type (based on Exhibit 3 within this RFB)
- Menu / offerings you will provide.

Bidders must also provide the following:

- Financial information required in only one of the following, as applicable: Exhibit C: OMB Form 10-352 (Individual), Exhibit D: 10-353 (Business: Individual or Sole Proprietor), or Exhibit E: 10-354 (Business: Corporation, LLC, Partnership, or Joint Venture).
- Financial Information for Revenue Producing Uses, Form 10-355 (Exhibit F).
- Proof of current Business License and/or Seller's Permit
- Proof of current Permit to Operate from a Bay Area County

The respondent for each service type submitting a responsive bid offering the highest rent will be selected for award of the Draft Lease subject to the Service determining the successful bidders have the financial capability to enter into the Draft Lease as explained below. If all bids offer the same service type, the Service will select, based on its assessment of bids received, the two highest bids of that service type selling different menu options. If two or more bids for the same service type are equal, a drawing between the equal bids shall be used to make the lease award. The bidders that are determined by the Service to be the two highest responsive bidders are also subject to background investigations and must comply with same. It is anticipated that the Draft Leases awarded in connection with this opportunity will commence within four (4) to six (6) weeks.

AUTHORITY

54 U.S.C. 102102 allows the Service to lease certain federally owned or administered property located within the boundaries of park areas. The leasing process is regulated pursuant to 36 C.F.R. § 18. This RFB and the Draft Lease are subject to and incorporate all terms and conditions of the C.F.R. as applicable. In the event of any conflict between the terms and conditions of this RFB and the C.F.R., the C.F.R. controls.

CONFIDENTIALITY OF BIDS

If you believe that a bid package contains financial information that you do not want to be made public, please include the following statement on the cover page of the bid package:

"This bid package contains trade secrets and/or confidential commercial and financial information that the Bidder believes to be exempt from disclosure under the Freedom of Information Act. The Bidder requests that this information not be disclosed to the public, except as may be required by law."

In addition, you must specifically identify what you consider to be trade secret information or confidential financial information on the page of the bid package on which it appears, and you must include the following sentence on each such page:

"This page contains trade secrets or confidential commercial and financial information that the Bidder believes to be exempt from disclosure under the Freedom of Information Act, and which is subject to the non-disclosure statement on the first page of this bid package."

Information so identified will not be made public by the Service except in accordance with the requirements of applicable law.

FOR FURTHER INFORMATION

All Respondents should email Mark Juretschke to receive updates and additional information throughout the solicitation. For additional information regarding this RFB, please contact:

Mark Juretschke
Commercial Services Program, Interior Regions 8, 9, 10, and 12
PWR_Commercial_Services@nps.gov

AWARD PROCESS

The two successful bidders must execute and return the final lease within 15 calendar days after delivery by the Service. Successful bidders must coordinate with the Service within these 15 calendar days to agree on weekly operating hours. If a successful bidder fails to execute the final lease, the Service may choose to enter into the Draft Lease with the next responsive highest bidder or may choose to forgo any award without liability or obligation to any person.

The successful bidder will be required to comply with applicable law, regulation, and policy pertaining to public health. Prior to award of the Draft Lease, the successful bidder must ensure to the satisfaction of the Service that the mobile food & beverage vehicle to be used meets all public health & safety requirements. The Service will provide successful bidders with a pre-season orientation pertaining to same.

The Service may reject any and all bids in its discretion and re-solicit or cancel a lease solicitation at any time without liability or obligation to any person.

Bidders who are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from a public transaction by a federal department or agency, or whose legal authorizations to undertake operations on park lands or to use and occupy park lands and facilities have been revoked, suspended, or terminated, or whose obligations for payments have been deemed delinquent and have been deferred to the United States Treasury, are not eligible for consideration.

EXHIBITS AND SUPPORTING DOCUMENTS

Exhibit A:	Submission Instructions
Exhibit B:	Bid Sheet
Exhibit C:	Form 10-352: Individual
Exhibit D:	Form 10-353: Business (Individual or Sole Proprietor)
Exhibit E:	Form 10-354: Business (Corporation, LLC, Partnership, or Joint Venture)
Exhibit F:	Form 10-355: Financial Information for Revenue Producing Uses
Exhibit G:	Draft Lease