

From: Stephen Kozlowski
To: [DLNR.BLNR.Testimony](#)
Cc: [Jonathan Mauri](#); [Kelvin Tjia](#)
Subject: [EXTERNAL] 7.24.2020 BLNR Board Meeting
Date: Wednesday, July 22, 2020 5:11:23 PM
Attachments: [STATE OF HAWAII STATE PARKS RP LOI.pdf](#)

Aloha - Secure Parking wishes to bring to the board's attention the following document that was delivered previously to Curt A. Cottrell, Administrator, Sang Pi, Property Manager and as well, Suzanne Case, Chair, BLNR.

The following revocable permits are being reviewed for renewal on 7/24/2020: SP-055 & SP-054 for parking and entry fees at Ko'ke'e, Waimea and Ha'ena Canyons on the Island of Kaua'i.

Our proposal clearly demonstrates enhanced operations, COVID-19 Protocol and PPE Operations, in addition to additional income for the State of Hawai'i.

Secure Parking is asking for this document to be entered into the docket for discussion and best practises for all parties involved.

I can be reached at the below contact information at anytime. Mahalo Nui for this advanced notice and information to be shared with all board members. Best regards, Stephen.

Me Ka Mana'o nui,
Stephen J. Kozlowski

Director - Strategy, Solutions & Development

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Secure Parking Hawai'i
529 Koula Street, Bay # 2
Honolulu, Hawaii 96813

July 21, 2020

Mr. Curt Cottrell
Administrator
Division of State Parks
Department of Land and Natural Resources
Honolulu, Hawai'i 96813

Re: Revocable Permit LOI / Tender to DLNR

Aloha Mr. Curt Cottrell:

Curt, please find below, Secure Parking's intent and LOI / Tender(s) to lease the following properties under a Revocable Permit and/or Lease for the State of Hawai'i and DLNR, Division of State Parks.

Collection of parking and entry fees at **Koke'e and Waimea Canyon State Parks, current SP-055** and the collection of parking and entry fees for **Ha'ena State Park, current SP-054** both being on the Island of Kaua'i.

Administrative rules permit that interested parties are welcome to conduct their own research and inquire about a parcel of land managed under a revocable permit and, at any time, submit a proposal on condition that they can successfully satisfy all permit conditions.

Revocable permits are issued on a month to month term thus allowing another entity to express interest for the premises and, upon board approval, enter into a revocable permit agreement for said premises. The issuance of revocable permits does not require an auction to be held.

Secure Parking has DCCA Verification of:

- Place of Business Registration
- Registered Business Name
- Applicant in Good Standing

Secure Parking has had no disposition of State Lands ever terminated and have never been held in non-compliance.

Secure Parking is in a position to operate these State Parks under Covid-19 Protocol with PPE Operations.

Secure Parking is a payment solutions provider(s). Our systems are field-proven, and payment solution(s) are provided. In addition, our services include professional management and consulting on parking access, revenue control, and site-specific operational design.



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Our company prides itself on providing individualized, dynamic solutions to achieve a client's priorities, whether it is to generate revenue, enforce parking policies, improve access and flow, or to control preferential parking permit distribution. We view ourselves as parking entrepreneurs; our bottom line is taking existing resources and raising them to a higher level of productivity.

Tender(s) to the State of Hawai'i, Department of Land and Natural Resources are as follows:

- **Koke'e and Waimea Canyon State Parks TMK # (4) 1-4-001:013 & 002**

The current monthly rental is as follows per the Revocable Permit # SP-055; Two Thousand Dollars and no/100ths (\$ 2,000.00) per month, plus Sixty Percent (60%) of all revenues over \$ 18,000.00 per month.

Secure Parking offers to the State of Hawai'i, DLNR a monthly rental in the amount of Three Thousand Dollars and no/100ths (\$ 3,000.00) per month, plus (70%) of all revenues over \$ 18,000.00 per month.

- **Ha'ena State Park TMK # (4) 5-9-008:001**

The current monthly rental is as follows per the Revocable Permit # SP-054; One Dollar and no/100ths (\$ 1.00) per month, plus Sixty Percent (60%) of all revenues over \$ 37,500.00 per month.

Secure Parking offers to the State of Hawai'i, DLNR a monthly rental in the amount of Fifty-Five Hundred Dollars and no/100ths (\$ 5,500.00) per month, plus (80%) of all revenues over \$ 35,000.00 per month.

Secure Parking is offering the above based on all three-(3) State Parks involved. We believe that you, the State of Hawai'i and BLNR/DLNR should find this offer favorable in the current environment and moving forward. Secure parking's team is available to discuss in detail at your convenience and we look forward to a favorable reply surrounding.

Please contact me directly if should have any additional questions: 808-330-1922

Respectfully,
Stephen J. Kozlowski
Director – Strategy, Solutions, Development - Secure Parking

Cc: J. Mauri, Secure Parking
Suzanne D. Case, Chairperson BLNR
Sang P. Kim, Property Manager DLNR