

Introduction to the Lake Berryessa Concession Prospectus

The following Lake Berryessa Concession Prospectus (Prospectus) is being issued to solicit proposals from interested parties on the next term of concession contracts for the development, operation and maintenance of visitor services and facilities at Lake Berryessa, Solano Project, Napa County, California (Lake Berryessa).

This prospectus outlines business opportunities for five concession areas at Lake Berryessa to be provided by private individuals or companies in compliance with the Reclamation's Record of Decision (ROD) for the Future Recreation Use and Operations of Lake Berryessa dated June 2, 2006. The ROD culminated a long-term visitor services planning (VSP) process that began in June 2000.

The prospectus also outlines the concession history at Lake Berryessa since 1959 and the issues that culminated the previous 14 years of planning that include:

- Completion of an Environmental Impact Statement-2005
- Completion of a Visitor Services Plan-2005
- Record Of Decision (ROD)-2006
- Recent Planning efforts to update these earlier plans

All those documents and others pertaining to the prospectus are available for review by bidders on the Lake Berryessa Prospectus Website <http://www.usbr.gov/mp/berryessa/prospectus.html>.

Typically throughout the agencies within the Department of the Interior, concession contracts in management areas expire singly, and when the prospectus for the next contract is issued, interested parties may submit bids in response to the identified business opportunity. On average, the concession operations (services and facilities) being renewed have only a few changes from the expiring contract. Because of the significant changes mandated by the ROD, the concession opportunities at Lake Berryessa will result in new operations and a different commercial focus. Visitor use patterns and the character of operations will be very different than they have been since the prior contracts were authorized in 1958-1962 and expired by 2008.

At Lake Berryessa all the facilities and services previously provided at the five concession areas offered here have been re-described, through the identified planning process, in a manner that will result in business models and operations extremely different from the historical Lake Berryessa concession operations.

Lake Berryessa Concession Prospectus

The updated planning documents and this prospectus provide specific parameters of acceptable operations for providing services and facilities to the public at Lake Berryessa. Bidders are required to submit bids that address only the business profiles outlined in this prospectus for each of the five areas. Any bids that include business activities that are substantially different from those outlined in this prospectus AND/OR bids that do not agree to provide the Required Services will be found non-responsive and not further considered.

Reclamation will select successful bidders based upon the proposal(s) that appear to have the most reasonable approach for: (1) serving the public's demand for quality water-based recreation support services and facilities, (2) protecting the environment, (3) responding positively to the 'Principal Factors' and 'Criteria' outlined in PART 5 of the prospectus, and (4) demonstrating in their own proposal strong indications that their offer will be financially feasible for the term of the contract.

Bidders need to pay very close attention to the directions and options presented in this prospectus and not assume that Reclamation will consider information or facts not provided in the proposal as apparent or qualifying. Similarly, Reclamation will not give credit for beneficial conditions or experience that exists, even if Reclamation is wholly or partially aware, if it is not otherwise identified in the bid package submitted in response to this prospectus.

Even if you have submitted proposals and competed for other recent concession opportunities with Reclamation, the National Park Service, or other agencies, it is critical that you recognize the differences in this prospectus including but not limited to the following factors:

- ***Opportunity for Bidders to compete for a single or multiple concession locations (see PART 3 Subsection K for more details).***
- ***Bidders to propose and justify the franchise fees due the Government (higher percentages will always be considered superior in analyzing similar bids but return to the Government is secondary and is only one of several determinants)(See PART 5 Principal Factor 5).***

Throughout this prospectus you will see references to 'a proposal', 'a bid' or perhaps some other similar words that describe the individual or company submitting a response to the prospectus. Efforts have been made to use the correct plural tense in recognition of the five different concession opportunities presented by this prospectus; however, it is likely that because of the frequency of use of these terms and the fact that most prospectuses are for a single opportunity, the correct tense may not always be present. Bidders should recognize that any reference to a single proposal, bid, etc. is also applicable in the plural. The eventual number of concession contracts at Lake Berryessa based upon this prospectus is not now known and will remain unknown until the final selection of

Lake Berryessa Concession Prospectus

the best proposal(s) in response to this prospectus. It could be as few as two and as many as five.