

Lake Berryessa Watercraft Outfitting

Business Opportunity

Reclamation requests proposals for operation of watercraft outfitting services at Lake Berryessa, Napa, Calif.

Nature of business and services requested: This business opportunity is for the operation of a watercraft outfitting service at Lake Berryessa under the terms of a Land Use Authorization issued by Reclamation for a term not to extend beyond October 31, 2018. Services required include provision of pleasure boat, personal watercraft, and non-motorized watercraft rental, launch and retrieval of rental watercraft, transport of provided watercraft to and from Lake Berryessa. Applicants may also include boat towing (on the water) as a service they are authorized to offer. All applicable approved fees charged by established Recreation areas, such as parking, boat launch or other fees, will be paid in full prior to entry. Watercraft may not exceed 40 feet in total length from bow to stern.

No office space, permanent, or temporary buildings are offered in this opportunity. All equipment, supplies, and personal property needed to conduct the watercraft outfitting service must be provided by the applicant(s).

Proposed rates for the goods and services provided are regulated by the Bureau of Reclamation based upon comparison of similar services to comparable vendors; proposed rates will be reviewed and approved prior to start of operations.

Successful applicants will be required to pay a fee of 3% of gross revenue plus, the administrative fee to administer the Land Use Authorization.

How to Respond: Applicants responding to this business opportunity must provide Reclamation with a package including the following documents with their application for permit:

- Completed Form 7-2540 “Bureau of Reclamation Use Authorization Application” available at: <https://www.usbr.gov/lands/docs/UseAuthorizationForm2012-2015Fillable.pdf>
- Non-refundable application fee of \$100 made payable to Bureau of Reclamation
- Proof of liability insurance with limits of not less than \$1,000,000 for each person and \$2,000,000 for each occurrence for bodily injury or death, and not less than \$1,000,000 property damage. Said policies shall name Bureau of Reclamation as additional insured.
- Statement agreeing to pay Reclamation a use fee equal to 3% of gross revenue.
- Projected annual costs/revenues
- Description of proposed operation to include:
 - Watercraft may be launched from established ramps at Putah Creek and Spanish Flat Recreation Areas
 - Safety and risk management plan
 - Hazardous materials and fuel handling plan

- Fueling and servicing of equipment may only take place at existing fuel stations or off Reclamation lands
- Details of any agreements between the applicant and concessionaire regarding operating hours, dates of operation, capacity, and fees
- Proposed motorized watercraft: personal watercraft, non-motorized watercraft to include year, make, and model of the vessel
- Proposed rental rates per hour, half-day and/or full-day for all watercraft
- Proposed boat towing rate (if applicable)
- Proposed date of submission of spreadsheet with costs/revenues
- Number, type, and description of trailers, vehicles, and other equipment to be used on site
- Vehicles and vessels should be clearly identifiable via use of magnetic signs or like

For information regarding this business opportunity, contact Nathan Kyle, Concessions Manager, Lake Berryessa Field Office at 707-966-2111 ext. 102 (TTY 800-877-8339), or nkyle@usbr.gov. Electronic submission of permit application and supporting documents can be made to Nathan Kyle at nkyle@usbr.gov or mailed to:

Lake Berryessa Watercraft Outfitting Opportunity
Lake Berryessa Field Office
5520 Knoxville Road
Napa, CA 94558
ATTN: NATHAN KYLE

Applications must be received by 4:00 PM on Friday, April 27, 2018. Applications received after that time will not be considered. Reclamation intends to issue a permit to all applicants who provide a complete application by May 4, 2018.