Agenda

• Pre-Prospectus Planning Efforts
  – Marketing Study
  – Scoping/Initial Site Improvement Bubble Diagrams

• Prospectus Development Efforts
  – Initial Financial Feasibility Evaluation (FFE)
  – Iterative process FFE/Site Plans
  – Draft Prospectus and contract

• Process Moving Forward
  – “Final” FFE/Site Plans
  – Highlights of Prospectus
  – Prospectus Marketing, Posting & Evaluation
  – Contractor Selection/Contract Execution
Pre-Prospectus Planning Activities

- These documents are under development and will be available as part of the Prospectus
  - Market Assessment Report
  - Conceptual Site Plans
  - Draft Infrastructure Plans and 60% Designs
  - Financial Feasibility information
  - Environmental Compliance
Pre-Prospectus Planning Activities
Iterative Process

• Bubble Diagrams – show types of uses envisioned
Pre-Prospectus Planning Activities
Iterative Process

- Bubble Diagrams ➡ 30% Conceptual Design
  - With Sample Year One Development Highlighted
Pre-Prospectus Planning Activities
Iterative Process - Design

30% Conceptual Design ➔ 60% Infrastructure Design

- Required Services shown in pale blue
- Authorized Services shown in white
- First year development outlined in draft contract
Pre-Prospectus Planning Activities
Iterative Process - Finance

- IRR and Capital Cost:
  - Shows negative effect of increasing Capital costs on IRR, if revenues are not sufficient to offset costs
  - Area in green is optimal range, allowing for flexibility of level of services provided
Prospectus Planning Activities: Changes in Proposed New Development

- Includes **Required Services (minimum) but in reduced quantities:**
  - Cabin-Style Lodging
  - RV & Tent Camping
  - Launch Ramps
  - Day Use Areas
  - Dry Boat Storage
  - Marina Facilities
  - Boat Slip Rental
  - Houseboat and Small Boat Rentals
  - Marine Fuel
Prospectus Planning Activities: Changes in Proposed New Development (Cont.)

- Includes an expansion of Authorized Services (optional) such as:
  - Additional quantities of Required Services
  - Restaurant and Retail Facilities
  - Marine Repair Services
  - Floating Campsites
  - Food & Beverage Service
  - Trailhead Facilities
  - Multi-purpose Center
  - Other
Monticello Shores

- **Different approach**
- Bidders will propose the types and quantities of Required and Authorized Services
- Allows for a different type of proposal than at the other sites
- Bidders would be required to provide all planning and design work, as well as NEPA
Goal is to Get to Green!

- Reasonable level of Capital Cost and risk
- Reasonable IRR/profit
- Reasonable range of services and facilities
- Area in green is optimal range, allowing for flexibility of level of services provided
Infrastructure Development

• In addition to the Required facilities and services, bidders must also develop associated infrastructure, using Reclamation’s 60% Level Infrastructure Design.

• May include, depending on the concession area:
  – Parking and Roadways
  – Launch Ramps
  – Electrical Transmission and Connection Services
  – Potable Water Systems
  – Wastewater Systems
Site Bundling Opportunities

• Bidders can propose bids on all five concession areas, either singly or as bundled sites, to take advantage of potential cost savings from combined operations.
• The maximum number of areas that any one bidder will be awarded will be three areas.
• Reclamation will not dictate that sites must be bundled.
• Reclamation will not determine which, if any, sites would be bundled together; that decision is for the bidders.
Steps in the Bid Process

• Prospectus is now posted on the Federal Business Opportunities website: www.fbo.gov
• Open Bid Period: 60 Calendar Days – Closes Aug. 31
• Evaluate Proposals
• Provide Final Evaluation Report and Recommendation
• Notify Selected and Non-selected Bid Proposals
• Negotiate and Award Concession Contracts
Evaluating a Bid

• Reclamation will evaluate all bids on several factors:
  – Environmental Management Program
  – Quality Visitor Services
  – Past Performance
  – Financial Capability
  – Benefit to the Government (Franchise Fees)
Environmental Compliance

• Reclamation will conduct National Environmental Policy Act compliance at a programmatic level for recreation services and facilities and at a site-specific level for infrastructure design (60% design level).

• Additional site-specific environmental review for facilities development and all permitting will be requirements of the successful bidders.
Construction of New Facilities

- Goal is for mobilization for groundbreaking able to begin when new contracts are in place
- Reclamation will have completed site plans to 30% and infrastructure design to 60%, along with Environmental Review
- Concession contractor will complete site plans, infrastructure design and environmental review
- Development timeline in concession contracts identify construction schedule, with Year 1 requirements specified
- Areas are to remain open during development with existing services provided as much as possible
Sample Year One Development May Include Such Facilities As:

• Some access roads
• Some tent sites
• Some marina boat slips
• Marina access dock
• Marine fuel tank and dispenser
• Some day use sites
• Entry station
• Vault toilets
• Water, wastewater and/or electrical systems for some areas
Marketing the Prospectus

- Outreach to Hospitality Industry
- Attending Trade Events
- Brochures/Flyers
- Post Synopsis/
- Websites and Press Releases
- Public Meetings
- Network with Cities/Counties/Visitor Bureaus and Chamber of Commerce
Marketing the Prospectus – Proximity to New National Monument
References

Federal Business Opportunity Website
http://www.fbo.gov/ for Solicitation No. MP-15-LB1

Lake Berryessa Prospectus Website
http://www.usbr.gov/mp/ccao/berryessa/prospectus.html

Lake Berryessa Website
http://www.usbr.gov/mp/ccao/berryessa/
Help Spread the Word!

Bids Close August 31, 2015

For more information, contact Peggi Brooks at pbrooks@usbr.gov, phone (916) 989-7128

Questions must be submitted in writing by 4:00pm on July 27th, 2015. All responses to bidder questions will be posted on fbo.gov as an Amendment to the Prospectus.