

# PART 5b-Principal Factor 4 – Attachment No. 2

Grey Cells Are Input Cells	
Name of Offeror	<input type="text"/>
Location of Operation	<input type="text" value="New Melones Lake"/>
<b>Assets</b>	
<b>Existing Assets</b>	
Assets necessary to the operation of the Concession, <u>already owned by the Offeror</u> , that will be allocated to the operation of the New Melones Contract.	
Real Property (not within the Recreation Area)	\$ <input type="text"/>
Personal Property	\$ <input type="text"/>
Inventory and Supplies	\$ <input type="text"/>
Other (describe)	\$ <input type="text"/>
Subtotal	<input type="text" value="0"/>
<b>Planned Asset Acquisition/Construction</b>	
Assets necessary to Operate the Concession, that will be acquired or constructed by the Offeror if awarded the New Melones Contract.	
Marina Construction Costs	\$ <input type="text"/>
Real Property Construction Costs	\$ <input type="text"/>
Real Property (not within the Recreation Area)	\$ <input type="text"/>
Personal Property Acquisition	\$ <input type="text"/>
Inventory and Supplies	\$ <input type="text"/>
Other (describe)	\$ <input type="text"/>
Subtotal	<input type="text" value="0"/>
<b>Total</b>	<input type="text" value="0"/>
<b>Other</b>	
Start-Up Expenses	\$ <input type="text"/>
Working Capital	\$ <input type="text"/>
Other (describe)	\$ <input type="text"/>
<b>Total</b>	<input type="text" value="0"/>
<b>Total Initial Investments and Start-up Expenses</b>	<input type="text" value="0"/>

Figure 5.b - 1: Initial Investments and Start-up Expenses Form

## **New Melones Lake Concession Prospectus**

### **Notes:**

1. Formulas included in this form are provided by the BOR as guidance only. The Offeror is responsible for its financial projections and their accuracy.
2. Yellow cells represent categories that need to be explained on the "Investments Assumptions" worksheet.
3. All Offerors must include their estimate of the value of all property intended, whether planned for acquisition or currently owned, for use in the Contract.
4. The items indicated above are the estimated planned expenditures for initial investment, defined as one-time costs in either the year prior to or the first year after the start of the Contract.
5. Expenditures entered in this form should be in addition to that of typical annual capital investments and operating expenses of the first year of the Contract.
6. Expenditures entered into this form should not be included in the proforma income statement.
7. Expenditures entered in this form should be included in the cash flow proforma as capital expenditures in either the year prior to or the first year after the start of the Contract.

### **Definitions:**

#### **Start-up Expenses**

One-time expenses incurred prior to the beginning of the Contract, or during the first year of the Contract, if needed, to implement your proposal.

#### **Working Capital**

Additional funds for working capital current assets such as pre-paid expenses, contingencies, and other necessary cash flow requirements. This should not be confused with Net Working Capital (current assets-current liabilities).

### **Notes**

In the description sections of this form, please provide an explanation of sufficient detail to allow a reviewer to fully understand how the estimates were determined. If necessary, please attach additional spreadsheets or other information to fully explain your plans and assumptions for construction and acquisition costs.

# New Melones Lake Concession Prospectus

Grey Cells Are Input Cells	
Name of Offeror	<input style="width: 100%;" type="text"/>
Location of Operation	<input style="width: 100%;" type="text" value="New Melones Lake"/>
<b>Assets</b>	
<b>Existing Assets</b>	
Assets necessary to the operation of the Concession, <u>already owned by the Offeror</u> , that will be allocated to the operation of the New Melones Contract.	
Real Property (not within the Recreation Area)	Describe <div style="background-color: #e0e0e0; width: 100%; height: 15px;"></div>
Personal Property	Describe <div style="background-color: #e0e0e0; width: 100%; height: 15px;"></div>
Inventory and Supplies	Describe <div style="background-color: #e0e0e0; width: 100%; height: 15px;"></div>
Other (describe)	Describe <div style="background-color: #e0e0e0; width: 100%; height: 15px;"></div>
<b>Planned Asset Acquisition</b>	
Assets necessary to Operate the Concession, that <u>will be acquired</u> by the Offeror if awarded the New Melones Contract.	
Marina Construction Costs	Describe <div style="background-color: #e0e0e0; width: 100%; height: 15px;"></div>
Real Property Construction Costs	Describe <div style="background-color: #e0e0e0; width: 100%; height: 15px;"></div>
Real Property (not within the Recreation Area)	Describe <div style="background-color: #e0e0e0; width: 100%; height: 15px;"></div>
Personal Property Acquisition Costs	Describe <div style="background-color: #e0e0e0; width: 100%; height: 15px;"></div>
Inventory and Supplies	Describe <div style="background-color: #e0e0e0; width: 100%; height: 15px;"></div>
Other (describe)	Describe <div style="background-color: #e0e0e0; width: 100%; height: 15px;"></div>
<b>Other</b>	
Start-Up Expenses	Describe <div style="background-color: #e0e0e0; width: 100%; height: 15px;"></div>
Working Capital	Describe <div style="background-color: #e0e0e0; width: 100%; height: 15px;"></div>
Other (describe)	Describe <div style="background-color: #e0e0e0; width: 100%; height: 15px;"></div>

Figure 5.b - 2: Initial Investments and Start-up Expenses Assumptions Form

## **New Melones Lake Concession Prospectus**

### **Notes**

In the description sections of this form, please provide an explanation of sufficient detail to allow a reviewer to fully understand how the estimates were determined. If necessary, please attach additional spreadsheets or other information to fully explain your plans and assumptions for construction and acquisition costs.

# New Melones Lake Concession Prospectus

Grey Cells Are Input Cells											
Name of Offeror: _____											
Location of Operation: <u>New Melones Lake</u>											
Prospective Income Statement											
	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025
<b>Revenue</b>											
Marina Mooring, Slip Rental, Dry Storage											
Boat Rental											
Recreation Supply Store											
Boat Repair											
Fuel Sales											
Boat Rental											
RV Sites											
Camper Cabins											
Authorized/Other Services (Specify)											
Authorized/Other Services (Specify)											
<b>Total Gross Revenue</b>	0	0	0	0	0	0	0	0	0	0	0
<b>Cost of Sales</b>											
Recreation Supply Store											
Authorized/Other Services (Specify)											
Authorized/Other Services (Specify)											
<b>Total Cost of Sales</b>	0	0	0	0	0	0	0	0	0	0	0
<b>Gross Profit</b>	0	0	0	0	0	0	0	0	0	0	0
<b>Direct Expenses</b>											
<b>Marina (to include Mooring, Slip Rental, Dry Storage, Recreation Supply Store, Boat Repair, Fuel Sales, and Boat Rentals)</b>											
Labor											
Other Departmental Expenses											
<b>Total Marina Expenses</b>	0	0	0	0	0	0	0	0	0	0	0
<b>Campground (to include RV Sites, Camper Cabins)</b>											
Labor											
Other Departmental Expenses											
<b>Total Campground Expenses</b>	0	0	0	0	0	0	0	0	0	0	0
<b>Authorized/Other Services (Specify)</b>											
Labor											
Other Departmental Expenses											
<b>Total Authorized Services Expenses</b>	0	0	0	0	0	0	0	0	0	0	0
<b>Authorized/Other Services (Specify)</b>											
Labor											
Other Departmental Expenses											
<b>Total Other (Specify) Expenses</b>	0	0	0	0	0	0	0	0	0	0	0
<b>Other Direct</b>											
Utilities											
Repair and Maintenance Expense											
Operating Supplies											
Vehicle Expense											
Other Direct											
<b>Total Other Direct</b>	0	0	0	0	0	0	0	0	0	0	0
<b>Total Direct Expenses</b>	0	0	0	0	0	0	0	0	0	0	0

Figure 5.b - 3: Income Statement Form

# New Melones Lake Concession Prospectus

Prospective Income Statement											
	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025
Grey Cells Are Input Cells											
Name of Offeror _____											
Location of Operation <input type="text" value="New Melones Lake"/>											
<b>Prospective Income Statement</b>											
<b>Undistributed Expenses</b>											
A&G Salaries											
Office Supplies											
Telephone											
Management / Overhead											
Advertising											
Other Admin											
Other Undistributed											
<b>Total Undistributed Expenses</b>	0	0	0	0	0	0	0	0	0	0	0
<b>Fixed Expenses</b>											
Insurance											
Property Taxes											
Property Rental											
RAFI (Reserve Account for Facilities Improvement)											
Reserve for Personal Property Replacement											
Other (Specify)											
<b>Total Fixed Expenses</b>	0	0	0	0	0	0	0	0	0	0	0
<b>Total Operating Expenses</b>	0	0	0	0	0	0	0	0	0	0	0
<b>EBITDA Before FF</b>	0	0	0	0	0	0	0	0	0	0	0
<b>Franchise Fee</b>											
<b>EBITDA</b>	0	0	0	0	0	0	0	0	0	0	0
<b>Interest Expense</b>											
<b>Depreciation</b>											
<b>Amortization</b>											
<b>Net Profit Before Taxes</b>	0	0	0	0	0	0	0	0	0	0	0
<b>Income Tax</b>											
<b>Net Income</b>	0	0	0	0	0	0	0	0	0	0	0

Figure 5.b - 4: Income Statement Form (Continued)

## Notes

1. Formulas included in this form are provided as guidance only. The Offeror is responsible for its financial projections and their accuracy.
2. Yellow cells represent categories that need to be explained on the "Income Statement Assumptions" worksheet.
3. Only projected receipts and expenses related to the services “required” by the contract and those you choose to operate under “authorized” services are to be itemized and included in your prospective statements. Please clearly identify, by service type, all revenues associated with authorized services.

## Definitions

EBITDA FF – Earnings Before Interest, Taxes, Depreciation, Amortization, and Franchise Fee.

Franchise Fees – A percentage of gross receipts due to the Bureau of Reclamation.

# New Melones Lake Concession Prospectus

Grey Cells Are Input Cells	
Name of Offeror	
Location of Operation	New Melones Lake
<b>Revenue</b>	
See Operating Assumptions Tab	
<b>Cost of Sales</b>	
All Applicable Departments	Describe
<b>Direct Expenses</b>	
Labor	Describe
Utilities	Describe
Repair and Maintenance Expense	Describe
Operating Supplies	Describe
Vehicle Expense	Describe
Other Direct	Describe

Figure 5.b - 5: Income Statement Assumptions Form

# New Melones Lake Concession Prospectus

Grey Cells Are Input Cells	
Name of Offeror	
Location of Operation	New Melones Lake
<b>Undistributed Expenses</b>	
Other Salaries	Describe
Office Supplies	Describe
Telephone	Describe
Management Fee / Overhead	Describe
Advertising	Describe
Other Admin	Describe
Other Undistributed	Describe
Other	Describe
<b>Fixed Expenses</b>	
Insurance	Describe
Property Taxes	Describe
Property Rental	Describe
RAFI	Describe
Reserve for Personal Property Replacement	Describe
Other	Describe

Figure 5.b - 6: Income Statement Assumptions Form (Continued)

## Notes

1. In the description sections of this form, please provide an explanation of sufficient detail to allow a reviewer to fully understand how the estimates were determined.
2. If you are going to offer authorized services, please clearly identify which service(s) you will offer and use additional separate rows for each authorized service department. Labor costs should be supported by a footnote identifying Full Time Equivalents (FTE) occupied for each operating department identified.
3. Clearly describe the composition of each item classified under Undistributed and Fixed Expenses. If the expense item is allocated from or shared with a parent or related entity, please describe the allocation method. In particular, if you intend to assess a Management Fee, or other form of corporate overhead and profit, you must clearly describe what this

## **New Melones Lake Concession Prospectus**

fee is comprised of (Officer salaries, human resources, accounting, marketing, profit, etc.)

### **Expense Assumption Description Example**

\*\*\*The following example does not reflect the above opportunity and is provided for the purpose of clarification only.\*\*\*

Direct expenses are expected to surpass historical direct expenses, as fuel and insurance prices increase. Studies by the Department of Commerce indicate that fuel prices will rise at a rate of 10% annually over the next ten years, as opposed to the historical ten year rate of 4% annually. Additionally, insurance costs, according to a nationwide insurance broker survey, are expected to rise at 15% annually for the next 10 years, as opposed to the 10 year historical rate of 2% annually. Accordingly, direct expenses associated with the operation are forecast to increase from an annual average of 10% of Gross Revenue to an annual average of 20% of Gross Revenues over the life of the Contract.

Additional funds for working capital current assets such as pre-paid expenses, contingencies, and other necessary cash flow requirements. This should not be confused with Net Working Capital (current assets-current liabilities).

# New Melones Lake Concession Prospectus

Grey Cells Are Input Cells																		
Name of Offeror: _____																		
Location of Operation: <u>New Melones Lake</u>																		
	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	2033
Revenue Inflation																		
Expense Inflation																		
<b>Marina Slip Rental</b>																		
Number of Slips																		
Months Open																		
Available Slip Months																		
Occupancy Slip Months																		
Occupancy %																		
Average Monthly Rate																		
<b>Total Revenue</b>	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>Mooring Ball Rental</b>																		
Number of Mooring Balls																		
Months Open																		
Available Mooring Ball Months																		
Occupied Mooring Ball Months																		
Occupancy %																		
Average Monthly Rate																		
<b>Total Revenue</b>	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>Dry Storage Rental</b>																		
Number of Dry Storage Spaces																		
Months Open																		
Available Dry Storage Space Months																		
Occupied Dry Storage Space Months																		
Occupancy %																		
Average Monthly Rate																		
<b>Total Revenue</b>	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>Retail - Recreation Supply Store</b>																		
Total Transactions																		
Average Revenue Per Transaction																		
<b>Total Revenue</b>	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>Boat Repair Service</b>																		
Number of Customers																		
Average Revenue Per Customer																		
<b>Total Revenue</b>	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>Houseboat Rentals</b>																		
Number of Boats to Rent																		
Rental Days Available																		
Occupied Rental Days																		
Occupancy %																		
Average Daily Rate																		
<b>Total Revenue</b>	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -

Figure 5.b - 7: Operating Assumptions

Grey Cells Are Input Cells																		
Name of Offeror: _____																		
Location of Operation: <u>New Melones Lake</u>																		
	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	2033
<b>Pleasure Boat Rentals</b>																		
Number of Boats to Rent																		
Rental Days Available																		
Occupied Rental Days																		
Occupancy %																		
Average Daily Rate																		
<b>Total Revenue</b>	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>Fuel Sales</b>																		
Gallons Sold																		
Average Price per Gallon																		
<b>Total Revenue</b>	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>Camper Cabins</b>																		
Number of Available Rooms																		
Days Open																		
Available Room Nights																		
Occupied Room Nights																		
Occupancy %																		
Average Daily Rate																		
<b>Total Revenue</b>	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>Recreation Vehicle Campsites</b>																		
Number of Available Sites (Type of site)																		
Days Open																		
Available Site Nights																		
Occupied Site Nights																		
Occupancy %																		
Average Daily Rate																		
<b>Total Revenue</b>	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>Other (describe)</b>																		
Number of Customers																		
Average Revenue Per Customer																		
<b>Total Revenue</b>	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>Other (describe)</b>																		
Number of Customers																		
Average Revenue Per Customer																		
<b>Total Revenue</b>	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>Other (describe)</b>																		
Number of Customers																		
Average Revenue Per Customer																		
<b>Total Revenue</b>	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -

Figure 5.b - 8: Operating Assumptions (Continued)

# New Melones Lake Concession Prospectus

Grey/Cells Are Input Cells													
Name of Offeror													
Location of Operation													
	2034	2035	2036	2037	2038	2039	2040	2041	2042	2043	2044	2045	
Revenue Inflation													Additional Description
Expense Inflation													
<b>Marina Slip Rental</b>													
Number of Slips													Additional Description
Months Open													
Available Slip Months													
Occupancy Slip Months													
Occupancy%													
Average Monthly Rate													
<b>Total Revenue</b>	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
<b>Mooring Ball Rental</b>													
Number of Mooring Balls													Additional Description
Months Open													
Available Mooring Ball Months													
Occupied Mooring Ball Months													
Occupancy%													
Average Monthly Rate													
<b>Total Revenue</b>	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
<b>Dry Storage Rental</b>													
Number of Dry Storage Spaces													Additional Description
Months Open													
Available Dry Storage Space Months													
Occupied Dry Storage Space Months													
Occupancy%													
Average Monthly Rate													
<b>Total Revenue</b>	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
<b>Retail - Recreation Supply Store</b>													
Total Transactions													Additional Description
Average Revenue Per Transaction													
<b>Total Revenue</b>	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
<b>Boat Repair Service</b>													
Number of Customers													Additional Description
Average Revenue Per Customer													
<b>Total Revenue</b>	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
<b>Houseboat Rentals</b>													
Number of Boats to Rent													Additional Description
Rental Days Available													
Occupied Rental Days													
Occupancy%													
Average Daily Rate													
<b>Total Revenue</b>	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	

Figure 5.b - 9: Operating Assumptions (Continued)

Grey/Cells Are Input Cells													
Name of Offeror													
Location of Operation													
	2034	2035	2036	2037	2038	2039	2040	2041	2042	2043	2044	2045	
<b>Pleasure Boat Rentals</b>													
Number of Boats to Rent													Additional Description
Rental Days Available													
Occupied Rental Days													
Occupancy%													
Average Daily Rate													
<b>Total Revenue</b>	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
<b>Fuel Sales</b>													
Gallons Sold													Additional Description
Average Price per Gallon													
<b>Total Revenue</b>	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
<b>Camper Cabins</b>													
Number of Available Rooms													Additional Description
Days Open													
Available Room Nights													
Occupied Room Nights													
Occupancy%													
Average Daily Rate													
<b>Total Revenue</b>	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
<b>Recreation Vehicle Campsites</b>													
Number of Available Sites (type of site)													Additional Description
Days Open													
Available Site Nights													
Occupied Site Nights													
Occupancy%													
Average Daily Rate													
<b>Total Revenue</b>	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
<b>Other (describe)</b>													
Number of Customers													Additional Description
Average Revenue Per Customer													
<b>Total Revenue</b>	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
<b>Other (describe)</b>													
Number of Customers													Additional Description
Average Revenue Per Customer													
<b>Total Revenue</b>	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
<b>Other (describe)</b>													
Number of Customers													Additional Description
Average Revenue Per Customer													
<b>Total Revenue</b>	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	

Figure 5.b - 10: Operating Assumptions (Continued)

## **New Melones Lake Concession Prospectus**

### **Notes**

1. Please note that revenue projections must be based on rates determined by the approval methods set forth by the Bureau of Reclamation
2. The information on this form should fully explain and document your Gross Revenue build-up. State annual inflation rate assumptions, rate increase assumptions, utilization assumptions and any estimates of real growth you anticipate. If you have any additional descriptions of your assumptions, please use the "Additional Description" boxes to the right of each revenue department.
3. If you are going to offer authorized services, please clearly identify which service(s) you will offer and use additional rows to describe your revenue buildup for each authorized service.

### **Revenue Assumption Description Example**

\*\*\*The following example does not reflect the above opportunity and is provided for the purpose of clarification only.\*\*\*

Revenue inflation is expected increase at the same rate as the Consumer Price Index which is predicted to grow at a rate of 2.7% annually, based upon historical growth as reported by the Bureau of Labor Statistics. No real growth is expected to occur, keeping in line with historical revenues at the concession. Therefore, overall revenue growth is forecast to occur at an average annual rate of 2.7% over the life of the Contract.

# New Melones Lake Concession Prospectus

Grey Cells Are Input Cells											
Name of Offeror											
Location of Operation	New Melones Lake										
Prospective Cash Flow Statement											
Operating Activities	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025
Net Income											
Depreciation											
Amortization											
Change in working capital											
Other (describe)											
<b>Net Cash Provided (Used) by Operating Activities</b>											
Financing Activities											
Dividend											
Sale/Repurchase of Stock											
Borrowings/ Repayment of Debt											
Other (describe)											
<b>Net Cash Provided (Used) by Financing Activities</b>											
Investment Activities											
Construction Costs											
Real Property Acquisition (not within the Recreation Area)											
Personal Property Acquisition											
Inventory and Supplies											
Start-Up Expenses											
Working Capital											
Other (describe)											
Other (describe)											
Other (describe)											
<b>Net Cash Provided (Used) by Investing Activities</b>											
<b>Total Cash Flow</b>											

Figure 5.b - 11: Cash Flow Statement Form

## Notes

1. Formulas included in this form are provided as guidance only. The Offeror is responsible for its financial projections and their accuracy.
2. Yellow cells represent categories that need to be explained on the "Cash Flow Statement Assumptions" worksheet.
3. Investment activities should include entries for one time acquisition and disposal at the beginning and end of the Contract term.
4. Estimates for capital expenditures in the Cash Flow Statements made prior to or during the first year after the start of the Contract should be reflective of estimates provide in the Initial Investment and Start-up Costs form.
5. Clearly delineate between personal and real property and define your rationale and assumptions for each category

## New Melones Lake Concession Prospectus

Grey Cells Are Input Cells	
Name of Offeror	
Location of Operation	
New Melones Lake	
<b>Prospective Cash Flow Statement</b>	
<b>Financing Activities</b>	
Financing Structure Details	Describe
<b>Investment Activities</b>	
Investment Activity Information	Describe anything you have not previously discussed in other parts of this form

Figure 5.b - 12: Cash Flow Statement Assumption Form

### Notes

In the description sections of this form, please provide an explanation of sufficient detail to allow a reviewer to fully understand how the estimates were determined.

## New Melones Lake Concession Prospectus

Grey Cells Are Input Cells																			
Name of Offeror																			
Location of Operation	New Melones Lake																		
<b>Assets and Other</b>																			
<table style="width: 100%; border-collapse: collapse;"> <tr> <td style="background-color: yellow; padding: 2px;">Ending Fair Market Value of Operation</td> <td style="border-bottom: 1px solid black; text-align: right; padding: 2px;">\$</td> </tr> <tr> <td style="background-color: yellow; padding: 2px;">Real Property (not within the Recreation Area)</td> <td style="border-bottom: 1px solid black; text-align: right; padding: 2px;">\$</td> </tr> <tr> <td style="background-color: yellow; padding: 2px;">Personal Property</td> <td style="border-bottom: 1px solid black; text-align: right; padding: 2px;">\$</td> </tr> <tr> <td style="background-color: yellow; padding: 2px;">Inventory and Supplies</td> <td style="border-bottom: 1px solid black; text-align: right; padding: 2px;">\$</td> </tr> <tr> <td style="background-color: yellow; padding: 2px;">Working Capital</td> <td style="border-bottom: 1px solid black; text-align: right; padding: 2px;">\$</td> </tr> <tr> <td style="background-color: yellow; padding: 2px;">Other (describe)</td> <td style="border-bottom: 1px solid black; text-align: right; padding: 2px;">\$</td> </tr> <tr> <td style="background-color: yellow; padding: 2px;">Other (describe)</td> <td style="border-bottom: 1px solid black; text-align: right; padding: 2px;">\$</td> </tr> <tr> <td style="background-color: yellow; padding: 2px;">Other (describe)</td> <td style="border-bottom: 1px solid black; text-align: right; padding: 2px;">\$</td> </tr> <tr> <td style="padding: 5px;"><b>Total of Recapture of Investments at the End of the Contract Term</b></td> <td style="border-bottom: 1px solid black; text-align: right; padding: 5px;"><b>Total</b> \$ 0</td> </tr> </table>	Ending Fair Market Value of Operation	\$	Real Property (not within the Recreation Area)	\$	Personal Property	\$	Inventory and Supplies	\$	Working Capital	\$	Other (describe)	\$	Other (describe)	\$	Other (describe)	\$	<b>Total of Recapture of Investments at the End of the Contract Term</b>	<b>Total</b> \$ 0	
Ending Fair Market Value of Operation	\$																		
Real Property (not within the Recreation Area)	\$																		
Personal Property	\$																		
Inventory and Supplies	\$																		
Working Capital	\$																		
Other (describe)	\$																		
Other (describe)	\$																		
Other (describe)	\$																		
<b>Total of Recapture of Investments at the End of the Contract Term</b>	<b>Total</b> \$ 0																		

Figure 5.b - 13: Recapture of Investment Form

### Notes

1. The value of ending Fair Market Value of Operation is only a best guess estimate neither offeror nor the NPS is bound by the number presented above.
2. Reference the Contract and exhibits for guidance on Ending Fair Market Value of the Operation and Personal Property.
3. Formulas included in this form are provided as guidance only. The Offeror is responsible for its financial projections and their accuracy.
4. Yellow cells represent categories that need to be explained on the "Recapture of Investment Assumptions" worksheet.
5. All Offerors must include their estimate of the ending value of all property and other assets at the end of the Contract.
6. Recapture amounts entered into this form should not be included in the proforma income statement.
7. Recapture amounts entered in this form should be included in the cash flow proforma as capital recapture in the final year of the Contract.

# New Melones Lake Concession Prospectus

Grey Cells Are Input Cells	
Name of Offeror	
Location of Operation	New Melones Lake
<b>Assets and Other</b>	
Please describe the method used to determine the values of the planned recoup of investments at the end of the Contract.	
Ending Fair Market Value of Operation	Describe
Real Property (not within the Recreation Area)	Describe
Personal Property	Describe
Inventory and Supplies	Describe
Working Capital	Describe
Other (describe)	Describe
Other (describe)	Describe
Other (describe)	Describe

Figure 5.b - 14: Recapture of Investment Assumptions Form

## Notes

In the description sections of this form, please provide an explanation of sufficient detail to allow a reviewer to fully understand how the estimates were determined.

*Additional funds for working capital current assets such as pre-paid expenses, contingencies, and other necessary cash flow requirements. This should not be confused with Net Working Capital (current assets-current liabilities).*

## **Amendment 2**

Amendment 2 to Prospectus for Marina and Associated Operations, Lodging, Food Service, RV Parks, Boat Rentals, and Retail Sales All associated with serving the Recreating Public at New Melones Lake, Sonora, California

*Solicitation Number: MP-14-238*

To all potential Offerors, please replace the original issued Prospectus pages with the attached replacement pages constituting:

- The Cover Page to the Prospectus
- Page 1 of Part 5 of the Prospectus

This amendment is to adjust the closing date from February 13 to February 17

Each replacement page includes “Amendment 2” in the footnote to aid Offerors during this process.

## **New Melones Lake Concession Prospectus**

# **Concession Prospectus**

*Under Which a Concession Contract Opportunity will be Open for Competition for the Development and Operation of the Following Businesses:*

Marina and Associated Operations, Lodging, Food Service, RV Parks, Boat Rentals, and Retail Sales all associated with serving the Recreating Public at New Melones Lake, Eastside Division of the Central Valley Project, Sonora, California

December 10, 2014

Offers/Responses/Proposals regarding this prospectus must be received at:

Bureau of Reclamation  
Central California Area Office  
7794 Folsom Dam Road  
Folsom, California 95630

No Later Than February 17, 2015-- at 4 p.m. Pacific Time

Address Questions and Inquiries to:

Peggi Brooks  
Central California Area Office (CCAO)  
7794 Folsom Dam Road  
916-989-7180  
PBrooks@ usbr.gov

United States of America  
Department of the Interior  
Bureau of Reclamation  
Mid-Pacific Region  
Central California Area Office

## **Part 5**

### **Administrative Documentation and Prospectus Overview**

# **New Melones Lake Concession Prospectus**

## **Department of the Interior**

Bureau of Reclamation  
Mid Pacific Region

Proposal to Operate  
Within

Marina & Associated  
New Melones Lake

Services  
Area of Operation

Date: (Issuance of Prospectus)

**DUE DATE:** All applications and any modifications must be received at the following address no later than the time and date indicated:

### **Bureau of Reclamation**

Central California Area Office  
7794 Folsom Dam Road,  
Folsom, CA 95630  
(916) 989-7202

7794 Folsom Dam Road,  
Folsom, CA 95630  
Peggi Brooks, Chief,  
Recreation Resources Division  
(916) 989-7128

No Later Than 60 days from issuance  
By Close of Business: 4:00pm (Pacific Standard Time)

# New Melones Lake Concession Prospectus

January 23, 2015

**Contact:**

Peggi Brooks  
Central California Area Office  
(916) 989-7128

## Amendment #3 to the New Melones Marina Prospectus

On December 11, 2014, the Bureau of Reclamation (Reclamation) posted a Prospectus for marina and associated commercial services development and operation at New Melones Lake, Sonora, California.

This Amendment to that Prospectus provides clarification of the posted opportunity on FBO.gov.

This Amendment includes three items:

1. Answers to questions received as a result of an informational meeting in regard to the current Prospectus hosted by Reclamation at New Melones Lake on December 19, 2014.
2. A list of corrections to the Prospectus.
3. A revised Part 6 Exhibit E, providing a listing of current and potential future Reclamation Improvements at the Concession Area.

# New Melones Lake Concession Prospectus

January 23, 2015

## **Contact:**

Peggi Brooks  
Central California Area Office  
(916) 989-7128

## **Questions Regarding the New Melones Marina Prospectus**

On December 19, 2014, the Bureau of Reclamation (Reclamation) hosted an informational meeting in regard to the current Prospectus for marina development and operation. At that meeting, Reclamation received questions pertinent to the Prospectus. Following are questions related to the Prospectus and Reclamation's response. In the interest of efficiency, similar or closely related questions were combined into one response.

*Q 1: Will the mooring balls in the current marina location be abandoned/taken out of service, continue to be used in the current location or moved to the new location?*

R 1: The mooring balls are proposed to remain in the same location for this business opportunity, but use would be on a seasonal basis. Seasonal use is necessary because there is no protection from winter storms for the boats moored on the mooring balls. This is outlined in the prospectus. There are opportunities to expand the maintenance facility fence line to create additional dry boat storage areas in order to provide safe and secure locations for boats during the winter season.

*Q 2: Has Reclamation investigated how the marina docks and slips would fit into the new location with low lake levels?*

R 2: Reclamation recognizes that lake levels are at historic low levels, which is having the effect of reducing the water surface area within the expanded concession area earmarked for floating marina facilities. It may be difficult to fit all of the required floating marina facilities into the concession boundary with the current water levels. However there is language in the draft concession contract that permits seasonal relocation of facilities or adjustment of the concession boundary if needed. If the area of operation is insufficient to provide the Required Services, Reclamation and the Concession Contractor would cooperate to identify an appropriate temporary readjustment to the concession area boundary. See Section 2.C of the draft Concession Contract (Part 6 of the Prospectus).

## New Melones Lake Concession Prospectus

*Q 3: What is the franchise fee?*

R 3: Franchise fees are a payment to Reclamation that is considered a direct return upon consideration of the value to the Concession Contractor of the use, rights, and privileges granted by this Concession Contract. Such value shall be based upon a reasonable opportunity for net profit in relation to capital invested and the obligations of this Concession Contract. Reclamation will very closely review franchise fee proposals in conjunction with the overall financial pro-forma's submitted in response to this prospectus. Proposals that are judged to be unsupportable or economically infeasible may be found non-responsive in total or at the least be rated much lower than proposals judged to be economically reasonable. The minimum franchise fee is one percent. See Part 5 of the Prospectus, Critical Factor B5.

*Q 4: Is there a requirement to fund a maintenance reserve account and what is that called?*

R 4: There is a requirement to establish a Reserve Account for Facilities Improvement(RAFI) account and to fund this account with three percent of gross revenues on a quarterly basis. Additionally there is a requirement of an initial ten thousand dollar deposit to the RAFI within thirty days of the contract award. See Section 4.J of the draft Concession Contract (Part 6 of the prospectus).

*Q 5: How will Reclamation manage the transition between an existing operator and a selected concession contractor, and will that transition interrupt current customers?*

R 5: Reclamation will work together with the selected contractor and the existing interim operator to develop a transition plan based on the scope of development identified in the selected bid. The interim operator has identified those components of the current operation that are intended to be removed or those intended to be abandoned to Reclamation. Some of the useable abandoned components may be assigned to the incoming concession contractor to continue transitional services at the current location as new development commences at the new marina location. Additionally, the incoming concession contractor may, with Reclamation's approval, purchase existing or new facilities in order to provide continuous services under the new concession contract. The existing interim operator, under the current interim contract (Appendix 20 to the Prospectus) is permitted to sell their interests in Concession Contractor Improvements and may propose an Alternate Disposition Plan which could include sale of Concession Contractor Improvements and Concession Contractor Personal Property at the end of the contract rather than removal.

## New Melones Lake Concession Prospectus

*Q 6: Is it possible to make adjustments to the development plan and timeline since the installation of land-based services is reliant upon the development of the associated infrastructure and utilities? For instance could year one focus on installing infrastructure rather than the identified marina build-out?*

R 6: Bidders may propose in their bid packages to adjust the initial development plan and timeline. Within both the existing and new concession locations, there are currently infrastructure and utility components in place that would make it possible to implement the first year of the development plan and timeline.

*Q 7: Is the force main connection included in year one, and was the impact of that work factored into the feasibility study?*

R 7: Yes, as an infrastructure component it would be a year one goal in order to support the Required Services needed for Year 2. Reclamation conducted a revised financial analysis based on the new marina location including the costs for hooking up the new utilities and infrastructure. Bidders are encouraged to conduct their own detailed analysis of this business opportunity.

*Q 8: Was there an engineer's assessment or estimate done?*

R 8: Yes. Reclamation conducted an analysis as part of the April 2011 New Melones Lake Marina Siting Plan, which is available at: [http://www.usbr.gov/mp/cca0/newmelones/Marina/docs/New\\_Melones\\_Marina\\_Siting\\_Plan\\_FNL.pdf](http://www.usbr.gov/mp/cca0/newmelones/Marina/docs/New_Melones_Marina_Siting_Plan_FNL.pdf). But as with the overall Prospectus and the Required and Authorized Services detailed in it, Bidders are expected to conduct their own construction and financial feasibility estimates.

*Q 9: With concession operations in the National Park Service, contracts include a feature called a lease hold surrender interest. Essentially it says that the service elements cannot be advertised over the course of a term to have residual value. Is there anything like that in this prospectus? Or could there be residual value at the end of the contract term under this prospectus, and if so, is the concessionaire able to be reimbursed for it?*

R 9: Title to Concession Contractor Improvements other than Concession Area Infrastructure will rest with the concession contractor, not with Reclamation. Reclamation recognizes that the residual value of Concession Contractor Improvements will likely be a significant component of the possible long-term profitability of the New Melones Lake Marina concession operation and has taken that into account in the financial analysis. There is language in the Prospectus and draft concession contract that addresses asset ownership and disposition. See Section 5 of the Draft Contract (Part 6 of the Prospectus).

## New Melones Lake Concession Prospectus

*Q 10: Is there a lake level grid that shows historically water level month by month or anything that demonstrates that?*

R 10: There are several resources for historical water levels. A local business named Glory Hole Sports tracks and reports on the lake levels daily through e-mail. As well, the California Department of Water Resources has current and historical data online at [http://cdec.water.ca.gov/cgi-progs/stationInfo?station\\_id=NML](http://cdec.water.ca.gov/cgi-progs/stationInfo?station_id=NML). New Melones Lake has only been lower than the current level once in its history (721 ft above Mean Sea Level (MSL) in October 1992). (Note: on the date of the information meeting, the lake level was 865 feet MSL.)

*Q 11: What is the full lake level?*

R 11: The elevation at the bottom of the spillway is 1088 feet above Mean Sea Level (MSL). That elevation has only been reached once.

*Q 12: Who owns the current maintenance facility?*

R 12: The concession area maintenance facility includes a metal shop building, well and pumphouse, two water storage tanks, electrical infrastructure and fenced dry storage compound. Most of these facilities are owned by the current concession operator. Some of the facilities are owned by Reclamation and assigned to the concession operator for use. The prospectus contains a listing of Reclamation Improvements in Exhibit E of Part 6. The remaining useful life of the maintenance facility is limited and the prospectus identifies the disposition of those facilities under the current interim concession contract. The prospectus has language about how facilities will turn over and what is to remain. Bidders should assume that facilities that exist when the contract is awarded will be usable for a limited amount of time but would have to be replaced because they will not last the life of the new contract. The repair and replacement of major facility improvements is addressed in Part 4.J of the Draft Concession Contract (Part 6 of the Prospectus). Replacement of those facilities that have a limited useful life is a component of the Development Plan Timeline.

*Q 13: Does the wastewater system incorporate spray fields or settling ponds?*

R 13: Reclamation operates the Glory Hole Wastewater Treatment Facility under a Waste Discharge Permit issued by the CA Regional Water Quality Control Board (RWQCB). This facility includes a wastewater conveyance and collection system, evaporation ponds and spray fields. The wastewater facilities are sized to accommodate significant additional expansion of the recreation area including the current and planned future concession facilities. Historically the marina concession operation collects wastewater from its land and water facilities into a holding tank which is pumped out and trucked to Reclamation's wastewater system by the concession contractor. Currently, the concession operator is required to haul and dispose of its wastewater offsite due to a concern with

## **New Melones Lake Concession Prospectus**

detectable levels of formaldehyde and other chemicals in effluent test results. Reclamation is working with the RWQCB and the concession operator to develop strategies to prevent introduction of these chemicals into the wastewater system. The prospectus contains further information regarding the wastewater system and operating requirements. See Part 3.L of the Concession Contract (Part 6 of the Prospectus).

*Q 14: Is the RV dump station still closed? What's the status of waste from the dump station?*

R 14: The RV dump station at Glory Hole Recreation Area is connected to the Wastewater Treatment Facility. Reclamation has temporarily ceased operation of its RV dump station at Glory Hole Recreation Area due to concerns of detectable levels of formaldehyde and other chemicals in effluent test results. Reclamation is working with the RWQCB to develop strategies to re-open the RV dump station. The RV dump station at Tuttletown Recreation Area remains in use.

*Q 15: How does Reclamation propose to store boats, including houseboats that are part of a seasonal mooring buoy plan?*

R 15: The seasonal mooring buoys may be occupied by pleasure boats and/or houseboats during the recreation season. In the offseason when the potential for storm damage in the current mooring field location is high, the new concession contractor may choose to provide dry storage for some or all of these boats, move boats to marina wet slips, or remove the boats from the property entirely. Current operations have fifty mooring balls in place now. As many as twenty five house boats have been stored in the maintenance yard. With Reclamation's approval, additional boat storage could be created by expanding the maintenance yard and potentially using other parts of the concession facility for seasonal storage such as existing parking areas within the concession area.

*Q 16: Which of the two water tanks is owned by the current concession contractor?*

R 16: The 35,000 gallon tank closest to the concession maintenance building is owned by the current concession operator. A second 35,000 gallon tank is located nearby; this tank is owned by Reclamation but assigned for use by the concession operator. The second tank was installed in approximately 2005 to augment the water supply for both concession and Reclamation facilities. During the last major drought, Reclamation installed a water line from the concession well facility to the Reclamation water treatment plant in order to service the government-operated campgrounds and day use areas until a new groundwater supply could be developed. Reclamation now has additional wells and water storage tanks that provide potable water for the government-operated facilities, so no longer uses the concession well facility except during service outages. Both water systems provide redundant service as needed.

## New Melones Lake Concession Prospectus

*Q 17: Who runs the water system based out of the well in the maintenance facility?*

R 17: The water system in the maintenance facility is operated and maintained by the concession operator. The concession operator is responsible for all water quality testing, reports and other regulatory requirements.

*Q 18: Has Reclamation's water lines been energized recently?*

R 18: Reclamation tests and maintains its potable water system in accordance with regulatory requirements and operational needs. The water lines at the concession area are not part of Reclamation's main water system and so are not tested as frequently.

*Q 19: Who provides law enforcement boat patrol?*

R 19: Since New Melones Lake is located in two counties, both Tuolumne and Calaveras Counties each provide boat patrol. Additionally, Reclamation contracts with both counties for enhanced land-based law enforcement services.

*Q 20: Is the concession contractor required to offer chase boat services?*

R 20: The current concession operator does provide chase boat services for emergencies. All required services are identified in the prospectus.

*Q 21: Are marina sales, such as boats and equipment, permitted?*

R 21: Authorized marina activities, including associated retail activities are detailed in the Prospectus. Concession Contractors may sell Concession Contractor Personal Property, provided that it does not disrupt the concessions operations, adversely affect the safety or enjoyment of the visiting public, negatively impact natural or cultural resources, or damage any Reclamation owned assets. The sale of Personal Property not owned by the Concession Contractor is prohibited on the Federal Estate. This includes, but is not limited to, boats. See Section 1.K of the Draft Concession Contract (Part 6 of the Prospectus)

*Q 22: Where is the sewer force main system that collects wastewater in the Black Bart area?*

R 22: Reclamation's sewer force main terminates at the nearby four way stop sign at the campgrounds, approximately one quarter-mile east of Black Bart Day Use Area. The new concession contractor would be required to install additional wastewater collection lines and lift stations to connect into Reclamation's force main system, or develop a stand-alone wastewater system for both the current and the expanded concession area. Water and electrical infrastructure exists in the Black Bart Day Use Area, but are sized for the present uses. Bidders should investigate whether improvements would be needed to meet the water, sewer and electrical demands of the Required and Authorized Services in the prospectus. See

## New Melones Lake Concession Prospectus

Section 2 of the Draft Concession Contract (Part 6 of the Prospectus) for the detailed levels of Required and Authorized Services.

*Q 23: Where would be the parking associated with a marina in the new location?*

R 23: The current parking facility for the Black Bart area already exists, and other space within the concession area footprint could be developed for parking.

*Q 24: Would lodging, yurts, and cabins be located on the hill adjacent to the parking area in Black Bart Day Use Area?*

R 24: Potentially at that location and at the current concession site as well. Bidder proposals should consider the entire area under consideration in the Prospectus.

*Q 25: Is there an inspection for Quagga and Zebra Mussels in place now?*

R 25: New Melones Lake has a voluntary self inspection program, where boaters certify that they have not been in any infested waters. Boaters can reuse their voluntary self-certification if they only come to New Melones Lake. As well, Reclamation Park Rangers are trained to inspect boats and trailers.

*Q 26: Is anyone physically looking at launches and inspecting watercraft for mussels?*

R 26: No, the current program is based on voluntary compliance. Aquatic biologists for Reclamation conduct monthly checks of submerged substrates and also conduct a veliger survey twice a year.

*Q 27: Has Reclamation done a risk analysis, is the water at risk of invasive mussels?*

R 27: Reclamation has conducted an analysis. The elevation of New Melones Lake and the ambient calcium levels are not conducive to support mussel growth. This does not mean that introduction of invasive mussels could not occur, just that conditions are far from ideal for their growth. As well, because the concession area does not contain a public boat launch the concession contractor would not be required to perform inspections of public boats. Inspections and certifications of public boats would be Reclamation's role. However the concession contractor is required to inspect its own boats and those of its customers renting slips, in accordance with the New Melones Lake Moored Vessel Plan dated June 2010, which is an appendix to the 2010 Resource Management Plan/Environmental Impact Statement included as part 7.9 of the Prospectus.

# New Melones Lake Concession Prospectus

January 23, 2015

**Contact:**

Peggi Brooks  
Central California Area Office  
(916) 989-7128

## Corrections to the New Melones Lake Concession Prospectus

The following are corrections of errors included in the pre-solicitation of a Prospectus for Marina and Associated Operations associated with serving the recreating public at New Melones Lake, Sonora, California, released to FBO.gov on December 23, 2014.

1. In Part 3 of the Prospectus (Instructions to the Offeror) in Section B, Table 1, Line 1 should read Meeting Date: December 19, Time: 10:00 am, Location: New Melones Lake Visitor Center.
2. In Part 4 of the Prospectus (Business Opportunity) in Section C, “For a preliminary list of facilities which may remain onsite upon expiration of the existing concession contract, see PART 6-Exhibit D.” This should read as “For a preliminary list of facilities which may remain onsite upon expiration of the existing concession contract, see PART 6-Exhibit E.”
3. In Part 4 of the Prospectus (Business Opportunity) in Section S, "Section 4.G of the Draft Concessions..." should read "Section 4.H. of the Draft Concessions ..."
4. In Part 4 of the Prospectus (Business Opportunity) in Section S, a reference to a Table X.X should refer to Table 4-3.
5. In Part 4 of the Prospectus (Business Opportunity) in Section W, Delete the final paragraph, starting “Please review PART 3...”
6. In Part 5 of the Prospectus (Administrative Documentation) in the initial identification of official contacts and schedules, the line “60 Days from issuance” should read “February 17, 2015”
7. In Part 6 of the Prospectus (Draft Concessions Contract) in Section 2.B.4 delete “and in the required quantities shown in Exhibit H.”

## **New Melones Lake Concession Prospectus**

8. In Part 6 of the Prospectus (Draft Concessions Contract) on the Exhibits Cover “A-E” should read “A-O”
9. A corrected Part 6 Exhibit E (Assigned Reclamation Improvements) is attached.
10. In Part 6 Exhibit H of the Prospectus (CFIP Procedures) on Page 1, references to Concession Contract Section 4.G should reference Concession Contract Section 4.H.
11. In Part 7.1 of the Prospectus (General Information) delete page header.
12. In Part 7.4 of the Prospectus (Area Maps) delete page header.
13. In Part 7.12 of the Prospectus (Concessions Review Program) delete page header.
14. In Amendment number two to the Prospectus package, the correct phone number for Peggi Brooks is 916-989-7128
15. A copy of this prospectus, along with all amendments will be posted to Reclamation’s website at:  
<http://www.usbr.gov/mp/cao/newmelones/Marina/index.html>. The version posted to Reclamation’s website is formatted for Reclamation’s Visual Identity standards for website and publications, so the pagination and formatting will appear different that the FBO.gov posting.

## Part 6-Exhibit E

### Assigned Reclamation Improvements

The Concession Contractor shall, at no cost to Reclamation, provide, operate and maintain all Required Services and conveniences within the Concession Area including the following Reclamation Improvements assigned for either short-term (temporary, 1-3 years) or long-term use (the duration of the Concession Contract or end of the useful life of the Improvement, whichever occurs first). Reclamation Improvements remain the property of Reclamation throughout the term of this Concession Contract and may not be altered or removed without advance written approval from Reclamation. Reclamation Improvements which sustain damage due to actions by the Concession Contractor or its agents will be promptly repaired or replaced at the expense of the Concession Contractor. The Concession Contractor will be responsible for replacement of assigned Reclamation Improvements which reach the end of their useful life, at no cost to Reclamation, unless otherwise agreed to in writing by Reclamation.

## New Melones Lake Concession Prospectus

Table 6E - 1: Required Services

<b>Location of Reclamation Improvement</b>	<b>Description</b>	<b>Duration of Assignment</b>	<b>Comments</b>
Glory Hole Concession Area Parcel 2 - Landside Related Infrastructure – Dry Storage Yard	One 35,000 gallon poly plastic water storage tank, including fittings and connections to water delivery system.	Long-term	Storage for water supply, fire suppression or emergency use by either Reclamation or the Concession Contractor.
Glory Hole Concession Area Parcel 2 - Landside Related Infrastructure – Dry Storage Yard	Hydrostatic water pressure system. Includes 100 gallon tank with all lines switches, electrical support, motor and pump	Long-term	Water supply pressure system for use by the Concession Contractor for concession operations and for use by Reclamation as backup to regular water supply system.
Glory Hole Concession Area Parcel 2 - Landside Related Infrastructure adjacent to small parking lot.	54 KW Electrical 3 Phase Transformer Serial #1-07-M-261430 CAT #9180-435412-085	Long-term	Electrical transformer for the supply of electrical power for Concession Contractor operations and for use by Reclamation as needed.
Glory Hole Concession Area Parcel 1 – Landside Related Infrastructure at Black Bart area	Flush Restroom Facility With underground septic tank	Long-term	
Glory Hole Concession Area Parcel 1 – Landside Related Infrastructure at Black Bart area	120volt Electrical wiring, underground	Long-term	
Glory Hole Concession Area Parcel 1 – Landside Related Infrastructure at Black Bart area	Underground drinking water 1” waterline	Long-term	
Glory Hole Concession Area Parcel 1 – Landside Related Infrastructure at Black Bart area	Asphalt Parking lot (approx. 48 vehicle cap.)	Long-term	
		Short-term	[PLACEHOLDER for identification of facilities that may be left behind by the current concession contractor and utilized on a temporary basis].

## New Melones Lake Concession Prospectus

UNITED STATES OF AMERICA

CONCESSIONAIRE

By:  
Contracting Officer  
Bureau of Reclamation

By:  
Title: