

MAR 25 2004

APR 1 2004  
(Resent) ↗**United States Department of the Interior**BUREAU OF RECLAMATION  
CENTRAL CALIFORNIA AREA OFFICELake Berryessa Field Office  
5520 Berryessa Knoxville Road  
Napa, California 94558CC-421  
LND-8.00

VIA FACSIMILE

March 25, 2004

## MEMORANDUM

To: Oscar Braun

From: Cleve Dufer  
Concession Manager, Lake Berryessa

Subject: Letter of Intent Indicator, Additional Information

Attached is information requested by responders to the Letter of Intent Indicator tour of Pleasure Cove Resort, today at 10 a.m. This has been forwarded to all interested parties.

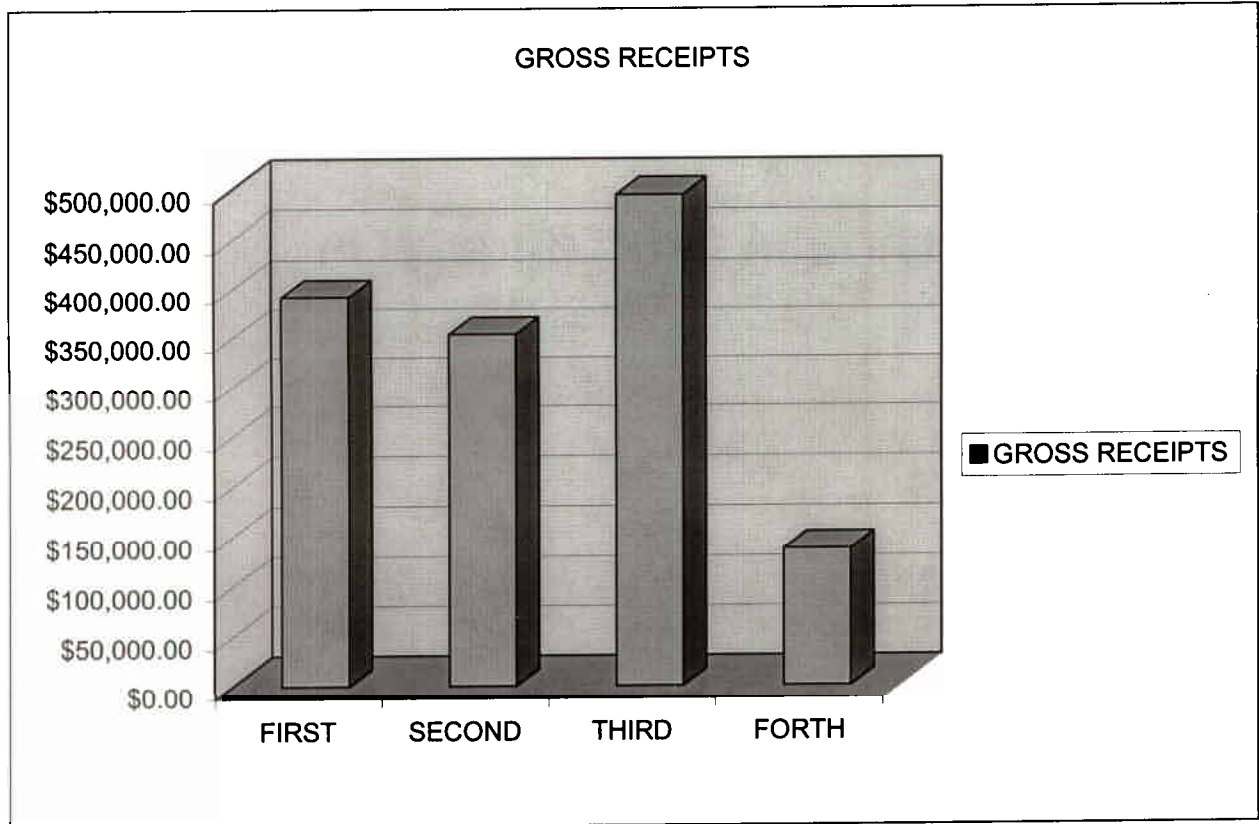
If you have questions, please contact me at (707) 966-2111, extension 141 or my cell at (707) 738-7615.

Fax number sent to: (650)726-2799  
10 pages attached, including this page.

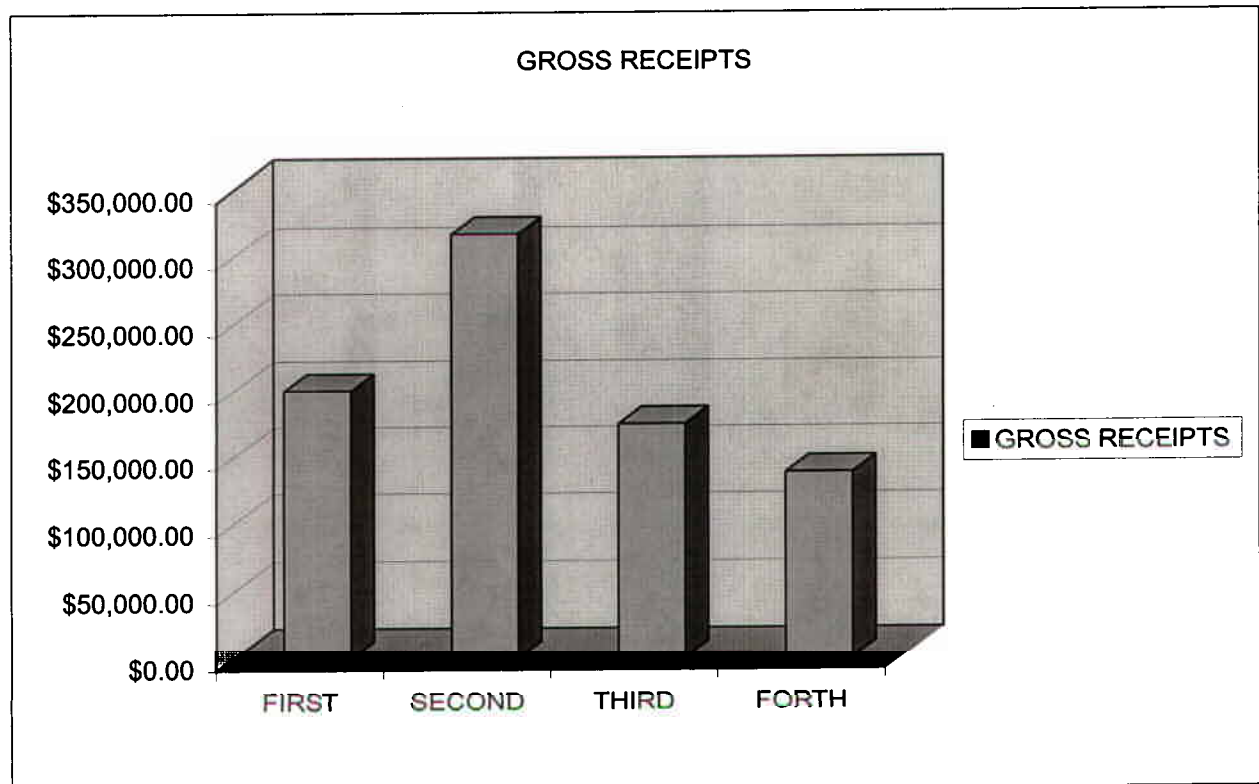
Cleve Dufer, Concessions Manager, Mail Code: CC-421, Bureau of Reclamation, CCAO,  
Lake Berryessa Field Office, 5520 Berryessa Knoxville Road, Napa, California 94558  
[cdufer@mp.usbr.gov](mailto:cdufer@mp.usbr.gov) (707) 966-2111 x 141, Cell: (707) 738-7615, Fax: (707) 966-0409

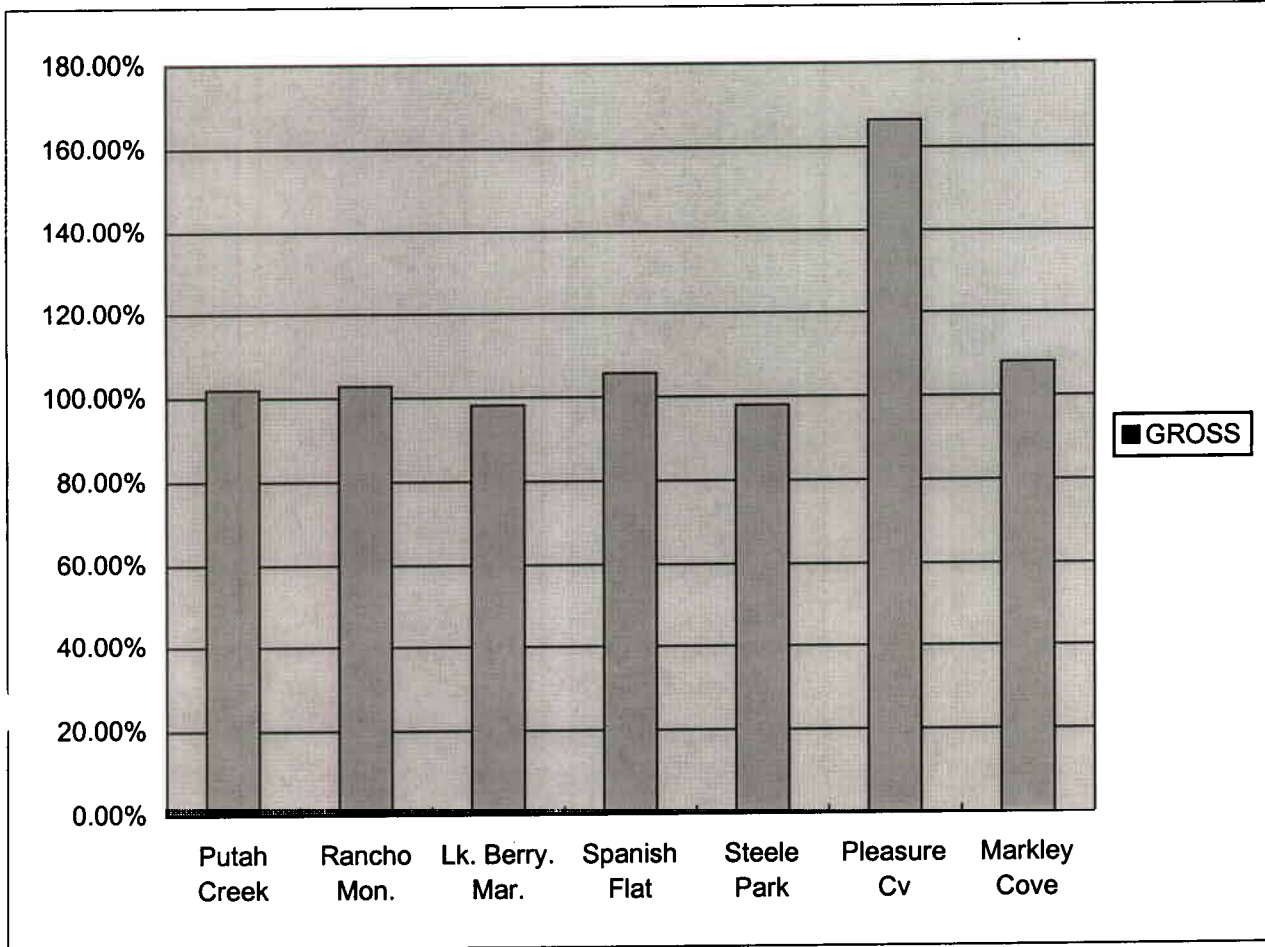
# PLEASURE COVE RESORT

2003



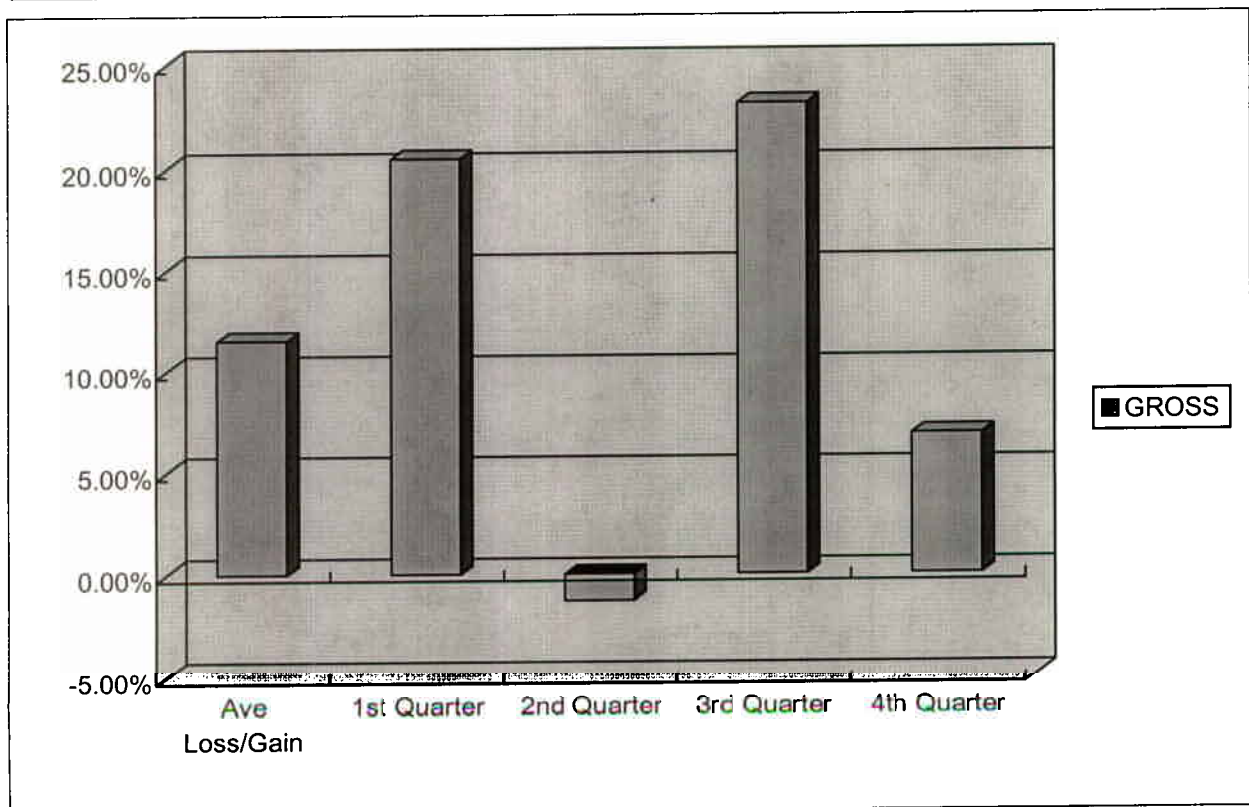
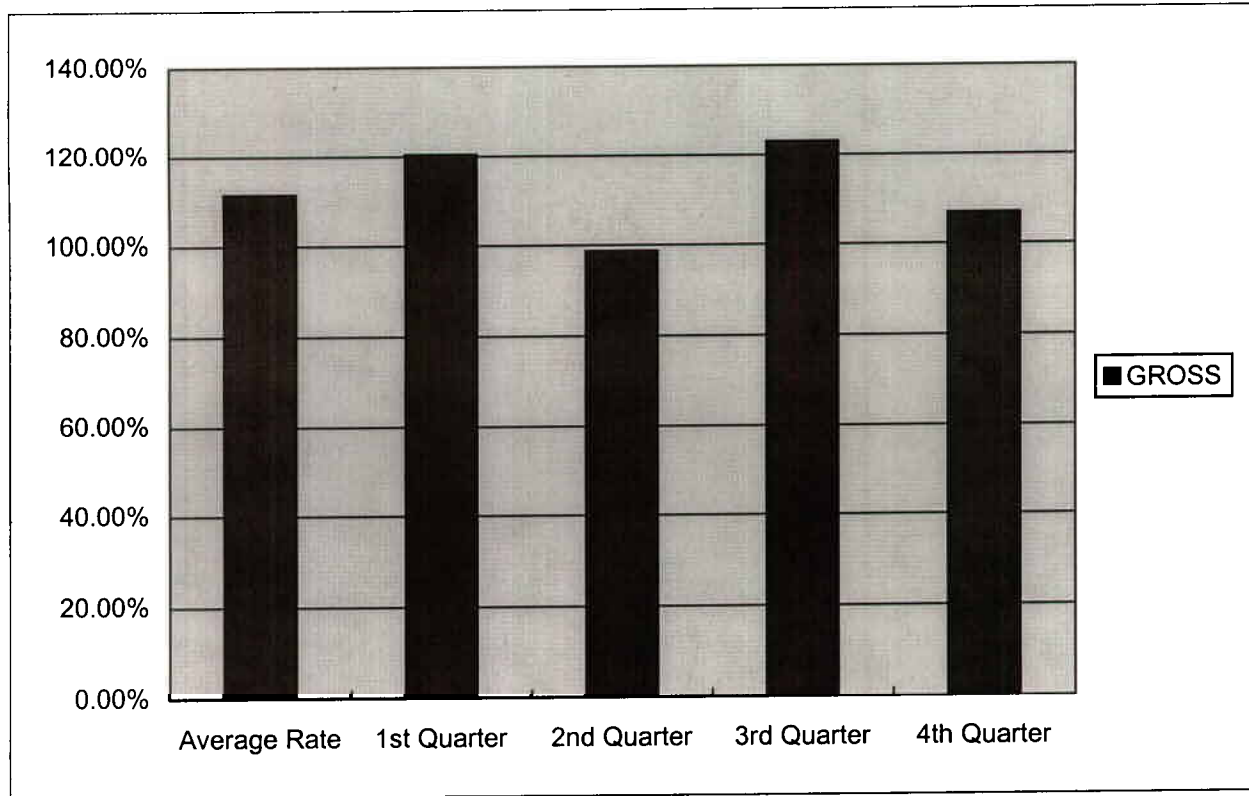
2002



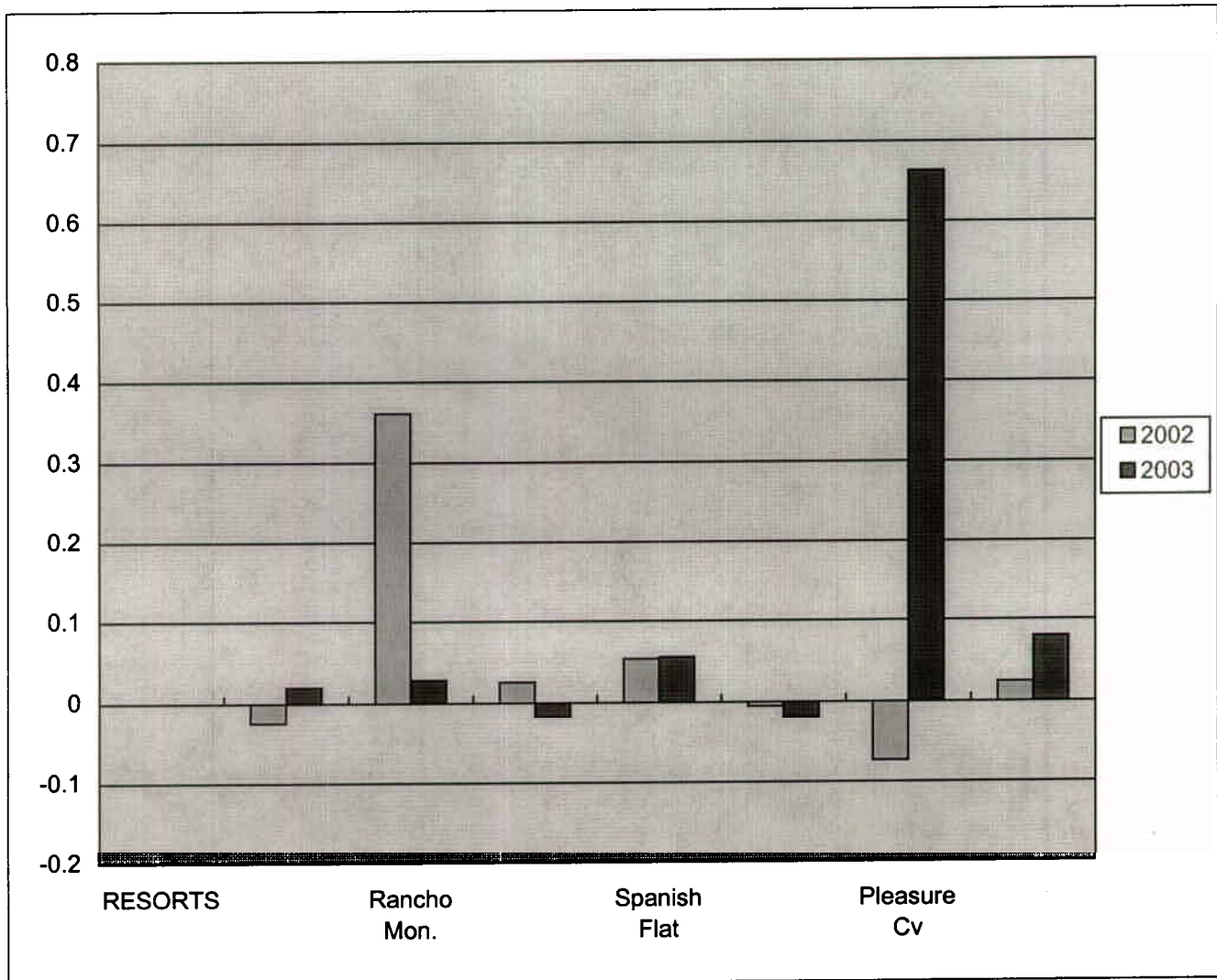


This graph represents the growth of the resorts compared to the previous year. 100 percent means that there has been neither growth or decline from the previous year. Amounts above 100 percent represent positive growth while amounts below 100 percent represents negative growth

# Lake Berryessa Concession Growth 2003



# Lake Berryessa Concession Growth 2003



**2003**

<b>RESORTS</b>	<b>GROSS</b>	<b>NET</b>
Putah Creek	102.00%	101.41%
Rancho Mon.	102.82%	102.95%
Lk. Berry. Mar.	98.22%	98.09%
Spanish Flat	105.58%	105.48%
Steele Park	98.03%	99.34%
Pleasure Cv	166.44%	175.58%
Markley Cove	107.94%	107.91%

<b>RESORTS</b>	<b>GROSS</b>	<b>NET</b>
Average Rate	111.58%	<b>112.97%</b>
1st Quarter	120.48%	120.78%
2nd Quarter	98.75%	101.75%
3rd Quarter	123.11%	121.32%
4th Quarter	106.90%	115.74%

<b>RESORTS</b>	<b>GROSS</b>	<b>NET</b>
Average Loss/Gain	11.58%	<b>12.97%</b>
1st Quarter	20.48%	20.78%
2nd Quarter	-1.25%	1.75%
3rd Quarter	23.11%	21.32%
4th Quarter	6.90%	15.74%

**2002****2003**

<b>RESORTS</b>	<b>GROSS</b>	<b>GROSS</b>
Putah Creek	-2.51%	2.00%
Rancho Mon.	36.16%	2.82%
Lk. Berry. Mar.	2.52%	-1.78%
Spanish Flat	5.37%	5.58%
Steele Park	-0.53%	-1.97%
Pleasure Cv	-7.36%	66.44%
Markley Cove	2.38%	7.94%

# Lake Berryessa Concession

## 2003

### Receipts and Fees

Page 1 of 4

Putah Creek Resort				
2003 QUARTERS	GROSS RECEIPTS	NET RECEIPTS	F. FEE RATE	FRANCHISE FEES
FIRST	\$254,961.80	\$249,844.22	3.00%	\$7,495.33
SECOND	\$394,048.21	\$387,274.35	3.00%	\$11,618.23
THIRD	\$509,441.31	\$497,061.88	3.00%	\$14,911.86
FORTH	\$174,504.83	\$166,198.10	3.00%	\$4,985.94
<b>TOTALS</b>	<b>\$1,332,956.15</b>	<b>\$1,300,378.55</b>	<b>3.00%</b>	<b>\$39,011.36</b>

Rancho Monticello Resort				
2003 QUARTERS	GROSS RECEIPTS	NET RECEIPTS	F. FEE RATE	FRANCHISE FEES
FIRST	\$687,653.00	\$665,093.00	3.00%	\$19,952.79
SECOND	\$825,214.00	\$777,842.00	3.00%	\$23,335.26
THIRD	\$931,479.00	\$846,901.00	3.00%	\$25,407.03
FORTH	\$612,580.00	\$572,014.00	3.00%	\$17,160.42
<b>TOTALS</b>	<b>\$3,056,926.00</b>	<b>\$2,861,850.00</b>	<b>3.00%</b>	<b>\$85,855.50</b>

# Lake Berryessa Concession 2003 Receipts and Fees

<b>Lake Berryessa Marina Resort</b>				
2003 QUARTERS	GROSS RECEIPTS	NET RECEIPTS	F. FEE RATE	FRANCHISE FEES
FIRST	\$298,845.00	\$286,127.00	3.00%	\$8,583.81
SECOND	\$554,041.00	\$542,361.00	3.00%	\$16,270.83
THIRD	\$878,356.00	\$836,641.00	3.00%	\$25,099.23
FORTH	\$200,384.00	\$189,740.00	3.00%	\$5,692.20
<b>TOTALS</b>	<b>\$1,931,626.00</b>	<b>\$1,854,869.00</b>	<b>3.00%</b>	<b>\$55,646.07</b>

<b>Spanish Flat Resort</b>				
2003 QUARTERS	GROSS RECEIPTS	NET RECEIPTS	F. FEE RATE	FRANCHISE FEES
FIRST	\$420,282.14	\$407,019.26	3.00%	\$12,210.58
SECOND	\$670,272.41	\$650,200.67	3.00%	\$19,506.02
THIRD	\$806,538.75	\$777,749.32	3.00%	\$23,332.48
FORTH	\$286,384.05	\$269,201.19	3.00%	\$8,076.04
<b>TOTALS</b>	<b>\$2,183,477.35</b>	<b>\$2,104,170.44</b>	<b>3.00%</b>	<b>\$63,125.11</b>



# Lake Berryessa Concession 2003 Receipts and Fees

Steele Park Resort				
2003 QUARTERS	GROSS RECEIPTS	NET RECEIPTS	F. FEE RATE	FRANCHISE FEES
FIRST	\$392,418.17	\$392,418.17	3.00%	\$11,772.55
SECOND	\$786,373.73	\$786,373.73	3.00%	\$23,591.21
THIRD	\$1,163,927.00	\$1,163,927.00	3.00%	\$34,917.81
FORTH	\$406,397.00	\$406,397.00	3.00%	\$12,191.91
<b>TOTALS</b>	<b>\$2,749,115.90</b>	<b>\$2,749,115.90</b>	<b>3.00%</b>	<b>\$82,473.48</b>

Pleasure Cove Resort				
2003 QUARTERS	GROSS RECEIPTS	NET RECEIPTS	F. FEE RATE	FRANCHISE FEES
FIRST	\$392,418.17	\$392,418.17	2.50%	\$9,810.45
SECOND	\$353,951.26	\$351,481.94	2.50%	\$8,787.05
THIRD	\$494,453.06	\$456,358.37	2.50%	\$11,408.96
FORTH	\$137,276.73	\$132,683.47	2.50%	\$3,317.09
<b>TOTALS</b>	<b>\$1,378,099.22</b>	<b>\$1,332,941.95</b>	<b>2.50%</b>	<b>\$33,323.55</b>

# Lake Berryessa Concession 2003 Receipts and Fees

<b>Markley Cove Resort</b>				
2003 QUARTERS	GROSS RECEIPTS	NET RECEIPTS	F. FEE RATE	FRANCHISE FEES
FIRST	\$201,481.00	\$201,481.00	1.50%	\$3,022.22
SECOND	\$317,762.00	\$315,126.00	1.50%	\$4,726.89
THIRD	\$337,105.00	\$331,681.00	1.50%	\$4,975.22
FORTH	\$109,039.00	\$108,233.00	1.50%	\$1,623.50
<b>TOTALS</b>	<b>\$965,387.00</b>	<b>\$956,521.00</b>	<b>1.50%</b>	<b>\$14,347.82</b>

<b>Lake Berryessa Totals</b>				
2003 RESORTS	GROSS RECEIPTS	NET RECEIPTS	F. FEE RATE	FRANCHISE FEES
Putah Creek	\$1,332,956.15	\$1,300,378.55	3.00%	\$39,011.36
Rancho Mon.	\$3,056,926.00	\$2,861,850.00	3.00%	\$85,855.50
Lk. Berry. Mar.	\$1,931,626.00	\$1,854,869.00	3.00%	\$55,646.07
Spanish Flat	\$2,183,477.35	\$2,104,170.44	3.00%	\$63,125.11
Steele Park	\$2,749,115.90	\$2,749,115.90	3.00%	\$82,473.48
Pleasure Cv	\$1,378,099.22	\$1,332,941.95	2.50%	\$33,323.55
Markley Cove	\$965,387.00	\$956,521.00	1.50%	\$14,347.82
<b>TOTALS</b>	<b>\$13,597,587.62</b>	<b>\$13,159,846.84</b>	<b>2.71%</b>	<b>\$373,782.88</b>