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AGENDA
FINANCE AND AUDIT COMMITTEE SPECIAL MEETING
Monday, May 5, 2025, at 9:00 a.m.
UWCD Headquarters, First Floor, Board Room
1701 N. Lombard Street, Oxnard CA 93030

This is a special meeting of the Finance and Audit Committee called in accordance with Government Code 54956. Other than listed agenda items, no other business will be considered by the Committee members.

OPEN SESSION – ROLL CALL

1. Public Comments
Information Item

In accordance with Government Code Section 54954.3: every notice for a special meeting shall provide an opportunity for members of the public to directly address the Committee concerning any items that have been described in the notice for the meeting before or during consideration of that item. All comments are subject to a five-minute time limit.

2. UWCD Board of Directors Meeting Agenda Items

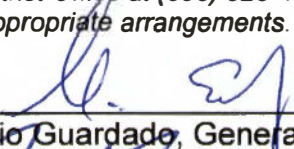
Review and discuss the following agenda item to be considered for approval at the May 21, 2025, Board of Directors meeting:

2.1 UWCD Boat Rental Program for the Lake Piru Recreation Area
Motion

The Committee will consider recommending that the full Board of Directors approve the establishment of a United Water Conservation District Boat Rental Program for the Lake Piru Recreation Area.

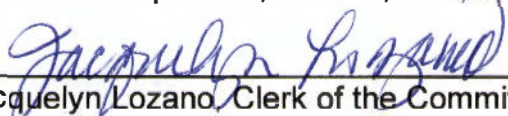
ADJOURNMENT

The Americans with Disabilities Act provides that no qualified individual with a disability shall be excluded from participation in, or denied the benefits of, the District's services, programs or activities because of any disability. If you need special assistance to participate in this meeting, or if you require agenda material in an alternative format, please contact the District Office at (805) 525-4431. Notification of at least 48 hours prior to the meeting will enable the District to make appropriate arrangements.

Approved: 
Mauricio Guardado, General Manager

Approved: 
Brian H. Zahn, Chief Financial Officer

This agenda was posted Thursday, May 1, 2025, at 1:40 p.m. at the United Water Conservation District Headquarters, Oxnard, CA and www.unitedwater.org.


Jacquelyn Lozano, Clerk of the Committee



STAFF REPORT

To: UWCD Finance and Audit Committee Members

Through: Mauricio Guardado, General Manager
Anthony A. Emmert, Assistant General Manager

From: Bernard Riedel Jr., Senior Park Ranger

Date: April 29, 2025 (May 5, 2025, special meeting)

Agenda Item: 2.1 **UWCD Boat Rental Program for the Lake Piru Recreation Area**
Motion

Staff Recommendation:

The Committee will consider recommending that the full Board of Directors approve the establishment of a United Water Conservation District Boat Rental Program for the Lake Piru Recreation Area.

Summary:

In June 2024, Tommy's Boats, who had been operating a boat rental concession at the Lake Piru Recreation Area (LPRA) since 2022, declared bankruptcy and ceased all operations in 2024. The search for another boat rental concessionaire has been unsuccessful. Demand for rental boats is high. Offering a boat rental program is important for a successful lake-based recreation area. After researching options, staff recommend that United Water Conservation District (District) establish a District-owned and operated boat rental program.

Background:

The LPRA is a popular destination for campers and day use visitors, including both recreational boaters and fisherman. In 2024, 106,500 people and 4,730 boats visited the LPRA. A boat rental program has long been a feature of the LPRA.

From approximately 1995 to late 2020, the LPRA boat rental program was operated by a concessionaire. The three concessionaires were Rocky Mountain Recreation, Recreation Resource Management, and Parks Management Company. All three concessionaires offered boat rentals during the summer at the LPRA. The boat rental program was financially successful for these concessionaires. After Park Management Company's departure from LPRA, the District took over LPRA operations in 2021. Initially, no program was available. The District subsequently published a Request for Qualifications/Request for Proposal (RFQ/RFP) for a boat rental concessionaire for the LPRA, and the only respondent was Tommy's Boat's. The District and Tommy's Boats entered into a license

2.1 UWCD Boat Rental Program for the Lake Piru Recreation Area

Motion

agreement, and Tommy's Boats began boat rental operations at the LPRA in the summer of 2022. Boat rentals were only operated during the summer months, and in return Tommy's Boats paid the District 10% of its adjusted gross revenue at the LPRA. In June 2024, Tommy's Boats declared bankruptcy and ceased all operations.

Discussion:

Following Tommy's Boats departure, staff prepared an updated RFQ/RFP and contacted potential boat rental program vendors, including ExplorUS and Casitas Marina, Inc. ExplorUS is a campground concessionaire that operates Cachuma Lake in Santa Barbara County and Lake Castaic and Pyramid Lake in Los Angeles County. ExplorUS offers boat rentals at all three lakes. ExplorUS declined the offer to provide the boat rental program, responding that it was only interested in the boat rental program if it could take over other LPRA operations, such as the campground or Condor Point store. LPRA staff declined this offer. Casitas Marina, Inc. responded that it is not interested in expanding to another lake, as the operation is run by an individual. Staff was unable to find another interested boat rental vendor.

In response to the lack of viable boat rental program vendors and the frequent phone calls received from the public, LPRA staff began to develop a potential District-managed boat rental program. Staff's research indicated that two types of boats would be most appropriate for the LPRA: pontoon boats for families and v-hulled boats for fishing. Pontoon boats are stable platforms that can accommodate multiple passengers. Cachuma Lake, Lake Casitas, and Pyramid Lake all offer pontoon boats for rent. Pontoon boats come in various sizes and engine options. LPRA staff's research determined that a 20-foot pontoon boat with a 60-horsepower motor can safely accommodate up to 10 passengers (1,370 pounds) and would effectively move around Lake Piru, even in the breezy conditions. The lower power to weight ratio would minimize excessive speed. Aluminum v-hull boats with a tiller motor are inexpensive, popular with recreational visitors, including fishermen, and are also offered for rent at the neighboring lakes. A 16-foot v-hull can accommodate up to five passengers (1,150 pounds) and paired with a 9.9-hp motor, would safely move around Lake Piru. Staff researched boats that met these specifications and solicited quotations. If the Board of Directors approves the Boat Rental Program, staff recommends that the District purchase: three 20-foot Sun Tracker pontoon boats with 60-hp motors, one Sun Tracker trailer, four 16-foot Crestliner aluminum v-hull boats with 9.9-hp motors, and one Crestliner trailer, for a total cost of approximately \$152,000. Additional annual costs would include approximately \$30,000 for insurance, \$91,000 for fuel and maintenance, and \$58,000 for part-time staffing.

Like the neighboring lakes, the LPRA has a staffed store which can be used as the base for boat rental operations, which would minimize the need to add staff for the registration process. The boat rental process would include: 1) the execution of a rental agreement [with verbiage reviewed and approved by District legal counsel], 2) a safety briefing, and 3) issuance of personal flotation devices for all passengers. The current LPRA staff includes five full-time Park Rangers. Along with four patrol trucks, the rangers have two

2.1 UWCD Boat Rental Program for the Lake Piru Recreation Area

Motion

boats to patrol the lake to monitor the activities of boaters to ensure their safety and compliance with California and the District's rules and regulations. Because of the warm southern California weather and availability of part-time staff, the LPRA is capable of safely, effectively, and efficiently operating a boat rental concession year-round, not just during the summer.

Staff proposes that if approved, the District set its boat rental rates to be comparable to those of other local boat rental rates. Attachment A shows comparable boat rental rates at Cachuma Lake, Pyramid Lake, and Lake Casitas. Attachment B shows the proposed boat rental rates for the LPRA, including lower weekday rates than weekends and holidays, and lower off-peak (between Labor Day and Memorial Day) rates for pontoon boats. Due to the popularity of fishing year-round at the LPRA, staff proposes the LPRA rates for the aluminum v-hull boats remain the same throughout the year. Attachment B also shows that based on the proposed rental rates, conservatively, the return on investment is approximately 96 rental days for each pontoon boat and 75 rental days for each v-hull boat. Even using a very conservative rental usage rate, after subtracting insurance, fuel, maintenance, and additional labor costs, the District could net over \$160,000 in FY 2026 and over \$170,000 in FY 2027, as shown in Attachment C. (FY 2026 has a lower projected revenue than FY 2027 because it takes approximately eight weeks for the boats to be delivered after being ordered, so the LPRA will not have the boats for the entirety of FY 2026.)

Fiscal Impact:

Should the Board of Directors approve the proposed LPRA Boat Rental Program, the Fiscal Year 2024-2025 Budget includes sufficient funds to purchase the proposed boats and trailer.

Attachments:

- A. Rental Rates Comparison
- B. Propose LPRA Rental Rates
- C. Projected Revenue

Rental Rates Comparison

Casitas	1 hour	2 - 5 hour	Daily
14' (4 person)	\$ 75	\$110	\$120
16' (6 person)	\$ 85	\$120	\$130
20' pontoon (8 person)	\$135	\$230	\$315
24' pontoon (10 person)	\$140	\$245	\$315

Pyramid	2 hour (min)	add'l hour	Daily
14' (4 person)	\$ 45	\$ 15	\$100
16' (5 person)	\$ 80	\$ 30	\$200
Fishing Pontoon (10 person)	\$125	\$ 50	\$325
Deluxe Pontoon (10 person)	\$170	\$ 70	\$450

Cachuma	2 hour (min)	add'l hour	Daily
Boat (4 person)	\$ 45	\$ 15	\$120
Boat (6 person)	\$ 65	\$ 18	\$155
Pontoon (10 person)	\$120	\$ 40	\$260
Pontoon (14 person)	\$130	\$ 50	\$350

Proposed Rental Rates

Pontoon	2 hour (min)	add'l hour	Daily	ROI (days)
weekday (peak)	\$ 150	\$60	\$ 450	90
weekend/holiday (peak)	\$ 170	\$70	\$ 500	81
weekday (off-peak)	\$ 125	\$55	\$ 425	96
weekend/holiday (off-peak)	\$ 140	\$60	\$ 450	90
V-hull				
weekday (all year)	\$ 70	\$25	\$ 200	75
weekend/holiday (all year)	\$ 80	\$30	\$ 250	60

Projected Revenue

Rental		FY 2026		FY 2027		Total
Rate	Pontoon	Rental Days	Revenue	Rental Days	Revenue	
60%	weekday (peak)	41	\$ 33,210	68	\$ 55,080	\$ 88,290
75%	weekend/holiday (peak)	43	\$ 48,375	34	\$ 38,250	\$ 86,625
15%	weekday (off-peak)	182	\$ 34,808	182	\$ 34,808	\$ 69,615
25%	weekend/holiday (off-peak)	81	\$ 27,338	81	\$ 27,338	\$ 54,675
		347	\$ 143,730	365	\$ 155,475	\$ 299,205
	V-hull					
60%	weekday (peak)	41	\$ 19,680	68	\$ 32,640	\$ 52,320
75%	weekend/holiday (peak)	43	\$ 32,250	34	\$ 25,500	\$ 57,750
60%	weekday (off-peak)	182	\$ 87,360	182	\$ 87,360	\$ 174,720
65%	weekend/holiday (off-peak)	81	\$ 52,650	81	\$ 52,650	\$ 105,300
		347	\$ 191,940	365	\$ 198,150	\$ 390,090
			\$ 335,670		\$ 353,625	\$ 689,295
		insurance:	\$ (30,000)		\$ (30,000)	\$ (60,000)
		fuel, maintenance, etc.:	\$ (86,750)		\$ (91,250)	\$ (178,000)
		labor:	\$ (55,520)		\$ (58,400)	\$ (113,920)
		net:	\$ 163,400		\$ 173,975	\$ 337,375