



Board of Directors
Lynn Maulhardt, President
Catherine Keeling, Vice President
Gordon Kimball, Secretary/Treasurer
Keith Ford
Mohammed Hasan
Steve Huber
Rachel Jones

General Manager
Mauricio Guardado

Legal Counsel
David D. Boyer

MINUTES REGULAR BOARD MEETING

**Wednesday, May 21, 2025, 12:00 p.m.
Board Room, UWCD Headquarters
1701 N. Lombard Street, Oxnard CA 93030**

ROLL CALL

Present: Directors Ford, Hasan, Huber, Jones, Keeling, Kimball, and Maulhardt

Absent: None

1. FIRST OPEN SESSION: 11:30 a.m.

1.1 Public Comments: None

1.2 Executive (Closed) Session: 11:32 a.m.

The Board will discuss matters outlined in the attached Executive (Closed) Session Agenda (Exhibit A).

2. SECOND OPEN SESSION AND CALL TO ORDER: 1:07 p.m.

2.1 Pledge of Allegiance: Director Maulhardt

2.2 Public Comment

Public speakers:

Michael Rutledge, Rutledge Farming Co., Inc.

Erik Heacox, Tanimura & Antle

Hank Laubacher, Laubacher Farms

Greg Lewis, Duda Farms

Doug Circle, Circle O

Luis Calderson, Reiter Affiliated Companies

Written comment:

James Wisener, Prime Time International

2.3 Approval of Agenda

Action: M/S/C (Hasan/Huber) to approve the consent calendar.

Vote: Ayes: Ford, Huber, Hasan, Jones, Keeling, Kimball, and Maulhardt;
Noes: None; Absent: None

2.4 Oral Report Regarding Executive (Closed) Session

District Legal Counsel David Boyer reported on March 12, 2025, the Board in closed session unanimously approved filing a petition under the California Endangered Species Act (CESA) challenging the Fish & Game Commission's listing of O' mykiss as endangered. That petition was filed on May 6, 2025, in the Los Angeles Superior Court – Case No. 25STCP0161.

2.5 Board Members' Activities Report

Received and filed.

2.6 General Manager's Report

Received and filed.

2.7 Recognition of Director Lynn Maulhardt for 40 Years of Service

General Manager Mauricio Guardado presented Director Maulhardt with a plaque recognizing his 40 years of service to the District.

3. CONSENT CALENDAR

Action: M/S/C (Hasan/Keeling) to approve the consent calendar.

Vote: Ayes: Ford, Huber, Hasan, Jones, Keeling, Kimball, and Maulhardt;
Noes: None; Absent: None

3.1 Approve the Minutes for the April 9, 2025 Regular Meeting and the April 28, 2025 Special Meeting

Approved the minutes.

3.2 Groundwater Basin Status Reports

Received and filed the reports.

3.3 Investment Monthly Report (March 2025)

Received and filed the report.

4. MONTHLY REPORTS BY DEPARTMENT

4.1 Operations and Maintenance Department Monthly Report

Chief Operations Officer Craig Morgan gave a PowerPoint presentation; received and filed.

4.2 Recreation Department Monthly Report

Senior Park Ranger Bernie Reidel gave an oral presentation; received and filed.

4.3 Water Resources Department Monthly Report and Update on Activities of Local Groundwater Sustainability Agencies (GSAs)

Water Resources Supervisors John Lindquist gave a PowerPoint presentation; received and filed.

4.4 Administrative Services Department Monthly Report

Chief Financial Officer Brian Zahn and Chief Human Resources Officer Josh Perez gave an oral presentation and IT Manager Zachary Plummer gave a PowerPoint presentation; report received and filed.

4.5 Engineering Department Monthly Report

Engineering Manager Robert Richardson and gave a PowerPoint presentation; received and filed.

4.6 Environmental Services Department Monthly Report

Environmental Services Manager Marissa Caringella gave a PowerPoint presentation; received and filed.

5. MOTION ITEMS

5.1 Determination of General Manager's Performance-Based Merit Pay

Action: M/S/C (Kimball/Huber) to determine the General Manager's performance merit pay of seven and one-half (7.5%) of his fiscal year 2024-2025 salary.

Vote: Ayes: Ford, Huber, Hasan, Jones, Keeling, Kimball, and Maulhardt; Noes: None; Absent: None

5.2 Approval of a Boat Rental Program for the Lake Piru Recreation Area

Senior Park Ranger Bernard Riedel gave a PowerPoint presentation.

Action: M/S/C (Hasan/Jones) to approve the boat rental program for the Lake Piru recreation area.

Vote: Ayes: Ford, Huber, Hasan, Jones, Keeling, Kimball, and Maulhardt; Noes: None; Absent: None

6. PUBLIC HEARING ITEM

**6.1 Continuation of Annual Groundwater Hearing to Accept Comment on Groundwater Conditions within the District
John Lindquist, Water Resources Supervisor**

The Public Hearing was continued.

No public speakers were present.

The Public Hearing was continued to the June 11, 2025 Board Meeting.

7. FUTURE AGENDA ITEMS:

Director Maulhardt requested staff to research the PTP cost structure.

Director Huber requested to be considered as an ACWA Region 5 representative at the June 11, 2025 board meeting.

8. ADJOURNMENT

The meeting was adjourned at 3:54 p.m.

I certify that the above is a true and correct copy of the minutes of the UWCD Board of Directors meeting of April 9, 2025.

ATTEST: 
Gordon Kimball, Board Secretary

ATTEST: 
Tracy J. Oehler, Clerk of the Board

EXHIBIT A
EXECUTIVE (CLOSED) SESSION AGENDA

1. LITIGATION

1.1 CONFERENCE WITH LEGAL COUNSEL – ANTICIPATED LITIGATION

Pursuant to Government Code Section 54956.9(d)(2) Government Code Sections 54956.9(e)(1)

Pursuant to Government Code Section 54956.9(e)(1) (two matters).

1.2 CONFERENCE WITH LEGAL COUNSEL – EXISTING LITIGATION

Pursuant to Government Code Section 54956.9 (d)(1)

- A. Wishtoyo Foundation, et al v. United Water Conservation District, U.S. District Court for the Central District of California, Case No.2:16-cv-03869 GHK (PLAx).
- B. OPV Coalition v Fox Canyon Groundwater Management Agency, Superior Court of the State of California, County of Ventura, Case No. 56-2021-00555357-CU-PT-VTA; Complaint for Comprehensive Groundwater Adjudication of the Oxnard Groundwater Subbasin (No. 4-004.02) and Pleasant Valley Subbasin (No. 4-006) Pursuant to Sections 830, *Et Seq.* of the Code of Civil Procedure; Declaratory Relief; Quiet Title; and Petition for Writs of Mandate.
- C. United Water Conservation District v United States, U.S. Court of Federal Claims, Case No. 22-542L; Complaint for Just Compensation under the 5th Amendment.

1.3 PUBLIC EMPLOYEE PERFORMANCE EVALUATION

Title: General Manager

Authority: Government Code Section 54957



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Saticoy Spreading Grounds



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Saticoy Spreading Grounds



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Saticoy Spreading Grounds



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Saticoy Spreading Grounds



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Saticoy Spreading Grounds



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Questions?



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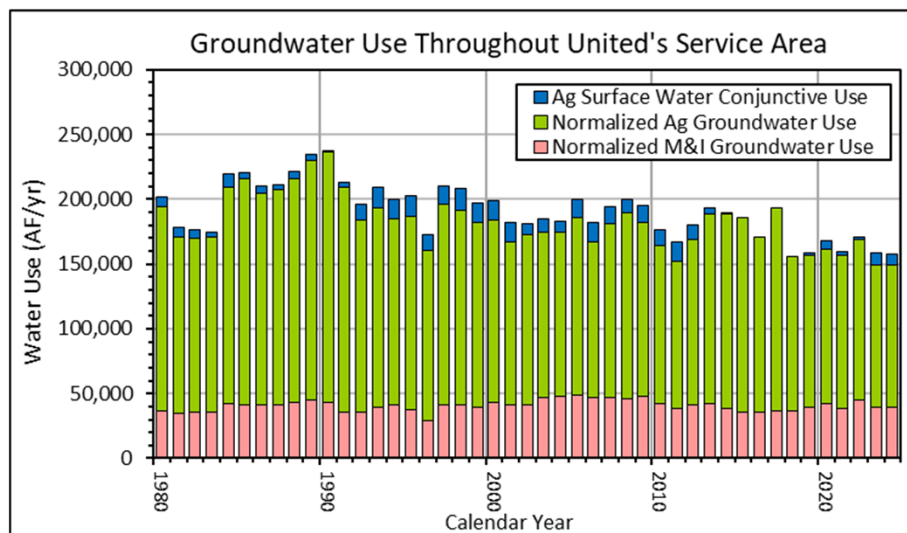
4.3. WATER RESOURCES DEPARTMENT UPDATE

Presented by: John Lindquist, Water Resources Supervisor
 United Water Conservation District
 Board of Directors Meeting
 May 21, 2025



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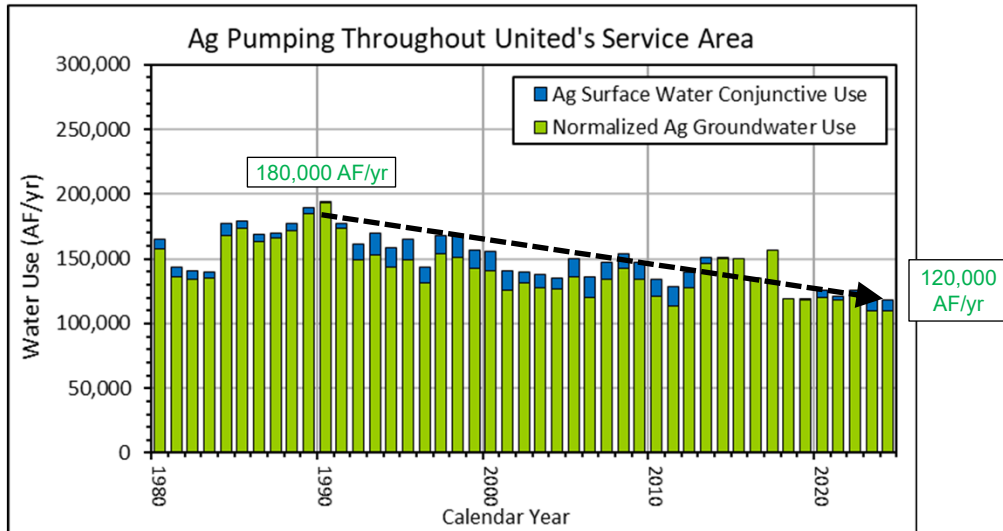
Districtwide Groundwater Use, 1980-2024, Normalized to Average Rainfall



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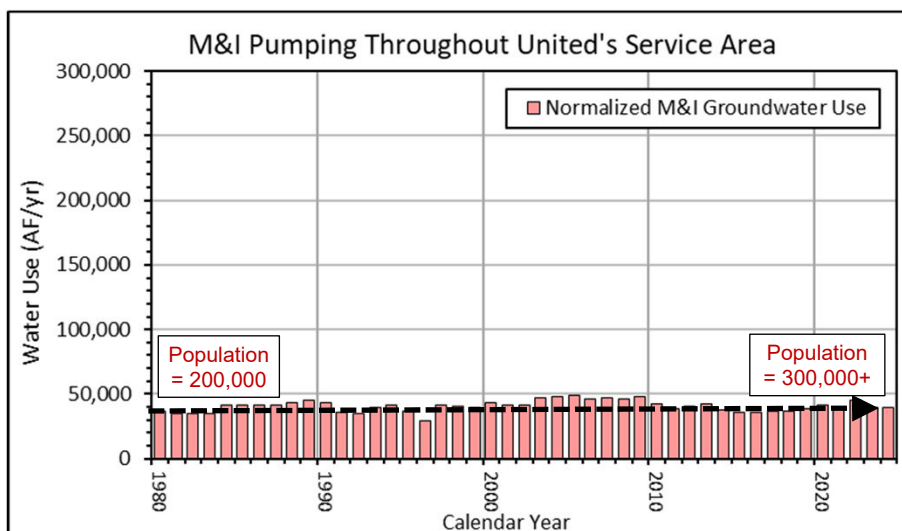
Agricultural Pumping and Conjunctive Use, 1980-2024, Normalized to Average Rainfall



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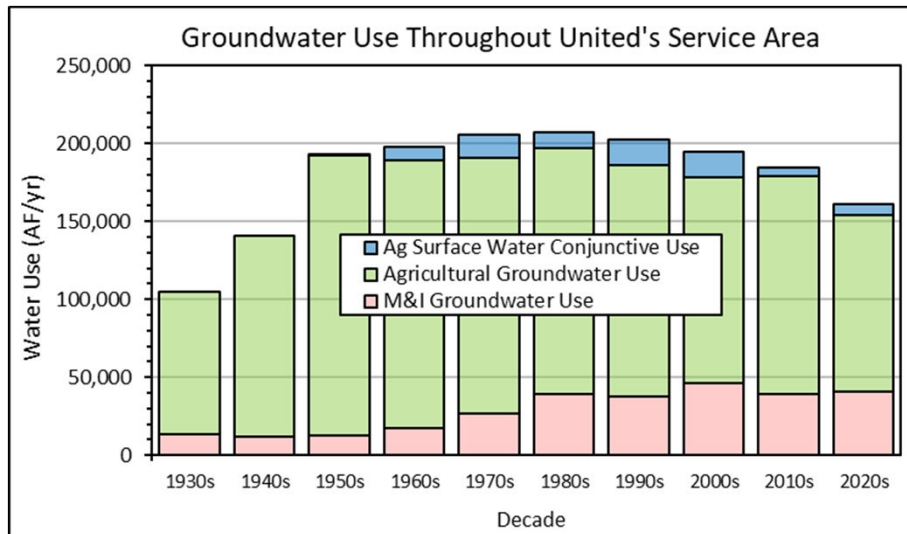
Municipal and Industrial Pumping, 1980-2024, Normalized to Average Rainfall



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Districtwide Groundwater Use, Decadal Averages, 1930-2024



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FCGMA's Conclusions for OPV Basins

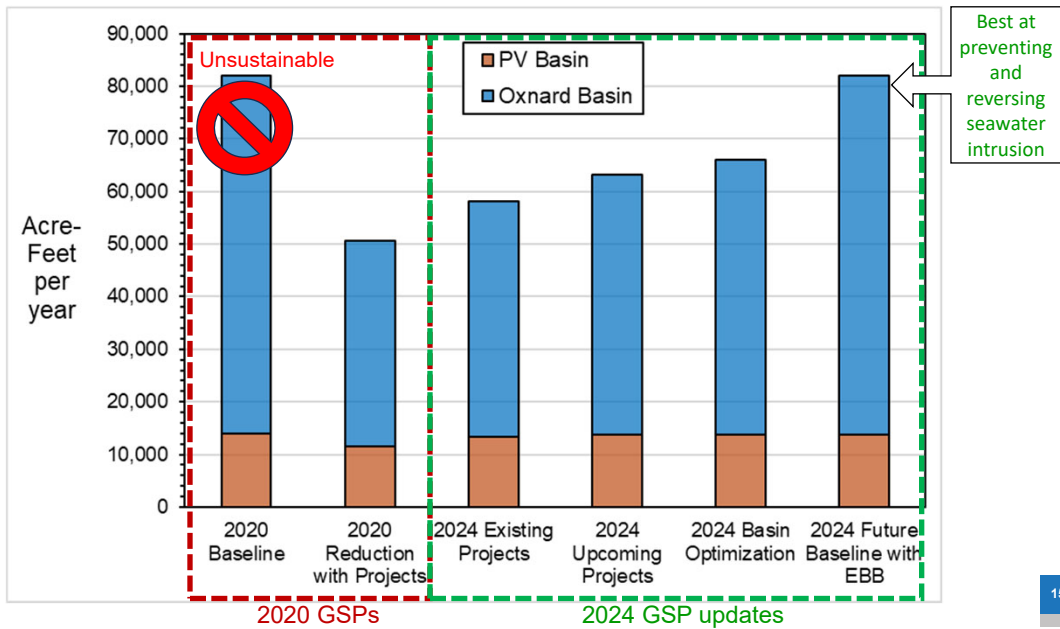
- Conditions are significantly better today than in 2020
 - Wet years, projects already implemented, demand reduction
- Making progress toward sustainability
 - Uncertainty remains about timing and feasibility of new projects
- EBB project now seen as having significant positive potential
 - Will require new sustainability criteria; waiting for Phase 1 data
- "...it is unclear what legal effect the adjudication action will have on FCGMA's continued ability to implement the GSP and sustainably manage..." the OPV Basins."



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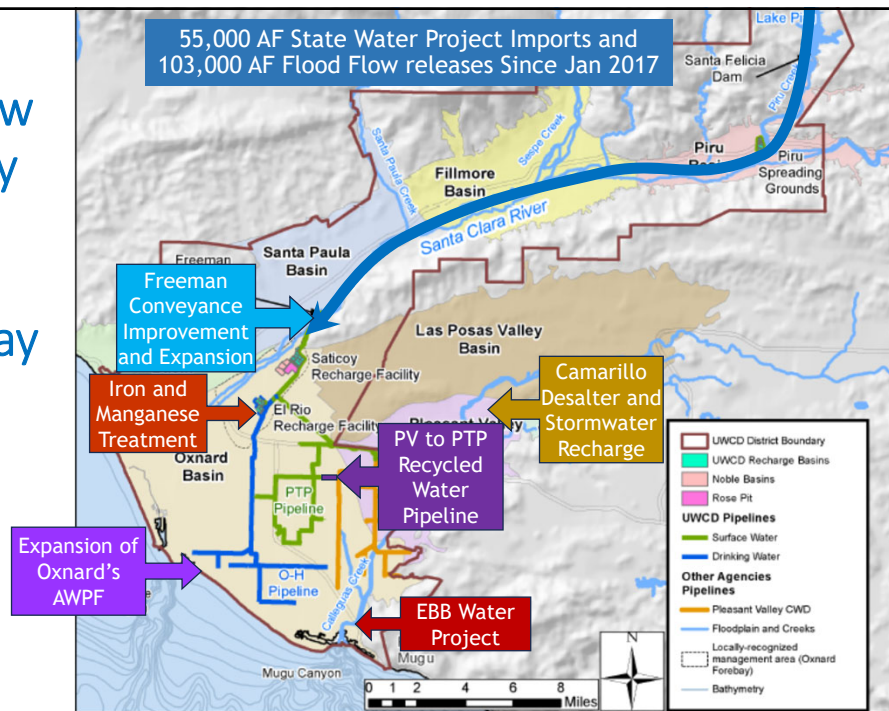
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Sustainable Yield in OPV Basins Under Modeled Scenarios



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Since GSPs Adopted, New Water-Supply Projects Completed and Underway



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United's Key Proposed Revisions to the OPV Allocation Ordinance

1. Plan on ramping up supplies rather than ramping down
2. A simplified, universal approach to conjunctive-use projects
3. More flexibility in allocations from wet to dry years and for water-supply emergencies
4. Easier process for transfers (temporary allocation assignment):
 - a. From United and PVCWD to farm operators or M&I users
 - b. Between separate parcels/wells that aren't connected via pipeline



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Feedback Received on Proposed Allocation Ordinance Revisions:

1. Several stakeholders have commented that they like the flexibility this plan provides.
2. Request for more detail on how in-lieu adjustments for conjunctive use would be calculated.
3. Opinion that this plan "removes the forced acceptance of Conejo Creek and Santa Clara River water."
4. Concern that base period (2005-14) doesn't reflect recent pumping trends.
5. Would like to see rampdown approach in plan.



Staff plan to finalize the proposed ordinance language based on input received to date, and submit to FCGMA for consideration.

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“Human spirit is the ability to face the uncertainty of the future with curiosity and optimism. It is the belief that problems can be solved, differences resolved. It is a type of confidence. And it is fragile. It can be blackened by fear and superstition.”

– Bernard Beckett, “Genesis,” 2006

Questions?



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TECHNOLOGY SYSTEMS DEPARTMENT OVERVIEW

Supporting Strategic Excellence at United Water

Presenter: Zach Plummer, Technology Systems Manager,
Introduced by: Josh Perez, Chief of Human Resources

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MISSION STATEMENT

ZIP1

"Deliver secure, reliable, and innovative technology services that empower United Water to sustainably manage, protect, and enhance regional water resources."

Scope of Work:

- IT Operations & Helpdesk
- Network & Infrastructure Management
- Cybersecurity & Risk Management
- Business Applications & Data Management
- Innovation Support and Process Automation

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TECHNOLOGY SYSTEMS SUPPORTS

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TECHNOLOGY SYSTEMS ALIGNMENT WITH UWCD STRATEGIC GOALS

Technology Systems' Direct Contributions to United Strategic Initiatives:



A. Water Supply → Supporting operational continuity through resilient technology services (e.g., SCADA systems support, disaster recovery).



B. System Reliability → Securing infrastructure availability — Ensuring optimal uptime of critical applications, networks, and field systems.



C. Regulatory Compliance → Cybersecurity initiatives and audit readiness — maintaining secure, compliant operations across systems.



D. Fiscal Responsibility → Driving cost efficiency in IT operations through smart sourcing, license management, and technology optimization.



G. Organizational Effectiveness → Empowering workforce productivity, expanding cybersecurity maturity, and modernizing core IT systems.

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TEAM RESPONSIBILITIES, STRUCTURE, & INTRODUCTION TO THE TEAM

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TEAM RESPONSIBILITIES & STRUCTURE

Technology Systems Responsibilities

- Technology Systems Management
- Service Desk & End User Support
- Systems & Infrastructure Engineering
- Cybersecurity Operations & Monitoring
- Applications & Data Systems
- Vendor and Project Coordination
- Innovation & Intern Program Support

Operations Technology Responsibilities

- SCADA System Management
- Field Device Support & Maintenance
- Radio and Telemetry Systems Management
- PLC Programming & Process Automation
- Instrumentation and Electrical Systems Support
- SCADA/Operational System Continuity and Resiliency
- Wide Area Communication and Physical Network Infrastructure in Field Environments

Responsibilities across two core teams.

- ← On the left, **Technology Systems** focuses on enterprise IT and strategic enablement.
 → On the right, **Operations Technology** manages the systems that directly operate water infrastructure.

Together, these teams ensure reliable digital operations from the Boardroom to the Dam

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INTRODUCTION TO TECHNOLOGY SYSTEMS TEAM

<u>Team Member</u>	<u>Current Role/Title</u>	<u>Key Skills/Contributions</u>	<u>Specialty Areas</u>
Zach Plummer	Technology Systems Manager	IT strategy, cybersecurity leadership, cloud management, project delivery	Systems architecture, cybersecurity leadership
Stephanie Cabrera *	Technology Systems Administrator & Support Engineer	Helpdesk support, troubleshooting, customer service, mobile device management	Field technology support, end-user support
Josue Martinez *	Helpdesk Support Intern	Ticket triage, device setup, user support, software troubleshooting	Helpdesk operations, device management
Anthony Robles *	Technology Systems Administrator & Data Engineer Intern	SQL database management, Power BI, backend data workflows, data visualization	Data engineering, reporting automation
William Zacharia-Morrison *	GIS Analyst & IT Project Support	GIS mapping, 3D modeling, field technology integration, project coordination	Field technology integration, GIS & visualization
Michael Satumba *	Technology Systems Administrator & Backend Developer Intern	API development, web application integration, server support, AWS familiarity	Backend systems, cybersecurity support
Hayden Balsys *	Technology Systems Administrator & Software Developer (GIS/Field Apps) Intern	Frontend and backend dev, GIS applications, engineering dashboard support	GIS dashboard development, cloud solutions
Chloe Keggen *	Technology Systems Administrator & Data Scientist	Predictive modeling, machine learning, Python scripting, data analytics	Data science, modeling for decision support

** Indicates this team member works between 18-32 hours a week. Not full-time staff.*

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INTRODUCTION TO OPERATIONS TECHNOLOGY

- **Operations Technology (OT)** manages systems that monitor and control physical operations, such as water treatment, pumping, and field instrumentation (SCADA, telemetry).
- OT and IT increasingly collaborate to ensure system reliability, real-time data access, and cybersecurity protection.
- OT is critical to maintaining safe, efficient, and resilient infrastructure at United Water.

Team Member	Current Role/Title	Key Skills/Contributions	Specialty Areas
Edward Reese	Control Systems Supervisor	SCADA oversight, system integration, network support for field operations	SCADA security, Field network operations, and system continuity
Andy Camposagrado	Senior Control Systems Technician	SCADA maintenance, field instrumentation, telemetry troubleshooting, PLC field support, radio systems, electrical systems	Field device operations, telemetry, radio communications, and electrical troubleshooting
Kevin Ortega-Villela	Control Systems Programmer	Programming of control systems (PLCs, SCADA platforms), systems automation	Process automation, systems programming
Luis Perez	Senior Control Systems Technician	SCADA maintenance, field instrumentation, telemetry troubleshooting, PLC field support, radio systems, electrical systems	Field device operations, telemetry, radio communications, and electrical troubleshooting

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KEY SERVICES AND RESPONSIBILITIES & MAJOR HIGHLIGHTS AND ACHIEVEMENTS

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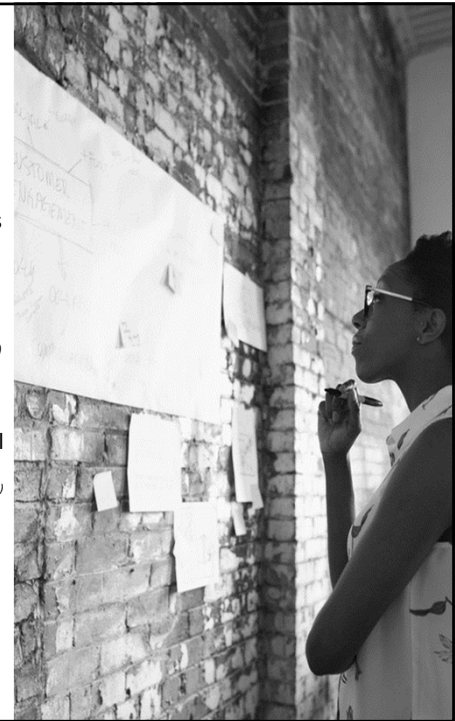
KEY SERVICES AND RESPONSIBILITIES

Core Operational Services

- **End User and Helpdesk Support**
(Device management, remote access, onsite support)
- **Infrastructure and Cloud Operations**
(Servers, network, cloud platforms, storage management)
- **Cybersecurity and Risk Management**
(Threat detection, MFA enforcement, training, 24/7 monitoring)
- **Disaster Recovery and Continuity Planning**
(Backup systems, failover testing, incident response planning)

Strategic Enablement Services

- **Business Applications and Data Systems Support**
(Finance, HR, Operations)
- **Process Automation and Innovation Initiatives**
(Cloud migration projects, workflow automation, AI/ML readiness)
- **Vendor and Contract Management**
(SaaS platforms, procurement, licensing compliance)
- **Technology Planning and Organizational Strategy Support**
(Road mapping, cybersecurity maturity models, alignment with Strategic Plan 2025)



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MAJOR HIGHLIGHTS AND ACHIEVEMENTS

- Transitioned core systems to a hybrid cloud environment.
- Implemented multi-factor authentication, strengthening cybersecurity.
- Reduced helpdesk ticket resolution time, improving user support and operational responsiveness.
- Launched a 24/7 security detection and response system, ensuring continuous monitoring and faster incident response.



- Delivered cybersecurity training to 100% of staff.
- Improved disaster recovery readiness and tested response planning.
- Initiated a successful Technology Systems Intern Program,
- Secured multi-year IT service agreements to support stable budgeting.



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UNITED TECHNOLOGY SUPPORT IN ACTION



These images capture the real-world presence of our Technology Systems team, supporting board meetings, field operations, stakeholder engagements, and innovation initiatives. We're in the room, behind the scenes, and at the front line, ensuring everything works seamlessly.

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UNITED TECHNOLOGY SUPPORT IN ACTION

*MEETINGS EXECUTED BEST-IN-CLASS
BECAUSE OF OUR EXPERTISE*



Provided expert IT, A/V, and hybrid collaboration support across 274+ events
This **includes** United Water Board sessions, water-related public forums, and more than 40 meetings hosted by external water partner agencies since the start of the calendar year.

Ensuring operational excellence and enabling executive and stakeholder engagement.

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CURRENT UNIQUE INDUSTRY SITUATIONS & STRATEGIC PRIORITIES FOR 2025 AND BEYOND

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CURRENT UNIQUE INDUSTRY SITUATIONS

- Increasing cybersecurity threats (ransomware, phishing)
- Aging infrastructure replacements required and usually needed rapidly to keep up with networking and system demands.
- Growing demands for mobile and remote access
- Need for coordinated modern business applications integration (data management, AI, Microsoft Copilot, Data Visualization and synchronicity.
- Niche role development, talent recruitment, retention of technically skilled staff.
- Artificial Intelligence opportunities and potential use cautionary tales.

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STRATEGIC TECHNOLOGY SYSTEMS PRIORITIES

Priority



Advance cybersecurity monitoring and incident response capabilities



Complete remaining infrastructure modernization initiatives



Expand business process automation and efficiency projects



Strengthen data governance and compliance posture



Support organizational digital transformation initiatives

Strategic Focus

Improve threat detection, containment, and recovery readiness to protect public trust and critical infrastructure.

Complete system upgrades and transitions to enable resiliency, scalability, and lifecycle sustainability.

Streamline workflows and reduce manual processes to improve staff productivity.

Enhance regulatory availability, confidentiality, and the integrity of organizational information.

IT strategies align with long-term District goals within United Water's 2025 Strategic Plan

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TECHNOLOGY AS A STRATEGIC ENABLER:

The Technology Systems Department is essential to:

IT Operations & Helpdesk

- Protecting operations
- Driving efficiency
- Enabling innovation
- Safeguarding data

Commitment to excellence in alignment with United Water's Strategic Plan



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THANK YOU

Q&A

- Cybersecurity Strategy
- Infrastructure Modernization

Zachary Plummer
805-562-5575
Zachary.Plummer@unitedwater.org
www.unitedwater.org

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ENVIRONMENTAL SERVICES DEPARTMENT UPDATE

May 21, 2025



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Santa Felicia Dam Safety Improvement Project

Endangered Species Act Consultation with USFWS complete!




- ESA coverage for 6 species received May 7
 - Biological Opinion for least Bell's vireo
- Conference Opinion for southwestern pond turtle
- Not Likely to Adversely Affect concurrence (4 bird species)



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Petition to Revise Designated Critical Habitat



Earth Farm Alliance
PROTECTING THE FUTURE THROUGH SUSTAINABLE AGRICULTURE

April 23, 2023

VIA ELECTRONIC DELIVERY: design@usda.gov

The Honorable Howard Lomick
Secretary
U.S. Department of Commerce
1401 Constitution Avenue, NW
Washington, DC 20530

Re: Support for United Water Conservation District's Petition to Revise the Critical Habitat Designation for Southern California Groundwater

Dear Secretary Lomick:

On behalf of the Family For CoLAB, we are pleased to support the United Water Conservation District's petition to revise the Critical Habitat Designation for Southern California Groundwater. The petition is a significant step in the process of revising the Critical Habitat Designation for Southern California Groundwater, and we are pleased to support the United Water Conservation District's petition to revise the Critical Habitat Designation for Southern California Groundwater.


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The petition is a significant step in the process of revising the Critical Habitat Designation for Southern California Groundwater, and we are pleased to support the United Water Conservation District's petition to revise the Critical Habitat Designation for Southern California Groundwater.

Letters of Support from:

CoLAB
Family Farm Alliance
Congressman Ken Calvert
Rancho Temescal
Congresswoman Harriet Hageman
City of Oxnard

Thank you!



United Water Conservation District

May 3, 2023

The Honorable Howard Lomick
Secretary
U.S. Department of Commerce
1401 Constitution Avenue, NW
Washington, DC 20530

Re: Support for United Water Conservation District's Petition to Revise the Critical Habitat Designation for Southern California Groundwater

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United Water Conservation District

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Revenue and Visitation Recap

2024 Day Use/Other Revenue Recap and Comparison

2024 Day Use/Other Revenue (Jan 1 – December 30)	\$530,620
2023 Day Use/Other Revenue (Jan 1 – December 30)	\$401,517
Total Revenue Increase/Decrease from Prior Year	\$129,103
Annual Increase/Decrease %	32%

2024 Camping Revenue Recap and Comparison

2024 Camping Revenue (Jan 1 – December 30)	\$562,628
2023 Camping Revenue (Jan 1 – December 30)	\$557,334
Total Revenue Increase/Decrease from Prior Year	\$5,294
Annual Increase/Decrease in %	1%

Total Combined Revenue Current and Previous Year Comparison (2024 vs. 2023)

2024 All Revenue (Jan 1 – December 30)	\$1,093,248
2023 All Revenue (Jan 1 – December 30)	\$958,851
Total Revenue Increase from Prior Year	\$134,397
Annual Increase/Decrease in %	14%

2024 Total Visitation Figures

	# People	# Vehicles	# Vessels	Pets
Total	106,500	29,482	4,730	161

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TOMMY'S BOATS



2024 21' Tahoe LTZ (\$40K starting price)

- Ten (10) passengers, 140hp motor
- \$525 (half day), \$700 (all day)



2024 Axis Wake Research (\$116K starting price)

- Fifteen (15) passengers
- \$675 (half day), \$900 (all day)

United Water Conservation District

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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

United Water Conservation District

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2025 SUN TRACKER PARTY BARGE 20 DLX

Selection Rationale

- ▶ New boats are more costly, but allow for a homogeneous rental fleet
- ▶ Pontoon boats are stable and can safely accommodate several people
- ▶ Decided on a 20' vs 16' boat to accommodate families, but a 60hp engine to reduce the ability to speed

United Water Conservation District

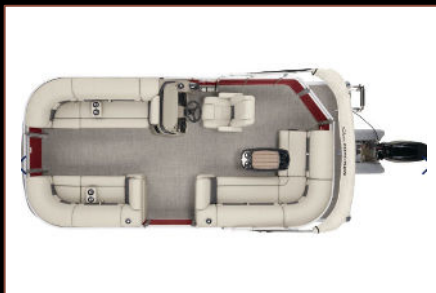
SPECIFICATIONS

Standard | Metric

Length	21' 11"
Deck Length	19' 10"
Deck Width	8' 6"
Max. Recommended HP	115 HP
Fuel Capacity	321 gal.
Pontoon Log Length	20' 4"
Pontoon Log Diameter	24"
Pontoon Log Material	0.080 5052 marine alloy
Max. Person Capacity	10 persons
Max. Person Weight	1370 lbs.
Max. Person, Motor & Gear Weight	1900 lbs.
Interior Depth	26"
Average Dry Weight	2080 lbs.
Average Package Weight	3745 lbs.
Package Height	8' 9"
Package Width	8' 6"
Towing Length	30' 2"
Storage Length	30' 2"

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United Water Conservation District



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2025 CRESTLINER 1672

Selection Rationale

- ▶ New boats are more costly, but allow for a homogeneous rental fleet
- ▶ Aluminum v-hull boats are popular with fishermen
- ▶ Decided on the larger 16' boat because of stability, but a small 9.9hp engine to reduce the ability to speed

SPECS & FEATURES

GENERAL SPECS	FEATURES	WARRANTY
Length 16' 2"	HP Range 0-25	Seating 5
Fuel Capacity PORTABLE	Aluminum Gauge Bottom .063"	Aluminum Gauge Sides .063"
Aluminum Gauge Transom .063"	Beam 72"	Max HP Capacity 25
Max Weight Capacity 1,150 LBS	Weight (Boat Only, Dry) 325 LBS	

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Initial Investment

Year:	2025
Type:	Pontoon
Make:	Sun Tracker
Model:	PB20DLX
Motor:	Mercury, four stroke, 60hp
Size:	20'
Capacity:	10 people, 1,370lbs
3 boats & 1 trailer:	\$ 108,935 (includes 5% gov. discount)
Average price per unit:	\$ 36,312

Year:	2025
Type:	V hull fishing boat
Make:	Crestliner
Model:	1672
Motor:	Mercury, four stroke, 9.9hp
Size:	16'
Capacity:	5 people, 1,150lbs
Price (boat only):	\$ 9,400
Price w/trailer:	\$ 11,275
4 boats & 1 trailer:	\$ 42,535
Average price per unit:	\$ 10,635

Initial boat investment: \$ 151,470

United Water Conservation District

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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

United Water Conservation District

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Condor Point Store

- Existing operation
- Currently staffed with one employee, but a second can be added to attend to boat rentals
- Point-of-sale terminals and radio comms with rangers
- Base of operations for contracts, payments, safety briefings, and the issuance of PFDs (model used at other local lakes)

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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

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Risk Mitigation Steps

- **Rental Contract**
 - Wording reviewed and approved by District counsel
 - Signed by primary renter and list all passengers
 - Will include potentially hazardous conditions at Lake Piru (submerged trees and other obstructions close to shore, wind and related waves, etc.)
 - Swimming from v-hull when not at shore will be prohibited since there isn't an easy way to get back into the boat
- Everyone will be required to watch a brief boating safety video prior to boarding the boat

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continued

- A personal floatation device (PFD) issued to everyone who will be on the boat and the law requiring "everyone under the age 13 years to wear a PFD at all times when on the boat" will continue to be actively enforced
- Staff will verbally review the proper operation of the boat and boat features with the primary renter when at the boat
 - Location of the swim ladder and throwable life preserver on the pontoon boats
- Weight capacity of boats will be strictly enforced
- Rangers regularly patrol the lake
- Additional camera surveillance

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QUESTIONS?

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