



PRELIMINARY REVENUE ESTIMATES



Intelligent
Real Estate Solutions



Lake Berryessa Resorts

Assumed Schedule

Award Concessions – Steele Canyon & Monticello Shores (Phase 1)	Start
Initial Occupancy – Steele Canyon & Monticello Shores	Year 3
Markley Cove & Pleasure Cove Join MPA (Phase 2)	Year 5
Award Concession – Spanish Flat (Phase 3)	Year 6
Initial Occupancy – Spanish Flat	Year 8
Award Concessions – Berryessa Point & Putah Creek (Phase 4)	Year 11
Initial Occupancy – Berryessa Point & Putah Creek	Year 13



RV - Coach



Small RV - Trailer



Park Model



Luxury Camping – ‘Glamping’



Wilderness Camping



Cabins & Cottages

Assumed Development Potential

		Daily Rate	Occupancy
Rental Sites – Tent Camping	303	\$25	60%
Rental Sites – RV (with Hookups)	238	\$65	70%
Accommodations:			
Cottages	120	\$200	65%
Cabins	103	\$125	55%
Luxury Tents ('Glamping')	108	\$175	65%
Standard Tents	88	\$65	50%
Park Models	65	\$150	65%
Smaller RV's	<u>58</u>	\$150	60%
	1,082*		

* BOR Guidance – 642 Units

Other Assumptions

Annual Rate of Inflation	2%
Number of new Boat Slips (per BOR)	659 – Annual Rent \$2,800
Number of new Rental Houseboats (BOR)	47 – Daily Rental rate \$1,000
Annual Boat Launches (at build-out)	10,000 – Current fee \$25
Average Spend/Day – Boating party (3)	\$120
Average Spend/Day – Overnight party (3)	\$150 + Accommodations Rent

County Revenues:

Transient Occupancy Tax - 12% (excludes camping and RV sites)

Concession Fees – 3.6% of gross revenues

Payments in Lieu of Property Tax – 1.1% of assessed value (40% to County)

Sales Tax - County Allocation of 0.25% of merchandise, F&B sales

Combined Revenues to Napa County

Revenue Growth Drivers

Expanding Facilities (4 phases)

Growth in Occupancy Rate – 4 years to Stabilization

Inflation

Estimated Revenues to County of Napa

Year 5 \$2,500,000

Year 10 \$4,480,000

Year 15 \$7,160,000

Thank you

