

Casitas Municipal Water District
RECREATION COMMITTEE
Agenda
Brennan/Kaiser
January 11, 2022 – 10:00 a.m.

This meeting will be conducted via teleconference.

To participate or listen to the meeting please call

(888) 788-0099 or (877) 853-5247

Enter Meeting ID: 967 5174 7493#

Passcode: 181130#

1. Roll Call
2. Public comments.
3. Review of the response to the Lake Casitas Recreation Area Concessionaire (Park Store) Request for Proposals (RFP).
4. Review of November 2021 Recreation Report.
5. Review of Incidents and Comments.

Right to be heard: Members of the public have a right to address the Board directly on any item of interest to the public which is within the subject matter jurisdiction of the Board. The request to be heard should be made immediately before the Board's consideration of the item. No action shall be taken on any item not appearing on the agenda unless the action is otherwise authorized by subdivision (b) of ¶54954.2 of the Government Code. If you require special accommodations for attendance at or participation in this meeting, please notify our office 24 hours in advance (805) 649-2251 ext. 113. (Govt. Code Section 65954.1 and 54954.2(a). Please be advised that members of the Board of Directors of Casitas who are not members of this standing committee may attend the committee meeting referred to above only in the capacity of observers, and may not otherwise take part in the meeting. (Govt. Code Sections 54952.2(c)(6)

**CASITAS MUNICIPAL WATER DISTRICT
Interdepartmental Memo**

DATE: January 7, 2022

TO: Recreation Committee

FROM: Michael Flood; General Manager

SUBJECT: Review of the response to the Lake Casitas Recreation Area Concessionaire (Park Store) Request for Proposals (RFP).

RECOMMENDATION

Staff recommends that the Committee recommend Board approval of the Ni-Lu proposal with 12% cost sharing (excluding alcohol sales) and consideration of either a ten or fifteen-year duration.

BACKGROUND AND OVERVIEW

The Casitas Municipal Water District and the Bureau of Reclamation approved a twenty-five year Management Agreement for the Lake Casitas Recreation Area in October 2011 which allows Casitas to enter into Concessionaire agreements.

Upon Bureau approval, Casitas distributed a Request for Proposals (RFP) for the Casitas Park Store in November 2021 with a submittal deadline of December 20, 2021. A walk-through for prospective respondents was held on November 30, 2021.

The Casitas Park Store provides visiting customers with items similar to that of a small market, including canned goods, produce, dairy, camping supplies, ice, and various merchandise.

Only one response was received to the RFP for the Casitas Park Store which is that of the current concessionaire, Ni-Lu Corporation.

In general, Ni-Lu Corporation has proposed the following:

1. Revenue sharing at 12% of gross sales (excluding alcohol sales).
2. A fifteen or twenty-year agreement (minimum is ten years).

Annual proceeds to Casitas via the Park Store revenue sharing agreement will vary but would be expected to exceed \$60,000 in most years.

A copy of Ni-Lu's proposal along with various attachments are attached.

PROPOSER HISTORY

Ni-Lu Corp began operating the Park Store in 2011 with revenue sharing starting at 10%, then increasing to 11%, and ending at 12% for the last three years.

During the past 10 years, Ni-Lu Corp has operated the Park Store with a pride of ownership including investing significantly in remodeling the building. The numerous positive comments from guests pertaining to the operation of the Casitas Park Store is frequent and ongoing.

NI-LU CORPORATION

December 14, 2021

Dear Casitas Municipal Water District,

Wow! 10 years have gone by already...I can't believe it! We would like to take this opportunity and thank you for entrusting us with the Lake Casitas Park Store. We are honored to be part of the Lake Casitas family for more than 15 years now. We take pride in helping to enhance the visitors' experience by meeting many of their needs. We are pleased with the overall growth experienced within the past 10 years and hope you are as well.

We've invested significantly in the remodeling of the building which has resulted in one of the best Camp Store's around. We've received numerous positive comments from suppliers and visitors which hopefully have caught your attention.

Enclosed is our proposal for the Park Store's RFP. We hope you find all the information favorable enough to grant us the new contract. As you may know, we've worked tirelessly to provide quality goods and excellent customer service.

The Park Store is currently stocked and open for business. There will be no need for a transition period if we are awarded the contract. All licenses, insurance, suppliers, systems, etc...are in place. There will be absolutely no delay and business will not suffer at all.

Ni-Lu Corp. has come a long way thanks to the partnership with the Lake Casitas Recreation Area. It was formed back in 2005 when we purchased Cycles 4 Rent (Lake Casitas Bike Rentals). Our journey began working with Brian Roney with the goal of enhancing the Lake Casitas experience. The offer of re-opening the Park Store in 2010 took the partnership to the next level and so began the next stage working with Carol Belser. The award of the contract in 2011 reassured us that we were on the right track. Now, we will strive to continue moving forward working with Joe Martinez to accomplish the same goal from 2005 - ***To help enhance the Lake Casitas experience.***

Thank you for your time and we look forward to working together for many more years to come.

Sincerely,

Luis Berbari

Luis Berbari
VP - CFO

NI-LU CORPORATION

For clarity, please find the information below in direct response to the questions outlined in Section 7 (a), titled "Proposer's Business Concept and Plan" from the RFP.

1. The past 10+ years running the Park Store Concession serves as the best evidence for our desire to update and make continual improvements to the store. We've completely renovated the inside by installing slat-wall and built-in ice freezers. The new flooring and carpet, resurfacing of the counter, and updated lighting has created a fresh, warm atmosphere. The additional air conditioner unit and windows has resulted in a much more pleasant experience for our patrons. The behind-the-scenes investment of relocating and replacing the motors for the walk-in coolers, installing shelving inside and outside of the coolers, extending the roof over the outside storage area and building the firewood shed, have all resulted in a much smoother operation.

Going forward we will continue to make improvements. Some of the key items are:

- New interior paint.
- Replace janitor sink with updated one.
- Replace aisle shelving.
- Replace the 3-door refrigerator.

Solar Panels is something that we've entertained but have found to be too expensive and not viable for us to absorb with only a 10 years contract. We are however open to discuss the possibility of subsidizing part of the costs if Casitas is willing to partner with us in this endeavor.

2. The Park Store is currently well stocked and organized. There is absolutely no transition time needed. Everything is in place to continue providing the best service to the park guests.

Our inventory levels will vary from \$50,000-\$120,000 depending on the time of year. Currently, we have approximately \$60,000 in inventory. Through the years we've learned what the visitors' demands are. Our slogan of, "***IF YOU FORGOT IT, WE'VE GOT IT!***", is spot-on. We pride ourselves in having almost everything people need at a reasonable price. Items will be regularly moved and displayed differently in order to appear fresh and appeal to customers.

We have an extensive list of suppliers that are up-to-date with all the market trends. We will continue to offer current items but with the intention to stay with the cozy "General Store" feel. Our ability to increase sales year-after-year is proof that we are meeting the demands of our park guests.

NI-LU CORPORATION

Internet has been a hurdle for us. There is no infrastructure in place for faster service. The only way we are able to get it is via a Jet Pack Device. This works ok but limits certain aspects of our business. Once internet is available in the park, we plan on updating the following systems:

- Security system .
 - New POS system.
 - Sound system (inside and outside).
3. The hours of operation will fluctuate throughout the year similar to those of the LCRA. As you may know from the past 10 years, we will stay open past LCRA hours when the demand deems necessary. Please note that our hours during the peak season were 7:30 am – 9:30 pm. We understand that we are here to provide a service to the guests and will always consider that when setting the operating hours.
 4. Looking back at the Revenue/Expense Projection Report (Profit/Loss) submitted back in 2011, I find we were pretty accurate considering we only had one year of business as reference. The purpose of such a report is to ensure that we can pay for our expenses and capital improvements. Thankfully, throughout the past 10 years, we've ran our business very lean and efficient. This, as well as being owner operated, has resulted in a very comfortable cash flow situation. As a result, satisfying all our short-term and long-term liabilities have never been, and will not be, a burden.

For simplicity purposes, we anticipate a conservative 3%-5% increase in revenue per year; however, nothing is guaranteed in this irregular economic climate. Our goal is to reach \$1,000,000 per year in sales which we feel is very attainable since it is only a 46% increase from our current 2021 numbers. Considering our 108% increase in the past 10 years, 46% growth is a reasonable goal.

Please see **attachment #1** for the 5-year projection of revenues and expenses.

5. As for marketing and advertising, it is imperative to make the guests aware of the fact that there is a fully stocked General Store in the park before they arrive and during their stay. We will hire a graphic designer to redo the website and make sure it is up-to-date with all the current info.

We would like to have a meeting with the LCRA to discuss the possibility of the following:

- Professionally produced flyer to be handed out to each vehicle entering the park. This can be a flyer with info on all the concessions in order to give visitors all the info at their fingertips.
- Simple signs, strategically located, consistent with the theme of the park, will be very effective throughout the park. This also can contain information regarding all the concessions.
- Include a link to our website when guests make reservations online.

NI-LU CORPORATION

6. We've always carried the required insurance requested by the LCRA and will continue doing so.

Please see **attachment #2** for a copy of our current Certificate of Liability Insurance.

7. Our desired lease term would be 15-20 years (with a minimum of 10 years). Having a longer lease will give us more security and allow us to invest more in the business and try new revenue-generating strategies.

Our current contract began with rent at 10%, then 11% and ended at 12% - which is the current rate being paid. We feel that 12% is extremely fair for the LCRA. As we've proven through the years, our plan is to continually grow the business; therefore, although the percentage may remain the same, the amount of rent will continue to increase.

Please understand that we pride ourselves in offering a variety of goods at reasonable prices. Consequently, the higher the percentage is for rent, the higher prices we would have to charge. That's what separates us from other Camp Stores. Our volume is much higher because we don't overcharge our guests, which is why they continue to support us. This benefits the Lake Casitas Park Store, LCRA and especially the Lake Casitas visitors.

*Please see **attachment #A** for the history of rent paid to Casitas Municipal Water District for the past 5 years.

We propose the following rental agreement:

- **15-20 Year Lease Term (with a minimum of 10 years)**
- **12% of Gross Sales (excluding alcohol sales)**

8. Contact information:

Luis Berbari – 5031 Dorado Drive #102, Huntington Beach, CA 92649
(714) 369-3777 -- Lberbari@yahoo.com

9. We are set-up as a California S-Corporation.

Ni-Lu Corporation
5031 Dorado Drive #102
Huntington Beach, CA 92649
EIN: 20-3747853

DBA: Lake Casitas Park Store
11311 Santa Ana Road #D
Ventura, CA 93001

10. Corporate Officers:

Nicolas Berbari: President
Luis Berbari: Vice-President and Treasurer.

5031 Dorado Drive #102 • Huntington Beach, CA 92649
(714) 369-3777 • Fax: (805) 649-1151

NI-LU CORPORATION

11. We have been operating the Lake Casitas Park Store for over 10 years now. We have gained invaluable experience through the years. We've increased sales 108% since taking over in 2011. We take pride in the layout, design and order of the Park Store.

Prior to the Park Store, we operated the Lake Casitas Bike Rentals (Cycles For Rent) from 2005-2010. Within the first year, we increased revenue by 187%. The second year, revenue increased another 17%. Even during our worst year (2009), the bike revenue was still 139% higher than the previous owner.

12.

- Business References:
 - Art Gonzalez – Straub Distributing – (714) 922-5081
 - Dave Schultz – Dave Schultz Firewood - (949) 412-1184
 - Susan Corrigan – Wilcor International – (315) 534-5945

- Personal References:
 - Peter Clayton – (949) 233-2877
 - Athanasios Koubouras – (562) 810-7012
 - Angela Hernandez – (702) 219-8056

13. Please see **attachment #3** for Financial Statement. It is **CONFIDENTIAL – NOT FOR PUBLIC RECORD.**

14. Credit References:

Steve's Grocery Dist.
3151 West Fifth Street
Oxnard, CA 93030
(805) 382-1414

Conaway Ice Dist.
1705 Donlon Street
Ventura, CA 93003
(805) 644-8060

Wilcor International
161 Drive Drive-In Road
Frankfort, NY 13340
(800) 346-2345

15. N/A

No history of any litigation.

16. N/A

No history of bankruptcy or foreclosures.

17. As a company, and personally, we are in a significantly better financial position than we were 10 years ago when awarded the Lake Casitas Park Store contract. We always make sure all our debts are taken care of before we spend on non-essential items. Thankfully, we live simply and run our businesses efficiently which allows us to weather the economic ups-and-downs which are so prevalent today.

NI-LU CORPORATION

Thank you again for the opportunities entrusted to us the past 15 years and we look forward to a partnership that lasts many more!

Lake Casitas Park Store
Rent History

<u>Month</u>	<u>2021 (12%)</u>	<u>2020 (12%)</u>	<u>2019 (11-12%)</u>	<u>2018 (11%)</u>	<u>2017 (11%)</u>	<u>2016 (11%)</u>
January	\$ (822.86)	\$ (1,398.25)	\$ (1,020.67)	\$ (922.65)	\$ (925.95)	\$ (1,076.32)
February	\$ (3,607.58)	\$ (1,933.05)	\$ (914.83)	\$ (1,401.10)	\$ (783.38)	\$ (1,882.20)
March	\$ (5,719.46)	\$ (1,187.93)	\$ (2,575.19)	\$ (2,501.16)	\$ (2,362.19)	\$ (3,635.51)
April	\$ (8,525.34)	\$ -	\$ (5,024.13)	\$ (3,512.19)	\$ (5,728.13)	\$ (3,820.22)
May	\$ (9,262.35)	\$ -	\$ (4,812.09)	\$ (4,628.52)	\$ (5,194.20)	\$ (4,642.47)
June	\$ (8,959.49)	\$ (1,540.02)	\$ (8,040.74)	\$ (7,710.67)	\$ (7,508.89)	\$ (7,136.48)
July	\$ (11,962.09)	\$ (6,300.06)	\$ (10,721.45)	\$ (10,001.23)	\$ (11,787.22)	\$ (11,656.64)
August	\$ (7,394.87)	\$ (8,370.16)	\$ (9,476.00)	\$ (7,252.74)	\$ (7,524.79)	\$ (7,349.07)
September	\$ (6,467.27)	\$ (6,632.64)	\$ (4,661.38)	\$ (5,513.84)	\$ (5,060.86)	\$ (4,558.23)
October	\$ (5,050.45)	\$ (6,009.55)	\$ (2,399.10)	\$ (2,033.40)	\$ (2,161.40)	\$ (2,624.07)
November	\$ (4,302.93)	\$ (3,943.60)	\$ (1,840.93)	\$ (1,828.86)	\$ (1,869.16)	\$ (1,927.43)
December		\$ (785.94)	\$ (814.31)	\$ (1,083.51)	\$ (608.14)	\$ (1,088.06)
May-Dec 2019 (1% Adjustment)			\$ (3,887.82)			
	<u>\$ (72,074.69)</u>	<u>\$ (38,101.20)</u>	<u>\$ (56,188.64)</u>	<u>\$ (48,389.87)</u>	<u>\$ (51,514.31)</u>	<u>\$ (51,396.70)</u>
		COVID YEAR				

ATTACHMENT #1**Lake Casitas Park Store
Profit & Loss**

Ordinary Income/Expense	<u>Jan - Dec 21</u>	<u>Jan - Dec 22</u>	<u>Jan - Dec 23</u>	<u>Jan - Dec 24</u>	<u>Jan - Dec 25</u>	<u>Jan - Dec 26</u>
Income						
Merchandise Sales	682,057.24	720,000.00	750,000.00	780,000.00	800,000.00	825,000.00
Total Income	<u>682,057.24</u>	<u>720,000.00</u>	<u>750,000.00</u>	<u>780,000.00</u>	<u>800,000.00</u>	<u>825,000.00</u>
Cost of Goods Sold						
Inventory	330,680.48	350,000.00	360,000.00	370,000.00	380,000.00	390,000.00
Total COGS	<u>330,680.48</u>	<u>350,000.00</u>	<u>360,000.00</u>	<u>370,000.00</u>	<u>380,000.00</u>	<u>390,000.00</u>
Gross Profit	351,376.76	370,000.00	390,000.00	410,000.00	420,000.00	435,000.00
Expense						
Advertising and Promotion	300.00	5,000.00	2,000.00	2,000.00	2,000.00	2,000.00
Auto Gasoline	2,847.78	3,000.00	3,100.00	3,200.00	3,200.00	3,300.00
Auto Lease	1,705.60	1,705.60	0.00	0.00	0.00	0.00
Automobile Expense	3,480.46	3,480.46	3,480.46	3,480.46	3,480.46	3,480.46
Bank Service Charges	35.00	45.00	45.00	55.00	55.00	65.00
Business Licenses and Permits	330.23	350.00	350.00	350.00	350.00	350.00
Cash Over and Short	905.15	905.15	905.15	905.15	905.15	905.15
Charity/Donations	2,320.41	2,500.00	2,500.00	2,700.00	2,700.00	3,000.00
Equipment	1,305.55	3,000.00	3,000.00	5,000.00	3,000.00	2,000.00
Insurance Expense	14,369.59	15,000.00	15,500.00	16,000.00	16,500.00	17,000.00
Licenses/Permits	665.00	700.00	700.00	700.00	800.00	800.00
Meals and Entertainment	593.14	600.00	650.00	650.00	700.00	700.00
Membership/Subscriptions	250.00	250.00	250.00	250.00	250.00	250.00
Merchant Account Fees	8,737.03	8,800.00	8,900.00	9,000.00	9,100.00	9,200.00
Outside Services	2,426.25	2,500.00	2,500.00	2,500.00	2,500.00	2,500.00
Payroll Expenses	150,643.28	170,000.00	180,000.00	190,000.00	200,000.00	210,000.00
Rent Expense	72,860.63	77,000.00	79,000.00	82,000.00	85,000.00	87,000.00
Repairs and Maintenance	2,863.84	3,000.00	3,000.00	4,000.00	4,000.00	5,000.00
Storage Unit	1,274.00	1,400.00	1,500.00	1,500.00	1,600.00	1,600.00
Supplies - Office and Store	329.87	500.00	500.00	600.00	600.00	600.00
Taxes	4,197.08	4,500.00	5,000.00	5,500.00	6,000.00	6,500.00
Travel Expense	356.31	500.00	600.00	700.00	800.00	900.00
Utilities	20,344.64	25,000.00	25,000.00	28,000.00	28,000.00	30,000.00
Total Expense	<u>293,140.84</u>	<u>329,736.21</u>	<u>338,480.61</u>	<u>359,090.61</u>	<u>371,540.61</u>	<u>387,150.61</u>
Net Ordinary Income	58,235.92	40,263.79	51,519.39	50,909.39	48,459.39	47,849.39



CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)

12/14/2021

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER JOHN FARRAR INSURANCE 1000 Town Center Dr #100 Oxnard, CA 93036	CONTACT NAME: John Farrar PHONE (A/C. No. Ext): (805)604-9804 E-MAIL ADDRESS: farrarinsurance@aol.com	FAX (A/C. No): (805)604-9803
	INSURER(S) AFFORDING COVERAGE	
INSURED LAKE CASITAS PARK STORE NI-LU CORPORATION 11311 SANTA ANA RD #D VENTURA, CA 93001	INSURER A: FARMERS INSURANCE EXCHANGE	NAIC # 21652
	INSURER B: MID CENTURY INSURANCE	NAIC # 21687
	INSURER C:	
	INSURER D:	
	INSURER E:	
	INSURER F:	

COVERAGES**CERTIFICATE NUMBER:****REVISION NUMBER:**

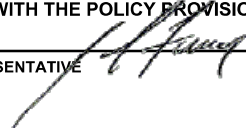
THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
B	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: <input checked="" type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC OTHER:	Y	N	604996277	4/1/2021	4/1/2022	EACH OCCURRENCE \$ 1,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 75,000 MED EXP (Any one person) \$ 5,000 PERSONAL & ADV INJURY \$ 1,000,000 GENERAL AGGREGATE \$ 2,000,000 PRODUCTS - COMP/OP AGG \$ 1,000,000
B	AUTOMOBILE LIABILITY <input type="checkbox"/> ANY AUTO <input type="checkbox"/> OWNED AUTOS ONLY <input type="checkbox"/> HIRED AUTOS ONLY <input checked="" type="checkbox"/> SCHEDULED AUTOS NON-OWNED AUTOS ONLY			604996277	4/1/2021	4/1/2022	COMBINED SINGLE LIMIT (Ea accident) \$ 1,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$
	UMBRELLA LIAB <input type="checkbox"/> EXCESS LIAB OCCUR <input type="checkbox"/> CLAIMS-MADE DED RETENTION \$						EACH OCCURRENCE \$ AGGREGATE \$
A	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	Y/N y	N/A	A09256128	4/1/2021	4/1/2022	<input checked="" type="checkbox"/> PER STATUTE <input type="checkbox"/> OTH-ER E.L. EACH ACCIDENT \$ 1,000,000 E.L. DISEASE - EA EMPLOYEE \$ 1,000,000 E.L. DISEASE - POLICY LIMIT \$ 1,000,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

Additional Insureds: Insurance coverage is primary as respects the United States of America (USBR). Casitas Municipal Water District, its directors, officers, employees, agents and volunteers.

CERTIFICATE HOLDER**CANCELLATION**

CASITAS MUNICIPAL WATER DISTRICT THE UNITED STATES OF AMERICA (USBR) C/O LAKE CASITAS RECREATION AREA 11311 SANTA ANA ROAD VENTURA CA 93001	SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS. AUTHORIZED REPRESENTATIVE 
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CASITAS MUNICIPAL WATER DISTRICT
LAKE CASITAS RECREATION AREA

DATE: January 3, 2022
 TO: Michael Flood, General Manager
 FROM: Joe Martinez III, Park Services Manager
 SUBJECT: Recreation Area Monthly Report for November 2021

Visitation Numbers

The following is a comparison of visitations* for Nov 2021

	Nov 2021	Nov 2020	Oct 2021
Visitor Days	39,488	41,132	45,684
Camps	4,061	3,636	4,326
Cars	9,872	10,283	11,421
Boats	149	263	130
Kayaks & Canoes	0	0	0

Visitor Day Totals for Fiscal Year through Nov 2021	
2020/2021	324,641
2021/2022	294,764
%Change	-9.203%

*The formulas for calculating the above attendance figures derived from the daily cash reports are as follows:

Visitor Days = Daily vehicles + 30 minute passes X 3 + café passes + attendance at special events + annual vehicle decals + replacement decals + campsites occupied + extra vehicles X 4

Camps = Campsites occupied + extra vehicles

Cars = Daily vehicles + 30 minute passes X 3 + café passes + attendance at special events + annual vehicle decals + replacement decals + campsites occupied + extra vehicles

Boats = Daily boats + overnight boats + annual decals + replacement decals

Kayaks & Canoes = Daily kayaks and canoes + overnight kayaks and canoes + annual kayaks and canoes

In November 2021, The Lake Casitas Recreation Area was opened at a 100% for all camping. High touch areas such as restrooms, showers and Chemical toilets, continued to be cleaned daily. LCRA staff continue to follow District guidelines by wearing mask and maintaining distance when dealing with the public.

The Following events were held in November:

The Tri County Athletic Association Cross Country League Finals.

The ABA Tournament of Champions, a two day tournament with 16 teams participating.

The Event Area was host for a celebration of life. The celebration was well attended with over 500 in attendance.

The Coyote Launch Ramp was host to the Moss Motors car club, where the club held its club luncheon with over 100 cars in attendance.

The monthly night fishing from the shoreline was held on the New Moon weekend.

There were 372 vessels retagged for reentry, 17 vessels inspections with 6 vessels passing, 7 failures, and 4 no shows.

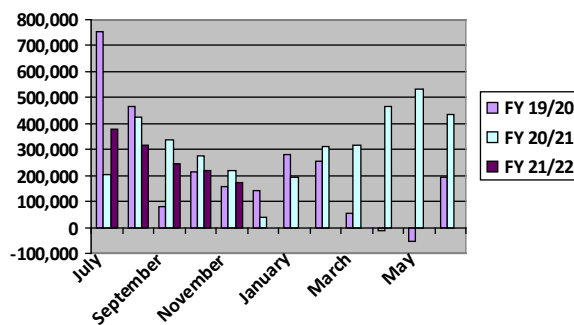
Maintenance continued with its regular duties of pumping, mowing, and trash pick-up, but they also completed the painting of all wooden signs throughout the LCRA, the installation of a climbing rock in campground Mallord, and began the remodeling of the restroom in upper Fox campground.



The Casitas Water Adventure staff have begun the recruitment process by attending local High Schools, and Colleges in an effort to recruit lifeguards. This is a four month process, that entails a swim test, testing the individuals ability to perform life saving skills, followed by First Aid for Public Safety Personnel certification course.

Revenue Reporting

Fiscal year's total figures are reported when made available for the respective months (operations, concessions, Casitas Water Adventure, etc.) per the District's Financial Summary, generated by the Chief Financial Officer.



*LCRA was 100% closed April, and May of 2020 due to the Pandemic COVID-19

LAKE CASITAS IMPROVEMENT FOUNDATION

THE L.C.I.F. IS SEEKING TO FILL
TWO BOARD MEMBER VACANCIES!!

THE L.C.I.F IS A CHARITABLE ORGANIZATION WHICH RECEIVES SUPPORT FROM A GOVERNMENTAL UNIT OR THE GENERAL PUBLIC FOR ENVIRONMENTAL QUALITY PROTECTION, ENVIRONMENTAL BEAUTIFICATION, AND AESTHETICS.

INQUIRES PLEASE CONTACT REBEKAH R. VIEIRA

RVIEIRA@CASITASWATER.COM