



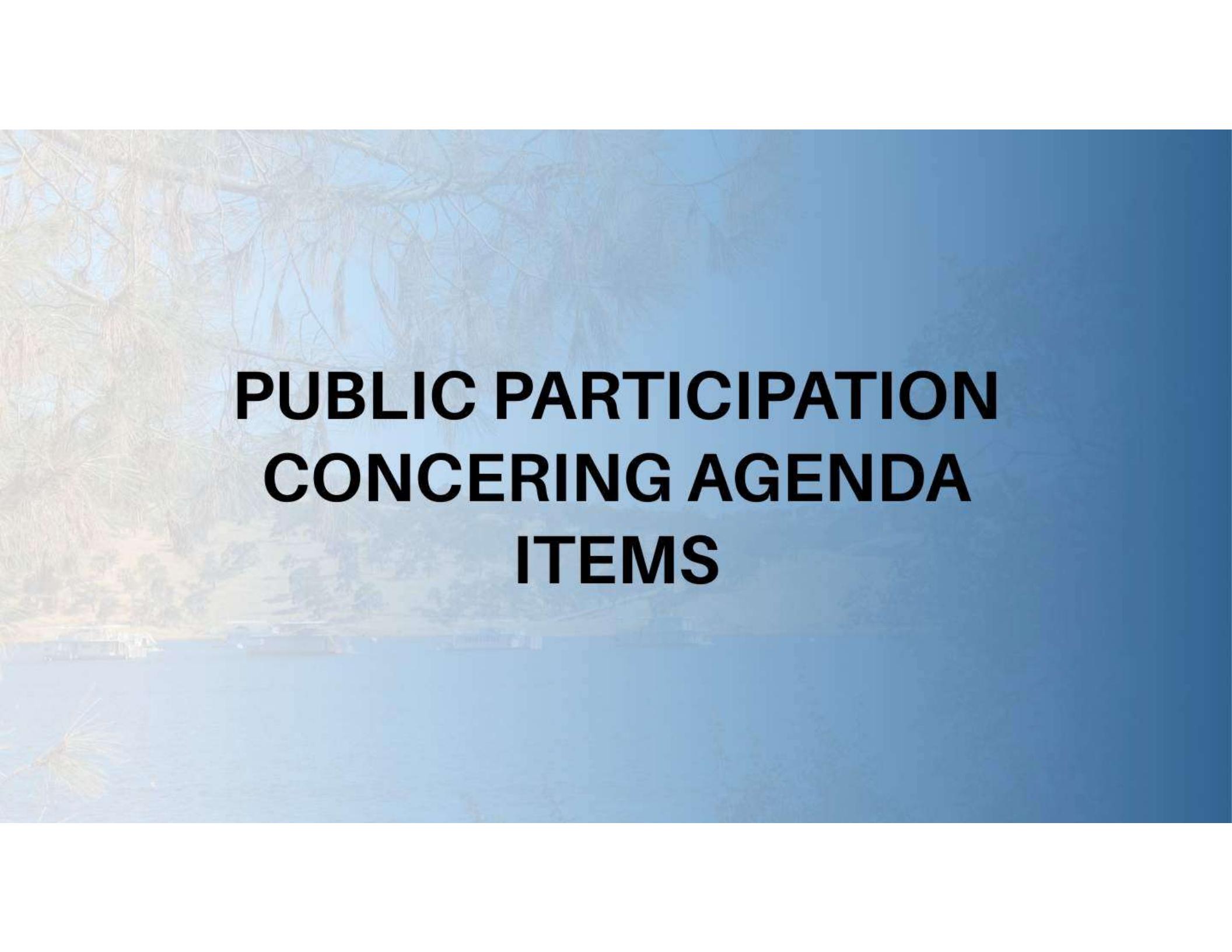
# Don Pedro Recreation Agency Board of Control

Special Meeting • December 5, 2025

# Agenda

- 01** Call to Order
- 02** Consent Calendar *Action Item*
- 03** Discussion of Any Action Item Removed from the Consent Calendar
- 04** Public Participation Concerning Agenda Items
- 05** Recognition of Retirement
- 06** Suntex Rate Proposal *Information Only*
- 07** 2026 Board Meeting Schedule *Action Item*
- 08** DPRA Cancellation Policy Report
- 09** Fiscal Report
- 10** Director's Report
- 11** Adjournment

# **Board Consideration to Approve Consent Calendar**



# **PUBLIC PARTICIPATION CONCERNING AGENDA ITEMS**

A blue-toned background image featuring a silver trophy on the left and a globe on the right, both slightly out of focus.

# Recognition of Retirement

*Director Hannaford*



# 2026 Rate Request Presentation

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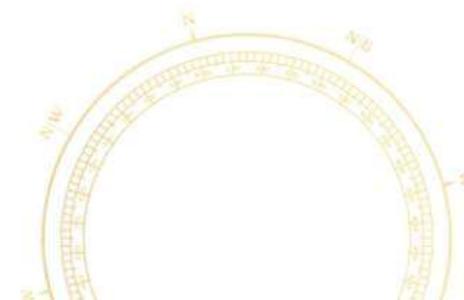
## Market Overview

### Proposed Rate Increases for 2026

- CPI +2% for Don Pedro and Moccasin Point Marina Houseboats
- CPI +3% for Don Pedro and Moccasin Point Marina small boat slips
- CPI +3% for Service

### Rate Analysis

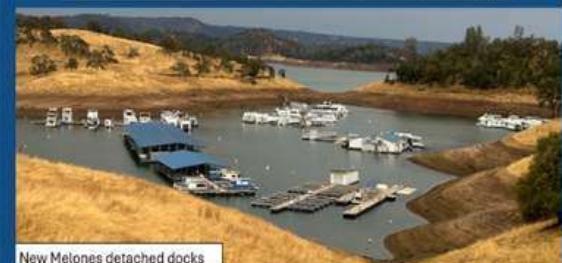
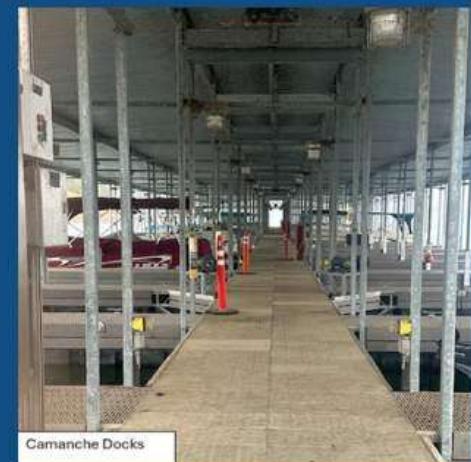
- Since the last rate increase for Don Pedro, CPI is an aggregated 3%
- [Consumer Price Index, West Region — August 2025 : Western Information Office : U.S. Bureau of Labor Statistics](#)



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## Amenity Comparison With Neighboring Marinas

Amenity	Don Pedro	Moccasin Point	McClure	New Melones	Camanche	Tower Park Marina
Year-Round Café	X					X
Ship Store	X	X	X	X	X	X
Fuel	X	X	X	X	X	X
Pumpout	X	X	X	X	X	X
Mobile Pumpout	X		X	X		
Propane	X	X		X		
Boat Rentals	X	X	X	X	X	X
Transient Slips	X	X	X	X	X	X
Full-Service Repair Yard	X	X	X			
Storage Yard	X	X	X	X		X
Covered Dry Storage	X	X				X
Certified Mercury and Suzuki Dealer	X	X				
Annual Mooring Line Inspections	X	X	X	X	X	
Towing	X	X	X	X	X	X
Open Year Round	X	X			X	X
OSHA Certified Equipment Operators	X	X				
New Utilities	X					
New Docking Facilities	X					
Free Public Wi-Fi	X	X		X		X
Cameras on Docks	X	X				X
Certified Clean Marina	X	X				
New Fuel Systems	X	X				
Boat Lifts	X	X		X		X
On-Site Houseboat H&L	X	X	X	X		



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## 2026 Proposed Rate Request Don Pedro Marina

<b>Transient Rates:</b>					
Accommodation	2025 Rates		Proposed 2026 Rates		
	2025 Nightly Rate	2025 Nightly Rate	Proposed 2026 Nightly Rate	Proposed 2026 Nightly Rate	Nightly Increase over 2025
Overnight Slip Rental	\$33.00	\$33.00	\$34.98	\$34.98	\$1.98
<b>Public Storage Rates:</b>					
Accommodations	2025 Annual Rate	2025 Monthly Rate	Proposed 2026 Annual Rate	Proposed 2026 Monthly Rate	Monthly Increase over 2025
	\$4,859.04	\$404.92	\$5,150.58	\$429.22	\$24.30
A&B Dock Covered 24'	\$5,304.24	\$442.02	\$5,622.49	\$468.53	\$26.52
A&B Dock Covered 32'	\$6,618.47	\$551.54	\$7,015.58	\$584.63	\$33.09
C Dock Covered 24'	\$4,630.08	\$385.84	\$4,907.88	\$408.99	\$23.15
C Dock Uncovered 24'	\$2,989.20	\$249.10	\$3,168.55	\$264.05	\$14.95
Dry Storage Open Trailer Only	\$387.96	\$32.33	\$411.24	\$34.27	\$1.94
Dry Storage Boat & Trailer	\$826.80	\$68.90	\$876.41	\$73.03	\$4.13
Dry Storage Covered Units	\$1,908.00	\$159.00	\$2,022.48	\$168.54	\$9.54
<b>Boat Lift Rentals:</b>					
Accommodations – Weight Capacity	2025 Annual Rate	2025 Monthly Rate	Proposed 2026 Annual Rate	Proposed 2026 Monthly Rate	Monthly Increase over 2025
	\$2,226.00	\$185.50	\$2,359.56	\$196.63	\$11.13
4,000 - 4,400	\$2,671.20	\$222.60	\$2,831.47	\$235.96	\$13.36
6,000 - 6,600	\$3,116.40	\$259.70	\$3,303.38	\$275.28	\$15.58
8,000 - 8,8000	\$3,434.40	\$286.20	\$3,640.46	\$303.37	\$17.17
10,000 - 11,000	\$4,006.80	\$333.90	\$4,247.21	\$353.93	\$20.03
12,000 - 13,000	\$1,339.20	\$116.60	\$1,483.15	\$123.60	\$7.00
<b>Mooring Buoy Rates:</b>					
Accommodations	2025 Annual Rate	2025 Monthly Rate	Proposed 2026 Annual Rate	Proposed 2026 Monthly Rate	Monthly Increase over 2025
	\$4,541.04	\$378.42	\$4,768.09	\$397.34	\$18.92
Houseboat Buoys	\$8,470.88	\$705.91	\$8,894.42	\$741.21	\$35.30
Uncovered 56' HB Dock	\$8,470.88	\$705.91	\$8,894.42	\$741.21	\$35.30
Uncovered 28' Small Boat Slips	\$1,908.00	\$159.00	\$2,022.48	\$168.54	\$9.54

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## 2026 Proposed Rate Request Moccasin Point Marina

	2025 Rates		Proposed 2026 Rates		
	2025 Annual Rate	2025 Monthly Rate	Proposed 2026 Annual Rate	Proposed 2026 Monthly Rate	Monthly Increase over 2025
<b>Accommodations</b>					
Uncovered Houseboat > 20' Wide	\$6,323.99	\$527.00	\$6,640.19	\$553.35	\$26.35
Uncovered Houseboat < 20' Wide	\$5,259.67	\$438.31	\$5,522.65	\$460.23	\$21.92
Uncovered 20' Single Slip	\$1,024.85 / Month (May - Sept) \$1,247.33 / Month (Oct - Apr) Total Annual Rate \$2,272.18	\$204.97 / Month (May - Sept) \$178.19 / Month (Oct - Apr)	\$1086.34/ Month (May - Sept) \$1322.17/ Month (Oct - Apr) Total Annual Rate \$2408.51	\$217.27 / Month (May - Sept) \$188.88 / Month (Oct - Apr)	\$12.30 / Month (May - Sept) \$10.69 / Month (Oct - Apr)
Uncovered 20' Double Slip	\$968.20 / Month (May - Sept) \$1,168.02 / Month (Oct - Apr) Total Annual Rate \$2,136.22	\$193.64 / Month (May - Sept) \$166.86 / Month (Oct - Apr)	\$1026.29/ Month (May - Sept) \$1238.10 / Month (Oct - Apr) Total Annual Rate \$2264.39	\$205.26 / Month (May - Sept) \$176.87 / Month (Oct - Apr)	\$11.62 / Month (May - Sept) \$10.01 / Month (Oct - Apr)
Dry Storage Open Trailer Only	\$376.98	\$31.42	\$399.60	\$33.31	\$1.89
Dry Storage Boat & Trailer	\$803.40	\$66.95	\$851.60	\$70.97	\$4.02
Dry Storage Covered Units	\$1,854.00	\$154.50	\$1,965.24	\$163.77	\$9.27
<b>Boat Lift Rentals:</b>					
Accommodations – Weight Capacity	2025 Annual Rate	2025 Monthly Rate	Proposed 2026 Annual Rate	Proposed 2026 Monthly Rate	Monthly Increase over 2025
4,000 - 4,400	\$2,226.00	\$185.50	\$2,359.56	\$196.63	\$11.13
6,000 - 6,600	\$2,671.20	\$222.60	\$2,831.47	\$235.96	\$13.36
8,000 - 8,8000	\$3,116.40	\$259.70	\$3,303.38	\$275.28	\$15.58
10,000 - 11,000	\$3,434.40	\$286.20	\$3,640.46	\$303.37	\$17.17
12,000 - 13,000	\$4,006.80	\$333.90	\$4,247.21	\$353.93	\$20.03
PWC Jet Port	\$1,339.20	\$116.60	\$1,483.15	\$123.60	\$7.00
<b>Mooring Buoy Rates:</b>					
Accommodations	2025 Annual Rate	2025 Monthly Rate	Proposed 2026 Annual Rate	Proposed 2026 Monthly Rate	Monthly Increase over 2025
Houseboat Buoys	\$3,510.86	\$292.57	\$3,686.38	\$307.20	\$14.63

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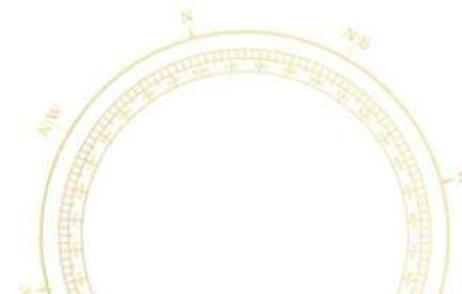
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## 2026 Proposed Service Rates

Accommodations	2025 Rate	Proposed 2026 Rate
Haul & Launch Over 50 Tons	\$24 / LF (Max \$1,344)	\$25.44/ LF (Max \$1,424.64)
Haul & Launch Under 50 Tons	\$29 / LF (Max \$1,624)	\$30.74 / LF (Max \$1,721.44)
Labor Rate: Boatyard	\$135 / Hour	\$143.10 / Hour
Labor Rate: Motor Repair	\$140 / Hour	\$148.40 / Hour
Repair Yard Monthly Rate	\$225.00	\$238.50
Daily Yard Use Fee	\$38.00	\$40.28
Salvage Barge	\$400 / Hour	\$424 / Hour
Boat Tow	\$225 / Hour	\$238.50 / Hour
Crib & Dunnage Monthly Rate	\$27 / Each	Crib: \$28.62 each
Portable Pump Out	\$97	\$102.82
Battery Charge	\$27.00	\$28.62
Jump Start	\$47.00	\$49.82



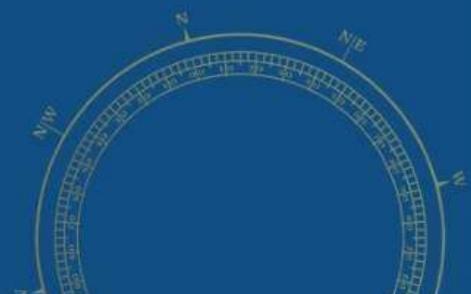
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*2026 Rate Request Presentation for Don Pedro Marina and  
Moccasin Point Marina*

*Thank you!*

*Brooke Rohrer – General Manager*



# Proposed 2026 Meeting Dates

## **Action Item**

January 23, 2026\*  
February 20, 2026  
March 20, 2026  
April 17, 2026  
May 15, 2026  
June 19, 2026

July 17, 2026  
August 21, 2026: *Budget Meeting*  
September 18, 2026  
October 16, 2026  
November 20, 2026  
December 11, 2026\*

*Meetings are scheduled for the 3<sup>rd</sup> Friday of each month. Meeting dates with \* are an exception and do not fall on the 3<sup>rd</sup> Friday of the month.*

# DPRA Cancellation Policy Report

## Purpose of Presentation

Research and present options that balance the ability to cancel reservations while minimizing revenue loss to DPRA. Seek direction on adjusting the cancellation policy that would ultimately impact DPRA customers



## Current Policy

- Full stay charged at booking, including \$15 non-refundable reservation fee
- Cancellation  $\geq 7$  days before arrival: full refund minus \$15 reservation fee and \$15 cancellation fee as check or returned to credit card
- Cancellation  $< 7$  days: full refund minus reservation and cancellation fee issued as voucher
- Within 24 hours, forfeit 1 night + reservation and cancellation fees issued as a voucher



## Challenges

- Loss of Revenue
- "Gatekeeping" Sites with the intention to make changes/Reduce their stay
- Voucher System/Credit Card Refunds
- Revolving Funds for Refunds



# DPRA Cancellation Report

## Traditional Cancellation

Cancel 24+ hours before arrival for a full refund.  
Cancel within 24 hours and forfeit the first night plus any applicable fees.

### Pros:

- More customer-friendly

### Cons:

- It can be harder to rebook sites
- Lower chance of recovering lost revenue

### Who uses a similar policy:

- Lake McClure
- New Melones
- Pinecrest
- Trinity Lake
- Folsom Lake

## Tiered

Refund percentage decreases as the arrival date gets closer (i.e. 100% → 50% → 25% up to 4 weeks out)

### Pros:

- Reduces revenue loss
- Creates more chances to rebook canceled sites
- Encourages earlier cancellations

### Cons:

- Limited by current reservation system capabilities

### Who uses a similar policy:

- Kennedy Meadows Cabins
- Yosemite Cedar Lodge

# DPRA Cancellation Report

## Reservation Policy/Discounted Rate

**Offer a 5–15% discounted rate that is non-refundable and non-transferable**

### Pros:

- Guaranteed revenue
- Gives customers a discounted option

### Cons:

- May reduce customer satisfaction

### Who uses a similar policy:

- Hiltons
- Best Western
- Various hotels and airlines

# Discussion and Feedback

# FISCAL REPORT



**Projected  
November  
2025**

**Actual  
November  
2024**

**Projected  
Year-End  
2025**

**Actual  
Year-End  
2024**

Revenue

\$ 81,000

\$ 68,978

\$ 3,800,000

\$ 3,607,588

Concessions

\$ 50,000

\$ 20,874

\$ 300,000

\$ 293,839

Interest

\$ 55,000

\$ 53,319

\$ 660,000

\$ 706,637

Ops Expense

\$ 200,000

\$ 342,829

\$ 5,602,400

\$ 4,971,754

## CAPITAL EXPENSES

Recurring Capital YTD

\$ 297,739

\$ 951,130

\$ 730,023

\$ 970,597

# Director's Report

● November 2024

● November 2025



Reservations

222



Occupancy

277

1028



Cancellations

12

10

961

0 200 400 600 800 1000 1200

## Don Pedro Storage



# **NEXT REGULAR MEETING**

January 23, 2026 • 10am

# ADJOURNMENT

