

NAPA COUNTY AGREEMENT NO. 8708

EXCLUSIVE NEGOTIATION AGREEMENT LAKE BERRYESSA CONCESSIONS

THIS EXCLUSIVE NEGOTIATION AGREEMENT (the “**Agreement**”) is made and entered into effective as of _____, 2026 (the “**Effective Date**”), by and between Napa County, a political subdivision of the State of California, (“**County**”) and California Camping Company, LLC, with offices located at 113 Tamal Vista Drive, San Rafael CA 94901 (“**Concessionaire**”) who for valuable consideration, agree as follows:

Article 1 – Negotiation

1.1 Background. The United States constructed Monticello Dam and Lake Berryessa and associated diversion facilities and canals located in Solano, Yolo, and Napa Counties pursuant to the Reclamation Project Act of 1939, and acquired ownership of certain lands for the purpose of constructing, operating, and maintaining said facilities. The United States Bureau of Reclamation (“**BOR**”) and the County entered into Managing Agreement Number 20-LC-20-2623 (Napa County Agreement No. 200285B) dated March 9, 2020, for the administration, operation, maintenance and development of public recreation facilities, protection of natural and cultural resources, and provision of public health and safety at Lake Berryessa. County issued Request for Proposals No. CEO112001 for resort concession areas at Lake Berryessa (“**RFP**”) on November 24, 2020. The firm that submitted the winning proposal for the Spanish Flat resort property, as described in Exhibit “A” to the Managing Agreement (the “**Property**”), decided not to proceed with a project, and County has since been operating the Property through interim concession contracts. Concessionaire has submitted a proposal dated February 9, 2026, to develop and operate the Property. The Parties wish to enter into this Agreement to facilitate continued negotiations, environmental analysis, site investigation and due diligence of the Property for purposes of resort concessions as detailed in the RFP (the “**Project**”) in accordance with the terms and conditions set forth herein.

1.2 Good Faith Negotiations. The County and Concessionaire agree for the period set forth below, to negotiate diligently and in good faith, pursuant to this Agreement, to prepare a Disposition and Development Agreement or other management or concessionaire agreement (“**DDA**”) to be entered into between the County and Concessionaire with respect to the Property, generally as set forth in the proposal submitted by Concessionaire. The County agrees to negotiate exclusively with Concessionaire with respect to the Property during the Negotiation Period set forth below.

1.3 Period of Negotiations. The Parties agree to negotiate a DDA for the Property for a twenty-eight (28) month period (“**Negotiation Period**”), commencing on the Effective Date. The schedule for various tasks needed to conclude negotiations of a DDA, which shall occur concurrently with negotiations, is set forth in Paragraph 2.6 of this Agreement. If the Parties have not reached agreement on a DDA by the end of 28 months, then this Agreement shall automatically terminate. Concessionaire shall have no further rights regarding the Property, and the County shall be free to negotiate with any other persons or entities with regard to such

Property. The Negotiation Period (consisting of the Investigation and Approval Periods described below) may be extended by Concessionaire one time by six (6) months by delivering written notice thereof to the County, but any further extensions will require the mutual written agreement of the Parties. The Negotiation Period shall consist of two periods, an Investigation Period and an Approval Period.

1.3.1 The “**Investigation Period**” shall be four (4) months starting on the Effective Date. The County shall use reasonable efforts to assist Concessionaire in obtaining copies of all written reports, studies, investigations, information or material in the BOR's possession or control and not previously delivered to Concessionaire relating to the condition or development of the Property (the “**Documents**”). By way of example, without limitation, the term “**Documents**” shall refer to surveys, topographic maps, engineering plans and specifications, soil boring tests, soils analysis, environmental reports, water table analysis, pending litigation and/or claims, and related correspondence. During the term of this Agreement, Concessionaire shall have full access to inspect the Property, perform all testing, and inspect all records relating to the Property, without unreasonably interfering with ongoing concessions activity or BOR operations. During the Investigation Period, the Concessionaire has the right to terminate this Agreement for any reason or no reason whatsoever. If Concessionaire terminates this Agreement, Concessionaire will repair any damage to the Property caused by such investigations in a timely manner and in a good workmanship manner.

1.3.2 The “**Approval Period**” shall be twenty-four (24) months commencing from the end of the Investigation Period, to complete the environmental analysis documents in accordance with the California Environmental Quality Act (“**CEQA**”) and the National Environmental Policy Act (“**NEPA**”) and secure all necessary permits, licenses, governmental approvals, including rezoning, if necessary, approval to extend utilities to the boundary of the Property, and all other governmental approvals, permits and licenses required for Concessionaire to commence and complete the development of the Property (the “**Governmental Approval**”). Concessionaire will use commercially reasonable efforts to obtain the Governmental Approvals. However, during the Approval Period Concessionaire has the right to terminate this Agreement for any reason or no reason whatsoever.

1.3.3 In the event either Party's performance is delayed due to causes which are outside the control of both Parties and their subconsultants, contractors and employees, and could not be avoided by the exercise of due care (“**Force Majeure**”), which may include, but is not limited to, litigation challenging the Project, unanticipated delays by regulating agencies, wars, floods, adverse weather conditions, labor disputes, unusual delay in transportation, epidemics abroad, earthquakes, fires, terrorism, incidence of disease or other illness that reaches outbreak, epidemic and/or pandemic proportions, unusual delay in deliveries, riots, civil commotion or other unavoidable casualties, and other acts of God, the Negotiation Period and Approval Period shall be extended by an amount of time equivalent to the length of delay.

1.3.4 The Parties recognize that the time needed for federal review and approval is currently unpredictable due to changes in staffing levels at various federal agencies including BOR. If federal review or approval is on the critical path of one or more of the interim

milestones listed in Paragraph 2.6, and delay in federal review or approval causes Concessionaire to miss the deadline for such interim milestone(s), such delay shall be considered Force Majeure under Paragraph 1.3.3.

1.4 Concessionaire's Representations and Warranties. Concessionaire hereby represents the following to the County, for the purpose of inducing the County to consummate the transactions contemplated hereby, all of which shall be true as of the Effective Date:

1.4.1 Concessionaire is a California limited liability company, duly formed, validly existing, in and in good standing under the laws of the state of formation, and certified in good standing under the laws of the State of California by the California Secretary of State.

1.4.2 Concessionaire has the legal power, right and authority to enter into this Agreement, to consummate the transactions contemplated hereby, to take any steps or actions contemplated hereby, and to perform its obligations hereunder.

1.4.3 Concessionaire's undertakings pursuant to this Agreement are for the purpose of negotiating diligently and in good faith to prepare a DDA to be entered into between the County and Concessionaire for the Property and not for speculation in land holding.

1.4.4 The persons executing this Agreement, the instruments referenced herein, and any other documents executed and delivered on behalf of Concessionaire have the full right, power and authority to do so and have been duly authorized to do so by Concessionaire, and no further action, nor any other persons are required to execute this Agreement on behalf of Concessionaire.

1.5 County's Representations and Warranties. The County hereby represents the following to Concessionaire, for the purpose of inducing Concessionaire to consummate the transactions contemplated hereby, all of which shall be true as of the Effective Date:

1.5.1 The Property is owned by the federal government. All of the County's rights, obligations, and interests in the Property, as granted by the BOR for development of concessions, are contained in Managing Agreement Number 20-LC-20-2623 ("**Managing Agreement**") dated March 9, 2020.

1.5.2 The County has not, and during the Negotiation Period will not, enter into any agreements which would be binding on Concessionaire upon the effective date of a DDA or which would adversely affect Concessionaire's ability to implement its proposals submitted in response to the RFP, other than Managing Agreement. Additionally, the County represents that it will negotiate exclusively with Concessionaire with respect to the Property during the Negotiation Period.

1.5.3 Neither this Agreement nor anything to be done by the County pursuant to this Agreement, including the transfer of the County's right to develop the Property as

contemplated herein, will violate any contract, agreement or instrument to which the County is a party, except as would not have a material adverse effect on Concessionaire's ability to implement its proposals submitted in response to the RFP.

1.6 Consideration at Public Meeting. If the negotiations culminate in a DDA, such an agreement becomes effective only after and if the DDA and other documents have been considered and approved by the Board of Supervisors after a public meeting, which shall be scheduled once the DDA and necessary environmental documents are complete. County is not obligated to expedite any reviews, approvals, notices, meetings, or other matters, and nothing contained in this Agreement shall be construed to limit the County's discretion in their activities hereunder or to cause County to incur any liability or obligation in connection with any delays in the approval of a DDA.

1.7 No Waiver of Public Agency Powers/Consent. County is a public agency, but is entering this Agreement as a proprietary party and not in its regulatory role, and as such its police powers are entirely undiminished by any terms of this Agreement and are not waived or abrogated. In no way shall any consent by County in its regulatory capacity be deemed to constitute consent of County in its proprietary capacity, and vice versa.

Article 2 – Proposed Development

2.1 Development Concept and Essential Terms and Conditions. The proposed development to be negotiated hereunder shall be consistent with the proposal submitted by Concessionaire to County dated February 9, 2026, the Managing Agreement, BOR policies, and any other applicable law or governmental regulation. The Parties acknowledge that the Project (including aesthetics, constructability, financial feasibility, environmental requirements, development timetable and other considerations) shall be generally consistent with the design principles set forth below and will be part of the analysis to be undertaken by Concessionaire and the County during the Negotiation Period. The Concessionaire's general design concept provides for conceptual development, construction, and operation of concessions and other recreational opportunities at the Property, to be memorialized in the DDA. The essential terms and conditions of any such DDA entered into with Concessionaire shall be in general conformance with the following requirements:

2.1.1 Concessionaire submitted a proposal to the County for concessions at the Property dated February 9, 2026. The Concessionaire's proposal, which includes a pro forma detailing potential development costs and revenues, constitute the frame of reference for the development to be negotiated hereunder.

2.1.2 The Property is owned by the federal government and cannot be purchased by Concessionaire. The term of the Managing Agreement is fifty-five (55) years, and the parties anticipate the terms of the DDA will be co-terminus with the fifty-five (55) year term of the Managing Agreement, including a reasonable period to wind down operations if necessary. The Concessionaire will take possession of the Property "as is," subject to

any easements, covenants, and restrictions with no warranties of any kind, express or implied.

2.1.3 Concessionaire will design, construct, and operate the development on the Property at its own cost and expense, in accordance with a schedule of performance and the scope of development to be negotiated as part of the DDA and the plans and specifications prepared by Concessionaire and approved by the County and BOR.

2.1.4 Concessionaire will charge fees for concessions and other facilities developed pursuant to the DDA. Such fees will be subject to the approval of the County, which shall not be unreasonably withheld.

2.1.5 Concessionaire will secure all necessary planning, zoning and other entitlement and permit approvals for the proposed development as contemplated by the DDA at its own cost and expense.

2.1.6 Concessionaire shall be responsible for design and construction of any improvements in public right-of-way adjacent to the Property, at Concessionaire's own cost and expense, unless the County and Concessionaire agree otherwise in writing. In the event that road paving or other related improvements are planned by the County during the development timeframe, County will coordinate with Concessionaire to minimize the cost of any public right-of-way improvements borne by Concessionaire.

2.1.7 Concessionaire will pay the County a percentage of the revenue generated at the Property to help offset the County's costs associated with the construction and operation of the development, such as costs associated with increased law enforcement and fire protection, unless the County and Concessionaire agree otherwise in writing.

2.1.8 Concessionaire may be required to provide a bond or other security to ensure construction is completed once commenced.

2.2 Concessionaire's Interim Submittals. Concessionaire shall submit to the County the following described work items to be used in connection with the negotiations and review by BOR, no later than the deadlines indicated in Paragraph 2.6:

2.2.1 Concessionaire will complete a draft architectural program with an architect, including site plans, floor plans, elevation studies, and building sections for the Property sufficient to confirm that the Project is feasible at the Property. Submit notice to the County that the Concessionaire has determined that the Property is suitable or unsuitable for the proposed development. Submit a Concession Area Plan for BOR review, as described in Exhibit L to the Managing Agreement.

2.2.2 Concessionaire will submit concept package including refinement of the above tasks together with parking, presentation drawings and cost analysis and project pro forma, and complete draft permit applications. Concessionaire will submit draft technical

studies for the Project, including traffic, cultural, environmental and aesthetic considerations.

2.2.3 Concessionaire will submit 40% - 65% plans for the Project, including civil, water, sewer, and architectural elements. Submit a Proposed Project Statement for BOR review, as described in Exhibit L to the Managing Agreement.

2.2.4 Concessionaire will provide complete project information for the above tasks and as may be required for applications necessary for planning, zoning, and other entitlement and permit approvals for the proposed development as contemplated by the DDA, to the reasonable satisfaction of the County.

2.3 Concessionaire's Findings, Determinations, Studies, and Reports. Concessionaire and County's Concessions Manager shall speak at least monthly to exchange information regarding Concessionaire's progress on the Project. From time-to-time but no more than every six months, as requested by the County, Concessionaire agrees to make reasonable oral and written progress reports, and to submit to the County non-proprietary third-party reports and analyses, advising the County related to the development, including financial feasibility analyses, construction cost estimates, marketing studies and similar due diligence matters, completed for purposes of development of the Property, and all such reports and analyses shall include County as a party who may rely on such reports. Should negotiations not result in a DDA between the County and Concessionaire for the Property solely due to Concessionaire electing to terminate this agreement, the Concessionaire shall submit to the County the non-proprietary third-party plans, studies, reports, and drawings prepared by or for Concessionaire with respect to development, any alternatives, financial feasibility analyses, construction cost estimates, marketing or pro forma studies and similar due diligence matters, including assignment of all reports. The County may use these plans, studies, reports, and drawings provided by the Concessionaire in any way deemed by the County to be of benefit to the successful implementation of concessions at the Property. Information to be reported to or submitted to the County shall include any non-proprietary third-party due diligence materials prepared for any prospective development partner, joint venture, or management entity. All costs incurred by Concessionaire in the preparation and presentation of such findings, determinations, studies, reports, or other requests by the County under this Agreement shall be at the sole cost and expense of Concessionaire.

2.4 Environmental Studies. Concessionaire shall prepare all required environmental analysis documents in accordance with the CEQA and NEPA at its own cost and expense. Concessionaire's consultants and professionals to be used in preparing the CEQA/NEPA document shall be subject to the reasonable approval of the County CEO or his designee pursuant to section 3.4. If the quality or pace of environmental review is inadequate as reasonably determined by the County CEO, then the County shall so inform Concessionaire and Concessionaire shall inform and direct its consultants to devote additional resources and/or correct the deficient work, but the cost of the consultant shall remain the Concessionaire's expense. The County and Concessionaire shall agree upon the scope of the CEQA/NEPA document prior to initiating preparation. The County and Concessionaire will meet at least monthly to discuss potential impacts and ongoing studies, review draft documents, respond to

comments and other public input, towards the goal of submitting final environmental documents to the Board of Supervisors and BOR for consideration in conjunction with the DDA and any other necessary discretionary approvals for the project.

2.5 Community Outreach meetings. Concessionaire will conduct a series of public outreach meetings (minimum of 2) within the general Lake Berryessa community prior to finalizing the site plans and executing the DDA. Such meetings will be held at the sole cost of Concessionaire but with the attendance of the County. The purpose of the meetings is to present Concessionaire’s proposals and receive public input.

2.6 Termination. County may terminate this Agreement in its sole discretion, subject to applicable terms of this Agreement and opportunities for the Concessionaire to cure, at any time during the Negotiation Period if Concessionaire fails to meet any of the following interim milestones by the deadlines set forth below:

Interim Milestone	Deadline
Concessionaire awards contract to principal environmental consultant	60 days after Effective Date
Tasks identified in Paragraph 2.2.1	6 months after Effective Date
Tasks identified in Paragraphs 2.2.2 and 2.2.3	15 months after Effective Date
Draft environmental documents submitted for County and BOR review	18 months after Effective Date
Draft environmental documents submitted for public review	21 months after Effective Date

In the event of termination, the Concessionaire shall have no further rights regarding the Property, and the County shall be free to negotiate with any other persons or entities with regard to such Property. Prior to termination, County shall notify Concessionaire in writing of its intent to terminate the Agreement for failing to meet an interim milestone. If Concessionaire fails to satisfactorily complete the interim milestone within forty-five (45) days of receiving written notice from County, County may immediately terminate this Agreement, upon which neither Party shall have any further obligation to the other pursuant to Paragraph 5.2 of this Agreement. Interim milestones shall be extended for Force Majeure events as described in Paragraph 1.3.3 of this Agreement.

Article 3 – The Concessionaire

3.1 Nature of the Concessionaire. Concessionaire shall be California Camping Company, LLC. However, the County acknowledges that the Concessionaire may intend to form a new entity controlled by Concessionaire that will be the Concessionaire entity that will be the party to the DDA which shall be permitted by the County in accordance with the conditions set forth in this Section 3.1. The County shall have the right to review and approve the organizational

documents of such entity and the entities comprising such entity. County may require a parent organization or other controlling interest of Concessionaire to enter into a parent guarantee agreement in conjunction with the execution of the DDA, to ensure Concessionaire's successful performance of its obligations under the DDA. The Concessionaire hereunder and under the DDA shall be an entity authorized to conduct business in the State of California by the California Secretary of State. Prior to submission of an executed DDA, Concessionaire shall submit a copy of any executed formation documents (e.g., limited liability company operating agreement, partnership agreement, joint venture, etc.), as well as all organizational documents of each entity, for review and approval by the County, which approval shall not be unreasonably withheld. Such documents may be redacted to remove financial terms or other confidential information contained therein, provided that such redactions do not limit the County's ability (as determined by the County, in its sole discretion) to complete a comprehensive evaluation of the organizational structure of Concessionaire.

3.2 Offices of the Concessionaire. Notices or materials to be provided to Concessionaire under this Agreement shall be sent to:

California Camping Company, LLC
113 Tamal Vista Drive
San Rafael, CA 94901
Attn: Brian Lawrence
brian@ccc.camp

3.3 Principals and Employees of the Concessionaire. The Concessionaire's initial employees or representatives who are to be directly involved in this development and who have been designated to negotiate the DDA with the County, and to engage in the activities necessary to determine the feasibility of the Development are as follows:

Brian Lawrence
Co-Founder & CEO
113 Tamal Vista Drive
San Rafael, CA 94901
brian@ccc.camp

3.4 Concessionaire's Consultants and Professionals. Concessionaire's third party consultants and professionals for the CEQA and NEPA reports (other than its attorneys) shall be subject to the reasonable approval of the County CEO or his designee, which approval shall not be unreasonably withheld. The CEO or his designee shall not withhold, condition, or delay their approval of any of the foregoing persons unless the CEO or his designee reasonably determines that a proposed person does not have sufficient financial, technical, or operational capabilities or experience to perform the work or such person is reasonably believed to not be of good character or reputation.

Article 4 – Evaluation of Property

4.1 Due Diligence. During the Negotiation Period, Concessionaire may conduct due diligence on the Property to determine the feasibility of utilizing the Property for the Project as proposed by Concessionaire. This may include, but not be limited to:

4.1.1 Compiling and reviewing existing data with respect to the Property from any governmental authorities and any other third parties who may have relevant information.

4.1.2 Performing any necessary or desirable non-invasive analyses, examinations, investigations, tests and inspections of the Property and existing improvements, including but not limited to, surveys, inspections, and environmental studies.

4.1.3 Performing invasive analyses, examinations, investigations, tests, and inspections if, and solely to the extent, recommended as a result of the non-invasive due diligence, and subject to the County's prior written approval, which shall not be unreasonably withheld or delayed.

4.1.4 Contacting utility providers who will furnish water, sewer, electric power, telephone service or any other utility to the Property as to any matters which may affect or be necessary to the development.

4.1.5 Evaluating all statutory and regulatory restrictions and controls with respect to development on the Property, which may require contacting local, state, or federal agencies with potential jurisdictional authority concerning development on the Property to ascertain any such restrictions and controls.

4.2 Indemnification. Concessionaire shall take all safety measures that are reasonably necessary to prevent injury to persons or property resulting from Concessionaire's due diligence activities on the Property. The County may immediately terminate the access provided hereunder if it determines, in its sole discretion, that Concessionaire's activities may cause unreasonable risk to human health or property. Concessionaire shall defend, indemnify and hold the County, its officers and employees harmless from and against any cost, loss, liability, damage, claim, action, suit or proceeding arising from or relating to any physical damage or personal injury caused by such entry and the negligent acts or omissions of Concessionaire or its employees, agents, or contractors in performing due diligence at the Property; provided however, in no event shall Concessionaire be required to indemnify the County to the extent damage is related to or arising from the active or sole negligence, or willful misconduct of the County, its officers or employees.

4.3 Insurance. Concessionaire shall carry, maintain, and keep in full force and effect, with an insurance company authorized to do business in California (1) a policy or policies of broad-form comprehensive general liability insurance written on an occurrence basis with minimum limits of \$2,000,000.00 combined single limit coverage against any injury, death, loss or damage as a result of wrongful or negligent acts by Concessionaire; (2) property damage insurance with a minimum limit of \$1,000,000.00; (3) automotive liability insurance, with minimum combined

single limits coverage of \$1,000,000.00; and (4) worker's compensation insurance as required by law. County, its officers and employees shall be added as an additional insured on the policy(ies) as to comprehensive general liability, property damage, automotive liability, and worker's compensation coverages, and such insurance shall include a waiver of subrogation.

Concessionaire shall deliver to County a copy of the certificates of insurance effectuating the insurance required hereunder, or such other evidence as County may reasonably require, prior to entry by Concessionaire onto the Property, which certificates shall provide that such insurance shall not be terminated or modified without at least thirty (30) days' prior written notice to County. Alternatively, if Concessionaire does not carry the insurance required by this Paragraph, Concessionaire shall ensure that Concessionaire's contractors and consultants entering the Property provide County with certificates of insurance demonstrating their insurance meets the requirements of this Paragraph before entering the Property.

Article 5 – Acknowledgements and Reservations

5.1 Need for DDA. The Parties acknowledge and agree that this Agreement is for the sole purpose of stating the intention of the Parties to negotiate and enter into a DDA. Other than with respect to those provisions of this Agreement which expressly state the agreement of the Parties and to which the parties are bound, the Parties have not reached agreement on the matters described herein for negotiation, and do not intend to be bound unless and until a final written DDA is executed by both Parties. This Agreement is merely an agreement to enter into a period of negotiations and due diligence according to the concepts presented herein. That said, the Parties acknowledge that extensive time, resources and knowledge will be expended in pursuing the execution of the DDA and both Parties agree that the intent is to enter into an agreement to develop and operate the Property. Furthermore, the County confirms that the intent of the Management Agreement is in fact to develop the Property as a recreational asset and the County's intent is to enter into a DDA to create such recreational asset for the benefit of the community and Napa County as a whole.

5.2 No Further Obligations. Unless otherwise expressly set forth in this Agreement, the County and Concessionaire agree that neither the County nor Concessionaire shall be under any further obligation to each other regarding the Property, the Project, or the development of the proposed concessions if this Agreement expires, is terminated for any reason, or a DDA is not executed by both the County and Concessionaire.

5.3 County Not Responsible for Costs. Except as otherwise may be mutually agreed to in writing by the Parties, as part of this Agreement or a DDA, the County shall not be liable for any costs associated with the preparation of any reports, studies, analysis, architectural plans, and any other documentation to be prepared by Concessionaire or its consultants or contractors, or planning or development of the Property pursuant to or arising from this Agreement, or costs of negotiations or legal fees expended by Concessionaire.

5.4 Limitations of this Agreement. Nothing contained in this Agreement shall constitute a waiver, amendment, promise or agreement by the County (or any of its departments or boards) as to the granting of any approval, permit, consent, or other entitlement in the exercise of the

County's regulatory capacity or function. Concessionaire acknowledges and agrees that no County staff, consultant, or agent has the authority to bind the County, and the County will not be bound to any agreement nor to any course of action except after approval and execution of a DDA. The final form of any proposed DDA to be negotiated may contain matters not contemplated by this Agreement.

Article 6 – General Provisions.

6.1 Compliance with County Policies on Waste, Harassment, Drug/Alcohol-Free Workplace, and Computer Use. Concessionaire hereby agrees to use commercially reasonable efforts to comply, and require its employees and subcontractors to comply, with the following policies, copies of which are available on County's website at <https://www.countyofnapa.org/771/Purchasing> and are hereby incorporated by reference. Contractor shall also use commercially reasonable efforts to prevent its officers, agents, or employees from engaging in any activities during the performance of any of services under this Agreement that would interfere with compliance or induce violation of these policies by County employees or contractors.

- (a) Napa County "Waste Source Reduction and Recycled Product Content Procurement Policy," which is found in the Napa County Policy Manual Part I, Section 8D.
- (b) Napa County "Discrimination, Harassment and Retaliation Prevention Policy," which is found in the Napa County Policy Manual Part I, Section 37K.
- (c) Napa County "Drug and Alcohol Policy," which is found in the Napa County Policy Manual Part I, Section 37O.
- (d) "Napa County Information Technology Use and Security Policy" which is found in the Napa County Policy Manual Part I, Section 31A.
- (e) Napa County "Workplace Violence Policy," which is found in the Napa County Policy Manual Part I, Section 37U.

6.2 No Waiver. The waiver by either Party of any breach or violation of any requirement of this Agreement shall not be deemed to be a waiver of any such breach in the future, or of the breach of any other requirement of this Agreement.

6.3 Interpretation; Venue.

6.3.1 Interpretation. This Agreement shall be interpreted and governed by the laws of the State of California without regard to the choice of law or conflicts.

6.3.2 Venue. This Agreement is made in Napa County, California. The venue for any legal action in state court filed by either Party to this Agreement for the purpose of interpreting or enforcing any provision of this Agreement shall be in the Superior Court of California, County of Napa, a unified court. The venue for any legal action in federal court filed by either Party to this Agreement for the purpose of interpreting or enforcing any provision of this Agreement lying within the jurisdiction of the federal courts shall be the Northern District of California.

6.4 Compliance with Laws. Concessionaire shall observe and comply with all applicable federal, state, and local laws, ordinances, and codes.

6.5 Severability. If any provision of this Agreement, or any portion thereof, is found by any court of competent jurisdiction to be unenforceable or invalid for any reason, such provision shall be severable and shall not in any way impair the enforceability of any other provision of this Agreement.

6.6 Entirety of Contract. This Agreement, including any documents expressly incorporated by reference whether or not attached hereto, constitutes the entire agreement between the Parties relating to the subject of this Agreement and supersedes all previous agreements, promises, representations, understandings, and negotiations, whether written or oral, among the Parties with respect to the subject matter hereof.

6.7 Electronic Signatures and Counterparts. By executing this Agreement, all parties consent and agree that any electronic signature, as defined by Civil Code section 1633.2(h), affixed hereto shall have the full force and effect as a wet or manual signature. This Agreement may be executed in counterparts, which when taken together, shall constitute a single signed original as though all parties had executed the same page.

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IN WITNESS WHEREOF, this Agreement is executed by the County, acting by and through the Chair of the Board of Supervisors, and by Concessionaire through its duly authorized officer.

CALIFORNIA CAMPING COMPANY LLC

By: 
BRIAN LAWRENCE, Co-Founder & CEO

NAPA COUNTY, a political subdivision of the State of California

By: _____
AMBER MANFREE, Chair
Board of Supervisors

<p>APPROVED AS TO FORM Office of County Counsel</p> <p>By: <u>Thomas C. Zeleny</u> Chief Deputy County Counsel</p> <p>Date: <u>April 6, 2026</u> FV 13757244</p>	<p>APPROVED BY THE NAPA COUNTY BOARD OF SUPERVISORS</p> <p>Date: _____ Processed By: _____ Deputy Clerk of the Board</p>	<p>ATTEST: NEHA HOSKINS Clerk of the Board of Supervisors</p> <p>By: _____</p>
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