



Improved campsites include concrete pads, 50-amp electric, sewer and water hookups.

A. WHAT IS THE COST OF THESE IMPROVEMENTS?

Campground renovation projects with full hookup average \$55,000 per campsite. This includes the total cost of water, sewer, roads and electrical service.

ESTIMATED COSTS TO RENOVATE A CAMPGROUND TO IMPROVED, FULL HOOK-UP SITES

Construct 25 Campsites	\$1,769,000
Other Infrastructure	\$196,556
Design and Bidding	\$224,125
15% Contingency	\$265,350
TOTAL PROJECT COST	\$2,455,031

B. WHAT IS THE REVENUE THAT WILL BE GENERATED BY THESE IMPROVEMENTS?

Campsites that offer no utilities, with no electricity, currently rent for \$13 a night. The renovated campsites will offer 50-amp electric service, sewer and water connections. These new sites will rent for \$37 a night. Twenty-five campsites are being constructed, one of the campsites will be utilized by our campground host. The increased rate and occupancy of the new sites will generate \$165,000.

CALCULATION FOR APPROXIMATE ADDITIONAL REVENUE

Number of Renovated Campsites	24*
Rate Per Night	\$37
Average Annual Revenue Generated	\$191,231
Less Revenue of Existing Sites	(\$26,230)
TOTAL APPROXIMATE REVENUE GENERATED	\$165,001

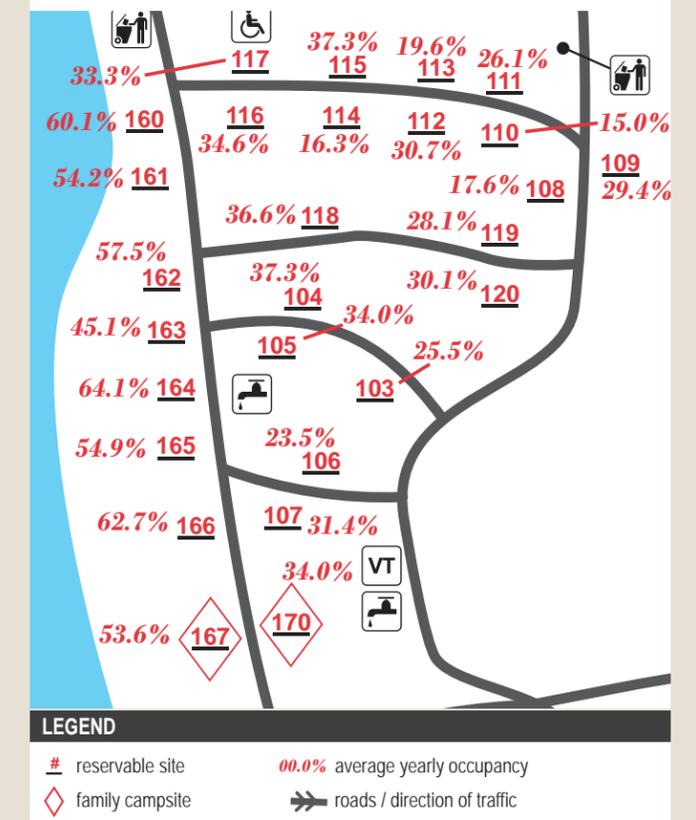
*Construction will include a campground host site, which does not generate revenue.

C. WHY PURSUE THIS PROJECT?

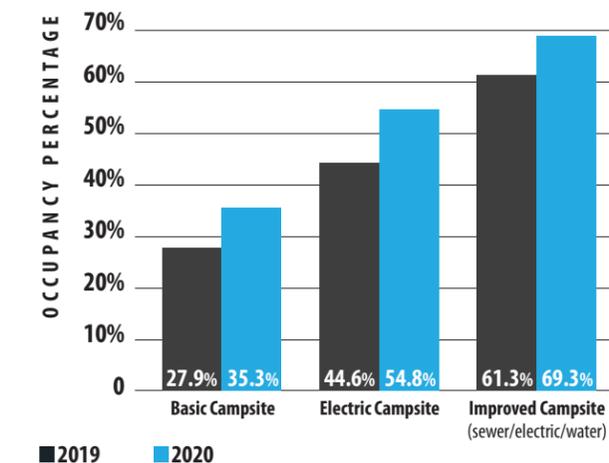
State park visitors continue to request additional campsites and increased campsite amenities. User data shows that campsites with these amenities have the highest occupancy and visitors stay longer.

In response to user demand and age of existing infrastructure, the project is expected to be well-received and attractive to park visitors, while providing revenue opportunities to the park.

The map below is a portion of Lake of the Ozarks State Park's campground map, depicting the average percentage of occupancy per site for May through Sept. of 2020.



The graph below reflects percentage of nights occupied by site type. Information is based on sites available on more than 300,000 nights sold and approximately 1 million overnight guests.



Lake of the Ozarks State Park CAMPGROUND UPGRADE PROJECT

Lake of the Ozarks State Park, like many other state parks, is experiencing more requests for campsite amenities like 50-amp electric, sewer and water hookups. The campground upgrade project includes removing 29 of the less popular sites with fewer amenities (also referred to as basic sites) and replacing them with 25 newly-constructed sites. The new sites would include 50-amp service and hook-ups for sewer and water, at each individual site. Campsites typically have a lifespan of 40 years, and the cost of this project is approximately \$2.5 million (See Example A).

The estimated annual revenue for the new campsites is \$165,000 (See Example B). Revenue is estimated using current sewer/electric/water rates and the average occupancy of comparable sewer/electric/water campsites at other state parks (See Example C). The estimated payback for this project is approximately 15 years.

Project details are under development and the proposed schedule may be adjusted as needed. The total cost for each project is subject to change; costs and projected revenue are only estimates based on 2020 information.



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REVENUE BOND PROJECT

Lake of the Ozarks State Park

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01/21

