NATIONAL OPERATIONS SURVEY

OF THE

RV PARK AND CAMPGROUND INDUSTRY

2010

ARVC Foundation

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Introduction

The 2010 *National Operations Survey of the RV Park & Campground Industry* is the latest in a series of biennial surveys conducted by the ARVC Foundation and the National Association of RV Parks and Campgrounds (ARVC), dating back to 1986. This report, therefore, is one in this series of research reports, the content and format of which have mirrored prior instruments and collected data to allow for comparison and contrast with earlier findings. This survey collected annual operations data for the 2009 calendar year. For this survey round, questions that investigate the environmental sustainability or "greening" of RV parks and campgrounds were continued from the 2008 report. The main difference in the 2010 study was the collection of employee information as a separate survey, which allowed this data collection process to be streamlined from the previous study into a more user-friendly format, especially for the smaller parks to complete.

Methodology

The primary format of the 2010 questionnaire was an E-Survey, which allowed respondents to complete the survey in multiple sittings. In order to accommodate anyone randomly selected for the sample that did *not* have e-mail capability, paper survey forms were mailed or faxed to them; a total of 10 surveys were mailed out to respondents who did not have e-mail addresses.

The 2010 survey varied from the 2008 survey in the fact that there were actually two different questionnaires used. In the 2008 survey, it was found that some respondents did not complete the entire survey, often because the important wage and salary and operations information was particularly difficult or tiresome to complete. To overcome this difficulty in 2010, the process was divided into two separate questionnaires: (1) an Operations Survey that was sent out to a sample of 1,543 campgrounds; and, (2) a Wage and Salary Survey that was sent out to a smaller group of 449 campgrounds, for a total combined sample of 1,992. The Operations Survey was similar to the 2008 survey with the exception that it did not contain any wage and salary questions. The Wage and Salary Survey, on the other hand, contained largely the wage and salary-specific questions along with the investments and improvements questions also found in the Operations Survey. The use of this two-questionnaire method ensured a larger response for both surveys, particularly the wage and salary/investments and improvements survey, two areas that were not effectively surveyed in the 2008 project.

The 2010 sample was chosen through a stratified random sample technique within the four park size categories from an ARVC supplied list of association members. In order to produce more reliable data for the subset of larger parks (in the 250+ and 500+ sites size categories) these parks were over-sampled *or weighted more heavily than in the 2010 survey.* This method worked, as demonstrated by the higher response rates for larger parks, as shown in Table 1.

Each park selected to participate in the survey was sent an Invitation to Participate and asked to complete a Confirmation Form indicating their willingness to complete the form. Based on these confirmations, parks were either retained in the survey sample or replaced with other randomly selected parks. A total of 247 parks were selected to replace those that refused to participate or for whom e-mail addresses were incorrect.

Periodic reminders were sent to those who had confirmed their willingness to participate in the survey, encouraging them to complete and return their surveys before the cut-off date of June 18, 2010. Out of the sample of 1,543 parks invited to participate in the Operations Survey, AHRRC received back a total of 387 completed surveys, for an Operations Survey response rate of 25.1%. Out of a sample of 449 parks invited to participate in the Wage and Salary Survey, AHRRC received a total of 210 completed surveys for a Wage and Salary Survey response rate of 46.8%. The combined response rate for both the Operations and the Wage and Salary Survey was 30.0%.

This overall response rate (30%) is slightly below the 32% achieved in the 2008 study. Yet, in two ways this survey achieved much stronger and more robust data: (1) the overall sample of both surveys, sent out to 1,992 parks, was considerably higher than the 2008 total of only 1,259 parks surveyed; and (2) the 2010 survey achieved a larger number of total surveys – 595 in 2010 vs. 410 in 2008 – as well as much higher numbers of completed responses for virtually all questions, especially the wage and salary questions, thus producing greater confidence in the results.

How to Read and Use This Report

Responses to all of the questions on both forms in the 2010 National Operations Survey are presented in this report. Each part of the questionnaire is reported in one or more graphs or tables, and in most cases specific findings for each question are preceded by a brief narrative description. In addition, the graphs and/or tables present the data by RV park/campground *size categories*, as well as a total for all responses. This allows parks to better compare their performance against parks of similar size.

The 2010 National Operations Survey obtained a considerably higher overall response rate than some previous surveys, however as is typically the case in survey research, not every respondent answered every question. Therefore, some response categories report lower numbers of responses or “Ns.” Caution should always be applied in the interpretation of data with low N numbers.

The percentage figures reported generally represent the percentage of total respondents who submitted a response (paper or online) to that specific section of the survey. In some cases, which are clearly identified, percentages are based on the number of respondents who gave a particular answer to a previous question. For example, the percentage of RV parks/campgrounds indicating that they provide a certain amenity, such as premium sites, is based on the total number of RV parks/campgrounds that indicated that they provided any amenities. In some cases, the percentages total more than 100% because some questions permitted more than one answer. On such multiple-response questions, the percentages seldom total 100% exactly. In some cases the questions permitted more than one answer, and in most cases not all respondents answered the question.

In cases where the terms Median, High and Low are used the following definitions are supplied to aid in interpreting the data: “Median” is the middle point of a distribution, i.e., the actual mid-point where half of the answers are above the figure and half are below; the figure labeled “High” is the highest response received, and “Low” is the lowest response received. The figure labeled “25% Point” is the 25th percentile (meaning 25% of the answers were below this figure) and the figure labeled “75% Point” is the 75th percentile (meaning 75% of the answers were below this figure). The figure labeled “N” indicates the number of responses for this particular question.

Note: Use caution interpreting the statistics on questions with small Ns. They may not be representative of the entire sample or of the ARVC membership. On some questions, the number of responses is extremely small. When no responses were received, the table entry is shown as N/A.

Usable Questions by RV Park/Campground Size in 2010

Figure 1 and Table 1 provide data on survey respondents grouped according to RV park/campground size. Of the total sample, parks with 0-100 sites represented 39.0%, parks with 101-249 sites represented 38.0%, parks with 250-499 sites represented 14.0%, parks with 500+ sites represented 4.0%, and parks that failed to specify size represented 5.0%. Also, it is worth noting that this compares well to ARVC's membership – 53% of parks have 0-100 sites, 34% have 101-249 sites, 10% have 250-499 sites, and 3% have 500 or more sites.

Figure 1: Usable Questionnaires by Park/Campground Size

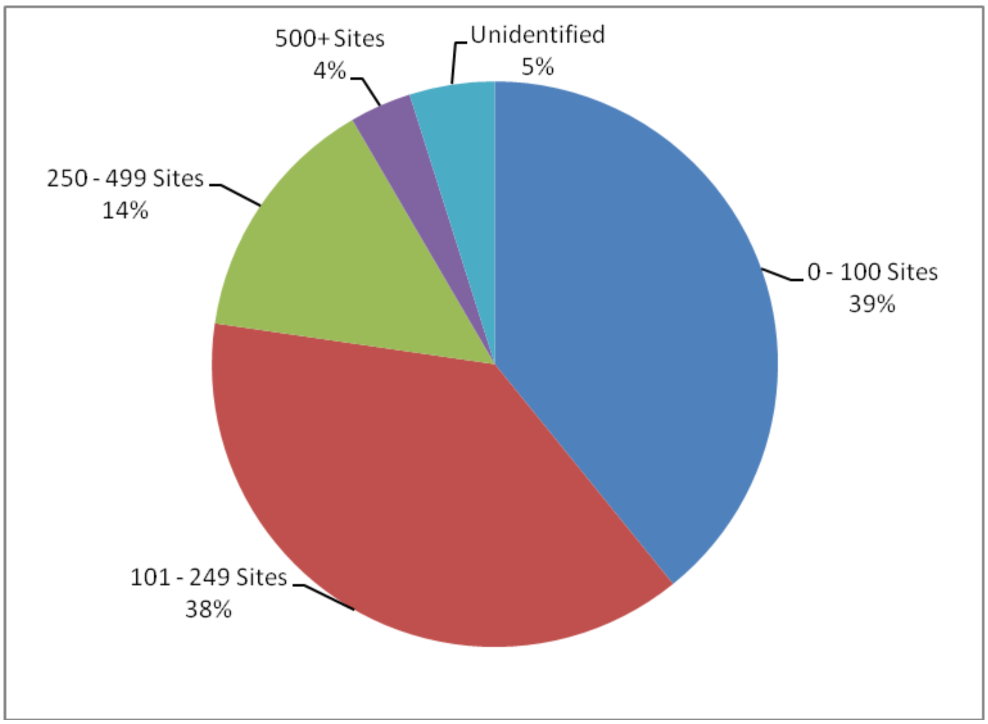


Table 1: Combined Usable Questionnaires by Park/Campground Size

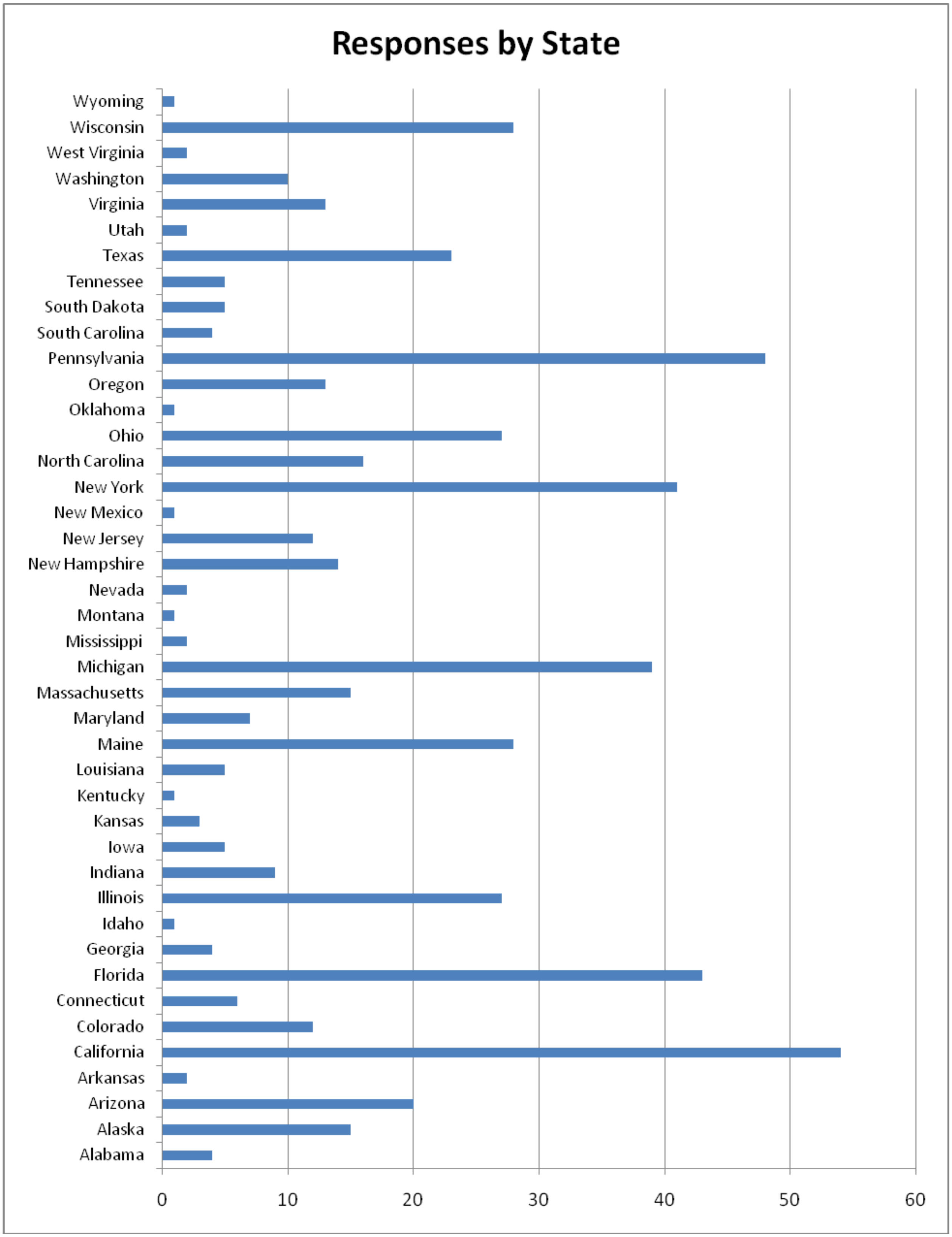
Campground/RV Park Size	Surveys
0 - 100 Sites	233
101 - 249 Sites	227
250 - 499 Sites	85
500+ Sites	21
Unidentified	29
Total	595

State Where Park is Located

The survey asked respondents to enter their ZIP Codes. Figure 2 on the following page shows responses by state. It can be seen from this data that the states with the highest numbers of completed survey responses were: California (54 responses), followed by Pennsylvania (48 responses), Florida (43 responses), New York (41 responses), and Michigan (39 responses). Rounding out the top ten states were: Wisconsin and Maine with 28 responses each, Ohio and Illinois with 27 each, and Texas with 23.

In all, 42, or 78% of the 54 states and territories (including Puerto Rico, Guam, Washington, D.C., and the Marshall Islands) were represented in the sample, while 12 states/territories were not represented in the sample. See the table that follows.

Figure 2: Responses by State



Executive Summary

This *2010 National Operations Survey of the RV Park and Campground Industry* is the 12th in a series of biennial surveys that ARVC has conducted since 1986.

The 2010 survey was conducted almost entirely online using sophisticated Qualtrics™ E-Survey software. The initial request to participate and link to the ARVC survey was sent to the randomly-selected sample on April 19, 2010. After approximately two months, the survey was closed on June 18, 2010. The 2010 survey was sent to a total sample of 1,992 ARVC members in two parts: (1) Operations Survey sent to a sample of 1,543 parks/campgrounds; and, (2) Wage and Salary Survey sent to a sample of 449 parks/campgrounds. Of these, 595 parks responded to one of the surveys, producing an overall response rate of 30.0%. This larger sample size produced 31% more completed surveys than the 2008 survey, and thus greater confidence in the findings.

So that campgrounds/parks can best utilize this data to benchmark their parks against others, the findings in this report are presented by park size categories, and the valid sample size for these size comparisons is 429 completed surveys.

The findings of the 2010 Operations Survey continue to enable ARVC members to:

- Track industry trends and standards over time
- Benchmark their parks against those of similar size
- Provide information to financial institutions for securing loans
- Provide data to address local regulatory issues
- Provide responses to questions from the media.

Key Findings

Findings from the 2010 Operations Survey reflected an economy in recession, as parks appeared to pull back some services and sought ways to minimize costs – retrenchment that was not surprising given the depth of the 2009 recession. For example, these trends appeared:

- Declining real estate values meant fewer parks were listed for sale or changed ownership;
- The increased percentage of owner-managers reflected the need to economize;
- Parks/campgrounds stayed open fewer nights and occupancy rates went down;
- Use of discounts increased reflecting visitor efforts to economize;
- Fewer premium sites were offered and availability of free wireless declined;
- Fewer dollars were invested in park improvements (from computer software to some green investments);
- Advertising investments (Internet or billboards) declined and fewer ads were tracked.

Section I: General Description of the Campground/Park

- Of the major park types in the 2010 sample, Tourist/Overnight parks represented 73% of the sample, Seasonal sites 54%, Destination parks 53%, and Long-term Parks 24%; other available options represented only very small percentages.
- Two-thirds of parks (68%) had been in operation more than 25 years (up from 59% in the 2007 survey). The larger parks were more likely to have been in operation 25+ years, while smaller parks were more likely to have been developed within the last 10-15 years.
- One-fourth of reporting campgrounds/parks (26%) changed ownership within the last five years (down from 31% in 2007), and another 24% within the last 10 years.
- With regard to the ownership structure, 43% reported incorporated ownership, 36% sole proprietorships, 14% partnerships, and 8% some "other" kind of ownership.
- Almost all respondents (93%) owned the land on which the park was operated in 2009.
- Median size of campgrounds/parks was 32 acres, and the median acres available for expansion was 10 acres.
- Given the economy, fewer campgrounds/parks in 2010 were listed or had plans to sell. Seven percent (7%) were currently listed for sale, and 6% had plans to sell in the future – (compared to 12% and 20% respectively in 2008).
- Almost three-fourths of total respondents (72%) were owners (up from 63% in 2007), one-fourth (23%) employed a separate park manager, and 4% utilized a manager/absentee owner arrangement.
- Permitted use was the most common type (43%) of park zoning. Of note, over one-fourth of owners (29%) were unsure of their zoning, 15% have conditional or special use, while 14% reported some "other" zoning.
- Eight in ten respondents (81%) offered no staff housing in 2009; 19% did offer staff housing.

Section II: Number and Type of Campsites/Parks

- Few campgrounds/parks (4%) offered any condo/timeshare sites; of the 96% that did not offer these options, the vast majority (99%) had no plans to do so.
- Overall, only 31% of parks rented spaces on an annual basis (down from 38% in 2008); 69% did not. Only a minority of parks in every size category offered annual rentals, most typically offering water, electric and sewer amenities.
- Few parks rent park trailer sites annually (only 11%), while 89% do not.
- In terms of seasonal RV site rentals, 75% of parks provided this option, 25% did not. Summer rentals were about three times as common as Winter rentals in all park size categories.
- Seasonal park trailer rentals are relatively rare – 19% provide them, while 81% do not.
- On average, parks were open 173 nights in 2009. Total available camper nights were 33,478, with 21,488 sold for an average annual occupancy rate of 52% (compared to the 2007 occupancy rate of 62%).

- Occupancy rates varied by park size: 50% in parks with 0-100 sites, 50% in parks with 100-250 sites, 62% in parks of 250-499 sites, and 41% in 500+ sites. (In 2007, rates were: 50% for 0-100, 76% for 100-250, 53% for 250-499 and 69% for 500+ parks.)
- Only 4% of campgrounds/parks had minimum RV length requirements in 2009, while 50% had maximum RV length requirements. Average minimum RV length was 34 feet and maximum RV length was 47 feet.
- The most common electric service is 30 amp (73%) and the 20-30-50 amp combo (60%). One-third offers 20 amp and another third 50 amp service.

Section III: Fees and Charges

- The vast majority (86%) of campgrounds/parks reported limits on party sizes after which extra fees were imposed: 85% imposed limits on maximum number of adults per party, 46% had limits on the maximum number of children per party, and 75% had limits on the maximum number of vehicles per party.
- Median facility fees for 2 adults (peak season) ranged from $22/night at primitive sites to $42/site at premium sites.
- Almost three-fourths (70%) of parks offered the same rate for 2 adults/2 children as for 2 adults; 30% charged different rates.
- Four-fifths (81%) offered some type of discount (up from 75% in 2008), with the most common being Good Sam, some type of organized group, the Military and AAA discounts.
- Slightly more parks (52%) offered premium sites than did not (48%). Premium sites were most commonly characterized by better location (e.g., view), larger size, and 50 amp electric.

Section IV: Rental Units

- In all, 44% of campgrounds/parks offered some type of rental units (down from 60% in 2008); 56% did not. Most common were “basic cabins” rented by the night for stays that averaged seven days (down from 14 days in 2007).
- Median rates for basic cabins ranged from $55-$65/night, $65-$75/night for partial amenity cabins, and $99-$125/night for full amenity cabins.
- Generally, linen and towel services were not offered – 62% of rental cabins, 81% of trailer rentals, and 80% of park trailers did *not* offer linen and towel services.
- Daily housekeeping services are offered by few parks – only 12% of those offering cabins, 17% of trailers, and 11% of those with park trailers offer this service.

Section V: Facilities, Services, Amenities

- Generally, the larger the parks the more amenities were offered. In terms of water-related outdoor recreation, 66% offered outdoor swimming pools and 54% had lakes/ponds.
- Among non-water recreation, the most popular were horseshoe pits, playgrounds, basketball, open pavilions and volleyball. Most did not charge extra for recreation amenities.

- Most common indoor facilities were fitness equipment, spa/hot tubs, exercise rooms, and indoor pools.
- Most common non-fitness indoor facilities were game rooms, video-pinball machines, and enclosed recreation halls.
- Recreation programming was most focused on meal/food events, planned recreation programs, and special events.
- Most common recreation equipment offered included: boat/kayak/canoe/tubing, jet skis, and bicycles. Fees were more customary for some of these types of equipment.
- Most common services offered guests were: laundry (85%), dump stations (82%), firewood (78%), modem access (51%), vending machines (50%) and RV storage area (50%).
- Overall, 72% of campgrounds/parks offered wireless Internet access to guests in 2009 (down from 79% in 2007), and 57% offered it free of charge (down from 82% in 2007).

Section VI: Campground/Park Store

- Four-fifths (81%) of campgrounds/parks offered stores; 51% of those that had stores were open to the general public and one-fourth (25%) used a POS (point-of-sale) system to track store sales (the latter up considerably from the 4% that used POS systems in 2007).
- Typically, stores offered RV supplies, ice cream, snack foods, personal care products and dry groceries. About a third (29%) of these stores were open seasonally (way down from 66% in 2007), while 18% were open year-round in 2009 (down from 34% two years earlier).
- Average annual store sales in 2009 were $126,633; median store sales were $40,000.

Section VII: Food and Beverage Service

- One-third (33%) of parks/campgrounds offered food and beverage services in 2009; 67% did not. Restaurants were found in 10% of total parks and snack bars were in 14% of parks. Overall, all food and beverage services were much more represented in the 101-249 size parks.
- The vast majority that offered food and beverage services located them in designated areas (69%), areas with kitchen facilities (54%), and areas with patron seating (60%). Of parks that offered food and beverage service, 55% served snacks, 51% served breakfast, 47% served lunch, and 40% served dinner (types of meals served declined considerably from the 2007 report).
- Most campgrounds/parks with food and beverage services served non-alcoholic beverages (87%), but only one-fourth to one-third served alcohol, such as beer or wine. About half (54%) served specialty teas and coffees.
- Four-fifths of all parks (80%) had foodservice or food handler's licenses, and average 2009 sales totaled $46,601; median sales were $8,000.

Section VIII: Campground/Park Revenues and Expenses

- In 2009, average operating income for reporting parks ranged from $316,281 at the smallest parks to $4.72 million at the largest parks; average annual operating income was $2,004,374.

- For all parks, site rentals provided 63% of operating income; net retail provided 16% of income; 4% came from recreation revenue; 7% from food and beverage service; and, 10% came from “other” sources.
- Total operating expenses from all sources averaged $1,141,720, or about half of average total revenue of $2,004,374. For all parks, largest expense categories are for repairs and maintenance, employee wages, marketing and advertising, cost of goods sold, and utilities.
- Reported EBITDA averaged $299,444.
- Average annual bed/occupancy/transient lodging taxes reported in 2009 were $30,616; average annual property/real estate taxes were $48,558.

Section IX: Investments and Improvements

- More than half (52%) of campgrounds/parks made investments and improvements in 2009 (down from 74% in 2007), at an average annual cost of $399,953 (down from $147,508 in 2007). Most commonly these were for: Landscaping, Electrical, Maintenance equipment, Wireless internet, Recreation and Roads/parking.
- In terms of total dollars invested, the largest percentages went to Recreation (16%), TV hook-ups/satellite/cable (12%), Pool-water attraction (8%) and Sewage treatment facility (8%).
- Since 2007 one-fourth (23%) of campgrounds/parks reported they had combined sites; 77% had not – resulting in an average 11% reduction in park site capacity. Further, 83% reported they had no plans to combine sites in the future.
- Many campgrounds/parks used “green” or sustainable practices in 2009, including: 62% installed fluorescent bulbs, 46% recycled, 41% reduced electrical use, 34% reduced water usage, and 19% used xeriscaping or drought-tolerant plants. Compared to 2007, fewer parks were using fluorescent bulbs, recycling, or using xeriscape practices; on the other hand, more parks had reduced electrical and water usage.

Section X: Business Operations and Administration

- In 2009, almost all administrative offices at campgrounds/parks reported using computers – an average of four (4) computers per park, used mostly for: Email, Internet access, Word processing, Accounting, Reservation management, and Payroll. Park size was not a factor in the near universal adoption of these technologies. Larger parks (250+ sites) had largest numbers of networked computers, while only 59% of 101-250 site parks and 28% of 0-100 site parks had networked computers (down from 2007).
- Almost all parks (96%) had a website, including both large and small parks, and more than two-thirds (70%) had the ability to update the web pages themselves (up from 52% in 2007). Eighty-four percent of park web sites were linked to other sites.
- The most common capabilities of campground/park websites were to enable park guests to: check site rates (95%), reserve sites with credit card (36%), and check site availability (28%).
- The most common methods of accepting reservations were: Telephone (99%), E-mail (78%), On-site (73%), and regular Mail (55%). Half of parks (47%) accepted reservations online. Compared to 2007, making reservations by Email increased while use of regular mail declined.

- The most common method of processing reservations in 2009 was a reservation book (44%), a manual processing method (37%), or an Internet booking engine (31%).
- Two-thirds (63%) of responding parks used a campground-specific management software system in 2009 (down from 73% in 2007); 27% did not use any software system; and, 12% used custom developed software. Very few management systems (4%) were purchased off-the-shelf.

Section XI: Advertising

- The most common types of campground/park advertising used in 2009 were: Tourism Directories (70%), State campground directories (68%), National campground directories (67%), and Brochures (60%). Internet ads, the most common method in 2007, dropped to fifth place in 2009.
- Advertising budgets were allocated as follows: 21% to National campground directories (down from 50% in 2007); 12% to RV magazines; 11% to State campground directories, 8% to Other tourism directories, and 7% each to RV Trade shows/Web ads/Camping magazines.
- Two-thirds of parks (66%) tracked leads generated by National campground directories, 56% tracked State campground directory leads, 51% tracked other Tourism directory leads, and 37% tracked brochure leads.

Section XII: Water and Waste Disposal

- The most common source of campground/park water in 2009 was Well water (59%), followed by a Public system (38%).
- Average daily water usage was 20,838 gallons/day, ranging from 83,000 gallons/day at the largest parks to a mere 2000 gallons/day at the smallest parks.
- Two-thirds of campgrounds/parks reported use of a septic system/leach field (63%), followed by a public sewer system (26%).
- Average daily sewer system outflow was 8580 gallons/day, ranging from 2000 gallons/day in the smallest size parks to 30,000 gallons/day in the parks with 250-499 sites.
- Sewage disposal rates averaged $6.00 per 1000 gallons, ranging from $2.00 per 1000 gallons at the low end to $25 per 1000 gallons on the high end of the spectrum.

Section XIII: Wage & Salary Survey – Campground/Park Employees

- Four-fifths (84%) of 0-100 site parks have four or fewer employees, as do 51% of parks with 101-250 sites. No parks with more than 250 sites had this few employees. For the overall sample, 48% reported four or fewer employees, while 52% had more than four employees.
- For parks reporting four or fewer employees, the median number of year-round, seasonal and work campers in 2009 was two to three employees.
- At parks with 250 sites or less, 96% of owner-operators were involved in daily management.
- Average annual salary for owner-operators was $46,762, while the median was $26,000.
- Most common benefits offered in smaller parks were: housing (62%), health insurance (53%), and allowances (15%) (examples include cell phones, mileage).
- Average value of benefits for parks with four or fewer employees was $48,671; median value was $14,500.
- Parks with more than four employees reported management positions at the following rates: General Managers (in 33% of parks), Assistant General Managers (16%), Recreation Managers (16%), Maintenance Managers (28%), Office Managers (24%), Housekeeping Managers (15%), Food Service Managers (9%). Average tenure in these jobs ranged from 10-11 years for General and Assistant Managers to a low of four years for Recreation Managers. General Managers, Assistant Managers, and Maintenance Managers tended to have the best benefit packages, with an average annual value of $16,173, $10,440 and $9,662 respectively.
- Larger parks employed Lifeguards seasonally; wages ranged from $7.78 to $9.77/hour.
- Average annual wages per park ranged from a low of $2,600 to a high of $1.6 million, with the average at $292,168.

Park Profile Summary Table

	Total	0-100 Sites	101-249 Sites	250-499 Sites	500+ Sites
Type of Operation (Top 4)	1. Tourist/overnight 2. Seasonal 3. Destination Park 4. Long term/non-seasonal	1 2 3 4	1 3 2 4	2 1 3 4 = Franchise	1 2 3 4
Age of Park	>25 years(68%)	>25 years(52%)	>25 years(72%)	>25 years(83%)	>25 years(100%)
Business Organization	Incorporated – 43% Sole Proprietorship – 36% Partnership – 14%	Inc-34% SP-40% Par-17%	Inc-39% SP-41% Par-12%	Inc-70% SP-18% Par-7%	Inc-55% SP-18% Par-27%
Total Park Acreage (Median)	32	20	39	100	85
Developed Acres (median)	18	10	25	40	70
Acres for Expansion (median)	10	9	10	44	12
Day-to-Day Management (primary)	Owner -72%	Owner – 83%	Owner – 70%	Manager – 47%	Manager – 55%
Rented RV sites on annual/seasonal basis	31%/69%	34%/66%	25%/75%	41%/59%	36%/64%
# of nights open per year	173	182	153	207	252
Occupancy Rate	52%	50%	50%	62%	41%
Average party size	3.6	3.4	3.9	3.2	3.0
Offered premium sites	52%	68%	38%	48%	38%
Offer Rental Units	44%	48%	37%	48%	63%

Campground store available	19%	15%	23%	15%	20%
2009 Median investment made in park	$86,317	$34,354	$121,452	$100,449	$131,200
Offer swimming pool/water slide/Splash parks	Pool – 66% Waterslide –2% Splash Park – 3%	P – 30% WS–0% SP – 0%	P – 54% WS–3% SP – 2%	P – 13% WS–33% SP – 25%	P – 4% WS–0% SP – 38%
Total Operating Income	$2,004,374	$316,281	$825,009	$2,154,011	$4,722,194
Average number of Sites	179 sites	56 sites	158 sites	340 sites	1142 sites

Section 1: General Description of the Campground/Park

Table 2: Usable Questionnaires by Park/Campground Size

RV/Campground Size	Number of Useable Questionnaires Received	Percent of Total
0-100 Sites	161	38%
101-249 Sites	188	44%
250-499 Sites	65	15%
500+ Sites	15	3%
Total	429	100%

As shown in Table 2, the largest response was from parks with 101-249 sites; these 188 parks represent 44% of the sample and the average size of this park segment was 158 sites. This segment was followed closely by respondents with 0-100 sites, who provided 161 completed surveys representing 38% of the sample, with an average park size of 56 sites. Parks with 250-499 sites completed 65 surveys or 15% of the sample, with an average park size of 340 sites. Finally, the largest parks (500+ sites) comprised 3% of the overall sample, with an average park size of 1142 sites.

I.1 Type of RV Park/Campground Operated

Respondents were asked to describe the type of campground/park they operate. Among total responses, the largest cohort was Tourist/Overnight parks, representing 73% of the sample. This was followed by Seasonal Sites representing 54% of the sample, Destination Parks at 53%, and Long term Parks at 24%. Each of the other park types on the list represented are presented in Figure 3. Totals sum to more than 100% due to multiple responses.

Figure 3: Type of RV Park/Campground Operated

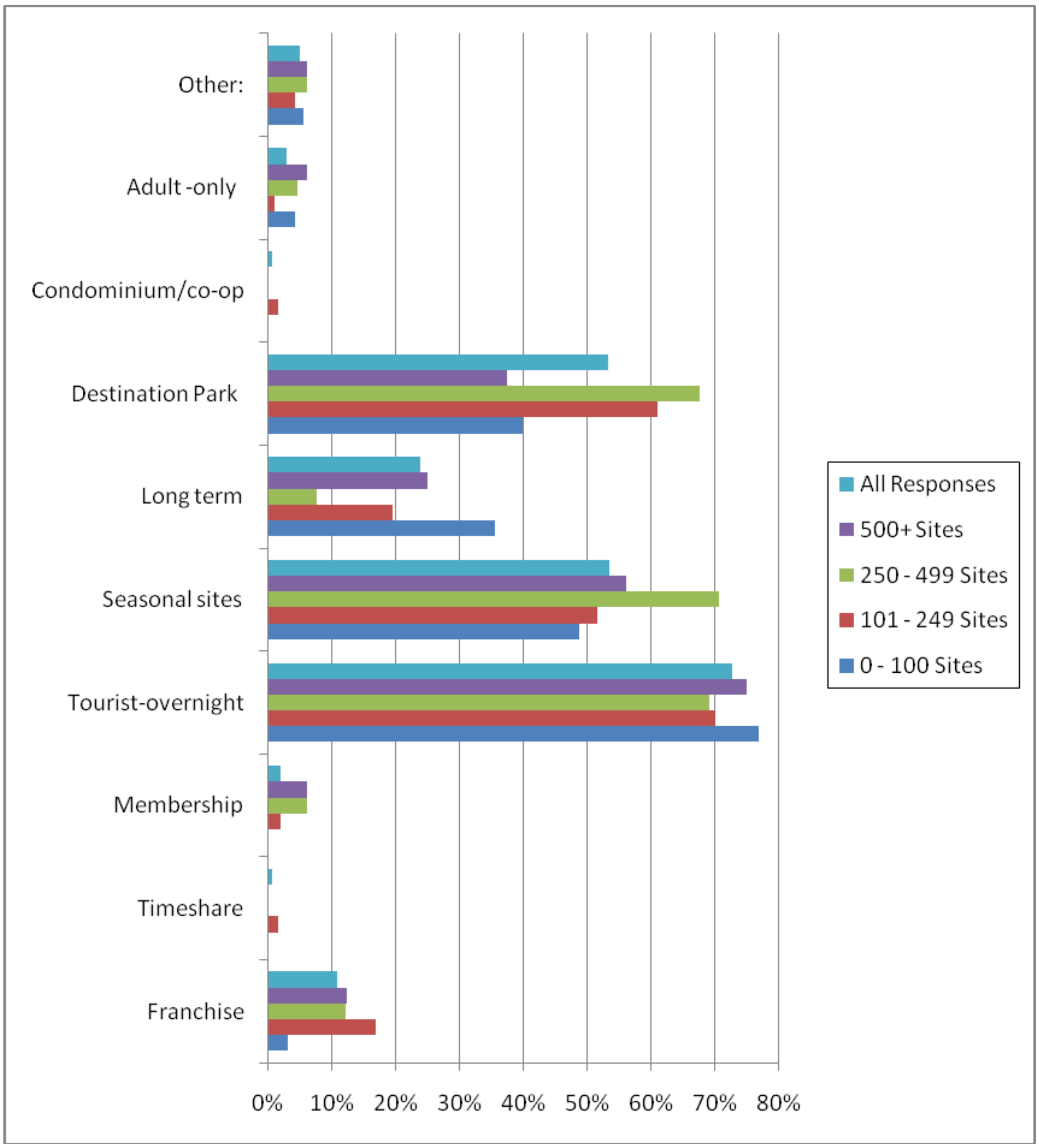


Table 3: Type of RV Park Campground by Size

Type of RV Park/Campground	0 - 100 Sites		101 - 249 Sites		250 - 499 Sites		500+ Sites		Total	
	#	%	#	%	#	%	#	%	#	%
Franchise	7	3	39	17	10	12	3	13	59	11
Timeshare	0	0	4	2	0	0	0	0	4	1
Membership	0	0	5	2	5	6	1	6	11	2
Tourist-overnight	179	77	159	70	59	69	16	75	413	73
Seasonal sites (*site rented for less than 12 months but for the full period that the park is open and operating*)	114	49	117	52	60	71	12	56	303	54
Long term-non -seasonal-residential (*more than 200 days*)	83	36	45	20	7	8	5	25	139	24
Destination Park (*the campground is a tourist destination*)	93	40	139	61	58	68	8	38	297	53
Condominium-co-op	0	0	4	2	0	0	0	0	4	1
Adult-only (*no children*)	10	4	2	1	4	5	1	6	18	3
Other	13	6	10	4	5	6	1	6	29	5

Figures total more than 100% because each respondent could give more than one answer

I.2 Age of Park

Two-thirds of all parks responding (68%) had been in operation for more than 25 years. Furthermore, the larger the park the more likely it was to have been in operation more than 25 years. Of the parks with 500 or more sites, all 21 were established more than 25 years ago. Small parks (0-100 sites) were the most likely (48%) to have been developed within the last 25 years.

Figure 4: Age of RV Park/Campground

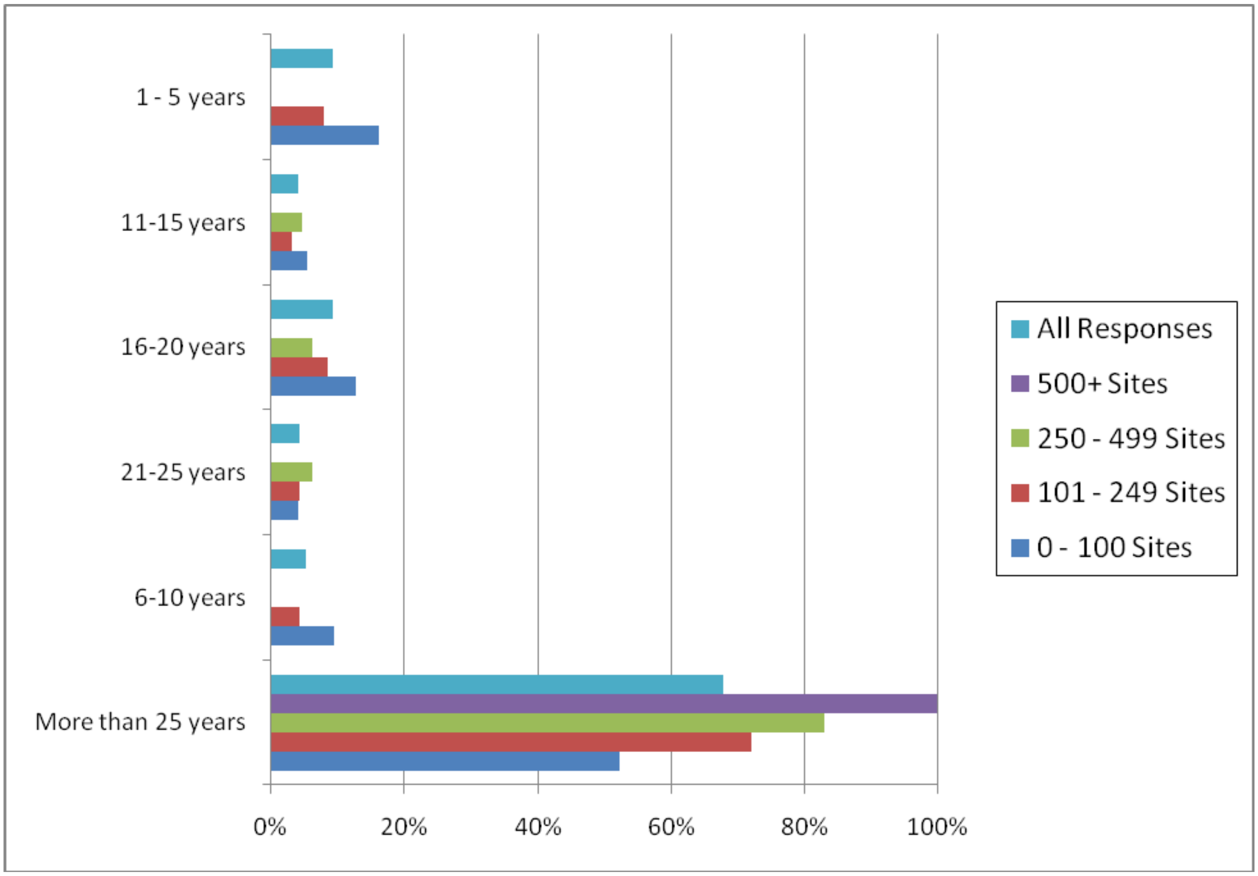


Table 4: Age of RV Park/Campground by Size

Age of campground	0 - 100 Sites		101 - 249 Sites		250 - 499 Sites		500+ Sites		All Responses	
	#	%	#	%	#	%	#	%	#	%
1 - 5 years	38	16	18	8	0	0	0	0	55	9
6-10 years	22	9	10	4	0	0	0	0	31	5
11-15 years	13	5	7	3	4	5	0	0	24	4
16-20 years	30	13	19	8	5	6	0	0	54	9
21-25 years	9	4	10	4	5	6	0	0	24	4
More than 25 years	122	52	164	72	71	83	21	100	377	68

I.3 Number of Years Owned

Survey results on ownership in 2009 showed that parks and campgrounds had varied ownership durations. Of the total sample, about one-quarter (26%) had been owned for five or fewer years and another 24% had changed ownership within the last 6-10 years. In other words, although the majority of parks themselves were established more than 25 years ago, ownership changes occur regularly.

Figure 5: Duration of Ownership

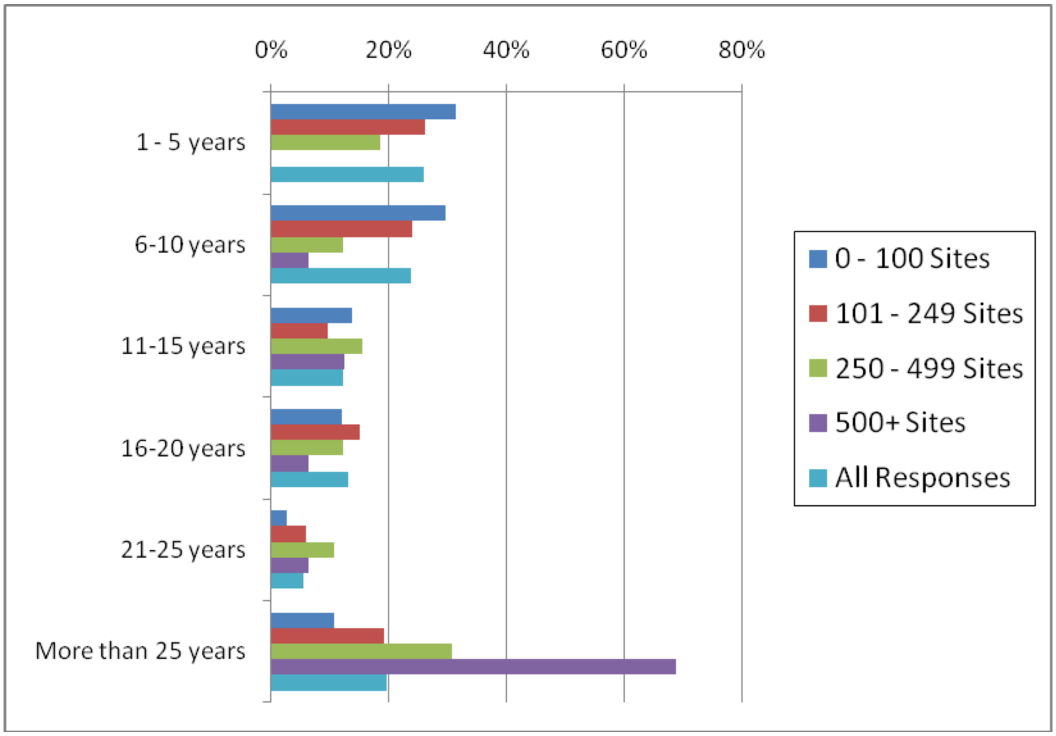


Table 5: Duration of Ownership

# of years owned	0 - 100 Sites		101 - 249 Sites		250 - 499 Sites		500+ Sites		All Responses	
	#	%	#	%	#	%	#	%	#	%
1 - 5 years	50	31.4%	49	26.2%	12	18.5%	0	0.0%	111	26.0%
6-10 years	47	29.6%	45	24.1%	8	12.3%	1	6.3%	101	23.7%
11-15 years	22	13.8%	18	9.6%	10	15.4%	2	12.5%	52	12.2%
16-20 years	19	11.9%	28	15.0%	8	12.3%	1	6.3%	56	13.1%
21-25 years	4	2.5%	11	5.9%	7	10.8%	1	6.3%	23	5.4%
More than 25 years	17	10.7%	36	19.3%	20	30.8%	11	68.8%	84	19.7%
All Responses	159	100.0%	187	100.0%	65	100.0%	16	100.0%	427	100.0%

I.4 Business Organization

In terms of park ownership, 43% of all respondents reported incorporated ownership, followed by 36% operating under sole proprietorships. Fourteen percent reported they were owned by a partnership, while eight percent of the sample reported some "other"ownership than proprietorship, partnership, or incorporation. In general, smaller parks were more likely to be sole proprietorships, while larger parks were more likely to have incorporated ownership. The basis for this question is all respondents (in other words, this question was asked on both survey forms).

Figure 6: Business Organization of RV Park/Campground

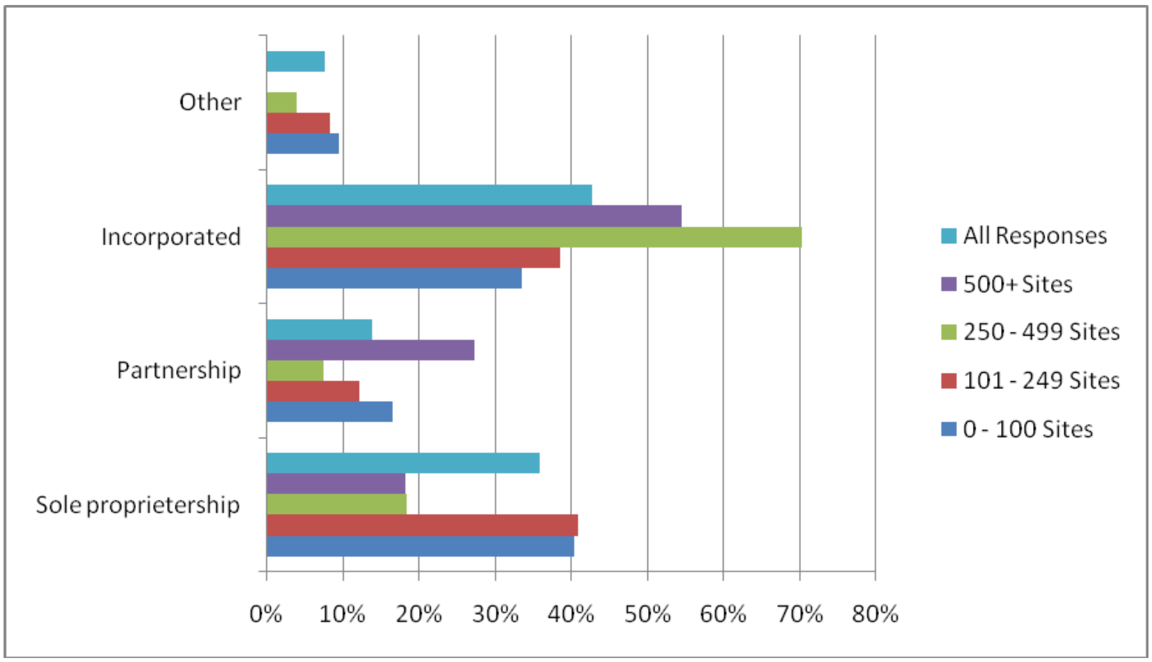


Table 6: Business Organization

	0 - 100 Sites		101 - 249 Sites		250 - 499 Sites		500+ Sites		All Responses	
	#	%	#	%	#	%	#	%	#	%
Sole proprietorship	72	40%	74	41%	14	18%	4	18%	164	36%
Partnership	30	17%	22	12%	6	7%	6	27%	63	14%
Incorporated	60	34%	70	39%	54	70%	11	55%	195	43%
Other	17	10%	15	8%	3	4%	0	0%	35	8%

I.5 Land Ownership Status

The vast majority of survey respondents – fully 93% – reported that they owned the land on which the park was operated in 2009; only 7% did not own the land. This pattern was seen in parks of all sizes although less so in parks with over 500 sites, who reported land ownership at a lower rate of only 73%. The basis for this question is only the Operations Survey, with the following sample sizes.

Sample Sizes for Section I forward from here:

Parks by size	Number of Responses
0 - 100 Sites	174
101 - 249 Sites	148
250 - 499 Sites	43
500+ Sites	13
All Responses	378

Figure 7: Do Operators Own the Land

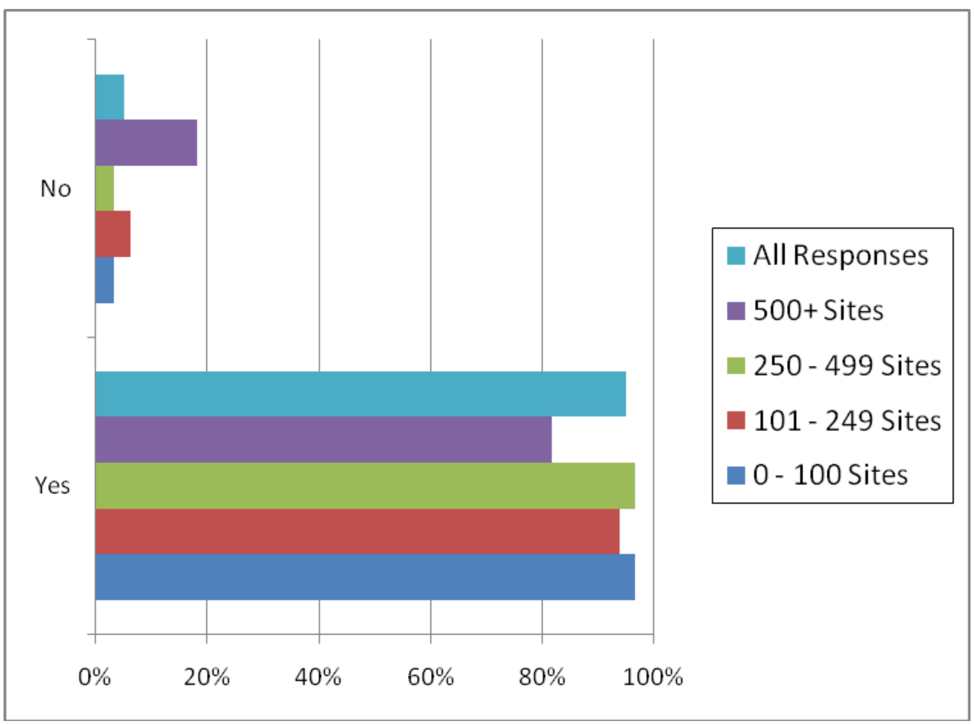


Table 7: Do Operators Own the Land

	0 - 100 Sites		101 - 249 Sites		250 - 499 Sites		500+ Sites		All Responses	
	#	%	#	%	#	%	#	%	#	%
Yes	145	96%	130	91%	60	96%	9	73%	344	93%
No	7	4%	12	9%	2	4%	3	27%	25	7%

I.6 Acreage

In terms of total campground/park acreage, the median size in *total acres* was 32, ranging from parks as small as 2 acres to those as large as 445 acres. The median reported for *developed acres* was 18, and the median of available *acres for expansion* was 10.

Table 8: Acreage

Acreage	0 - 100 Sites	101 - 249 Sites	250 - 499 Sites	500+ Sites	All Responses
Total Acres					
Median	20	39	100	85	32
Minimum	2	6	20	20	2
Maximum	295	400	445	150	445
Percentile 25	10	20	40	60	15
Percentile 75	45	70	150	125	70
Developed Acres					
Median	10	25	40	70	18
Minimum	2	0	10	15	0
Maximum	100	100	170	117	170
Percentile 25	6	15	26	40	10
Percentile 75	15	40	66	80	35
Acres for Expansion					
Median	9	10	44	12	10
Minimum	0	0	0	0	0
Maximum	275	137	295	100	295
Percentile 25	1	0	0	0	0
Percentile 75	22	25	70	15	30

I.7 Plans to Sell Campground

Among total respondents, seven percent had their properties listed for sale in 2009, while an additional six percent reported plans to sell in the future – numbers that are down dramatically from the 2008 study (when 12% reported property for sale and 20% had plans to sell). The remaining campground/park owners reported no plans to sell their campgrounds/parks. In addition, more than half (58%) did not plan to pass the park to a family member, while 37% did expect to pass it to a family member.

Table 9: Plans to Sell

	0 - 100 Sites		101 - 249 Sites		250 - 499 Sites		500+ Sites		All Responses	
	#	%	#	%	#	%	#	%	#	%
Currently for sale										
Number	19	56%	15	42%	0	0%	0	0%	34	7%
1 to 6 months (for sale)	13	59%	9	41%	0	0%	0	0%	22	4%
7 to 12 months (for sale)	6	50%	6	50%	0	0%	0	0%	12	2%
Total	19	56%	15	44%	0	0%	0	0%	34	7%
Median months for sale	11		3		0		0		5	
Note: % is based on the number of campgrounds/parks currently for sale										
Plan to sell in the future										
Number	18	60%	12	40%	0	0%	0	0%	30	6%
This year	0	0%	4	100%	0	0%	0	0%	4	1%
1 year	8	100%	0	0%	0	0%	0	0%	8	2%
2 years	8	67%	4	33%	0	0%	0	0%	12	2%
5 years	2	100%	0	0%	0	0%	0	0%	2	0%
12 years	0	0%	4	100%	0	0%	0	0%	4	1%
Median years until sale	2		2		0		0		2	
Note: % is based on the number of campgrounds/parks that plan to sell in the future										
No plan to sell										
Pass to a family member - yes	62	43%	90	47%	25	61%	7	45%	184	37%
Pass to a family member - no	140	57%	109	53%	32	39%	9	55%	290	58%
Total	202		199		57		16		474	
Note: % is based on the number of campgrounds/parks that responded to this question										

I.8 Day-to-Day Park Management

In terms of day-to-day park management, almost three-fourths of respondents (72%) were owners (up from 63% in 2008). This was much more prevalent among smaller parks and appeared to decrease in direct proportion as park size increased. About one-fourth (23%) employed a park manager, while 4% utilized a manager/absentee owner arrangement for day-to-day management.

Figure 8: Park Management

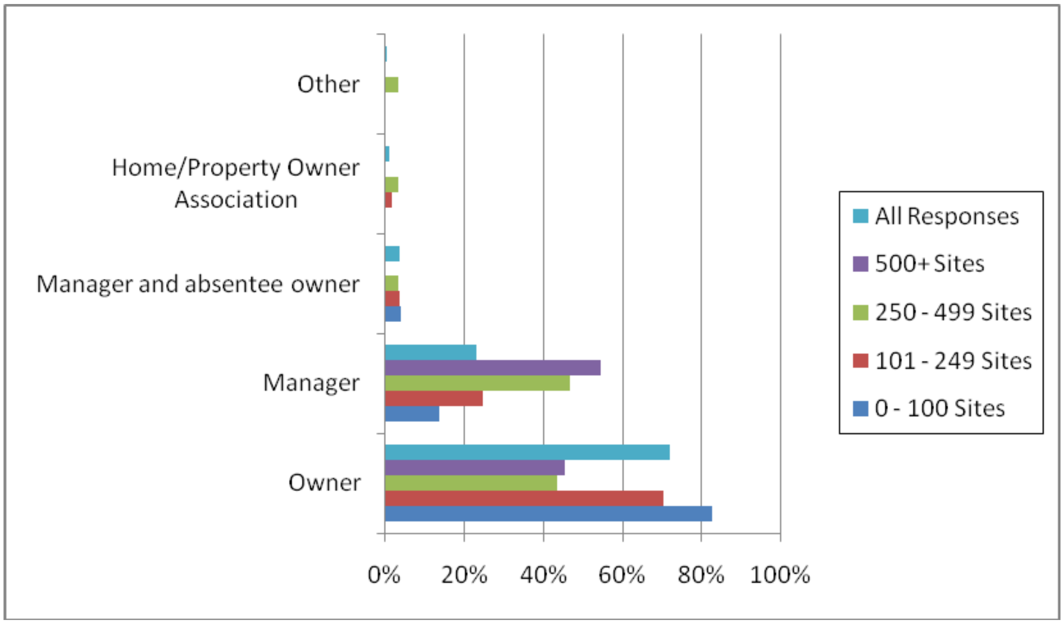


Table 10: Park Management

Day-to-Day Management	0 - 100 Sites #	0 - 100 Sites %	101 – 249 Sites #	101 – 249 Sites %	250 - 499 Sites #	250 - 499 Sites %	500+ Sites #	500+ Sites %	All Responses #	All Responses %
Owner	104	83	90	70	14	43	7	45	202	72
Manager	17	13	28	25	14	47	6	55	65	23
Manager and absentee owner	5	4	4	4	1	3	0	0	10	4
Home/Property Owner Association	0	0	2	2	1	3	0	0	3	1
Other	0	0	0	0	1	3	0	0	1	0

I.9 Type of Zoning

Among respondent parks, 43% reported "Permitted use" zoning in 2009. The next largest cohort (29%) responded that they were unsure of their zoning, and 15% reported they had conditional or special use zoning. Fourteen percent said they had some other type of zoning, while 5% reported zoning for a Non-conforming use.

Figure 9: Type of Zoning

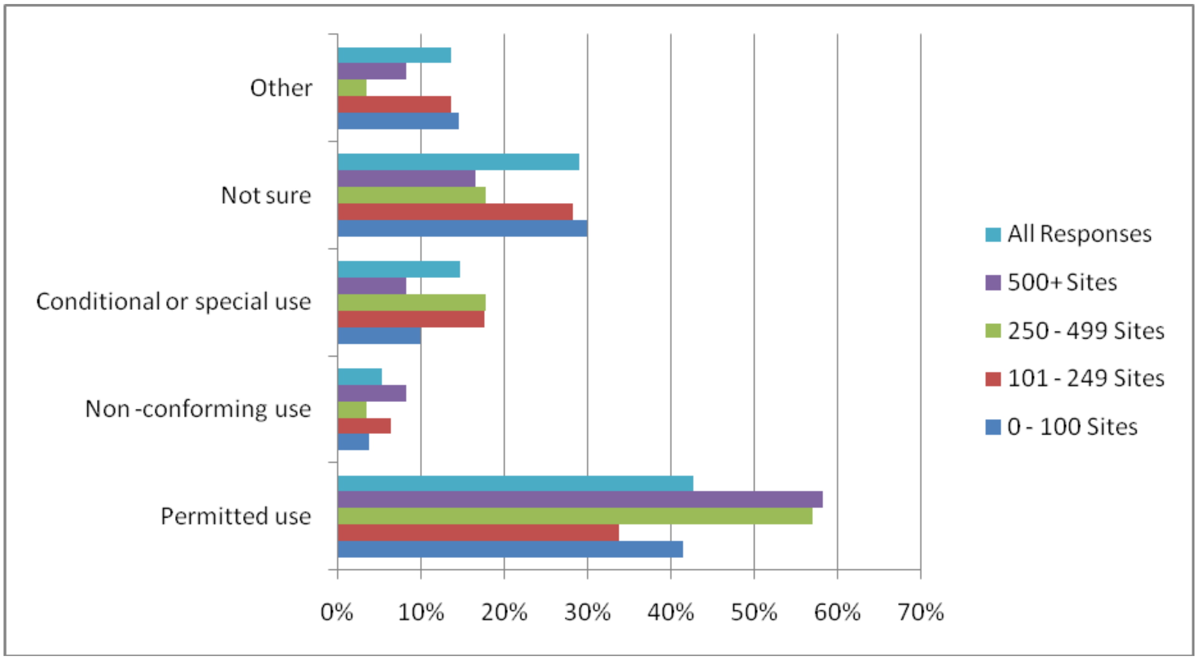


Table 11: Type of Zoning

Type of Zoning	0 - 100 Sites		101 - 249 Sites		250 - 499 Sites		500+ Sites		Total	
	#	%	#	%	#	%	#	%	#	%
Permitted use	54	42	42	34	16	57	7	58	119	43
Non -conforming use	5	4	8	6	1	4	1	8	15	5
Conditional or special use	13	10	22	18	5	18	1	8	41	15
Not sure	39	30	35	28	5	18	2	17	81	29
Other	19	15	17	14	1	4	1	8	38	14

I.10 Staff Housing

In terms of providing staff housing at the campgrounds/parks in 2009, only 19% did so, while fully 81% did not. For those that did provide housing, 73% was provided year-round while 27% was seasonal housing only. The median number of people for which this housing was provided was two.

Figure 10: Staff Housing

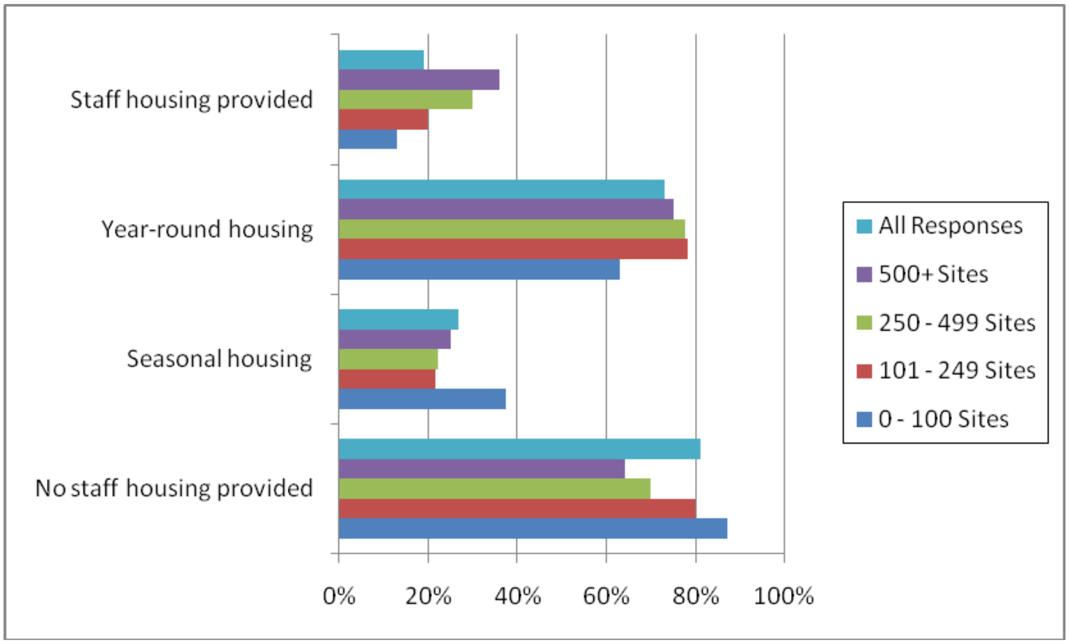


Table 12: Staff Housing

Staff Housing	0 - 100 Sites		101 - 249 Sites		250 - 499 Sites		500+ Sites		All Responses	
	#	%	#	%	#	%	#	%	#	%
No staff housing provided	110	87%	91	80%	21	70%	7	64%	229	81 %
Staff housing provided	16	13%	23	20%	9	30%	4	36%	52	19%
Seasonal housing	6	38%	5	22%	2	22%	1	25%	14	27%
Year-round housing	10	63%	18	78%	7	78%	3	75%	38	73%
For those parks that provide staff housing, number of staff for which housing is provided										
Median	2		2		1		1.5		2	
Low	1		0		1		1		0	
High	10		27		11		2		27	
25% point	1		2		1		1		1	
75% point	4		4		2		2		3	

Section II: Number and Types of Different Campsites

This section of the survey asked questions about the number and types of park campsites, for which there were 378 completed responses.

Parks by size	Number of Responses
0 - 100 Sites	174
101 - 249 Sites	148
250 - 499 Sites	43
500+ Sites	13
All Responses	378

II.1 Timeshares and/or Condominiums

Very few parks made any timeshare or condo sites available in 2009 – overall only four percent (4%) did so, as shown in Table 13.

Figure 11: Condo/timeshare Availability

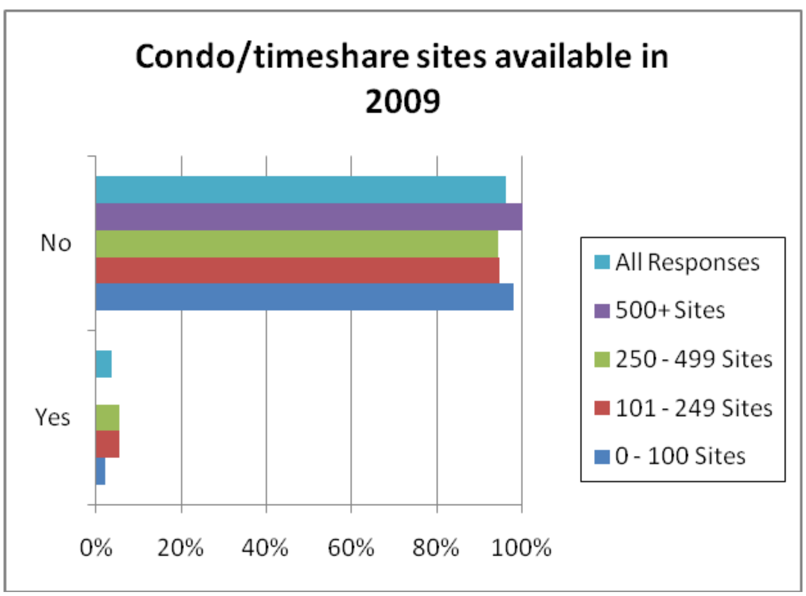


Table 13: Condo/Timeshare Sites and Development Plans

Type	0 - 100 Sites		101 - 249 Sites		250 - 499 Sites		500+ Sites		All Responses	
	#	%	#	%	#	%	#	%	#	%
Condominium and/or timeshare sites available in 2009?										
Yes	3	2%	7	5%	2	6%	0	0%	12	4%
No	145	98%	123	95%	34	94%	11	100%	313	96%
Plans to develop condominium and/or timeshare in the future?										
Yes	0	0%	1	1%	2	6%	0	0%	3	1%
No	142	100%	129	99%	34	94%	11	100%	316	99%

II.2 RV Site Annual Rentals

Question II.2 asked whether parks rented any RV sites on an annual basis. Over two-thirds (69%) of all respondents said that they did not rent on an annual basis, while 31% responded that they did. All park sizes followed this pattern, although parks in the 250-499 site range were more likely than others to rent sites annually (59/41 split, shown in Table 14).

Figure 12: Annual Rentals

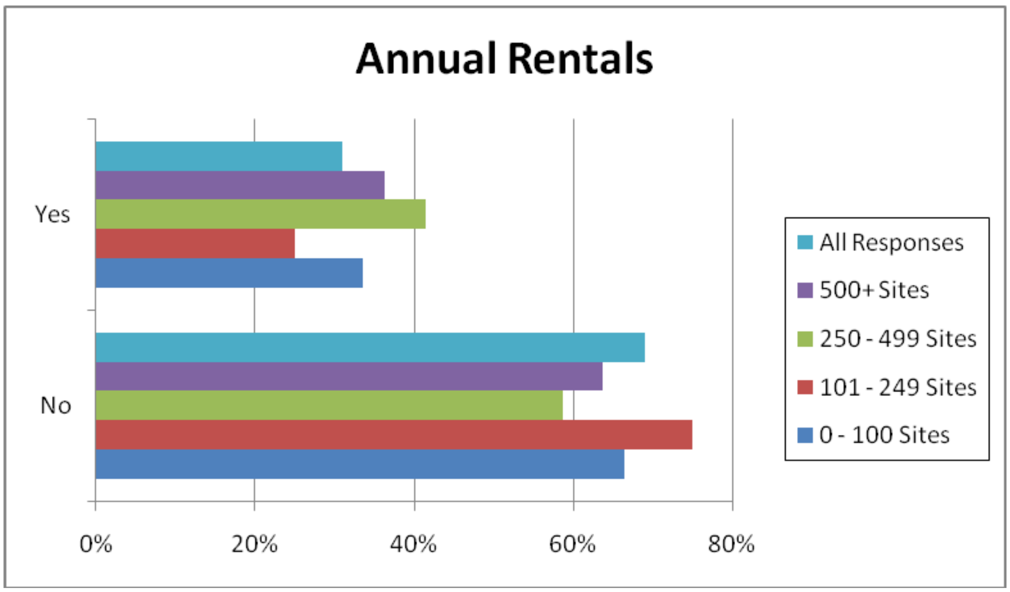


Table 14: Annual Rentals

Annual Rentals	0 - 100 Sites		101 - 249 Sites		250 - 499 Sites		500+ Sites		All Responses	
	#	%	#	%	#	%	#	%	#	%
No	83	66%	84	75%	17	59%	7	64%	191	69%
Yes	42	34%	28	25%	12	41%	4	36%	86	31%

If parks did provide annual rental sites, they were asked to further characterize those sites. The sites most commonly offered were those with: water, electricity, sewer (offered by 38 parks); those with water, electricity, sewer, telephone and TV/cable (24 parks); and those with water, electricity, sewer and cable TV (22 parks). See the full list in Table 15.

Table 15: Park Utilities

Type of Annual Rentals	0 - 100 Sites	101 - 249 Sites	250 - 499 Sites	500+ Sites	All Responses
Primitive (No hook -ups)					
# answering yes	4	9	1	-	14
Average # of sites	6	20			15
Median # of sites	6	17			10
Water Only					
# answering yes	-	2	-	-	2
Average # of sites		18			18
Median # of sites		18			18
Electricity only					
# answering yes	3	2	-	-	5
Average # of sites	3	13			7
Median # of sites	2	13			4
Water and electricity					
# answering yes	5	12	1	-	18
Average # of sites	19	89	135		70
Median # of sites	16	95	135		36
Water, electricity, sewer					
# answering yes	23	12	3	-	38
Average # of sites	19	28	127		30
Median # of sites	12	19	180		15
Water, electricity, sewer and telephone					
# answering yes	1	2	3	-	6
Average # of sites	88	20	69		64
Median # of sites	88	20	36		44
Water, electricity, sewer and TV-cable					
# answering yes	8	9	4	1	22
Average # of sites	12	41	45	191	39
Median # of sites	15	20	12	191	15
Water, electricity, sewer, telephone and TV-cable					
# answering yes	7	10	3	4	24
Average # of sites	43	78	299	505	178
Median # of sites	14	70	252	464	98

II.3 Park Trailers Annual Rental

Question II.3 asked if the park rented park trailers on an annual basis. This practice was very uncommon, as 89% reported they did not rent park trailer sites annually, while only 11% did. None of the largest parks (500+) rented park trailer sites.

Figure 13: Annual Park Trailer Rentals

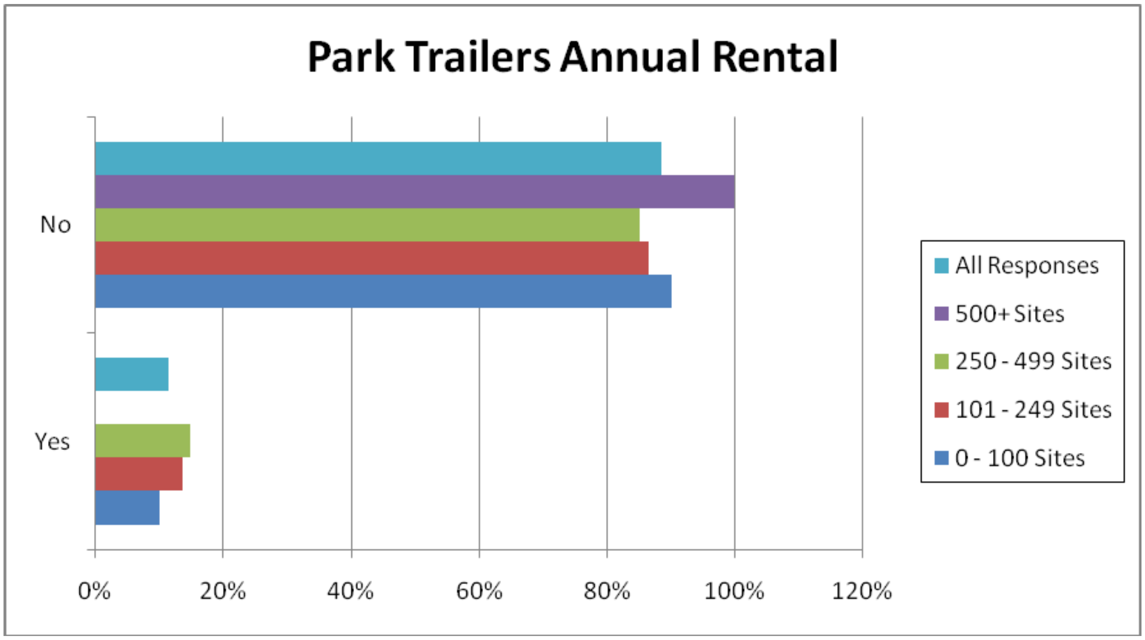


Table 16: Annual Park Trailer Rentals

Annual Park Trailer Rentals	0 - 100 Sites		101 - 249 Sites		250 - 499 Sites		500+ Sites		All Responses	
	#	%	#	%	#	%	#	%	#	%
Yes	12	9.9%	15	13.5%	4	14.8%	0	.0%	31	11.5%
No	109	90.1%	96	86.5%	23	85.2%	11	100.0%	239	88.5%

II.4 Seasonal RV Site Rentals

When asked about *seasonal* RV site rentals, 75% reported they had seasonal rentals vs. 25% who did not.

Figure 14: Seasonal RV Site Rentals

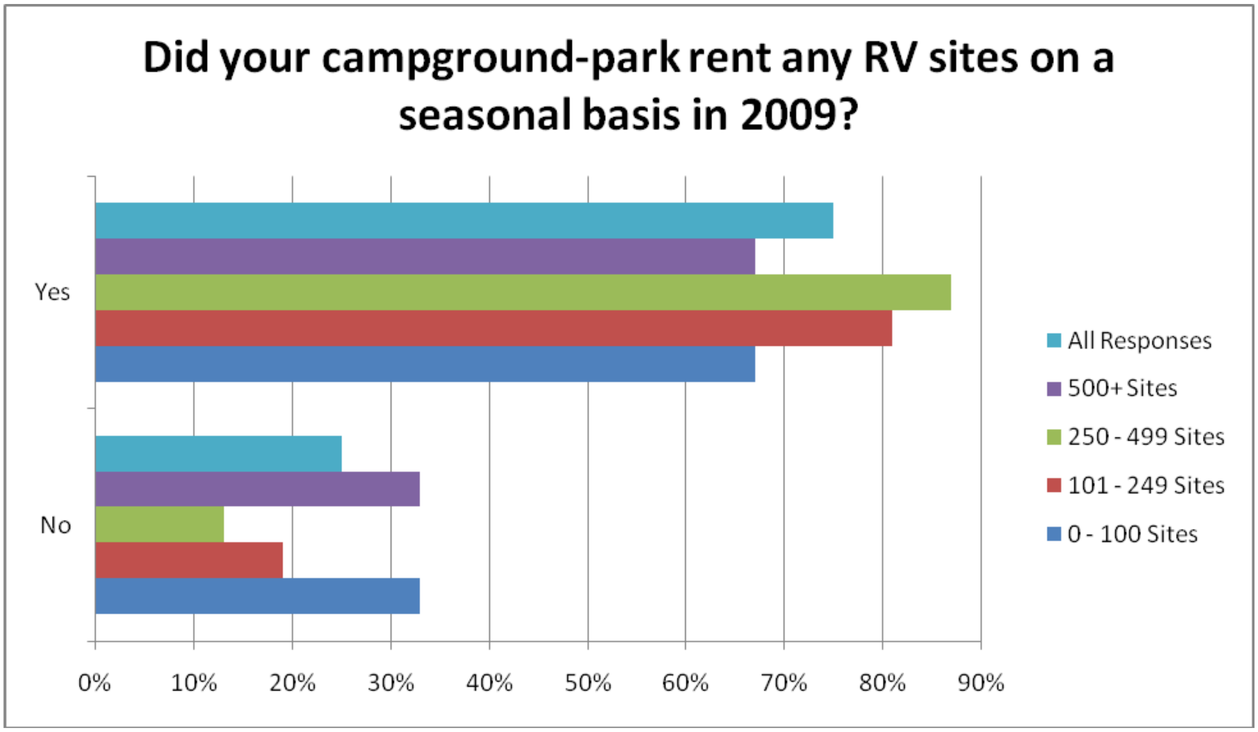


Table 16a. Seasonal rental

Did your campground-park rent any RV sites on a seasonal basis	0 - 100 Sites		101 - 249 Sites		250 - 499 Sites		500+ Sites		All responses	
	#	%	#	%	#	%	#	%	#	%
No	45	33%	28	19%	5	13%	4	33%	82	25%
Yes	91	67%	120	81%	33	87%	8	67%	252	75%
Summer	91		120		33		8		252	
Winter	30		34		12		6		82	

Table 17 on the next page shows the frequency with which select utilities are available among seasonal RV site rentals. Overall, the most common combination was water, electricity, and sewer with 104 responses, followed by sites with water and sewer (75 responses) – both offered in Summer season.

Table 17: Types of Seasonal Rentals Available [In table, S = Summer and W = Winter]

Type of seasonal rental	0 - 100 Sites		101 - 249 Sites		250 - 499 Sites		500+ Sites		All Responses	
	S	W	S	W	S	W	S	W	S	W
Primitive-Tent (No hook -ups)										
# answering yes	10		14		3		1		28	
Average # of sites	6	0	16	36	4	0	0	0	10	14
Median # of sites	7	0	5	20	1	0	0	0	4	0
Water Only										
# answering yes	1		2		0		0		3	
Average # of sites	0	0	10	20	0	0	0	0	4	7
Median # of sites	0	0	10	20	0	0	0	0	0	0
Electricity only										
# answering yes	2		4		0		0		6	
Average # of sites	0	0	7	13	0	0	0	0	4	6
Median # of sites	0	0	1	13	0	0	0	0	0	3
Water and electricity										
# answering yes	28		37		8		2		75	
Average # of sites	9	3	53	15	96	0	40	0	42	9
Median # of sites	5	1	40	0	140	0	40	0	30	1
Water, electricity, sewer										
# answering yes	45		45		12		2		104	
Average # of sites	18	11	20	24	31	38	234	0	16	17
Median # of sites	11	10	20	0	31	38	300	0	20	4
Water, electricity, sewer and telephone										
# answering yes	1		1		3		0		5	
Average # of sites	8	0	50	30	0	195	0		60	92
Median # of sites	6	0	30	30	0	233	0		20	40
Water, electricity, sewer and TV-cable										
# answering yes	18		18		8		1		45	
Average # of sites	186	22	72	77	143	85	171	191	135	58
Median # of sites	15	15	30	40	72	9	171	191	28	24
Water, electricity, sewer, telephone and TV-cable										
# answering yes	7		13		3		5		28	
Average # of sites	8	12	50	64		85	234	337	60	103
Median # of sites	6	6	30	30		28	300	289	20	30
Premium or super site										
# answering yes	8		4		4		2		18	
Average # of sites	6	5	14	13	27	123		2	15	36
Median # of sites	6	0	15	13	29	123		2	12	10

II.5 Seasonal Park Trailer Rentals

As Figure 15 shows, the vast majority (81%) of parks did not offer seasonal park trailer rentals, while only 19% did.   Among those that did, the median number of sites available was only five.

Figure 15: Seasonal Park Trailer Rentals

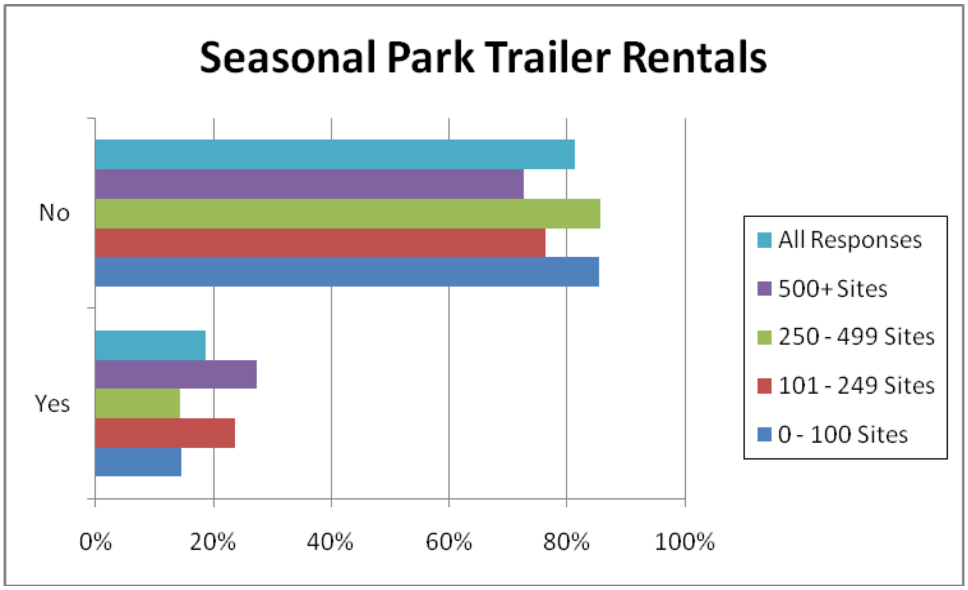


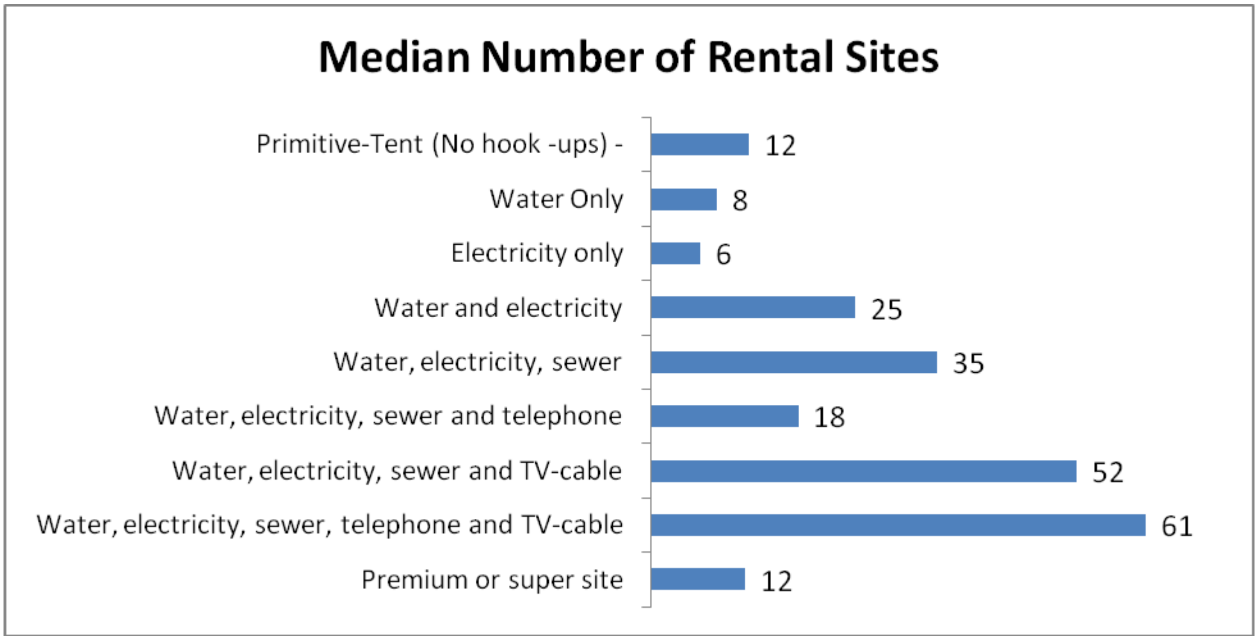
Table 18: Seasonal Park Trailer Rentals

	0 - 100 Sites		101 - 249 Sites		250 - 499 Sites		500+ Sites		All Responses	
	#	%	#	%	#	%	#	%	#	
No	105	85%	84	76%	24	86%	8	73%	221	81.3%
Yes	18	15%	26	24%	4	14%	3	27%	51	18.8%
Rented park trailer sites seasonally										
# answering yes	18		26		4		3		51	
Average # of sites	24		27		46		2		27	
Median # of sites	13		5		27		2		5	
25% point	5		4		4		2		4	
75% point	45		20		88		2		40	

II.5a Median Number of Rental Sites

Figure 16 shows the median number of rental sites for each of the different types of rentals. In the lead (median of 61) are sites with the full complement of amenities (Water, electricity, sewer, telephone and TV-cable). At the other extreme are sites with Electricity only (6) or Water only (8).

Figure 16: Median Number of Rental Sites



II.6 Total Site Rentals

Table 19 illustrates the most common types of site rentals available at the parks, led by Water and electricity (148 answering yes), followed by Primitive-Tents (131) and Water, electricity, sewer (130).

Table 19: Total Site Rentals

Type of rental	0 - 100 Sites	101 - 249 Sites	250 - 499 Sites	500+ Sites	All Responses
Primitive-Tent (No hook -ups) -					
# answering yes	69	47	13	2	131
Average # of sites	12	23	23	54	18
Median # of sites	10	20	20	54	12
Water Only					
# answering yes	9	8	5	0	22
Average # of sites	7	13	32	.	14
Median # of sites	6	14	48	.	8
Electricity only					
# answering yes	18	14	2	0	34
Average # of sites	6	10	0	.	8
Median # of sites	5	10	0	.	6
Water and electricity					
# answering yes	62	69	13	4	148
Average # of sites	20	53	70	130	43
Median # of sites	16	45	80	56	25
Water, electricity, sewer					
# answering yes	60	53	14	3	130
Average # of sites	31	67	110	153	57
Median # of sites	28	50	85	153	35
Water, electricity, sewer and telephone					
# answering yes	3	5	3	0	11
Average # of sites	37	20	304	.	95
Median # of sites	8	15	356	.	18
Water, electricity, sewer and TV-cable					
# answering yes	31	29	13	3	76
Average # of sites	44	83	120	175	78
Median # of sites	41	71	63	170.5	52
Water, electricity, sewer, telephone and TV-cable					
# answering yes	9	16	7	6	38
Average # of sites	36	84	72	409	119
Median # of sites	18	89	26	376	60.5
Premium or super site					
# answering yes	14	19	6	1	40
Average # of sites	12	15	80	60	26
Median # of sites	6	11	25	60	11.5

II.7 Operating Season and Occupancy

On average, campgrounds/parks were open 173 nights in 2009. Individual parks had an average of 132 sites available, and the spread ranged from an average of 54 sites open in the smallest parks to an average of 462 sites open in the largest parks. Available camper nights in 2009 totaled 33,478, while camper nights sold totaled 21,488, producing an average 2009 occupancy rate of 52%. Average occupancy rates varied according to park size, with a 50% occupancy rate for parks with 0-100 sites, 50% for parks of 100-250 sites, 62% for parks of 250-499 sites, and 41% occupancy for parks of 500+ sites. The overall 2009 occupancy rate (52%) is down considerably from the 2008 occupancy rate of 62%.

Figure 17: Occupancy and Number of Nights Open

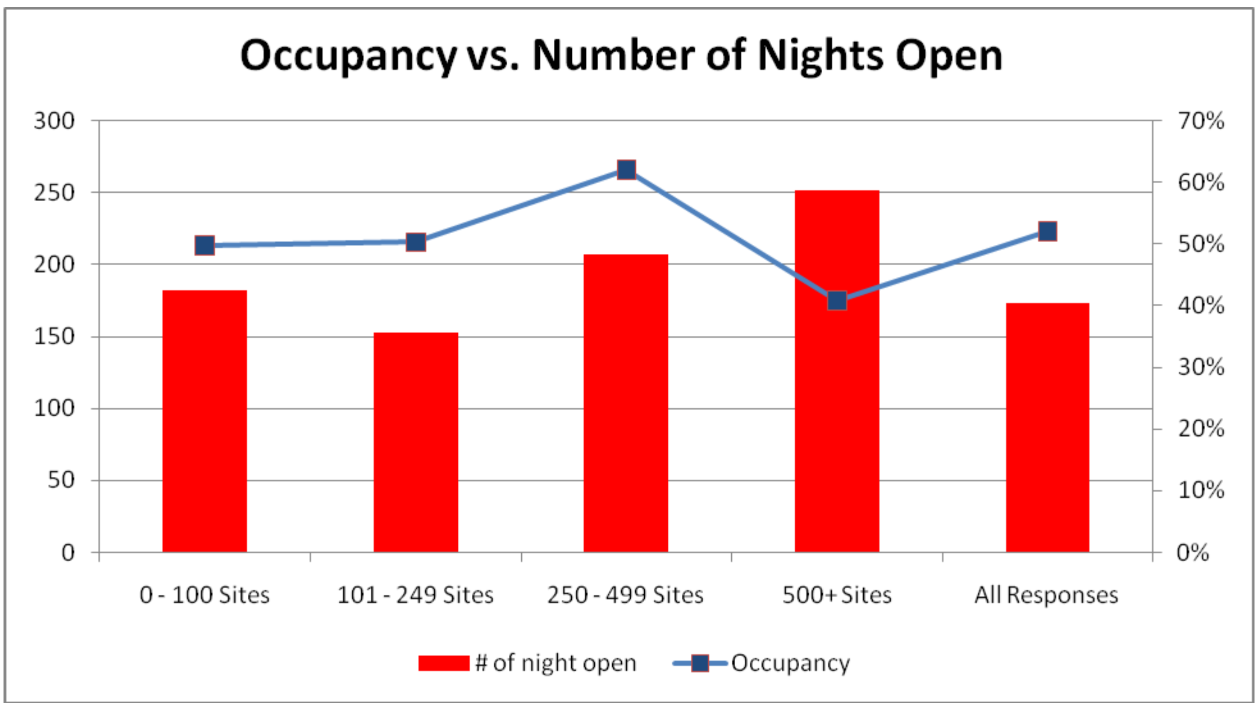


Table 20: Occupancy and Number of Nights Open

	0 - 100 Sites	101 - 249 Sites	250 - 499 Sites	500+ Sites	All Responses
# of nights open/year	182	153	207	252	173
Sites	54	143	314	462	132
Available camper nights	18,621	31,040	91,510	170,074	33,478
Camper nights sold	9,268	15,613	56,736	69,418	21,488
Occupancy*	50%	50%	62%	41%	52%

II.8 Minimum and Maximum RV Length

Among all respondents, only four percent of campgrounds/parks reported having a minimum RV length requirement, while 50% of parks reported a maximum RV length requirement. Average minimum RV length accommodated by respondent parks was 34 feet and maximum RV length was 47 feet.

Figure 18: Minimum and Maximum RV Lengths

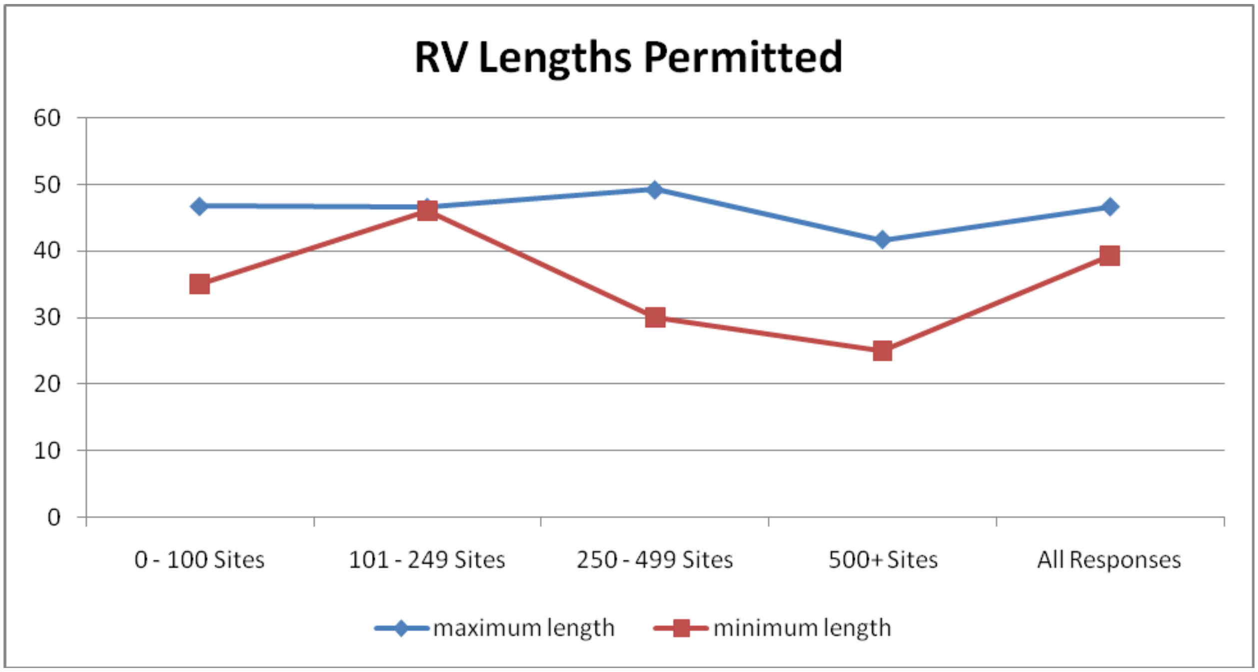


Table 21: Minimum and Maximum RV Lengths

	0 - 100 Sites		101 - 249 Sites		250 - 499 Sites		500+ Sites		All Responses	
RV Length	#	%	#	%	#	%	#	%	#	%
Minimum length required	2	2%	6	6%	3	13%	0	0%	11	4%
Average minimum length	35		36		30		35		34	
Maximum length required	54	50%	51	49%	13	54%	6	67%	124	50%
Average maximum length	47		47		49		42		47	

II.9 Electrical Service Offerings

Figure 19 shows the electrical service available in the campgrounds/parks. The most common were 30 amp facilities, available in 73% of parks, and 20-30-50 amp combos, available in 60% of parks. Rarest were the 100 amp (4%) and 15 amp (10%) services.

Figure 19: Electrical Service Offerings

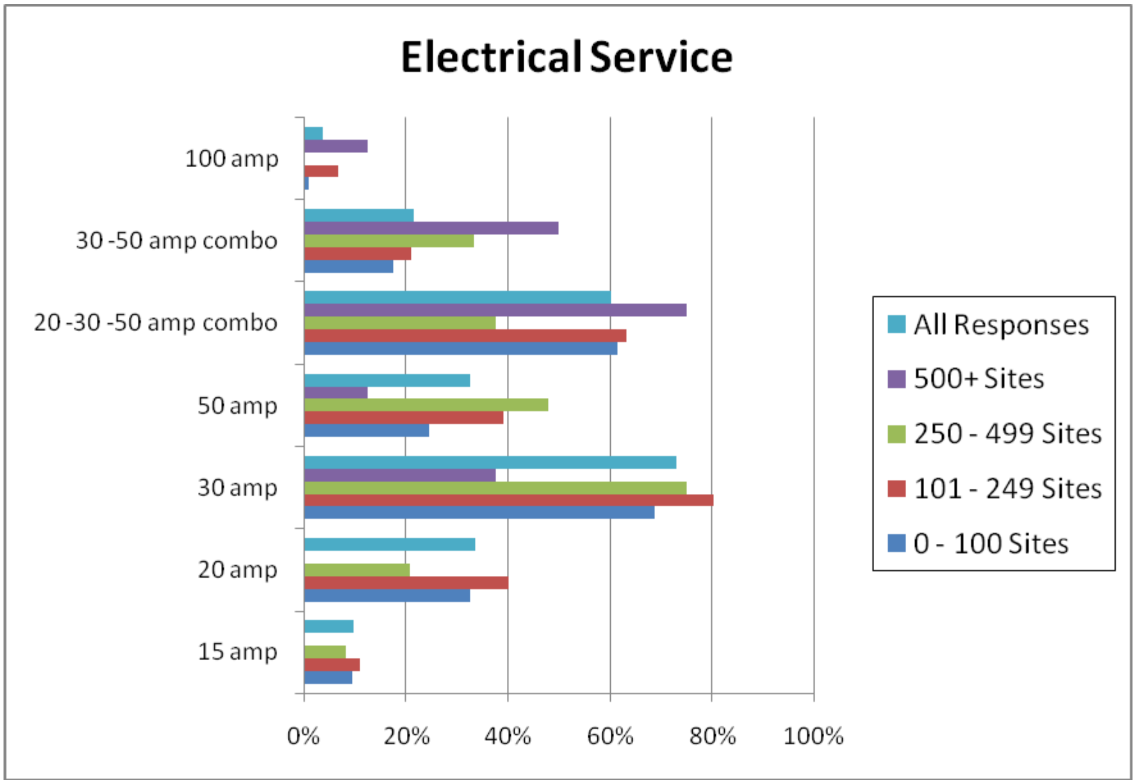


Table 22: Electrical Service Offerings

	0 - 100 Sites		101 - 249 Sites		250 - 499 Sites		500+ Sites		All Responses	
	#	%	#	%	#	%	#	%	#	%
15 amp	10	10%	11	11%	2	8%	0	0%	23	10%
20 amp	34	33%	39	40%	5	21%	0	0%	78	34%
30 amp	70	69%	77	80%	18	75%	3	38%	168	73%
50 amp	22	24%	34	39%	11	48%	1	13%	68	33%
20 -30 -50 amp combo	67	61%	65	63%	9	38%	6	75%	147	60%
30 -50 amp combo	19	17%	21	21%	8	33%	4	50%	52	22%
100 amp	1	1%	7	7%	0	0%	1	13%	9	4%

Section III: Fees and Charges

Parks by size	Number of Responses
0 - 100 Sites	174
101 - 249 Sites	148
250 - 499 Sites	43
500+ Sites	13
All Responses	378

This section of the survey addressed a number of issues related to RV park and campground fees and charges for a variety of services. Results were compiled from 378 respondents.

III.1 Maximum Persons or Vehicles

In 2009, the vast majority of parks (86%) imposed limits on the maximum number of persons per party before extra fees were charged, while 14% did not have such limits. Similarly, 85% of parks imposed limits on the maximum number of adults per party, 46% of parks imposed limits on the maximum number of children per party, and 75% imposed limits on the maximum number of vehicles per party before extra fees were charged. Overall average party size was 3.6 persons.

Figure 20: Parks that Imposed Limits on Party Size

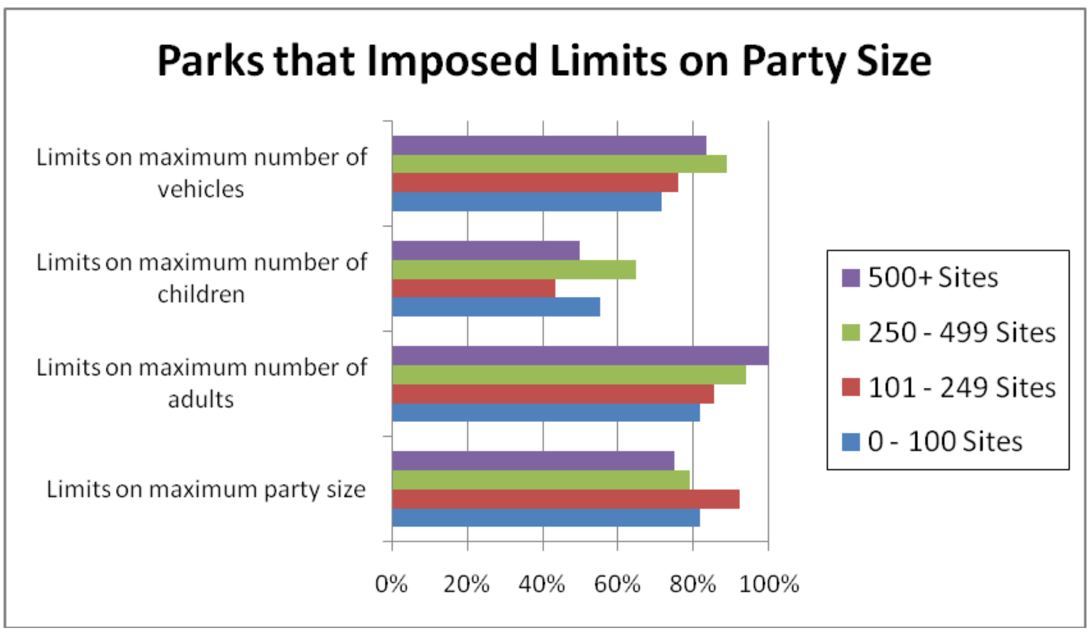


Table 23: Parks that Imposed Limits on Party Size

	0 - 100 Sites		101 - 249 Sites		250 - 499 Sites		500+ Sites		All Responses	
	#	%	#	%	#	%	#	%	#	%
Limits on maximum party size										
No	20	18%	8	8%	5	21%	2	25%	35	14
Yes	90	82%	95	92%	19	79%	6	75%	210	86
Limits on maximum number of adults										
No	16	18%	13	14%	1	6%	0	0%	30	15
Yes	71	82%	77	86%	16	94%	6	100%	170	85
Limits on maximum number of children										
No	48	55%	51	57%	6	35%	3	50%	108	54
Yes	39	45%	39	43%	11	65%	3	50%	92	46
Limits on maximum number of vehicles										
No	25	28%	22	24%	2	11%	1	17%	50	25
Yes	63	72%	70	76%	16	89%	5	83%	154	75

Table 24: Party Size Limits

Type	0 - 100 Sites	101 - 249 Sites	250 - 499 Sites	500+ Sites	All Responses
Maximum Number of adults					
Average	4	3	3	3	3
High	8	8	8	6	8
Low	2	0	2	2	0
$/extra adult (average)	$4.30	$5.75	$5.35	$4.67	$5.03
Maximum number of children?					
Average	4	5	2	5	4
High	7	7	4	6	54
Low	0	0	0	4	0
$/extra child (average)	$3.69	$4.25	$3.91	$3.75	$3.97
Maximum number of vehicles?					
Average	2	2	2	2	2
High	3	5	2	2	5
Low	1	0	1	1	0
$/extra vehicle (average)	$4.89	$5.71	$6.83	$4.00	$5.32
Average party size					
Average party size	3.4	3.9	3.2	3	3.6

III.2 Types of Sites

This question asked respondents about the number and types of sites they had in their respective RV-Parks or Campgrounds. The variety of sites offered varied by campground size. Overall, 24 percent of all parks offered primitive camping, while 23 percent offered water and electricity.

Table 25: Types and number of sites

Types and number of sites	0 - 100 Sites		101 - 249 Sites		250 - 499 Sites		500+ Sites		All Responses	
	#	%	#	%	#	%	#	%	#	%
Primitive-Tent (No hook-ups)	62	27	44	21	8	26	2	18	116	24
Water Only	7	3	6	3	1	3	0	0	14	3
Electricity only	18	8	8	4	0	0	0	0	26	5
Water and electricity	48	21	54	25	6	19	2	18	110	23
Water, electricity, sewer	48	21	44	21	5	16	2	18	99	20
Water, electricity, sewer & telephone	3	1	5	2	3	10	0	0	11	2
Water, electricity, sewer and TV-cable	24	10	20	9	6	19	1	9	51	10
Water, electricity, sewer, telephone and TV-cable	6	3	13	6	1	3	3	27	23	5
Premium or super site	17	7	19	9	4	3	1	9	38	8

III.3 Facility Fees – Two Adults

This question garnered data on median charges (base fees) for 2 adults at different size parks. Table 26 reports All Responses; for example, Median facility fees for 2 adults, Nightly/peak season ranged from $22/night for primitive sites to $42/site for premium or super sites. Below, see the entire list of fees per park type for two adults. Tables 27 through 30 report the same data for different size parks. Finally, Table 31 shows that for 70% of parks, the fee for 2 adults and 2 children is the same as for 2 adults.

Table 26: Median Facility Fees for 2 Adults – All Responses

Median Facility Fees for 2 adults: All Responses								
	Annual	Seasonal	Monthly Peak Season	Monthly Off Peak Season	Weekly Peak	Weekly Off Peak	Nightly Peak Season	Nightly Off Peak Season
Primitive-Tent (No hook -ups)	$4,671	$1,000	$460	$480	$132	$137	$22	$23
Water Only	$15,000	$10,000	$750	$750	$379	$139	$26	$24
Electricity only	$15,000	$1,900	$338	$330	$126	$126	$25	$24
Water and electricity	$5,190	$1,475	$500	$460	$174	$171	$30	$28
Water, electricity, sewer	$2,098	$1,750	$480	$425	$192	$180	$35	$32
Water, electricity, sewer and telephone	$2,650	$2,650	$408	$455	$196	$175	$37	$28
Water, electricity, sewer and TV-cable	$4,200	$1,700	$467	$450	$195	$193	$40	$36
Water, electricity, sewer, telephone and TV-cable	$3,625	$2,960	$625	$576	$250	$240	$42	$42
Premium or super site	$3,900	$2,500	$730	$600	$240	$240	$42	$37

Table 27: Median Facility Fees for 2 Adults – 0-100 Sites

Median Facility Fees for 2 adults: 01-100 sites								
01-100 sites	Annual	Seasonal	Monthly Peak Season	Monthly Off Peak Season	Weekly Peak	Weekly Off Peak	Nightly Peak Season	Nightly Off Peak Season
Primitive-Tent (No hook -ups)	$4,050	$2,336	$365	$330	$114	$120	$20	$21
Water Only	N/A	N/A	N/A	N/A	$525	N/A	$28	$25
Electricity only	N/A	N/A	$330	$330	$126	$125	$22	$22
Water and electricity	$5,190	$1,538	$475	$400	$150	$150	$28	$27
Water, electricity, sewer	$1,925	$1,700	$475	$385	$175	$150	$30	$29
Water, electricity, sewer and telephone	$1,500	.	$403	$403	$148	$148	$27	$27
Water, electricity, sewer and TV-cable	$2,100	$1,050	$380	$380	$186	$186	$33	$31
Water, electricity, sewer, telephone and TV-cable	N/A	$4,500	$335	$360	$178	$178	$36	$30
Premium or super site	$3,000	$3,000	$600	$540	$215	$190	$30	$30

Table 28: Median Facility Fees for 2 Adults – 101-249 Sites

Median Facility Fees for 2 adults: 101-249 sites								
101-249 sites	Annual	Seasonal	Monthly Peak Season	Monthly Off Peak Season	Weekly Peak	Weekly Off Peak	Nightly Peak Season	Nightly Off Peak Season
Primitive-Tent (No hook -ups)	$2,223	$1,200	$500	$500	$145	$150	$25	$24
Water Only	N/A	$10,000	$775	$775	$154	$139	$26	$21
Electricity only	N/A	$11,020	$525	$485	$170	$180	$30	$25
Water and electricity	$3,932	$1,425	$550	$475	$180	$180	$34	$28
Water, electricity, sewer	$2,373	$1,813	$470	$460	$204	$200	$36	$34
Water, electricity, sewer and telephone	$2,650	$2,650	$553	$360	$184	$178	$37	$26
Water, electricity, sewer and TV-cable	$5,450	$1,700	$540	$459	$213	$210	$42	$33
Water, electricity, sewer, telephone and TV-cable	$9,100	$2,600	$733	$577	$275	$250	$50	$42
Premium or super site	$4,800	$2,178	$730	$580	$247	$240	$42	$40

Table 29: Median Facility Fees for 2 Adults – 250 – 499 Sites

Median Facility Fees for 2 adults: 250-499 sites								
250-499 sites	Annual	Seasonal	Monthly Peak Season	Monthly Off Peak Season	Weekly Peak	Weekly Off Peak	Nightly Peak Season	Nightly Off Peak Season
Primitive-Tent (No hook -ups)	$3,979	N/A	$936	$936	$194	$167	$31	$25
Water Only	N/A	N/A	N/A	N/A	N/A	N/A	$25	$25
Electricity only	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Water and electricity	$4,844	$2,115	$741	$441	$214	$185	$38	$35
Water, electricity, sewer	$2,386	$1,750	$568	$568	$231	$229	$40	$38
Water, electricity, sewer and telephone	N/A	N/A	$929	$609	$240	$325	$51	$40
Water, electricity, sewer and TV-cable	$4,740	$3,155	$1,375	$650	$275	$263	$49	$42
Water, electricity, sewer, telephone and TV-cable	$3,625	$3,420	$565	$400	$240	$192	$40	$47
Premium or super site	N/A	$2,500	$1,002	$672	$350	$280	$55	$43

Table 30: Median Facility Fees for 2 Adults – 500+ Sites

Median Facility Fees for 2 adults: 500+ sites								
500+ Sites	Annual	Seasonal	Monthly Peak Season	Monthly Off Peak Season	Weekly Peak	Weekly Off Peak	Nightly Peak Season	Nightly Off Peak Season
Primitive-Tent (No hook -ups)	N/A	N/A	N/A	N/A	$222	$138	$32	$25
Water Only	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Electricity only	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Water and electricity	N/A	N/A	$1,050	$900	$255	$178	$40	$31
Water, electricity, sewer	N/A	N/A	$1,400	$750	$289	$187	$49	$35
Water, electricity, sewer and telephone	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Water, electricity, sewer and TV-cable	$8,304	N/A	N/A	N/A	N/A	N/A	$58	N/A
Water, electricity, sewer, telephone and TV-cable	$15,600	$2,200	$902	$810	$273	$252	$46	$46
Premium or super site	N/A	N/A	N/A	$650	N/A	N/A	$74	$37

Table 31: Facility fees for 2 adults and 2 children the same as the fees for 2 adults?

Facility fees for 2 adults and 2 children the same as the fees for 2 adults?										
	0 - 100 Sites		101 - 249 Sites		250 - 499 Sites		500+ Sites		All Responses	
	#	%	#	%	#	%	#	%	#	%
Yes	94	72	72	70	23	64	8	73	197	70
No	36	28	31	30	13	36	3	27	83	30

III.4 Site Discounts

Fully 81% of survey respondents offered some type of park discount to their guests in 2009, while only 19% did not offer discounts. The most common types of discounts were Good Sam Club (19%), Organized Group (14%) (e.g., Boy Scouts), Military (14%), and AAA (13%). See Table 33 on types of discounts offered.

Figure 21: Site Discount Offered

Table 32: Site Discount Offered

Discounted Sites Offered	0 - 100 Sites		101 - 249 Sites		250 - 499 Sites		500+ Sites		All Responses	
	#	%	#	%	#	%	#	%	#	
No	37	21%	30	21%	5	9%	2	13%	74	19%
Yes	141	79%	114	79%	49	91%	14	88%	318	81%
Total	179		144		54		16		392	

Figure 22: Types of Discounts Offered

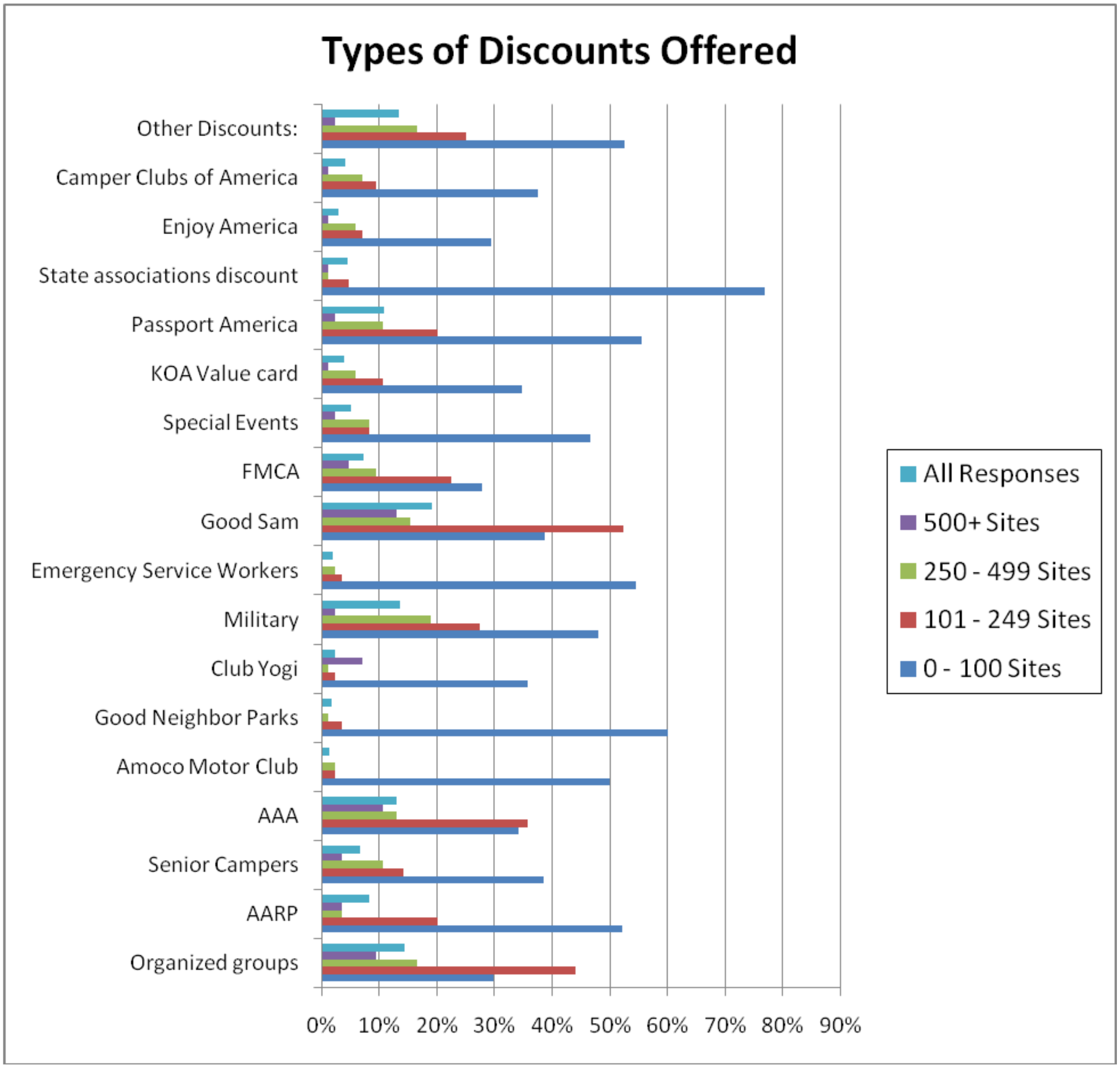


Table 33: Types of Discounts Offered

	0 - 100 Sites		101 - 249 Sites		250 - 499 Sites		500+ Sites		All Responses	
	#	%	#	%	#	%	#	%	#	%
Organized groups	25	30%	37	44%	14	17%	8	10%	84	14%
AARP	25	52%	17	20%	3	4%	3	4%	48	8%
Senior Campers	15	38%	12	14%	9	11%	3	4%	39	7%
AAA	26	34%	30	36%	11	13%	9	11%	76	13%
Amoco Motor Club	4	50%	2	2%	2	2%	0	0%	8	1%
Good Neighbor Parks	6	60%	3	4%	1	1%	0	0%	10	2%
Club Yogi	5	36%	2	2%	1	1%	6	7%	14	2%
Military	38	48%	23	27%	16	19%	2	2%	79	14%
Emergency Service Workers	6	55%	3	4%	2	2%	0	0%	11	2%
Good Sam	43	39%	44	52%	13	15%	11	13%	111	19%
FMCA	12	28%	19	23%	8	10%	4	5%	43	7%
Special Events	14	47%	7	8%	7	8%	2	2%	30	5%
KOA Value card	8	35%	9	11%	5	6%	1	1%	23	4%
Passport America	35	56%	17	20%	9	11%	2	2%	63	11%
State associations discount	20	77%	4	5%	1	1%	1	1%	26	4%
Enjoy America	5	29%	6	7%	5	6%	1	1%	17	3%
Camper Clubs of America	9	38%	8	10%	6	7%	1	1%	24	4%
Other Discounts:	41	53%	21	25%	14	17%	2	2%	78	13%

III.5 Premium Sites

Slightly more than half (52%) of all parks surveyed in 2009 offered some sort of premium sites, while 48 percent did not. The most common characteristics of the premium sites were: Location (19%), Larger Site Sizes (15%), and 50 amp electric (12%).

Figure 23: Premium Sites Offered

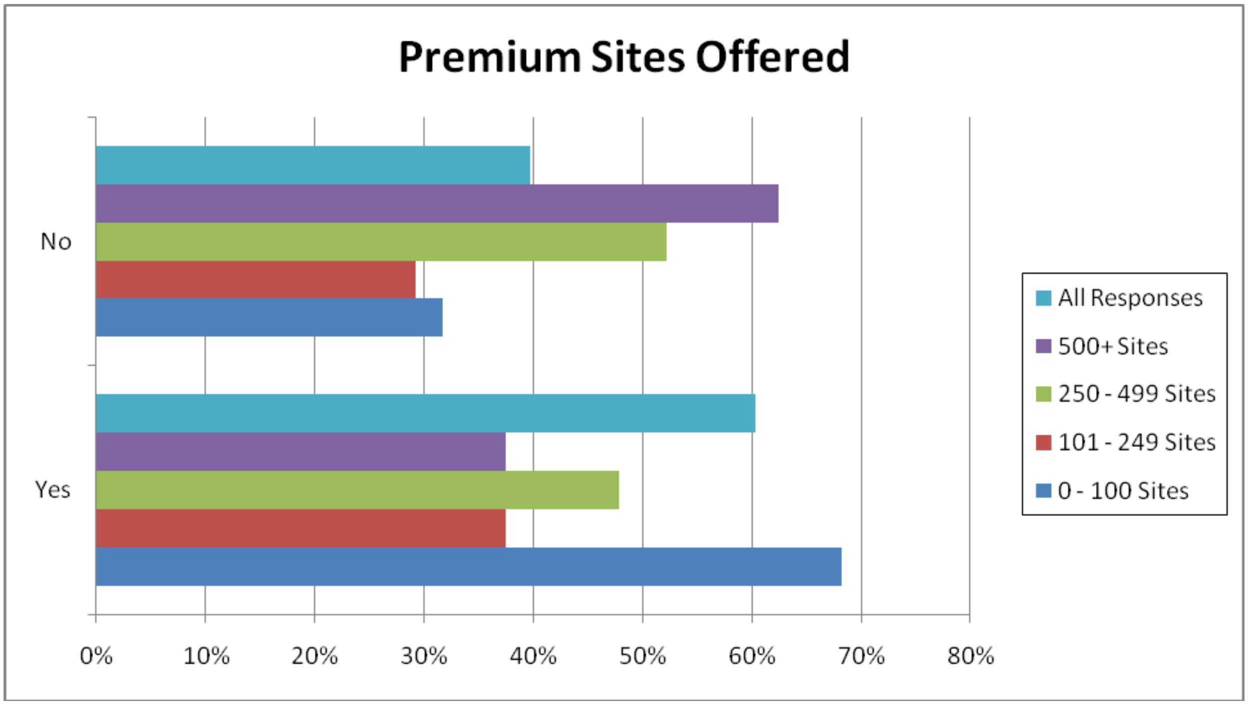


Table 34: Premium Sites Offered

Premium Sites Offered	0 - 100 Sites		101 - 249 Sites		250 - 499 Sites		500+ Sites		All Responses	
	#	%	#	%	#	%	#	%	#	%
Yes	122	68%	54	38%	26	48%	6	38%	208	52%
No	57	32%	42	29%	28	52%	10	63%	137	48%

Figure 24: Types of Premium Amenities

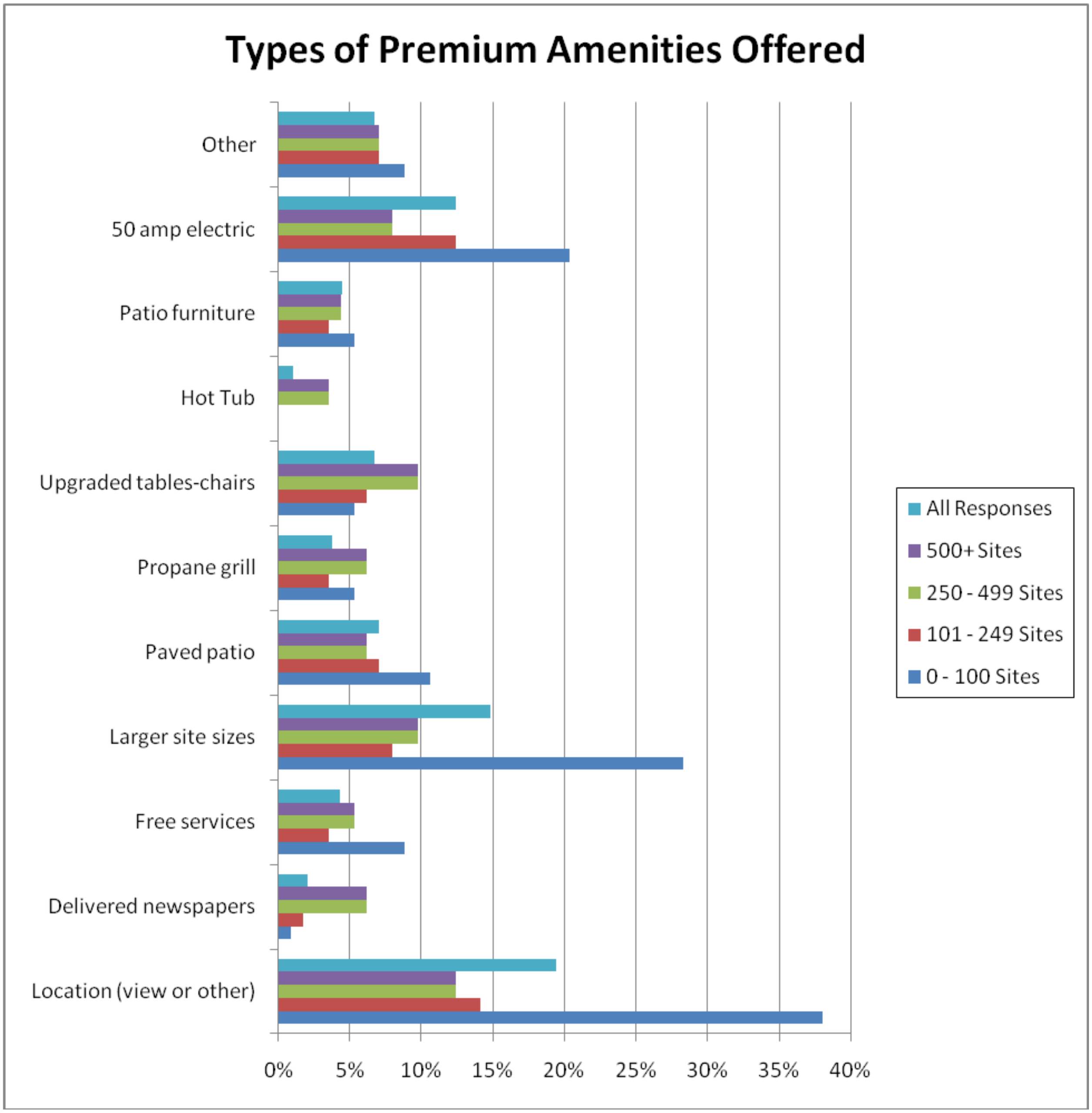


Table 35: Types of Premium Amenities

Premium Site Amenities	0 - 100 Sites		101 - 249 Sites		250 - 499 Sites		500+ Sites		All Responses	
	#	%	#	%	#	%	#	%	#	%
Location (view or other)	43	38%	16	14%	14	12%	14	12%	113	19%
Delivered newspapers	1	1%	2	2%	7	6%	7	6%	12	2%
Free services	10	9%	4	4%	6	5%	6	5%	25	4%
Larger site sizes	32	28%	9	8%	11	10%	11	10%	86	15%
Paved patio	12	11%	8	7%	7	6%	7	6%	41	7%
Propane grill	6	5%	4	4%	7	6%	7	6%	22	4%
Upgraded tables-chairs	6	5%	7	6%	11	10%	11	10%	39	7%
Hot Tub	0	0%	0	0%	4	4%	4	4%	6	1%
Patio furniture	6	5%	4	4%	5	4%	5	4%	26	4%
50 amp electric	23	20%	14	12%	9	8%	9	8%	72	12%
Other	10	9%	8	7%	8	7%	8	7%	39	7%

Section IV. Rental Units

This section of the survey asked respondents about the availability of park rental units in 2009.

Parks by size	Number of responses
0 - 100 Sites	174
101 - 249 Sites	148
250 - 499 Sites	43
500+ Sites	13
All Responses	378

IV.1 Rental Units Offered

Overall, a minority (44%) of parks offered some type of rental unit, while a majority (56%) did not. The largest parks (500+ sites) were the most likely to offer rental units (63% yes/37% no).

Figure 25: Availability of Rental Units

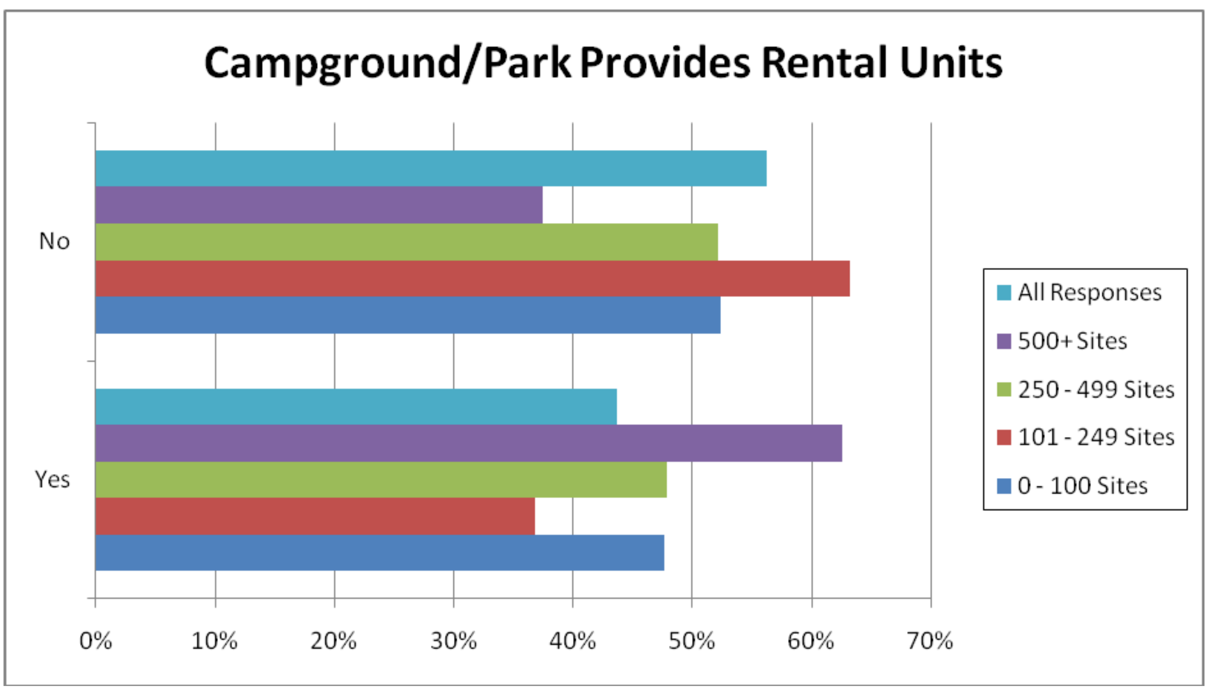


Table 36: Availability of Rental Unit

Campground-park offers rental units	0 - 100 Sites		101 - 249 Sites		250 - 499 Sites		500+ Sites		Total	
	#	%	#	%	#	%	#	%	#	%
Yes	50	48%	35	37%	11	48%	5	63%	101	44%
No	55	52%	60	63%	12	52%	3	37%	130	56%

IV.2 Types of Rental Units

The following eight tables illustrate the availability of different types of rental units among respondents.

Table 37: Types of Rental Units, Rental Trailers

Rental Units Rental Trailers	0 - 100 Sites		101 - 249 Sites		250 - 499 Sites		500+ Sites		All Responses	
	#	%	#	%	#	%	#	%	#	%
Median # units	2	units	5	units	4	units	1	unit	3	units
Rented Annually	0	-	1	4	0	-	0	-	1	2
Rented Seasonally	0	-	1	4	2	22	1	25	4	7
Rented Monthly	6	27	4	15	2	22	1	25	13	21
Rented Weekly	6	27	10	38	4	44	1	25	21	34
Rented Nightly	10	45	10	38	1	11	1	25	22	36
Minimum length of stay imposed	2		2		7		1		2	
Maximum length of stay allowed (median)	0		14		90		180		52	

Table 38: Types of Rental Units, Park Models

Rental Units Park Models	0 - 100 Sites		101 - 249 Sites		250 - 499 Sites		500+ Sites		All Responses	
	#	%	#	%	#	%	#	%	#	%
Median # Units	4	units	2	units	4	units	15	units	2	units
Rented Annually	1	6	2	7	0	0	0	0	3	5
Rented Seasonally	1	6	1	3	0	0	1	20	3	5
Rented Monthly	1	6	5	17	1	20	1	20	8	15
Rented Weekly	5	31	6	21	1	20	2	40	14	25
Rented Nightly	8	50	15	52	3	60	1	20	27	49
Minimum length of stay imposed	2		2		0		4		2	
Maximum length of stay allowed (median)	7		0		14		90		7	

Table 39: Types of Rental Units, Basic Cabins
(all units with sleeping accommodations but no plumbing)

Rental Units	0 - 100 Sites		101 - 249 Sites		250 - 499 Sites		500+ Sites		All Responses	
Basic Cabins	#	%	#	%	#	%	#	%		#
Median # Units	3	units	6	units	2	units	12	units	4	units
Rented Annually	2	4	1	2	0	0	0	0	3	3
Rented Seasonally	4	8	2	4	0	0	0	0	6	5
Rented Monthly	9	18	4	7	0	0	0	0	13	11
Rented Weekly	16	31	16	29	2	29	0	0	34	30
Rented Nightly	20	39	32	58	5	71	2	100	59	51
Minimum length of stay imposed	1		1		0		1		1	
Maximum length of stay allowed (median)	7		7		0		18		7	

Table 40: Types of Rental Units, Partial Amenity Cabins
(all units with sleeping accommodations and kitchen or toilet/bath facilities)

Rental Units	0 - 100 Sites		101 - 249 Sites		250 - 499 Sites		500+ Sites		All Responses	
Partial Amenity Cabin	#	%	#	%	#	%	#	%	#	%
Median # Units	3	units	3	units	3	units	30	units	3	units
Rented Annually	0	0	1	3	0	0	0	0	1	2
Rented Seasonally	0	0	1	3	0	0	0	0	1	2
Rented Monthly	2	8	1	3	1	13	0	0	4	6
Rented Weekly	9	38	12	38	3	38	0	0	24	37
Rented Nightly	13	54	17	53	4	50	1	100	35	54
Minimum length of stay imposed	2		1		1		0		1	
Maximum length of stay allowed (median)	14		0		0		21		4	

Table 41: Types of Rental Units, Full Amenity Cabins
(all units with sleeping accommodations, kitchen, and toilet/bath facilities)

Rental Units	0 - 100 Sites		101 - 249 Sites		250 - 499 Sites		500+ Sites		All Responses	
Full Amenity Cabin	#	%	#	%	#	%	#	%	#	%
Median # Units	4	units	3	units	5	units	3	units	3	units
Rented Annually	0	0	1	2	0	0	0	0	1	1
Rented Seasonally	0	0	1	2	0	0	0	0	1	1
Rented Monthly	2	7	8	15	1	7	0	0	11	11
Rented Weekly	14	52	20	36	6	43	0	0	40	41
Rented Nightly	11	41	25	45	7	50	1	100	44	45
Minimum length of stay imposed	2		2		2		1		2	
Maximum length of stay allowed (median)	6		20		17		14		15	

Table 42: Types of Rental Units, Tents- Tepees

Rental Units	0 - 100 Sites		101 - 249 Sites		250 - 499 Sites		500+ Sites		All Responses	
Tents-Tepees	#	%	#	%	#	%	#	%	#	%
Median # Units	N/A		10	units	0	units	N/A		10	units
Rented Annually	0	0	1	20	0	0	0	0	1	20
Rented Seasonally	0	0	1	20	0	0	0	0	1	20
Rented Monthly	0	0	1	20	0	0	0	0	1	20
Rented Weekly	0	0	1	20	0	0	0	0	1	20
Rented Nightly	0	0	1	20	0	0	0	0	1	20
Minimum length of stay imposed	N/A		0		0		N/A		0	
Maximum length of stay allowed (median)	N/A		14		0		N/A		14	

Table 43: Types of Rental Units, Yurts

Rental Units	0 - 100 Sites		101 - 249 Sites		250 - 499 Sites		500+ Sites		All Responses	
Yurts	#	%	#	%	#	%	#	%	#	%
Median # Units	N/A		10	units	0	units	N/A		10	units
Rented Annually	0	0	1	20	0	0	0	0	1	20
Rented Seasonally	0	0	1	20	0	0	0	0	1	20
Rented Monthly	0	0	1	20	0	0	0	0	1	20
Rented Weekly	0	0	1	20	0	0	0	0	1	20
Rented Nightly	0	0	1	20	0	0	0	0	1	20
Minimum length of stay imposed	N/A		N/A		0		N/A		0	
Maximum length of stay allowed (median)	N/A		25		0		N/A		25	

Table 44: Types of Rental Units, Others

Rental Units	0 - 100 Sites		101 - 249 Sites		250 - 499 Sites		500+ Sites		All Responses	
Others	#	%	#	%	#	%	#	%	#	%
Median # Units	3	units	4	units	0	units	0	units	3	units
Rented Annually	1	6	1	13	0	0	0	0	2	8
Rented Seasonally	1	6	1	13	0	0	0	0	2	8
Rented Monthly	5	31	1	13	0	0	0	0	6	25
Rented Weekly	5	31	3	38	0	0	0	0	8	33
Rented Nightly	4	25	2	25	0	0	0	0	6	25
Minimum length of stay imposed	3		1		0		N/A		2	8
Maximum length of stay allowed (median)	8		10		0		N/A		7	

The range of average nightly rates for *basic cabins* was $47-$83. The range of average nightly rates for *partial amenity cabins* was $41-$92. For *full amenity cabins*, the range of average nightly rates was $99-$168.

Table 45: Cabin Rental Details

Cabin Rental Details	0 - 100 Sites	101 - 249 Sites	250 - 499 Sites	500+ Sites	All Responses
Basic Cabins -Average Low Price					
# of responses	21	33	14	6	74
Median nightly rate	$47	$60	$58	$57	$55
Basic Cabins -Average High Price					
# of responses	20	29	14	8	71
Median nightly rate	$53	$66	$70	$83	$65
Partial Amenity Cabins – Average Low Price					
# of responses	15	17	16	8	56
Median nightly rate	$60	$79	$65	$41	$65
Partial Amenity Cabins – Average High Price					
# of responses	14	14	16	8	52
Median nightly rate	$68	$87	$80	$92	$75
Full Amenity Cabins –Average Low Price					
# of responses	19	29	23	11	82
Median nightly rate	$110	$99	$102	$129	$99
Full amenity Cabins –Average High Price					
# of responses	20	30	21	9	80
Median nightly rate	$125	$135	$123	$168	$125

IV.3 Linen/Towel Availability

Three-fifths of respondents (62%) noted that they did not offer linens and/or towels with their rentals. Linens and towels were offered by only 38% of cabin rentals, 17% of trailer rentals, and 20% of park trailer rentals.

Table 46: Linen and Towel Offerings

Do you offer linens and/or towels	0 - 100 Sites		101 - 249 Sites		250 - 499 Sites		500+ Sites		All Responses	
Cabins	#	%	#	%	#	%	#	%	#	%
Yes	21	47%	16	33%	3	30%	0	0%	40	38%
No	24	53%	33	67%	7	70%	2	100%	66	62%
Free	0	0%	0	0%	0	0%	0	0%	0	0%
Charge	17	1%	9	0%	2	0%	0	0%	28	26%
Trailers										
Yes	5	20%	4	18%	0	0%	0	0%	9	17%
No	20	80%	18	82%	5	100%	1	100%	44	81%
Free	0	0%	0	0%	0	0%	0	0%	0	0%
Charge	5	100%	2	100%	0	0%	0	0%	7	13%
Park Trailers										
Yes	3	18%	6	26%	0	0%	0	0	9	20%
No	14	82%	17	74%	4	100%	2	1	37	80%
Free	0	0%	0	0%	0	0%	0	0	0	0%
Charge	1	100%	2	100%	0	0%	0	0	3	7%

Percentages for the "All Responses" category are based upon the number of respondents who answered the question.

IV.4 Housekeeping Services

Section IV.4 asked park owners whether, and to what extent, they offer daily housekeeping services and found it to be an uncommon practice. Those parks with cabins offered this service only 12% of the time, while those with trailers offered it 17% of the time. Housekeeping services for park trailers were offered 11% of the time.

Table 47: Housekeeping Services

Housekeeping services on a daily basis	0 - 100 Sites		101 - 249 Sites		250 - 499 Sites		500+ Sites		All Responses	
	#	%	#	%	#	%	#	%	#	%
Cabins										
No	42	95%	41	84%	8	80%	1	100%	92	88%
Yes	2	5%	8	16%	2	20%	0	0%	12	12%
Free	2	4%	5	10%	2	20%	0	0%	9	9%
Charge	1	2%	3	6%	0	0%	0	0%	4	4%
Trailers										
No	26	93%	22	79%	5	63%	0	0%	53	83%
Yes	2	7%	6	21%	3	38%	0	0%	11	17%
Free	2	7%	4	14%	3	38%	0	0%	9	14%
Charge	3	11%	6	21%	0	0%	0	0%	9	14%
Park Trailers										
No	21	91%	24	89%	8	80%	1	100%	54	89%
Yes	2	9%	3	11%	2	20%	0	0%	7	11%
Free	2	9%	4	15%	2	20%	0	0%	8	13%
Charge	4	17%	3	11%	2	20%	0	0%	9	15%

Percentages for the “All Responses” category are based upon the number of respondents who answered the question.

Section V. Facilities, Services and Amenities

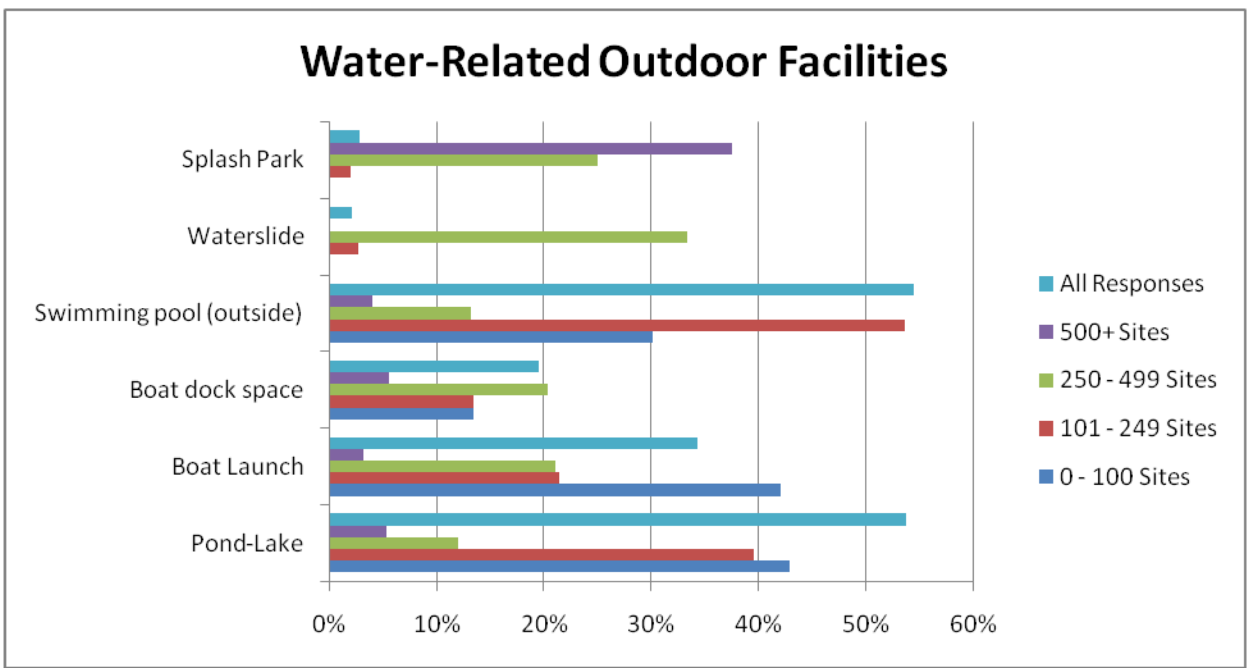
Section five queried respondents on any outdoor recreation facilities they offered. Generally, the larger the park, the more amenities were offered.

Parks by size	Number
0 - 100 Sites	174
101 - 249 Sites	148
250 - 499 Sites	43
500+ Sites	13
All Responses	378

V.1 Outdoor Water-Related Recreation Facilities

In terms of water-related offerings, Outdoor Swimming Pools were the most common amenity (offered at 66% of parks), followed closely by Pond-Lakes (54%), and Boat Launches (34%).

Figure 26: Water-Related Outdoor Facilities



Most parks did not charge campers or visitors extra for use of these facilities, although small percentages were unwelcoming of visitors' use of these facilities.

Table 48: Water-Related Outdoor Activities

Outdoor water based recreation	0 - 100 Sites		101 - 249 Sites		250 - 499 Sites		500+ Sites		All Responses	
	#	%	#	%	#	%	#	%	#	%
Pond-Lake*	64	43%	59	40%	18	12%	8	5%	149	54%
-Charge campers**	0	0	1	25	3	75	0	0	4	3%
-Charge visitors**	15	23%	16	27%	3	17%	0	0	34	23%
-Not available to visitors**	10	16%	11	19%	5	28%	3	38%	29	19%
Boat Launch*	40	42%	32	21%	20	21%	3	3%	95	34%
-Charge campers**	7	18%	5	16%	3	15%	0	0%	15	16%
-Charge visitors**	10	25%	10	31%	2	10%	0	0%	22	23%
-Not available to visitors**	2	5%	7	22%	5	25%	0	0%	14	15%
Boat dock space*	20	13%	20	13%	11	20%	3	6%	54	19%
-Charge campers**	11	55%	11	55%	3	27%	0	0%	25	46%
-Charge visitors**	7	35%	6	30%	0	0%	0	0%	13	24%
-Not available to visitors**	0	0%	7	35%	3	27%	1	33%	11	20%
Swimming pool (outside)*	45	30%	80	54%	20	13%	6	4%	151	66%
-Charge campers**	2	4%	2	3%	0	0%	0	0%	4	2%
-Charge visitors**	19	42%	28	35%	2	10%	1	17%	50	27%
-Not available to visitors**	9	20%	17	21%	8	40%	4	67%	38	21%
Waterslide*	0	0%	4	3%	2	33%	0	0%	6	2%
-Charge campers**	0	0%	2	50%	0	0%	0	0%	2	33%
-Charge visitors**	0	0%	2	50%	0	0%	0	0%	2	33%
-Not available to visitors**	0	0%	2	50%	2	100%	0	0%	2	33%
Splash Park*	0	0%	3	2%	2	25%	3	38%	8	3%
-Charge campers**	0	0%	1	33%	0	0%	0	0	1	13%
-Charge visitors**	0	0%	1	33%	1	50%	2	67%	4	50%
-Not available to visitors**	0	0%	2	67%	0	0%	0	0	2	25%

*Percentage based on all parks/campgrounds that responded to the survey
**Percentage is based on all parks/campgrounds that responded that they provided the named activity

V.2 Outdoor Non-Water Related Recreation Facilities

The most commonly offered non-water related facilities were: Horseshoe Pits (59%), Playgrounds (57%), Basketball (44%), Open-roofed Pavilion (43%), and Volleyball (43%). In general, these activities do not incur extra charges. The major exceptions are Horses-ponies-pack animals, for which both campers and visitors are charged in all but one case, and both Golf and Miniature Golf, for which charges were applied in various cases.

Figure 27: Non-water Related Outdoor Facilities

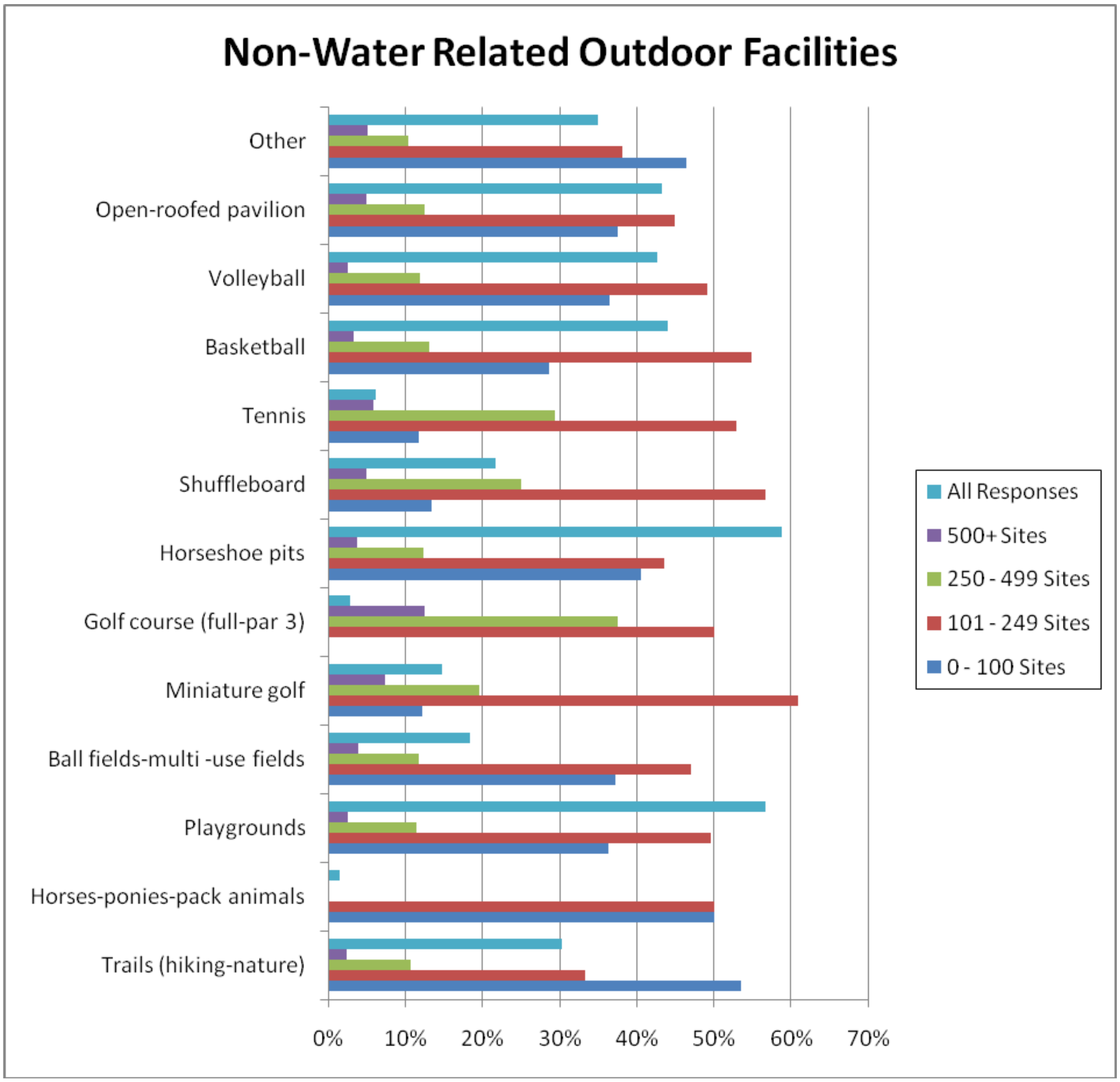


Table 49: Outdoor, non-Water Related Activities

Outdoor Non-water Related Activities	0 - 100 Sites		101 - 249 Sites		250 - 499 Sites		500+ Sites		All Responses	
	#	%	#	%	#	%	#	%	#	%
Trails (hiking-nature)*	45	54%	28	33%	9	11%	2	2%	84	30%
-Charge campers**	2	4%	1	4%	0	0%	0	0%	3	4%
-Charge visitors**	2	4%	4	14%	1	11%	0	0%	7	8%
-Not available to visitors**	15	33%	12	43%	4	44%	1	50%	32	38%
Horses-ponies-pack animals*	2	50%	2	50%	0	0%	0	0%	4	1%
-Charge campers**	2	100%	2	100%	0	0%	0	0%	4	100%
-Charge visitors**	2	100%	1	50%	0	0%	0	0%	3	75%
-Not available to visitors**	0	0%	2	100%	0	0%	0	0%	2	50%
Playgrounds*	57	36%	78	50%	18	11%	4	3%	157	57%
-Charge campers**	2	4%	1	1%	0	0%	0	0%	3	2%
-Charge visitors**	6	11%	13	17%	4	22%	1	25%	24	15%
-Not available to visitors**	17	30%	16	21%	7	39%	2	50%	42	27%
Ball fields-multi -use fields*	19	37%	24	47%	6	12%	2	4%	51	18%
-Charge campers**	1	5%	1	4%	0	0%	0	0%	2	4%
-Charge visitors**	1	5%	5	21%	1	17%	0	0%	7	14%
-Not available to visitors**	6	32%	7	29%	2	33%	1	50%	16	31%
Miniature golf*	5	12%	25	61%	8	20%	3	7%	41	15%
-Charge campers**	3	60%	18	72%	5	63%	2	67%	28	68%
-Charge visitors**	4	80%	16	64%	4	50%	2	67%	26	63%
-Not available to visitors**	0	0%	4	16%	4	50%	1	33%	9	22%
Golf course (full-par 3)*	0	0%	4	50%	3	38%	1	13%	8	3%
-Charge campers**	0	0%	2	50%	0	0%	1	100%	3	38%
-Charge visitors**	0	0%	1	25%	0	0%	1	100%	2	25%
-Not available to visitors**	0	0%	2	50%	1	33%	0	0%	3	38%
Horseshoe pits*	66	40%	71	44%	20	12%	6	4%	163	59%
-Charge campers**	4	6%	2	3%	0	0%	1	17%	7	4%
-Charge visitors**	7	11%	9	13%	4	20%	1	17%	21	13%
-Not available to visitors**	21	32%	24	34%	9	45%	4	67%	58	36%
Shuffleboard*	8	13%	34	57%	15	25%	3	5%	60	22%
-Charge campers**	0	0%	2	6%	0	0%	0	0%	2	3%
-Charge visitors**	1	13%	7	21%	2	13%	0	0%	10	17%
-Not available to visitors**	2	25%	12	35%	7	47%	3	100%	24	40%
Tennis*	2	12%	9	53%	5	29%	1	6%	17	6%
-Charge campers**	0	0%	1	11%	0	0%	0	0%	1	6%
-Charge visitors**	1	50%	3	33%	0	0%	0	0%	4	24%
-Not available to visitors**	1	50%	2	22%	2	40%	1	100%	6	35%

Table 49: Outdoor, non-Water Related Activities (cont.)

	#	%	#	%	#	%	#	%	#	%
Basketball*	35	29%	67	55%	16	13%	4	3%	122	44%
-Charge campers**	0	0%	4	6%	0	0%	0	0%	4	3%
-Charge visitors**	4	11%	13	19%	4	25%	1	25%	22	18%
-Not available to visitors**	9	26%	14	21%	4	25%	3	75%	30	25%
Volleyball*	43	36%	58	49%	14	12%	3	3%	118	43%
-Charge campers**	1	2%	4	7%	0	0%	0	0%	5	4%
-Charge visitors**	8	19%	13	22%	4	29%	1	33%	26	22%
-Not available to visitors**	9	21%	12	21%	4	29%	2	67%	27	23%
Open-roofed pavilion*	45	38%	54	45%	15	13%	6	5%	120	43%
-Charge campers**	8	18%	6	11%	0	0%	1	17%	15	13%
-Charge visitors**	21	47%	19	35%	4	27%	3	50%	47	39%
-Not available to visitors**	8	18%	17	31%	5	33%	2	33%	32	27%
Other*	45	46%	37	38%	10	10%	5	5%	97	35%
-Charge campers**	5	11%	1	3%	3	30%	1	20%	10	10%
-Charge visitors**	6	13%	1	3%	2	20%	0	0%	9	9%
-Not available to visitors**	0	0%	5	14%	3	30%	2	40%	10	10%

*Percentage based on all parks/campgrounds that responded to the survey
**Percentage is based on all parks/campgrounds that responded that they provided the named activity

V.3 Indoor Fitness-Related Recreation Facilities

Among all respondents, the most commonly offered indoor fitness facilities were Fitness Equipment (17%), Spa-whirlpool-hot tub (16%), Exercise Room (12%), and Swimming Pool (10%). Parks with between 101 and 249 sites were the most likely to offer each of these amenities, followed in every instance by 250-499 site locations.

Figure 28: Indoor Fitness Facilities

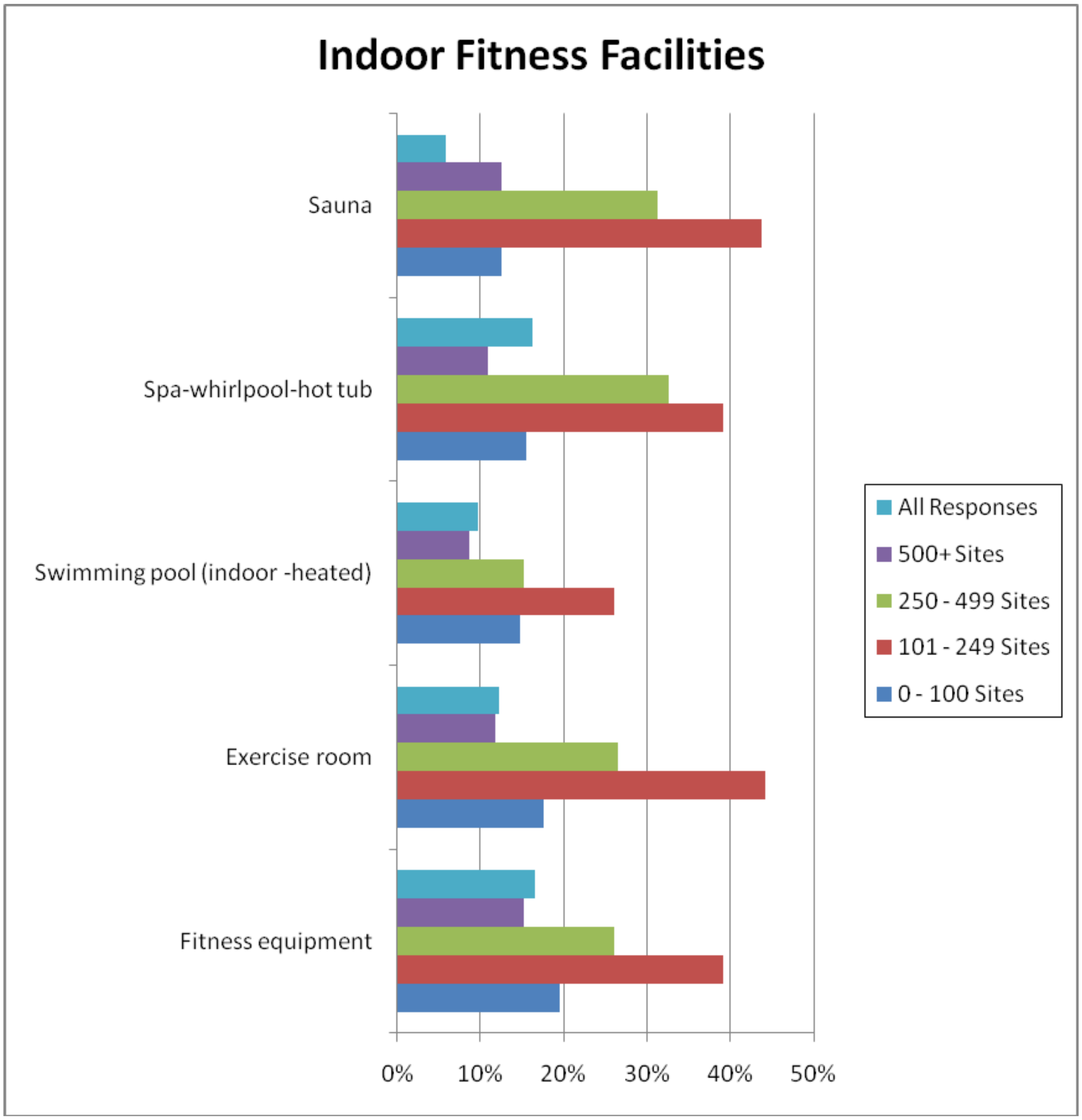


Table 50: Indoor Fitness Facilities

Indoor Fitness Recreation facilities	0 - 100 Sites		101 - 249 Sites		250 - 499 Sites		500+ Sites		All Responses	
	#	%	#	%	#	%	#	%	#	%
Fitness equipment*	9	20%	18	39%	12	26%	7	15%	46	17%
-Charge campers**	0	0%	6	33%	0	0%	0	0%	6	13%
-Charge visitors**	0	0%	4	22%	0	0%	4	57%	8	17%
-Not available to visitors**	1	11%	12	67%	6	50%	1	14%	20	43%
Exercise room*	6	18%	15	44%	9	26%	4	12%	34	12%
-Charge campers**	0	0%	3	20%	1	11%	0	0%	4	12%
-Charge visitors**	0	0%	2	13%	0	0%	0	0%	2	6%
-Not available to visitors**	0	0%	7	47%	3	33%	2	50%	12	35%
Swimming pool (indoor -heated)*	4	15%	12	26%	7	15%	4	9%	27	10%
-Charge campers**	0	0%	1	8%	0	0%	0	0%	1	4%
-Charge visitors**	1	25%	3	25%	2	29%	0	0%	6	22%
-Not available to visitors**	1	25%	5	42%	0	0%	2	50%	8	30%
Spa-whirlpool-hot tub*	7	16%	18	39%	15	33%	5	11%	45	16%
-Charge campers**	0	0%	2	11%	0	0%	0	0%	2	4%
-Charge visitors**	0	0%	9	50%	7	47%	2	40%	18	40%
-Not available to visitors**	5	71%	7	39%	1	7%	3	60%	16	36%
Sauna*	2	13%	7	44%	5	31%	2	13%	16	6%
-Charge campers**	2	100%	5	71%	0	0%	0	0%	7	44%
-Charge visitors**	0	0%	0	0%	0	0%	0	0%	0	0%
-Not available to visitors**	0	0%	2	29%	2	40%	0	0%	4	25%

*Percentage based on all parks/campgrounds that responded to the survey
**Percentage is based on all parks/campgrounds that responded that they provided the named facility

V.4 Indoor Non-Fitness Related Recreational Facilities

Among the indoor facilities offered that were not fitness-related, the most popular were: Game Rooms (41%), Video-Pinball Machines (35%), Fully-Enclosed Recreation Halls (30%), and Ping Pong (29%). Once again, those parks in the 101-249 site range were more likely to offer all of these facilities.

Figure 29: Other Indoor Facilities

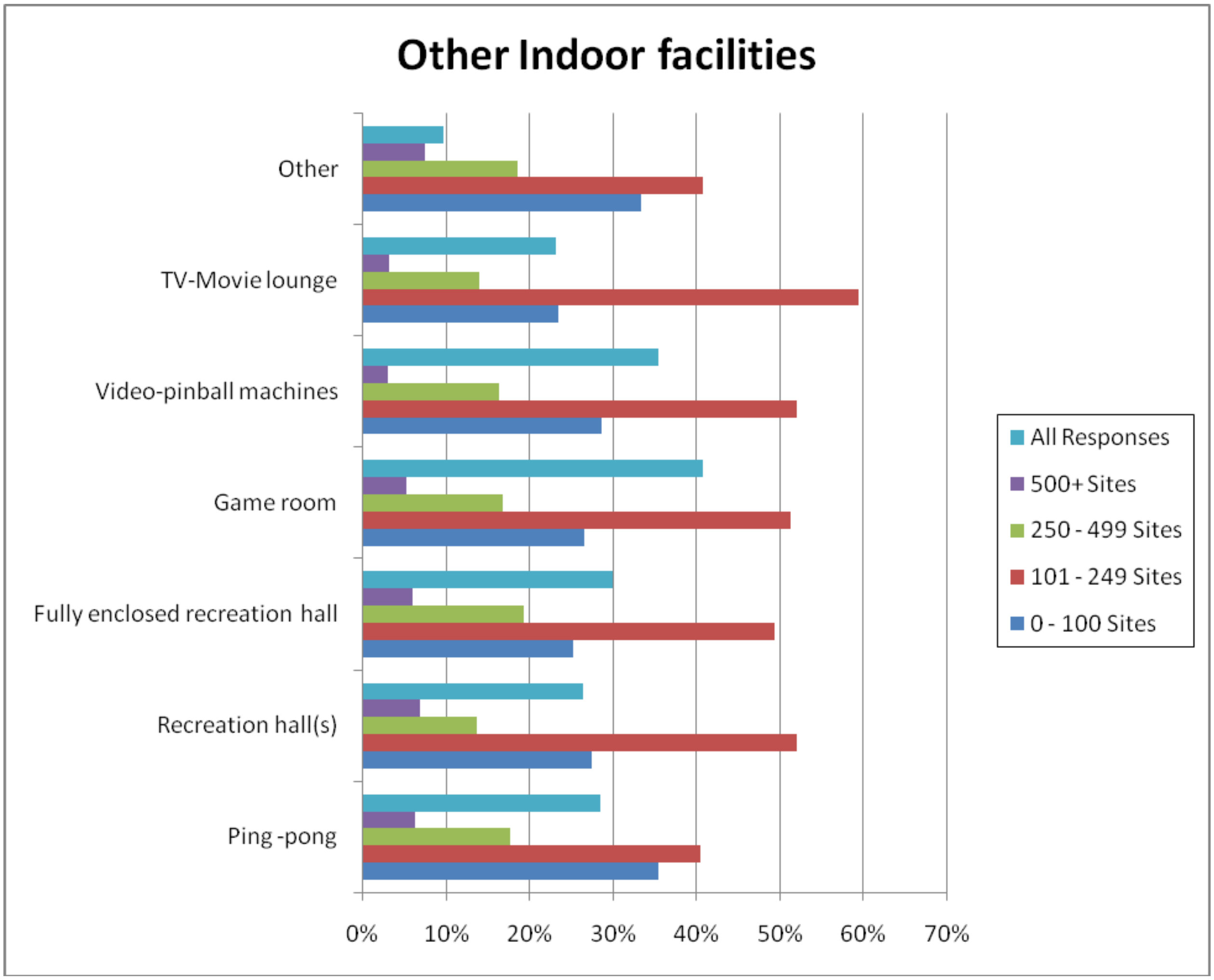


Table 51: Other Indoor Recreational Facilities

Indoor Other Recreation Facilities	0 - 100 Sites		101 - 249 Sites		250 - 499 Sites		500+ Sites		All Responses	
	#	%	#	%	#	%	#	%	#	%
Ping –pong*	28	35%	32	41%	14	18%	5	6%	79	29%
-Charge campers**	2	7%	5	16%	0	0%	0	0%	7	9%
-Charge visitors**	3	11%	5	16%	4	13%	0	0%	12	15%
-Not available to visitors **	3	11%	6	19%	2	6%	2	6%	13	16%
Recreation hall(s)*	20	27%	38	52%	10	14%	5	7%	73	26%
-Charge campers**	4	20%	5	13%	3	30%	2	40%	14	19%
-Charge visitors **	7	35%	17	45%	2	20%	3	60%	29	40%
-Not available to visitors **	9	45%	11	29%	7	70%	3	60%	30	41%
Fully enclosed recreation hall*	21	25%	41	49%	16	19%	5	6%	83	30%
-Charge campers**	6	29%	4	10%	1	6%	2	40%	13	16%
-Charge visitors **	4	19%	15	37%	2	13%	3	60%	24	29%
-Not available to visitors **	7	33%	10	24%	8	50%	1	20%	26	31%
Game room*	30	27%	58	51%	19	17%	6	5%	113	41%
-Charge campers**	7	23%	18	31%	5	26%	1	17%	31	27%
-Charge visitors **	6	20%	19	33%	5	26%	1	17%	31	27%
-Not available to visitors **	5	17%	16	28%	9	47%	3	50%	33	29%
Video-pinball machines*	28	29%	51	52%	16	16%	3	3%	98	35%
-Charge campers**	11	39%	25	49%	8	50%	1	33%	45	46%
-Charge visitors **	11	39%	21	41%	5	31%	1	33%	38	39%
-Not available to visitors **	3	11%	13	25%	8	50%	1	33%	25	26%
TV-Movie lounge*	15	23%	38	59%	9	14%	2	3%	64	23%
-Charge campers**	2	13%	2	5%	0	0%	0	0%	4	6%
-Charge visitors **	7	47%	9	24%	4	44%	1	50%	21	33%
-Not available to visitors **	3	20%	17	45%	4	44%	1	50%	25	39%
Other*	9	33%	11	41%	5	19%	2	7%	27	10%
-Charge campers**	5	56%	1	9%	3	60%	1	50%	10	37%
-Charge visitors **	1	11%	6	55%	1	20%	2	100%	10	37%
-Not available to visitors **	0	0%	5	45%	3	60%	2	100%	10	37%

*Percentage based on all parks/campgrounds that responded to the survey
**Percentage is based on all parks/campgrounds that responded that they provided the named facility

V.5 Recreation Programming and Special Events

Park offerings related to recreation programming and special events were widely offered by campgrounds/parks of all sizes. Most common were Meals-Food Events (44%), Planned Recreation Program (36%), and Special Events (34%). The parks with between 101 and 249 sites were again the most likely to provide these offerings, the lone exception being in the Other category.

Figure 30: Recreation Programming and Events

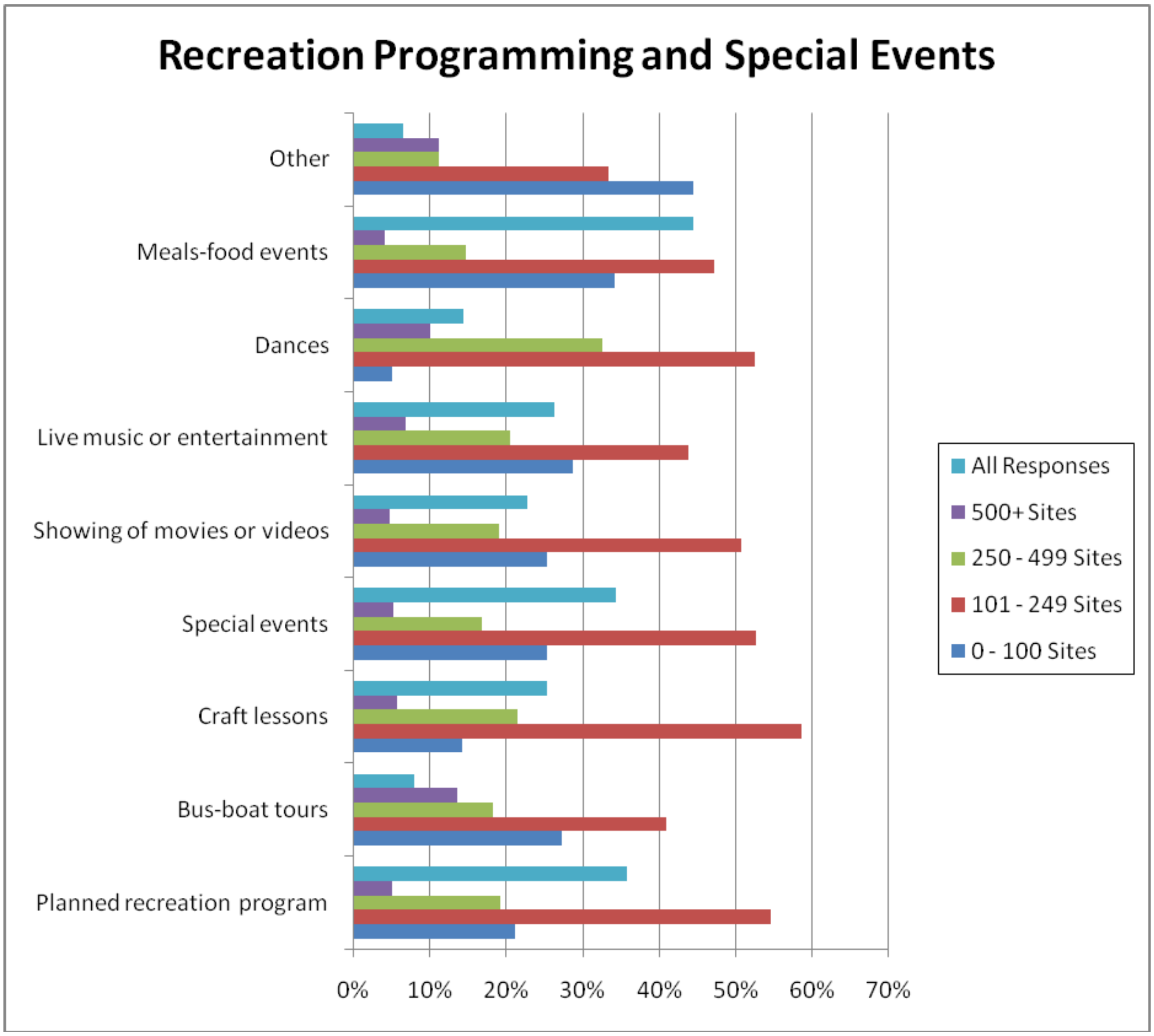


Table 52: Recreation Programming and Special Events

Recreation Programming and Special Events	0 - 100 Sites		101 - 249 Sites		250 - 499 Sites		500+ Sites		All Responses	
	#	%	#	%	#	%	#	%	#	%
Planned recreation program*	21	21%	54	55%	19	19%	5	5%	99	36%
-Charge campers**	5	24%	10	19%	4	21%	0	0%	19	19%
-Charge visitors **	7	33%	9	43%	0	0%	2	40%	18	18%
-Not available to visitors **	2	10%	18	86%	0	0%	2	40%	22	22%
Bus-boat tours*	6	27%	9	41%	4	18%	3	14%	22	8%
-Charge campers**	4	67%	8	89%	3	75%	2	67%	17	77%
-Charge visitors **	4	67%	5	56%	2	22%	2	67%	13	59%
-Not available to visitors **	0	0%	3	33%	2	22%	1	33%	6	27%
Craft lessons*	10	14%	41	59%	15	21%	4	6%	70	25%
-Charge campers**	4	40%	19	46%	7	47%	1	25%	31	44%
-Charge visitors **	3	30%	13	32%	2	13%	1	25%	19	27%
-Not available to visitors **	2	20%	13	32%	10	67%	3	75%	28	40%
Special events*	24	25%	50	53%	16	17%	5	5%	95	34%
-Charge campers**	2	8%	17	34%	4	25%	3	60%	26	27%
-Charge visitors **	7	29%	14	28%	6	38%	3	60%	30	32%
-Not available to visitors **	6	25%	20	40%	7	44%	2	40%	35	37%
Showing of movies or videos*	16	25%	32	51%	12	19%	3	5%	63	23%
-Charge campers**	0	0%	2	6%	0	0%	0	0%	2	3%
-Charge visitors **	1	6%	5	16%	0	0%	1	33%	7	11%
-Not available to visitors **	4	25%	14	44%	11	92%	2	67%	31	49%
Live music or entertainment*	21	29%	32	44%	15	21%	5	7%	73	26%
-Charge campers**	3	14%	5	16%	4	27%	3	60%	15	21%
-Charge visitors **	5	24%	7	22%	4	27%	4	80%	20	27%
-Not available to visitors **	3	14%	12	38%	8	53%	1	20%	24	33%
Dances*	2	5%	21	53%	13	33%	4	10%	40	14%
-Charge campers**	0	0%	4	19%	4	31%	4	100%	12	30%
-Charge visitors **	0	0%	5	24%	2	15%	3	75%	10	25%
-Not available to visitors **	0	0%	9	43%	8	62%	1	25%	18	45%
Meals-food events*	42	34%	58	47%	18	15%	5	4%	123	44%
-Charge campers**	15	36%	33	57%	11	61%	3	60%	62	50%
-Charge visitors **	14	33%	24	41%	4	22%	3	60%	45	37%
-Not available to visitors **	10	24%	20	34%	11	61%	2	40%	43	35%
Other*	8	44%	6	33%	2	11%	2	11%	18	6%
-Charge campers**	5	63%	1	17%	0	0%	1	50%	7	39%
-Charge visitors **	5	63%	1	17%	0	0%	1	50%	7	39%
-Not available to visitors **	1	13%	3	50%	1	50%	1	50%	6	33%

*Percentage based on all parks/campgrounds that responded to the survey
**Percentage is based on all parks/campgrounds that responded that they provided the named facility

V.6 Recreation Equipment

Parks offered various kinds of recreation equipment for the enjoyment of their guests, although only a minority of parks offer most of this specialized equipment. Parks are also more likely to charge for the use of much of this equipment. The most common across all parks were Boat-Canoe-Tubing-Kayak (22%), Jet Skis (15%), and Bicycles (12%).

Figure 31: Recreational Equipment Offered

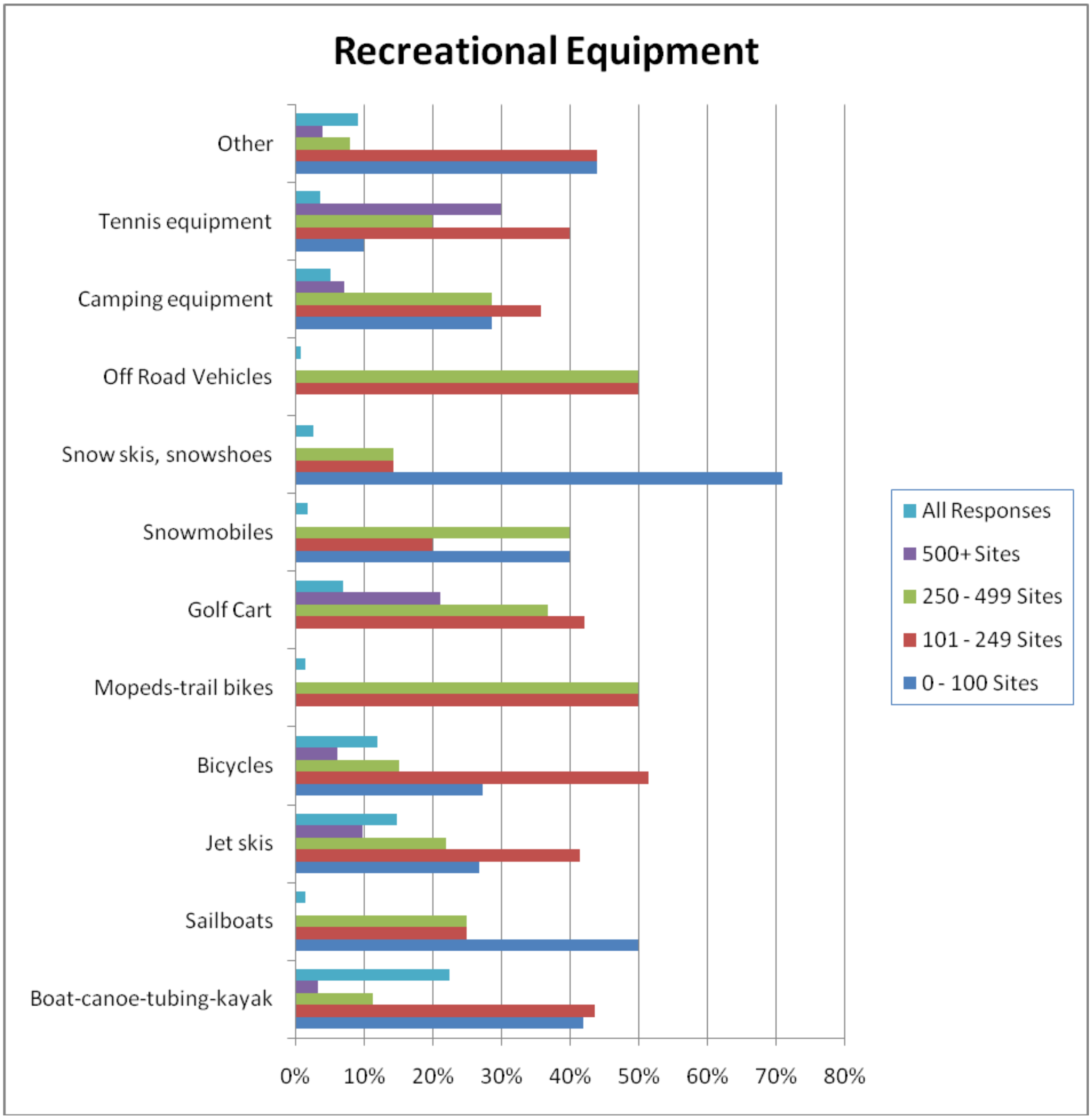


Table 53: Recreational Equipment

	0 - 100 Sites		101 - 249 Sites		250 - 499 Sites		500+ Sites		All Responses	
	#	%	#	%	#	%	#	%	#	%
Boat-canoe-tubing-kayak*	26	42%	27	44%	7	11%	2	3%	62	22%
-Charge campers**	23	88%	24	89%	7	100%	2	100%	56	90%
-Charge visitors **	18	69%	23	85%	2	29%	2	100%	45	73%
-Not available to visitors **	8	31%	4	15%	4	57%	0	0%	16	26%
Sailboats*	2	50%	1	25%	1	25%	0	0%	4	1%
-Charge campers**	0	0%	1	100%	0	0%	0	0%	1	25%
-Charge visitors **	0	0%	1	100%	0	0%	0	0%	1	25%
-Not available to visitors **	0	0%	1	100%	0	0%	0	0%	1	25%
Jet skis*	11	27%	17	41%	9	22%	4	10%	41	15%
-Charge campers**	1	9%	1	6%	0	0%	0	0%	2	5%
-Charge visitors **	1	9%	1	6%	0	0%	0	0%	2	5%
-Not available to visitors **	0	0%	1	6%	0	0%	0	0%	1	2%
Bicycles*	9	27%	17	52%	5	15%	2	6%	33	12%
-Charge campers**	9	100%	17	100%	5	100%	2	100%	33	100%
-Charge visitors **	5	56%	11	65%	2	40%	0	0%	18	55%
-Not available to g visitors **	4	44%	6	35%	3	60%	2	100%	15	45%
Mopeds-trail bikes*	0	0%	2	50%	2	50%	0	0%	4	1%
-Charge campers**	0	0%	2	100%	0	0%	0	0%	2	50%
-Charge visitors **	0	0%	2	100%	0	0%	0	0%	2	50%
-Not available to visitors **	0	0%	1	50%	0	0%	0	0%	1	25%
Golf Cart*	0	0%	8	42%	7	37%	4	21%	19	7%
-Charge campers**	0	0%	8	100%	7	100%	4	100%	19	100%
-Charge visitors **	0	0%	4	50%	1	14%	0	0%	5	26%
-Not available to visitors **	0	0%	5	63%	0	0%	2	50%	7	37%
Snowmobiles*	2	40%	1	20%	2	40%	0	0%	5	2%
-Charge campers**	0	0%	1	100%	0	0%	0	0%	1	20%
-Charge visitors **	0	0%	1	100%	0	0%	0	0%	1	20%
-Not available to visitors **	0	0%	1	100%	0	0%	0	0%	1	20%
Snow skis, snowshoes*	5	250%	1	14%	1	14%	0	0%	7	3%
-Charge campers**	2	40%	1	100%	0	0%	0	0%	3	43%
-Charge visitors **	4	80%	1	100%	0	0%	0	0%	5	71%
-Not available to visitors **	0	0%	1	100%	0	0%	0	0%	1	14%
Off Road Vehicles*	0	0%	1	50%	1	50%	0	0%	2	1%
-Charge campers**	0	0%	1	100%	0	0%	0	0%	1	50%
-Charge visitors **	0	0%	1	100%	0	0%	0	0%	1	50%
-Not available to visitors **	0	0%	1	100%	0	0%	0	0%	1	50%

Camping equipment*	4	29%	5	36%	4	29%	1	7%	14	5%
-Charge campers**	4	100%	5	100%	0	0%	1	100%	10	71%
-Charge visitors **	2	50%	3	60%	0	0%	0	0%	5	36%
-Not available to visitors **	2	50%	2	40%	0	0%	1	100%	5	36%
Tennis equipment*	1	10%	4	40%	2	20%	3	30%	10	4%
-Charge campers**	0	0%	2	50%	0	0%	0	0%	2	20%
-Charge visitors **	0	0%	3	75%	0	0%	0	0%	3	30%
-Not available to g visitors **	1	100%	2	50%	2	100%	1	33%	6	60%
Other*	11	44%	11	44%	2	8%	1	4%	25	9%
-Charge campers**	5	45%	3	27%	0	0%	0	0%	8	32%
-Charge visitors **	5	45%	5	45%	0	0%	0	0%	10	40%
-Not available to visitors **	5	45%	4	36%	2	100%	1	100%	12	48%

*Percentage based on all parks/campgrounds that responded to the survey
**Percentage is based on all parks/campgrounds that responded that they provided the named facility

V.7 Services

Among the additional services that respondent parks offered their guests in 2009, the most common were: Laundry (85%), Dump Station (82%), and Firewood (78%). These were followed by Modem access (51%), Vending machines (50%), and RV storage (50%).

Figure 32: Services

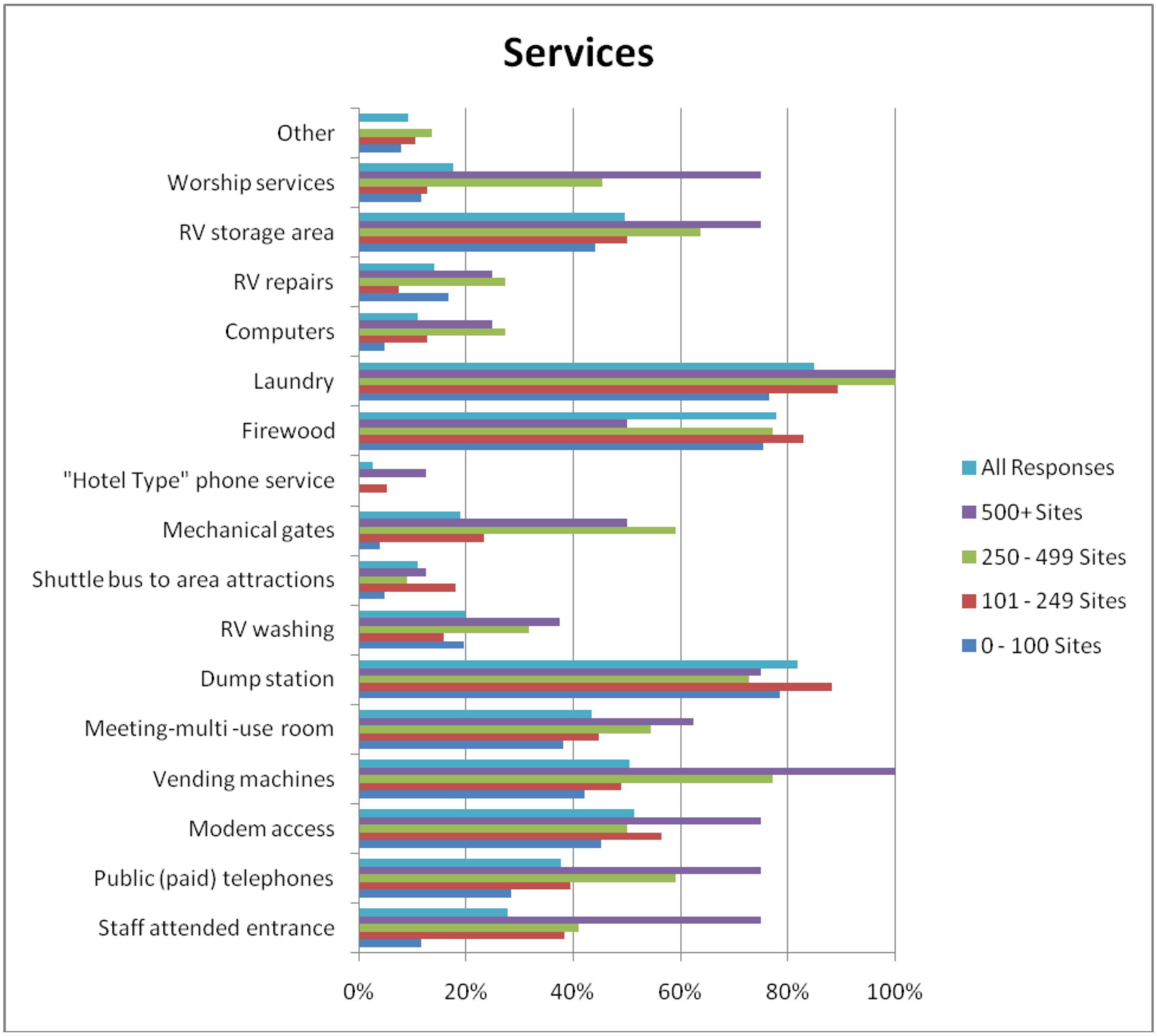


Table 54: Services Offered

	0 - 100 Sites		101 - 249 Sites		250 - 499 Sites		500+ Sites		All Responses	
	#	%	#	%	#	%	#	%	#	%
Staff attended entrance	12	12	36	38	9	41	6	75	63	28
Public (paid) telephones	29	28	37	39	13	59	6	75	85	38
Modem access	46	45	53	56	11	50	6	75	116	51
Vending machines	43	42	46	49	17	77	8	100	114	50
Meeting-multi -use room	39	38	42	45	12	55	5	63	98	43
Dump station	80	78	83	88	16	73	6	75	185	82
RV washing	20	20	15	16	7	32	3	38	45	20
Shuttle bus to area attractions	5	5	17	18	2	9	1	13	25	11
Mechanical gates	4	4	22	23	13	59	4	50	43	19
"Hotel Type" phone service	0	0	5	5	0	0	1	13	6	3
Firewood	77	75	78	83	17	77	4	50	176	78
Laundry	78	76	84	89	22	100	8	100	192	85
Computers	5	5	12	13	6	27	2	25	25	11
RV repairs	17	17	7	7	6	27	2	25	32	14
RV storage area	45	44	47	50	14	64	6	75	112	50
Worship services	12	12	12	13	10	45	6	75	40	18
Other	8	8	10	11	3	14	0	0	21	9

V.8 Wireless Internet

In 2009, 72% of parks offered wireless internet (down from 79% in 2007), and 57% of these provided it free of charge. This was not a uniform trend, however. Sixty-three percent of parks with 500 or more sites did charge for wireless internet, as did 40% of parks with 250-499 sites. Smaller parks (under 250 sites) were more likely to offer free internet.

Figure 33: Wireless Internet Charges

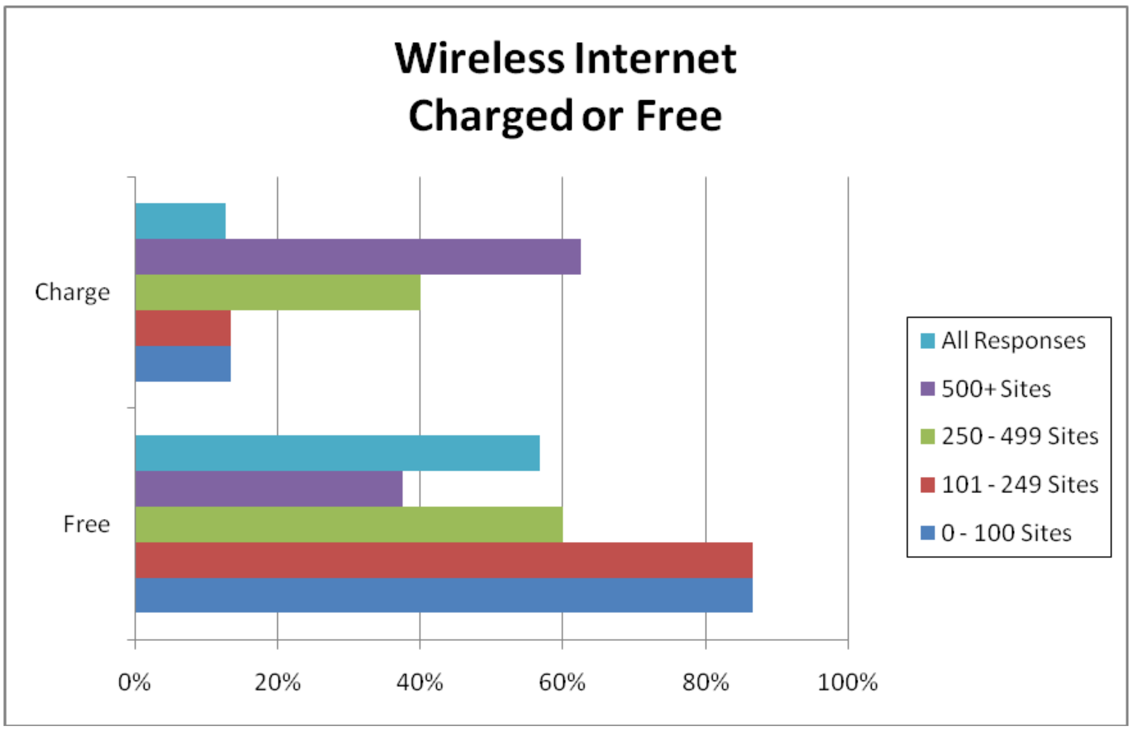


Table 55: Wireless Internet Charges

Wireless Internet	0 - 100 Sites		101 - 249 Sites		250 - 499 Sites		500+ Sites		All Responses	
	#	%	#	%	#	%	#	%	#	%
Provide*	84	83%	86	92%	21	100%	8	100%	199	72%
Free**	71	87%	71	87%	12	60%	3	38%	157	57%
Charge**	11	13%	11	13%	8	40%	5	63%	35	13%

*Percentage based on all parks/campgrounds that responded to the survey
**Percentage is based on all parks/campgrounds that responded that they provided the named facility

Section VI. Campground/Park Store

Section VI addressed issues related to the operation of campground/park stores. The sample used in Section VI is below:

Parks by size	Number of responses
0 - 100 Sites	174
101 - 249 Sites	148
250 - 499 Sites	43
500+ Sites	13
All Responses	378

Four-fifths of parks (81%) had a camp store, a circumstance mirrored in all size categories. About half of these stores (51%) are also open to the general public (outside of guests), and only one-fourth (25%) use a POS (point-of-sale) system to track sales. Many types of goods are available for sale as shown in Table 58.

Figure 34: Availability of Camp Store

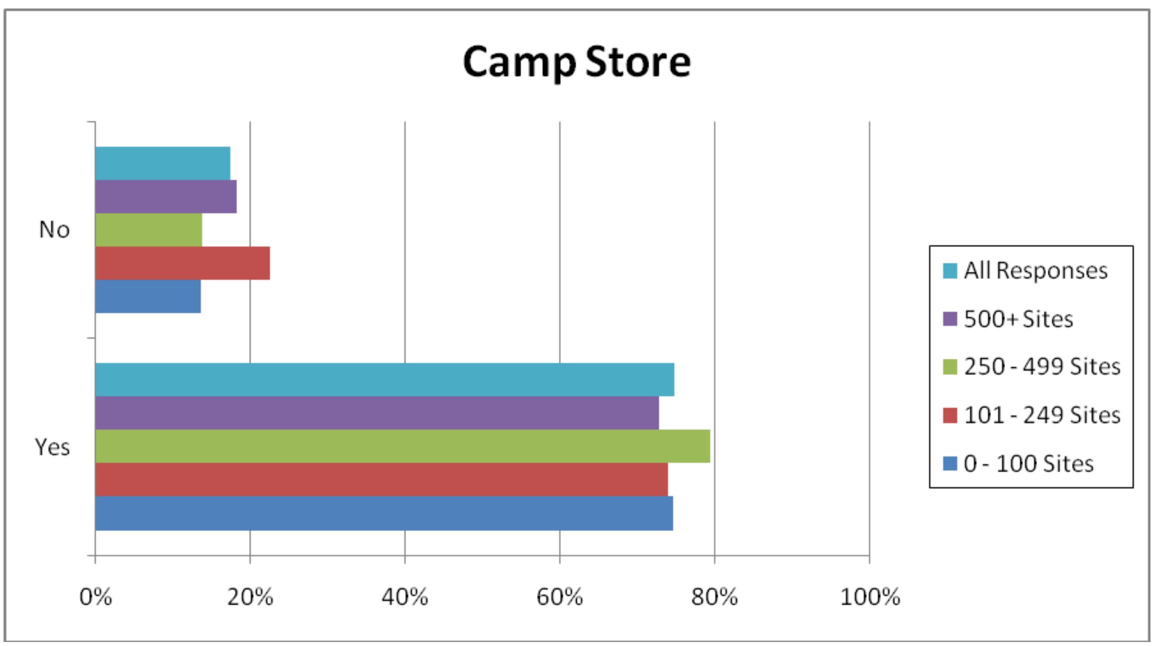


Table 56: Availability of Camp Store

Camp Store	0 - 100 Sites #	0 - 100 Sites %	101 - 249 Sites #	101 - 249 Sites %	250 - 499 Sites #	250 - 499 Sites %	500+ Sites #	500+ Sites %	All Responses #	All Responses %
Yes	94	85%	82	77%	23	85%	8	80%	207	81%
No	17	15%	25	23%	4	15%	2	20%	48	19%

Table 57: Store Specifics

	0 - 100 Sites #	0 - 100 Sites %	101 - 249 Sites #	101 - 249 Sites %	250 - 499 Sites #	250 - 499 Sites %	500+ Sites #	500+ Sites %	All Responses #	All Responses %
Maximum # of stores	2		5		2		2		5	
Average # of stores	1		1		1		1		1	
Is the store open to the general public?	62	44%	63	45%	11	8%	4	3%	140	51%
Do you have a computerized point of sale system to track retail sales?	17	25%	42	61%	7	10%	3	4%	69	25%

Table 58: Store Goods Offered

	0 - 100 Sites		101 - 249 Sites		250 - 499 Sites		500+ Sites		All Responses	
	#	%	#	%	#	%	#	%	#	%
Dry groceries	54	70%	68	85%	17	100%	5	100%	144	80%
Bakery products	23	30%	29	36%	13	76%	4	80%	69	39%
Ice cream	67	87%	79	99%	17	100%	5	100%	168	94%
Dairy products	37	48%	65	81%	17	100%	5	100%	124	69%
Recreation equipment	39	51%	61	76%	16	94%	4	80%	120	67%
Magazines and newspapers	22	29%	32	40%	7	41%	3	60%	64	36%
T -shirts-sweatshirts	51	66%	65	81%	15	88%	5	100%	136	76%
Hats	52	68%	58	73%	15	88%	5	100%	130	73%
Fresh fruit or vegetables	6	8%	8	10%	6	35%	0	0%	20	11%
Frozen foods	25	32%	35	44%	9	53%	3	60%	72	40%
Snack foods	66	86%	76	95%	17	100%	5	100%	164	92%
Souvenirs-gifts	57	74%	66	83%	15	88%	5	100%	143	80%
Sundries	56	73%	54	68%	12	71%	5	100%	127	71%
Personal care items	68	88%	72	90%	17	100%	5	100%	162	91%
Toys	48	62%	65	81%	17	100%	5	100%	135	75%
RV supplies and accessories	74	96%	80	100%	17	100%	5	100%	176	98%
Beer-wine	20	26%	28	35%	7	41%	4	80%	59	33%
Other	15	19%	11	14%	0	0%	1	20%	27	15%

Table 59: Store Operations

	0 - 100 Sites		101 - 249 Sites		250 - 499 Sites		500+ Sites		All Responses	
	#	%	#	%	#	%	#	%	#	%
Year round 7days/week	34	20%	22	15%	9	21%	2	15%	67	18%
Seasonal 7days/week	43	25%	55	37%	8	19%	3	23%	109	29%
January	28	16%	19	13%	7	16%	2	15%	56	15%
February	28	16%	19	13%	7	16%	2	15%	56	15%
March	34	20%	19	13%	7	16%	3	23%	63	17%
April	50	29%	36	24%	10	23%	4	31%	100	26%
May	69	40%	74	50%	15	35%	5	38%	163	43%
June	70	40%	74	50%	15	35%	5	38%	164	43%
July	70	40%	74	50%	15	35%	5	38%	164	43%
August	70	40%	74	50%	15	35%	5	38%	164	43%
September	67	39%	73	49%	13	30%	5	38%	158	42%
October	65	37%	64	43%	13	30%	4	31%	146	39%
November	34	20%	19	13%	7	16%	2	15%	62	16%
December	28	16%	19	13%	7	16%	2	15%	56	15%
Weekdays open	5		5		N/A		3		5	
Weekend days	2		2		N/A		2		2	

Table 60: Annual Store Sales

Annual Store Sales	0 - 100 Sites	101 - 249 Sites	250 - 499 Sites	500+ Sites	All Responses
Average Sales	$77,672	$92,046	$510,888	$295,750	$126,633
Median Sales	$18,000	$44,000	$386,889	$285,000	$40,000

Section VII: Food and Beverage Service

This section is related to the food and beverage services offered at campgrounds and parks in 2009, based on the sample of 378 responses.

Parks by size	Number of responses
0 - 100 Sites	174
101 - 249 Sites	148
250 - 499 Sites	43
500+ Sites	13
All Responses	378

One-third (33%) of respondents offered food service at their parks, while two-thirds (67%) did not. Larger parks were more likely than smaller parks to offer this service. For those with over 250 sites, around 40% had food service. The smallest parks were unlikely to do so – 86% did not.

Figure 35: Availability of Food Services

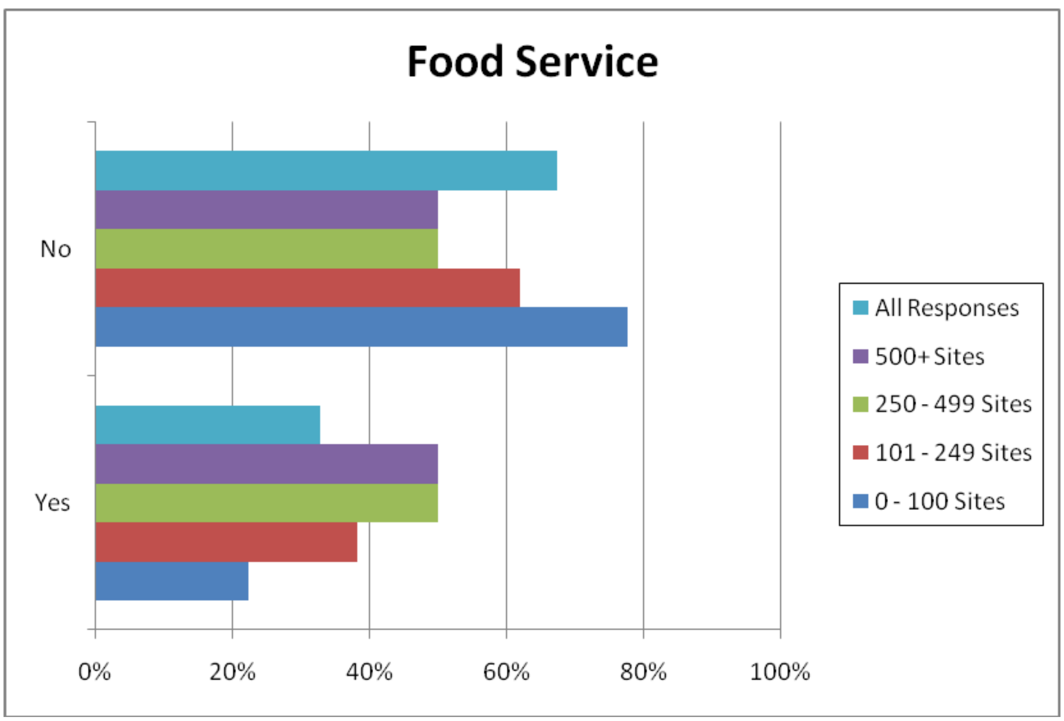


Table 61: Availability of Food Service

	0 - 100 Sites		101 - 249 Sites		250 - 499 Sites		500+ Sites		All Responses	
	#	%	#	%	#	%	#	%	#	%
Food Service - Yes	25	22%	37	38%	13	50%	5	50%	80	33%
Food Service - No	87	78%	60	62%	13	50%	5	50%	165	67%
Maximum # of food facilities	2		3		2		2		3	
Average # of food facilities	1		1		1		1		1	

VII.1 Food Service Facility Types

The most commonly reported type of food service facility was the *Snack Bar,* present in 11% of respondent parks. Seven percent offered a Restaurant; two percent contained a bar, and three percent had some other type of food service.

Figure 36: Types of Food Service Facility

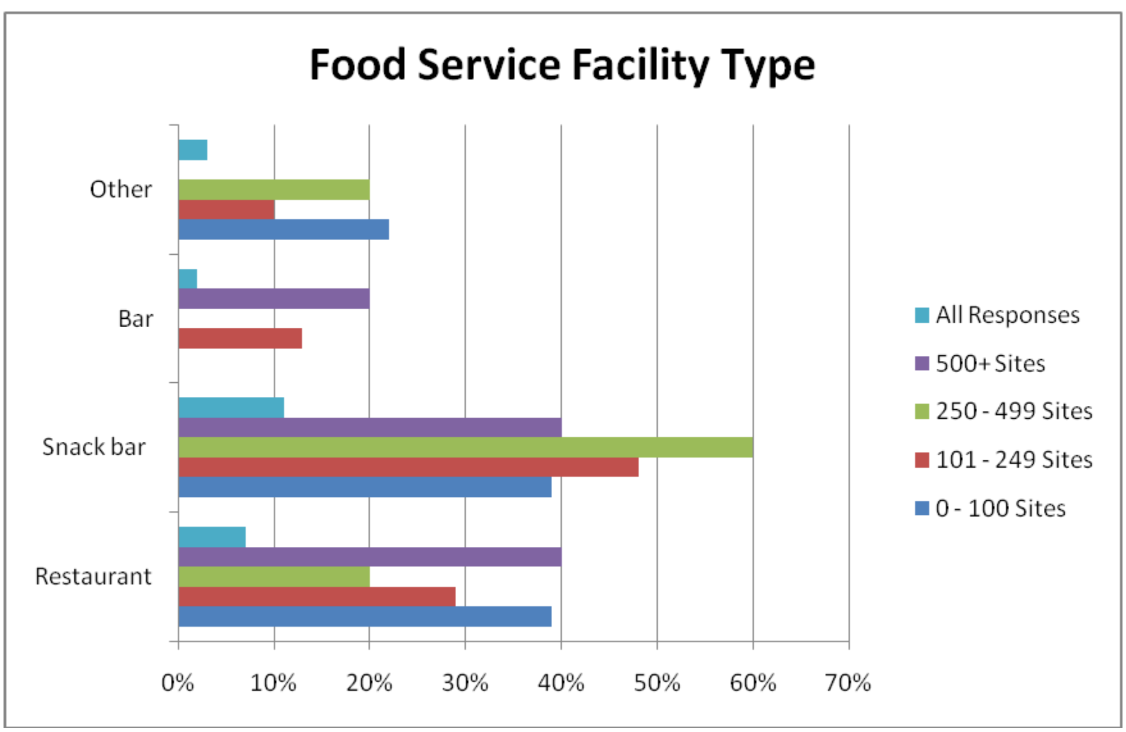


Table 62: Types of Food Service Facility

	0 - 100 Sites		101 - 249 Sites		250 - 499 Sites		500+ Sites		All Responses*	
	#	%	#	%	#	%	#	%	#	%
Restaurant	7	39%	15	29%	2	20%	2	40%	26	7%
Snack bar	7	39%	25	48%	6	60%	2	40%	40	11%
Bar	0	0%	7	13%	0	0%	1	20%	8	2%
Other	4	22%	5	10%	2	20%	0	0%	11	3%

*Percentages for "All Responses" reflect the sum of all size parks in each of the four types as a percentage of all responses to this section.

VII.2 Food Service Facility Characteristics

Section VII.2 collected information on the food service facilities. Of the 85 facilities in the sample, 69% had a designated area for the food service, 54% had their own kitchen facilities, and 60% had seating for their customers.

Table 63: Food Service Characteristics

Food Service Characteristics	0 - 100 Sites		101 - 249 Sites		250 - 499 Sites		500+ Sites		All Responses	
	#	%	#	%	#	%	#	%	#	%
Number of facilities	18		52		10		5		85	22%
Located in designated area	8	44%	36	69%	10	100%	5	100%	59	69%
With its own kitchen facilities	9	50%	28	54%	7	70%	4	80%	46	54%
Seating for patrons	11	61%	29	56%	8	80%	3	60%	51	60%
Note that each RV Park/Campground could report on up to 4 food service facilities, and each food service facility could appear in multiple categories. Percentages are based on the number of facilities reported.										

VII.3 Food Service Facility – Meals Served

For those who serve meals, each of the three major meals – breakfast, lunch, and dinner – were served by roughly half of them. Snacks were served by a slightly larger percentage (55%).

Table 64: Meals Served

Food Service	0 - 100 Sites		101 - 249 Sites		250 - 499 Sites		500+ Sites		All Responses	
Meals Served	#	%	#	%	#	%	#	%	#	%
Number of facilities	18		52		10		5		85	22%
Breakfast	9	50%	24	46%	7	70%	3	60%	43	51%
Lunch	8	44%	23	44%	5	50%	4	80%	40	47%
Dinner	5	28%	25	48%	2	20%	2	40%	34	40%
Snacks	10	56%	26	50%	8	80%	3	60%	47	55%
Note that each RV Park/Campground could report on up to 4 food service facilities, and each food service facility could appear in multiple categories. Percentages are based on the number of facilities reported.										

VII.4 Food Service Facility – Beverages Served

Question VII.2 also asked respondents about types of beverages served. Overall, 87% served non-alcoholic beverages, 54% served specialty coffees or teas, 32% served beer, 28% served wine, and 21% served liquor.

Table 65: Beverages Served

	0 - 100 Sites		101 - 249 Sites		250 - 499 Sites		500+ Sites		All Responses	
	#	%	#	%	#	%	#	%	#	%
Number of facilities	18		52		10		5		85	22%
Specialty coffees or teas	10	56%	28	54%	5	50%	3	60%	46	54%
Non -alcoholic beverages	9	50%	36	69%	8	80%	4	80%	74	87%
Wine	4	22%	14	27%	4	40%	2	40%	24	28%
Beer	5	28%	16	31%	4	40%	2	40%	27	32%
Liquor	3	17%	10	19%	3	30%	2	40%	18	21%
Note that each RV Park/Campground could report on up to 4 food service facilities, and each food service facility could appear in multiple categories. Percentages are based on the number of facilities reported.										

VII.5 Food Service License Required

The vast majority of food service operations (80%) required a food handler's license to meet state or county food safety requirements; only 20% did not.

Figure 37: Food handler's license

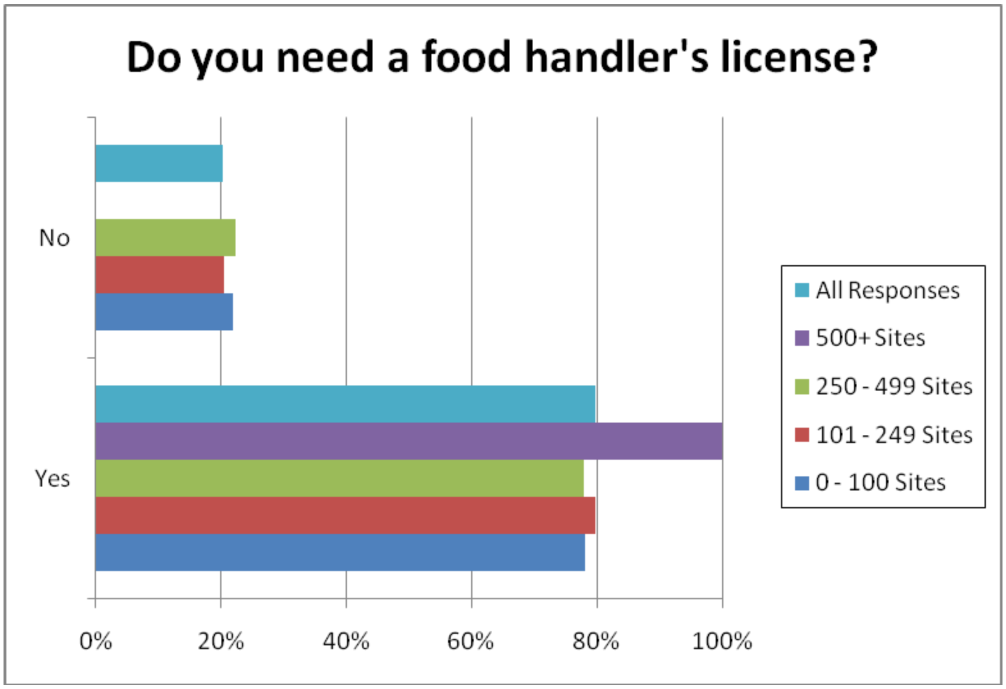


Table 66: Food handler's license

Food service and/or food handler's license required	0 - 100 Sites		101 - 249 Sites		250 - 499 Sites		500+ Sites		All Responses	
	#	%	#	%	#	%	#	%	#	%
Yes	25	78%	43	80%	7	78%	4	100%	79	80%
No	7	22%	11	20%	2	22%	0	0%	20	20%
Percentage is based on number of RV Parks/Campgrounds that answered this question										

VII.6 Food Service Sales Revenue

Table 67 shows average and median food service sales figures for each park size category, and for the entire sample. Predictably, the highest sales volume occurs in the largest parks. Overall, average annual sales at park food service operations were $46,601, and the median sales volume was $8,000.

Table 67: Annual Food Service Sales

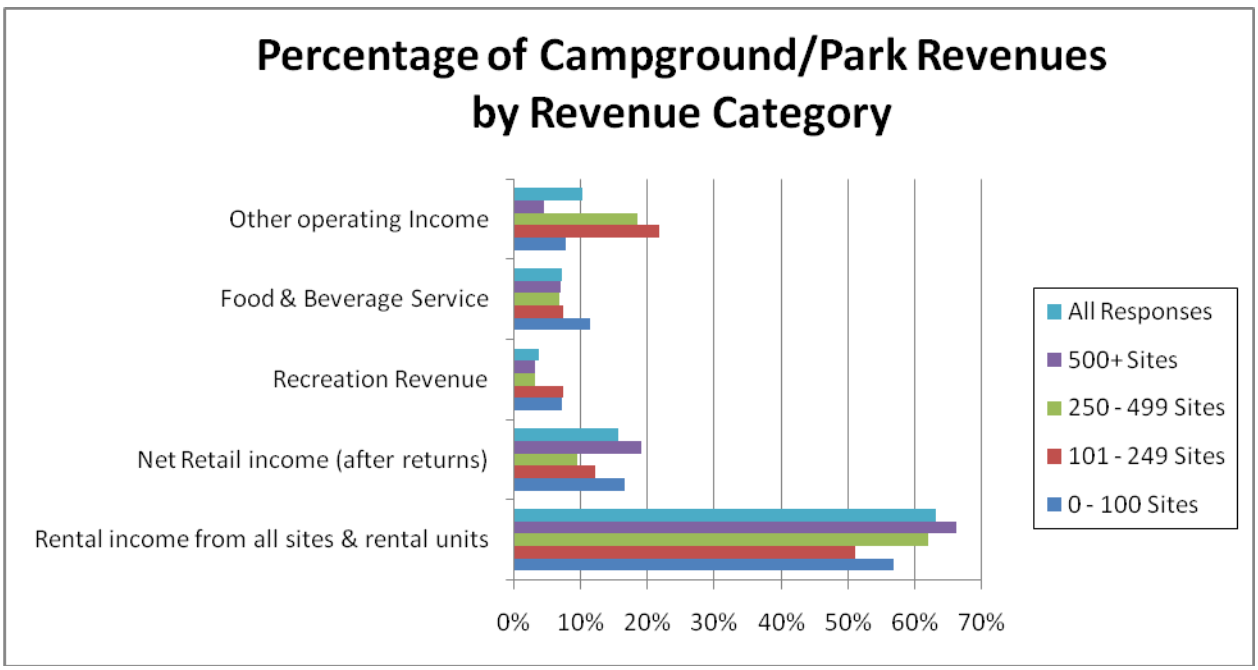
Annual Food Service Sales	0 - 100 Sites	101 - 249 Sites	250 - 499 Sites	500+ Sites	All Responses
Average sales	$44,511	$46,218	$43,864	$69,761	$46,601
Median Sales	$30,290	$29,126	$48,614	$50,000	$8,000

Section VIII. Campground/Park Revenues and Expenses

This section asked for specific information on revenues and expenses. A robust total sample of 595 respondents supplied this information.

Campground/RV Park Size	Number responses
0 - 100 Sites	233
101 - 249 Sites	227
250 - 499 Sites	85
500+ Sites	21
Unidentified	29
Total	595

Figure 38: Percent of Campground/Park Revenues by Revenue Category



Average total income was just over $2 million with half of that income coming from site and rental units ($1,266,061). According to size, the total income averages were $316,281 (1-100 sites), $825,009 (101-249 sites), $2,154,011 (250-499 sites), and $4,722,194 (500+ sites). For all parks, income from site rentals represented 63% of operating income; net retail represented 16% of operating income; 4% came from recreation revenue; 7% from food and beverage service; and, 10% came from "other" sources.

Table 68: Revenues as Percent of Total Operating Income

	0 - 100 Sites		101 - 249 Sites		250 - 499 Sites		500+ Sites		Average of All Responses	
	$	%	$	%	$	%	$	%	$	%
Rental income from all sites & rental units	$180,044	57%	$422,128	51%	$1,335,909	62%	$3,126,162	66%	$1,266,061	63%
Net Retail income (after returns)	$52,390	17%	$100,936	12%	$203,408	9%	$900,668	19%	$314,350	16%
Recreation Revenue	$22,843	7%	$61,387	7%	$68,353	3%	$146,781	3%	$74,841	4%
Food & Beverage Service	$36,230	11%	$61,105	7%	$146,620	7%	$332,857	7%	$144,203	7%
Other operating Income	$24,774	8%	$179,453	22%	$399,721	19%	$215,726	5%	$204,919	10%
Total Operating Income	$316,281	100%	$825,009	100%	$2,154,011	100%	$4,722,194	100%	$2,004,374	100%

Note: Dollar amounts indicate average of all responses. Percentages are percent of total operating income from each activity.

As shown in the following table, total operating expenses from all sources averaged $1,141,720. This was 65 percent of the average total operating revenue of $1,753,284. Reported EBITDA averaged $299,444 or 17 percent of operating revenue. It should be noted that all values, including total revenue, total operating expenses, and EBITDA were reported by the respondents, rather than computed from individual response categories. Thus totals and percentages do not necessarily equal totals expected if calculations were performed based on responses to each line item.

Table 69: Total Operating Expenses and Net Income

Average	0 - 100 Sites		101 - 249 Sites		250 - 499 Sites		500+ Sites		All Responses	
Annual Expenses	$	%	$	%	$	%	$	%	$	%
Cost of Goods Sold	11,817	5%	65,021	10%	203,159	11%	4,550	0%	63,583	6%
Utilities - Total	22,877	10%	58,161	9%	212,757	12%	6,000	0%	65,154	6%
Electrical (net of income)	25,095	11%	41,459	6%	159,824	9%	188,375	11%	61,493	5%
Gas	3,739	2%	11,515	2%	35,654	2%	25,667	1%	14,477	1%
Water	5,024	2%	9,897	2%	28,522	2%	71,500	4%	11,744	1%
Sewer	4,611	2%	5,542	1%	21,963	1%	7,500	0%	8,042	1%
Professional Services	2,524	1%	8,901	1%	72,921	4%	39,533	2%	19,289	2%
Property & Liability Insurance	6,800	3%	15,217	2%	51,672	3%	24,625	1%	17,859	2%
Licenses, permits, dues	2,350	1%	19,191	3%	10,955	1%	3,031	0%	10,355	1%
Repairs & Maintenance	14,544	7%	19,600	3%	154,851	9%	179,333	10%	368,328	32%
Marketing & Advertising - Total	6,271	3%	77,094	12%	27,065	2%	19,500	1%	129,930	11%
Print	2,679	1%	4,555	1%	14,203	1%	12,550	1%	6,846	1%
Internet	1,357	1%	3,417	1%	5,333	0%	2,667	0%	2,969	0%
Brochures	1,374	1%	4,927	1%	3,654	0%	1,150	0%	2,897	0%
Publicity & Promotions	1,309	1%	6,257	1%	11,709	1%	9,000	1%	5,758	1%
Office & Maintenance Supplies	4,462	2%	8,313	1%	53,009	3%	31,667	2%	12,548	1%
Employee Wages (all employees)	41,171	18%	175,216	27%	491,930	27%	565,600	32%	206,936	18%
Employment Development	18,887	8%	13,630	2%	11,036	1%	NA	0%	13,347	1%
Benefits	11,513	5%	20,174	3%	51,434	3%	52,100	3%	29,688	3%
Payroll Taxes	7,428	3%	17,050	3%	49,940	3%	50,000	3%	23,415	2%
Other Expenses	27,760	12%	70,067	11%	126,505	7%	480,152	27%	67,063	6%
Total Operating Expenses	223,592	100%	655,203	100%	1,798,096	100%	1,774,500	100%	1,141,720	100%
Net Income	$92,689		$169,806		$355,916		$2,947,694		$862,654	
**EBITDA	159,888	18%	207,024	32%	485,136	19%	3,501,500	14%	299,444	17%

**EBITDA = Earnings Before Interest, Depreciation, Taxes and Amortization.
Percent based upon responses for this item relative to all responses in section III-1 of the survey.

**EBITDA = Earnings Before Interest, Depreciation, Taxes and Amortization.

Note: Figures less than 1% are shown as 0% due to rounding

Table 70: Average Annual Taxes and Fees Paid in 2009

	0 - 100 Sites		101 - 249 Sites		250 - 499 Sites		500+ Sites		All Responses	
	$	%	$	%	$	%	$	%	$	%
Bed/Occupancy/Transient taxes	$8,191	21%	$21,481	22%	$44,041	34%	$48,750	18%	$30,616	49%
Property or real estate taxes	$6,496	49%	$72,512	50%	$43,271	66%	$71,953	55%	$48,558	56%
Total government fees	$880	52%	$1,500	55%	$5,184	69%	$10,829	64%	$4,598	55%
Association dues	$2,236	58%	$70,257	65%	$1,982	93%	$1,125	62%	$18,900	62%

Section IX. Investments and Improvements

Information on investments and improvements was offered by nearly 600 respondents.

Campground/RV Park Size	Number responses
0 - 100 Sites	233
101 - 249 Sites	227
250 - 499 Sites	85
500+ Sites	21
Unidentified	29
Total	595

IX.1 Investments Made

For the overall sample, slightly over half (52%) reported making park improvements or investments in 2009, at an average cost of $399,953. The most common investment categories were: Landscaping, Electrical services, Wireless internet, Maintenance equipment, Recreation, or Road/Parking upgrades.

The largest *dollar* investments were in: Recreation, TV/satellite, Sewage treatment, Pool/water additions, Waste disposal, and addition of New Sites.

Figure 39: Investments

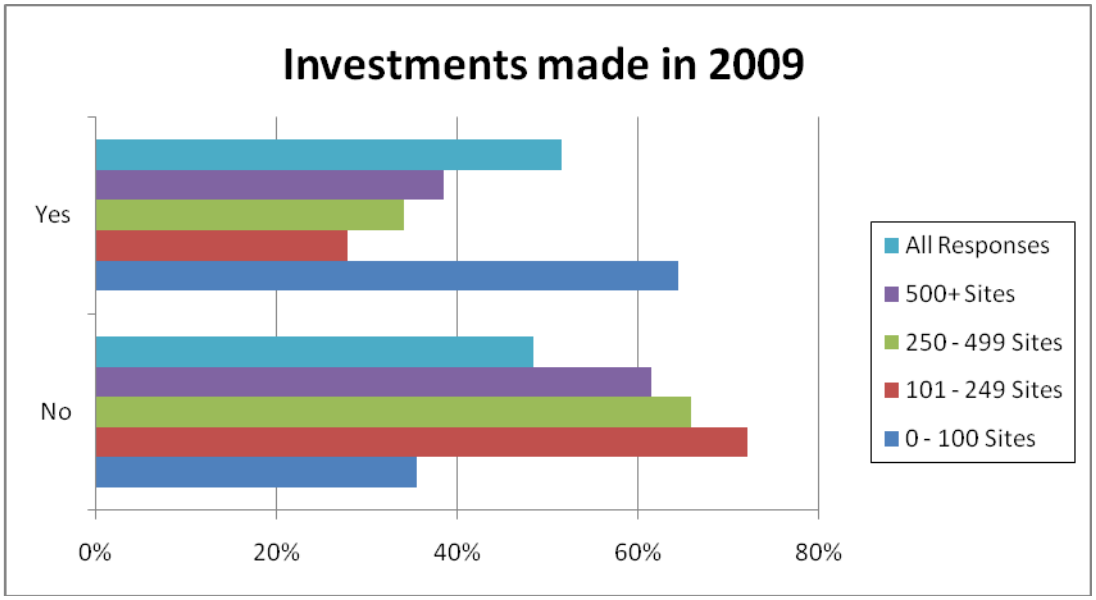


Table 71: Investments made in 2009

Investments made in 2009?	0 - 100 Sites		101 - 249 Sites		250 - 499 Sites		500+ Sites		All Responses	
	#	%	#	%	#	%	#	%	#	%
No	110	35%	93	72%	29	66%	8	62%	240	48%
Yes	200	65%	36	28%	15	34%	5	38%	256	52%
Average	$332,539		$546,084		$361,176		$231,850		$399,953	
Median	$34,354		$121,452		$100,449		$131,200		$86,317	
Maximum	$225,000		$3,748,274		$250,000		$250,000		$3,748,274	

IX.2 Types of Investment

Figure 40: Investment Types

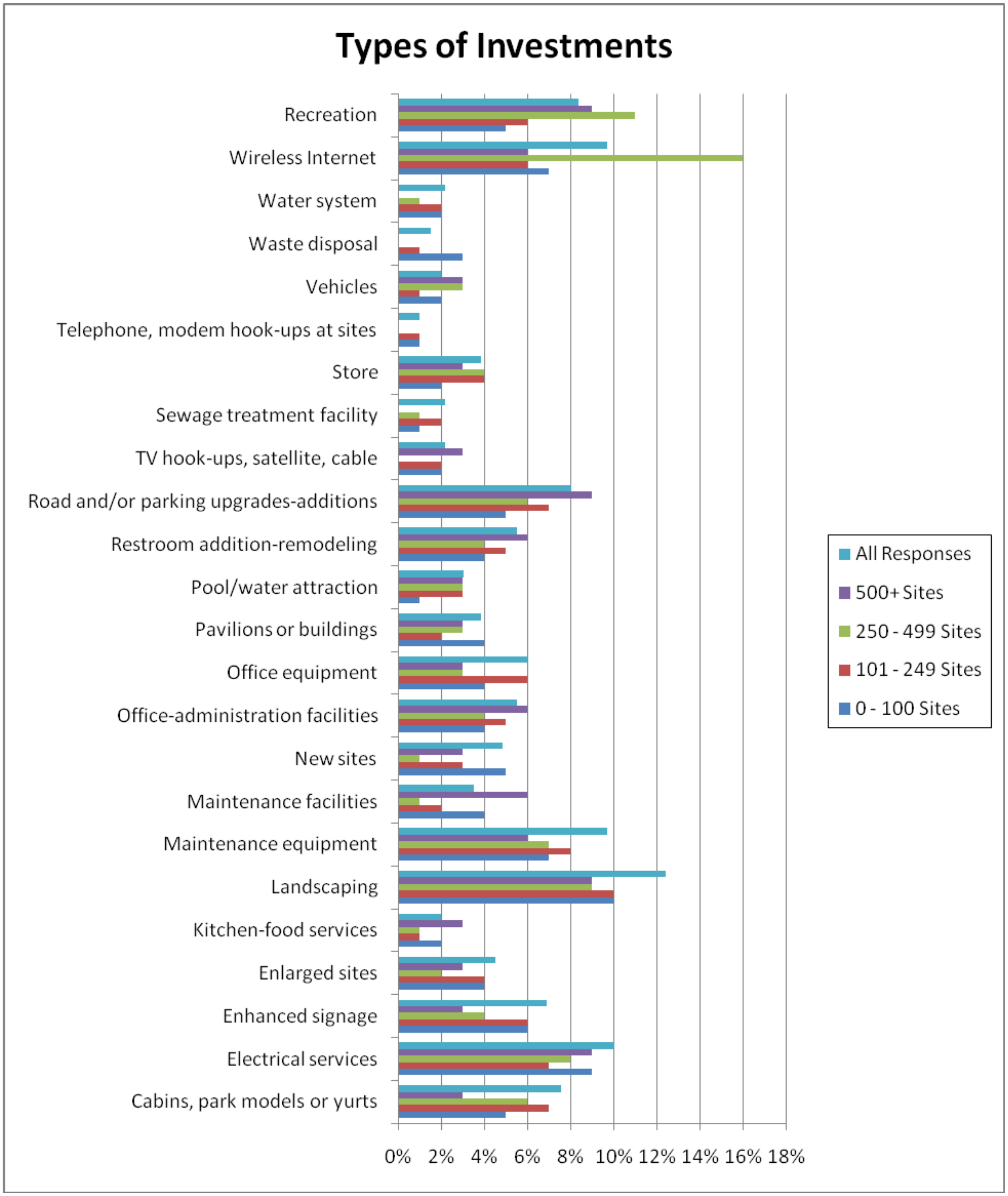


Table 72: Types of Campground investments

Campground Investments	0 - 100 Sites		101 - 249 Sites		250 - 499 Sites		500+ Sites		All Responses	
	#	%	#	%	#	%	#	%	#	%
Cabins, park models or yurts	15	5%	23	7%	6	6%	1	3%	45	8%
Electrical services	25	9%	24	7%	8	8%	3	9%	60	10%
Enhanced signage	16	6%	20	6%	4	4%	1	3%	41	7%
Enlarged sites	10	4%	14	4%	2	2%	1	3%	27	5%
Kitchen-food services	5	2%	5	1%	1	1%	1	3%	12	2%
Landscaping	28	10%	34	10%	9	9%	3	9%	74	12%
Maintenance equipment	20	7%	29	8%	7	7%	2	6%	58	10%
Maintenance facilities	10	4%	8	2%	1	1%	2	6%	21	4%
New sites	15	5%	12	3%	1	1%	1	3%	29	5%
Office-administration facilities	11	4%	16	5%	4	4%	2	6%	33	6%
Office equipment	12	4%	20	6%	3	3%	1	3%	36	6%
Pavilions or buildings	11	4%	8	2%	3	3%	1	3%	23	4%
Pool/water attraction	4	1%	10	3%	3	3%	1	3%	18	3%
Restroom addition-remodeling	10	4%	17	5%	4	4%	2	6%	33	6%
Road and/or parking upgrades-additions	13	5%	26	7%	6	6%	3	9%	48	8%
TV hook-ups, satellite, cable	6	2%	6	2%	0	0%	1	3%	13	2%
Sewage treatment facility	4	1%	8	2%	1	1%	0	0%	13	2%
Store	5	2%	13	4%	4	4%	1	3%	23	4%
Telephone, modem hook-ups at sites	3	1%	3	1%	0	0%	0	0%	6	1%
Vehicles	6	2%	2	1%	3	3%	1	3%	12	2%
Waste disposal	7	3%	2	1%	0	0%	0	0%	9	2%
Water system	6	2%	6	2%	1	1%	0	0%	13	2%
Wireless Internet	20	7%	20	6%	16	16%	2	6%	58	10%
Recreation**	14	5%	22	6%	11	11%	3	9%	50	8%

**Each RV park/Campground could write in up to 3 “recreation investments”

*Percentages based upon total responses of those who made campground investments.

IX.3 Amount Invested

Table 73: Dollar amount of investments

Average Amount Invested	0 - 100 Sites $	%	101 - 249 Sites $	%	250 - 499 Sites $	%	500+ Sites $	%	All Responses $	%
Cabins, park models or yurts	$6,528	2%	$15,460	3%	$50,000	14%	N/A	N/A	$19,033	5%
Electrical services	$9,506	3%	$9,130	2%	$56,000	16%	$30,000	13%	$15,172	4%
Enhanced signage	$1,807	1%	$4,688	1%	$2,667	1%	N/A	N/A	$3,236	1%
Enlarged sites	$3,410	1%	$5,404	1%	$15,000	4%	$15,000	6%	$5,606	1%
Kitchen-food services	$7,913	2%	$11,804	2%	N/A	N/A	N/A	N/A	$9,372	2%
Landscaping	$4,624	1%	$6,605	1%	$6,500	2%	$12,500	5%	$5,931	1%
Maintenance equipment	$3,217	1%	$7,795	1%	$15,766	4%	N/A	N/A	$7,389	2%
Maintenance facilities	$3,421	1%	$12,305	2%	$55,000	15%	N/A	N/A	$13,670	3%
New sites	$33,111	10%	$1,655	0%	N/A	N/A	N/A	N/A	$23,432	6%
Office-administration facilities	$6,986	2%	$2,422	0%	$14,000	4%	N/A	N/A	$8,169	2%
Office equipment	$1,464	0%	$9,079	2%	$200	0%	N/A	N/A	$4,136	1%
Pavilions or buildings	$12,612	4%	$22,659	4%	$20,000	6%	N/A	N/A	$17,616	4%
Pool-water attraction	$68,667	21%	$28,853	5%	$18,933	5%	$13,500	6%	$32,785	8%
Restroom addition-remodeling	$3,647	1%	$36,963	7%	$17,500	5%	$30,000	13%	$21,208	5%
Road and-or parking upgrades-additions	$8,917	3%	$8,892	2%	$14,250	4%	$7,350	3%	$9,705	2%
TV hook -ups, satellite, cable	$6,502	2%	$186,212	34%	N/A	N/A	$20,000	9%	$47,937	12%
Sewage treatment facility	$90,000	27%	$18,919	3%	$20,000	6%	N/A	N/A	$32,039	8%
Store	$2,000	1%	$25,704	5%	$7,000	2%	N/A	N/A	$14,863	4%
Telephone, modem hook - ups at sites	$1,889	1%	$2,212	0%	N/A	N/A	N/A	N/A	$2,018	1%
Vehicles	$3,929	1%	$4,324	1%	N/A	N/A	N/A	N/A	$4,028	1%
Waste disposal	$35,033	11%	$6,217	1%	N/A	N/A	N/A	N/A	$23,507	6%
Water system	$12,792	4%	$10,848	2%	N/A	N/A	N/A	N/A	$11,959	3%
Wireless Internet	$2,149	1%	$2,113	0%	$9,333	3%	N/A	N/A	$3,443	1%
Recreation	$2,415	1%	$105,821	19%	$39,027	11%	$103,500	45%	$63,699	16%
Total Average Investment	$332,539		$546,084		$361,176		$231,850		$399,953	

Percentages are based on the average dollar amount spent in a particular category relative to the total average investment (provided in the last row of the above table)

IX.4 Site Combination

Most parks (77%) had not combine sites in 2007, although about a quarter of them did (23%). The smaller parks were the least likely to have done so (15%). The most likely to combine sites were the largest parks (500+ sites), 40% of which had combined sites in the past two years.

Figure 41: Combining Sites

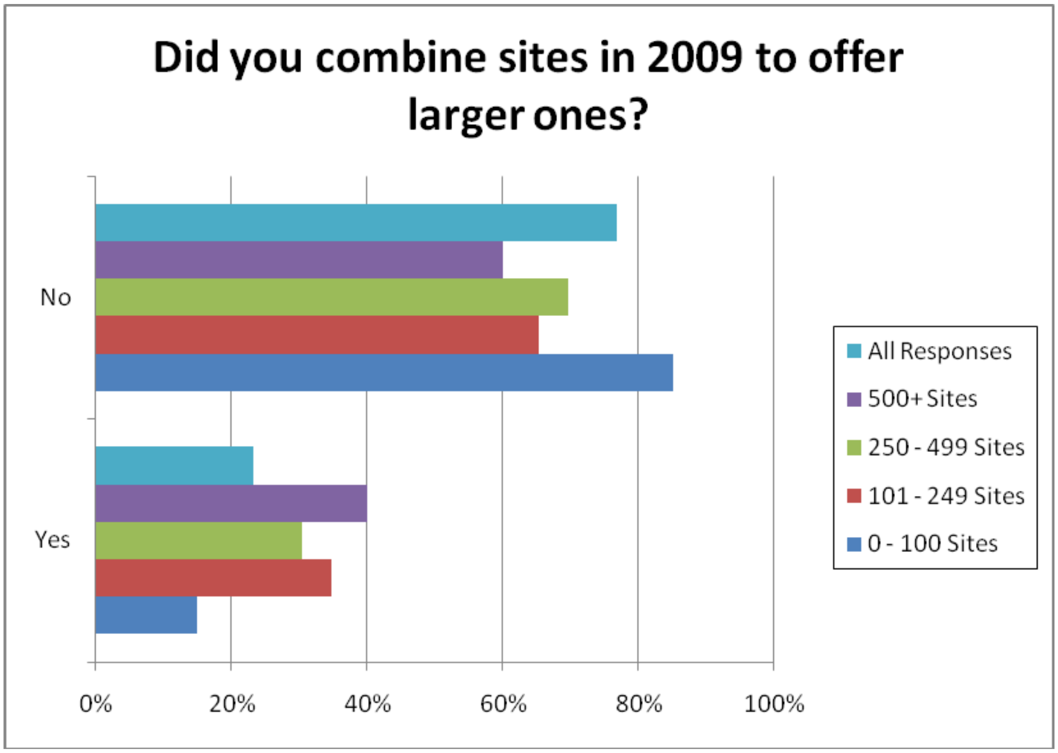


Table 74: Combining Sites

Since 2007, have you combined existing sites in order to offer larger sites?	0 - 100 Sites		101 - 249 Sites		250 - 499 Sites		500+ Sites		All Responses	
	#	%	#	%	#	%	#	%	#	%
Yes	28	15%	32	35%	14	30%	4	40%	78	23%
No	160	85%	60	65%	32	70%	6	60%	258	77%

IX.5 Effects of Site Combination

Combining sites has the effect of reducing the overall number of rental sites available in the parks. In 2009, an overall reduction of 17 sites was reported as the average. Figure 42 and Table 75 list the reduction in the amount of sites due to combining.

Figure 42: Number of Rental Sites Before and After Combining

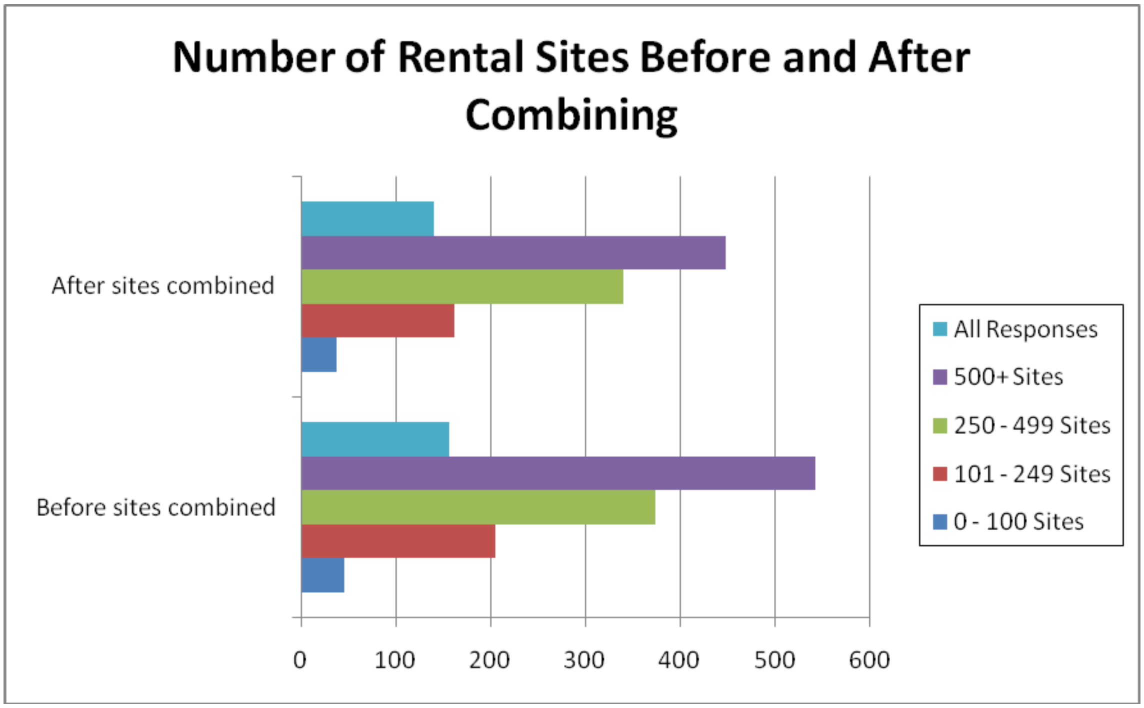


Table 75: Number of Rental Sites Before and After Combinations

Average	0 - 100 Sites		101 - 249 Sites		250 - 499 Sites		500+ Sites		All Responses	
Number of sites	#	%	#	%	#	%	#	%	#	%
Before sites combined	46		205		374		543		157	
After sites combined	38		162		340		448		140	
Average reduction in sites	8	17%	43	21%	34	9%	95	17%	17	11%
*Percentage reported is the percentage of sites lost										

IX.6 Plans to Combine Sites in the Future

Most parks (83%) have no plans to combine sites in the future. Only 15-20%, depending on park size, reported that they intended to do so.

Figure 43: Plans to Combine Sites in the Future

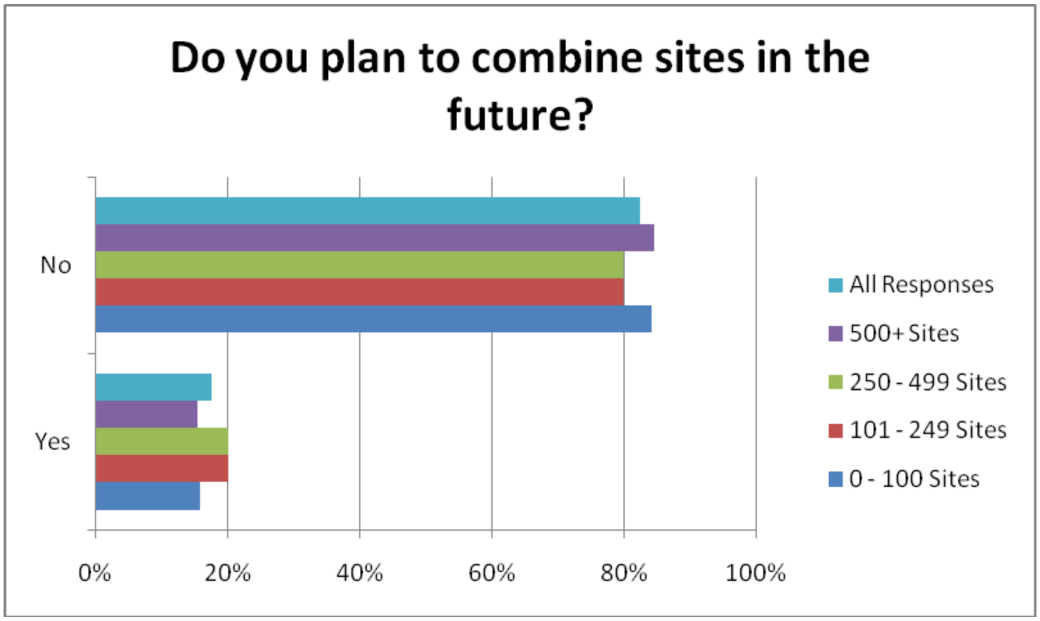


Table 76: Plans to Combine Sites

Do you plan to combine sites in the future?	0 - 100 Sites		101 - 249 Sites		250 - 499 Sites		500+ Sites		All Responses	
	#	%	#	%	#	%	#	%	#	%
Yes	30	16%	18	20%	10	20%	2	15%	60	17%
No	160	84%	72	80%	40	80%	11	85%	283	83%

IX.7 Green Initiatives

Parks were asked if they had undertaken any initiatives in 2009 to make their operations more "green" and environmentally sustainable. Many parks had done so. The most common of these initiatives were in the areas of: fluorescent bulbs (62%), recycling (46%), and reducing electrical use (41%).

Figure 44: Green Initiatives

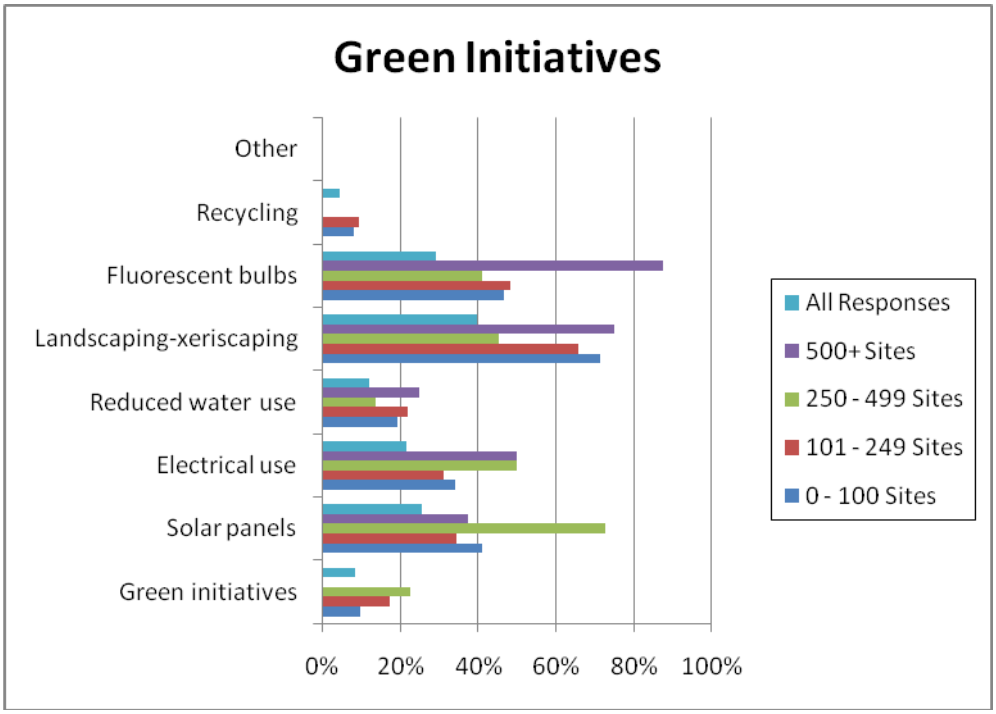


Table 77: Green Initiatives

Green initiatives	0 - 100 Sites		101 - 249 Sites		250 - 499 Sites		500+ Sites		All Responses	
	#	%	#	%	#	%	#	%	#	%
Solar panels	22	10%	39	17%	19	23%	0	0%	81	14%
Electrical use	96	41%	78	34%	62	73%	8	38%	243	41%
Reduced water use	80	34%	71	31%	43	50%	11	50%	204	34%
Landscaping-xeriscaping (drought resistant plants)	45	19%	50	22%	12	14%	5	25%	111	19%
Fluorescent bulbs	166	71%	149	66%	39	45%	16	75%	369	62%
Recycling	109	47%	110	48%	35	41%	18	88%	272	46%
Other	19	8%	21	9%	0	0%	0	0%	40	7%

Section X. Business Operations and Administration

Business Operations and Administration questions were answered by 378 respondents. This sample is distributed by park size as shown:

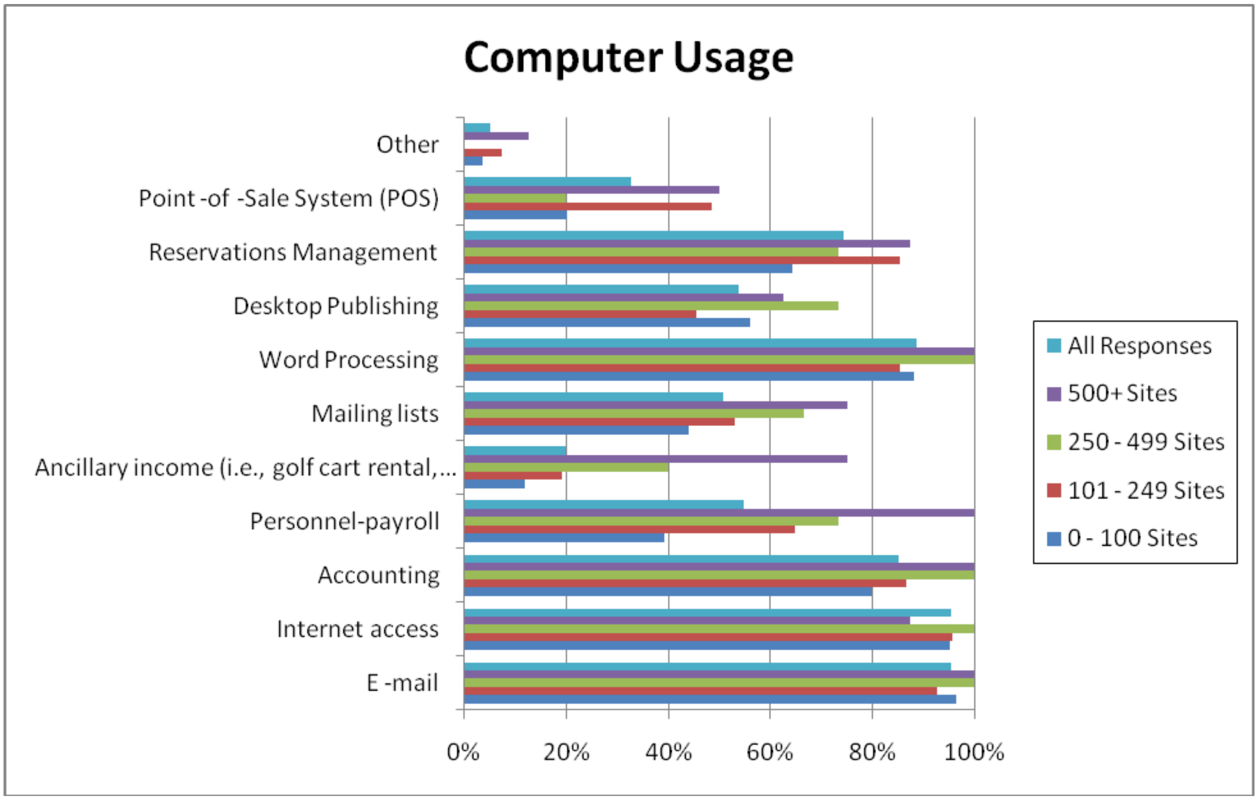
Parks by size	Number
0 - 100 Sites	174
101 - 249 Sites	148
250 - 499 Sites	43
500+ Sites	13
All Responses	378

X.1 Computer Usage

Computer usage across ARVC parks and campgrounds continues to grow. The average number across all parks was four computers, with the smallest parks averaging two and the largest averaging nine. About one-third (35%) of parks had networked computers, while 65% did not. Networked computers were more likely found in the largest parks, 82% of which had networked computers. The reverse was the case in the smallest parks, where only 28% used networked computers.

What were the most common uses for computers? As shown in the following figure and table, the most common uses in all parks were for: E-mail, internet access, accounting, word processing, reservations management, and personnel-payroll.

Figure 45: Most Common Uses of Computers



Nearly every respondent used email and internet access. All of the largest categories of parks used computers for accounting and word processing. The rarest uses were for ancillary income and point-of-sale systems.

Table 78: Computer Usage

	0 - 100 Sites		101 - 249 Sites		250 - 499 Sites		500+ Sites		All Responses	
	#	%	#	%	#	%	#	%	#	%
How many computers did you have (average)	2		4		6		9		4	
Computers networked (Yes%)	53	28%	60	59%	11	44%	9	82%	133	35%
E -mail	81	96%	63	93%	15	100%	8	100%	167	95%
Internet access	80	95%	65	96%	15	100%	7	88%	167	95%
Accounting	67	80%	59	87%	15	100%	8	100%	149	85%
Personnel-payroll	33	39%	44	65%	11	73%	8	100%	96	55%
Ancillary income (i.e., golf cart rental, storage)	10	12%	13	19%	6	40%	6	75%	35	20%
Mailing lists	37	44%	36	53%	10	67%	6	75%	89	51%
Word Processing	74	88%	58	85%	15	100%	8	100%	155	89%
Desktop Publishing	47	56%	31	46%	11	73%	5	63%	94	54%
Reservations Management	54	64%	58	85%	11	73%	7	88%	130	74%
Point -of -Sale System (POS)	17	20%	33	49%	3	20%	4	50%	57	33%
Other	3	4%	5	7%	0	0%	1	13%	9	5%

*Percentage based on the number of RV Parks/Campgrounds that have computers.

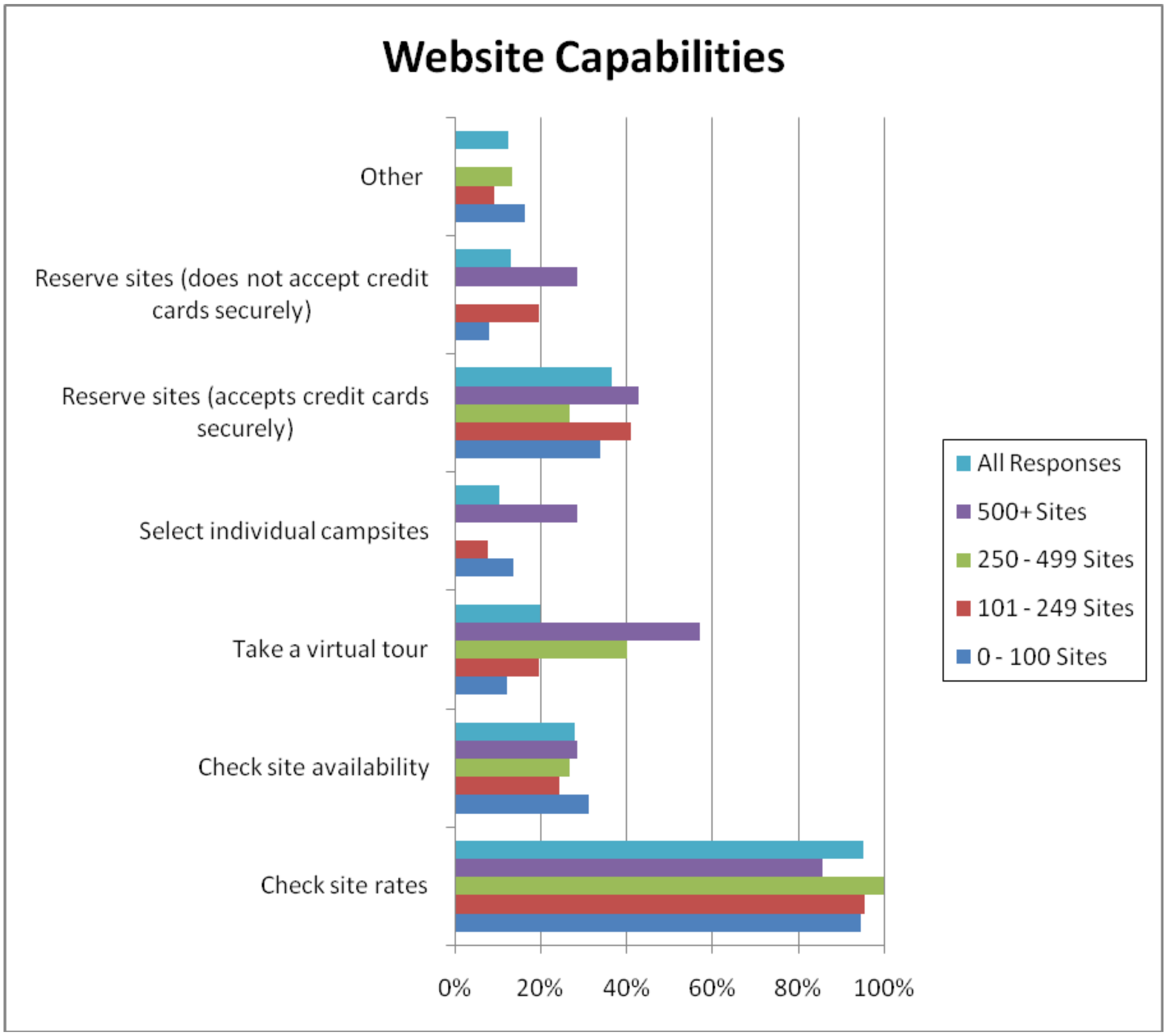
X.2 Websites

In 2009 nearly every park had a web site. Of 180 responding to this question only 4% did not have a park website. Nearly three fourths (70%) of all parks reported that they could update their websites themselves. This was most likely the case with smaller parks, where 69% of those with 0-100 sites and 83% with 101-249 sites had this ability. Of the parks with 250-499 sites, only 28% were able to update their own websites. Most websites of RV parks (84%) were linked to other sites. The capabilities of parks' websites varied, with the most consistent use being checking site rates (95% of total). The next most common web capability was reserve sites, used by 36% of the total. Fifty-seven percent of parks with 500 or more sites also had virtual tours on their websites.

Table 79: Web Usage

	0 - 100 Sites		101 - 249 Sites		250 - 499 Sites		500+ Sites		All Responses	
	#	%	#	%	#	%	#	%	#	%
Campground has a web page (yes %)	179	95%	97	95%	25	100%	11	100%	312	96%
Can update web page yourself (yes %)	130	69%	85	83%	7	28%	5	45%	227	70%
Website linked with other sites (yes %)	155	83%	84	83%	23	93%	11	100%	273	84%
Check site rates	70	95%	63	95%	15	100%	6	86%	154	95%
Check site availability	23	31%	16	24%	4	27%	2	29%	45	28%
Take a virtual tour	9	12%	13	20%	6	40%	4	57%	32	20%
Select individual campsites	10	14%	5	8%	0	0%	2	29%	17	10%
Reserve sites (accepts credit cards securely)	25	34%	27	41%	4	27%	3	43%	59	36%
Reserve sites (does not accept credit cards securely)	6	8%	13	20%	0	0%	2	29%	21	13%
Other	12	16%	6	9%	2	13%	0	0%	20	12%

Figure 46: Website Capabilities



X.3 Reservation Methods and Processing

Parks reported a wide variety of reservation methods. Most common overall were phone (99%), email (78%), on-site (73%), and mail (55%). The most common method of processing reservations in 2009 was a reservation book (44%). Other specific methods were real-time internet booking engine (31%) and delayed batch internet booking (23%). Thirty-seven percent of parks reported using another manual record-keeping system.

	0 - 100 Sites		101 - 249 Sites		250 - 499 Sites		500+ Sites		All Responses	
	#	%	#	%	#	%	#	%	#	%
Reservations										
Did not accept reservations	1	1%	1	1%	0	0%	1	13%	3	2%
On -site reservation	53	62%	61	85%	12	75%	6	75%	132	73%
Mail	35	41%	49	68%	10	63%	6	75%	100	55%
E -mail	68	80%	57	79%	11	69%	6	75%	142	78%
Phone (regular number)	85	100%	71	99%	16	100%	7	88%	179	99%
Phone (800 number)	32	38%	41	57%	10	63%	6	75%	89	49%
Fax	11	13%	17	24%	6	38%	5	63%	39	22%
Internet site (24-7)	40	47%	35	49%	5	31%	5	63%	85	47%
National toll free reservation system	6	7%	11	15%	2	13%	2	25%	21	12%
Membership reservation system	10	12%	6	8%	2	13%	0	0%	18	10%
Reservation Processing										
Did not accept reservations	1	1%	0	0%	0	0%	0	0%	1	1%
Real -time Internet booking engine	24	32%	20	32%	3	23%	1	17%	48	31%
Delayed batch internet booking	11	15%	19	31%	3	23%	3	50%	36	23%
Reservation book	40	53%	23	37%	5	38%	1	17%	69	44%
Other manual record keeping system	38	51%	12	19%	6	46%	2	33%	58	37%
Sliding board	1	1%	0	0%	1	8%	0	0%	2	1%

X.4 Registration Management Software

Sixty-three percent of all parks reported using campground-specific software for the registration process, although only half of the smallest parks (0-100 sites) did so. Over one-quarter of all parks (27%) and 42% of the smallest parks used no registration management software.

Figure 47: Registration Management Software

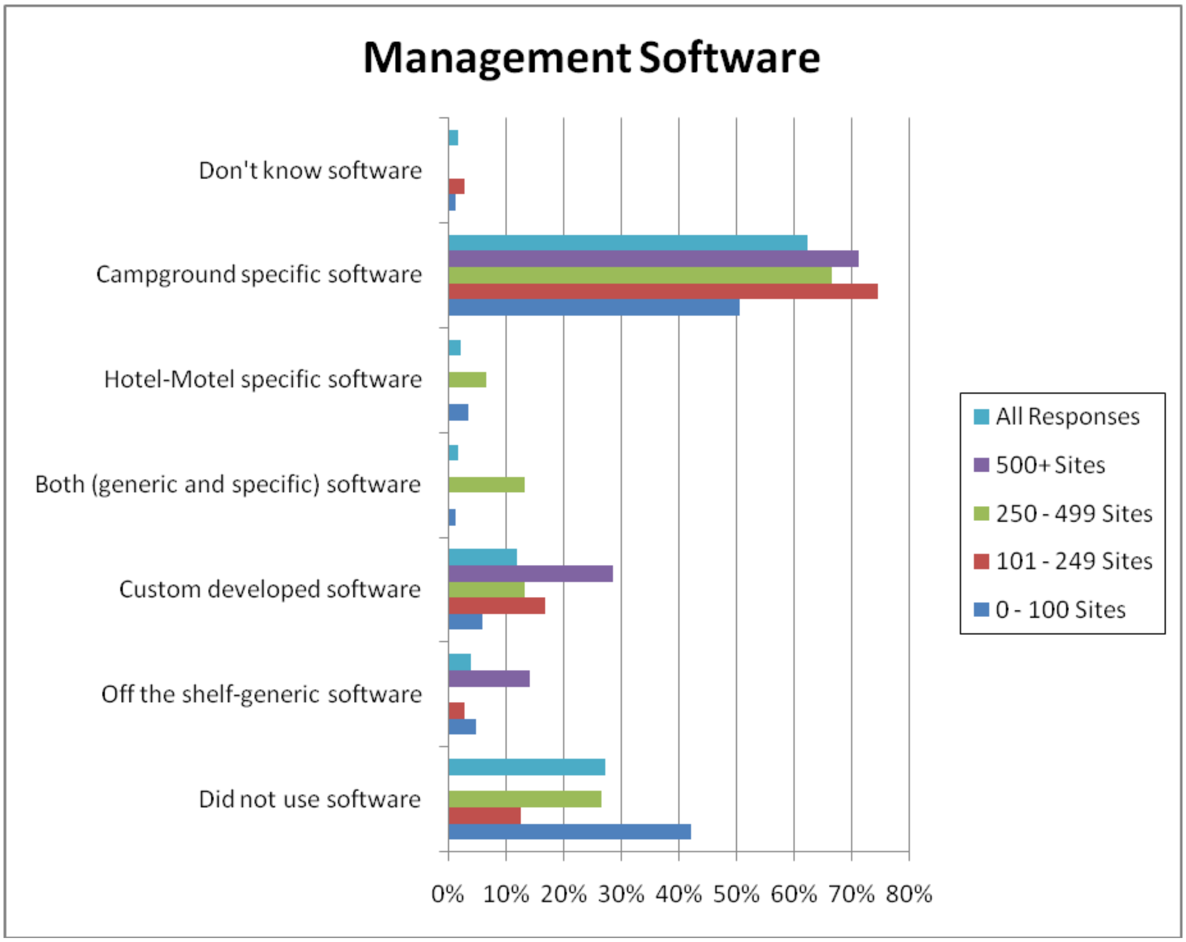


Table 80: Registration Management Software

	0 - 100 Sites		101 - 249 Sites		250 - 499 Sites		500+ Sites		All Responses	
	#	%	#	%	#	%	#	%	#	%
Did not use software	35	42%	9	13%	4	27%	0	0%	48	27%
Off the shelf-generic software	4	5%	2	3%	0	0%	1	14%	7	4%
Custom developed software	5	6%	12	17%	2	13%	2	29%	21	12%
Both (generic and specific) software	1	1%	0	0%	2	13%	0	0%	3	2%
Hotel-Motel specific software	3	4%	0	0%	1	7%	0	0%	4	2%
Campground specific software	42	51%	53	75%	10	67%	5	71%	110	63%
Don't know software	1	1%	2	3%	0	0%	0	0%	3	2%

Section XI. Advertising

Section XI asked parks about their advertising methods. The sample of responses used in this section is listed below.

Parks by size	Number of responses
0 - 100 Sites	174
101 - 249 Sites	148
250 - 499 Sites	43
500+ Sites	13
All Responses	378

The most commonly used advertising methods in 2009 were other tourism directories (70%), state campground directory ads (68%), national campground directory ads (67%), and brochures-bulk distribution (60%).

XI.1 Types of Advertising

Figure 48: Types of Advertising Used

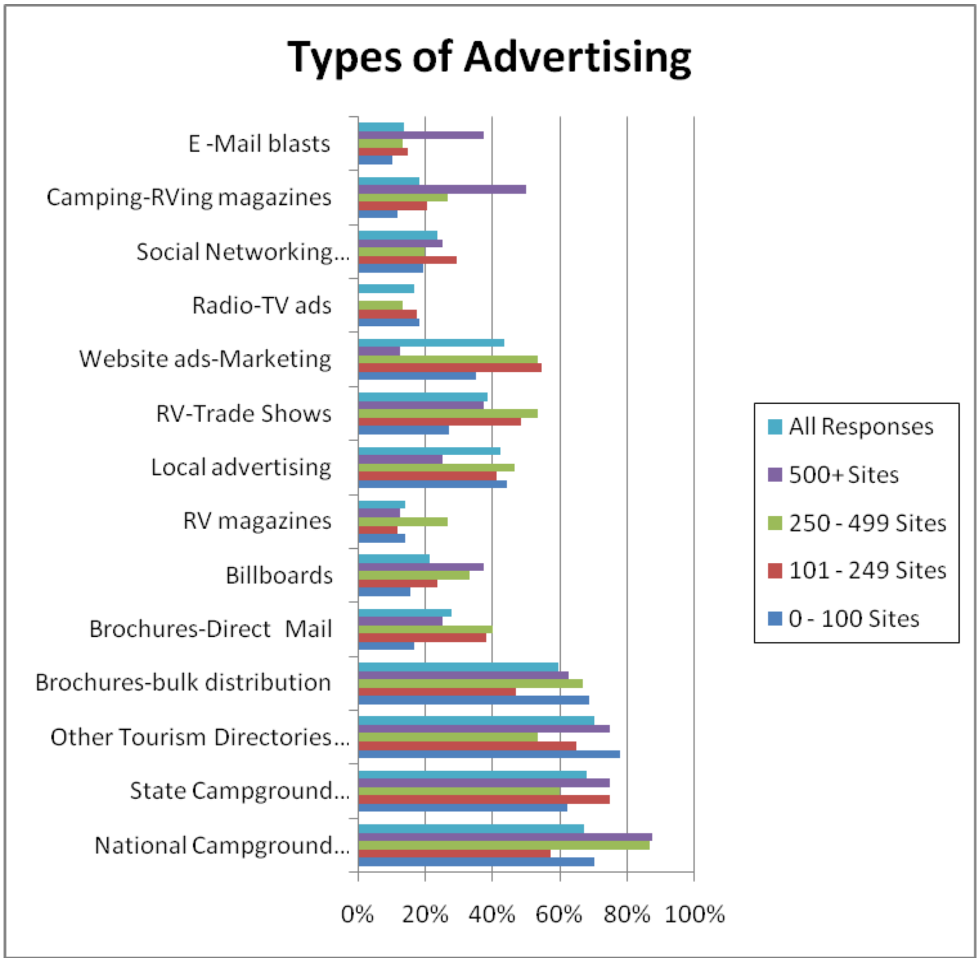


Table 81: Types of Advertising Used

Type of Advertising Used	0 - 100 Sites		101 - 249 Sites		250 - 499 Sites		500+ Sites		All Responses	
	#	%	#	%	#	%	#	%	#	%
National Campground Directory ads	88	70%	64	57%	25	87%	10	88%	186	67%
State Campground Directory ads	79	62%	83	75%	17	60%	8	75%	188	68%
Other Tourism Directories (chambers, CVBs)	98	78%	72	65%	15	53%	8	75%	195	70%
Brochures-bulk distribution	87	69%	52	47%	19	67%	7	63%	165	60%
Brochures-Direct Mail	21	17%	42	38%	12	40%	3	25%	77	28%
Billboards	20	16%	26	24%	10	33%	4	38%	59	21%
RV magazines	18	14%	13	12%	8	27%	1	13%	40	14%
Local advertising	56	44%	46	41%	14	47%	3	25%	117	42%
RV-Trade Shows	34	27%	54	49%	15	53%	4	38%	107	39%
Website ads-Marketing	44	35%	60	54%	15	53%	1	13%	120	43%
Radio-TV ads	23	18%	20	18%	4	13%	0	0%	46	17%
Social Networking (Facebook, Twitter etc.)	25	19%	33	29%	6	20%	3	25%	66	24%
Camping-RVing magazines	15	12%	23	21%	8	27%	6	50%	51	18%
E -Mail blasts	13	10%	16	15%	4	13%	4	38%	38	14%

XI.2 Allocation of Advertising Budget

In 2009, park budgets were most allocated to: National campground directories (21%), RV magazines (12%), State campground directories (11%), and Other tourism directories (8%).

Figure 49: Percentage Allocation of Advertising Budget

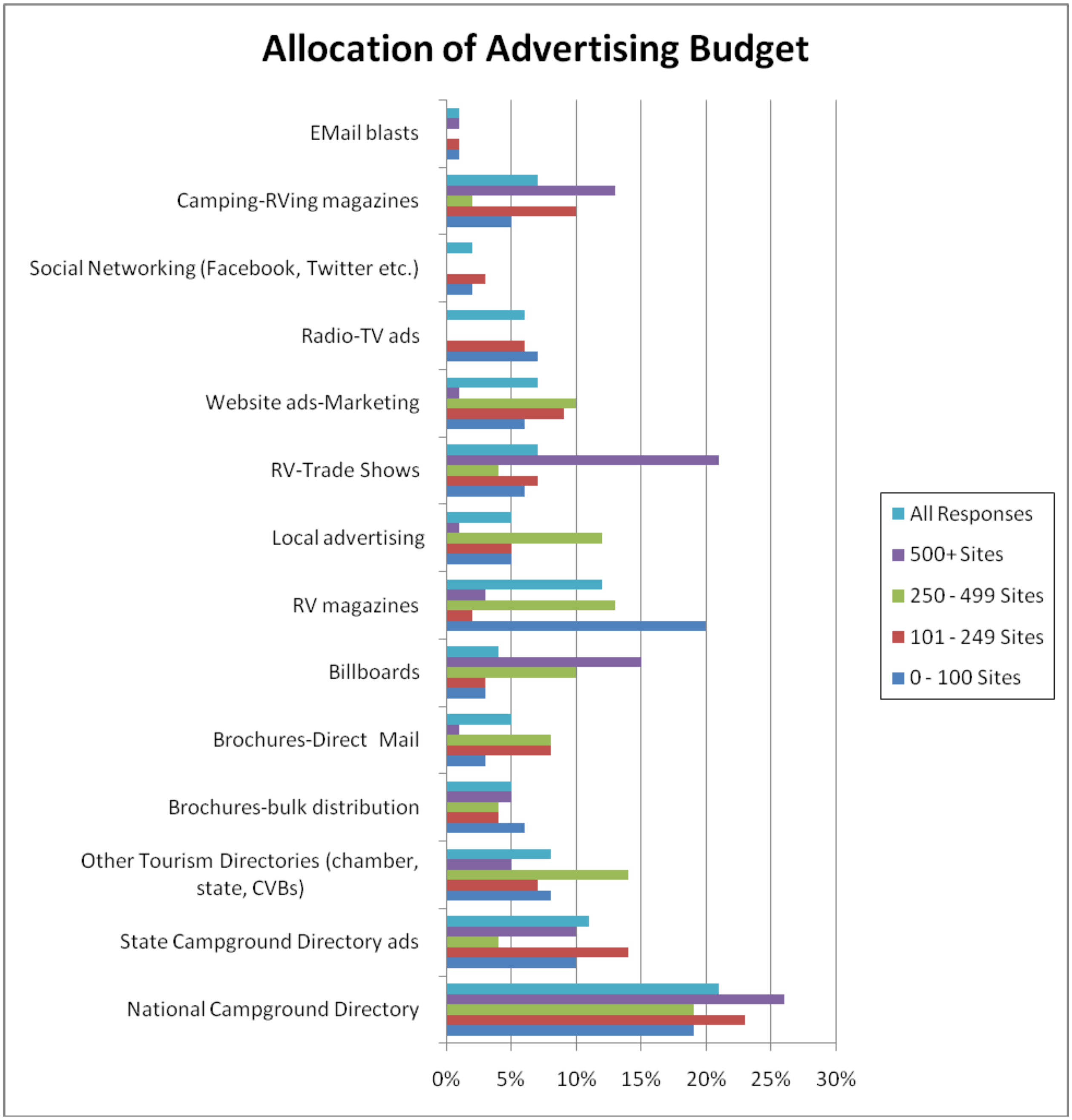


Table 82: Percentage Advertising Budget

Percentage of Advertising Budget	0 - 100 Sites		101 - 249 Sites		250 - 499 Sites		500+ Sites		All Responses	
	#	%	#	%	#	%	#	%	#	%
National Campground Directory	63	19%	60	23%	12	19%	6	26%	141	21%
State Campground Directory ads	33	10%	37	14%	3	4%	2	10%	74	11%
Other Tourism Directories (chamber, state, CVBs)	26	8%	19	7%	9	14%	1	5%	55	8%
Brochures-bulk distribution	21	6%	10	4%	3	4%	1	5%	34	5%
Brochures-Direct Mail	9	3%	20	8%	5	8%	0	1%	35	5%
Billboards	9	3%	9	3%	6	10%	3	15%	27	4%
RV magazines	66	20%	4	2%	8	13%	1	3%	79	12%
Local advertising	16	5%	12	5%	8	12%	0	1%	36	5%
RV-Trade Shows	20	6%	20	7%	2	4%	5	21%	46	7%
Website ads-Marketing	20	6%	23	9%	6	10%	0	1%	50	7%
Radio-TV ads	25	7%	15	6%	0	0%	0	0%	40	6%
Social Networking (Facebook, Twitter etc.)	6	2%	8	3%	0	0%	0	0%	14	2%
Camping-RVing magazines	15	5%	25	10%	1	2%	3	13%	45	7%
E-Mail blasts	4	1%	1	1%	0	0%	0	1%	6	1%

XI.3 Tracking of Advertising Generated Business

Parks were asked whether they tracked advertising leads or effectiveness. Sixty-six percent tracked leads generated by National campground directory ads, while 56% tracked leads generated by State campground directory ads. The third most common method was to track Other tourism directories (chamber, state, CVBs) (51%). The most common methods of tracking advertising were web analytics for web sites, registration forms for booking-related materials, brochure rack placements and asking customers for feedback.

Figure 50: Tracking Advertisements

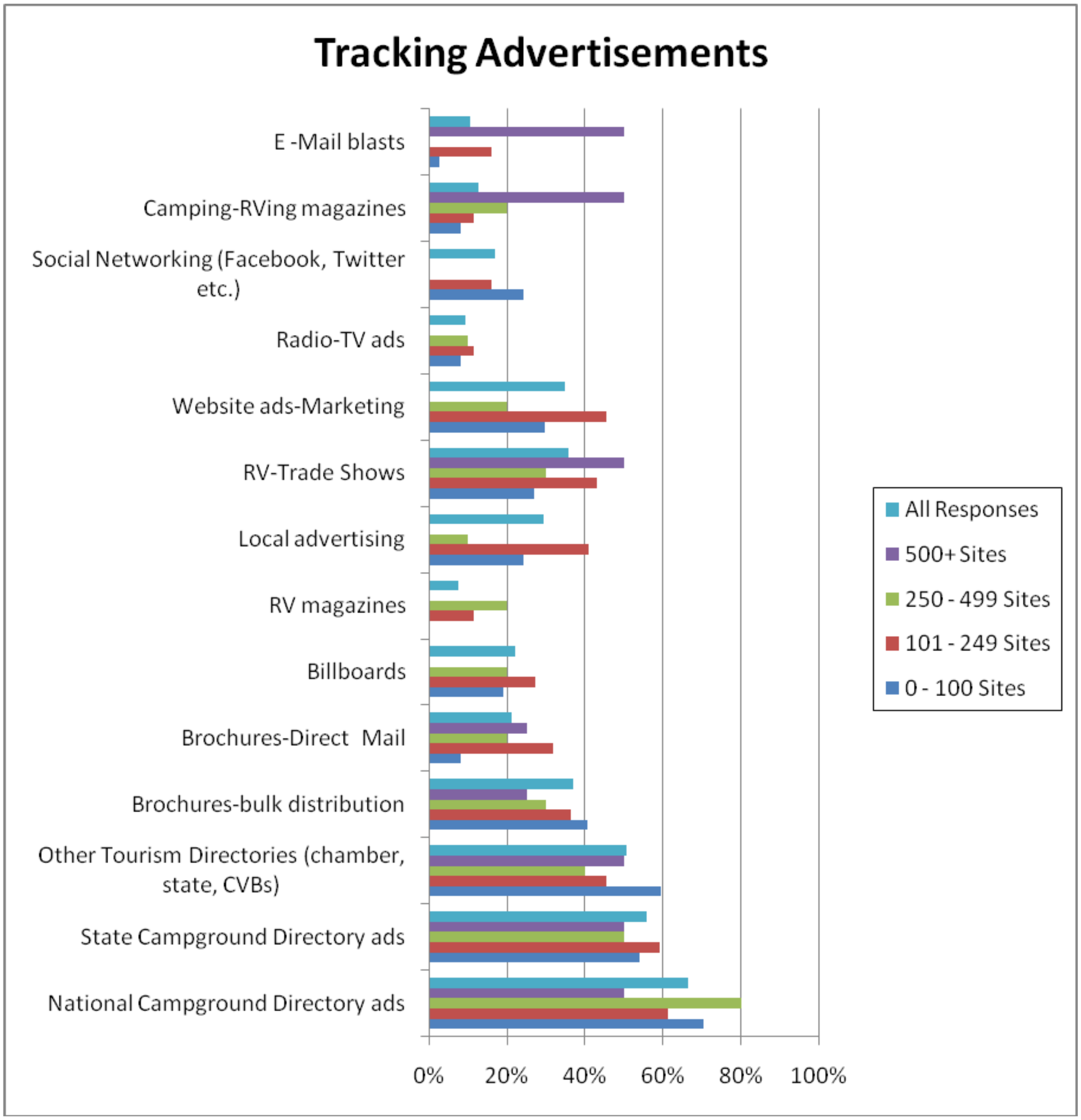


Table 83: Tracking Advertisements

	0 - 100 Sites		101 - 249 Sites		250 - 499 Sites		500+ Sites		All Responses	
	#	%	#	%	#	%	#	%	#	%
National Campground Directory ads	100	70%	82	61%	34	80%	6	50%	219	66%
State Campground Directory ads	77	54%	79	59%	21	50%	6	50%	184	56%
Other Tourism Directories (chamber, state, CVBs)	84	59%	61	45%	17	40%	6	50%	167	51%
Brochures-bulk distribution	58	41%	49	36%	13	30%	3	25%	122	37%
Brochures-Direct Mail	12	8%	43	32%	8	20%	3	25%	69	21%
Billboards	27	19%	37	27%	8	20%	0	0%	73	22%
RV magazines	0	0%	15	11%	8	20%	0	0%	24	7%
Local advertising	35	24%	55	41%	4	10%	0	0%	97	29%
RV-Trade Shows	38	27%	58	43%	13	30%	6	50%	118	36%
Website ads-Marketing	42	30%	61	45%	8	20%	0	0%	115	35%
Radio-TV ads	12	8%	15	11%	4	10%	0	0%	31	9%
Social Networking (Facebook, Twitter etc.)	35	24%	21	16%	0	0%	0	0%	56	17%
Camping-RVing magazines	12	8%	15	11%	8	20%	6	50%	42	13%
E -Mail blasts	4	3%	21	16%	0	0%	6	50%	35	11%

Section XII. Water & Waste Disposal

The final section of the survey focused on park water sources and waste disposal. The response sample is shown in the following table.

Parks by size	Number
0 - 100 Sites	174
101 - 249 Sites	148
250 - 499 Sites	43
500+ Sites	13
All Responses	378

XII.1 Water Source

Well water and public water systems were almost exclusively used by the parks. Overall, 59% used well water systems and 38% used public water systems.

Figure 51: Water Sources

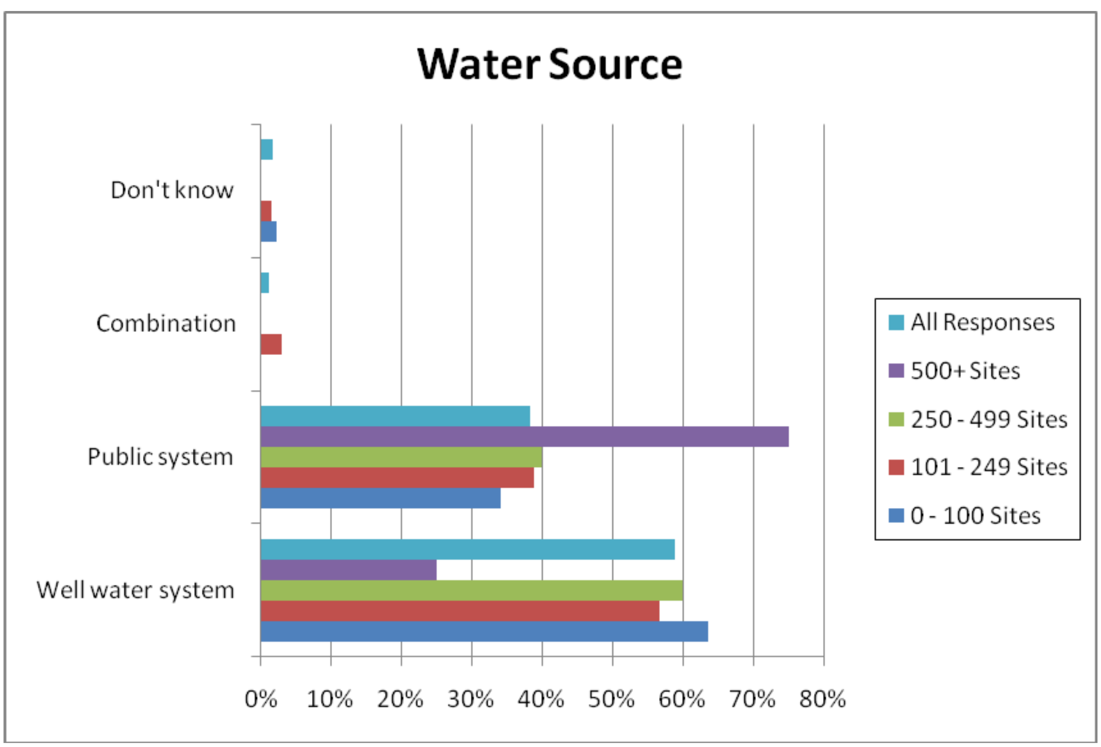


Table 84: Water Source

What is the water source for your facility?	0 - 100 Sites		101 - 249 Sites		250 - 499 Sites		500+ Sites		All Responses	
	#	%	#	%	#	%	#	%	#	%
Well water system	90	64%	76	57%	25	60%	3	25%	194	59%
Public system	48	34%	52	39%	17	40%	9	75%	126	38%
Combination	0	0%	4	3%	0	0%	0	0%	4	1%
Don't know	3	2%	2	1%	0	0%	0	0%	6	2%

XII.2 Daily Water Use

Average daily water use during parks' 2009 operating season, among all responding parks, was 30,337 gallons. This ranged from a low of 2,000 gallons to a high of 83,000 gallons.

Figure 52: Average Daily Water Use

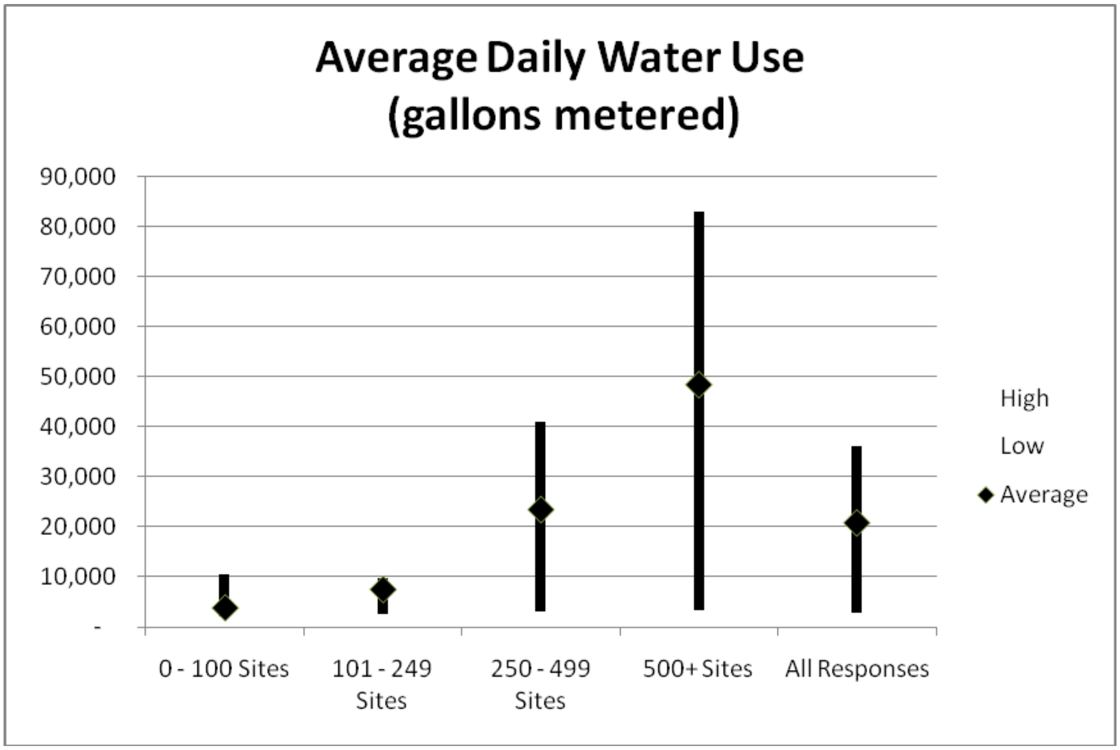


Table 85: Average Daily Water Use

Average daily use operating season	0 - 100 Sites	101 - 249 Sites	250 - 499 Sites	500+ Sites	All Responses
Maximum	10,600	9,700	41,000	83,000	36,075
Minimum	2,000	2500	3,000	3,300	2,700
Mean	3,836	7,512	23,505	48,500	20,838

XII.3 Sewer Systems

The majority of parks used a septic system/leaching field (63%) to treat their sewage. The most significant deviation from this trend was in the case of the largest parks, which tended to use public sewer systems (75%). Private and park-operated treatment systems were rare.

Figure 53: Sewer System

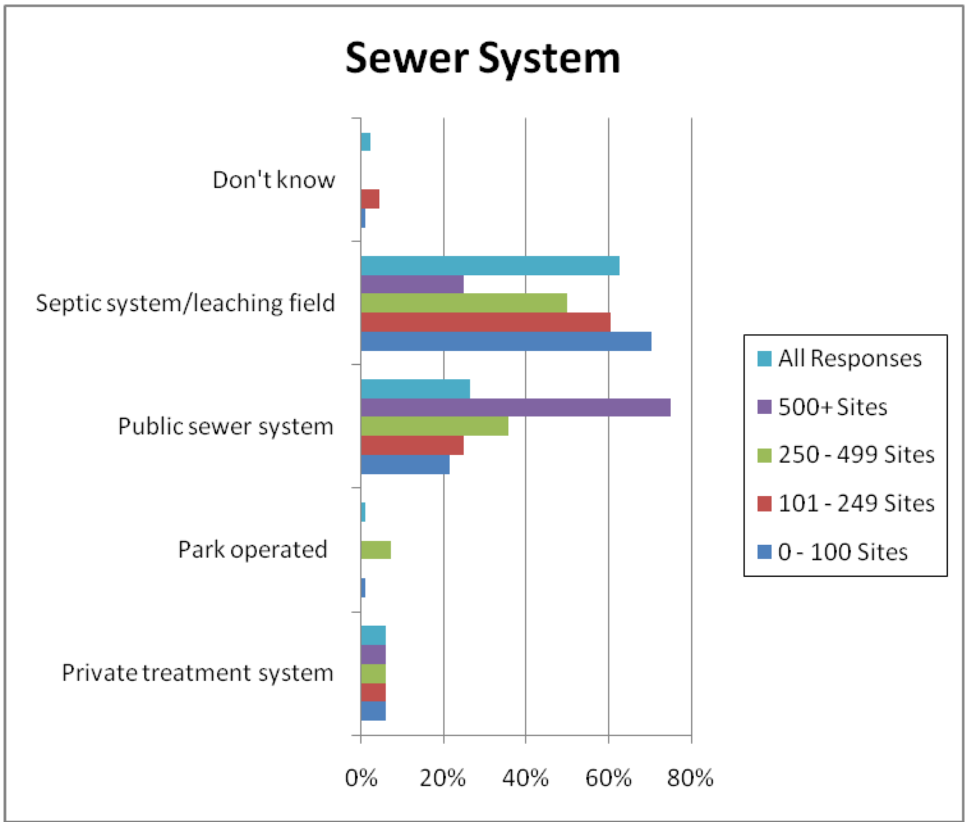


Table 86: Sewer System

What kind of sewer system services your facility?	0 - 100 Sites		101 - 249 Sites		250 - 499 Sites		500+ Sites		All Responses	
	#	%	#	%	#	%	#	%	#	%
Private treatment system/plant	8	6%	8	6%	3	6%	1	6%	20	6%
Park operated sewage treatment system/plant	2	1%	0	0%	3	7%	0	0%	4	1%
Public sewer system	30	21%	34	25%	15	36%	9	75%	87	26%
Septic system/leaching field	100	70%	81	60%	21	50%	3	25%	207	63%
Don't know	2	1%	6	4%	0	0%	0	0%	8	2%

Average daily sewer system outflow in 2009 was 8,580 gallons. The highest figure was represented in the 250-499 size sites while the lowest occurred in smaller 0-100 site parks.

Figure 54: Sewer Outflow

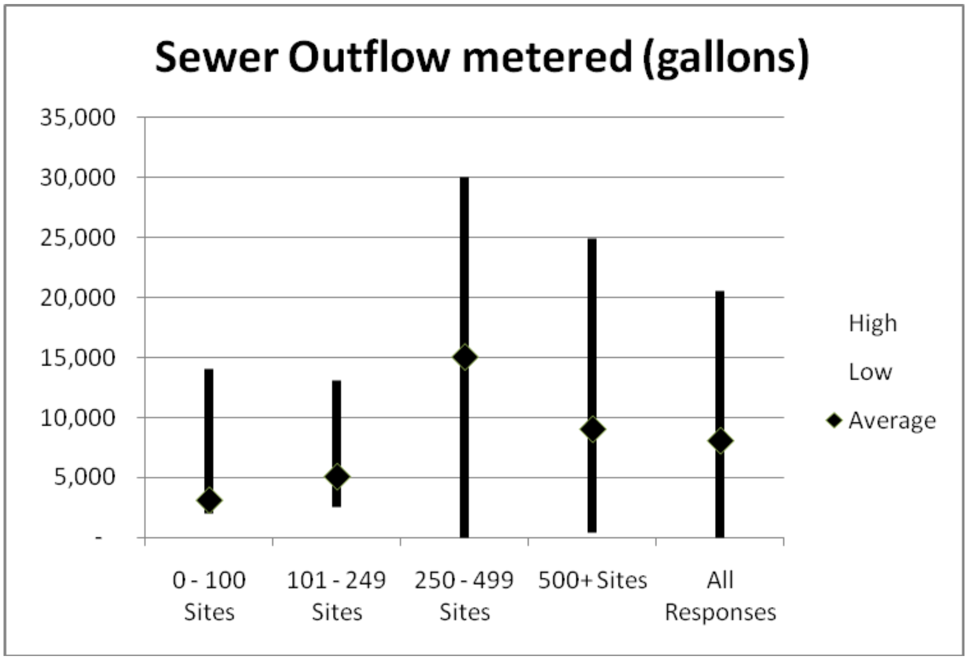


Table 87: Sewer Outflow

Average daily sewer outflow (gallons)	0 - 100 Sites	101 - 249 Sites	250 - 499 Sites	500+ Sites	All Responses
High	14,000	13,065	30,000	24,855	20,480
Low	2,000	2,500	3,000	3,300	2,700
Average	5,216	6,263	15,014	7,827	8,580

Sewage disposal rates averaged $6 per 1,000 gallons for all parks. The highest rate was $25 per 1,000 gallons, and the lowest was $2 per 1,000 gallons.

Figure 55: Sewage Disposal Rates

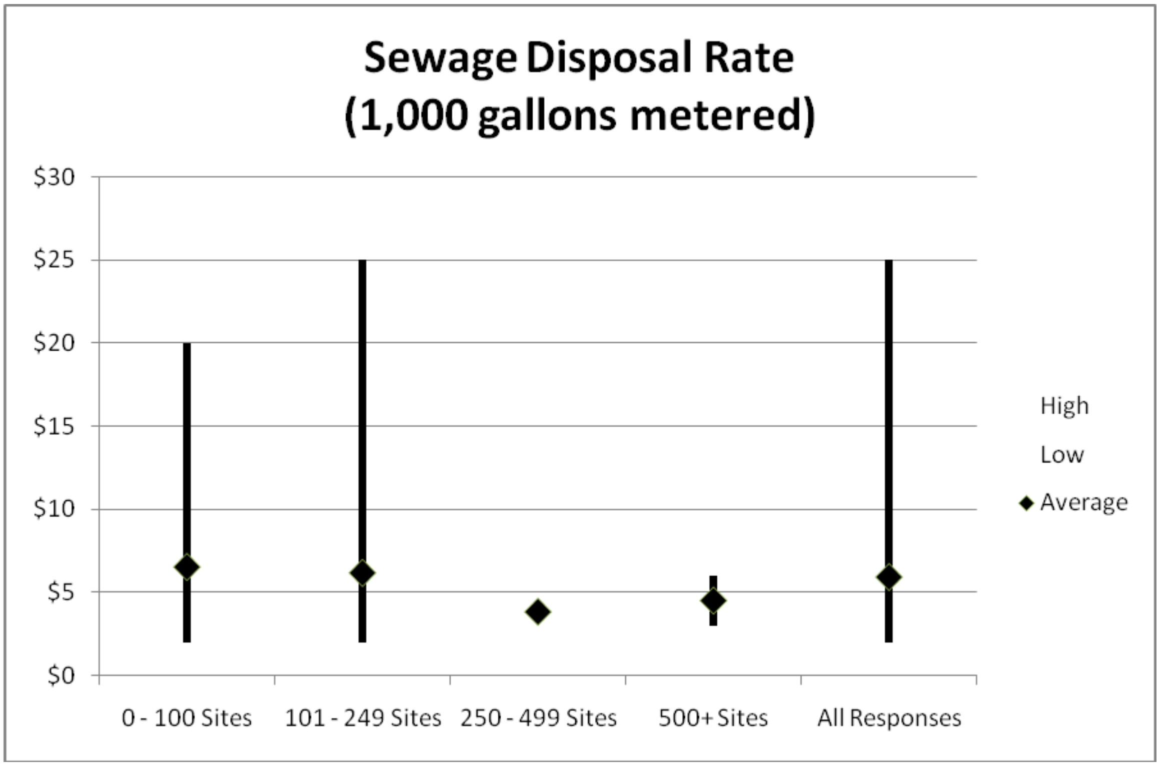


Table 88: Sewage Disposal Rates

What is your rate per 1000 gallons (metered)	0 - 100 Sites	101 - 249 Sites	250 - 499 Sites	500+ Sites	All Responses
High	$20	$25	$4	$6	$25
Low	$2	$2	$4	$3	$2
Average	$7	$6	$4	$5	$6

Section XIII. Wage and Salary Survey: Campground/Park Employees

Section XIII represents the findings of the separate Wage and Salary Survey, which was used for the first time in the 2010 report. In addition to the wage and salary information, this survey also contained investments and improvements questions found in the Operations Survey; in this report, this operations data was joined with the findings of the operations survey and is presented in the previous sections. This section deals only with those questions related to campground and park employees. It reflects the simplified and separate survey form created for the 2010 study. The survey was sent to a separate sample whose 203 responses are shown below.

Parks by size	Number of responses
0 - 100 Sites	64
101 - 249 Sites	88
250 - 499 Sites	43
500+ Sites	8
All Responses	203

XIII.1 Parks with Four or Fewer Employees

First, parks were asked if they had four or fewer employees. All of the larger parks (250+ and 500+ sites) answered *no* to this question. Eighty-four percent of the parks with 0-100 sites answered yes, as did 51% of those with 101-249 sites[1]. Of total parks in the survey, about half responded *yes* (48%) and half responded *no* (52%).

[1] Due to technical problems, the remaining parks did not answer this question.

Figure 56: Does the Park have four or Fewer Employees?

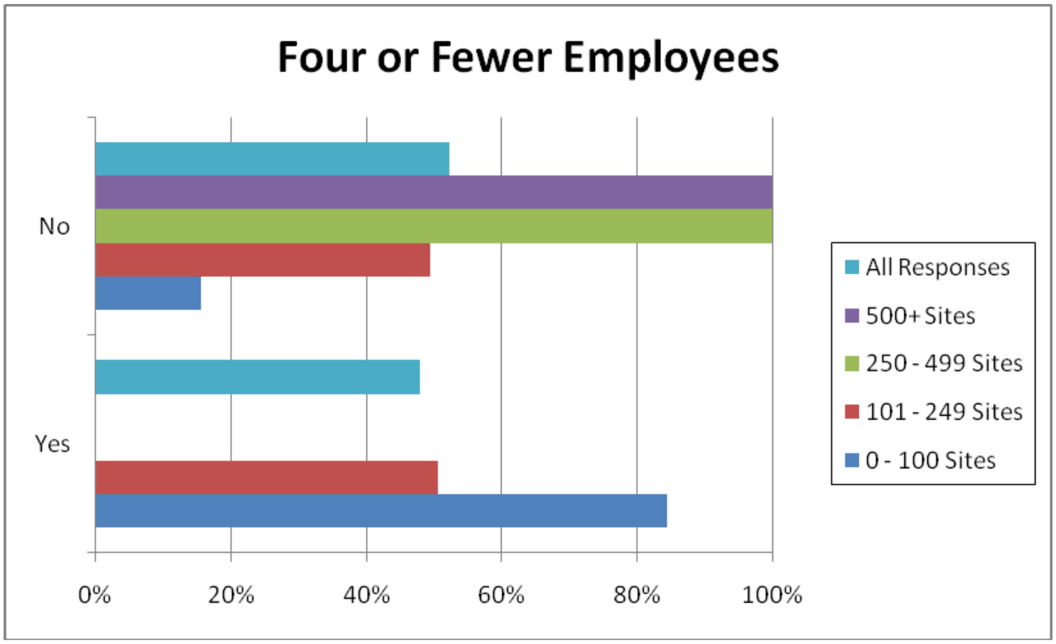


Table 89: Does the Park have four or fewer Employees?

Did you have four or fewer employees in your park in 2009?	0 - 100 Sites		101 - 249 Sites		250 - 499 Sites		500+ Sites		All Responses	
	#	%	#	%	#	%	#	%	#	%
Yes	38	84%	49	51%	0	0%	0	0%	87	48%
No	7	16%	48	49%	35	100%	5	100%	95	52%

Table 90 shows the average and the median numbers of seasonal employees as well as average and median number of work campers employed by campgrounds with four or fewer employees.

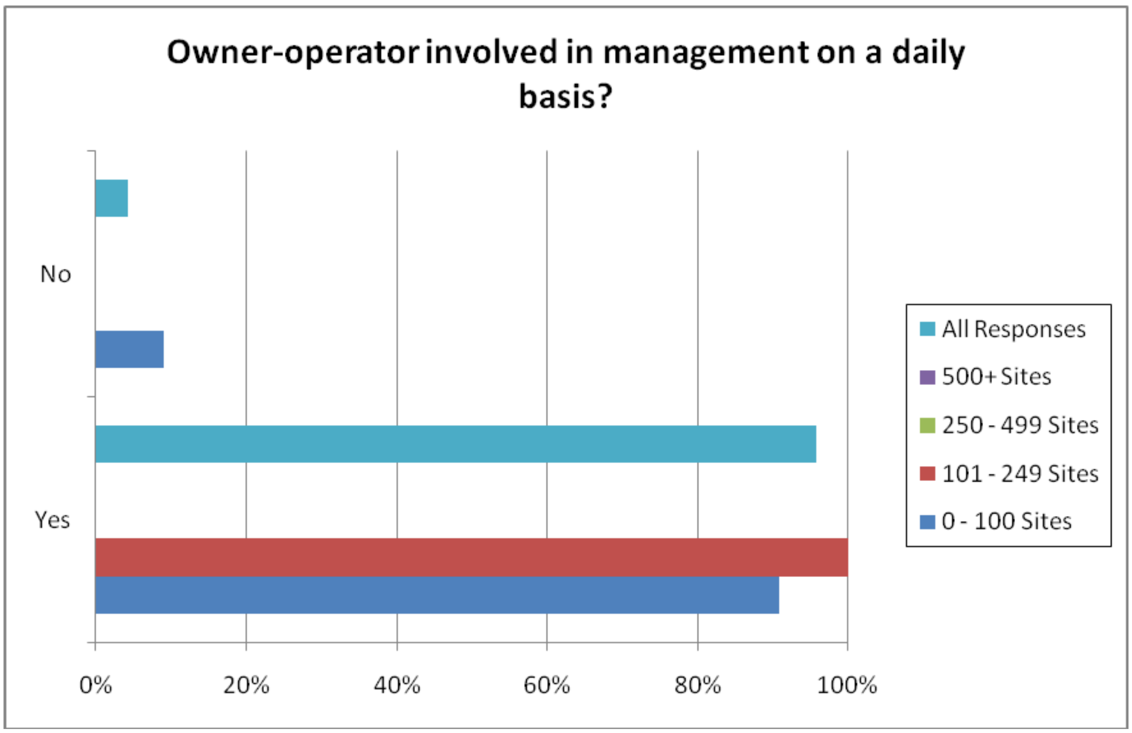
Table 90: Total Number of Employees

Total number of employees	0 - 100 Sites	101 - 249 Sites	250 - 499 Sites	500+ Sites	All Responses
Average Seasonal	3	4	N/A	N/A	3
Median Seasonal	2	4	N/A	N/A	3
Average Seasonal Work campers	1	1	N/A	N/A	1
Median Seasonal Work campers	0	0	N/A	N/A	0
Average Year-Round Work campers	2	0	N/A	N/A	2
Median Year-Round Work campers	0	0	N/A	N/A	0

XIII.2 Involvement of Owner in Park Management

This question was answered by parks with fewer than 250 sites[2]. At these smaller size parks, the owner-operators were overwhelmingly involved with daily management – 90-100% responded they were involved in daily operations. The average annual owner-operator salary was $46,762, while the median salary was $26,000. The average value of owner-operator benefits was $48,671, and the median was $14,500.

Figure 57: Owner Involvement



[2] Due to technical problems, the remaining parks did not answer this question.

Table 91: Owner-Operator Involvement in Daily Management

Owner-operator involved in management on a daily basis?	0 - 100 Sites		101 - 249 Sites		250 - 499 Sites		500+ Sites		All Responses	
	#	%	#	%	#	%	#	%	#	%
Yes	20	91%	25	100%	N/A	N/A	N/A	N/A	45	96%
No	2	9%	0	0	N/A	N/A	N/A	N/A	2	4%
Mean annual salary	$40,000		$53,523						$46,762	
Median annual salary	$26,000		$26,000						$26,000	

Table 92: Owner Benefits

Owner takes additional benefits & value of benefits	0 - 100 Sites		101 - 249 Sites		250 - 499 Sites		500+ Sites		All Responses	
	#	%	#	%	#	%	#	%	#	%
Health Insurance	5	42%	13	59%	0	0%	0	0%	18	53%
Bonuses	0	0%	4	18%	0	0%	0	0%	4	12%
Housing	5	42%	16	73%	0	0%	0	0%	21	62%
Paid Leave	3	25%	1	5%	0	0%	0	0%	4	12%
Allowances	0	0%	5	23%	0	0%	0	0%	5	15%
Other	2	17%	5	23%	0	0%	0	0%	7	21%
Average value of benefits	$40,427		$54,312		N/A		N/A		$48,671	
Median value of benefits	$6,000		$20,000		N/A		N/A		$14,500	

XIII.3 Parks with More Than Four Employees

This section was answered by parks with *more than* four employees. The findings are shown in Tables 93-99 on the next pages. Each table poses a number of questions about a series of job titles, including: General Manager, Assistant Manager, Recreation Manager, Maintenance Manager, Office Manager, Housekeeping Manager, and Food Service Manager. Each job was queried as to: full vs. part-time, number of years employed at the park, and benefits that accompanied the job. The final question (Table 101) asked about Lifeguard employees – number employed by the operation, wage, and seasonal vs. year-round.

Table 93: Characteristics of parks with over four employees

	0 - 100 Sites		101 - 249 Sites		250 - 499 Sites		500+ Sites		All Responses		
General Manager-Director	#	%	#	%	#	%	#	%	#	Row %	% of total responses
Number of responses	5	7%	36	54%	24	36%	2	3%	67	100%	33%
Seasonal Full Time	2	10%	14	67%	5	24%	0	0%	21	100%	10%
Seasonal Part Time	0	0%	0	0%	0	0%	0	0%	0	100%	0%
Year Round Part Time	0	0%	0	0%	3	100%	0	0%	3	100%	1%
Year Round Full Time	3	7%	22	51%	16	37%	2	5%	43	100%	21%
General Manager tenure at park											
Average Years employed at park	7		10		11		20		10		
Median Years employed at park	3		6		8		20		6		
General Manager benefits and value											
Health (Basic Medical)	1	2%	23	52%	18	41%	2	5%	44	100%	22%
Allowances (Cell Phone, Mileage etc.)	0	0%	22	52%	18	43%	2	5%	42	100%	21%
Paid Leave	3	11%	14	50%	10	36%	1	4%	28	100%	14%
Bonuses	0	0%	11	52%	9	43%	1	5%	21	100%	10%
Housing (Including Utilities)	2	6%	17	53%	13	41%	0	0%	32	100%	16%
Professional Development-Training	2	6%	14	40%	17	49%	2	6%	35	100%	17%
Average Value Benefits	$8,350		$14,010		$19,607		$30,000		$16,173		
Median Value Benefits	$8,350		$6,800		$24,000		$30,000		$8,350		
Number represents the number of employees in each category for all RV Parks/Campgrounds that responded to this question											

Table 94: Management employment and wage statistics

Assistant Manager-Director -	0 - 100 Sites #	0 - 100 Sites %	101 - 249 Sites #	101 - 249 Sites %	250 - 499 Sites #	250 - 499 Sites %	500+ Sites #	500+ Sites %	All Responses #	All Responses Row %	% of total responses
Number of responses	1	3%	15	45%	16	48%	1	3%	33	100%	16%
Seasonal Full Time	0	0%	4	67%	2	33%	0	0%	6	100%	3%
Seasonal Part Time	0	0%	0	0%	2	100%	0	0%	2	100%	1%
Year Round Part Time	0	0%	0	0%	0	0%	0	0%	0	100%	0%
Year Round Full Time	1	4%	11	44%	12	48%	1	4%	25	100%	12%
Assistant Manager-Director – tenure at park											
Average Years employed at park	1		7		15		25		11		
Median Years employed at park	1		3		16		25		8		
Assistant Manager-Director – benefits and value											
Health (Basic Medical)	0	0%	5	29%	11	65%	1	6%	17	100%	8%
Allowances (Cell Phone, Mileage etc.)	0	0%	8	40%	11	55%	1	5%	20	100%	10%
Paid Leave	0	0%	1	8%	11	92%	0	0%	12	100%	6%
Bonuses	0	0%	5	42%	6	50%	1	8%	12	100%	6%
Housing (Including Utilities)	0	0%	5	50%	5	50%	0	0%	10	100%	5%
Professional Development- Training	0	0%	4	27%	10	67%	1	7%	15	100%	7%
Average Value Benefits	N/A		$6,822		$12,740		$20,000		$10,440		
Median Value Benefits	N/A		$8,500		$7,250		$20,000		$9,250		

Table 95: Recreation employment and wage statistics

Recreation Manager-Director -	0 - 100 Sites		101 - 249 Sites		250 - 499 Sites		500+ Sites		All Responses		
	#	%	#	%	#	%	#	%	#	Row %	% of total responses
Number of responses	2	6%	17	52%	12	36%	2	6%	33	100%	16%
Seasonal Full Time	0	0%	2	29%	5	71%	0	0%	7	100%	3%
Seasonal Part Time	2	13%	11	73%	2	13%	0	0%	15	100%	7%
Year Round Part Time	0	0%	2	100%	0	0%	0	0%	2	100%	1%
Year Round Full Time	0	0%	4	44%	4	44%	1	11%	9	100%	4%
Recreation Manager/Director tenure at park											
Average Years employed at park	2		4		5		8		4		
Median Years employed at park	2		2		3		8		2		
Recreation Manager/Director benefits and value											
Health (Basic Medical)	0	0%	4	36%	5	45%	2	18%	11	100%	5%
Allowances (Cell Phone, Mileage etc.)	0	0%	4	44%	4	44%	1	11%	9	100%	4%
Paid Leave	0	0%	4	44%	4	44%	1	11%	9	100%	4%
Bonuses	0	0%	6	75%	1	13%	1	13%	8	100%	4%
Housing (Including Utilities)	0	0%	1	13%	7	88%	0	0%	8	100%	4%
Professional Development-Training	0	0%	4	29%	8	57%	2	14%	14	100%	7%
Average Value Benefits	N/A		$4,500		$10,778		$20,000		$9,429		
Median Value Benefits	N/A		$3,750		$2,500		$20,000		$4,750		
Number represents the number of employees in each category for all RV Parks/Campgrounds that responded to this question											

Table 96: Maintenance employment and wage statistics

Maintenance Manager/Supervisor	0 - 100 Sites #	0 - 100 Sites %	101 - 249 Sites #	101 - 249 Sites %	250 - 499 Sites #	250 - 499 Sites %	500+ Sites #	500+ Sites %	All Responses #	All Responses Row %	All Responses % of total responses
Number of responses	3	5%	29	49%	24	41%	3	5%	59	100%	28%
Seasonal Full Time	0	0%	8	50%	8	50%	0	0%	16	100%	8%
Seasonal Part Time	2	25%	6	75%	0	0%	0	0%	8	100%	4%
Year Round Part Time	0	0%	2	40%	3	60%	0	0%	5	100%	2%
Year Round Full Time	1	3%	15	47%	13	41%	3	9%	32	100%	15%
Maintenance Manager/Supervisor tenure at park											
Average Years employed at park	2		6		7		15		7		
Median Years employed at park	2		6		4		12		5		
Maintenance Manager/Supervisor benefits and value											
Health (Basic Medical)	0	0%	14	45%	14	45%	3	10%	31	100%	15%
Allowances (Cell Phone, Mileage etc.)	0	0%	13	48%	11	41%	3	11%	27	100%	13%
Paid Leave	0	0%	9	45%	10	50%	1	5%	20	100%	10%
Bonuses	0	0%	13	57%	8	35%	2	9%	23	100%	11%
Housing (Including Utilities)	0	0%	9	53%	8	47%	0	0%	17	100%	8%
Professional Development- Training	0	0%	7	30%	14	61%	2	9%	23	100%	11%
Average Value Benefits	N/A		$9,288		$9,300		$22,000		$9,662		
Median Value Benefits	N/A		$5,000		$2,750		$20,000		$4,000		
Number represents the number of employees in each category for all RV Parks/Campgrounds that responded to this question											

Table 97: Office employment and wage statistics

Office Manager/Supervisor	0 - 100 Sites #	0 - 100 Sites %	101 - 249 Sites #	101 - 249 Sites %	250 - 499 Sites #	250 - 499 Sites %	500+ Sites #	500+ Sites %	All Responses #	All Responses Row %	All Responses % of total responses
Number of responses	4	8%	23	46%	20	40%	3	6%	50	100%	24%
Seasonal Full Time	0	0%	10	59%	7	41%	0	0%	17	100%	8%
Seasonal Part Time	2	25%	4	50%	2	25%	0	0%	8	100%	4%
Year Round Part Time	0	0%	1	50%	1	50%	0	0%	2	100%	1%
Year Round Full Time	2	8%	10	40%	10	40%	3	12%	25	100%	12%
Office Manager/Supervisor tenure at park											
Average Years employed at park	4		7		8		12		8		
Median Years employed at park	3		7		6		6		6		
Office Manager/Supervisor benefits and value											
Health (Basic Medical)	1	5%	8	42%	8	42%	2	11%	19	100%	9%
Allowances (Cell Phone, Mileage etc.)	0	0%	7	58%	3	25%	2	17%	12	100%	6%
Paid Leave	1	8%	7	54%	5	38%	0	0%	13	100%	6%
Bonuses	0	0%	9	53%	7	41%	1	6%	17	100%	8%
Housing (Including Utilities)	0	0%	2	22%	7	78%	0	0%	9	100%	4%
Professional Development- Training	1	8%	5	38%	5	38%	2	15%	13	100%	6%
Average Value Benefits	$8,200		$7,559		$11,218		$10,000		$9,533		
Median Value Benefits	$7,200		$7,000		$9,000		$8,500		$7,200		
Number represents the number of employees in each category for all RV Parks/Campgrounds that responded to this question											

Table 98: Housekeeping employment and wage statistics

Housekeeping Manage/Supervisor	0 - 100 Sites #	0 - 100 Sites %	101 - 249 Sites #	101 - 249 Sites %	250 - 499 Sites #	250 - 499 Sites %	500+ Sites #	500+ Sites %	All Responses #	All Responses Row %	All Responses % of total responses
Number of responses	0	0%	21	66%	9	28%	2	6%	32	100%	15%
Seasonal Full Time	0	0%	6	60%	4	40%	0	0%	10	100%	5%
Seasonal Part Time	0	0%	8	73%	2	18%	1	9%	11	100%	5%
Year Round Part Time	0	0%	7	100%	0	0%	0	0%	7	100%	3%
Year Round Full Time	0	0%	2	33%	3	50%	1	17%	6	100%	3%
Housekeeping Manager/Supervisor tenure at park											
Average Years employed at park	N/A		5		6		5		5		
Median Years employed at park	N/A		4		8		4		5		
Housekeeping Manager/Supervisor benefits and value											
Health (Basic Medical)	0	0%	5	63%	2	25%	2	25%	8	100%	4%
Allowances (Cell Phone, Mileage etc.)	0	0%	2	50%	1	25%	1	25%	4	100%	2%
Paid Leave	0	0%	4	67%	2	33%	0	0%	6	100%	3%
Bonuses	0	0%	7	58%	4	33%	1	8%	12	100%	6%
Housing (Including Utilities)	0	0%	5	42%	7	58%	1	8%	12	100%	6%
Professional Development- Training	0	0%	4	44%	4	44%	1	11%	9	100%	4%
Average Value Benefits	N/A		$3,636		$4,966		$12,000		$4,618		
Median Value Benefits	N/A		$3,750		$2,000		$9,500		$3,750		
Number represents the number of employees in each category for all RV Parks/Campgrounds that responded to this question											

Table 99: Food service employment and wage statistics

Food Service Manager/Director	0 - 100 Sites #	0 - 100 Sites %	101 - 249 Sites #	101 - 249 Sites %	250 - 499 Sites #	250 - 499 Sites %	500+ Sites #	500+ Sites %	All Responses #	All Responses Row %	All Responses % of total responses
Number of responses	0	0%	7	37%	10	53%	2	11%	19	100%	9%
Seasonal Full Time	0	0%	5	45%	6	55%	0	0%	11	100%	5%
Seasonal Part Time	0	0%	0	0%	0	0%	0	0%	0	100%	0%
Year Round Part Time	0	0%	0	0%	1	50%	1	50%	2	100%	1%
Year Round Full Time	0	0%	2	33%	3	50%	1	17%	6	100%	3%
Food Service Manager/Director tenure at park											
Average Years employed at park	N/A		10		7		8		8		
Median Years employed at park	N/A		3		5		6		6		
Food Service Manager/Director benefits and value											
Health (Basic Medical)	0	0%	0	0%	4	80%	1	20%	5	100%	2%
Allowances (Cell Phone, Mileage etc.)	0	0%	0	0%	4	80%	1	20%	5	100%	2%
Paid Leave	0	0%	0	0%	5	100%	0	0%	5	100%	2%
Bonuses	0	0%	2	33%	3	50%	1	17%	6	100%	3%
Housing (Including Utilities)	0	0%	0	0%	5	100%	0	0%	5	100%	2%
Professional Development- Training	0	0%	0	0%	7	88%	1	13%	8	100%	4%
Average Value Benefits	N/A		$3,800		$12,111		$15,000		$9,533		
Median Value Benefits	N/A		$6,000		$8,000		$13,500		$6,000		

Number represents the number of employees in each category for all RV Parks/Campgrounds that responded to this question

Table 100: Lifeguard employment and wage statistic

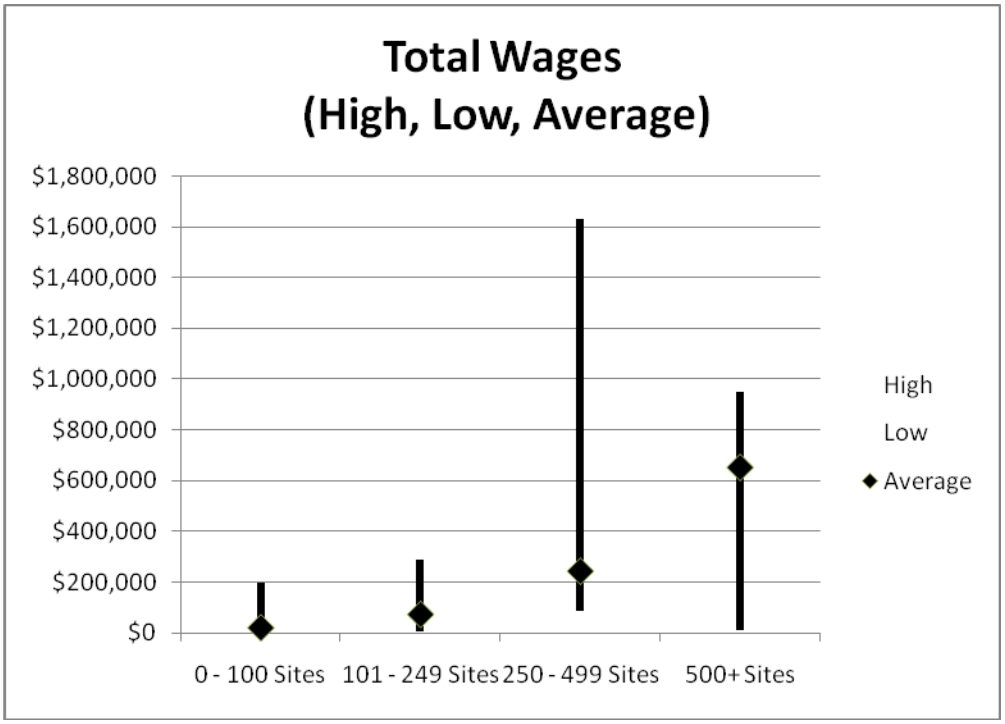
	0 - 100 Sites	101 - 249 Sites	250 - 499 Sites	500+ Sites	All Responses
Average Number of Lifeguards - Seasonal	N/A	6	4	11	5
Median Number of Lifeguards - Seasonal	N/A	4	0	10	4
Average Min Wage Lifeguard Seasonal	N/A	$7.66	$7.89	$7.75	$7.78
Median Min Wage Lifeguard Seasonal	N/A	$7.68	$7.50	$7.50	$7.50
Average Max Wage Lifeguard Seasonal	N/A	$8.04	$10.79	$10.83	$9.77
Median Max Wage Lifeguard Seasonal	N/A	$8.00	$10.50	$10.50	$10.25
Number of Lifeguards - Year Round	N/A	0	0	0	0

Wages are hourly

XIII.4 Total Wages

Wage statistics were compiled from the four different size categories and from the entire sample of respondents. Figure 58 illustrates the findings in a graph.

Figure 58: Wages



As Table 101 shows, total wages are quite varied among the parks, the average generally proportionate to park size, in a range from $41,171 in the smallest parks to $565,600 in the largest parks. The overall average was $292,168.

Table 101: Total Wages

	0 - 100 Sites	101 - 249 Sites	250 - 499 Sites	500+ Sites	All Responses
Mean	$41,171	$110,709	$451,192	$565,600	$292,168
Median	$19,000	$71,700	$241,600	$750,100	$156,600
Maximum	$198,815	$288,339	$1,631,349	$950,000	$1,631,349
Minimum	$2,600	$7,000	$85,787	$650,200	$2,600

Survey Documentation

Letter of Invitation to participate in the Operations Survey

2010 ARVC National Operations Survey Invitation to participate

Dear ARVC Member,

Your RV park/campground has been randomly selected to participate in the 2010 ARVC National Operations Survey being conducted by Northern Arizona University (NAU) for the ARVC Foundation. In order to have a representative sample of parks in your same park size, we strongly encourage you to participate.

In an effort to ease your burden and get better data we have shortened the Operations and Economic Survey this year. A number of questions were omitted and a separate Wage and Salary survey was created; it will be completed by a separate smaller sample of parks. So please take the time to complete this very important survey.

Please be assured that your responses will remain confidential. Thank you for your cooperation and participation! **As an incentive for completing the questionnaire, you will receive a complimentary electronic copy of the survey results (a $99 value).**

Once you complete the survey your name will be entered into the database that will ensure that you receive your complimentary copy of the 2010 Operations and Economic Study when it is completed. If you have any questions please do not hesitate to contact the NAU team. Thomas Combrink is the contact for the paper survey, he can be reached at (928)-523-9194 or via e mail at Thomas.Combrink@nau.edu.

Sincerely

Vicki J. Cole

Vicki Cole
Chair, ARVC Foundation
camp@shelbymansfieldkoa.com

Linda L Profaizer

Linda Profaizer
President, ARVC
lprofaizer@arvc.org

Letter of Invitation to participate in the Wage & Salary Survey

2010 ARVC National Wage & Salary Survey Invitation to participate

Dear ARVC Member,

Your RV park/campground has been randomly selected to participate in the 2010 ARVC Wage & Salary Survey being conducted by Northern Arizona University (NAU) for the ARVC Foundation. In order to have a representative sample of parks in your same park size, we strongly encourage you to participate. So please take the time to complete this very important survey.

Please be assured that your responses will remain confidential. Thank you for your cooperation and participation! **As an incentive for completing the questionnaire, you will receive a complimentary electronic copy of the survey results (a $99 value).**

Once you complete the survey your name will be entered into the database that will ensure that you receive your complimentary copy of the 2010 Operations and Economic Study when it is completed.The survey closes on June 18th, 2010. Once you return it to NAU your name will be entered into the database that will ensure that you receive your complimentary copy of the 2010 Operations and Economic Study when it is completed. If you have any questions please do not hesitate to contact the NAU team. Thomas Combrink is the contact for the paper survey, he can be reached at (928)-523-9194 or via e mail at Thomas.Combrink@nau.edu.

Sincerely

Vicki J. Cole

Vicki Cole
Chair, ARVC Foundation
camp@shelbymansfieldkoa.com

Linda L Profaizer

Linda Profaizer
President, ARVC
lprofaizer@arvc.org

Questionnaires

arvc National Association of RV Parks & Campgrounds

2010 NATIONAL RV PARK AND CAMPGROUND OPERATIONS SURVEY QUESTIONNAIRE

arvc foundation

Please enter the following information on your campground.

Name of park or campground: **(for data verification only)**

Zip code where park is located:

Name of person completing survey:

Position of person completing this survey

☐ Owner ☐ Manager ☐ Accountant

Number of total licensed sites your campground/park has available in 2009. (Include condominium and membership sites and sites available for annual, seasonal, monthly, weekly, nightly rental.)

Section I
General Description of the Campground

I-1. Please describe what type of campground/park you operate. **(please check all that apply.)**

☐ Franchise
☐ Timeshare
☐ Membership
☐ Tourist/overnight
☐ Destination Park (the campground is a tourist destination)
☐ Condominium/co-op
☐ Adult only (no children)
☐ Seasonal sites (seasonal means a site rented for less than 12 months but for the full period that the park is open and operating)
☐ Long term/non-seasonal/residential (more than 200 days)
☐ Other. Please specify:

I-2. In what year did your campground/park begin operating?

I-3. In what year did you/or current owner acquire the campground/park?

I-4. How is your campground/park business organized? **(please check only one.)**

☐ Individual or family operation (sole proprietorship)
☐ Partnership (including family partnership)
☐ Incorporated under state law
☐ Other. Please specify:

I-5. Does the current owner(s) of the campground/park own the land on which the campground/park is operated? ☐ Yes ☐ No

I-6. How many acres is your campground/park? (please enter the number of acres by each of the following)

Number of total acres — Number of developed acres — Number of acres available for development

I-7. Is the campground/park currently for sale?

☐ Yes - How long has the campground/park been for sale? Months: Years:

☐ No - Do you have a timetable to sell your campground/park in the future?

☐ Yes - In what year are you likely to sell the campground/park? Year

☐ No - Do you plan to pass it on to a family member? ☐ Yes ☐ No

I-8. Who manages the campground/park on a day-to-day basis?

☐ Owner ☐ Manager ☐ Manager and absentee owner
☐ Home/Property Owner Association ("HOA" or "POA")
☐ Other. Please specify:

I-9. What is the current zoning under which the campground/park operates? **(please check all that apply.)**

☐ Permitted use
☐ Non-conforming use
☐ Conditional or special use
☐ Not sure
☐ Other: Please specify:

I-10. Do you provide staff housing?

☐ No
☐ Yes - When do you provide housing? ☐ Year-round ☐ Seasonally

How many staff do you provide housing for?

Section II
Number and Types of Different Campsites

II-1. In 2009 did your campground/park have any condominium and/or timeshare sites (including ones already sold and ones currently "for sale")?

Condominium = individual ownership of a portion of a building with common areas shared by all owners. Timeshare = a property development where occupancy time is sold, i.e., fractional ownership

☐ Yes - **(skip to question II-2)**
☐ No - Do you have plans to develop new sites or convert existing sites to condominium or timeshare?
☐ No - **(skip to question II-2)**
☐ Yes - What are your plans? Please check all that apply.
☐ Develop condominium ☐ Convert to condominium
☐ Develop timeshare ☐ Convert to timeshare

When are you planning to develop or convert your sites? Year

How many sites are you planning to develop or convert? Sites

In responding to the following questions, the term "annual" means a site rented for a 12 month period, and the term "seasonal" means a site rented for less than 12 months but for the full period that the park is open and operating.

II-2. Did your campground/park rent any RV sites on an annual basis in 2009?

☐ No - **(skip to question II-3)**
☐ Yes - (please fill in the boxes below describing types and numbers of sites rented annually in 2009.)

Types of RV Sites Please check all that apply.	Number of annual rental sites rented in 2009
☐ Primitive (No hook-ups)	
☐ Water only	
☐ Electricity only	
☐ Water and electricity	
☐ Water, electricity and sewer	
☐ Water, electricity, sewer and telephone ..	
☐ Water, electricity, sewer and TV/Cable ...	
☐ Water, electricity, sewer, telephone .... and TV/Cable	

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II-3. Did your campground/park rent any park trailer sites on an annual basis in 2009?

☐ Yes - Number of sites: ☐

☐ No

II-4. Did your campground/park rent any RV sites on a seasonal basis in 2009?

☐ No (skip to question II-5)

☐ Yes

A. Types and numbers of RV sites rented seasonally in 2009.

Types of Sites Please check all that apply:	Number of Seasonal rental sites rented in 2009	
	Seasonal Rental Summer	Seasonal Rental Winter
☐ Primitive (No hook-ups)		
☐ Water only		
☐ Electricity only		
☐ Water and electricity		
☐ Water, electricity and sewer		
☐ Water, electricity, sewer and telephone		
☐ Water, electricity, sewer and TV/Cable		
☐ Water, electricity, sewer, telephone and TV/Cable		

II-5. Did your campground/park rent any park trailer sites on a seasonal basis in 2009?

☐ Yes - Number of sites: ☐

☐ No

II-6. How many total sites did your campground/park have in operation and available for monthly, weekly or nightly rental in 2009?

Types of Sites Please check all that apply.	Total Number of Sites Available for Nightly, Weekly or Monthly Rental
☐ Primitive (No hook-ups)	
☐ Water only	
☐ Electricity only	
☐ Water and electricity	
☐ Water, electricity and sewer	
☐ Water, electricity, sewer and telephone	
☐ Water, electricity, sewer and TV/Cable	
☐ Water, electricity, sewer, telephone and TV/Cable	
☐ Premium or supersites	

*** Please note all information is strictly confidential and will only be reported in aggregate. No individual property will be identified from the data. ***

II-7. Please provide information on the number of days that your campground/park was open in 2009 and the number of sites you rented in 2009 on a nightly, weekly or monthly basis.

A. How many nights was your campground/park open in 2009? ☐

B. How many total sites did you have available in 2009? ☐

C. Total available camper nights (AxB) ☐

D. How many camper nights did your campground/park sell in 2009? ☐

A sold camper night is a night that a site is rented and is unavailable to rent to another party. Examples: A site to which someone has access for 180 nights on a seasonal lease is equal to 180 sold nights, even if the renter is not physically on site for the entire period. A site that has been rented for a 3 night holiday weekend is equal to 3 sold site nights. A site rented for one night is equal to one sold camper night.

II-8. Do you have a minimum RV length that you can accommodate?

☐ No (skip to question II-9)

☐ Yes. If yes, what is the minimum RV length you can accommodate? ☐ ft.

II-9. Do you have a maximum RV length that you can accommodate?

☐ No (skip to question II-10)

☐ Yes. If yes, what is the maximum RV length you can accommodate? ☐ ft.

II-10. How many sites does your campground/park have with these types of electrical services?

Types of Electrical Sites	Number of Electrical Sites
15 amp	
20 amp	
30 amp	
50 amp	
20/30/50 amp combo	
30/50 amp combo	
100 amp	
Total # of electrical sites	

Section III
Fees and Charges

III-1. In 2009, did your campground/park have a maximum number of persons or vehicles per camping party (before you charge an additional amount per person)?

☐ No (please go to question III-2)

☐ Yes - Is there a maximum number of adults per camping party?

☐ No

☐ Yes

If yes, what is the maximum number of adults? ☐

If yes, what is the extra daily fee for an additional adult? $ ☐

Is there a maximum number of children per camping party?

☐ No

☐ Yes

If yes, what is the maximum number of children? ☐

If yes, what is the extra daily fee for an additional child? $ ☐

Is there a maximum number of vehicles per camping party?

☐ No

☐ Yes

If yes, what is the maximum number of vehicles? ☐

If yes, what is the extra daily fee for an additional vehicle? $ ☐

III-2. What was the average size of camping parties staying in your campground/park in 2009? ☐

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III-3. **Facility fees for 2 adults.** What was the **average charge** at your campground/park for the following sites in 2009? Provide fees only for the types of sites you had available in 2009. Only provide the base fee. Do not include charges for additional persons or rental units.

Types of Sites (Please check all that apply.)	Annual Rental	Seasonal Rental	Monthly Rental Peak Season	Monthly Rental Off Peak	Weekly Rental Peak Season	Weekly Rental Off Peak	Nightly Rental Peak Season	Nightly Rental Off Peak
☐ Primitive/Tent (No hook-ups)	$		$		$		$	
☐ Water only	$		$		$		$	
☐ Electricity only	$		$		$		$	
☐ Water and electricity	$		$		$		$	
☐ Water, electricity and sewer	$		$		$		$	
☐ Water, electricity, sewer and telephone	$		$		$		$	
☐ Water, electricity, sewer and TV/Cable	$		$		$		$	
☐ Water, electricity, sewer, telephone &TV/Cable	$		$		$		$	
☐ Premium or super site	$		$		$		$	

III-4. Are your facility fees for 2 adults and 2 children the same as the fees for 2 adults? ☐ No ☐ Yes

III-5. Did your campground/park offer any discounts in 2009?

☐ No ☐ Yes

If yes, what kinds of discounts did your campground/park offer?
(please check all that apply.)

- ☐ Organized groups
- ☐ AARP
- ☐ Senior Campers
- ☐ AAA
- ☐ Amoco Motor Club
- ☐ Good Neighbor Parks
- ☐ Club Yogi
- ☐ Military
- ☐ Emergency service workers
- ☐ Other Discounts: ______
- ☐ Good Sam
- ☐ FMCA
- ☐ Special events
- ☐ KOA Value card
- ☐ Passport America
- ☐ State associations discount
- ☐ Enjoy America
- ☐ Camper Clubs of America

III-6. In 2009, did you offer "premium sites"?

☐ No ☐ Yes

If yes, what amenities do you offer on premium sites?
(please check all that apply.)

- ☐ Location (view or other)
- ☐ Delivered newspapers
- ☐ Free services
- ☐ Larger site sizes
- ☐ Paved patio
- ☐ Other. Please specify: ______
- ☐ Propane grill
- ☐ Upgraded tables/chairs
- ☐ Hot Tub
- ☐ Patio furniture
- ☐ 50 amp electric

Section IV
Rental Units

Basic cabins = all units with sleeping accommodations but no plumbing
Partial amenity cabins = all units with sleeping accommodations and kitchen or toilet/bath facilities
Full amenity cabins = all units with sleeping accommodations, kitchen and toilet/bath facilities

IV-1. Did your campground/park offer any type of rental units (including cabins) in 2009?

☐ No. **Please go to section V.**

☐ Yes.

Complete the adjacent table for the number and types of units in 2009

Types of rental units	Number of Rentable units	How are the units rented? (Please check all that apply) Annually	Seasonally	Monthly	Weekly	Nightly	What is the minimum & maximum length of stay for these rental units? If None, enter 0. Minimum	Maximum
☐ Rental Trailers		☐	☐	☐	☐	☐		
☐ Park Models		☐	☐	☐	☐	☐		
☐ Basic cabins		☐	☐	☐	☐	☐		
☐ Partial amenity cabins		☐	☐	☐	☐	☐		
☐ Full amenity cabins		☐	☐	☐	☐	☐		
☐ Tents/Tepees		☐	☐	☐	☐	☐		
☐ Yurts		☐	☐	☐	☐	☐		
☐ Other. Please specify below:		☐	☐	☐	☐	☐		

*** Please note all information is strictly confidential and will only be reported in aggregate. No individual property will be identified from the data.***

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IV-2. If your campground/park offered cabins in 2009, please complete the following chart for each cabin type offered.

Types of cabins	Average Nightly Rental Rates	
Basic cabins	Average Low $	Average High $
Partial amenity cabins	Average Low $	Average High $
Full amenity cabins	Average Low $	Average High $

IV-3. Do you offer linens and/or towels with your rental cabins, trailers or park trailers?

Cabins ☐ No ☐ Yes .... ☐ Charge or ☐ Free

Trailers ☐ No ☐ Yes .... ☐ Charge or ☐ Free

Park Trailers ☐ No ☐ Yes .... ☐ Charge or ☐ Free

IV-4. Do you offer housekeeping services on a daily basis?

Cabins ☐ No ☐ Yes .... ☐ Charge or ☐ Free

Trailers ☐ No ☐ Yes .... ☐ Charge or ☐ Free

Park Trailers ☐ No ☐ Yes .... ☐ Charge or ☐ Free

Section V
Campground/Park Facilities, Services and Amenities

V-1. Did your campground/park provide any of the following outdoor recreation facilities either for free, or for a charge in 2009?

Outdoor recreation facilities that your campground/park provides. (check all that apply.)	Did you charge registered campers extra for these activities?		Did you charge non-campers/visitors extra for these activities?		
	Yes	No	Yes	No	Not available to visitors
☐ Pond/Lake	☐	☐	☐	☐	☐
☐ Boat Launch	☐	☐	☐	☐	☐
☐ Boat dock space	☐	☐	☐	☐	☐
☐ Swimming pool (outside)	☐	☐	☐	☐	☐
☐ Waterslide	☐	☐	☐	☐	☐
☐ Splash Park	☐	☐	☐	☐	☐
☐ Trails (hiking/nature)	☐	☐	☐	☐	☐
☐ Horse/ponies/ pack animals	☐	☐	☐	☐	☐
☐ Playgrounds	☐	☐	☐	☐	☐
☐ Ball fields/ multi-use fields	☐	☐	☐	☐	☐
☐ Miniature golf	☐	☐	☐	☐	☐
☐ Golf course (full/par 3)	☐	☐	☐	☐	☐
☐ Horseshoe pits	☐	☐	☐	☐	☐
☐ Shuffleboard	☐	☐	☐	☐	☐
☐ Tennis	☐	☐	☐	☐	☐
☐ Basketball	☐	☐	☐	☐	☐
☐ Volleyball	☐	☐	☐	☐	☐
☐ Open/roofed pavilion	☐	☐	☐	☐	☐
☐ Other. Please specify:	☐	☐	☐	☐	☐

V-2. Did your campground/park provide any of the following indoor recreation facilities either for free or for a charge in 2009?

Indoor recreation facilities that your campground/park provides. (check all that apply.)	Did you charge registered campers extra for these facilities?		Did you charge non-campers/visitors extra for these facilities?		
	Yes	No	Yes	No	Not available to visitors
☐ Fitness equipment	☐	☐	☐	☐	☐
☐ Exercise room	☐	☐	☐	☐	☐
☐ Swimming pool (indoor-heated)	☐	☐	☐	☐	☐
☐ Spa/whirlpool/ hot tub	☐	☐	☐	☐	☐
☐ Sauna	☐	☐	☐	☐	☐
☐ Ping-pong	☐	☐	☐	☐	☐
☐ Recreation hall(s)	☐	☐	☐	☐	☐
☐ Fully enclosed recreation hall	☐	☐	☐	☐	☐
☐ Game room	☐	☐	☐	☐	☐
☐ Video/pinball machines	☐	☐	☐	☐	☐
☐ TV/Movie lounge	☐	☐	☐	☐	☐
☐ Other. Please specify:	☐	☐	☐	☐	☐

V-3. Did your campground/park provide any of the following recreation programming/special events either for free, or for a charge in 2009?

Recreation programming/special events that your campground/park provides. (check all that apply.)	Did you charge registered campers extra for recreation programming/ special events?		Did you charge non-campers/visitors extra for these activities?		
	Yes	No	Yes	No	Not available to visitors
☐ Planned recreation program	☐	☐	☐	☐	☐
☐ Bus/boat tours	☐	☐	☐	☐	☐
☐ Craft classes	☐	☐	☐	☐	☐
☐ Special events	☐	☐	☐	☐	☐
☐ Showing of movies or videos	☐	☐	☐	☐	☐
☐ Live music or entertainment	☐	☐	☐	☐	☐
☐ Dances	☐	☐	☐	☐	☐
☐ Meals/food events	☐	☐	☐	☐	☐
☐ Other. Please specify:	☐	☐	☐	☐	☐

"Please note all information is strictly confidential and will only be reported in aggregate. No individual property will be identified from the data."

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V-4. Did your campground/park provide any of the following equipment either for free or for a charge in 2009?

Equipment that your campground/park provided. (check all that apply.)	Did you charge registered campers extra for this equipment?		Did you charge non-campers/visitors extra for this equipment?		
	Yes	No	Yes	No	Not available to visitors
☐ Boat/canoe/tubing/ kayak	☐	☐	☐	☐	☐
☐ Sailboats	☐	☐	☐	☐	☐
☐ Jet skis	☐	☐	☐	☐	☐
☐ Bicycles	☐	☐	☐	☐	☐
☐ Mopeds/trail bikes	☐	☐	☐	☐	☐
☐ Golf cart	☐	☐	☐	☐	☐
☐ Snowmobiles	☐	☐	☐	☐	☐
☐ Snow skis, snowshoes	☐	☐	☐	☐	☐
☐ Off-road vehicles	☐	☐	☐	☐	☐
☐ Camping equipment	☐	☐	☐	☐	☐
☐ Tennis equipment	☐	☐	☐	☐	☐
☐ Other. Please specify	☐	☐	☐	☐	☐

V-5. Did your campground/park offer any of the following services to customers in 2009? **(Please check all that apply.)**

- ☐ Staff attended entrance
- ☐ Public (paid) telephones
- ☐ Modem access
- ☐ Vending machines
- ☐ Meeting/multi-use room
- ☐ Dump station
- ☐ RV washing
- ☐ Shuttle bus to area attractions
- ☐ Mechanical gates
- ☐ "Hotel Type" phone service
- ☐ Firewood
- ☐ Laundry
- ☐ Computers
- ☐ RV repairs
- ☐ RV storage area
- ☐ Worship services
- ☐ Wireless Internet
  - ☐ Free
  - ☐ Charge
- ☐ Other. Please specify:

Section VI
Campground/Park Store

VI-1. Did your campground/park have an operating store in 2009?

☐ No **Please go to section VII.**

☐ Yes How many stores do you have?

Is the store open to the general public? ☐ Yes ☐ No

VI-2. What kinds of products did you carry in your campground/park store? (Please check all that apply.)

- ☐ Dry groceries
- ☐ Bakery products
- ☐ Ice cream
- ☐ Dairy products
- ☐ Recreation equipment
- ☐ Magazines & newspapers
- ☐ T-shirts/sweatshirts
- ☐ Hats
- ☐ Fresh fruit or vegetables
- ☐ Other (please specify)
- ☐ Frozen foods
- ☐ Snack foods
- ☐ Souvenirs/gifts
- ☐ Sundries
- ☐ Personal care items
- ☐ Toys
- ☐ RV supplies & accessories
- ☐ Beer/wine

VI-3. When is your campground/park store open for business?

☐ Year round 7 days/week

☐ Seasonal 7 days/week

In which months is your campground/park store open for business?

☐ Jan ☐ Feb ☐ Mar ☐ Apr ☐ May ☐ Jun

☐ Jul ☐ Aug ☐ Sep ☐ Oct ☐ Nov ☐ Dec

If you are not open 7 days a week, how many days are you open:

Weekdays:

Weekend days:

VI-4. What were your total campground/park store(s) sales in 2009?

$

VI-5. Do you have a computerized point of sale system to track retail sales?

☐ Yes

☐ No

*** Please note all information is strictly confidential and will only be reported in aggregate. No individual property will be identified from the data.***

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Section VII
Food & Beverage Services

VII-1. Did your campground/park operate a food service facility in 2009?

☐ No **Please go to section VIII.**

☐ Yes How many food service facilities does your campground/park have?

VII-2. Please indicate the characteristics that best describe the food service facilities you operated in 2009.

Food Service Facility	Type of Facility	Characteristics (Please check all that apply.)	Meals Served (Please check all that apply.)	Beverages Served (Please check all that apply.)
Facility 1	☐ Restaurant ☐ Snack bar ☐ Bar ☐ Other	☐ Located in designated area ☐ With its own kitchen facility ☐ Seating for patrons	☐ Breakfast ☐ Lunch ☐ Dinner ☐ Snacks	☐ Specialty coffees or teas ☐ Non-alcoholic beverages ☐ Wine ☐ Beer ☐ Liquor
Facility 2	☐ Restaurant ☐ Snack bar ☐ Bar ☐ Other	☐ Located in designated area ☐ With its own kitchen facility ☐ Seating for patrons	☐ Breakfast ☐ Lunch ☐ Dinner ☐ Snacks	☐ Specialty coffees or teas ☐ Non-alcoholic beverages ☐ Wine ☐ Beer ☐ Liquor
Facility 3	☐ Restaurant ☐ Snack bar ☐ Bar ☐ Other	☐ Located in designated area ☐ With its own kitchen facility ☐ Seating for patrons	☐ Breakfast ☐ Lunch ☐ Dinner ☐ Snacks	☐ Specialty coffees or teas ☐ Non-alcoholic beverages ☐ Wine ☐ Beer ☐ Liquor
Facility 4	☐ Restaurant ☐ Snack bar ☐ Bar ☐ Other	☐ Located in designated area ☐ With its own kitchen facility ☐ Seating for patrons	☐ Breakfast ☐ Lunch ☐ Dinner ☐ Snacks	☐ Specialty coffees or teas ☐ Non-alcoholic beverages ☐ Wine ☐ Beer ☐ Liquor

VII-3. Are you required to have a food service and/or food handler's license to operate any of your food service facilities?

☐ Yes ☐ No

VII-4. What were your total food sales in 2009?

$

*** Please note all information is strictly confidential and will only be reported in aggregate. No individual property will be identified from the data.***

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Section VIII
Campground/Park Revenues & Expenses

VIII-1. Please provide the following information about your campground/park for 2009.

Campground/park	2009
Income	
Rental income from all sites & rental units	$
Net Retail Income (after returns)	$
Recreation Revenue	$
Food & Beverage Service	$
Other Operating Income	$
Total Operating Income	$
Expenses	
Cost of Goods Sold	$
Utilities - Total	$
Electric (net of income)	$
Gas	$
Water	$
Sewer	$
Professional Services	$
Property & Liability Insurance	$
Licenses, permits, dues	$
Repairs & Maintenance	$
Marketing and Advertising - Total	$
Print	$
Internet	$
Brochures	$
Publicity & Promotion	$
Office & Maintenance Supplies	$
Employee Wages (all employees)	$
Benefits	$
Payroll Taxes	$
Employee Development	$
Other Expenses	$
Total Operating Expenses	$
Earnings before Interest, Taxes, Depreciation and Amortization - EBITDA	$

VIII-2. Which of the following taxes did your campground/park pay in 2009 and how much did you pay?

Campground/park taxes paid in 2009 (please check all that apply)	Amount
☐ Bed/occupancy/transient taxes	$
☐ Property or real estate taxes	$

VIII-3. How much did your campground/park pay in total license, permit and other government fees in 2009?

$

VIII-4. How much did your campground/park pay in dues for association affiliations in 2009?

$

Section IX
Investments and Improvements in Campground/Park

IX-1. In 2009 did you make investments including upgrades, modifying or adding facilities, services or amenities to your campground/park?

☐ No **Please go to question IX-3.**

☐ Yes. Approximately how much did you invest (capital investment) during 2009?

$ ______

IX-2. In what areas of your campground/park did you invest and how much did you invest in 2009?

Campground/park investment	Amount Invested (in dollars)
☐ Cabins, park models or yurts	$
☐ Electric Services	$
☐ Enlarged sites	$
☐ Enhanced signage	$
☐ Kitchen/food services	$
☐ Landscaping	$
☐ Maintenance facilities	$
☐ Maintenance equipment	$
☐ New sites	$
☐ Office/administration facilities	$
☐ Office equipment	$
☐ Pavilions or buildings	$
☐ Pool/water attraction	$
☐ Recreation amenities. Please specify:	
1.	$
2.	$
3.	$
☐ Restroom addition/remodeling	$
☐ Road and/or parking upgrades/additions	$
☐ TV hook-ups, satellite or cable	$
☐ Sewage treatment facility	$
☐ Store	$
☐ Telephone, modem hook-ups at sites	$
☐ Vehicles	$
☐ Waste disposal	$
☐ Water system	$
☐ Wireless Internet	$

IX-3. In which of the following green initiatives did you invest during 2009? **(please check all that apply)**

☐ Solar panels ☐ Florescent bulbs
☐ Electric use ☐ Landscaping/xeriscaping (drought resistant plants)
☐ Reduced water use ☐ Other. Please specify: ______
☐ Recycling

IX-4. Since 2007, have you combined existing sites in order to offer larger sites? ☐ Yes ☐ No

A. If yes, how many sites did you begin with? ______

B. After combining sites, how many sites are now available? ______

C. Do you anticipate having to combine more sites from your current inventory? ☐ Yes ☐ No

Section X
Business Operations/Administration

X-1. How many computers did your campground/park have in 2009? ______

Were any of your computers networked in 2009? ☐ Yes ☐ No

What did you use your computers for in 2009?
(Please check all that apply)

☐ E-mail ☐ Mailing lists
☐ Internet access ☐ Word Processing
☐ Accounting ☐ Desktop publishing
☐ Personnel/payroll ☐ Reservations Management
☐ Ancillary income (i.e., golf cart rental, storage) ☐ Point of sale (POS)
☐ Other. Please specify: ______

X-2. Did your campground/park have a web page in 2009?

☐ No **(skip to question X-3.)**
☐ Yes

Do you have the ability to update the page yourself? ☐ Yes ☐ No

Is your website linked with other sites? ☐ Yes ☐ No

In 2009 did your website allow customers to:
(Please check all that apply.)

☐ Check site rates
☐ Check site availability
☐ Select individual campsites
☐ Take a virtual tour
☐ Reserve sites (accepts credit cards securely)
☐ Reserve sites (does not accept credit cards securely)
☐ Other. Please specify: ______

X-3. Please check whether or not your campground/park accepted and processed reservations and what registration management software you used in 2009.

How did your campground/park accept reservations in 2009?	How did your campground/park process reservations in 2009?	What registration management software did your campground/park use in 2009?
☐ Did not accept reservations	☐ Did not accept reservations	☐ Did not use software
☐ On-site reservation	☐ Real-time Internet booking engine	☐ Off the shelf/generic
☐ Mail	☐ Delayed or batch Internet booking	☐ Custom developed
☐ E-mail	☐ Reservation book	☐ Both (generic and specific)
☐ Phone (regular number)	☐ Other manual record keeping system	☐ Hotel/Motel specific
☐ Phone (800 number)	☐ Sliding board	☐ Campground specific
☐ Fax		☐ Don't know
☐ Internet site (24/7)		
☐ National toll free reservation system		
☐ Membership reservation system		

*** Please note all information is strictly confidential and will only be reported in aggregate. No individual property will be identified from the data.***

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Section XI
Advertising

XI-1. Check the types of advertising you used in 2009, and what percent of advertising expenses it comprised.

Types of advertising	Percent of advertising expenditures	Do you track business generated from these sources? Yes	No	How did you track business generated from this type of advertisement?
☐ National Campground Directory ads	%	☐	☐	
☐ State Campground Directory ads	%	☐	☐	
☐ Other Tourism Directories (chamber, state, CVB's)	%	☐	☐	
☐ Brochures/bulk distribution	%	☐	☐	
☐ Brochures/direct mail	%	☐	☐	
☐ Billboards	%	☐	☐	
☐ RV magazines	%	☐	☐	
☐ Local advertising	%	☐	☐	
☐ RV/Trade Shows	%	☐	☐	
☐ Website ads/marketing	%	☐	☐	
☐ Radio/TV ads	%	☐	☐	
☐ Social networking (Facebook, Twitter, etc.)	%	☐	☐	
☐ Camping/RVing Magazines	%	☐	☐	
☐ E-mail blasts	%	☐	☐	
☐ Other. Please specify:	%	☐	☐	
	Should Total 100%			

Section XII
Water, Waste Disposal & Electricity

XII-1. What is the water source for your facility?

- ☐ Surface water system
- ☐ Well water system
- ☐ Public system
- ☐ Combination
- ☐ Don't know

XII-2. If your water usage is metered, what was your average daily use during your operating season?

☐ gallons per day

XII-3. What kind of sewer system services your facility?

- ☐ Private treatment system/plant
- ☐ Park operated sewage treatment system/plant
- ☐ Public sewer system
- ☐ Septic system/leaching field
- ☐ Don't know

XII-4. If your sewer outflow is metered, what was your average daily sewer outflow during your operating season?

☐ gallons per day

XII-5. If your sewage disposal is metered, what is your rate per 1000 gallons?

$ ☐

You are done....

Thank you very much for your participation!!

Now that you have completed the questionnaire, you may enter your results on the Internet form by going to: http://nau.qualtrics.com/SE/?SID=SV_3jxASmJso7xyWvG&SVID=Prod Or you can fax or mail it to:

AHRRC
ATTN: Thomas Combrink
Northern Arizona University
Box 6024
Flagstaff, AZ 86011-6024
Fax: 928-523-5233

To receive your complimentary electronic copy of the final report, please provide the information below.
(This information will remain confidential and not be identified with your survey results.)

Park Name: ______ E-Mail Address: ______

Your Name: ______

For office use: ☐☐☐☐☐ 6586523342

Wage & Salary Survey 2010

2010 NATIONAL RV PARK AND CAMPGROUND WAGE AND SALARY SURVEY QUESTIONNAIRE

Please enter the following information on your campground.

Name of park or campground: (for data verification only) ☐

Zip code where park is located: ☐

Name of person completing survey: ☐

Position of person completing this survey
☐ Owner ☐ Manager ☐ Accountant

Number of total licensed sites your campground/park has available in 2009. (Include condominium and membership sites and sites available for annual, seasonal, monthly, weekly, nightly rental.) ☐

Section I
General Description of the Campground

I-1. Please describe what type of campground/park you operate. **(please check all that apply.)**

☐ Franchise
☐ Timeshare
☐ Membership
☐ Tourist/overnight
☐ Destination Park (the campground is a tourist destination)
☐ Condominium/co-op
☐ Adult only (no children)
☐ Seasonal sites (seasonal means a site rented for less than 12 months but for the full period that the park is open and operating)
☐ Long term/non-seasonal/residential (more than 200 days)
☐ Other. Please specify: ☐

I-2. In what year did your campground/park begin operating? ☐

I-3. In what year did you/or current owner acquire the campground/park? ☐

Section II
Campground/Park Employees

II-1. Including yourself, did you have 4 or fewer employees in your park in 2009?
☐ No **please skip to II-2**
☐ Yes

Please list the total number of employees.

Seasonal ☐ Year-Round ☐

How many of these are: Seasonal Workampers? ☐

Year-Round Workampers? ☐

Do you hire any foreign staff? ☐ Yes ☐ No

II-2. Are you the owner and operator for your campground/park and are you involved in the management on a daily basis?
☐ No **please skip to II-3**
☐ Yes

If, yes do you take a salary?
☐ No
☐ Yes If, yes how much (annual salary)? ☐

Do you take any additional benefits? **(please check all that apply)**
☐ Health Insurance ☐ Bonuses ☐ Housing ☐ Paid Leave
☐ Allowances ☐ Other. Please specify: ☐

What is the estimated annual value of these benefits? $ ☐

II-3. From the descriptions below, please indicate the type and number of persons that your campground/park employed during 2009, along with their total salary and/or wages and other compensation paid to them during 2009.

Management Employees				Additional compensation offered (please check all that apply)						Estimate the annual value of the additional compensation offered
Types of Employees (Please check all that apply.)	Mark status below	# of Years Employed at Park	Average salary/ wages paid (per month)	Health (Basic Medical)	Allowances (Cell Phone, Mileage etc)	Paid Leave	Bonuses	Housing (Including Utilities)	Professional Development/ Training	
☐ General Manager/Director	○ Seasonal Full-Time ○ Seasonal Part-Time ○ Year Round Part-Time ○ Year Round Full-Time	☐	☐ /mo	☐	☐	☐	☐	☐	☐	$ ☐
				Other, specify ☐						
☐ Assistant Manager/Director	○ Seasonal Full-Time ○ Seasonal Part-Time ○ Year Round Part-Time ○ Year Round Full-Time	☐	☐ /mo	☐	☐	☐	☐	☐	☐	$ ☐
				Other, specify ☐						
☐ Recreation Manager/ Director	○ Seasonal Full-Time ○ Seasonal Part-Time ○ Year Round Part-Time ○ Year Round Full-Time	☐	☐ /mo	☐	☐	☐	☐	☐	☐	$ ☐
				Other, specify ☐						

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II-3. Continued From the descriptions below, please indicate the type and number of persons that your campground/park employed during 2009, along with their salary and/or wages and other compensation paid to them during 2009.

Management Employees				Additional compensation offered (please check all that apply)						Estimate the annual value of the additional compensation
Types of Employees (Please check all that apply.)	Mark status below	# of Years Employed at Park	Average salary/ wages paid (per month)	Health (Basic Medical)	Allowances (Cell Phone, Mileage etc)	Paid Leave	Bonuses	Housing (Including Utilities)	Professional Development/ Training	
☐ Maintenance Manager/Supervisor	○ Seasonal Full-Time ○ Seasonal Part-Time ○ Year Round Part-Time ○ Year Round Full-Time	☐	/mo	☐	☐	☐	☐	☐	☐	$
				Other, specify						
☐ Office Manager/ Supervisor	○ Seasonal Full-Time ○ Seasonal Part-Time ○ Year Round Part-Time ○ Year Round Full-Time	☐	/mo	☐	☐	☐	☐	☐	☐	$
				Other, specify						
☐ Housekeeping Manager/Supervisor	○ Seasonal Full-Time ○ Seasonal Part-Time ○ Year Round Part-Time ○ Year Round Full-Time	☐	/mo	☐	☐	☐	☐	☐	☐	$
				Other, specify						
☐ Food Service Manager/Director	○ Seasonal Full-Time ○ Seasonal Part-Time ○ Year Round Part-Time ○ Year Round Full-Time	☐	/mo	☐	☐	☐	☐	☐	☐	$
				Other, specify						

II-4a. For the hourly job position below, please indicate the number of persons your campground/park employed during 2009, and their wages.

Hourly Wage Employees			
Types of Employees	# of Employees	Minimum per hour wage paid	Maximum per hour wage paid
Lifeguard - Seasonal	☐	$ /hr	$ /hr
Lifeguard - Year Round	☐	$ /hr	$ /hr

*** Please note all information is strictly confidential and will only be reported in aggregate. No individual property will be identified from the data.***

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Section III
Campground/Park Revenues & Expenses

III-1. Please provide the following information about your campground/park for 2009.

Campground/park	2009
Income	
Rental Income from all sites & rental units	$
Net Retail Income (after returns)	$
Recreation Revenue	$
Food & Beverage Service	$
Other Operating Income	$
Total Operating Income	$
Expenses	
Cost of Goods Sold	$
Utilities - Total	$
Electric (net of income)	$
Gas	$
Water	$
Sewer	$
Professional Services	$
Property & Liability Insurance	$
Licenses, permits, dues	$
Repairs & Maintenance	$
Marketing and Advertising - Total	$
Print	$
Internet	$
Brochures	$
Publicity & Promotion	$
Office & Maintenance Supplies	$
Employee Wages (all employees)	$
Benefits	$
Payroll Taxes	$
Employee Development	$
Other Expenses	$
Total Operating Expenses	$
Earnings before Interest, Taxes, Depreciation and Amortization - EBITDA	$

III-2. Which of the following taxes did your campground/park pay in 2009 and how much did you pay?

Campground/park taxes paid in 2009 (please check all that apply)	Amount
☐ Bed/occupancy/transient taxes	$
☐ Property or real estate taxes	$

III-3. How much did your campground/park pay in total license, permit and other government fees in 2009?

$

III-4. How much did your campground/park pay in dues for association affiliations in 2009?

$

*** Please note all information is strictly confidential and will only be reported in aggregate. No individual property will be identified from the data.***

Section IV
Investments and Improvements in Campground/Park

IV-1. In 2009 did you make investments including upgrades, modifying or adding facilities, services or amenities to your campground/park?

☐ No **Please go to question IV-3.**

☐ Yes. Approximately how much did you invest (capital investment) during 2009?

$

IV-2. In what areas of your campground/park did you invest and how much did you invest in 2009?

Campground/park investment	Amount Invested (in dollars)
☐ Cabins, park models or yurts	$
☐ Electric Services	$
☐ Enlarged sites	$
☐ Enhanced signage	$
☐ Kitchen/food service	$
☐ Landscaping	$
☐ Maintenance facilities	$
☐ Maintenance equipment	$
☐ New sites	$
☐ Office/administration facilities	$
☐ Office equipment	$
☐ Pavilions or buildings	$
☐ Pool/water attraction	$
☐ Recreation amenities. Please specify:	
1.	$
2.	$
3.	$
☐ Restroom addition/remodeling	$
☐ Road and/or parking upgrades/additions	$
☐ TV hook-ups, satellite or cable	$
☐ Sewage treatment facility	$
☐ Store	$
☐ Telephone, modem hook-ups at sites	$
☐ Vehicles	$
☐ Waste disposal	$
☐ Water system	$
☐ Wireless Internet	$

IV-3. In which of the following green initiatives did you invest in 2009? **(please check all that apply)**

☐ Solar panels ☐ Florescent bulbs

☐ Electric use ☐ Landscaping/xeriscaping (drought resistant plants)

☐ Reduced water use ☐ Other. Please specify:

☐ Recycling

IV-4. Since 2007, have you combined existing sites in order to offer larger sites? ☐ Yes ☐ No

A. If yes, how many sites did you begin with?

B. After combining sites, how many sites are now available?

C. Do you anticipate having to combine more sites from your current inventory? ☐ Yes ☐ No

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You are done....

Thank you very much for your participation!!
Now that you have completed the questionnaire, you may enter your results on the Internet form by going to:
http://nau.qualtrics.com/SE/?SID=SV_1TgUXNK6dMXaNX6&SVID=Prod Or you can fax or mail it to:

AHRRC
ATTN: Thomas Combrink
Northern Arizona University
Box 6024
Flagstaff, AZ 86011-6024
Fax: 928-523-5233

To receive your complimentary electronic copy of the final report, please provide the information below.
(This information will remain confidential and not be identified with your survey results.)

Park Name:

E-Mail Address:

Your Name:

For office use:

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