



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



## St. Francois State Park CAMPGROUND UPGRADE PROJECT

St. Francois State Park is one of the most popular state park campgrounds in eastern Missouri. The park is experiencing increased demand for more amenities, such as sewer, water and 50-amp electric (See Example A). The proposed project is the construction of a 63 campsite loop, each campsite offering 50-amp electrical service, and sewer and water hook ups. The newly constructed loop will include a small showerhouse and will replace an existing campground loop.

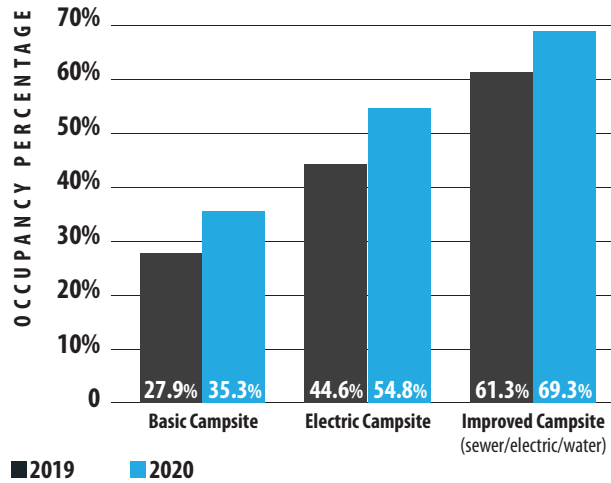
The annual revenue generated by this proposed project is approximately \$317,600 (See Example B). Revenue is estimated using current sewer/electric/water rates and the average occupancy of comparable sewer/electric/water campsites at similar state park campgrounds. The cost of the new campground loop is estimated to be nearly \$5.2 million (See Example). The campsites should have a lifespan of around 40 years, and given the estimated annual revenue and overall cost, the bonds would payback in approximately 16 years. This project is eligible for a Land and Water Conservation Fund grant which would reduce the length of payback.

### A. WHY PURSUE THIS PROJECT?

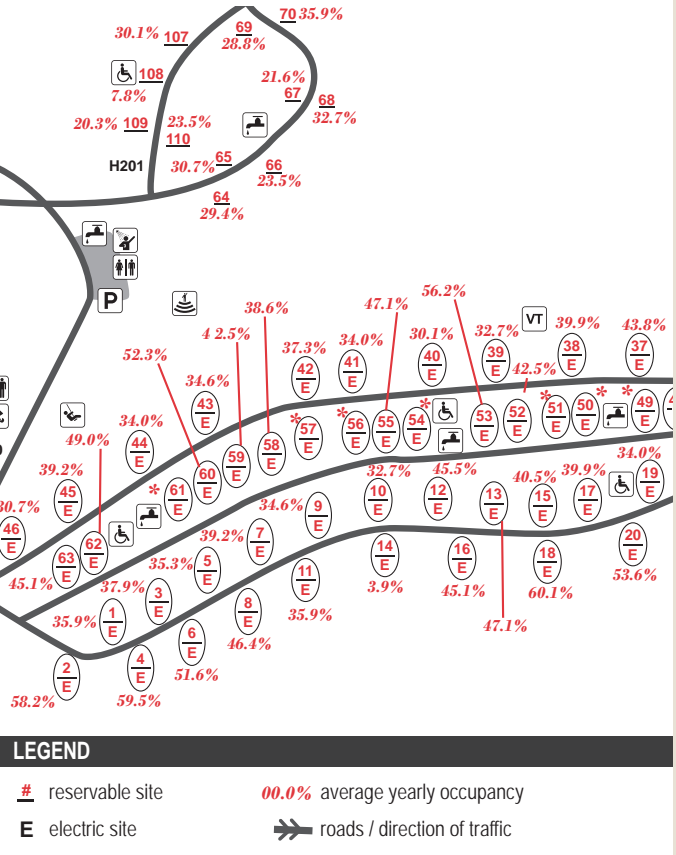
State park visitors continue to request additional campsites and increased campsite amenities. User data shows that campsites with these amenities have the highest occupancy and visitors stay longer.

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

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



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



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

Newly constructed sites for this campground will rent for \$37 a night. Occupancy for these sites has been estimated using comparable sites at other state parks. The rate and estimated occupancy indicate the revenue will be \$317,600 for 62 of the 63 campsites (one will be utilized by our campground host.)

CALCULATION FOR APPROXIMATE ADDITIONAL REVENUE	
Number of Renovated Campsites	62
Rate Per Night	\$37
Average Annual Revenue Generated	\$317,566
TOTAL APPROXIMATE REVENUE GENERATED \$317,566	

### C. WHAT IS THE COST OF THESE IMPROVEMENTS?

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

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

Construct 63 Campsites	\$3,729,750
Site Work	\$414,417
Design and Bidding	\$469,219
15% Contingency	\$559,463
TOTAL PROJECT COST \$5,172,848	



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## REVENUE BOND PROJECT

St. Francois State Park

### MISSOURI STATE PARKS

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