

OFFERING MEMORANDUM

HOT SPRINGS / BLACK HILLS KOA

27585 SD-79
Hot Springs SD 57747

Steve Klontz

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2020-2022 Hot Springs KOA P&L

Exclusively Marketed by:



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01

Executive Summary

Investment Summary

Location Summary

OFFERING SUMMARY

ADDRESS	27585 SD-79 Hot Springs SD 57747
COUNTY	Fall River
MARKET	Campground
SUBMARKET	RV Park

FINANCIAL SUMMARY

OFFERING PRICE	\$2,350,000
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DESTINATION CAMPGROUND READY FOR EXPANSION

- Set in the perfect location for numerous tourist destinations, this park is primed for expansion potential and priced to cash flow extremely well. With 48 RV sites, 10 Kamping Kabins and 3 deluxe Kabins and 15 tent sites, 8 of which have electricity, all set on 19 wooded acres, there is still plenty of room for additional sites or cabins. Other guest amenities include: mini golf, wifi, cable TV, clean laundry and restroom facilities, fenced dog run, a pavilion, game room, swimming pool and more. Other income amenities include propane sales, firewood, breakfast café. There is even an owner/manager residence. Everything is in place to keep your guests happy and coming back year after year.

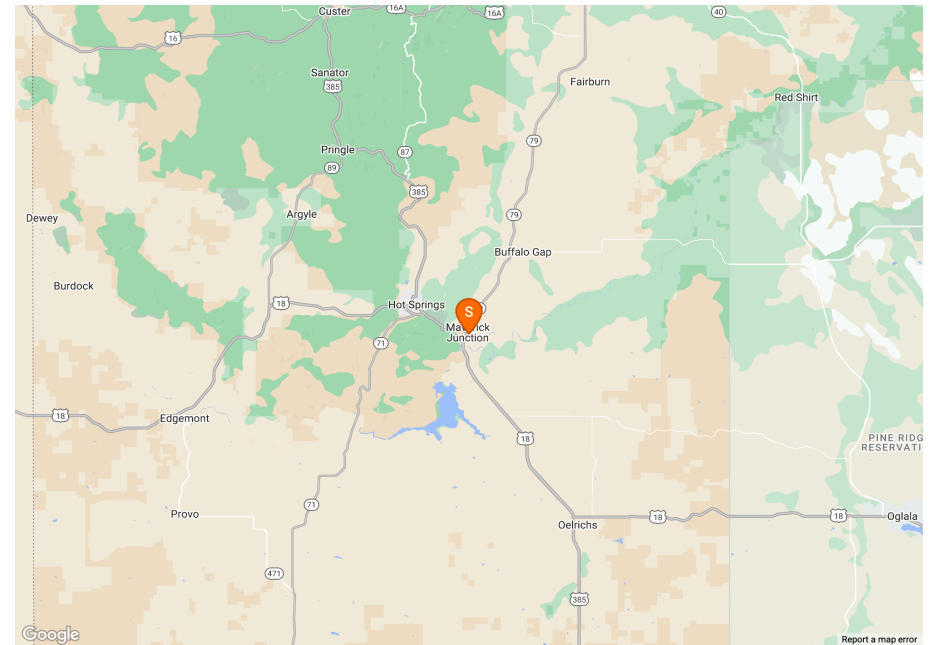
This is your chance to own an RV Park with an established revenue base and fantastic upside potential in an area which is visited by many throughout the year. Call Campground Brokers for details and an appointment to see this unique campground! 1-800-648-1624 or email sales@campgroundbrokers.com.



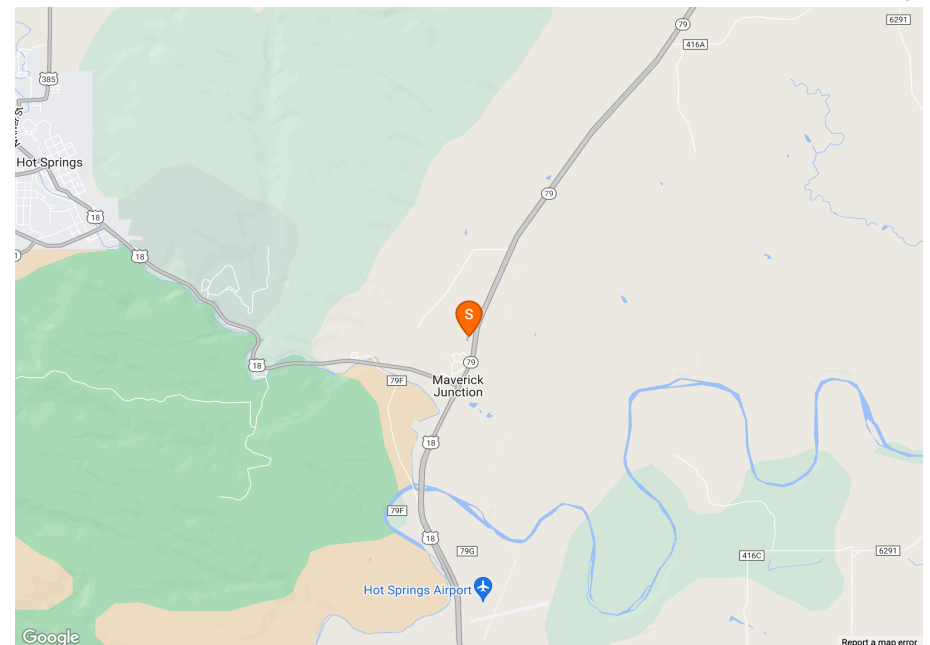
PERFECT FAMILY GETAWAY

- Whether your guests are looking for a perfect base camp or are on their way through the area, this KOA is located in one of the most visited areas in the United States! A short drive to sights such as Custer State Park, Wind Cave National Park, Mount Rushmore, Crazy Horse Monument, the Badlands and more - there is a lot to see in the Black Hills. Or, stick close to the campground and relax at one of the local reservoirs which offer boating, swimming, and fishing. Or, enjoy the healing waters of one of the hot springs in the area. Hot Springs is the home of the world-renowned Mammoth Site active dig that brings many tourists annually.

Regional Map



Locator Map





02

Property Description

Property Features

Aerial Map

Site Map

PROPERTY FEATURES

PARK SEASON	March 15 - November 15
TOTAL ACREAGE	19 +/-
TOTAL # OF SITES	76
TOTAL # OF FHU SITES (13 - 50 AMP SITES)	32
TOTAL # OF WATER & ELECTRIC SITES	15
TOTAL # OF TENT SITES	15
CAMPING CABINS	10
DELUXE CABINS	3
NO HOOKUP SITES	1
OWNER / MANAGER RESIDENCE	1999 Manufactured Home, 3 bed / 2 Bath, 1300 sq ft
ADDITION	800 sq ft studio

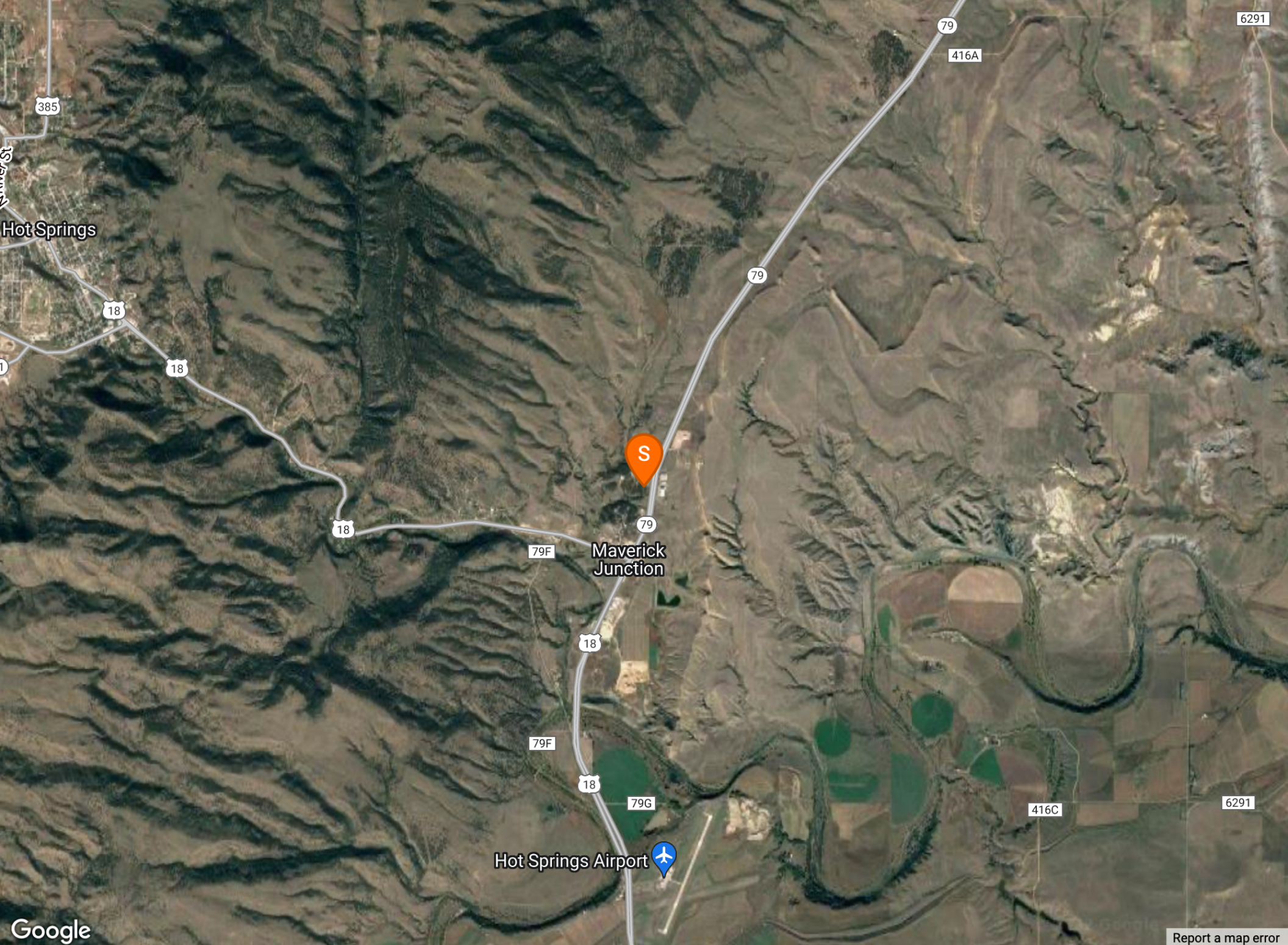
CONSTRUCTION

PARK BUILT	1974
PARK ELEVATION	3200 FT

AMENITIES

STORE W/PROPANE SALES	Yes
SNACK BAR & BREAKFAST CAFE	Yes
LAUNDRY	Yes - 4 Washers / 4 Dryers
POOL	Yes
MINI GOLF	Yes
WIFI	Yes
BASKETBALL	Yes
PLAYGROUND	Yes
VOLLEYBALL	Yes
REC ROOM	Yes - Games & TV
TETHERBALL	Yes
PAVILION	Yes





Google

[Report a map error](#)



HOT SPRINGS / BLACK HILLS KOA

GUEST SERVICES GUIDE



Guest Name: _____

Site #: _____

WiFi: _____

27585 Hwy. 79, Hot Springs, Fall River County, SD 57747 / Information & Reservations: (605) 745-6449
Online: KOA.com/Campgrounds/Hot-Springs • Email: hotsprings@koa.com



03

Financial Analysis

2020-2022 Hot Springs KOA P&L

HOT SPRING/BLACK HILLS KOA

Updated 11/11/22

INCOME

	<u>2020</u>	<u>2021</u>	<u>2022</u>
Deposit Forfeited	\$10,679	\$ 11,710	\$ 9,764
Food Services	\$19,003	\$ 34,947	\$ 34,480
Other - Facility Rental	\$1,146	\$ 1,503	\$ 1,130
Other - Laundry	\$5,937	\$ 8,026	\$ 5,420
Other - Other	\$233	\$ 715	\$ 834
Propane Sales	\$6,921	\$ 6,112	\$ 6,330
Registration: Daily	\$269,159	\$ 346,058	\$ 285,970
Registration: Monthly	\$19,101	\$ 13,938	\$ 11,472
Registration: Cabins	\$58,995	\$ 74,113	\$ 69,522
Registration: Deluxe Cagins	\$50,754	\$ 58,262	\$ 56,103
Store Sales: Gen Merch	\$49,598	\$ 61,442	\$ 55,813
Value Kard Income	\$3,965	\$ 4,884	\$ 4,125
TOTAL GROSS INCOME	\$ 495,491	\$ 621,710	\$ 540,963

COST OF GOODS

Cost of Food Sales	\$ 8,100	\$ 15,279	\$ 16,551
Cost of Propane Sales	\$ 3,982	\$ 3,682	\$ 4,001
Cost of Store Merchandise	\$ 31,161	\$ 37,777	\$ 33,902
TOTAL COST OF GOODS	\$ 43,243	\$ 56,738	\$ 54,454
TOTAL ADJUSTED GROSS INCOME > >	\$ 452,248	\$ 564,972	\$ 486,509

EXPENSES

	<u>2020</u>	<u>2021</u>	<u>2022</u>
Advertising & Marketing	\$ 2,764	\$ 2,932	\$ 2,223
Bank & Credit Card Charge	\$ 12,720	\$ 15,011	\$ 13,139
Contract Labor	-	-	-
Education & Training	\$ 18	-	-
Equipment Rental	-	-	-
Housekeeping Laundry	\$ 69	-	-
Insurance - Worker's Comp	\$ 1,795	\$ 3,178	\$ 3,994
Insurance - Vehicle	\$ 2,323	\$ 1,738	\$ 1,748
Insurance - Campground	\$ 9,136	\$ 10,060	\$ 9,695
KOA Admin Fee	\$ 1,500	\$ 1,500	\$ 1,500
KOA Advertising	\$ 7,767	\$ 9,575	\$ 8,328
KOA Royalties	\$ 31,068	\$ 38,298	\$ 33,311
License and Permits	\$ 954	\$ 1,135	\$ 520
Landlord Repairs	\$ 1,617	-	-
Misc.	\$ -	-	\$ 600
Operating Supplies - Food	\$ 573	\$ 118	\$ 222
OS - Lagoon	\$ 2,762	\$ 2,352	\$ 3,631
OS - Other	\$ 10,030	\$ 28,214	\$ 13,440
OS - Pool	\$ 2,094	\$ 5,480	\$ 4,639
OS - Office	\$ 12	\$ 35	-
OS - Restroom	\$ 1,416	\$ 1,271	\$ 1,550
Payroll - EFTPS	\$ 3,489	\$ 6,263	\$ 12,516
Payroll - Salary & Wages	\$ 49,840	\$ 89,466	\$ 63,530
Postage & Delivery	\$ 1	\$ 63	-
Printing & Reproduction	\$ 781	\$ 712	\$ 516
Professional Fees - Accounting	\$ 2,705	\$ 2,929	\$ 4,042
Professional Fees - Other	\$ 137	-	-
Repair & Maint - Building	\$ 1,187	\$ 470	-
R&M - Equipment	\$ 832	\$ 1,480	\$ 141
R&M - Grounds	\$ 2,526	\$ 5,406	\$ 60
R&M - Storage Unit	-	-	-
R&M - Other	\$ 1,638	\$ 5,972	\$ 13,358
Tax: Property	\$ 11,396	\$ 10,985	\$ 11,441
Tax: Other	\$ 735	\$ 1,062	\$ 1,415
Utilities: Electricity	\$ 30,292	\$ 36,127	\$ 31,445
Utilities: Garbage	\$ 5,035	\$ 6,569	\$ 5,246

	Utilities: Internet	\$ 1,566	\$ 1,571	\$ 1,826
	Utilities: Cable TV	-	\$ 4,102	\$ 3,740
	Utilities: Telephone	\$ 1,035	\$ 1,000	\$ 1,080
	Phone: 800 Service	\$ 298	\$ 356	\$ 295
	Phone: Other	\$ 904	\$ 1,059	\$ 868
	Uniforms	\$ 384	\$ 558	\$ 433
	Utilities: Water	\$ 3,890	\$ 4,331	\$ 3,894
	Utilities: Propane	\$ 2,172	\$ 2,301	\$ 2,670
	Vehicle Expense	\$ 4,678	\$ 5,417	\$ 7,924
	VKRC Campground Expense	\$ 1,088	\$ 1,395	\$ 920
TOTAL EXPENSES > > > >		\$ 215,227	\$ 310,491	\$ 265,900
NET OPERATING INCOME > >		\$ 237,021	\$ 254,481	\$ 220,609
ADJUSTMENTS	Landlord Repairs	\$ 7,600		
	Operating Supplies - Pool	\$ 735	\$ 897	\$ 500
	Operating Supplies - Other	\$ 1,799	\$ 10,894	\$ 3,756
	R&M - Building	\$ 746		
	R&M - Equipment			
	R&M - Grounds	\$ 361	\$ 205	
	R&M - Other	\$ 581	\$ 894	\$ 11,388
	Vehicle Expense - Personal Use Reimbursement	\$ 2,230	\$ 2,269	\$ 2,533
	Total	\$ 14,052	\$ 15,159	\$ 18,177
NOI AFTER ADJUSTMENTS		\$ 251,073	\$ 269,640	\$ 238,786

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