

# PART I

## BUSINESS OPPORTUNITY

CC-PRWI001-25

UNITED STATES DEPARTMENT OF THE INTERIOR  
NATIONAL PARK SERVICE  
PRINCE WILLIAM FOREST PARK

A Concession Business Opportunity for RV Campground Services at Prince  
William Forest Park

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## INTRODUCTION

### Summary of Terms and Conditions of the Opportunity

Location – Prince William Forest Park

Draft Contract Term – 10 Years

Projected Effective Date – April 1, 2025

#### Required Services –

1. RV Campground (Lanes B through F)
2. Retail Sales
3. Propane Sales
4. Firewood sales (at RV Campground)
5. Laundry

#### Authorized Services –

1. Tent/Storage Sites (Lane A)
2. Internet, Cable, and Television Services to Campground Sites
3. Firewood Sales (other locations throughout the Park)
4. Vending
5. Bike rentals
6. Camping Equipment Rentals

First Year of Operations (2025), Projected Gross Receipts - \$825,000

Estimated Initial Investment (Year 0) - \$251,700

### SITE VISIT

The National Park Service (“Service”) will host a site visit for entities interested in bidding on this opportunity on the date listed on the inside front cover of this prospectus (“Prospectus”). The site visit provides interested entities an overview of the concession operation along with a tour of the facilities assigned to the Concessioner under the Draft Contract. Each interested entity is limited to five persons attending the site visit, and all attendees must be over the age of eighteen. If you plan to attend the site visit and would like more information, please contact:

Jason Freeze  
Regional Concessions Program Manager  
National Capital Region  
Phone: (202) 774-4949  
Email: jason\_freeze@nps.gov



Please register for the site visit no later Friday, October 25, 2024, at 12:00 p.m. ET by contacting Jason Freeze via email at [jason\\_freeze@nps.gov](mailto:jason_freeze@nps.gov). When registering, you must provide your name, the name of the entity interested in bidding that you represent, the primary contact information for the entity, and the number of people in your party. All parties attending the site visit must disclose to the Service the names of the interested entities engaging their services. The Service will provide further information and additional directions by return email message to the primary contact. Site visit participants are responsible for obtaining their own lodging, meals, and transportation to the respective facilities.

## INFORMATION REGARDING THIS SOLICITATION

The Prospectus describes in general terms the existing business operation and the business opportunity for services allowed pursuant to Solicitation No. CC-PRWI001-25. It is comprised of five parts:

- I. Business Opportunity (this document)
- II. Proposal Instructions
- III. Proposal Package
- IV. Draft Concession Contract Including Contract Exhibits
- V. Appendix Table of Contents

In this document, the Service refers to Prince William Forest Park as "the Park."

**This Prospectus includes Service estimates of revenue and expenses to assist Offerors in developing financial projections. These estimates reflect Service assumptions based on planning decisions, historical concession operating data, industry standards, economic conditions, and comparable and competitive operations. The Service does not guarantee these projections will materialize and assumes no liability for their accuracy. Offerors must compile and present their own financial projections based on independent assumptions, due diligence, and industry knowledge.**

Offerors must review all sections of this Prospectus especially the terms and conditions of the Draft Concession Contract No. CC-PRWI001-25 ("Draft Contract"), including its exhibits, to determine the full scope of the future Concessioner's responsibilities. The Draft Contract with all exhibits appears in Part IV of this Prospectus. In the event of any inconsistency between the description of the terms contained in this Prospectus and the Draft Contract itself, the terms of the Draft Contract will control.

Certain federal laws apply to this solicitation including the National Park Service Concessions Management Improvement Act of 1998 (Title IV, Public Law 105-391, as amended and hereafter referred to as "the 1998 Act"), as implemented by regulations in 36 C.F.R. Part 51. Links to these are available online at the [NPS Commercial Services](#) website. In the event of any inconsistency between the terms of this Prospectus and 36 C.F.R. Part 51, 36 C.F.R. Part 51 will control. Part 51 is available at the Government Printing Office's Electronic Code of Federal Regulations website.

The Park Superintendent's Compendium provides a list of Park-specific rules applicable to all persons entering, using, visiting, or otherwise present within the Park and established under the discretionary authority of the Superintendent of the Park. The link to the current Superintendent's Compendium appears at the end of this Business Opportunity.

"Concessioner" refers to the entity that will be the concessioner under the Draft Contract.



"Existing Concessioner" refers to Recreational Adventures Campgrounds, LLC, the concessioner under Temporary Concession Contract TC-PRWI001-23, as amended ("Existing Contract"). The Existing Contract has an effective date of June 21, 2023, and an expiration date of December 31, 2024.

The Service intends to award the Draft Contract around March 1, 2025, or around one (1) month prior to the anticipated effective date when the Concessioner would commence operations (April 1, 2025). Award of a concession contract does not occur until the competitive process has been completed and both the selected Offeror and the Service have signed the concession contract. While the Service will make every effort to meet this schedule, it is subject to change.

## PROPOSAL OVERVIEW

Part II of this Prospectus contains the instructions for submitting proposals. Offerors must carefully read and comply with those instructions.

Part III of this Prospectus contains the Proposal Package. Offerors must complete the Proposal Package in its entirety. The Proposal Package contains a required transmittal letter, five principal selection factors and one secondary selection factor. Each selection factor identifies the minimum and maximum points the Service may award depending on the quality of the response. The following paraphrases the information sought under each selection factor. The wording of the actual selection factors controls.

Principal Selection Factor 1 requires Offerors to describe how they will minimize the effect of their services on the Park's resources through maintenance and operational processes, procedures, and types of activities/services on-site.

Principal Selection Factor 2 requires Offerors to describe how they will meet the needs of a diverse group of visitors and provide high-quality services and accommodations at reasonable rates.

For Principal Selection Factor 3, Offerors must describe their organizational structure and provide documentation to help the Service understand the Offeror and its relationship to other entities. The Service does not score the first portion of Selection Factor 3 but may use it to understand responses elsewhere in proposal. Incomplete submissions may lead to a lower score elsewhere if the information submitted does not support claims made in response to specific subfactors in this and other selection factors. The Service provides forms Offerors must complete depending on their organizational structure. The rest of this principal selection factor, which is scored, requires Offerors to describe their experience providing similar services, history of violations or infractions and overall strategy to minimize and resolve them, and employee recruitment, training, and retention experience.

For Principal Selection Factor 4, Offerors must provide documentation demonstrating that they have the financial resources to commence and carry-on operations under the Draft Contract, including a business history form. Offerors also must complete the provided Excel workbook and provide other information to demonstrate an understanding of the operations under the Draft Contract.

For Principal Selection Factor 5, Offerors provide the franchise fee they will pay on gross receipts generated under the Draft Contract. Failure to agree to pay at least the minimum franchise fee set out in this selection factor will result in the Service finding the proposal non-responsive and ineligible for award of the Draft Contract.

Secondary Selection Factor 1 requires Offerors to describe programs and strategies they will adopt and implement to support the Park in achieving Secretary's Order 3407, and the process for monitoring and reporting to the Service the effectiveness of those actions (including a timeline for implementation).





*Pictured: Prince William Forest Park RV Campground Office*

*Source: NPS*

## DOING BUSINESS WITH THE NATIONAL PARK SERVICE

The National Park Service has worked with private parties to provide services to visitors dating back to the earliest times of national parks. Many of the iconic lodges and other structures found in America's national parks were constructed and operated by private parties, and that relationship continues today.

We use the term "commercial visitor services" when generally describing services, benefits, and goods provided to visitors within an area of the National Park System by a third party for a fee. Simply put, the term "commercial visitor services" includes lodging, food and beverage, retail, marina operations, guided recreation, rental of equipment, experiential transportation, and similar services the National Park Service itself does not provide. Congress has passed several laws guiding the National Park Service in contracting with third parties to provide these services including the 1998 Act. The National Park Service implemented regulations for many aspects of the law, primarily to set out the process for soliciting bids for new contracts and managing the concessioner's investment in structures owned by the United States.

Working with the National Park Service in providing commercial visitors services within National Park System units differs from operating outside a park in several respects. By law, we approve rates to ensure park visitors do not pay higher fees for goods and services merely because such transactions occur within a park. As with the private sector, concessioners must develop and follow environmental management programs, risk management programs, and similar programs to ensure operations comply with applicable laws. Our employees review the quality of concession operations and compliance with contract requirements including the maintenance of facilities.



Even with those regulatory actions, concessioners in national parks enjoy significant benefits. Many parks function as unique visitor destinations. Concessioners frequently operate with few, if any, in-park competitors, even though we do not grant exclusive rights to provide any visitor services. Although we approve rates, our processes ensure the rates are competitive with similar services near the operating locations. Our contract oversight reflects the best management practices of the private sector industries. We developed operating standards based on similar ones in the private sector to reflect best industry practices for the services required under the concession contracts.

For this opportunity, the Draft Contract requires the Concessioner to operate RV Campground Services within the Park. These required services are as follows:

1. RV Campground (Lanes B through F)
2. Retail Sales
3. Propane Sales
4. Firewood Sales (at the RV Campground)
5. Laundry

The Draft Contract also authorizes the Concessioner to provide additional services. These additional authorized services are as follows:

1. Tent/Storage Sites (Lane A)
2. Internet, Cable, and Television Services to Campground Sites
3. Firewood Sales (at other locations within the Park)
4. Vending
5. Bike Rentals
6. Camping Equipment Rentals

## THE NATIONAL PARK SERVICE AND ITS MISSION

In 1916, President Woodrow Wilson approved legislation creating the National Park Service within the Department of the Interior. That legislation stated that Congress created America's National Park Service to:

*...conserve the scenery, and the natural and historic objects and the wildlife therein and to provide for the enjoyment of the same in such a manner and by such means as will leave them unimpaired for the enjoyment of future generations.* Public Law No. 64-235, § 1 (codified at 54 U.S.C. § 100101(a))

Additionally, Congress has declared that the National Park System should be:

*...preserved and managed for the benefit and inspiration of all the people of the United States.* Public Law No. 91-383, § 1 (codified at 54 U.S.C. § 100101(b))

The National Park Service preserves unimpaired the natural and cultural resources and values of the National Park System for the enjoyment, education, and inspiration of this and future generations. The Service cooperates with partners to extend the benefits of natural and cultural resource conservation and outdoor recreation throughout this country and the world. Visit the [National Park Service website](#) to learn more about the National Park Service. This site includes information about the Service's mission, policies, and individual park units.







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## ORIENTATION TO PRINCE WILLIAM FOREST PARK

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Prince William Forest Park is a diverse natural and cultural area located near Washington, D.C. The Park is 14,600 acres of secondary growth forest. Prince William Forest Park serves as the largest example of eastern Piedmont forest in the National Park System. Originally established as Chopawamsic Recreation Demonstration Area (RDA) in 1935, it soon became the model site that future RDA sites were patterned after. The Civilian Conservation Corp (CCC) constructed five cabin camp units to support the RDA program. Today, the Park still operates the cabins to provide for visitor enjoyment.

Protection of a large portion of the Quantico Creek Watershed is an important natural function of the Park, with the north and south forks of Quantico Creek flowing through the Park. A large portion of the headwaters for the North Fork Quantico Creek is located in the Park. Headwaters for the South Fork Quantico Creek are located on Marine Corps Base Quantico (MCB Quantico). Partnerships between Prince William Forest Park and MCB Quantico work to manage this vital resource. Both creeks can be enjoyed by walking along Park hiking trails.

A variety of recreational opportunities are available within the Park including wildlife viewing, 37 miles of hiking trails, and 21 miles of bicycle accessible roads and trails. Several tent camping options are available within the Park, as well as rustic CCC cabins. The full-service concessioner-operated RV Campground is the only concession in the Park. Additional information regarding Prince William Forest Park can be found on the National Park Service website at [www.nps.gov/prwi](http://www.nps.gov/prwi).

### VISITATION

Prince William Forest Park hosts approximately 300,000 to 350,000 visitors annually.



## CONCESSION OPPORTUNITY

### OVERVIEW

The following sections present the key elements of the Business Opportunity for the RV Campground Concession Draft Contract (CC-PRWI001-25). Should the information presented in this Business Opportunity happen to differ from the Draft Contract, the Draft Contract will prevail.

Prince William Forest Park RV Campground is a 70-site RV campground offering an array of amenities comparable to most other campgrounds within the region. On-site amenities include: propane filling station, comfort station with showers, dump station, playground, swimming pool, coin-operated laundry, and a limited retail/camp store.

The RV Campground is conveniently located within an easy driving distance to many local attractions and historically significant sites. The RV Campground is physically located at 16058 Dumfries Rd, Dumfries, VA 22025 and is nestled in a forested area along County Road 234, which is easily accessed from Exit 152 off Interstate 95. The site is heavily wooded, and RV sites are set farther back from the entrance area off County Road 234. The propane filling station, office, and dump station are near the entrance area. Most transient guests stay on average three to four nights, with the main draw being its proximity to Washington, DC. Other local demand generators include MCB Quantico, the Manassas Battlefield, and Prince William Forest Park itself.

Effective RV space management supports accommodations for transient and longer-term guests. It is significant to note that the campground is an attractive lodging option for government contractors and personnel conducting business at nearby MCB Quantico. The Draft Contract specifies that the Concessioner may utilize 50 percent of the campsites for long-term guests to stay up to a 90-day maximum from April 1 through October 31, and 80 percent of the campsites for long-term guests to stay up to a 180-day maximum from November 1 through March 31. The extended stay market is a significant source of campground demand, particularly in the shoulder and low seasons.

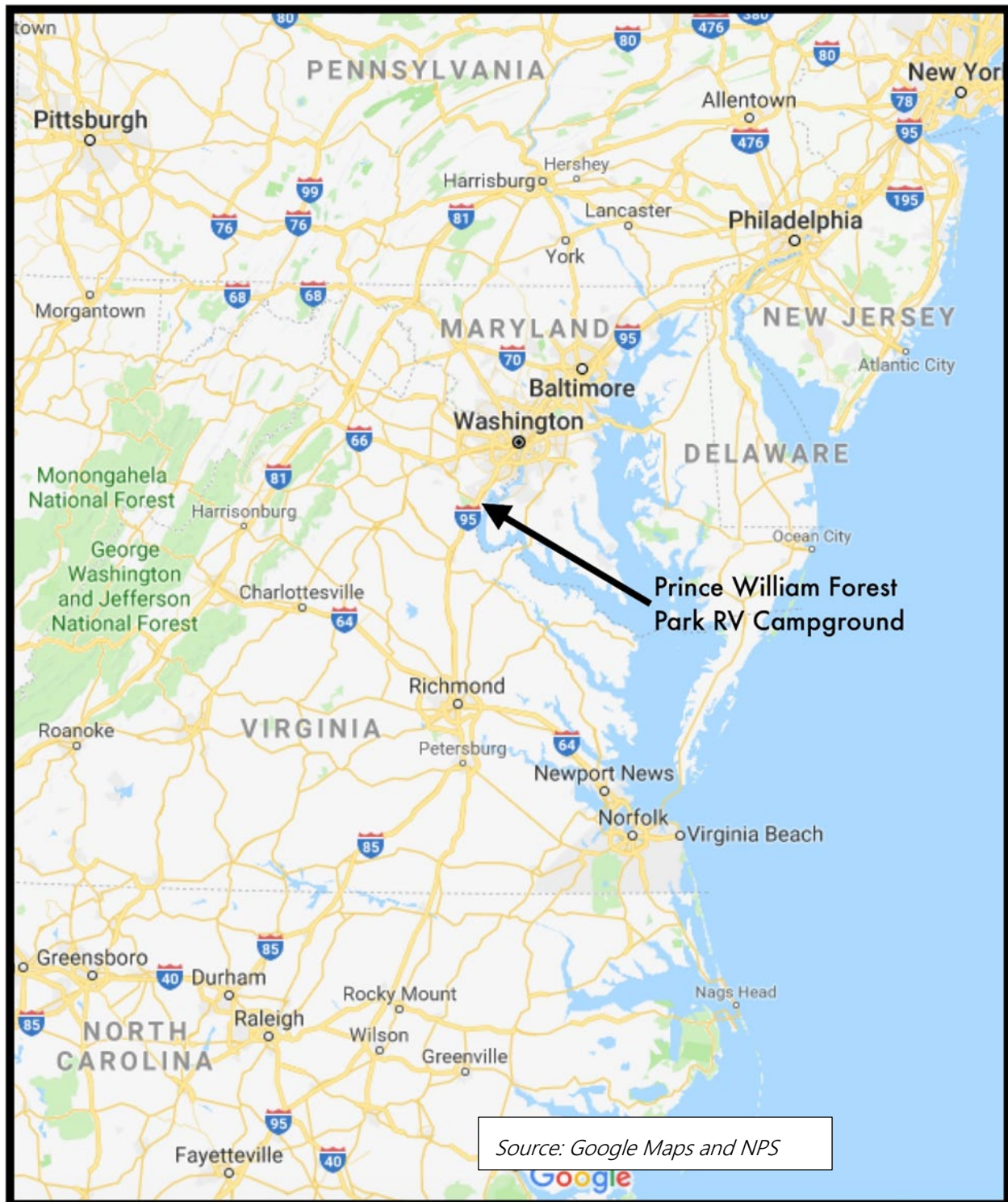
The Business Opportunity for the RV Campground has changed slightly from the Existing Contract. The Existing Contract depicts a structure called "Private Residence," which the Service removed in 2023. The now vacant space has been converted to support or augment the concession operation for up to 2 additional RV spaces for employees or guests. The Service has recently completed a road, water, and sewer rehabilitation project onsite. The work included replacement of all gravity sewer mains and cleanouts, new PVC waterline, new yard hydrants at individual campsites, replacement and relocation of electrical support system on Row F, full depth asphalt reconstruction for the entrance/exit, the exterior loop road, Row A, and Row F. The work also included reconfiguration/reconstruction and full depth asphalt replacement for Row F individual campsites.

RV Campground Configuration – The RV Campground offers 70 sites for rental (not including the 2 additional RV spaces mentioned in the previous paragraph). The breakdown of RV sites by type are as follows:

- 30 sites with 50/30/20-amp electrical, water and sewer hookup with firepits;
- 15 sites with 30-amp electrical, water and sewer hookup with firepits;
- 12 sites with 50/30/20-amp electrical and water with firepits; and
- 13 sites with 30-amp electrical, water, and firepits.



The exhibits on the following pages show where Prince William Forest Park RV Campground is located along Interstate 95 in Dumfries, VA, as well as the RV Campground entrance in relation to the main Park entrance.







Required Services	Authorized Services
<ul style="list-style-type: none"> <li>▪ Rental of RV sites - 70 rentable sites:               <ul style="list-style-type: none"> <li>• Lane B - 12 sites</li> <li>• Lane C - 13 sites</li> <li>• Lane D - 14 sites</li> <li>• Lane E - 15 sites</li> <li>• Lane F - 16 sites</li> </ul> </li> <li>▪ Retail Sales</li> <li>▪ Propane Sales</li> <li>▪ Firewood Sales (at the RV Campground)</li> <li>▪ Laundry</li> </ul>	<ul style="list-style-type: none"> <li>▪ Rental of tent/storage sites (Lane A), not to exceed six (6) sites</li> <li>▪ Internet, Cable and Television Services to Campsites</li> <li>▪ Firewood Sales (at other locations within the Park)</li> <li>▪ Vending</li> <li>▪ Bike Rentals</li> <li>▪ Camping Equipment Rentals</li> </ul>

The Service sets the operating standards and evaluates the Concessioner's compliance as set out in the *Service Standards and Periodic Evaluations* available on the [NPS Commercial Services](#) website. The Service further defines the requirements specific to the provision of these visitor services in the Operating Plan, Exhibit B to the Draft Contract.

## PARK PASSES

If the Concessioner wants to sell Park Passes to visitors, the Concessioner must sign a separate agreement with the Service. The 2024 Entrance Fee Collection Agreement is included for reference as an Appendix to this Prospectus.



## PHOTOGRAPHS OF THE CAMPGROUND AREA



### Office

Situated at the entrance, the office provides check-in information services as well as limited retail sales. The structure is 234 SF.

Photo Source: CBRE



### Campground

The campground is located 35 miles south of Washington, DC and offers amenities such as water/sewer/electric hookups, heated restrooms, showers, playground, laundry, and a swimming pool in a tranquil heavily wooded setting.

Photo Source: CBRE



### Pool and Laundry/Bath House

The outdoor pool operates seasonally from Memorial Day to Labor Day. The adjacent laundry and bathhouse structure is 1,172 SF.

Photo Source: CBRE



## ESTIMATED REVENUE AND EXPENSE PROJECTIONS

The Proposal Package requires Offerors to develop financial projections based on the required services and concession improvements described in the Draft Contract. To assist Offerors in the development of these projections, information regarding historic utilization and operating data as well as some baseline projections are presented on the following pages. Please note that operating projections are only estimates, based on Service assumptions that were developed taking into account historical data, industry standards, and comparable information from other facilities.

Some or all of the projections may not materialize, and unanticipated events may occur that could affect these estimates. The Offeror should be appropriately cautious in the use of all operating estimates. Although the Service does provide some financial projections, Offerors are responsible for producing their own prospective financial analyses and may not rely on the Service projections. The Service does not warrant, and assumes no liability for, the accuracy of the financial projections or estimates contained in this Prospectus.

### *Inflation*

For the purposes of this analysis, the projected annual inflation rate was based on a Consumer Price Index (CPI) provided in a forecast released by Moody's Investors Services.

### *Utilization and Revenue*

RV Campsite rental revenue is estimated based on a blended rate of approximately \$57.50 with an annual occupancy of approximately 43 percent. Estimates are based on the existing mix of site types and the corresponding rates. Under the Draft Contract, rates for the RV site rental are set using the Competitive Market Declaration rate determination method. Seasonal occupancy patterns were also considered when estimating annualized occupancy and are based on historical trends. Example rates used for this analysis are as follows:

- 30 sites with 50/30/20-amp electrical, water and sewer hookup with firepits – Average Rate \$76/night.
- 15 sites with 30-amp electrical, water and sewer hookup with firepits – Average Rate \$59/night.
- 12 sites with 50/30/20-amp electrical and water with firepits – Average Rate \$59/night.
- 13 sites with 30-amp electrical, water, and firepits – Average Rate \$47/night.

Propane Sales are estimated at an average check of approximately \$34.70 with an estimated 1600 annual transactions.

Limited Retail (including firewood) sales have been estimated to average \$1.10 per occupied RV site per night.

Laundry Sales are correlated to campground occupancy and have been estimated at an average sale of \$0.70 per occupied RV site per night.

### *Operational Expenses*

#### Staffing





The Service assumes that staffing and personnel costs will remain at similar levels given no material change in the prospective operation.

The Draft Contract is subject to the minimum wage for federal contractors established by Executive Order 14026 signed by President Biden on April 27, 2021, and its implementing regulations, including the applicable contract clause, codified at 29 C.F.R. Part 23, as well as the minimum wage requirements of Massachusetts. The Service has considered the implications of the state and federal minimum wage requirements in the analysis of the minimum franchise fee and Offerors must consider the impacts of these federal and state minimum wage requirements when developing their financial projections. The Concessioner will be responsible for paying whichever minimum wage schedule is higher, the state or federal.

### **Utilities**

The Concessioner will have to contract with third parties for the provision of all utilities. Utilities expense will vary with utilization. Historically, utilities have ranged from 11.9% to 16.4% of gross receipts. The majority of utility usage is related to campers tapping into the utilities at each camp site.

### **Maintenance of Assigned Facilities**

The Concessioner is solely responsible for maintenance, repairs, and groundskeeping for all Concession Facilities (as defined in Section 2(e) of the Draft Contract) as explained in the Draft Contract and detailed in Exhibit H, Maintenance Plan. The Draft Contract, Exhibit D, Assigned Land and Real Property Improvements, contains a complete list and maps of assigned land and real property improvements.

### **Component Renewal Reserve**

The Draft Contract requires the Concessioner to establish a Component Renewal Reserve to ensure that funds are available to cure certain deficiencies or maintenance issues that may arise during the period of the Draft Contract. The Concessioner must fund the Component Renewal Reserve under the Draft Contract by allocating to the Reserve 5.3% of the Concessioner's annual gross receipts. This establishes the minimum amount the Concessioner must expend on Component Renewal Reserve activities. As further explained in the Draft Contract, the Concessioner must expend sufficient additional monies, as needed beyond the Reserve, to maintain and repair the Concession Facilities to the satisfaction of the Director.

### **Insurance**

The Service has included minimum insurance requirements for Concession Facilities in Exhibit I of the Draft Contract.

### **Franchise Fees**

Offerors must agree to pay the minimum franchise fee, as set out in Principal Selection Factor 5 of the Proposal Package (Part III of this Prospectus), although Offerors may propose higher franchise fees in accordance with the terms of the Prospectus. In determining the minimum franchise fee, the Service, using available industry data for RV Campgrounds, considered the probable value to the Concessioner of the privileges granted by the Draft Contract. This probable value is based upon a reasonable opportunity for net profit in relation to capital invested and the obligations of the Draft Contract including anticipated revenues and expenses.

The minimum acceptable franchise fee under the Draft Contract is 15% of annual gross receipts.



## INVESTMENT ANALYSIS

The Concessioner’s total estimated required initial investment includes personal property, inventory, working capital, start-up costs, and operating supplies. The Offeror’s proposal in response to Part III of this Prospectus should address how it intends to fund these items.

### *Required Investment*

The Concessioner is not required to purchase the Leasehold Surrender Interest (LSI) of the Existing Concessioner, as there is none. However, the Concessioner is required to make an investment to cure deferred maintenance specified by the latest Condition Assessment. Deferred maintenance of \$50,000 is to be completed in 2025.

### *Other Initial Investments*

The Concessioner will be required to provide the equipment, personal property, and inventories necessary for proper and efficient operation of the required services. The initial personal property investment associated with the Draft Contract is estimated to be \$251,700. The Draft Contract stipulates that the Concessioner must purchase all personal property as new or in superior condition.

In addition to personal property purchases, it is reasonable to expect the Concessioner will need a transition period prior to the commencement of the Draft Contract. Therefore, an estimated expense of \$40,000 has been included in the analysis and performance estimates. This amount is anticipated to include costs such as staff recruitment/training, advertising, developing brochures and promotional pieces.

In order to assist the Offeror, the Service has prepared the estimates of necessary investments in personal property, deferred maintenance, and startup costs as shown below. Offerors are reminded that these are only estimates. Offerors must make their own final determination of the investment required to support the required services of the Draft Contract

Description of Estimated Required Investment	Estimate of Cost
<b>Deferred Maintenance</b>	\$50,000
<b>Personal Property</b>	\$251,700
<b>CFIP (Concession Facility Improvement Program)</b>	N/A
<b>Startup Costs</b>	\$40,000
<b>TOTAL</b>	<b>\$341,700</b>
<i>Source: NPS</i>	

## HISTORICAL CONCESSION DATA

### EXISTING OPERATION

Gross receipts were \$683,665 in 2020, \$718,488 in 2021, and \$717,505 in 2022 (Jan-Oct). Operations were temporarily closed starting November 2022 until summer 2024 to allow for completion of a Parkwide infrastructure project. The primary contributor to gross receipts is RV Campsite rental (nearly 90% of total revenue) with the annual increase resulting predominantly through increasing utilization rather than increasing rates. Propane sales also generated significant revenue (nearly 7.0%), followed by retail revenue.



Franchise fees paid were \$47,582 in 2020, \$50,294 in 2021, and \$50,225 in 2022.

Annual occupancy has increased over the most recent three years of operations, from approximately 39% to nearly 50% with a three-year average of nearly 43%.

## MARKET OVERVIEW

For informational purposes, the Service presents a brief market overview. The RV Campground lies within a comfortable distance of many other destination cities, making it an attractive waypoint for travelers along the I-95 corridor. The following exhibit details the distances between other nearby destination cities and the Park RV Campground.

Distance Between Prince William Forest Park RV Campground and Nearby Destination Cities		
Destination	Distance to Subject Campground	Approximate driving time to Subject Campground
Washington, D.C.	31 miles	39 minutes
Baltimore, MD	75 miles	1 hour, 31 minutes
Richmond, VA	80 miles	1 hour, 15 minutes
Virginia Beach, VA	180 miles	2 hours, 52 minutes
Raleigh, NC	248 miles	3 hours, 39 minutes
Philadelphia, PA	172 miles	3 hours

*Source: Google Maps*

## MARKET COMPETITION

To assist potential Offerors in assessing the position of the Prince William Forest Park RV Campground within the competitive landscape, the Service selected a representative set of campgrounds that were deemed comparable and/or competitive to the Prince William Forest Park RV Campground. The campgrounds were chosen based on their market position, quality, location, services, and client base. The following tables present a summary of information regarding the services offered at these campgrounds as well as their price points.



## DEFINED COMPETITIVE/COMPARATIVE SET PROPERTIES

Campground Name	Location	# RV Sites	Full Hookup	50 Amp	Rates	Other Amenities
<b>PRWI FOREST RV CAMPGROUND (Concessions Opportunity)</b>	Dumfries, VA	70	45	Y	\$47-\$76	FT, DS, SH, SP, LA, WF
Bull Run Regional Park	Centreville, VA	141	32	Y	\$33-\$47	FT, DS, SH, SP, LA
Lake Fairfax Park	Fairfax, VA	72	0	Y	\$32-\$55	FT, SH, SP
Pohick Bay Regional Park	Lorton, VA	149	10	Y	\$27-\$47	FT, DS, SH, SP, LA
Capital KOA Campground	Millersville, MD	79	33	Y	\$45-\$108	FT, DS, SH, SP, LA, WF
Aquia Pines Camp Resort	Stafford, VA	100	80	Y	\$48-\$70	FT, DS, SH, SP, LA, WF
Fredericksburg-Washington DC KOA	Fredericksburg, VA	76	63	Y	\$46-\$95	FT, DS, SH, SP, LA, WF
Greenville Farm Family Campground	Haymarket, VA	125	30	Y	\$35-\$65	FT, DS, SH, SP, LA
Hidden Acres Family Campground	Milford, VA	100	37	Y	\$30-\$50	FT, DS, SH, SP, LA
La Grande Resort	Leonardtown, MD	64	64	Y	\$40-\$65	DS, LA
<b>Amenities:</b>						
<b>FT- Flush Toilets</b>						
<b>DS- Dump Station</b>						
<b>SH- Showers</b>						
<b>SP- Swimming Pool</b>						
<b>LA-Laundry</b>						
<b>WF- Wi-Fi</b>						
<b>Source: Respective Properties</b>						

## LINKS TO ADDITIONAL INFORMATION

Links to additional information are included in the Appendix Table of Contents to this Prospectus.

## PREFERRED OFFEROR DETERMINATION

The Service has determined that that no preferred offeror for the Draft Contract exists pursuant to the terms of 36 C.F.R. part 51.

