



## RV Parks at Indian Casinos – 2019

by Matthew S. Robinson

**R**V Parks are becoming increasingly common amenities at Indian casinos around the country. For the purpose of this analysis, an RV park at an Indian casino is defined as one that charges a fee, is designed specifically for RVs, is affiliated with a casino owned by the tribe and marketed to transient business. In addition, if the RV park is not located adjacent or in close proximity to the gaming complex, there must be scheduled shuttle service to the Indian casino to and from the campground. There are currently 105 RV parks in 23 states, with a combined total of 6,455 daily RV sites located at or affiliated with Indian casinos in the U.S. Table 1 presents a summary of RV parks at Indian casinos by state.

By state, California has the greatest number of RV parks and daily RV spaces at Indian casinos, with 14 properties and more than 1,100 spaces. Arizona, with only eight Indian casino-

affiliated RV parks, has the second largest number of RV sites at Indian casinos with over 1,000 daily sites, not including an estimated 1,000 extended stay sites (weekly/ monthly/annual).

On a national basis, RV parks at Indian casinos have an average of over 61 sites per complex, an average nightly rate of more than \$33.75 per night and an average of 19.5 gaming positions per RV site. It is important to note that the number of gaming positions per site is somewhat skewed in that several states have compact-based caps on the number of gaming positions, rather than based on actual market demand, resulting in a lower gaming position/site ratio.

With respect to specific facilities, RV parks affiliated with Indian casinos offer a broad array of services and amenities. As presented in Table 2, by type of site hook up, more than 83 percent of sites are full hook-ups (water, electric and sewer);

over 11 percent are water/electric; almost 5 percent are electric only; and less than 1 percent offer no hook ups. By type of RV site pad, almost 80 percent are paved, 3.5 percent are grass, more than 15 percent are gravel and less than 2 percent are dirt. In addition, almost 42 percent of all RV sites are pull-thru, as opposed to back-in, which is important to potential RV guests with bigger rigs. Almost 65 percent of all Indian casinos with RV parks are located at the casino. The vast majority that are not are still located in close proximity (i.e., line of site, just not convenient walking distance). That being said, almost 27 percent still offer shuttle service, often as a convenience, rather than a necessity. Only several of the casino-affiliated RV parks are located more than .5 miles from the casino.

Almost 70 percent of casino-affiliated RV parks are open year-round. In order to better accommodate potential overnight casino guests, more than 20 percent of casino-affiliated RV parks limit the number of consecutive overnight RV stays, almost 10 percent have minimum age restrictions, and more than 57 percent do not allow tent camping.

Table 1

**RV PARKS AT INDIAN CASINOS BY STATE**

<u>State</u>	<u>RV Parks</u>	<u>Daily RV Sites</u>	<u>Average Sites/Park</u>	<u>Average Nightly Rate</u>	<u>Gaming Pos./Site</u>
Alabama	1	28	28.0	\$38.00	89.3
Arizona	8	1,038	129.8	\$38.63	5.6
California	14	1,103	78.8	\$48.07	17.3
Colorado	2	85	42.5	\$44.50	17.6
Florida	2	150	75.0	\$52.50	3.2
Iowa	2	64	32.0	\$17.00	40.3
Idaho	2	60	30.0	\$26.50	25.0
Kansas	4	91	22.8	\$14.25	34.1
Louisiana	3	342	114.0	\$36.67	15.7
Michigan	12	542	45.2	\$25.00	20.0
Minnesota	8	577	72.1	\$38.75	25.1
Montana	2	47	23.5	\$41.50	23.0
Nevada	1	60	60.0	\$38.00	15.5
New Mexico	6	280	46.7	\$31.00	23.5
New York	2	174	87.0	\$42.50	25.9
North Dakota	4	245	61.3	\$21.25	11.8
Oklahoma	4	314	78.5	\$36.25	57.7
Oregon	4	429	107.3	\$56.00	10.3
South Dakota	3	114	38.0	\$15.00	9.7
Texas	2	89	44.5	\$20.00	42.9
Washington	9	265	29.4	\$38.00	32.1
Wisconsin	9	330	36.7	\$32.67	19.9
<u>Wyoming</u>	<u>1</u>	<u>28</u>	<u>28.0</u>	<u>\$25.00</u>	<u>30.7</u>
<b>Total</b>	<b>105</b>	<b>6,455</b>	<b>61.5</b>	<b>\$33.78</b>	<b>19.5</b>

Source: KlasRobinson Q.E.D.

More than 72 percent offer Wi-Fi, while almost 45 percent have dump stations. In addition to daily sites, more than 18 percent of the RV parks offer extended stay sights – particularly those that attract and accommodate “snowbirds.” An increasing number of casino-affiliated RV parks offer overnight camping alternatives such as cabins, chalets, cottages, tipis and even yurts. Currently almost 20 of the Indian casino-affiliated RV parks offer such alternative overnight accommodations on site with a combined total of more than 300 individual units.

Table 2

## RV PARKS AT INDIAN CASINOS – PARK & SITE CHARACTERISTICS

<u>Hook-Up Type Mix by Site</u>	<u>Percent</u>	<u>Park Rules, Regs &amp; Restrictions</u>	<u>Percent</u>
Full	83.4%	Open Year-Round	68.6%
Water/Electric	11.1%	Maximum Length of Stay	21.0%
Electric Only	4.8%	Age Restrictions	8.6%
No Hook Ups	0.7%	Tents Not Allowed	57.1%
<u>Pad Type Mix by Site</u>	<u>Percent</u>	<u>Park Facilities/Amenties</u>	<u>Percent</u>
Paved	79.6%	Wi-Fi	72.4%
Grass	3.5%	Dump Station	44.8%
Gravel	15.2%	Extended Stay Sites (Weekly, Monthly...)	18.1%
Dirt	1.8%	Cabins/Chalets	17.1%
<u>Parking Type Mix by Site</u>	<u>Percent</u>	Pool (On-Site)	22.9%
Pull Thru	41.6%	Hot Tub (On-Site)	15.2%
Back-In	58.4%	Fitness Center (On-Site)	3.8%
<u>Proximity to Casino</u>	<u>Percent</u>	Playground (On-Site)	17.1%
At Casino	64.8%	Club House (On-Site)	32.4%
Near Casino	35.2%	Store (On-Site)	24.8%
Casino Shuttle	26.7%	Restroom & Showers (On-Site)	63.8%
		Laundry (On-Site)	56.2%

Source: KlasRobinson Q.E.D.



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Of the Indian casinos with affiliated RV parks, more than 4 out of 5 (83.5 percent) also have dedicated on-site hotels.

While many Indian casino hotel complexes permit RV customers to utilize their resort amenities, many casino-affiliated RV parks have their own dedicated on-site facilities. Almost 23 percent have dedicated pools, over 15 percent have on-site hot tubs, almost 4 percent have their own fitness centers, over 17 percent have on-site playgrounds, more than 32 percent have dedicated club houses, almost 64 percent have on-site restrooms and showers, and over 56 percent offer guest laundry facilities. In addition, almost 25 percent have on-site stores that often serve as check-in for the RV park. Some Indian casinos have utilized their existing gas station-convenience stores for this purpose, while others have designed their gas station/c-stores specifically for this purpose, including incorporation of the RV park's restrooms, showers and laundry.

Table 3 **GOOD SAM RV CLUB RV PARK AND CAMPGROUND DIRECTORY**  
**2019 "10/10\*/10" RATED RV PARKS AT INDIAN CASINOS**

Park	Casino	Location
Distant Drum RV Park	Cliff Castle Casino Hotel	Camp Verde, AZ
Eagle View RV Resort at We-Ko-Pah	Fort McDowell Casino	Fort McDowell, AZ
Berry Creek Rancheria RV Park	Gold Country Casino & Hotel	Oroville, CA
Jackson Rancheria RV Park	Jackson Rancheria Casino & Hotel	Jackson, CA
Pala Casino RV Resort	Pala Casino Spa and Resort	Pala, CA
Pechanga RV Resort	Pechanga Resort & Casino	Temecula, CA
Soaring Eagle Hideaway RV Park	Soaring Eagle Casino & Resort	Mount Pleasant, MI
Grand Hinckley RV Resort	Grand Casino Hinckley	Hinckley, MN
Prairie View RV Park & Campground	Prairie's Edge Casino Resort	Granite Falls, MN
Route 66 RV Resort	Route 66 Casino Hotel	Albuquerque, NM
The Villages at Turning Stone RV Park	Turning Stone Resort Casino	Verona, NY
Choctaw RV Park KOA	Choctaw Casino Resort - Durant	Durant, OK
Fun Town RV Park at WinStar	WinStar World Casino and Resort	Thackerville, OK
Seven Feathers RV Resort	Seven Feathers Casino Resort	Canyonville, OR
Northern Quest RV Resort	Northern Quest Resort & Casino	Airway Heights, WA

Source: Good Sam Club RV Park and Campground Directory

In addition to the Indian casino-affiliated RV parks described above, many Indian casinos have found ways to accommodate RV overnight guests without the construction of all new facilities. Many Indian casinos have free, dedicated RV parking areas in their existing lots with overnight RV guests required to "check in" and in certain cases, sign up for a casino players club. During the course of this research, another 15 Indian casinos were identified that have added free electrical hook ups, and in several cases, water hook ups in their parking lots as a means of attracting overnight RV guests. There are also another dozen or so Indian casinos that charge a "privilege fee" for overnight RV parking in their existing lots – rates range from \$5 to \$30 per night.

With respect to quality, RV parks at Indian casinos are some of the nicest in the country. Good Sam Club, a subsidiary of Good Sam Enterprises, LLC, serves the safety, security, comfort, and convenience needs of the North American outdoor and recreational vehicle market, including on-site reviews and ratings of more than 12,000 RV parks, campgrounds and resorts. In late January, the Good Sam Guide Series announced 2019's top rated RV parks. The three category 10-point rating system includes *completeness of facilities; cleanliness and physical characteristics of restrooms and showers; and visual appeal and environmental quality*. There were only 178 RV parks and campgrounds in the United States awarded a perfect 10/10\*/10 rating, including 15 RV parks affiliated with Indian casinos. Almost 10 percent of the highest rated camping facilities in the U.S. are located at or affiliated with Indian casinos. Tribal gaming affiliated RV properties receiving the 2019 Good Sam 10/10\*/10 rating are listed in Table 3.

Included in the 105 Indian casino-affiliated RV parks are several recently opened properties. In 2016, Pala Casino Resort opened its 100-space Pala Casino RV Resort in Pala, CA.

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Route 66 Casino Hotel in Albuquerque opened its 100-space Route 66 RV Resort also in 2016. In 2017, the 21-space RV park at the new 12 Tribes Resort Casino in Omak, WA commenced operations. Also, in 2017, Gold Country Casino & Hotel in Oroville, CA opened its 79-space Berry Creek Rancheria RV Park. In May 2018, the RV Park at Black Oak Casino Resort in Tuolumne, CA with 85 spaces. Pechanga RV Resort at Pechanga Resort & Casino in Temecula, California expanded its existing RV by another 41 spaces in 2018. Earlier this year, the Kalispel Tribe of Indians opened two RV facilities – Northern Quest RV Resort at its Northern Quest Resort & Casino in Airway Heights, WA with 47 sites and 18 cottages; and Kalispel RV Resort at its new Kalispel Casino in Cusick, WA with 33 sites and 8 cottages. Also opening in 2019 is the 73-space Casino Del Sol RV Park in Tucson, AZ.

At this time, there are at least half a dozen RV park projects in as many states in various stages of planning and development at Indian gaming operations around the country. With increasing competition, RV parks have and will continue to provide a cost-effective alternative for casino properties to differentiate themselves while accommodating potential customers from greater distances. ♣

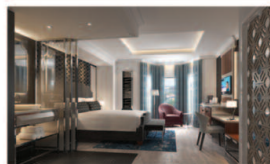
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