

# SHELTER COVE RV PARK AND CAMPGROUND

492 MACHI ROAD, SHELTER COVE, CA



## NORTHERN CALIFORNIA COAST INVESTMENT OPPORTUNITY



**ERIC COULSELL**

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## SHELTER COVE RV PARK AND CAMPGROUND



**California Commercial Advisors is pleased to present Shelter Cove RV Park and Campground For Sale.**

This property is a wonderful opportunity for the savvy investor to acquire gorgeous, coastal California income real estate with tremendous long term value added opportunities. As California continues to burst with population and development growth, increasing numbers of people are seeking beauty and solitude such as Shelter Cove, one of a kind California coastal real estate.

Shelter Cove RV Park and Campground is permitted by the state of CA HCD for 49 RV spaces with drains, 55 RV spaces without drains and 1 Mobile Home, 105 permitted spaces total. *The property occupies a 4.85 acre parcel.* The RV park is serviced by public agency, Resort Improvement District (RID), utilities: water, sewer and electricity. The property was initially opened in the 1950s with the utility infrastructure and buildings built in the 1960s and 1970s and 2000s. *Average Net Operating Income, 2015-2017 is \$189,000 (adjusted to new property taxes).*

**The Property is offered for sale at \$2,900,000.**

SBA Loan Financing is available, amount \$2,320,000, 5.750% interest rate fixed for 3 years, interest only payments for first 9 months, 25 year amortization, due in 25 years. Loan quote enclosed in this marketing package. *Short term Seller financing is also available as an alternative.*

# SHELTER COVE RV PARK AND CAMPGROUND



## The Town of Shelter Cove



The Town of Shelter Cove is located the southern end Humboldt County, just north of Mendocino County and is situated in the heart of the “Lost Coast” of California. *Above picture is view of southern end of the town, property indicated in red outline.* Shelter Cove is a relatively flat point set amid a long stretch of sheer ocean cliffs and the town gets its name from a gulf formed by Point Delgada to the south as readily seen in the picture above. The town is a nature lover’s paradise with first class fishing, diving for abalone, whale watching from the shore as gray whales migrate from Alaska to Baja California and back, along with numerous hiking trails along coast and mountains. The forests surrounding the town are home to bald eagles, Roosevelt elk, black tail deer and reported Bigfoot sightings.

The “Lost Coast” of California was created when back in the 1920s engineers decide that the coastline from northern Mendocino County through the King Range in Humboldt County was too rugged for a two lane highway and the road builders bypassed the entire area. As a result this area of the California coast mostly undeveloped and perfect for travelers looking to get away from it all seeking peace and seclusion in a setting of breathtaking natural beauty.



## SHELTER COVE RV PARK AND CAMPGROUND



### Shelter Cove RV Park and Campground



Shelter Cove RV Park and Campground is a 105 space permitted RV park, 49 full hook up RV spaces, 55 campground spaces (RV spaces without drains) and 1 mobile home space. Two of the RV spaces are currently occupied by camp hosts and park staff. There is a park owned mobile home which can house on site management. The mobile home is included in the sale.

Of the 49 full hook up sites, approximately 15 sites are pull thru. There is the potential to convert more RV sites to pull thrus. All RV sites and campgrounds offer beautiful scenic views of the Pacific Ocean and surrounding King Range mountains. The property is on agency utilities: water, sewer and electricity (30 amp) with propane service. The park sells propane to tenants; Amerigas is the master propane gas supplier.

The RV Park and Campground rental rates for 2 people over the age of 5 are as follows:

- 1) \$1,050 monthly for RVs; \$46 daily for RVs; \$36 daily for campsites
- 2) Additional cars, boats, pets are \$1.00 each per day. \$10 per day for parties of 3 or more (over age 5).

The campground sections and spaces have shared water faucets (1 per 3-4 sites) fire rings and picnic benches. The property gently slopes to the Pacific Ocean providing magnificent views to customers and tenants. RVs will often stay in these campground sites with the park offering sewer dump service via mobile truck. Shelter Cove RV Park is the only RV park in Shelter Cove and there are substantial physical barriers to entry.

The RV Park and campground sits on one parcel of 4.85 acres. There is an adjacent parcel of 1.5 acres owned by the same owner and a right of first refusal on this adjacent vacant parcel is part of the investment offering, details in following pages.

*Water rights (per a previous title report): The non-exclusive right to use water from the existing water system located on that real property...these water rights are appurtenant to Parcels One and Two, and an undivided 1/2 interest in Parcel Three. Prospective buyer to investigate details but this water right has value especially in Humboldt County and the major agriculture.*

# SHELTER COVE RV PARK AND CAMPGROUND



## Property Pictures

The busy season for Shelter Cove RV Park and Campground starts in May and continues through October. 2015-2017 full year financials are found in subsequent pages. Monthly profit and loss information is available for review upon request.

The below photos are from the kayak fishing convention held in Shelter Cove annually in May. A new owner will markedly increase income by promoting more events like these throughout the year. The locale is unmatched and a natural attraction. The RV park and campground amenities provide a nice place to gather, have fun and enjoy life.



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# SHELTER COVE RV PARK AND CAMPGROUND



## Property Pictures Amenities



In addition to the spectacular setting the RV park provides the following amenities and facilities.

- Deli and Grill with convenience store items, branded hats and clothing, novelty gifts
- Large BBQ pit on deck used often for fish and oyster grilling get togethers
- Outdoor seating area with permit for beer and wine
- Buoy Bar, beer and wine served
- Performance stage for musical acts
- Indoor eating area building (pictured top left and bottom).
- Bathrooms, Laundry and Showers
- Snacks and groceries in the deli, vending machines
- Propane sales
- Attractive lighted walkways through RV and campground areas
- Fire rings
- Additional parking for extra vehicles and boats
- Everything in Shelter Cove is within walking distance of the RV Park and Campground



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## SHELTER COVE RV PARK AND CAMPGROUND



### Property Pictures



Top: View of RV spaces in front of deck area, front row RV spaces. Additional parking across road, sites for spill over dry camping.

Lighthouse in background is Historic Cape Mendocino Lighthouse, shipped and reassembled at Mal Coombs park. The park is located across Machi Road from the property. ***Mal Coombs federal park provides a near guarantee of no development southwest of park for unobstructed views of the Pacific.***

Bottom: View of RV and campground sites, airstrip in background right.



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# SHELTER COVE RV PARK AND CAMPGROUND



## Property Pictures Amenities



Outdoor deck area Buoy Bar with beer tap, wide 180+ degree ocean views. Wonderful Setting.

Entertainment stage and restroom/shower. The entertainment stage is often used by customers wanting to booking musical acts to attract customers, and earn revenue either through ticket sales, customer beer and food sales.

Large BBQ pit, indoor eating area, deli building in back. bathroom, laundry and shower facilities on site. The laundry is heavily used and can be expanded to capture more revenue.



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## SHELTER COVE RV PARK AND CAMPGROUND



### Property Pictures



Shelter Cove RV Park and Campground has comfortable amenities for the customers. Music stage, for bands and karaoke. Beer and wine bar. Large outdoor BBQ pit. All in a beautiful natural setting "away from it all". It is only a matter of time before the Lost Coast becomes truly discovered.



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## SHELTER COVE RV PARK AND CAMPGROUND



### Investment Ideas/Park Models



Given the wonderful views, location and real estate of Shelter Cove RV Park it is a natural for new ownership to proceed in a manner of coastal and destination RV parks and bring in high end park models.

These park models can either be rented or possibly sold to tenants or combination of both. Buyer to verify with agencies regarding ability to sell and/or rent park model units. It is believed to not be a problem.

Anecdotally, there is empirical evidence from a nearby RV park/KOA, that the park models pictured above are brought in and set up for \$40,000 each and then rented for \$30,000 annual income each. This return on investment is outstanding. There is no reason to think that the above scenario could not work in Shelter Cove and possibly with greater economic return. Below are sources for more information:

[www.portsidecrest.com/park-model-features](http://www.portsidecrest.com/park-model-features) [www.silvercrest-rv.com](http://www.silvercrest-rv.com) [www.cavco.com/park-models-cabins/](http://www.cavco.com/park-models-cabins/)  
[www.turtlerockresorts.com/Cottages.html](http://www.turtlerockresorts.com/Cottages.html) [www.benbowrv.com](http://www.benbowrv.com) [www.parkmodelsdirect.com/ld/](http://www.parkmodelsdirect.com/ld/)

Furthermore, the tiny home industry is bursting and there is significant overlap between park model cabins and tiny homes. There are even tiny hotels which may also be another play with this property given the onsite services of showers and restaurant. Again, gorgeous coastal California real estate is a natural for this business idea.





# SHELTER COVE RV PARK AND CAMPGROUND



## 2017 Summary Financial Data

Revenue	
Sales Income	2017 Total
Camping/RV	\$ 174,957
Grocery	\$ 114,424
Gifts	\$ 20,211
Deli	\$ 262,936
General Merchandise	\$ 21,639
Soda	\$ 13,819
Beer/Wine	\$ 97,736
Cigarettes	\$ 36,328
Propane	\$ 16,554
T Shirts Hats	\$ 35,880
Other	\$ 14,765
Tackle Shop	\$ 12,375
<b>Total Sales</b>	<b>\$ 821,624</b>

Operating Expense	Total
Advertising	\$ 3,783
Bait	\$ 4,512
Bank Currency Charge	\$ 906
Cleaning Supplies	\$ 3,381
Contributions	\$ -
Cost of Goods Sold*	\$ 302,319
Fee Miscellaneous	\$ 852
Fee Late	\$ 130
Firewood	\$ 1,200
Fuel-Gas	\$ 2,503
Garbage	\$ 9,863
Ins Liability&Prop	\$ 8,196
Legal Expense	\$ 430
License Permits	\$ 3,280
Membership Fees	\$ 454
Meals-Lodging	\$ -
Merchant Visa	\$ 9,181
Miscellaneous	\$ 13,063
Office Supplies	\$ 2,455
Over/Short	\$ 1,219
Payroll	\$ 148,489
Paper Supplies	\$ 10,696
<b>Adjusted Property Tax 1.106%</b>	<b>\$ 32,074</b>
Professional Services	\$ 3,537
Rentals	\$ 3,185
Repair & Maintenance	\$ 10,055
Small Purchases	\$ 2,137
Telephone	\$ 5,049
<b>Total Operating Expense</b>	<b>\$ 582,949</b>
<b>Utilities (s, w, e)</b>	<b>\$ 42,708</b>
<b>Grand Total Expenses</b>	<b>\$ 625,657</b>
<i>% expenses to revenue</i>	<i>76.1%</i>
<b>Net Operating Income 2017</b>	<b>\$ 195,967</b>

Cost of Goods Sold Expense Detail	
Item	2017 Total
Grocery	\$ 58,581
Gifts	\$ 3,843
Deli	\$ 99,112
General Merchandise	\$ 8,416
Soda	\$ 8,926
Beer/Wine	\$ 55,229
Cigarettes	\$ 27,339
Propane	\$ 19,468
T Shirts Hats	\$ 16,264
Tackle Shop	\$ 5,141
<b>Total</b>	<b>\$ 302,319</b>

\*Cost of goods expense detail, table at left.

# SHELTER COVE RV PARK AND CAMPGROUND



## 2016 Summary Financial Data

Revenue	
Sales Income	2016 Total
Camping/RV	\$ 165,813
Grocery	\$ 126,060
Gifts	\$ 19,094
Deli	\$ 282,216
General Merchandise	\$ 26,973
Soda	\$ 21,753
Beer/Wine	\$ 111,543
Cigarettes	\$ 34,370
Propane	\$ 17,384
T Shirts Hats	\$ 31,005
Other	\$ 11,825
Tackle Shop	\$ 9,648
<b>Total Sales</b>	<b>\$ 857,684</b>

Operating Expense	Total
Advertising	\$ 3,403
Bait	\$ 4,882
Bank Currency Charge	\$ 872
Cleaning Supplies	\$ 4,098
Contributions	\$ -
Cost of Good Sold	\$ 322,508
Fee Miscellaneous	\$ -
Fee Late	\$ -
Firewood	\$ 1,175
Fuel-Gas	\$ 3,287
Garbage	\$ 10,049
Ins Liability&Prop	\$ 6,600
License Permits	\$ 2,602
Meals-Lodging	\$ 930
Merchant Visa	\$ 7,605
Miscellaneous	\$ 7,790
Office Supplies	\$ 2,193
Over/Short	\$ 2,967
Payroll	\$ 128,787
Paper Supplies	\$ 9,826
Adjusted Property Tax 1.106%	\$ 32,074
Professional Services	\$ 3,733
Rentals	\$ 3,121
Repair & Maintenance	\$ 17,158
Small Purchases	\$ 5,755
Telephone	\$ 8,344
<b>Total Operating Expense</b>	<b>\$ 589,759</b>
<b>Utilities (s, w, e, prop)</b>	<b>\$ 48,334</b>
<b>Grand Total Expenses</b>	<b>\$ 638,093</b>
<i>% expenses to revenue</i>	<i>74.4%</i>
<b>Net Operating Income 2016</b>	<b>\$ 219,591</b>

Cost of Goods Sold Expense Detail	
Item	2016 Total
Grocery	\$ 59,400
Gifts	\$ 6,372
Deli	\$ 107,003
General Merchandise	\$ 5,524
Soda	\$ 14,067
Beer/Wine	\$ 66,300
Cigarettes	\$ 21,580
Propane	\$ 16,515
T Shirts Hats	\$ 19,992
Tackle Shop	\$ 5,755
<b>Total</b>	<b>\$ 322,508</b>

\*Cost of goods expense detail, table at left.



# SHELTER COVE RV PARK AND CAMPGROUND



## 2015 SUMMARY FINANCIAL DATA

Revenue	
Sales Income	2015 Total
Camping/RV	\$ 145,819
Grocery	\$ 132,464
Gifts	\$ 22,165
Deli	\$ 304,263
General Merchandise	\$ 29,899
Soda	\$ 22,700
Beer/Wine	\$ 112,918
Cigarettes	\$ 35,334
Propane	\$ 17,660
T Shirts Hats	\$ 30,761
Other	\$ 14,759
Tackle Shop	\$ 8,064
<b>Total Sales</b>	<b>\$ 876,806</b>

Operating Expense	Total
Advertising	\$ 2,760
Bait	\$ 6,217
Bank Currency Charge	\$ 967
Cleaning Supplies	\$ 4,943
Contributions	\$ 260
Cost of Goods Sold*	\$ 399,605
Fee Miscellaneous	\$ 747
Fee Late	\$ 38
Firewood	\$ 2,100
Fuel-Gas	\$ 4,283
Garbage	\$ 8,997
Ins Liability&Prop	\$ 8,586
License Permits	\$ 2,469
Meals-Lodging	\$ 1,698
Merchant Visa	\$ 9,461
Miscellaneous	\$ 10,220
Office Supplies	\$ 3,018
Over/Short	\$ (954)
Payroll	\$ 138,049
Paper Supplies	\$ 13,453
<b>Adjusted Property Tax 1.106%</b>	<b>\$ 32,074</b>
Professional Services	\$ 3,444
Rentals	\$ 1,130
Repair & Maintenance	\$ 17,199
Small Purchases	\$ 5,581
Telephone	\$ 4,497
<b>Total Operating Expense</b>	<b>\$ 680,842</b>
<b>Utilities (s, w, e, prop)</b>	<b>\$ 44,498</b>
<b>Grand Total Expenses</b>	<b>\$ 725,340</b>
<i>% expenses to revenue</i>	<i>82.7%</i>
<b>Net Operating Income 2015</b>	<b>\$ 151,466</b>

Cost of Goods Sold Expense Detail	
Item	2015 Totals
Grocery	\$ 68,248
Gifts	\$ 6,432
Deli	\$ 148,380
General Merchandise	\$ 8,165
Soda	\$ 16,335
Beer/Wine	\$ 76,895
Cigarettes	\$ 20,564
Propane	\$ 23,619
T Shirts Hats	\$ 19,482
Tackle Shop	\$ 11,485
<b>Total</b>	<b>\$ 399,605</b>

\*Cost of Goods Sold detail to left.

# SHELTER COVE RV PARK AND CAMPGROUND



**Financing quote as of 1/25/2018**



**Loan Quote Shelter Cove RV Park**  
 Property Address: Shelter Cove, CA  
 Estimated Value: \$2,900,000

	SBA (7a) Loan 3 Year Fixed
<b>Loan Terms</b>	
Loan Amount	\$2,320,000
Interest Rate	5.750%
Initial Fixed Rate Period	3 years
Monthly Payment	\$14,595
Interest Only	First 9 months
Amortization Period	25 years
Loan Term	25 years
Rate Adjustments (after fixed period)	Semi-annually
Adjustment Index	Prime
Adjustment Margin	2.00%
Interest Rate Floor	Initial Rate
Interest Rate Ceiling	TBD
Prepayment Penalty	3 Years (5,3,1%)
Loan-To-Cost	80.00%
Recourse	Yes
Assumable	No
<b>Transaction Costs</b>	
BluePoint Fee	Waived
Lender Fee	None
SBA Guarantee Fee	\$60,900
Lender Processing Fee	\$2,500
Third Party Reports	\$5,500
<b>Total Estimated Fees (can be financed in loan amount)</b>	<b>\$68,900</b>

*This is an indicative quote and not to be considered a loan commitment.*

*Terms may fluctuate due to underwriting due diligence, loan approval requirements, and/or changes in market rates.*

*Rates and programs quoted as of January 25, 2018 and are subject to change.*

**David Harley | BluePoint Commercial Mortgage**  
 655 Redwood Hwy, Suite 311, Mill Valley, CA 94941  
 P 415.888.3458 | F 415.634.2879 | dharley@bluepointcm.com

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## SHELTER COVE RV PARK AND CAMPGROUND



### THE PROPERTY-DELI AND STORE



The RV Park and Campground features a Deli and Store which serves both the patrons of the RV park and campground as well as locals and other visitors.

This does provide a significant level of income and can be easily increased with longer store hours. The store is currently closed on Mondays, this could be changed for example.



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# SHELTER COVE RV PARK AND CAMPGROUND



## The Property-Deli and Store, continued



Deli and Store Photos

Top: Grill and cooking area

Left: Grocery

Bottom left: Branded merchandise

Bottom right: Indoor eating area.



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## SHELTER COVE RV PARK AND CAMPGROUND



### Bait Shop/Fishing Supply



Shelter Cove features world class sport fishing. The property has a bait and tackle store to serve the fishing customers. Many longer term RV tenants at Shelter Cove RV Park and Campground are fishermen.

Top: Bait and Tackle Shop

Bottom Right and Left: Sample of merchandise being sold at the shop.



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## SHELTER COVE RV PARK AND CAMPGROUND



### Adjacent Vacant Land Parcel



The offering includes a right of first refusal on the adjacent parcel, APN 108-171-19. This is a 1.5 acre, commercial zoned parcel. This vacant land has been used for excess dry camping during the high season, special events and some moderate storage (not to spoil the view or ambiance of the RV and campgrounds subject property immediately east). The ocean views are similarly spectacular from this parcel. This parcel is located in the right of way of the airport landing strip and therefore is constrained to 18 foot high structures.

Pictures: Top, standing near west border of parcel looking east to RV park. Bottom standing on parcel and looking north to airstrip. Golf course is to left of runway. Vacant land runs up to 8th green on left. King Range and start of Lost Coast hiking trail in background.



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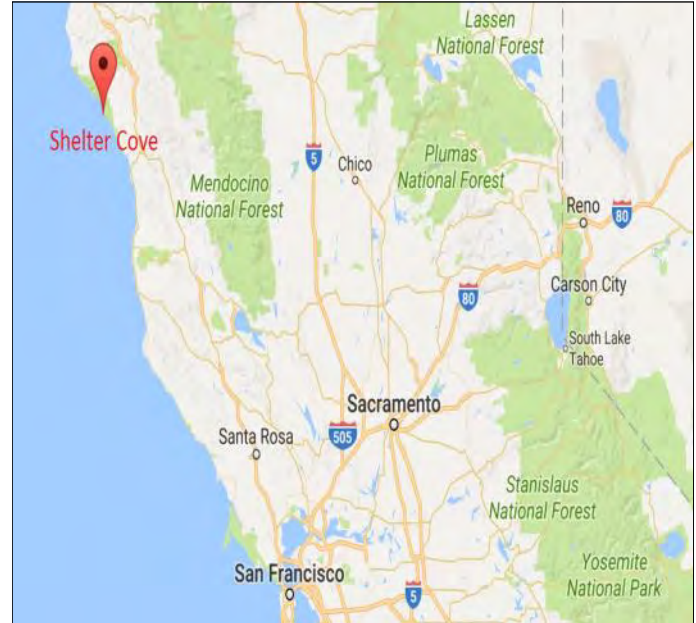
## SHELTER COVE RV PARK AND CAMPGROUND



### Shelter Cove additional narrative

The Town of Shelter Cove has a stated population of 693 as of 2010 census, however this number is low as there many more people living in the nice homes in the surrounding hills. One is struck by the high quality homes throughout Shelter Cove as well as the general feel of activity. This beautiful coastal community is truly a destination location and will continue to experience equity gains as more and more people seek escape and tranquility from the endlessly increasing population and hustle bustle of California. The rocky shoreline makes Shelter Cover a refuge for seals and sea lions and is home to some of the richest tide pools. Black Sand Beach just to the north of Shelter is absolutely striking and picturesque.

Property indicated in yellow outline picture below.



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# SHELTER COVE RV PARK AND CAMPGROUND



## Shelter Cove/Lost Coast



Above: Black Sands Beach just on north end of town, very short drive or walk from the RV Park. Absolutely stunning. Many hikers come through Shelter Cove from the south, staying for a respite camping and then moving on to hike the Lost Coast. Summer hiking is exploding in growth.

Below left: General store located on Shelter Cove Road, well stocked, serving Shelter Cove since 1984. Store also has a gas service/pump.

Below right: Fire and Rescue station operated by the Resort Improvement District (RID)



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## SHELTER COVE RV PARK AND CAMPGROUND



### Shelter Cove



#### Additional Shelter Cove Highlights:

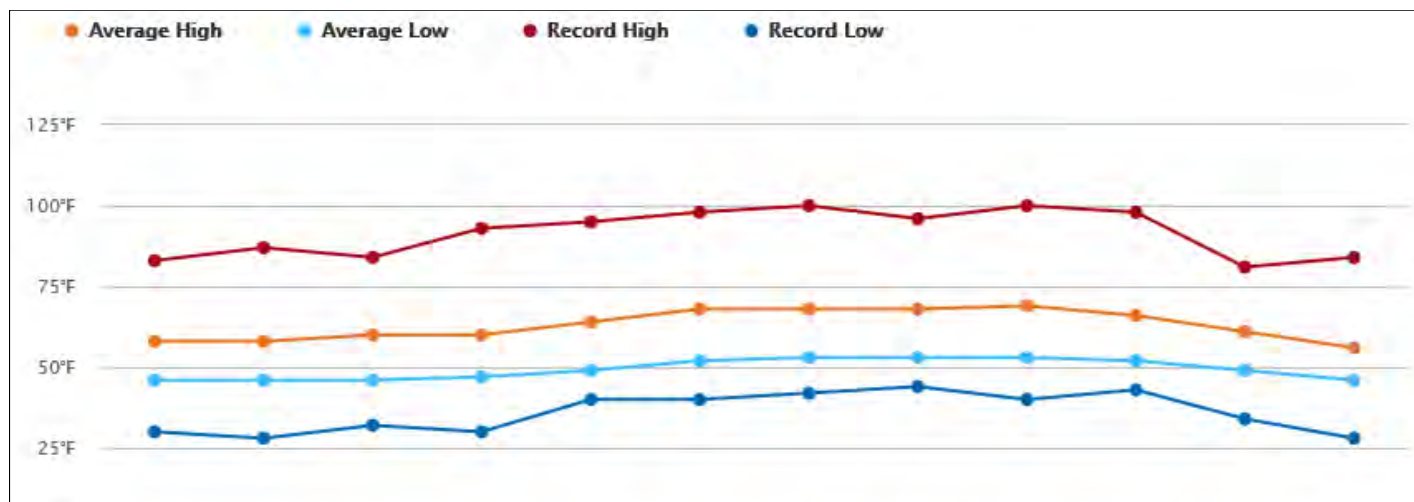
- There is a quaint 9 hole golf course with world class views. Clubhouse pictured above, ocean views at every turn. Shelter Cove RV Park and Campground and adjacent land borders two of the greens, holes 8 and 9.
- There are utility plants for electricity, water and sewer. The subject property is connected to these services which is a substantial value in infrastructure costs. These plants are owned, operated and maintained by the Resort Improvement District #1 (RID). The RID also operates emergency services: Fire Protection, Emergency medical Ocean Rescue. Recreation: Community Clubhouse, 9-Hole golf links and Shelter Cove Airport. Source: sheltercove.ca.gov
- The Shelter Cove Airport is near to the RV park, it is known as the prettiest runway in all of California. Many small plane landings can be found in internet searches. *The RV park could further solicit airplane pilot/passenger business with park model cottage rentals/sales.*
- Fishing is done out of the sheltered cove just south of the RV park. As mentioned previously Shelter Cove is one of California's premier ocean fishing destinations. Fishermen come for the salmon, found close to the shore May to August, ling cod, rock cod, halibut, albacore and surf perch. This fishing area is currently undergoing redevelopment plans to new modern facilities. Fishing websites: [www.seahawksporthfishing.com](http://www.seahawksporthfishing.com); [www.codking.com](http://www.codking.com); [www.outcastsporthfish.com](http://www.outcastsporthfish.com)

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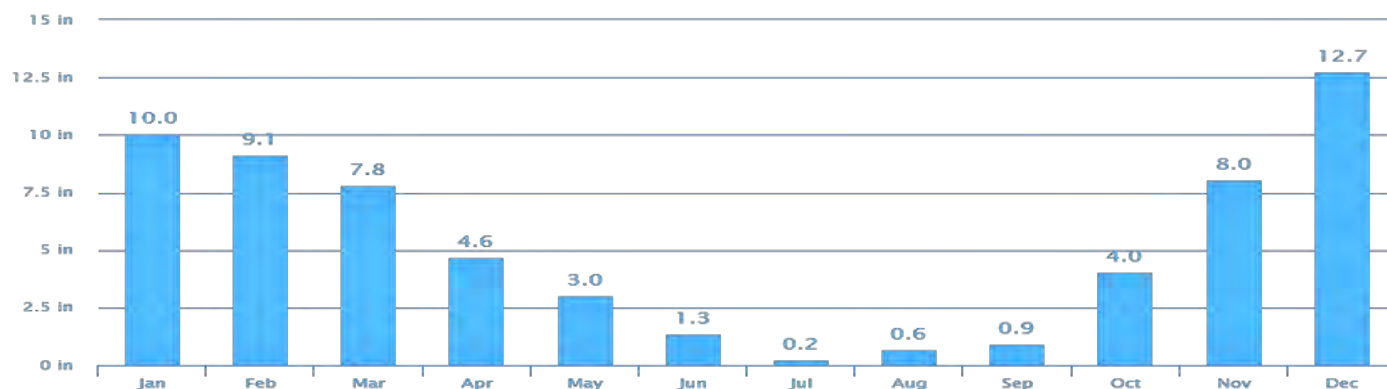
# SHELTER COVE RV PARK AND CAMPGROUND



## Shelter Cove Weather



### Average Precipitation



Weather in Shelter Cove is generally nice and temperate given the coastal location.

Shelter Cove has a warm-summer Mediterranean climate typical of the North Coast, that is characterized by warm (but not hot) dry summers, and mild to chilly rainy and/or snowy winters. In Shelter Cove's case the climate is moderated by the proximity to the Pacific Ocean with small temperature variations on average throughout the year, which results in mild year-round temperatures, although some winter months can get quite cool at times. Average high temperatures range from 57 degrees in January to 69 degrees in September. Shelter Cove on average has very wet winters and dry summers, also representative for the region. Temperatures of above 90 degrees are very rare, happening on average 1-2 times per season, but temperatures approaching 93 degrees or above have still been measured over such a wide time period as from April to October. For being a coastal community north of the Bay Area, Shelter Cove has quite mild temperatures.

Sources: weather.com; wikipedia



## SHELTER COVE RV PARK AND CAMPGROUND



### Humboldt County California

The Town of Shelter Cove is located at the southern end of Humboldt County California. Humboldt County is located on the far North course of California 200 miles north of San Francisco. The County features 110 miles of coastline, more than any other county in California. Humboldt County is famous for the magnificent California coastal redwoods. The population centers of the county are Eureka (picture above) and Arcata, colleges are College of the Redwoods located in Eureka and Humboldt State in Arcata.

With nearly 1,500,000 acres of combined public and private forest in production, Humboldt County alone produces twenty percent of total volume and thirty percent of the total value of all forest products produced in California. The county contains over forty percent of all remaining old growth Coast Redwood forests, the vast majority of which is protected or strictly conserved within dozens of national, state, and local forests and parks, totaling approximately 680,000 acres (over 1,000 square miles).

The county is a truly beautiful place to visit weather along the coast or along the 101 travelling through towering redwoods, it is only a matter of time before hyper crowded SoCal and the Bay Area discover or rediscover Humboldt County.





## SHELTER COVE RV PARK AND CAMPGROUND



Unique opportunity, only a matter of time...



A California Coastal Investment Opportunity such as Shelter Cove RV Park and Campgrounds comes along very rarely. The current ownership is looking to retire after 20+ years of stewardship of the property.

Shelter Cove RV Park and Campground has come along way and the demand for travelers to the locale and town has always been strong and getting stronger. The baton is ready to be passed to make Shelter Cove RV Park and Campground even greater for the next twenty years.



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