EXHIBIT 6
DATE 3/17/15
SB 191

STAVES CONSULTING INC. 3191 Parkhill, Billings MT 59102

PH: (406) 656-7086 Email: hstaves@stavesconsulting.com

January 25, 2015

Members of Montana Senate
State Administration Committee
Helena Montana

I am writing the letter in support of Senate Bill 191 concerning the term of concession contracts for the Montana Parks and Recreation Board.

I am currently the President of the Campground Owners Association of Montana, as well as the Montana – Wyoming KOA Owners Association. I own the Whitefish KOA campground and Staves Consulting Inc, a Montana corporation that performs feasibility studies and management studies for Recreational Vehicle Parks throughout the world: Clients have included several State Park Departments, various municipalities, numerous private companies as well as the National Park Service and the United States Forest Service. I have been in this industry for almost 50 years starting with employment at Kampgrounds of America in Billings in 1968.

I would like to have been able to appear before your committee at your upcoming meeting but I have prior commitments to a client in the Pensacola Florida area and will be out of state.

This is a great business since our total focus is helping people who are on vacation and looking for a good experience. However a modern campground or RV park is very expensive and today requires a capital investment of over $1.5 M for the typical 100 site park over and above the land cost. Today the Montana Parks Department simply cannot afford that type of investment in any new campgrounds. The alternative is to allow the private sector to build these facilities as a concessionaire of the Parks Department. However, no investor can even consider building a campground if they only have a seven year window to recoup their investment and make any profit on that investment. For this reason the only way we can keep our outstanding State Parks and campgrounds up to today's standards to provide a realistic term on a concession agreement which will allow the investor a reasonable opportunity to some return on his investment.

Sincerely,

Homer A. Staves