

HER MAJESTY THE QUEEN Patron: President:

HRH THE PRINCE OF WALES KG KT GCB

Chairman: JOHN WEBSTER Chief Executive: ANDREW MERCER

Dear Member 21<sup>st</sup> August 2018

## Serviced Caravan Pitch Development - Bisley Camp

We are working up plans for the next phase of serviced caravan development at Bisley and are keen to gauge the level of interest from NRA members.

The Association has ambitious development plans and multiple demands on financial resources both at Bisley and across the regions with range developments the first priority. Developing serviced caravan sites is expensive with each pitch costing £10-12k so we have decided to explore other funding models and test the likely demand for the following offer:-

- (1) The NRA will develop serviced pitches with mains water, foul drainage, electricity and bulk gas connections; each pitch will be large enough to accommodate 38ft x 12ft caravans and one designated car park.
- (2) Leases to a maximum term of 20 years will be available; the term offered will depend on the age of the caravan. For example a 5 year old caravan will be offered a term of 15 years; new caravan 20 years; and 14 year old caravan 6 years.
- (3) All leases will be for a minimum term of 5 years.
- (4) We intend to secure the services of a caravan supplier; I am advised that good quality second hand caravans are available from £10,000.
- (5) Ground rent will be £2,200 per annum. This will be payable as £11,000.00 in advance for the first five years rent; with stage payments of £2,000 deposit to secure the pitch, £4,000 halfway through the construction, and £5,000 on siting of your caravan on the new pitch. Thereafter ground rents will increase annually by RPI.

In essence we will be using ground rents paid in advance to fund the majority of the development.

Caravan sites 3, 2 and 1 are our preferred option for this development.

If this project is of interest to you we will be grateful if you could register your expression of interest with Chris Dyers by post to Bisley or email chris.dyers@nra.org.uk; I can confirm this is non-binding and is intended solely to help us decide whether to proceed with the development.

## **Andrew Mercer**

Group Chief Executive & Secretary General