

Seasonal rate worksheet and site agreement outline

A free template from CampStack. You do not need CampStack to use it.

Read this first

This is not legal advice. It is general information to help you organize your own paperwork. Rules for seasonal and long-term RV guests, utility billing, deposits, late fees and ending an agreement vary by state and sometimes by city or county. Have an attorney who knows your state read any agreement before you hand it to a guest.

What is in this file

- Part 1. A rate worksheet. Fill in one copy for each site type or rate.
- Part 2. A seasonal site agreement outline with plain-English headings and blanks.

How to set a seasonal rate

- Work out what the site earns by the night in the same months.
- Decide what a guaranteed full-season payment is worth to you.
- Look at the shoulder months, when the site would sit empty.
- Price electric, water, sewer, Wi-Fi, storage, a second vehicle and pets separately.
- Write down the reason for the number.

The examples in this file are placeholders that show the format. They are not recommended prices and they do not come from any survey.

Part 1. Rate worksheet

One copy per site type or rate. Leave a line blank if it does not apply.

rate_name

A short unique name

Example: Summer 50A Pull-through

Your answer _____

applies_to

Site class or site names, separated by semicolons. Blank means all

Example: Pull-through 50 amp

Your answer _____

season_start

First day, YYYY-MM-DD

Example: 2027-05-01

Your answer _____

season_end

Last day, inclusive

Example: 2027-09-30

Your answer _____

nightly

Nightly rate in dollars

Example: 55.00

Your answer _____

weekly

Weekly rate

Example: 330.00

Your answer _____

monthly

Monthly rate

Example: 900.00

Your answer _____

seasonal

Whole-season rate

Example: 3600.00

Your answer _____

min_nights

Minimum nights for the nightly rate

Example: 2

Your answer _____

weekend_nightly

Friday and Saturday rate, if different

Example: 65.00

Your answer _____

extra_adult

Per extra adult, per night

Example: 5.00

Your answer _____

extra_child

Per extra child, per night

Example: 2.00

Your answer _____

deposit

Deposit to hold the site

Example: 400.00

Your answer _____

deposit_refundable

yes or no

Example: no

Your answer _____

payment_schedule

How the balance is paid

Example: 4 payments: May 1, Jun 1, Jul 1, Aug 1

Your answer _____

electric

included, metered, or flat amount

Example: metered

Your answer _____

tax_rate_pct

Your local tax rate, for your own reference

Example: check with your state

Your answer _____

notes

Anything else

Example: Sewer on site, no storage

Your answer _____

Part 2. Seasonal site agreement outline

Plain-English headings with notes. Fill the brackets. Delete what does not apply. Have an attorney review the result.

Seasonal Site Agreement

1. Parties

- Park: [legal name of the campground or company], [address]
- Guest: [full name(s)], [address], [phone], [email]
- Date of this agreement: [date]

2. Site and rig

- Site number: [number]
- Rig: [type, length, year, make], plate or ID: [number]
- Vehicles allowed: [number]
- Note: a rig that is not in good repair or does not meet park standards [may or may not] be accepted. [State your standard.]

3. Term

- Starts: [date]. Ends: [date].
- At the end of the term: [the guest removes the rig, or the agreement renews on these terms: ____].
- Early arrival or late departure: [how it is charged].

4. Rate and payments

- Seasonal rate: \$[amount] for the term.
- Deposit: \$[amount], due [date], [refundable or not, and when].
- Balance: \$[amount], paid [in full on date / in installments on these dates].
- Accepted payment methods: [card, check, cash, ACH].
- Late payment: [grace period, late fee].
- Returned payment: [fee].
- Taxes: [how they are handled].

5. What is included

- Water: [yes or no]. Sewer: [yes or no]. Electric: [included / metered at \$__ per kWh / flat \$__ per month]. Wi-Fi: [yes or no]. Trash: [yes or no]. Amenities: [pool, laundry, showers].
- Extras billed separately: [list, with prices].

6. Park rules

- The park rules, dated [date], are attached and part of this agreement.
- Guests and visitors: [how many, fees, visiting hours].
- Pets: [rules, fees].
- Quiet hours: [times].
- Fires, fuel and grills: [rules].
- Storage, sheds, decks and changes to the site: [what is allowed and who pays].

- Subletting or renting out the site: [allowed or not].

7. Insurance and responsibility

- The guest is responsible for the rig and its contents: [state your policy].
- Insurance requirement: [if any].
- Damage to park property: [how it is handled].

8. Ending the agreement

- By the guest before the term ends: [notice required, refund policy].
- By the park: [reasons, notice required, refund policy].
- What happens to the rig if it is left after the term ends: [your process]. Check your state's rules before you write this section.

9. Problems and notices

- If rules are broken: [warning, then what].
- Notices are given by [email, mail, in person] to the addresses above.

10. Other

- Anything agreed outside this document is [not] part of the agreement.
- Governing state: [state].

Signatures

Park _____

Date _____

Guest _____

Date _____

Not legal advice. This outline is general information for organizing your paperwork. It does not account for your state's laws. Have an attorney review your agreement.