

BASECAMP TRINIDAD — EVENTS & DAY-USE REVENUE MODEL

Companion to the main financial model · v1 · 2026-07-06 · All figures illustrative

WHY THIS MODEL EXISTS

You have ~53 acres but your overnight capacity is capped at ~150 guests by water and septic — not by land. This model captures the revenue that comes from the land you're keeping OPEN (the meadow, the event lawn, the river commons, the trailhead) using assets that DON'T draw on the septic cap: events and day-use. This is where the acreage actually pays.

HOW TO USE IT

1. Every BLUE number is an input you can change. Every BLACK number is a formula — don't overwrite it, it recalculates.
2. Start on the 'Events' tab: set how many of each event type you host per year and the average net you keep. The tab totals up the revenue.
3. 'Day-Use' tab: set daily visitor counts by season and per-head spend. It builds an annual number.
4. 'Summary' tab adds both tiers together and shows them next to your existing lodging revenue so you can see the mix.
5. 'Capacity Check' tab is a FILL-IN worksheet — it's blank on purpose until Marc Vigil gives you the tap capacity number (see #2). It will tell you your true maximum unit count once you have that one figure.

COLOR KEY

BLUE text = an input you change BLACK text = a formula (leave it) YELLOW = needs a real number from diligence

IMPORTANT HONESTY NOTE

These are planning placeholders, not quotes. Event pricing, attendance and per-head spend must be validated against the Trinidad market before any of these numbers go into an offer or a lender packet. Treat this as a structure to fill in, not a forecast.

EVENTS TIER

Movable-infrastructure events on the meadow lawn & river commons. No septic-cap load (porta-fa

Event type	Events / yr	Avg attendance	Gross / event
Weddings	12	120	\$18,000
Festivals / concerts	4	350	\$30,000
Corporate retreats	8	40	\$12,000
Private / community	16	80	\$6,000
TOTAL EVENTS	40		

Blue = your inputs. Adjust events/yr, attendance, gross and margin to match validated local pricing.

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Net margin %	Net / event	Net / yr
55.0%	\$9,900	\$118,800
40.0%	\$12,000	\$48,000
60.0%	\$7,200	\$57,600
55.0%	\$3,300	\$52,800
		\$277,200

DAY-USE TIER

Trailhead parking, river access, taproom/café foot traffic from Fishers Peak visitors who don't stay over.

Season	Days	Avg visitors / day	Net spend / visitor
Peak (Jun–Sep)	120	60	\$14
Shoulder (Apr–May, Oct)	90	30	\$12
Off (Nov–Mar)	155	10	\$10
TOTAL DAY-USE	365		

Note: total days across seasons should be \leq 365. Adjust to your real operating calendar.

night.

Net / yr
\$100,800
\$32,400
\$15,500
\$148,700

REVENUE SUMMARY — LAND-USE TIERS vs. LODGING

Shows how much revenue comes from land you're keeping open, next to the utility-capped lodging base

Revenue tier	Annual net (\$)	Share of total
Lodging base (from main model — input)	\$885,000	67.5%
Events tier	\$277,200	21.1%
Day-Use tier	\$148,700	11.3%
TOTAL REVENUE	\$1,310,900	100.0%

Land-use uplift over lodging alone **\$425,900**
as % of lodging base 48.1%

KEY POINT: *this uplift comes with NO additional septic/tap load — it is the answer to 'we have a lot of*

ise.

land.'

UNIT-CAPACITY CHECK — FILL IN AFTER MARC VIG

This answers 'should we build more units?' — but only once you have the tap capa

STEP 1 — INPUTS FROM DILIGENCE (fill the yellow cells)

Tap capacity granted, in EQR (equivalent residential units)	
OWTS (septic) max design capacity, in bedrooms or persons	
Water demand per unit (EQR per lodging unit)	1
Persons per unit (design occupancy)	3

STEP 2 — THE MATH (auto-calculates once yellow cells are filled)

Max units the TAP can serve	-
Max units the SEPTIC can serve	-
TRUE UNIT CEILING (the lower of the two)	-

Current planned units (full build)	50
Headroom vs. plan (units)	(50)

STEP 3 — THE DECISION RULE

If headroom is POSITIVE and large → adding units is a real option; test payback on the e
 If headroom is ZERO or negative → more units is NOT a land question. It requires either
 (b) City sewer via annexation (the Phase-3 unlock). Until then, the acreage pays through
 doors.

Why 'more land' ≠ 'more units': half the property (Parcel 1, 27.85 ac) is floodplain — no fir

iL

city number. Yellow cells are blanks to fill.

*Action #2 — ask Marc Vigil, City of Trinidad
Water, 719-846-9843*

*Action #3 — from OWTS engineer / Las
Animas Planning 719-845-2577*

*Typical: 1.0 EQR per cabin/RV; 0.5 for a tent.
Adjust with engineer.*

Your planning average across unit types

*24 RV + 6 glamping + 6 cabins + ~15 tents
(~0.5 EQR) ≈ 50 doors*

*Positive = room to add. Zero/negative =
capped; more units needs a bigger tap/septic
or annexation.*

extra capex.

*(a) a larger tap + engineered septic, or
the Events & Day-Use tiers, not more*

advanced/insured structures there by design.

