

NORTHEAST IN-SITES

THE NEWSLETTER
of the
NORTHEAST CAMPGROUND
ASSOCIATION, INC.
NUMBER 138 FEBRUARY 2024



NORTHEAST CAMPGROUND ASSOCIATION PRESENTS

CAMPFIRE LAUGHTER & LEARNING 2024

MARCH 21 - 23 IN SOUTHBRIDGE, MA

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—**Billie McNamara**,
Loon's Haven Family Campground



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Go to <https://rvlife.com/docs/park-mediakit.pdf> to learn more about partnering with RV LIFE and reaching the heart of the RVing community!

NORTHEAST IN-SITES

Published by the Northeast Campground Association, Inc.

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MARYLAND	Michael Irons , See NCA Past President
MASSACHUSETTS	Marcia Galvin , See NCA President
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NEW YORK	To be announced March 2024
VERMONT	Ken Manning , See NCA 1st Vice President

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Attorney Advertising. Prior results do not guarantee a similar outcome.

CAMPFIRE LAUGHTER & LEARNING

2024



Northeast Conference on Camping
MARCH 21 - 23

Same Location/New Name: Wellsworth Hotel

14 Mechanic Street, Southbridge, MA

For Reservations: (508)-765-8000

Mention: Northeast Conference on Camping

Or online: www.WellsworthHotel.com

Group Code: TNCOC181

Presented by:

The Northeast Campground Association, Inc.

**Details at:
CampNCA.org/conference**

cyndy@campnca.com or (860) 684-6389



Northeast Conference on Camping

Thursday, March 21st - Day #1

7:30 - 9:30 AM Breakfast Add-On ~ 12:15 PM Lunch is Served! ~ 6 PM Buffet Dinner

9:00 AM - NCA Scholarship Board Meeting

10:00 AM - NCA Annual Meeting - Campground Members Welcome

11:00 AM - Experience a brainstorming & activity event to enhance your guests' camping vacation with The Activities Crew

1:30 PM - Know Your Customer: Using Your Campgrounds Data for Marketing and Operations with Billie McNamara of Loon's Haven Family Campground, ME

Data is a valuable resource that is often neglected, or misunderstood. In the campground industry we have so much data available to us, but we also have data that is specific for our parks. Whether it be through reservation software, Google Analytics, or other connected data sources, we have access to use it to better our marketing and operations. This class will give you the tools to use that data to improve your customer base, marketing, and the way your park operates.

1:30 PM - Let's talk Investments and What Is Available to You with Dan Sparta, Axial Finacial, MA

3:30 PM - Growing Outdoor Hospitality Professionals with Ashley Migliaccio, Hidden Acres Family Campground, CT

Growing Outdoor Hospitality Professionals provides a unique perspective on creating a career and setting yourself up for success within the outdoor hospitality industry. We will dive deep into the re-branding of OHI, explore OHI's Young Professionals Committee, and showcase the growth potential and many opportunities this ever-expanding industry has to offer. Naturally, society is constantly changing and expanding. How can we continue to stay ahead of the curve and grow our businesses alongside the changes? Change can be good, good change can be better. This session is a welcoming, inclusive environment for those currently in any capacity of the industry, brand new, just starting a business or interested in a future career in outdoor hospitality.

3:30 PM - Let's talk Insurance and What Is Available to You with Martha Wentworth, Allen Insurance, ME

4:45 PM - NCA Book Club Event with Marcia Galvin, Normandy Farms Campground, MA

Come together to discuss [The Ideal Team Player](#) by Patrick Lencioni

**Sponsored by Northeast Campground Brokers*

4:45 PM - We Need to Talk: Making your Business Value Grow

with Cathy Reinard of Danielle Windus Cook Properties, NY & Catskill Mountains / Gilboa KOA

With \$10,000 what "project" can you successfully accomplish to add the most value to your current guest experience and to your bottom line?

Come be part of this exciting and thought-provoking conversation.



**After Dinner Enjoy Fun & Games
provided by The Party People**



Northeast Conference on Camping

Friday, March 22nd - Day #2

7:30 - 8:45 AM Breakfast Buffet 12:15 PM Lunch 6:15 PM Dinner

Find all of today's sessions in the Prism Auditorium

9 AM - How to Win in 2024 - Tactical Marketing for Your Park; Step by Step
with Mark Koep of Campground Views

For the first time in about a decade marketing will separate the okay parks from the great ones. This session will walk you step by step through the process you can implement today to jump start your marketing in a way that engages your lowest hanging fruit and generates real ROI to your bottomline.

10 AM - Keeping a Campground Safe

with Sargeant Megan F. Allen, Foxborough Police Department, MA

Back by popular demand, this session will provide important information and practical techniques concerning de-escalation, violent intruders, lockdown procedures and the overall safety of your campground including your staff and your guests.

11:20 AM - Ghost from Summer's Past: Child Camper's Injury Leads to Trial
with Christine Taylor of The Towne Law Firm, P.C., NY

Join us for a thrilling mock trial as a campground owner faces justice for an unfortunate injury that took place almost a decade ago. Discover the valuable lessons they could have learned, the steps that could have prevented this incident, and the fascinating intersection of law and insurance in cases like these

1 - 6 PM - NCA Trade Show

After Dinner Enjoy The NCA Auction

JUST A FEW DONATED ITEMS TO THE NCA AUCTION...

\$2500 Good Sam Certificate
from Good Sam Campground Solutions

\$398 Val Duffle Coach Bag
from Northeast Campground Brokers

\$3495 RV Life Digital Ad Package
from RV Life

Northeast Conference on Camping

Saturday, March 23rd - Day #3

Meals Included with Registration: 7 - 9 AM Breakfast Buffet & 12:15 PM Lunch

9 AM - Noon - NCA Trade Show

1:30 PM - Market Factors and How it Affects your Business

with Mia Caetano Johnson of Northeast Campground Brokers, RI

This session will help you have a better understanding of market forces that are affecting interest rates, stock market, lending market, and how it affects campground financing, operations, valuation, sales market and more.

3:00 PM - Campfire Learning & Laughing Crackerbarrel

As the final day of the Conference gets closer to its end, let's come together to talk about what we have uncovered in the past few days, ask questions yet to be answered, and enjoy a few more laughs as we consider the upcoming camping season.

A very special NCA Community Service Event

Just as you do at your campgrounds, it is important to the NCA that we also are aware of the needs of the community that we will call home for three days. At 4 pm we will get in cars for a two minute drive or if the weather is on our side, an eight minute walk to the Bridge Of Faith Youth Center. The Center's Director will give us a tour and share all that they do for local youth and adults. Upon return to the Hotel, we will hold a **Backpack Stuff** that will benefit the Youth Center. (All supplies will be provided by sponsors !)

The Bridge of Faith is a 501(c)3 non-profit organization dedicated to providing youth with essential social, academic and spiritual development in a safe, supervised atmosphere.

Dinner this evening is an add-on to your registration.

Sincere Appreciation to NCA's Early Sponsors

NCA Book Club - Northeast Campground Brokers

Thursday Dinner Buffet - Good Sam Campground Solutions

Friday & Saturday Coffee Breaks - Newbook

Auction Night Fun - Leavitt Recreation & Hospitality Insurance

Conference Tote Bags - Zook Cabins

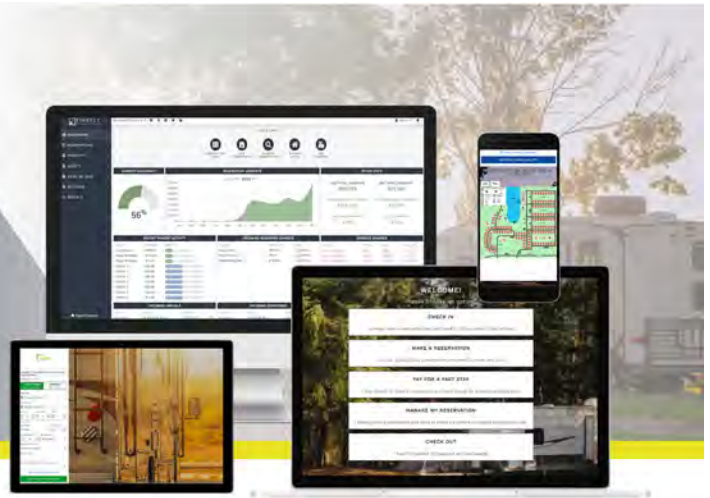
Saturday Breakfast Buffet - Leavitt Recreation & Hospitality Insurance

Program Book Advertisers: Good Sam, Leavitt, RV Life, ResNexus, Zook Cabins, Northeast Campground Brokers



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For Campground Owners

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Free 14 Day Trial, No Credit Card | FireflyReservations.com/NCA | 656-Firefly (347-3359)

58th Annual Northeast Conference on Camping & Trade Show

Thursday, March 21 - Saturday, March 23, 2024 ~ Southbridge Hotel & Conference Center, MA

Pre-register and enjoy the inclusive member price of \$345 per person thru 3/11/24!
*After 3/11: \$370 per person

Presented by *The Northeast Campground Association*

Please print clearly.

Member Campground: _____

Contact Name: _____

Campground Street Address: _____

Campground City, State, Zip: _____

Campground Email: _____

Contact Email for January - March if different from above: _____



**Same Location
New Hotel Name**

Questions? Contact cyndy@campnca.com or call (860) 684-6389.

Hotel reservations now to get NCA's \$115/night room rate before 2/18/24!

Wellsworth Hotel Reservations: (508) 765-8000 and mention Northeast Conference on Camping

Reserve online: www.wellsworthhotel.com ~ click Reserve Now ~ add Group code: TNCOC181

Methods of Payment

Charge to:

Master Card Visa AmEx Discover

Total (from other side) \$ _____

Card # _____

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Billing Address if different from above:

Email for Receipt: _____

By authorizing this charge, I certify that the above registration information is true and correct, and agree to be responsible for this amount.

Check payable to NCA enclosed

CampNCA.org/conference

Please note: Payments to NCA are not deductible as charitable contributions for federal income tax purposes. However, they may be deductible under other provisions of the Internal Revenue Service Code. Only donations to the NCA Scholarship Fund, Inc. a separate Connecticut 501(c)3 are tax deductible as charitable contributions.

Register Today!

Call 1-860-684-6389, Monday - Friday 9 am - 6 pm EST

Email registration to cyndy@campnca.com

Mail registration form with check payable to NCA.

*Northeast Campground Association, Inc.
76 Lamb Road, Stafford Springs, CT 06076*



Yes, I wish to **JOIN THE CLUB!**
*If I am one of the first 30 to complete a full registration ship me a free copy of **The Ideal Team Player** by P. Lencioni.

**NCA Book Club to be held
on Thursday, March 21 @ 4:45 pm**
Sponsored by Northeast Campground Brokers

Reader: _____

(Shipping info if different from above)

Street, City, Zip: _____

Cancellation Policy

Cancellations in writing and postmarked by 2/21/24 will receive a full refund. Cancellations postmarked prior to 2/29/24 will receive full refund minus \$50 administrative fee. Cancellations postmarked 2/29/24 and after will not receive a refund without a medical certificate.

Northeast Conference on Camping & Trade Show - Full Registration

Full Registration: 3 Days - All events	NCA Member	Non-Member
Regular Registration (postmarked by 3/11/24)	<input type="checkbox"/> \$345 x ____	<input type="checkbox"/> \$425 x ____
Last Minute Registration (postmarked 3/12/24 thru event)	<input type="checkbox"/> \$370 x ____	<input type="checkbox"/> \$450 x ____
For all children 4 - 12: Full Registration <input type="checkbox"/> \$100.00 x ____ Children Under 4 : No Charge - Order badges for all.		

*Full Registration includes: Thursday's Lunch to Saturday's Lunch (Seven meals plus snacks & coffee breaks)

OPTIONAL MEAL CHOICES: Thursday Breakfast Buffet @ \$23 per person \$ _____
 Saturday Dinner Buffet @ \$54 per person \$ _____
 Full Registration Total \$ _____

Individual Day Registration

Please note NCA is offering individual day and meal choices to help you attend the conference for the events that fit into your schedule. The best pricing is offered to those supporting all three days of events and meals. We hope you find the options that you need and understand that this pricing helps NCA cover our contract numbers for food and beverage allowing us to avoid all room rental fees for our seminar and trade show space at the conference venue. **These meal package prices are good through March 11, 2024. After March 11th please call (860) 684-6389.**

	Cost	# of people	Total Due
BADGE ONLY OPTIONS			
Thursday Seminars Only	\$25	x ____ =	_____
Friday Seminars & Trade Show Only	\$35	x ____ =	_____
Saturday Trade Show & Seminars Only	\$35	x ____ =	_____
INDIVIDUAL DAY REGISTRATION WITH MEALS			
Thursday Seminars with Dinner Buffet	\$75	x ____ =	_____
Thursday Seminars w/ Lunch & Dinner Buffets	\$105	x ____ =	_____
Friday Seminars & Trade Show w/ Breakfast, Lunch & Dinner	\$135	x ____ =	_____
Saturday Seminars & Trade Show w/ Breakfast & Lunch	\$90	x ____ =	_____

OPTIONAL:
 Thursday Breakfast Buffet @ \$23 per person \$ _____
 Saturday Dinner Buffet @ \$54 per person \$ _____

Non-Member Fee per person/per day of \$25 x ____ \$ _____
 *or join as an NCA Associate for \$75 if from NJ, PA, RI or DE. _____

***Don't see the attendance/meal package that you need? It would be our pleasure to work with you over the phone at your convenience!
 (860) 684-6389 or cyndy@campnca.com**

Individual Day Registration Total: \$ _____

Names for Badges (First and Last)

#1 _____	#2 _____	Please place child's age in () next to his/her name.
#3 _____ ()	#4 _____ ()	
#5 _____ ()	#6 _____ ()	



MANUFACTURED HOUSING & RV GROUP



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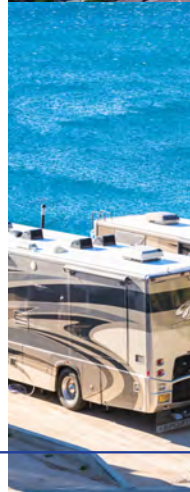
The MHRV Team is led by some of the most established and respected experts in the industry. Most notably, Mike Nissley and Bruce Nell who have been in the MHRV space for decades. Mike is considered one of the **top brokers in the industry** and has assisted in closing more than \$100B in transactions.

Bruce Nell is a **best in class appraiser** in the asset class given his penetration into the market early on and has appraised more than \$700B worth of assets with \$400B specifically in the MHRV space nationally.

Both have established relationship spanning decades in the field and will bring a level of professionalism and incredible network that isn't accessible by other firms.

This Executive-level team is supported by a strong roster of professionals that have been in Commercial Real Estate for 30+ years with institutional experience with national banks and private equity groups. This ensures **streamlined execution and best in class service** to our clients.

Accelerating success.



Maximize Your Park Value the market is seeing record breaking prices for manufactured home properties and RV resorts as well as never-before seen deal velocity. We will help you maximize in the current market.

\$400 Billion of MHRV Appraisals each year the Valuation & Advisory team appraises more than 1,500 manufactured home communities ranging from single to large multi-state portfolios.

50+ Years Experience specifically in the MHRV asset class and many of our team members are MH & RV Park owners and property managers themselves.

Off Market Opportunities we have a wealth of off market properties that are ideal opportunities for 1031 buyers to acquire.

30+ Years of Institutional Experience with banks & private equity groups.

AROUND THE STATES

Northeast Campground Association
(NCA) www.campnca.com
Cyndy Zbierski, Executive Director



2024 has started off smashingly for NCA! With the turn of the calendar page, our association of associations welcomed back the Campground Owners of New York and its 175 member campgrounds. It was a pleasure to speak about NCA to the CONY Board at their annual event last November and to get the great news even before I finished the three hour drive back to the office. Looking forward to working with Emily and Ann in the CONY office as we all do our best to promote camping in the Northeast. Now with seven associations and our associate members from another four states, NCA is proud to have just shy of 600 members.

From January 16 - 21, an amazing crew of volunteers worked the NCA booth at the Tampa SuperShow. Guides from Maine, New Hampshire, Vermont, Massachusetts, Connecticut and Maryland were shared with 4000 eager RVers. Attendance was down 5% due to the chilly weather, so "only" 75,000 went through the show. *Thank you Anna and Rob from Coastal Acres Campground in Massachusetts for setting up the booth and orchestrating the team: Deb, Lucy, George, Peter, Barbra, Stephen (all from Coastal Acres!) plus from Calef Lake in NH - Paula and Preston. Thank you Pelland Advertising for donating the Tampa Banner!*

Within this issue you will find all of the details on the 58th Annual Northeast Conference on Camping to be held in Southbridge, MA at the newly named Wellsworth Hotel. This is our third year at this property and it is still under the same ownership and management team, therefore we will be treated just as well this March as in the past.



WELLSWORTH HOTEL
SOUTHBRIDGE, MA

Take a minute to see what each day has in store and join us for one day or all three. This well-respected Conference is created with the campground operators and staff of the Northeast top of mind. From the educational sessions, to the NCA Trade Show, food & fun - we wrapped it all up in one great event for you!

Connecticut Campground Owners Association
(CCOA) www.campCT.com
Jim Whitney, President & CEO



Membership - Our 2024 membership increased to 47 from 46 in 2023. One Member was lost due to a change of direction for the campground. The good news is that we added two new members for 2024 with the possibility of two more in the near future. At this time, 94% of Connecticut campgrounds are members. With continued efforts, our goal is that virtually all of Connecticut's private campgrounds will be members.

Marketing - Our 2024 campground guide was available for the first time at the Northeast Camping & RV show in Hartford on January 26-28 2024. Over 4,250 guides were distributed in Hartford. Additionally, we created a special membership flyer (4,000 pieces) for use at the Tampa show. In addition to distributing material in Tampa and Hartford, we will be participating in the Springfield RV show in February and Mohegan Sun RV show in March. We are also reviewing and considering some different marketing options going forward.

Research - We recently conducted a 2023 year-end survey. The results of this survey showed that seasonal business increased or remained the same for virtually 100% of the respondents versus 2022...that transient business increased for 30% of respondents and remained the same for 40% when compared to 2022...and that advance 2024 seasonal sales were better or the same versus 2023 advance sales for 90% of the respondents. The most often mentioned challenges faced in the 2023 included weather and staffing.

Legislative - We have a very aggressive legislative agenda for the 2024 Connecticut legislative session including:

- * Inherent Risk - We have written seven different sets of language in hopes of finding support for our proposals.
- * Other Issues - We are continuing to work on guest removal laws, clarification of trailer abandonment regulations, processes concerning submetering and property tax issues.

Scholarships/Educational Programs - CCOA has awarded two scholarships for members wishing to attend The George O'Leary National School of RV Park and Campground Management.

Maine Campground Owners Association
(MECOA) www.campmaine.com
Kathy Dyer, Executive Director



Hello Friends and Happy New Year!

The MECOA Office has completed the 2024 Maine Camping Guide with distribution of 140,000 printed copies now in distribution. Be sure to visit the home page on CampMaine.com to review the new guide in its digital format. We reduced the number of pages from 96 to 88 due to paper costs. Ad revenue was steady as was membership for the coming year with 10 new members joining!

MECOA has signed a RV Show Distribution & Participation Contract with the Maine Office of Tourism which will include the Boston, Springfield, Montreal and Auburn RV Shows to distribute the state and regional literature along with our member literature and Maine Camping Guide at these shows for 2024. This is such an enhancement to our show presence. A very low cost, and extremely effective marketing program for our members. MECOA will be participating at the Boston MA, Springfield MA, Mohegan Sun CT, New Hampshire, Montreal CA and our own 20th Annual Vacationland RV & Camping Show for 2024.

The 20th Annual Vacationland RV & Camping Show will be held at the Norway Savings Bank Arena Friday & Saturday April 6 & 7, 2024 with move in and the MECOA trade show and Annual Meeting on Friday April 5, 2024. We are currently selling the space for these events and do expect sold out events - please don't delay, if you want to participate and be part of either event please give Laura a call or send here an email laura@campmaine.com. Space is being filled on a first come first serve basis. Our RV dealers will all be returning for the 2024 show! Weather permitting, we will have outside space available to RV dealers.

MECOA Annual Meeting of the Membership will be held Friday April 5, 2024 at 3:00pm. We have changed the time of the meeting this year in hopes to have more of our members in attendance. The meeting will be followed by a cracker barrel and social hour.

I am pleased to announce our Maine Awards received during the OHI convention in November:

Large State Directory Award Winner - Maine Campground Owners Association

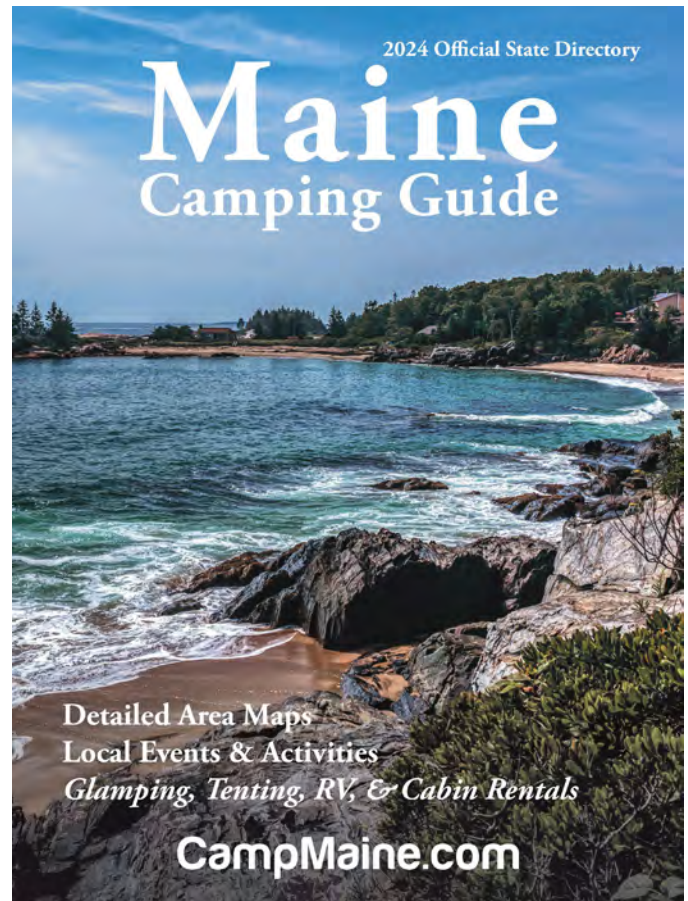
Pioneer Award - Lee Worcester of Smugglers Den Campground in Southwest Harbor Maine

Medium Park of the Year Finalist - Pappoose Pond Family Campground & Cabins in Waterford Maine

MECOA recently wrapped our new pick-up truck with the same wrap as was on our previous truck. Advertising CampMaine.com each and every day - Looks great! A moving billboard indeed.

The full Legislature convened January 3 2024 the Second Regular Session. To-date, there have been 136 new bills printed and thus far none are of particular interest. We are keeping an eye on some carryover bills. Maine's minimum wage increased in January to \$14.15 per hour.

Our Maine Winter is finally here – SNOW, SNOW AND MORE SNOW!



THE NORTHEAST WINS BIG IN KANSAS CITY!

Sweeps all three categories for Small, Medium & Large Association Camping Guides printed in 2023.

CONGRATULATIONS!

MECOA
MACO
MAC

OWN YOUR NECK OF THE WOODS



BE THE PARK CAMPERS THINK OF FIRST. KOA'S POWERHOUSE BRAND AND INDUSTRY-LEADING MARKETING WILL MAKE YOU STAND OUT FROM YOUR COMPETITION.



READY TO LEARN MORE? CALL **800.548.7239** OR VISIT **OWNAKOA.COM** TODAY!



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Are YOU looking to buy or sell a campground?
We would be happy to assist YOU!
We have over 20 years of experience
in campground sales!



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*"It's more than closing the deal.
This is an investment in your future."*



your
CAMP
is hallowed **GROUND**

And the Commercial Banking team from Norway Savings Bank wants to help you make every site a perfect little place for your guests. We understand your campground is your passion. We're here to offer support.



Meet Jack Day, our campground specialist. Aside from being an avid camper, Jack is a banker who gets what it takes to keep a campground full and operational, having worked with over 70 across New England. Because in this business, there's nothing better than happy campers.

Give Jack a call. 207.393.3615
jday@norwaysavingsbank.com

- Maine Campground Owner's Association (MECOA)
- New Hampshire Campground Owner's Association (NHCOA)
- Vermont Campground Association (VCA)
- Northeast Campground Association (NCA)



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Maryland Association of Campgrounds

(MAC) www.mdcamping.com

Deb Carter, Executive Director



Snowy greetings from Maryland! Our local news reported that the month of January 2024, Maryland has had more snowfall than Philadelphia, Boston or New York City! Considering recent years have been just traces, or what they call “a dusting”, it’s taken us by surprise. Especially on the Eastern Shore. Our friends in Western Maryland are much more familiar with the fluffy white stuff, but even their snow falls have been much less.

As campground owners, there are a number of important things that have a large impact on our parks, that we can do little about. The weather is at the top of the list. The first multi-state campground conference I attended was in Ocean City, MD over twenty-five years ago. I’d been in the industry for over twenty years, but my experience did not prepare me for what most park owners deal with. At the first meet and greet, we’re talking about what’s difficult about dealing with our campers. One of our MAC members was talking about how they hated giving the client’s money back when it rained. I laughed out loud - thinking it was a joke! As a park owner, do you have a refund policy? It must be a very difficult policy to set fairly. If we give no refunds for any reason, we appear greedy. If we take it case by case, we become a judge of what’s reasonable and what’s not. Even giving everyone refunds, we run the risk of them leaving for any reason they want.

I learned a lot more during that first conference. Remind me to tell you what it’s like to be auctioned to the highest bidder, without your knowledge, or consent! But seriously, that first meeting started me on the road to making some of the closest friendships and working business relationships of my life. Many that still exist today. There’s much to be said in support of membership associations. They have truly changed my life in countless amazing ways.

MAC had one campground member drop for 2024, and added two new ones who had participated in our “free for the rest of ‘23” promo on our mdcamping.com website. Many thanks to Peter Pelland for his help with this project. We are grateful to all of our business members for their continued support and valuable guidance.

After discussion, we have decided to wait on introducing the Inherent Risk Bill. We have a new Governor in Maryland, a new cabinet, and a lot of new legislators in Annapolis. The bill still remains at the top of our priority list when the time is right. Many thanks to Jeff Sims for his vast knowledge and assistance.

All your friends in Maryland wish you a happy, healthy and prosperous 2024!

Massachusetts Association of Campground Owners

(MACO) www.campmass.com

Cynthia Zbierski, President/CEO



Hello from Massachusetts,

Just a few days now since the Boston RV Show and the MACO booth found success in getting the new 2024 Camp-Mass Guide in the hands of interested campers. Many attendees did not yet own an RV and were there to make a decision if RVing was for them. Lots of couples of all different ages filled the show floor along with multi-generational families and single individuals. Questions about what they might find out there for campgrounds, how and when to make reservations, if seasonal sites were available and the costs involved were heard. It is a pleasure having these conversations and helps me know what people need for information.

MACO will be at the Springfield RV Show, The New Hampshire Camping & Recreational Vehicle Show presented by NeHaCa and the Vacationland RV & Camping Show in Auburn, Maine produced by MECOA.

The MACO Board has chosen to invest in its social media marketing starting with the first quarter of 2024 with Colonial Copy of Massachusetts. A new Facebook page has been launched @CampMassMACO along with a presence on Instagram.

10,000 new rack cards have been distributed out-of-state with a traceable QR code launched in New York, Pennsylvania, Maryland and Rhode Island. Another marketing boost has occurred with the redesign and enlargement of the sponsored banner ads found on CampMass.com. Members choosing to have banners were not charged for the upgrade as it was MACO’s thank you for their support.

The 2024 MACO Higher Education Scholarship Application is now available at <https://campmass.com/maco-scholarship/> with an all new fillable form in the hopes to garner even more interest by MA high school seniors. MACO awards \$1000 each year to a deserving student.

The Annual MACO Membership Meeting will be held on Saturday, March 23, 2024 at the Wellsworth Hotel (formerly Southbridge Hotel) at 2 pm during the Northeast Conference on Camping. At this meeting members will vote on the 2024-2025 Board of Directors.

Until next time - Be well!

New Hampshire Campground Owners' Association
(NeHaCa) www.nhlovescampers.com
Jeremy Sprince, Executive Director



The camping industry in New Hampshire is alive and well. Members reported having a very healthy season and are continuing to see strong interest in reservations. The market for our campgrounds remains extremely hot and a number of properties have once again changed hands.

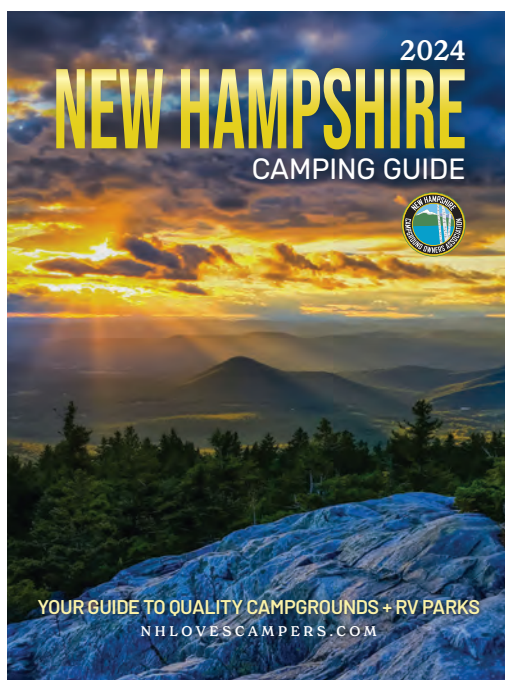
The New Hampshire Camping & Recreational Vehicle Show will be held March 15-17 at the Hampshire Dome in Milford, NH. Participants include campgrounds from New Hampshire and other New England states as well as RV dealers and service companies, State Campground Associations, and camping-related and activity and adventure businesses and food vendors.

March 15, 2024 (Friday) 1:00pm – 7:00pm

March 16, 2024 (Saturday) 10:00am – 8:00pm

March 17, 2024 (Sunday) 10:00am – 4:00pm

The 2024 New Hampshire Camping Guide is available and has been shipped to distribution outlets the association utilizes. We are looking forward to the show season and the opportunity to distribute the publication, campground information and being able to speak with campers interested in coming to New Hampshire.



Campground Owners of New York
(CONY) www.campnewyork.com
Emily Simmons, President & CEO



Happy New Year! Campground Owners of New York (CONY) is pleased to kick off 2024 as a returning member of NCA and we appreciate the warm welcome from Cyndy and our colleagues across the states!

You may or may not know that the CONY office went through a transition in 2023, with Don Bennett, Jr. leaving the organization to focus on other ventures within the industry, along with former VP of Marketing & Communications, Suzanne Hopkins. It has been an honor to assume the role of President & CEO and to bring Ann Kielbasa-Flach on board to manage marketing & communications for CONY. We have spent much of the last 8 months learning, listening, and meeting park and supplier members, as well as hosting the 60th Anniversary of CONY at our first Exposition for the Outdoor Hospitality Industry as a new staff! It was a great celebration, trade show, and educational event, and we were thrilled to induct Don Bennett, Jr. into the CONY Hall of Fame. Post-expo we dove right into the final stages of production of our very first Campground and RV Park Guide and we are pleased to share the digital version here!

While we look forward to enhancing the digital accessibility of the guide through our Camp New York app and website, CONY has partnered with Anderson's Brochure Distribution in 2024 for distribution of the Camp New York Campground and RV Park Guide at RV and consumer shows. With participation at 24 shows, 12 of which will have dedicated Camp New York branding and presence, we are thrilled to streamline our process while ensuring maximum distribution of the guide to RV and camping enthusiasts.

In addition to marketing efforts, we are busy planning our spring Zone meetings, March 18-20th, as well as kicking off our new Campfire Connections webinar series for members.

Lastly, New York Governor Kathy Hochul recently delivered her State of the State and unveiled her FY 2025 budget. With the support of our lobby team in Albany and in collaboration with our colleagues in tourism, hospitality, and business, we are paying close attention to all matters that may impact the tourism industry and independent businesses. A few items high on our radar include the COVID sick leave law, minimum wage, ADA compliance, and tourism promotion matching grants.

We look forward to connecting with all of you in the months to come, and to a prosperous 2024 for all our members!



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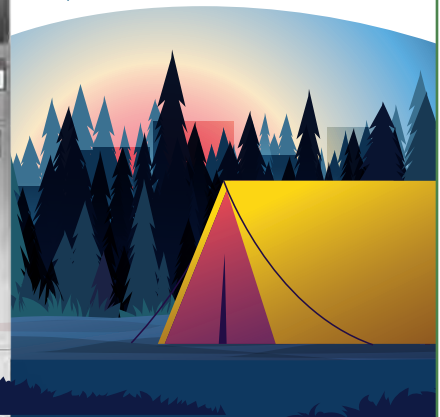
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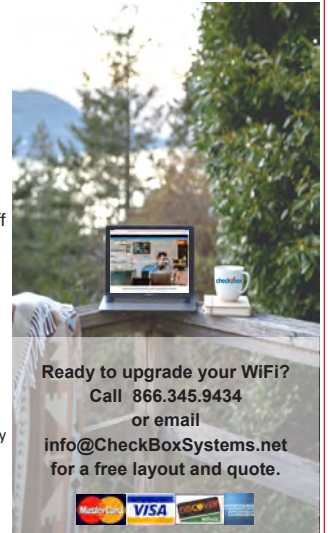
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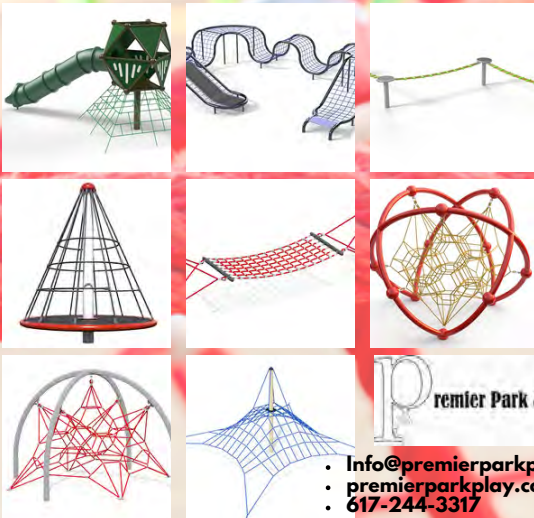


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January 8, 2024

To: Members of the Northeast Campground Association (NCA) Acct.# 500598660
Subject: ASCAP License Fee 2024 Season

As a result of your membership in the Northeast Campground Association (NCA), ASCAP has agreed to continue to provide you with a reduced rate and significant savings for an ASCAP License.

If you have any musical entertainment, you or the performing artist(s) are required to obtain an ASCAP license. We encourage all members of NCA who fall under the requirements of ASCAP to obtain a license.

Enclosed with this notice is the paperwork for you to complete and return along with your check for payment in full covering the calendar year 2024.

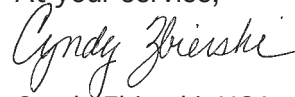
Annual Live & Mechanical Entertainment Costs	Annual License Fee For NCA Licensed Members
\$ 0 - \$ 4,999.99	\$ 402.00
\$ 5,000 - \$12,499.99	\$ 801.50
\$12,500 - \$24,999.99	\$1,262.50

If you are no longer providing musical entertainment or have obtained a license either directly or through another source, NCA needs to have that information in our files.

If you have any questions or concerns, please feel free to contact NCA or Ms. Vernell V. Fleming, Sr. Account Service Manager (615) 727-5922/direct line or at ASCAP (800) 505-4052, P.O. Box 331608-7515, Nashville, TN 37203-9998.

Please send NCA your check and the completed Exhibit A form including the dollar amount of your estimated musical entertainment budget for 2024.

Make your check payable to NCA and mail to:
NCA, 76 Lamb Road, Stafford Springs, CT 06076.

At your service,

Cyndy Zbierski, NCA
Executive Director



January 8, 2024

EXHIBIT A

Date: _____

American Society of Composers Authors and Publishers (ASCAP)
P.O. Box 331608-7515
Nashville, TN 37203-9998



Re: Campground Licensing
Member Authorization of **Northeast Campground Association**
Account # 500598660

Dear ASCAP Licensing Bureau:

_____, a member of the Northeast Campground Association
and an owner or operator of the campground known as

_____ located at _____

having read the License Agreement between ASCAP and the Northeast Campground Association for the period commencing **May 1, 2024** hereby consents and agrees to be licensed under those terms and conditions, to submit the reports and payments described therein to the said association, so that license fees may be paid for the above campground, and to advise you within thirty (30) days if we cease to be a member of said association.

We realize that upon our termination of membership to the Northeast Campground Association, the above campground shall not be entitled to the license fee offered under the association's agreement.

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City, State: _____

Signature: _____

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Title: _____



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* This represents the average of all Jellystone Park™ locations, not including lot-owner parks, membership parks, and new properties joining in 2022.
** Based on their first year of reporting to franchisor Camp Jellystone as published in the 2022 Jellystone Park Franchise Disclosure Document.
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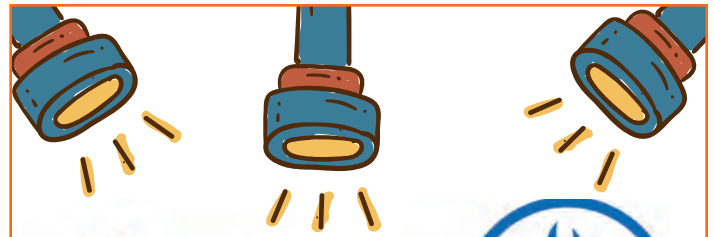


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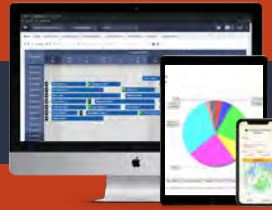
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For All Applicants:

*Applicant will be attending the 2024 Northeast Conference on Camping & Trade Show: ___Yes ___No

List your personal top three most important extra-curricular activities or positions of leadership:

Employment record - (List most recent employer first)

Date (from-to)	Employer	Address (city)	Supervisor
_____	_____	_____	_____
_____	_____	_____	_____

Note: (See item # 2 of Instructions)

On a separate sheet, please describe in 400 words or less your aspirations for a career or career advancement. Make sure to include any important lessons learned by being a part of a campground business as an employee or owner of an NCA campground as they relate to your desire for further education. You should also include current skills that will help you in your future endeavors.

I hereby certify that all statements in this application are true.

APPLICANT'S SIGNATURE _____ DATE _____

Revised 01/24

Submit Application on or before 3/12/24:

NCA SCHOLARSHIP REVIEW COMMITTEE
NCA Scholarship Fund Inc.
76 Lamb Road
Stafford Springs, CT 06076

Or Email All Documents to camp@campnca.com

*Winning Applicant(s) will be notified on or before March 16, 2024.
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