

53rd Annual Northeast Conference
on Camping & Trade Show

March 16 -18, 2017



Radisson Nashua Hotel
Nashua, New Hampshire



**Power
Up
2017**

Get to Know Your Northeast Conference!

POWER UP 2017 Highlights Include:

- WELCOMING ATMOSPHERE** is a priority in planning the Northeast Conference with a special session for first-time attendees.
- COMFORTABLE HOTEL SETTING** all under one roof, free parking, nearby shopping, *Atlantis Spa and Shade Bar & Grill*.
- COMPLETE TRADE SHOW** exhibiting over 75 businesses that provide products and services for campgrounds.
- EDUCATION AND TRAINING** comprised of topic-specific sessions to meet the information and business needs of campgrounds.
- NETWORKING EVENTS** for small, medium and large campground operators to exchange ideas and get excited about 2017.
- FAIR PRICING OPTIONS** from early-bird full registrations to admission at a single event.



HOTEL ACCOMMODATIONS:

Call Radisson Reservations at (800) 967-9033

Radisson \$99/night by mentioning Northeast Conference on Camping
Radisson.com - Nashua, NH Online Code: NCA17

AIRPORTS:

Manchester-Boston Regional (MHT) - Manchester, NH - 22 minute drive
Logan Airport (BOS) - Boston, MA - 46 minute drive



2017 NCA AUCTION - IMMEDIATELY FOLLOWING DINNER ON FRIDAY, MARCH 17TH

Become an important part of the night through your donation of an item to add to the fun. You may deliver your auction donation to the NCA Registration Desk at any time prior to Friday's Auction. Your donations plus those from our supportive Exhibitors create a fun and memorable evening for everyone in the room. All proceeds benefit The Northeast Campground Association and its programs.

For more information please contact: Cyndy Zbierski, NCA Executive Director
76 Lamb Road, Stafford Springs, CT 06076 Phone/Fax: (860) 684-6389
cyndy@campnca.com CampNCA.org/conference

2017 Northeast Conference Program

Power Up Your Business

Thursday - March 16, 2017

9:00 - 11:15 AM **NCA Board Meeting**

Welcome NCA Member Campgrounds

11:30 AM **Around the States Brunch**

THURSDAY SEMINARS

2:00 - 5:45 PM

**CPR/First Aid Training
with AED Instruction**
Pre-Registration Required-\$30

Presented By: Tom Coulter, NRP
American Heart Association

2:00- 2:30 PM

NCA Welcomes You
An important first session for those new
to the Northeast Conference.



2:45 - 3:45 PM

Exit Strategies

Presented By: Jonathan Edwards
Granite Financial Partners, NH

2:45 - 3:45 PM

**Gleanings from the KOA
Survey - Current Trends**

Presented By: Nichole Poisson
Kampgrounds of America, MT

4:00 - 5:00 PM

**Creating a Retail Space
That Sells**

Presented By: Ron Vitkun, CPO
Leisure Systems Inc., OH

4:00 - 5:45 PM

Business Plans 101

Presented By: Mia Caetano Johnson
Northeast Campground Brokers, RI
Jack Day, Norway Savings, ME

6:15 PM **Dinner & A Show
WhatSoEver Too**

Fun and Games Galore with John Hastings
Flat Rock Bridge Campground, ME
Win cash to spend at the NCA Trade Show

*Program as of 1/6/17

Friday, March 17, 201

7:30 - 8:30 AM **An NCA Breakfast
of Champions**

FRIDAY SEMINARS

8:45 - 9:45 AM

**Tree Safety in Your
Neck of the Woods**

Presented By: Warren Oliver
Scirocco Insurance, NJ

8:45 - 9:45 AM

**Make Your Playground
a Safe Place**

Presented By: Doug Knotts,
Certified Playground Safety Inspector
Premier Park & Play, MA

10:00 - 11:00 AM

**The Importance of
Reservation Systems**

Presented By: Scott Anderson
Cruise Inn RV Parks, FL

10:00 - 11:00 AM

Credit Cards: Rates & More

Presented By: Art Lieberman
MCPS for Campgrounds, PA

10:00 - 11:00 AM

**Developing an Intern
Program for Your Park**

Presented By: Ron Vitkun, CPO
Leisure Systems Inc., OH

11:15 - 12:15 PM

WiFi 2007 vs WiFi 2017

Presented By: Jim Ganley
CheckBox Systems LLC, ME

11:15 - 12:15 PM

**Campground FUN:
Special Events and Themes**

Presented By: John Hastings
Flat Rock Bridge Campground, ME

12:30 - 2:00 PM

NCA Awards Luncheon

Keep Your Family and Your
Campground Safe & Secure
**Keynote Session with
Best Selling Author - Robert Siciliano**
Rock Star Security

2:00 - 6:00 PM

NCA TRADE SHOW

4:00 - 6:00 PM

Happy Hour with Exhibitors

6:30 PM **Evening Dinner Buffet**
followed immediately by:

NCA'S ANNUAL AUCTION
with

Auctioneer, David L. Berg

Saturday, March 18, 2017

7:45 - 8:45 AM **Breakfast Buffet**

9:00 - 12:00 PM **NCA Trade Show**

12:15 - 1:15 PM **Northeast Lunch**

SATURDAY SEMINARS

1:30 - 2:30 PM

The Internet of Things

Presented By: Kevin Lloyd
TengoInternet, Inc., TX

1:30 - 2:30 PM

**National Issues:
The ADA, NFPA 1194 and Current
Legislation and Regulatory Overview**

Presented By: Jeff Sims
National Association of
RV Parks & Campgrounds, CO

2:45 - 3:15 PM

NCA Welcomes You

An important gathering for those having
experienced their first NCA Conference

3:30 - 5:00 PM

Power Up Crackerbarrel

A forum for share and learning

Thank you for coming. Now we get to treat
you with s'more great entertainment.

6:00 PM

NCA's Night at the Improv
starring 'Running With Scissors'