

58th Northeast Conference on Camping & Trade Show

WELLSWORTH HOTEL, 14 MECHANIC STREET, SOUTHBRIDGE, MA 01550

Thursday, March 21

7:30 - 9:30 AM **Optional Breakfast Buffet \$**

9 AM NCA Scholarship Fund Board Meeting
LENSDALE ~ IN VISIONS RESTAURANT

10 AM - 12 PM NCA Annual Meeting
MEETING ROOM 1

11 AM A Real Brainstorming & Hands-On Activity
MEETING ROOM 3 An Experiential Learning Event
With the Activities Crew

12:15 - 1:15 PM **Buffet Luncheon**
Sponsored by It's All About Satellites & CampLife

1:30 PM Know Your Customer: Using Your Campground's
MEETING ROOM 2 Data for Marketing & Operations
With Billie McNamara, Loon's Haven, ME

1:30 PM Let's Talk Investments & What is Available
MEETING ROOM 3 *With Dan Sparta, Axial Investments, MA*

2:45 - 3:15 PM **Afternoon Snack Break**
Sponsored by Danielle Windus-Cook Properties, NY

3:30 PM Growing Outdoor Hospitality Professionals
MEETING ROOM 1 *With Ashley Migliaccio, Hidden Acres, CT*

3:30 PM What is This Added Coverage & Do I Need It?
MEETING ROOM 3 *With Martha Wentworth, Allen Insurance*

4:45 PM We Need to Talk:
MEETING ROOM 2 Making Your Business' Value Grow
With Cathy Reinard, DWC Properties, NY

4:45 PM NCA Book Club Event
MEETING ROOM 3 *With Marcia Galvin, Normandy Farms, MA*
Sponsored by Northeast Campground Brokers

6 PM **Dinner Buffet in Visions**
Sponsored by Good Sam Campground Solutions

7:30 PM Come Enjoy Fun & Games & Laughs for Sure!
FOCUS FITNESS CENTER *Provided by The Party People*

Friday, March 22

7:30 - 8:45 AM **Buffet Breakfast**

* All meals will be served in Visions.

*Meeting rooms and times may be slightly adjusted.

All Friday Educational Sessions - Prism Auditorium

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

10 AM Keeping a Campground Safe
With Sgt Megan F. Allen, Foxborough Police Dept.

11 - 11:15 AM **Morning Coffee, Tea & A Snack**
Sponsored by Newbook & Utility Supply Group

11:20 AM Ghost from Summer's Past:
Child Camper Injury Leads to Trial
With Christine Taylor, The Towne Law Firm, NY

12:15 PM - 1:30 PM **Buffet Lunch**
Sponsored by Acrisure & TengolInternet

1 - 6 PM **NCA TRADE SHOW**

6:15 PM **Auction Night Dinner Buffet**
**Included for all Registered Exhibitors!!*

Saturday, March 23

8 - 9 AM NCA Board of Directors' Breakfast
LENSDALE

7 - 9 AM **Breakfast Buffet**
Sponsored by Leavitt Recreation & Hosp. Insurance

9 AM - NOON **NCA TRADE SHOW**

10 - 10:30 AM **Morning Coffee & Tea**
Sponsored by Newbook

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

1 PM MACO Board of Directors Meeting
MEETING ROOM 1

1:30 PM Market Factors & How it Affects Your
MEETING ROOM 3 Campground and RV Park Business
With Mia C. Johnson, Northeast Campground Brokers

2 PM MACO Annual Meeting
MEETING ROOM 1

3 PM Campfire Laughter & Learning Crackerbarrel
MEETING ROOM 3

4 PM Meet In the Lobby ~ Bridge of Faith Youth Center Tour

5 PM NCA Community Event ~ Backpack Stuff-A-Thon @ Hotel

6 PM Celebration Dinner Optional \$

Sunday, March 24 - The hotel's Breakfast Buffet is available for
purchase from 8:30 - 10:30 AM.