

NORTHEAST IN-SITES

THE NEWSLETTER
of the
NORTHEAST CAMPGROUND
ASSOCIATION, INC.
NUMBER 146 FEB. 2026



CELEBRATING
60
Amazing March Events

**BE
MINE**

3 5 9 12 18 24 33

Officers

Conference

Exhibitors

Registration

Around the States

'26 Scholarship

The Arena Awaits

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NCA TO 2030

NETWORK. CONTRIBUTE. ADVANCE TO 2030
A CAMPAIGN OF SUPPORT

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NORTHEAST IN-SITES

Published by the Northeast Campground Association, Inc.

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NORTHEAST CONFERENCE ON CAMPING

**MARCH
18-20, 2026**



Amazing March Events

WEDNESDAY, MARCH 18, 2026

2 PM NCA ANNUAL MEETING

**6 PM NORTHEAST CONFERENCE'S 60TH
ANNIVERSARY CELEBRATION**

THURSDAY, MARCH 19, 2026

EVENTS:

7:30 AM BREAKFAST

9 AM - 12 PM EDUCATION SESSIONS

12:00 PM LUNCH

1:30 - 5:15 PM EDUCATION SESSIONS

5:15 PM APPS & APPS

5:45 PM NCA AUCTION SPEED ROUND #1

6:15 PM DINNER TIME

7:15 PM NCA AUCTION SPEED ROUND #2

FRIDAY, MARCH 20, 2026

**COME FOR
COMPLETE
CONFERENCE
OR JUST FOR
THE DAY!**

7:30 AM BREAKFAST

8:30 AM EDUCATIONAL SESSIONS

9:30 AM - 3:30 PM NCA TRADE SHOW

12:00 PM LUNCH

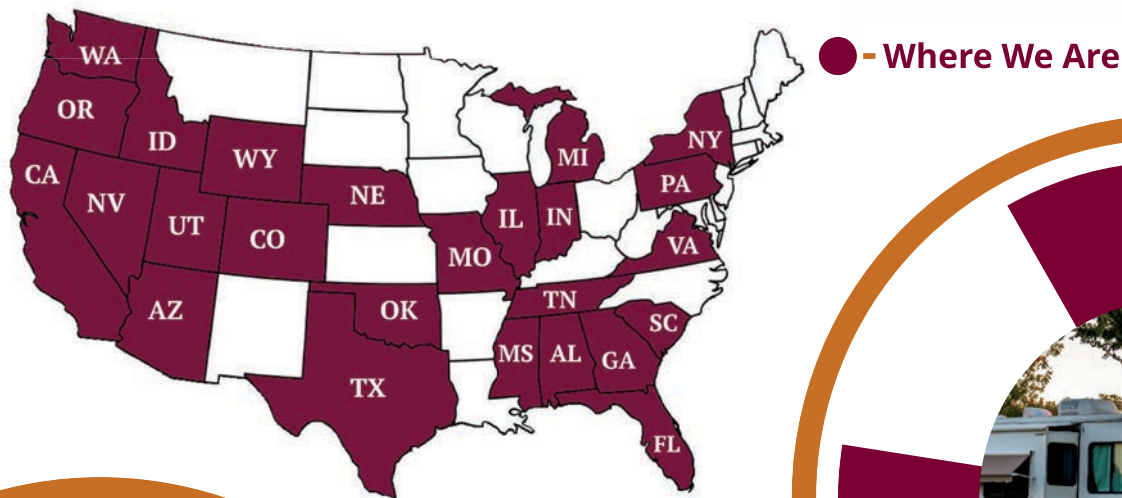
4 - 6 PM CRACKERBARRELS

6:30 PM DINNER

***FULL REGISTRATION JUST \$399 P/P UNTIL 3/10/26!
FIND DAILY PRICING ON PG. 2 OF REGISTRATION.
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NORTHEAST CONFERENCE

EDUCATION SESSIONS

**MARCH
19, 2026
THURS.**

SESSION TOPICS:

- **PASSION WITH A PAYCHECK: BUILDING A CULTURE WHERE WORK FEELS LIKE PLAY**
- **SAFETY BEYOND THE CAMPFIRE: ACCIDENT COVERAGE FOR VOLUNTEERS**
- **APPROACHABLE AI**
- **GETTING TO KNOW THE CREW**
- **THE ART OF COMMUNICATION**
- **ONE HUNDRED WAYS TO IMPROVE THE FINANCIAL STABILITY OF YOUR PARK**
- **MORE TOPICS COMING SOON: LEGAL MATTERS, MANAGEMENT, RECREATION & A+CUSTOMER SERVICE**

**A DAY FILLED WITH
INSPIRING & CURRENT
EDUCATION FOR
CAMPGROUND
OPERATORS & STAFF**

9:00 AM - 5:15 PM

***ALL SESSIONS
INCLUDED IN
REGISTRATION
OR JUST \$25 FOR
ACCESS ON
THURS. 3/19!**



*When other campground insurers say no, Acrisure says **YES!***

- ✓ Inflatables? Yes - when following manufacturer's guidelines.
- ✓ Waterslides? Yes - up to fifteen feet with an attendant.
- ✓ Canoes, Kayaks, Rowboats? Yes - with waivers and required paperwork.



At **Acrisure**, we work hard for you - so you can focus on running your campground. Our personalized program is built to protect your business and help it thrive. What we offer:

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- Dedicated Claims Advocate
- ...and much more!

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NCA TRADE SHOW EXHIBITORS

Registered as of January 27, 2026

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App My Community

Business Finance Depot

CabinPro

CampLife

Campground Brokers of America

Campground Consulting Group

Campspot

Church Mutual Insurance

Cold River Mining

Danielle Windus-Cook Properties

Daniels Equipment

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ResortForward

RV Life

SimplyMedia

Skyware

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Wilcor International

In Celebration of 60 Years

**COMPLIMENTARY PASSES FOR
NCA MEMBERS TO ATTEND THE
NORTHEAST
CONFERENCE'S TRADE SHOW**

***Friday, March 20th
12:30 - 3:30 pm***

**NO PRE-REGISTRATION
REQUIRED!**

**GET YOUR "HELLO MY NAME IS"
BADGE AT THE DOOR
STARTING AT 12:30 PM!**

Thank you Sponsors!

*Interested in highlighting your company or campground during
the Northeast Conference? Contact cyndy@campnca.com
for available sponsorships.*

**LITERATURE DISTRIBUTION FOR 2026
AS OF 1.27.26**

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Gate Code



Web Version



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Staff Tasks



GPS Map Directions



Activities

FEATURES:

- PUSH NOTIFICATIONS
- EVENT CALENDARS
- IN-APP FORMS
- CUSTOM BRANDING



INTEGRATIONS:

- BILL TO SITE
- GATE CODE ACCESS
- GPS MAP DIRECTIONS
- STAFF TASKS

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NORTHEAST CONFERENCE ON CAMPING

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CONFERENCE ON CAMPING
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NCA AUCTION:

*THANK YOU IN ADVANCE FOR YOUR DONATION TO THE
NCA AUCTION AS WE WORK TOGETHER TO RAISE FUNDS
TO ALLOW NCA TO KEEP DUES LOW AND BENEFITS HIGH!*

*GIFT BASKETS, GIFT CARDS , CAMPING PACKAGES
AND MORE APPRECIATED!*

COMMUNITY OUTREACH:

*2026 MARKS THE THIRD YEAR OF WORKING TOGETHER
TO BENEFIT THE BRIDGE OF FAITH YOUTH CENTER IN
SOUTHBRIDGE, MA.*

*FUNDS FOR THE YOUTH CENTER WILL BE RAISED
THROUGH DONATIONS OF \$20 GIFT CARDS AND THE
ONSITE DRAWING.*

**WISH TO DONATE PRIOR TO EVENT? CALL CYNDY (860) 684-6389*

**ALL NEW AS NCA CELEBRATES HOSTING THE
60TH ANNUAL NORTHEAST CONFERENCE!**

**COMPLIMENTARY PASSES
FOR MEMBERS TO ATTEND
THE NCA TRADE SHOW ON FRIDAY,
MARCH 20TH FROM 12:30 - 3:30 PM!
AVAILABLE AT THE DOOR.**

60th Annual Northeast Conference on Camping & Trade Show

Wednesday, March 18 - Friday, March 20, 2026 ~ Wellsworth Hotel, Southbridge, MA

Pre-register and enjoy inclusive member price of \$399 per person thru 3/10/26!

*After 3/10: \$450 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: _____

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

Make your hotel reservations now to get NCA's \$119/night room rate before 2/15/26!

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

Reserve online: www.wellsworthhotel.com ~ click Reserve Now ~ add Group code: TNCOC253

Easy Ways to Pay

☐ **NCA will send a payment link to the email above!**

Charge to:

☐ Master Card ☐ Visa ☐ AmEx ☐ Discover

Total (from other side) \$ _____



Card # _____

Name on Card: _____

Security Code: _____ Expiration: _____

Signature: _____

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.

Three Ways to Register

By Phone: (860) 684-6389

Scan to: cyndy@campnca.com

Mail to: Northeast Campground Association
76 Lamb Road, Stafford Springs, CT 06076



Amazing March Events

NCA Cancellation Policy

Cancellations in writing and postmarked by 2/20/26 will receive a full refund.

Cancellations postmarked prior to 2/27/26 will receive full refund minus \$50

administrative fee. Cancellations postmarked 2/27/26 and after will not receive a refund without a medical certificate.

Northeast Conference on Camping & Trade Show - Full Registration

Regular Registration (postmarked by 3/10/26)	NCA Member <input type="checkbox"/> \$399 x _____	Non-Member <input type="checkbox"/> \$475 x _____
Fast Minute Registration (postmarked 3/11/26 thru event)	<input type="checkbox"/> \$450 x _____	<input type="checkbox"/> \$525 x _____

For all children 4 - 12: Full Registration ☐ \$100.00 x _____ Children Under 4 : No Charge - Order badges for all.

**Full Registration meals: Wednesday Banquet, Thursday's Breakfast to Friday's Dinner, snacks & coffee breaks*

**Breakfast available for purchase at hotel without pre-order on Saturday 3/21/26*

PLEASE CHOOSE: Wednesday Banquet: #_____ Prime Rib / #_____ Chicken Cordon Bleu / #_____ Vegan Ravioli

☐ **I/We will not be staying for Friday Dinner following the NCA Trade Show and Crackerbarrels (*Deduct \$60 per full registration)*

**Friday Dinner Rebate offer valid through 3/10/26.*

Full Registration Total \$ _____

Individual Day Registration - Your Choice of Daily Conference Options

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 10, 2026. **After March 10th please call (860) 684-6389.**

ADDITIONAL ONLY OPTIONS ~ Take advantage of great education & buying opportunities! Cost # of people Total Due

Thursday Seminars ~ no meals ~ coffee break & snacks included \$25 x _____ = _____

Friday Trade Show 9:30 AM to 3:30 PM ~ no meals ~ coffee break included \$25 x _____ = _____

Friday Trade Show Afternoon Only Visit - 12:30 - 3:30pm **Complimentary for NCA Members** (4 per campground) Sticker badge will be provided on site.

INDIVIDUAL DAY REGISTRATION WITH MEALS ~ Choose what works for your schedule!

Wednesday NCA Board Meeting, Plated Dinner & Entertainment \$60 x _____ = _____

Wednesday Banquet: #_____ Prime Rib / #_____ Chicken Cordon Bleu / #_____ Vegan Ravioli

Thursday Breakfast, Seminars, Lunch, Seminars, Appetizers, Auction & Dinner Buffet \$195 x _____ = _____

Thursday AM & PM Seminars, Lunch, Appetizers, Dinner Buffet w/ Auction \$165 x _____ = _____

Thursday AM & PM Seminars, and Lunch \$65 x _____ = _____

Thursday PM Seminars, Appetizers, Dinner Buffet w/ Auction \$110 x _____ = _____

Friday Breakfast, Trade Show, Lunch, Sessions & Dinner \$195 x _____ = _____

Friday Breakfast, Trade Show, Lunch & Sessions \$90 x _____ = _____

Don't see the attendance/meal package that you need?

It would be our pleasure to work with you at your convenience.

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

Individual Day Registration Total: \$ _____

NAMES FOR BADGES (FIRST & LAST)

#1 _____ #2 _____

#3 _____ #4 _____

#5 _____ () #6 _____ ()

Please place child's age in () next to their name.



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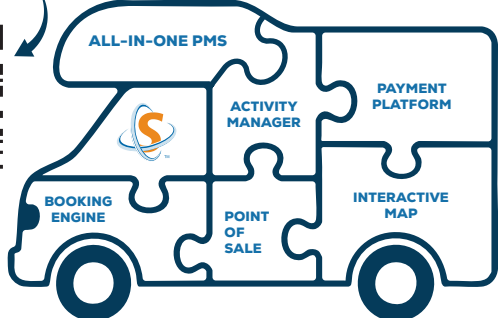

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Affiliate Comment

"Works for us." Jeff. Thornton, NH campground.

"Nice extra monthly income that gets bigger every month." Tom, Salt Lake City Utah campground.



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support



This five year endeavor will support the day-to-day business of NCA, continue to make The Northeast Conference on Camping & Trade Show the best resource for educational opportunities and buying power in the Northeast, and bring NCA campgrounds important added exposure to the camping public.

How can your business participate? Participation is seamless with a simple pledge. What added bonus will your campground have on CampNCA.com in appreciation of the support? And for interested NCA Business Members, what marketing boost will there be on CampNCA.org? Every supporting business will have a special icon showing its participation in *NCA to 2030*. And of course, on the home page of each NCA website all visitors will be alerted to the importance of the added *Thank You* icon. This show of appreciation will continue with each year's pledge payment.

It would be a pleasure to speak with you on *NCA to 2030* or any other NCA question you may have by emailing cyndy@campnca.com or calling (860) 684-6389 at your convenience.

Our business, _____, pledges to support *Network, Contribute, Advance to 2030*. The first contribution of \$126.00 for 2026 is enclosed. (Option: *Pay your entire pledge of support of \$630.00 today and ensure your Thank you icon through 2030.) We understand that the Northeast Campground Association will invoice us for \$126.00 on 11/1/27 11/1/28, 11/1/29, and 11/1/30 making our total commitment of support \$630. Checks may be made payable to NCA and mailed to: NCA, 76 Lamb Road, Stafford Springs, CT 06076. Paying by credit card? Request a payment link or scan this form to cyndy@campnca.com. Your support is appreciated!

___ Check payable to NCA enclosed. Charge to: ___ MasterCard ___ Visa ___ AmEx ___ Discover

Card # _____

Name on Card: _____

Expiration: _____ Security Code: _____

Signature: _____

Billing Address if different from business address on file:

Total \$ _____

Email for credit card receipt: _____

AROUND THE STATES

Connecticut Campground Owners Association
(CCOA) www.campconn.com
Jim Whitney, President/CEO



2025 Annual Highlights

Below are some highlights of our activities and efforts last year. It is by no means a complete list but is an overview of some of our more significant efforts on behalf of our membership in the last twelve months.

Membership - Our 2025 membership remained stable at 47 members. Currently, 94% of Connecticut campgrounds are members.

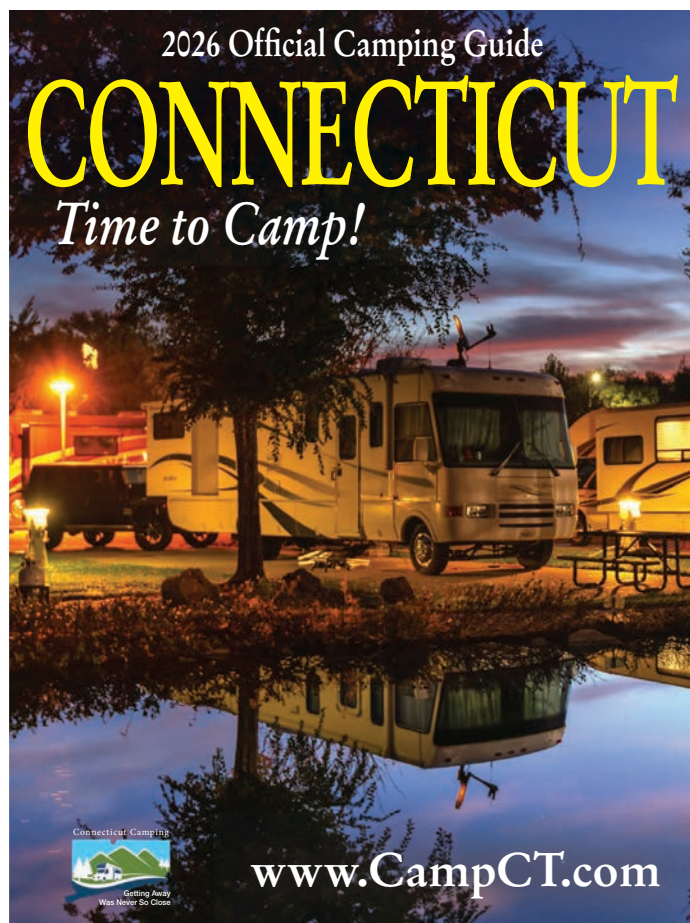
Marketing – Our 2025 campground guide was available for the first time at the Northeast Camping & RV show in Hartford in January 2025. We continue to distribute to the Connecticut Welcome Centers, Eastern Canada, the BIG E, several Triple A offices, multiple RV Dealers & Service Centers and direct mail response.

Legislative - We are extremely pleased to report that our Inherent Risk bill became law. It became effective on October 1, 2025 as Public Act 25-74. The most significant language in this new statute is Section 1 (3)(b) which states that “Each camper shall assume the risk for any injury to their person arising out of the hazards inherent in camping.” This phrase is required to be written into any camper registration material.

Research - The campground industry in Connecticut is a significant economic contributor with almost a quarter of a billion dollars (\$210,700,000) of expenditures annually. An estimated \$86 per person/per day or \$344 per family of four per day is spent in the community. Almost 1,000 direct jobs with \$36.1 million in annual direct wages are a result of these small businesses.

New Membership Category - We recently approved a new membership category as well as potential Board/Officer membership category entitled Industry Advocate. The purpose of this proposal was to take full advantage of the skills, experiences and knowledge of those with a history of involvement and support of the Connecticut Campground Owners Association as well as the camping industry in Connecticut. The goal is to recognize the advantages of the institutional knowledge, connections and commitment to the camping industry that these individuals possess.

Scholarships/Educational Programs – For 2025, we increased our Scholarship Awards to \$1,000 no matter what level undergraduate (4 years) or graduate (2 years).



Maine Campground Owners Association

(MECOA) www.campmaine.com

Kathy Dyer, Executive Director



We hope you enjoyed a wonderful holiday and enjoy the remainder of the winter season – the 2026 camping season will be upon us soon, my how time moves forward! Let's all hope for a great season for our parks and our associations.

MECOA would like to thank all campgrounds and our tourism friends for their continued support and dedication to the state associations and entire camping and tourism industry. Together we will continue to be successful at growing the entire camping industry across the country.

MECOA is looking forward to celebrating the 250th anniversary of America- together we are stronger and louder!

ON THE MECOA CAMP FIRE!

Our 2026 Maine Camping Guide has been printed and is now in full circulation across the US and Canada. We began the show season with the Tampa Florida show wonderfully represented by our friends from NCA, thank you Cyndy and all of the volunteers that continue to contribute to this great benefit to the Northeast State Associations. Our 2026 Camping Guide was printed by Solisco from Canada and we printed 140,000 copies. In addition to the Tampa RV show, MECOA will participate in 6 other RV shows for the 2026 season beginning with the Boston RV show and followed by Hartford Ct, Springfield, New Hampshire, Montreal and our own Maine RV show. We recently upgraded our show booth banners, replaced with 4 new banners with vibrant pictures and colors.

I attended the OHI Conference in November for a week. The conference was well attended though only a few of us from Maine were in attendance. OHI has done away with the "Directory of the Year" Award, however I am pleased to report Maine did receive the Large Directory Award for Excellence in Print Marketing at the COE conference. Branson, Missouri – December 4, 2025 – Donald Bennett, Jr., principal owner of Anderson's Brochure Distribution Service, announced the recipients of the first ever ANDIES AWARDS in a ceremony held during the Campground Owners Expo (COE) in Branson, Missouri on December 3rd. The awards program concept was developed by Don Bennett and his wife Lisa Bennett. The awards are intended to honor excellence in print marketing for businesses and associations operating in the outdoor hospitality industry and tourism industry. Thank you to all involved, Maine is proud to have received this prestigious award!

MECOA continues to monitor and upgrade our CampMaine.com site. We recently completed the following website updates: all the objectives for Speed, Technical SEO, Accessibility & Legal, Security, and UI & UX were accomplished.

The MECOA office along with the marketing committee is brainstorming additional revenue streams for the association. We promise to keep you updated as we progress.

MECOA is planning its annual meeting and trade show for Friday April 10, 2026 at the Norway Savings Bank Arena in conjunction with our 22nd Vacationland RV & Camping Show Saturday April 11 and Sunday April 12, 2026 at the same location. Sponsorship and vendor space for this one day event is filling nicely. We have made this event free to all campground members and have extended invitations to non-members for a small fee. The 22nd Vacationland RV & Camping Show is nearly full. All our bulk RV dealer space is full, 5 major RV dealers attending, and only a few booths remain open at this time. We expect both events to be sold out.

Our Legislative Outlook for 2026

The full Legislature met for the beginning of the Second Regular Session of the 132nd Legislature. It was mostly procedural votes and the caucuses outlining their priorities for the upcoming session. Legislative leaders have made clear that they expect the committees to finalize their work on the many bills that were carried over from the First Regular Session. Those bills are due to be out by the end of January. Newly printed bills are also being scheduled for public hearings as they march towards an April 15th adjournment.

Governor Mills let 52 bills become law without her signature. Seven bills were recalled from her desk by the Legislature and one bill was eventually vetoed by the Governor. LD 15, An Act to Modify the Excise Tax on Camper Trailers, was one of the bills that became law without the Governor's signature. It sets up a scale or method of taxation for the excise tax based on the overall length of the camper trailer. This is in lieu of the tax being based on the manufacturer's suggested retail price and the age of the camper trailer. This rate of tax is adjusted annually for inflation.

The other bill of interest is LD 61, An Act to Regulate Employer Surveillance to Protect Workers. The bill was amended to provide an exemption from audiovisual monitoring restrictions for employers who require audiovisual monitoring in the employee's residence or personal vehicle or on the employee's property for duties of the job. As amended, it also provides an exemption for the use of surveillance in personal care services settings, and requires a written notice for an employer that engages in employer surveillance be given at least once every calendar year; it also removes the private right of action provisions from the bill.

We are watching numerous other carryover bills.

Maryland Association of Campgrounds
(MAC) www.mdcamping.com
Deb Carter, Executive Director



Happy 2026 from your campground friends in Maryland! When I began composing this article, I took a look at the differences in owning/managing a campground in MD compared to other state members of NCA. Naturally, I searched Google for answers, and found it truly interesting that most of us face the same concerns year after year.

The most difficult challenges for many of us include complex local zoning, environmental regulations and permitting processes. We experience somewhat short peak seasons creating seasonal cash flow which has to be managed effectively. Then there's extensive property and maintenance upkeep, while adhering to strict state and county rules for water, sewage, wetlands, etc. We all know the difficulty of hiring and keeping good staff. It appears that many family owned campgrounds are struggling to survive. Then there's the ever challenging, client expectations. A large percentage of our clients have a lot of demands, with very little experience in camping, creating a tough situation.

I've been in this business since 1975. Blessed with a beautiful location and long-time clients, we're up to six generations of campers. I am happy to be in this industry. It's simple for me – I like making money, and I like making people happy. A win-win most of the time!

Which brings me to the fact that with quick calculations, the average MAC member campground has been in business 61 years! One began in 1921 and is one of the "best" in the nation. Others 1952, 1963, 1964, 1965 etc. How does that matter? I believe that it makes a huge difference, especially to our guests. We are proactive in maintaining our property, focusing on ensuring clean facilities, thoughtful touches, clear communication and doing our best to handle concerns with empathy, making our guests feel welcome. This builds loyalty and positive word-of-mouth. We treat our parks as a community.

Wishing you a great year, full of good health, happiness and success!



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Massachusetts Association of Campground Owners
(MACO) www.campmass.com
Cynthia Zbierski, President/CEO



Happy New Year!

Feeling grateful that this past weekend's snowstorm came on non-camping show days. With 20+ new inches of snow out my window, looking forward to move in for the Hartford RV Show in a few days to visit with members: Mt. Greylock, Sutton Falls, Village Green, Peaceful Pines, Berry's Grove, Bonnie Brae and Circle CG.

A few weeks ago we started the show season in Boston with four slow days of traffic - perhaps due to football games and scary forecasts. During this show MACO hand delivered a little over 600 guides to attendees and said hello to Sandy Pond, Circle CG, Peaceful Pines, Berry's Grove and Lake Dean along with many interested Massachusetts campers.

With 60,000 guides now printed and shipped, MACO is excited to work our successful distribution plan. The MassPike Service Plazas will continue to be leased by McDonald's through mid-2027 allowing that partnership to thrive.

MACO Committee Work

In December, members of the MACO Bylaws Committee met to have an annual review of the association documents. These suggested edits have been approved by the Board and will go to the entire membership prior to MACO's March 20th Annual Meeting for a vote.

During that day in Southbridge, the MACO Legislative Committee worked together with the majority of the conversation centering on the process of working to present a Inherent Risk Bill in Massachusetts. Co-Chairs are Marcia Galvin, Normandy Farms and Brian Saunders, Pinewood Lodge. Work has begun to find sponsors within the MA Senate and House and OHI will be assisting MACO along the way. This will be a grassroots campaign and with the help of our members and industry partners we hope to have a bill presented in January 2027. Interested in working on this committee? Please contact MACO at (860) 684-6389.

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Boston Outdoor Show Canceled

Due to unforeseen circumstances, the Boston Outdoor Show will not take place on March 28 & 29, 2026.

THE NCA BOOTH
HOPES THE SHOW WILL RETURN IN 2027

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



Greetings from New York! While campgrounds across the Northeast enjoy a quieter season, the team at CONY has been working hard preparing for a busy and exciting year ahead.

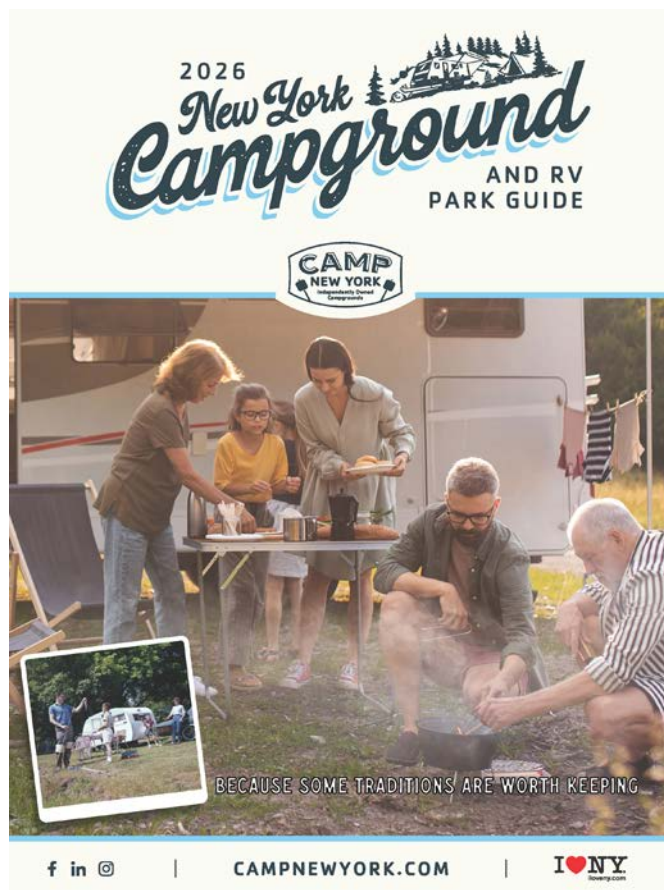
Our 2026 Campground & RV Park Guide is officially out and already being distributed at dozens of travel and RV shows, visitor centers, and brochure distribution points. This year's guide proudly embraces a theme of nostalgia, paired with our 2026 distribution campaign tagline: "Because some traditions are worth keeping, and the best ones start outdoors." We're thrilled to share this message with campers and highlight the lifetime of memories our members help create every year.

Behind the scenes, we're also deep into planning a full calendar of virtual and in-person events for 2026. One major highlight on the horizon is CONY's role as host of the NCA Great Escape this fall - more details coming soon!

Membership growth and support remain at the heart of our work. We're excited to welcome new members in these last couple of months, and we continue developing new resources and programs, including our recently launched mentorship program and a marketing e-book designed to help campgrounds strengthen their outreach and visibility in the off-season.

On the advocacy front, CONY is gearing up for the 2026 legislative season and closely monitoring Governor Hochul's budget proposal, with a focus on issues impacting campgrounds and small businesses across New York. We were pleased to partner with our state and national association colleagues in support of the bi-partisan Credit Card Competition Act, and we are actively educating members about upcoming compliance deadlines for New York's Secure Choice Savings Program.

Winter may be the off-season for camping, but at CONY, it's full speed ahead. We're looking forward to another strong year supporting campgrounds and RV parks across the state!



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Tim Dougan



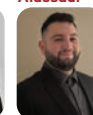
President of RV & Campground Brokerage

Cathy Reinard



National Director of RV Park Resale & Franchise Specialist

Ahmad Alassadi



Senior Investment Advisor

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



The 2026 New Hampshire Camping Guide is printed and being delivered to our distribution points throughout New England and parts of Canada. The association printed 150,000 copies this year and expect we will see the normal supply and demand of previous years.

The following is an overview of the distribution used.

- White Mountain Attractions – Distributes for us at the 12 Welcome Centers in New Hampshire and ensures that all of the centers are stocked throughout the season. Over 36,000 have been delivered to them this year.
- CTM – We contract with them for locations throughout NH, Metro Boston Area, through their Northern New England AAA program and their Interstate 87 in New York program.
- New England Tourism Center Canada – Guides are available at 9 Travel shows and other information outlets in Canada. Ad also included in East Coast Traveler Publication – 60,000 publications printed
- Anderson's Brochure Distribution – Various Camping and Recreational Vehicle Shows
- Getaways on Display (PA & NJ)
- Pennsylvania on Display, PA Turnpike Plazas
- Brochure Unlimited - Albany/Schenectady (NY)
- North Country Brochure Distribution - New York Interstate 90 East (Schenectady to Syracuse), Vermont Interstate 89 (St. Albans South to White River Junction) Montreal and Quebec City / Quebec Regions
- New England RV Dealerships
- New Hampshire Chambers of Commerce
- Office mailings

Planned Upcoming Show Schedule

- NYS RV Show, NY
- 2026 Progressive® NCRVDA Charlotte RV Show, NC
- Northeast RV & Camping Show, CT
- Springfield RV & Camping Show, MA
- Montreal RV Show, QC
- New Hampshire Camping & Recreational Vehicle Show, NH
- Vacationland RV & Camping Show, ME

New Hampshire Camping & Recreational Vehicle Show

This year marks the association's 51st show. It will once again take place at the Hampshire Dome in Milford, NH from March 13-15. The show is sold out with an extensive list of vendors. We are looking forward to the show and keeping our fingers crossed for another successful event.



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"We are very happy with the training and support we receive from Jellystone Park. The brand's activities and recreation programs are key to our guest experience and to our success. Our retail sales are up 50% and seeing our guests' faces light up when the characters are out is priceless."

— Sean Vidrine, owner of five Jellystone Park locations

Great territories are currently open throughout the NCA region.

JellystoneFranchise.com

Steve Stafford, Director of Franchise Sales
817.648.1174
SStafford1@campjellystone.com

*Based on gross revenues in years 2-7 as outlined in the Camp Jellystone 2024 Franchise Disclosure Document Item 19.
NOTE: This is not an offer to sell a franchise. Offers can only be made after prospect has received the Franchise Disclosure Document. The percentages noted above represent increases for the system as a whole, variations among locations will occur.



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Northeast Campground Association Scholarship 2026 Application

*One of seven individual accounts held by
The Northeast Campground Association Scholarship Fund, Inc.
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The Northeast Campground Association Scholarship is available to a student attending an institution of higher education or an adult learner attending an educational opportunity. A minimum of one scholarship of **\$250.00** will be awarded during the Northeast Conference on Camping in March 2026. Additional scholarships of varying amounts may be awarded.

ELIGIBILITY

1. Applicant must be a family member or a current employee of an NCA member in good standing.
2. Grade point average must be at least 3.0 if current high school or college student.
3. The award of this scholarship is not based on financial need. Campground owner may be contacted for verification.

USE OF SCHOLARSHIP

1. May be used at any accredited college, university, or trade school. Funds may be used toward attendance at the 2026 Northeast Conference on Camping for a person (1) meeting Eligibility Requirement #1 and (2) that did not previously attend the event.
2. The scholarship may be used to defray tuition, books, room and board for students or registration fees for Conference applicants.
3. The check will be made out in the name of the student or Conference attendee.
4. This scholarship is provided for one-time use only. No continued scholarship support for the student is stated or implied.
5. The winner may reapply for subsequent scholarship monies. Preference may be given to first time applicants.

SELECTION GUIDELINES

1. Academic and employment record along with extra curricular activities and leadership roles.
2. Applicant's stated desire for a career or career advancement to include important lessons learned by being a part of a campground business as an employee or owner of an NCA campground.

INSTRUCTIONS

Application must be received by **March 6, 2026** and include the following:

1. Completed application.
2. A hand-written or typed statement of not more than 400 words describing your career goals, important lessons learned as described in Selection Guidelines and the reasons you are deserving of this scholarship.
3. All materials submitted will be held in strict confidence by the committee and become the property of the Northeast Campground Association's Scholarship records. The decision of the NCA Scholarship Review Committee is final.

TO BE COMPLETED BY APPLICANT:

Name: _____
First Middle Last

Address: _____

Phone Number of Applicant: _____ E-mail: _____

NCA Member Campground & State: _____

For High School/College Applicants Only:

Name of High School _____

School Address _____

Year of Graduation _____

Cumulative Grade Point Average _____

College/University/Trade School attending in 2026 - 2027 _____

Address _____

Anticipated Year of Graduation _____ Planned Major _____

For All Applicants:

*Applicant will be attending the 2026 Northeast Conference on Camping & Trade Show: ____Yes ____No

List your top three most important personal 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 01/26

Submit Application on or before 3/6/26:

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 10, 2026.
Scholarship(s) to be awarded at Northeast Conference on March 18, 2026 in Southbridge, MA.*

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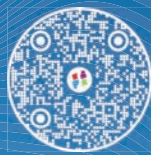
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The Arena Awaits: Theodore Roosevelt's Grit Applied to Outdoor Hospitality

A Perspective for 2026

by Larry Brownfield
Assistant Vice President Franchise Development
Kampgrounds of America

Each day, we step into our own arena—overseeing campgrounds, managing glamping resorts, curating unforgettable experiences, adapting to technology and guest demands that were unthinkable just a decade ago. We strive for excellence in unpredictable landscapes, balancing stewardship of the land with the comforts our guests expect. This challenge recalls one of the most stirring calls to courage and conviction: Theodore Roosevelt's "Man in the Arena" quote.

"It is not the critic who counts; not the man who points out how the strong man stumbles, or where the doer of deeds could have done them better. The credit belongs to the man who is actually in the arena, whose face is marred by dust and sweat and blood... who errs, who comes short again and again... who spends himself in a worthy cause; who at the best knows in the end the triumph of high achievement, and who at the worst, if he fails, at least fails while daring greatly..."

Roosevelt's words, uttered more than a century ago, are tailor-made for today's outdoor hospitality professionals. Here's how his timeless wisdom can guide us through both challenge and triumph providing a perspective for 2026.

1. The Arena is Unpredictable – and That's Its Gift

Managing an outdoor hospitality business is inherently risky. Weather can change plans in an instant. Supply chains lag, labor ebbs and flows, and guests' expectations keep rising. You will trip; mistakes will happen. But as Roosevelt notes, "the credit belongs to the man who is actually in the arena." Every setback is proof that you're not sitting on the sidelines—you're actively shaping the guest experience and the future of your campground.

Actionable Takeaway: Normalize setbacks in your team culture. Debrief openly after a logistical hiccup or a tough guest complaint. Frame every stumble as proof of engagement, innovation, and boldness—not just a problem to be solved.

2. Ignore the Armchair Critics

As outdoor hospitality operators, we weather armchair criticism from all quarters: a negative online review,

a competitor passing judgment, even the doubting voice in our own heads. Roosevelt saw such critics as secondary to those who get their hands dirty. Social media can amplify fault-finding and negativity, but it should never drown out the applause for effort and innovation.

Actionable Takeaway: Actively collect feedback from those who matter: your guests and your frontline staff. Constructive criticism from insiders will always be more valuable than outside noise. Respond gracefully (and briefly) to public complaints, then double down on the mission that keeps you in the arena.

3. Daring Greatly – The Lifeblood of Progress

Launching a new recreation offering. Adding sites or cabins. Transitioning to solar power. Marketing in a new language. Every leap forward in outdoor hospitality comes from someone daring to try. Sure, not every idea will land—but standing still is the only true failure. Roosevelt's "daring greatly" is just as much in the small, daily acts of courage as the big, headline-making ones.

Actionable Takeaway: Foster a culture of innovation with small pilot projects: Test a new activity or amenity for a weekend, or trial a revised check-in procedure. Celebrate both the attempts and the outcomes, learning from the process at every step.

4. Triumphs Are Earned, Not Bestowed

A five-star review after a rainy weekend. A team member returning for a fourth summer. A rapidly growing calendar of return guests. These triumphs are earned through the sweat, the early mornings, the endless trail of paperwork, and the heart you pour into the work—not by fortune. Roosevelt reminds us that only those in the thick of the action will know "the triumph of high achievement."

Actionable Takeaway: Make time for gratitude. At season's end, tally up your wins—large and small—with your whole team. Recognize volunteer efforts, creative solutions, and guest stories that made the season unforgettable.

5. If You Fail, Fail While Daring Greatly

No one sets out to stumble. But the boldness metrics—the ones outdoor hospitality depends on—risk failure by their very nature: launching new programs, partnering with outside organizations, reimagining your grounds. Roosevelt's central promise is that honest effort is never wasted, even if the outcome is not what you'd hoped.

CONTINUED ON PAGE 38

Ready to plan for a fun get-a-way in 2026?

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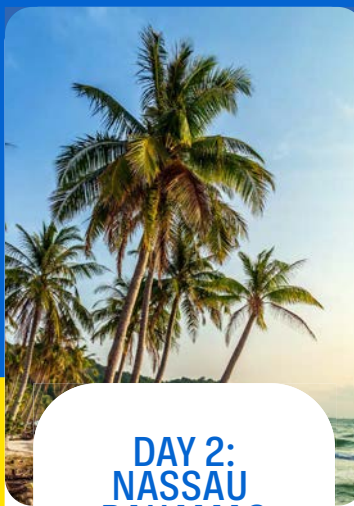
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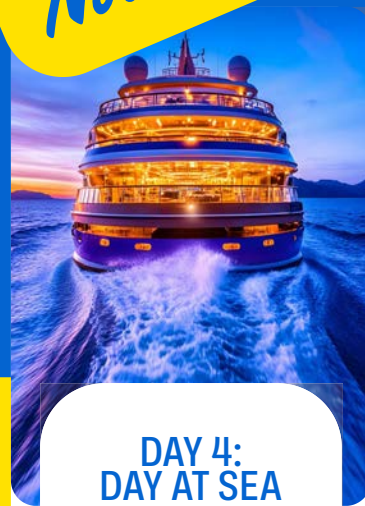


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GOLDBERGSEGALLA LEGAL SERVICES PLAN

OUTDOOR HOSPITALITY: A Benefit for NCA Members

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THE HOW:

This **Legal Services Plan** provides a legal hotline and discount legal services to active NCA members.

How do you get it? Stay a current member.



THE WHAT:

Legal Hotline: Once annually you can email ctaylor@goldbergsegalla.com to get a consultation about your legal issue – free of charge.

Discount: Need more than that? You get a discount of 15% off the normal rates.

THE WHO:



Christine Taylor, Partner

Now a member of a nationally regarded firm, Christine is a recognized leader providing legal services in the outdoor hospitality industry.

Example Services:

- › **Real Estate Matters** – buying, selling, refinancing
- › **Employment Related** – offer letters, employee handbooks, employee training
- › **Paperwork** – seasonal licenses, waivers and releases
- › **Litigation** – defense for lawsuits like slip and falls and former employee suits
- › **Liquor Licenses** – applications for stores and restaurants
- › **Consultation** – audited by the DOL? Going to sign with a new vendor? DEC issue?
- › **Workers' Compensation** – strong defense when you need it

THINGS TO KNOW

This is not covered by insurance. Participating members are wholly responsible for payment of legal fees and expenses. This Plan provides specified services at reduced rates to NCA members.

Reach out. We will respond to the best of our ability. We will be upfront about whether or not this is something you would need actual legal representation for. Email at ctaylor@goldbergsegalla.com or call at 518-935-4260.

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Your Arena, Your Legacy

The wider world is rediscovering the irreplaceable value of outdoor experiences. There is no playbook, no final answer—just the resilience and resolve of those willing to step up, shape the future, and yes, sometimes get a little muddy.

As you gear up for the next wave of campers, glampers, adventurers, and nature lovers, recall Roosevelt’s conviction. Step, with your team, into the arena—eyes up, heart open, ready for whatever comes next. The future of outdoor hospitality is written, line by line, by those daring enough to write it.

We salute you—all who enter the arena. Thanks for inspiring us with your dust, your sweat, your stories, and your spirit.

See you out there!



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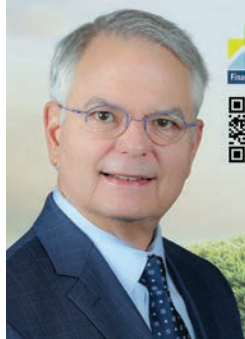
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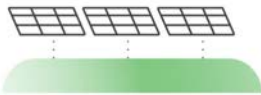
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**Campground Consulting Group and Nadi Group
Partner to Support the Next Generation of RV
Parks, Campgrounds, and Glamping Resorts
Across North America**

Concord, NH / Toronto, ON — January 5, 2026

Nadi Group, a North American leader in architecture, urban design, and land planning, has entered into a strategic collaboration with Campground Consulting Group (CCG), a U.S.-based advisory firm known for its expertise in market analysis, feasibility studies, financial modeling, and operations within the RV park, campground, and glamping resort sectors.

Together, the two firms bring highly complementary strengths to the outdoor hospitality market. Nadi Group contributes more than 50 years of interdisciplinary design and planning experience, while CCG brings deep market insight, financial strategy, and hands-on operational knowledge. The result is a unified, high-performance service offering for campground owners, operators, and developers throughout the United States and Canada.

A Seamless Approach for a Growing Industry

Demand for RV parks, campgrounds, and outdoor hospitality destinations continues to rise, driven by evolving travel preferences, lifestyle shifts, and increasing investor interest. Through this collaboration, CCG and Nadi Group offer clients a clear, integrated pathway—from early feasibility and financial analysis through master planning and project realization—for both new developments and expansions of existing properties.

Under the partnership:

- Campground Consulting Group will lead market analysis, feasibility studies, business case development, financial modeling, and client-facing business development.
- Nadi Group will lead site analysis, master planning, architectural design, landscape architecture, and all related licensed professional services.

Clear Structure Across U.S. and Canadian Markets

United States:

Campground Consulting Group will serve as the prime contractor, offering the combined services of both firms. Nadi Group will provide professional design and land planning services.

Canada:

Nadi Group will act as the prime contractor, with Campground Consulting Group contributing market, feasibility, financial, and operational expertise.

Shaping the Future of Outdoor Hospitality

“This collaboration allows us to pair our design-led approach with CCG’s industry-leading market intelligence and operational experience,” said Emeka Nnadi, CEO of Nadi Group.

“By joining forces with Nadi Group, we’re connecting market insight with outstanding design to help clients go from dirt to done,” said Jayne Cohen, CEO and Founder of Campground Consulting Group.



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