

# 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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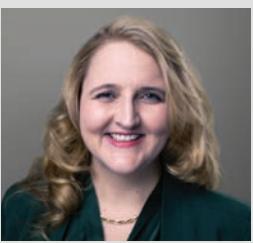


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Christine Taylor is a partner at Goldberg Segalla, a national civil litigation law firm with extensive experience representing owners, operators, franchisors and franchisees of outdoor hospitality operations, hotels and resorts of all sizes, as well as indoor and outdoor sports and entertainment facilities.

  
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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



**WEDNESDAY, MARCH 18, 2026**

**2 PM NCA ANNUAL MEETING  
6 PM NORTHEAST CONFERENCE'S 60TH ANNIVERSARY CELEBRATION**

**THURSDAY, MARCH 19, 2026**

## EVENTS:

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

**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**

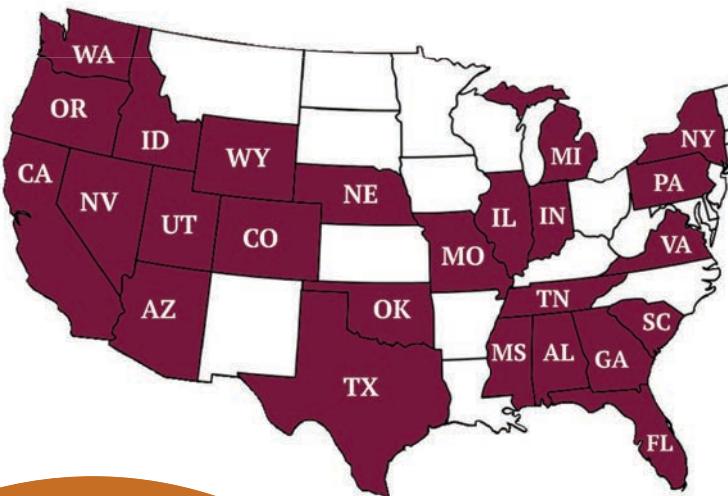
**FRIDAY, MARCH 20, 2026**

**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!  
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QUESTIONS OR READY TO REGISTER? (860) 684-6389**

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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!**



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## **NCA TRADE SHOW EXHIBITORS Registered as of January 27, 2026**

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CabinPro  
CampLife  
**Campground Brokers of America**  
Campground Consulting Group  
Campspot  
Church Mutual Insurance  
Cold River Mining  
Danielle Windus-Cook Properties  
Daniels Equipment  
GCI Outdoors  
Goldberg Segalla  
Good Sam Campground Solutions  
Kampgrounds of America, Inc.  
Lancaster Log Cabins

Leavitt Recreation & Hospitality Insurance  
MCPS Credit Cards  
M.E. O'Brien & Sons  
Newport Pacific Property Management  
Northeast Campground Brokers  
Norway Savings Bank  
Party People  
Phelps Honey Wagon  
Premier Park & Play  
R2M2 Software  
RadioBoss 2-Way Radios  
ResortForward  
RV Life  
SimplyMedia  
Skyware  
Stag Hollow Mining  
**Storable Newbook**  
Strait Web Solutions  
Taylor New England  
UCO Gear  
**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](mailto:cyndy@campnca.com) for available sponsorships.*

**LITERATURE DISTRIBUTION FOR 2026  
AS OF 1.27.26**

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- IN-APP FORMS
- CUSTOM BRANDING



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# NORTHEAST CONFERENCE ON CAMPING

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(508) 765-8000**  
**\*MENTION NORTHEAST  
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\$119/NIGHT UNTIL 2/15/26**

**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  
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**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.**

60<sup>th</sup> 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](mailto: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.wellsouthhotel.com](http://www.wellsouthhotel.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: \_\_\_\_\_

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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](mailto:cyndy@campnca.com)

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

**CELEBRATING**

**60**

**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

\$399 x \_\_\_\_\_

Non-Member

\$475 x \_\_\_\_\_

Last Minute Registration (postmarked 3/11/26 thru event)

\$450 x \_\_\_\_\_

\$525 x \_\_\_\_\_

or 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.**

**ADGE ONLY OPTIONS ~ Take advantage of great education & buying opportunities!**

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.

**NDIVIDUAL 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.

360) 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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"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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# SFC

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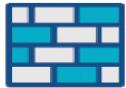
**CAMPGROUNDS**



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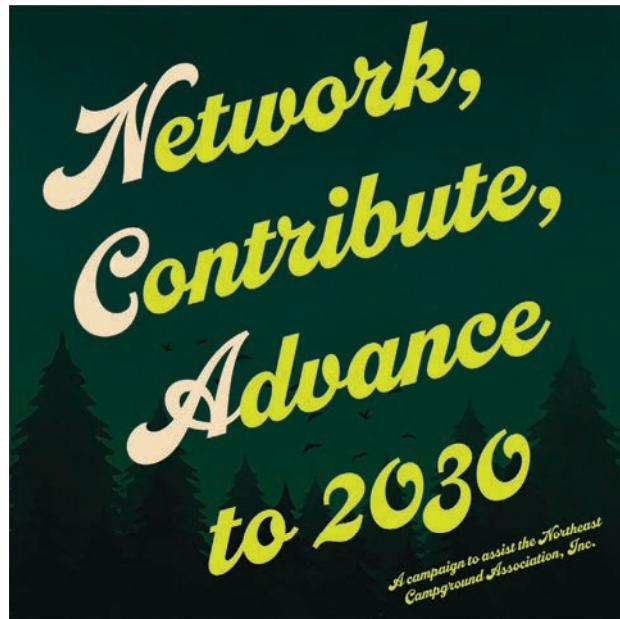
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# Announcing 2026 - 2030 campaign of support



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](mailto: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](mailto:cyndy@campnca.com). Your support is appreciated!

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

Card # \_\_\_\_\_

Name on Card: \_\_\_\_\_

Expiration: \_\_\_\_\_

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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](http://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).

2026 Official Camping Guide  
**CONNECTICUT**  
*Time to Camp!*

[www.CampCT.com](http://www.CampCT.com)

## Maine Campground Owners Association

(MECOA) [www.campmaine.com](http://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](http://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!

DANIELLE WINDUS-COOK  
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This is an investment in your future."*

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and we've got your back.**



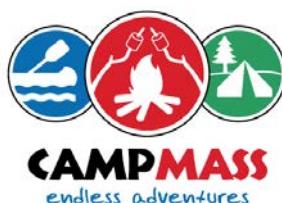
Only a handful of suppliers who served the campground industry during its infancy in the early 1980s are still around today, supporting the Northeast Campground Association and parks like yours under uninterrupted ownership and management. The industry has changed, and most parks have changed hands over the years, but Pelland Advertising has evolved with the times to meet your needs. We introduced the four-color brochure and rack card to the industry, we were the first company to show campgrounds the way to promote their businesses online, and we were the first to exclusively build websites using the mobile responsive framework. We have consistently guided our clients toward the marketing techniques that have stood the test of time, while helping them to avoid the distractions of gimmicks and shiny objects that have come and gone. We have strived to be the best at what we do and to continue to earn your trust.

**Professionalism, imagination and reliability still count.**

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## Massachusetts Association of Campground Owners

(MACO) [www.campmass.com](http://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.

### *New for 2026 - Get your MACO Swag*

For just \$35 including shipping to MA enjoy a 1/4 zip, light-weight true royal heather pullover. Show off that CampMass logo this year! Email [info@campmass.com](mailto:info@campmass.com) for details.

**With a 7 day  
Facebook Holiday  
Giveaway, MACO  
treated a family to  
Disney on Ice!  
\*Not Ice Capades :)**



**MACO members *save the date***

**for your Annual Meeing!**

Friday, March 20th at 4 pm  
Wellsworth Hotel, Southbridge, MA

# Thank you!

The Coastal Acres Campground team  
made the Tampa SuperShow a success!



NCA Appreciates You!  
**Anna, Rob, Deb, Lucy,  
Shirley & Mark**

# Boston Outdoor Show Canceled

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

**THE NCA BOOTH**  
HOPE THE SHOW WILL RETURN IN 2027

**Campground Owners of New York**  
(CONY) [www.campnewyork.com](http://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.

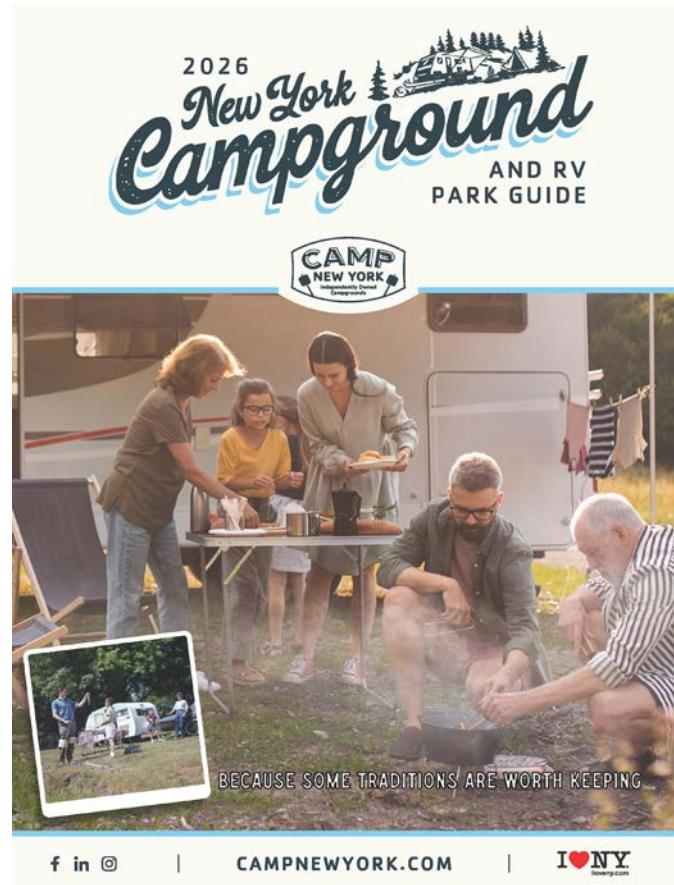
Our 2026 Campground & RV Park Guide is officially out and already being distributed at dozens of travel and RV shows, visitor centers, and brochure distribution points. This year's guide proudly embraces a theme of nostalgia, paired with our 2026 distribution campaign tagline: "Because some traditions 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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- Discrete and confidential process
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- Cathy Reinard is the exclusive listing agent for KOA's Own a KOA Program

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](http://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.

The advertisement features a cartoon dog character in a blue shirt and green tie. The text reads: "The Jellystone Park™ Brand has Generated Record Revenues 17 of the Past 18 Years!" Below the main text are three bullet points with icons:

- Campgrounds that joined the Jellystone Park system averaged 27% annual revenue growth\*
- The average Jellystone Park location earned 35% of its revenue from ancillary sources such as food, merchandise, and paid activity fees in 2024
- Jellystone Park has been named one of the nation's best franchise brands by Entrepreneur magazine, Franchise Times, and Franchise Business Review

Three small images show children playing on a playground, a child with a mascot, and a child playing mini-golf.

"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

The advertisement features a red speech bubble with the text: "Great territories are currently open throughout the NCA region." To the right, the Jellystone Franchise logo is shown with the text: "JellystoneFranchise.com", "Steve Stafford, Director of Franchise Sales", "817.648.1174", and "SStafford1@campjellystone.com".

Learn More!

The advertisement features a background image of a forest. The text reads: "CAMPSPOT" and "TURN DATA INTO DECISIONS". Below this, a green box states: "Campground management software + AI-driven occupancy predictions and pricing recommendations help campgrounds maximize revenue." A green button says "Request a Demo". At the bottom, there is a bar chart with green and yellow bars.



# Northeast Campground Association Scholarship 2026 Application

*One of seven individual accounts held by  
The Northeast Campground Association Scholarship Fund, Inc.  
~ A 501 (c) 3 Non-Profit Organization*

**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

---

---

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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

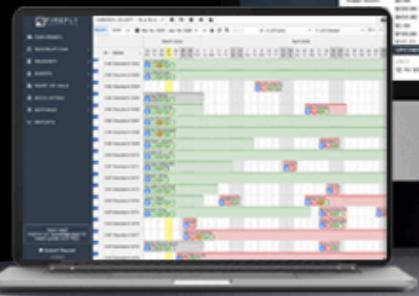
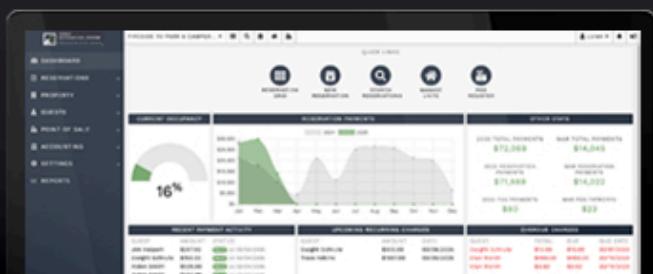
*Winning Applicant(s) will be notified on or before March 10, 2026.  
Scholarship(s) to be awarded at Northeast Conference on March 18, 2026 in Southbridge, MA.*



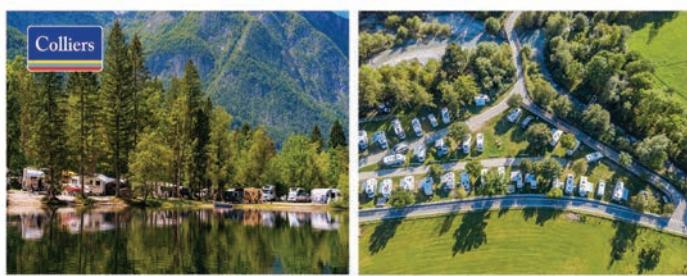
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For Campgrounds



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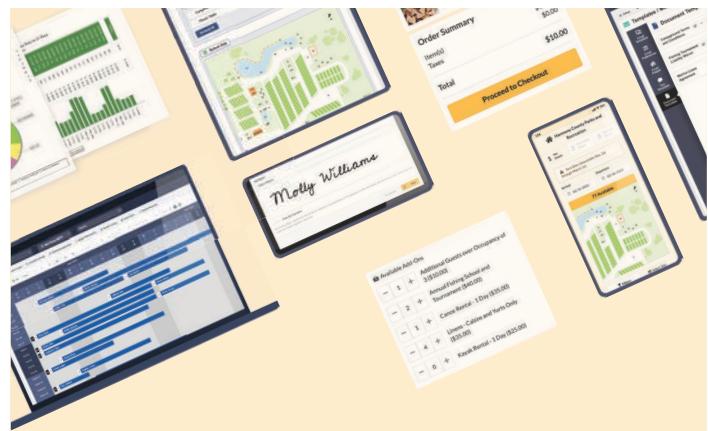
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[jday@norwaysavingsbank.com](mailto:jday@norwaysavingsbank.com)

Maine Campground Owner's Association (MECOA)

New Hampshire Campground Owner's Association (NHCOA)

Vermont Campground Association (VCA)

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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.

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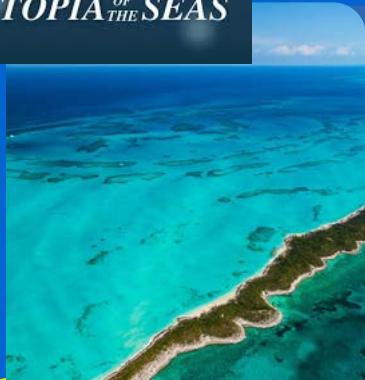
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Actionable Takeaway: Run a transparent “lessons learned” process for every season or major initiative. What went wrong? What would you try differently? Document much as you celebrate: the legacy you leave is built on both wins and stumbles.

### 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.**

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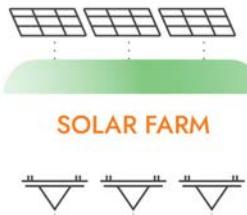
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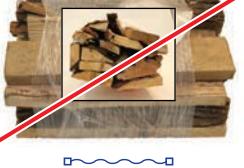
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Concord, NH / Toronto, ON — January 5, 2026

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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