

NORTHEAST IN-SITES

THE NEWSLETTER
of the
NORTHEAST CAMPGROUND
ASSOCIATION, INC.
NUMBER 142 FEB 2025



WE ARE MEMORY MAKERS
CREATING EXPERIENCES

MARCH 19 - 21, 2025
WELLSWORTH HOTEL
SOUTHBRIDGE, MASSACHUSETTS

LOOK INSIDE TO FIND:

**THE MOST UP-TO-DATE INFORMATION ON THE NORTHEAST
CONFERENCE INCLUDING THE NCA TRADE SHOW**

2025 NCA SCHOLARSHIP APPLICATION

**ARTICLES FROM CCOA, MECOA, MAC, MACO,
CONY & NEHACA**

**INFORMATION ON NCA BUSINESS MEMBERS
IN ONE CONVENIENT PLACE**



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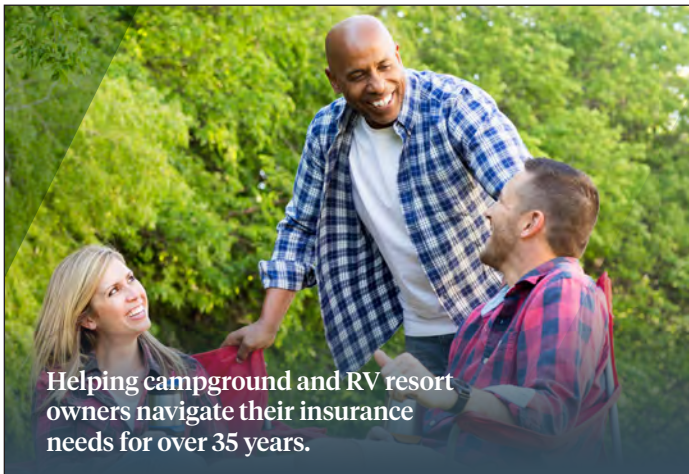
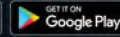
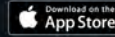


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NORTHEAST IN-SITES

Published by the Northeast Campground Association, Inc.

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EXECUTIVE DIRECTOR	NORTHEAST CAMPGROUND ASSOCIATION Cyndy Zbierski 76 Lamb Road Stafford Springs, CT 06076 (860) 684-6389 cyndy@campnca.com www.campnca.org

STATE REPRESENTATIVES

CONNECTICUT	Ashley Cary Hidden Acres Family Campground 47 River Road, Preston, CT 06365 (860) 887-9633 info@hiddenacrescamp.com
MAINE	Kitty Winship , See NCA Treasurer
MARYLAND	Michael Irons , See NCA Past President
MASSACHUSETTS	Marcia Galvin , See NCA President
NEW HAMPSHIRE	Frank DeMasi , See NCA 2nd Vice President
NEW YORK	Louise Hartshorn , Lebanon Reservoir Campground, NY
VERMONT	Ken Manning , See NCA 1st Vice President
AT LARGE	Edwin Risdon Harmony Ridge Campground 23 Risdon Drive, Branchville, NJ 07826 (973) 948-4941 harmonyridgescamping@gmail.com

STATE EXECUTIVE DIRECTORS

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Emily Simmons , President & CEO 100 Saratoga Village Boulevard Malta, NY 12020 (800) 497-2669 info@campnewyork.com www.campnewyork.com	
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Jim Whitney , President & CEO P.O. Box 1286 Waterbury, CT 06721-1286 (203) 525-5644 jwhitney@campconn.com www.campconn.com	
MAINE CAMPGROUND OWNERS ASSOCIATION	MECOA
Kathy Dyer , Executive Director 229 Center Street, Unit 5 Auburn, ME 04210 (207) 782-5874 Fax (207) 782-4497 kathy@campmaine.com www.campmaine.com	
MARYLAND ASSOCIATION OF CAMPGROUNDS	MAC
Deborah Carter , Executive Director P.O. Box 28 Earleville, MD 21919 (410) 275-2108 Fax (410) 275-8309 info@mdcamping.com www.mdcamping.com	
MASSACHUSETTS ASSOC. OF CAMPGROUND OWNERS	MACO
Cynthia Zbierski , President P.O. Box 308 Monson, MA 01057 (860) 684-6389 info@campmass.com www.campmass.com	
NEW HAMPSHIRE CAMPGROUND OWNERS ASSOCIATION	NeHaCa
Jeremy Sprince , Executive Director 1545 Dover Road Epsom, NH 03234 (603) 736-5540 Fax (603) 736-5544 info@ucampnh.com www.NHlovescampers.com	
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From the NCA President's Pencil...

Who's Your Community?

When I was seven, our campground opened, and little did I know then how crucial that campground community would become in my life. As I grew older, most of my friendships were formed there, and many of them were often deeper and more meaningful than those I had in school. That's when my sense of community truly began.

Recently, I had the privilege of spending a few days with a group of peers who have become some of my closest friends. The OHI Past Chair meeting, established 14 years ago by Chairman DL Berg, brings together a group of like-minded individuals for a day of strategic thinking, guided by the national association. The years represented in this group stretch back to the NCOA and The Great Insurance Crisis of the 1980s. The members of this community, including the OHI Executive Committee, came together to listen, discuss, debate, and reflect on the past, present, and future of OHI. I can say with certainty that this community is deeply passionate about the Outdoor Hospitality Industry, and I'm honored to be a part of it.



WHO'S IN YOUR COMMUNITY?

The NCA Conference on Camping, We Are Memory Makers, is celebrating its 59th year. This community of passionate, savvy business leaders will gather from March 19-21 to share new ideas, explore the latest technologies, and learn best practices to ensure a prosperous 2025 season. The NCA Book Club, now in its second year, will be reading *Radical LEAP* by Steve Farber. In this fable, leadership is defined by the acronym LEAP: Love, Energy, Audacity, and Proof. We will discuss how these concepts apply to leadership and managing our communities. The core of this conference is community—learning from each other, especially during meals and breaks, and seeing what our suppliers have to offer to enhance our campers' experiences. Attendees will also have the opportunity to participate in a community service project for the Bridge of Faith Youth Center in Southbridge, MA. This non-profit supports the social, academic, and spiritual development of youth in a safe and supervised environment. We're grateful for the sponsorships that help us give back to this community.

So, who's in your community? Who do you depend on, reach out to, trust, and rely on? Whether it's your family, friends, or campground community, they all have one thing in common—they're there for you. Be the best version of yourself in your community, and continue to learn, grow, and contribute to those around you.

See you at the conference!

Best,
Marcia

59TH NORTHEAST CONFERENCE ON CAMPING

PRESENTED BY THE NORTHEAST CAMPGROUND ASSOCIATION



NEW IDEAS - LATEST TECH - BEST PRACTICES

**19-21
MARCH**

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NCA Educational Sessions ~ Helping to Create the Best Memory Makers **MARCH 19 - 21**

THURSDAY

9 - 9:45 AM

WHAT YOU SAY & HOW YOU SAY IT MATTERS

with MaKayla Wells

ACTIVITIES & NEW THEMES with Fresh Ideas

A+ CUSTOMER SERVICE with Kitty Winship

10 - 10:45 AM

8 THINGS TO DO IN AN AFTERNOON TO
ENHANCE YOUR BUSINESS with Travis Henriod

AI SUPPORTING CAMPGROUNDS with Brian Searl

ASK THE EXPERTS: WHAT DO CAMPERS WANT?

with Bob Zagami & John DePietro

11 - 11:45 AM

NCA BOOKCLUB ON *RADICAL LEAP*

QUESTIONS YOU SHOULD ASK AN ATTORNEY

with Christine Taylor

REVENUE MANAGEMENT with Mike Harrison

FRIDAY

1:30 LIVING ON HIGH ALERT: SECURITY

2:30 YOUR MARKETING IN 2025

4:00 CORRECTING THE MISSED PROBLEM

*sessions may be altered as necessary

ON WEDNESDAY...

BRIDGE OF FAITH SERVICE PROJECT @ 1

NCA SCHOLARSHIP MEETING @ 3

NCA ANNUAL MEETING @ 4

EVENING CRACKERBARREL @ 7:30

THURSDAY, 3/20: 1 PM TO 6 PM

NCA TRADE SHOW

FRIDAY, 3/21: 9 AM TO NOON





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



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

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Maine Campground Owner's Association (MECOA)
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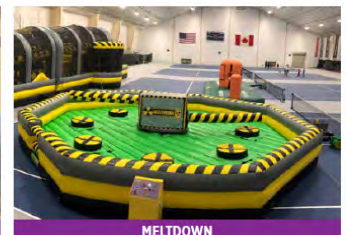
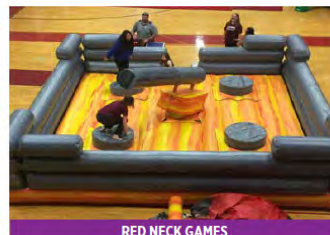
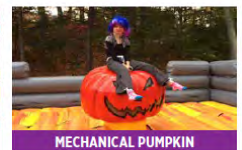
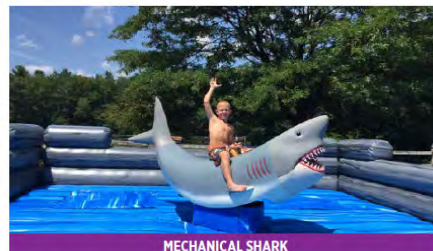
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MECHANICAL RIDES






WHAT COULD YOU DO WITH AN EXTRA \$51,000?

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As a KOA franchisee, you gain access to industry-leading services—all at no extra charge. From proven business models to built-in PR services, revenue management and local marketing support, KOA helps you save time, reduce expenses, drive incremental revenue and avoid the risk of going it alone.

	 Owner's Cost	Average Independent Owner's Cost*	What do YOU spend?
Professional Website & Mobile Site	Included!	\$9,560	\$
Mobile App	Included!	\$7,780	\$
Online Marketing	Included!	\$2,400	\$
National Directory Listings	Included!	\$5,425	\$
Professional Photo Shoot	Included!	\$2,500	\$
Email Marketing	Included!	\$1,000	\$
Property Management System	Included!	\$10,500	\$
Remodeling & Site Design Services	Included!	\$5,700	\$
Business Consulting	Included!	\$5,000	\$
Guest Review Services	Included!	\$585	\$
Quickbooks with Support	Included!	\$550	\$
More Time Devoted to Guests	Included!	Priceless!	\$
	\$0	\$51,000	\$ _____



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*Average costs from industry suppliers and vendors.

NCA SPEAKER LINEUP

MaKayla Wells
Travis Henriod
Marcia Galvin
Mike Harrison
Karen Alves
Bob Zagami

Kitty Winship
Brian Searl
Christine Taylor
Robert Siciliano
Kelly Jones
John DiPietro



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CONFERENCE
REGISTRATION
INCLUDES THIS FUN
FRIDAY BANQUET &
ENTERTAINMENT!

DON'T WORRY IF YOU
FORGET YOUR MASK,
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ON HAND.

THE NCA TRADE SHOW 2025

AS OF JANUARY 29TH

ALLEN CAMPGROUND INSURANCE	Campground & RV Park Insurance, Risk Management
ANDERSON'S BROCHURE DISTRIBUTION SERVICE	Brochure and State Guide Distribution
APP MY COMMUNITY	Customized RV Resort & Campground Mobile App
BEN SHAFFER RECREATION	Outdoor Recreation Equipment
BUSINESS FINANCE DEPOT	Financial Services
CABINRPO	High Quality Cabins That Stand the Test of Time
CAMPSPOT	Powerful, Easy-To-Use Reservation System That Encourages Repeat Bookings
CHURCH MUTUAL INSURANCE COMPANY	Campground & RV Park Insurance
DANIELLE WINDUS-COOK PROPERTIES LLC	Campground Sales, Auctioneers, Realtors & Appraisers
DANIELS EQUIPMENT COMPANY	Commercial Laundry and Appliances
FIREFLY RESERVATIONS	Online Reservation and Campground/RV Park Management Software
GOLDBERG SEGALLA	Attorneys Specializing in RV Parks & Campgrounds
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KAMPGROUNDS OF AMERICA, INC. (KOA)	Campground Franchising
LANCASTER LOG CABINS	Park Model Log Cabins
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RC CONNER ENTERPRISES	NH Dept of Agriculture Kiln Drive Hardwood and Softwood Firewood
RESORT COMMUNICATIONS	Raising the Standards of Cable TV Amenities
RV LIFE	RV Park Search Tool, RV Trip Planner, Mobile App & RV Safe GPS
SFC ENGINEERING PARTNERSHIP, INC.	Structural, Fire Protection and Civil Engineering
SKYWEB NETWORKS	Campground WiFi and Security Cameras
STAG HOLLOW MINING	Mining Sluice Builder & Installer; Supplier of Rough Bags & Buckets
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When all other Campground Insurers say No **Acrisure says Yes!**

Take it from one of our clients

I can't say enough about our business relationship with Warren Oliver. We have been a customer of his with Acrisure for many, many years now and have no interest in looking elsewhere because of the service and support we get from them.

Warren has been to the property many times to do a risk assessment and follows our social media and sometimes catches items that we forget to call and add on to the policy. Before signing on with Acrisure, I had done an in-depth comparison with other providers and Warren explained some of the differences and why we should have the coverage. I sleep well at night knowing I am covered.

Denny Quigley CPO Owner

Yogi Bear's Jellystone Park at Kozy Rest

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ACRISURE®



LEGAL SERVICES PLAN

A Benefit for NCA Members

BIG NEWS

Headquartered in Buffalo, NY - with 11 offices throughout the Northeast, and attorneys admitted in many other areas, **Goldberg Segalla** can be mobilized when you **need** us. With the experience to get you through any situation - it's our business to know your business.

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


Speaker at NCA for the last several years. Now at a new law firm.


BIG NEWS

The NCA Legal Services Plan will continue with GoldbergSegalla in 2025!

Example Services:

- *Real Estate Matters - buying, selling, refinancing, litigation*
- *Employment Related - offer letters, employee handbook, 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 - we got your defense*

 **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. Christine will either directly answer your questions or redirect to the attorney who can.

Please note. Attorney advertising. Prior results do not guarantee a similar outcome.

AROUND THE STATES

Connecticut Campground Owners Association

(CCOA) www.campconn.com

Jim Whitney, President/CEO



As the 2024 season came to a close, we continued to have a number of goals and objectives for 2025 as well as some interesting developments.

Membership - Our 2025 membership remained at 47, the same as 2024. One member was lost due to a change in ownership for the campground. The good news is that we added one new member for 2025 which helped offset the loss and keep our membership stable. We enter 2025 with the possibility of two more new members in the near future. Currently, 94% of Connecticut campgrounds are members. With continued efforts, our goal is that virtually all of Connecticut's private campgrounds will be members.

Three of our campgrounds were sold in 2024...Lone Oak Campsites sold to Modern America Campgrounds based in Massachusetts; Ross Hill Park sold to The Freedom Group based in Tennessee and White Pines Campsites sold to a private investor group. There are some indications that one or two more may sell in 2025. If that happens close to 25% of our campgrounds will be corporation owned vs. family owned. The challenge for us will be to engage the new owners and corporations to show them the value and importance of their continued involvement and support of CCOA.

We were very successful at coordinating an effective program keeping membership engaged in dealing with the ongoing challenges posed by various groups of Irish campers. Our members were quick to share any pertinent information and experiences with us which we, in turn, shared with the entire membership. We also were fortunate to receive input from several other states thanks to NCA distributing our various alerts. There was one extremely positive result of this effort. A group of Irish campers were staying at one of our campgrounds and using it as a base as they went out to the local community to run various scams. In this specific situation, they had scammed an elderly gentleman out of \$16,000. With the ultimate support and efforts of our membership and the police, the two men were located at another of our member campgrounds and were promptly arrested. We are so proud of our members for their sharing

and their commitment to each other that contributed to this arrest.

Marketing – Our 2025 campground guide was available for the first time at the Northeast Camping & RV show in Hartford on January 31 – February 2, 2025. Additionally, we created a special membership flyer (4,000 pieces) for use at the Tampa show in collaboration with NCA. We will also be distributing guides through NCA at the Boston show the beginning of March. In addition to distributing material in Tampa, Boston and Hartford, we will distribute guides at the Springfield RV show in February and the Mohegan Sun RV show in March. We continue to distribute to the Connecticut Welcome Centers, Easter Canada, the BIG E, several Triple A offices, multiple RV Dealers & Service Centers and direct mail response. We are always reviewing and considering different marketing options as they present themselves.

Research - We continue to conduct an ongoing research program. Our most active and ongoing survey is the Economic Impact of Connecticut Campgrounds. This survey is updated each year. The results of our 2024 survey will be completed in the very near future and will be distributed and made available to our membership. These research projects are particularly critical for our legislative efforts and to show how significant our industry is to the state of Connecticut.

Legislative - Inherent Risk - We have put significant effort over the last couple of years into the passage of inherent risk legislation. We worked closely with the Connecticut Trial Lawyers Association, and we were able to come up with language that we felt met our needs and language that they could support. This partnership is critical to successfully get this legislation passed. Last session, we managed to get passed unanimously by the Judiciary Committee and the House of Representatives. While in the Senate, we came within minutes of successful passage only to die with over 400 other bills at the end of the session as time ran out. The 2025 session has just begun. This year the good news is that the Judiciary Committee has decided to take our proposed legislation and present it as a committee bill. By doing this they will make the process much smoother and greatly improves our potential for early success in the session. We are looking for to working with the committee to ensure final passage sooner rather than later.

We are also looking at fine tuning our guest removal regulations. We have always embraced and recommended usage of the regulation language found in NFPA 1194 Standard for Recreational Vehicle Parks and Campgrounds (also adopted

by OHI) which has also been adopted verbatim in the State of Connecticut statutes. We have encouraged our members to take that language and specifically incorporate it in their signed registration documents for each camper. Doing that will generally be enough for the police to act on behalf of the campground when a removal issue comes up. We are evaluating the possibility of creating a totally separate statute that codifies the existing NFPA language which perhaps might make the process even tighter.

As always, we will continue to look for other initiatives that we can take on for the benefit of our members and our industry.

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



Hello my Friends and Happy February - the start of a new year! We are thrilled to report the 2025 Maine Camping Guide is now available online in its digital format and in print and it is ready for order! We printed 140,000 copies again this year.

MECOA is pleased to share the newest addition to CampMaine.com, a "Promos, Deals & More" page. Here, members will have the opportunity to provide a promotion, deal, event, seasonal opening, etc.; that they would like camping enthusiasts to see! This could be a promo or deal like "buy 2 get 1 free", "10% discount", "seasonal campsite opening", or even an event like "carnival weekend".

In addition, MECOA is building a NEW consumer email contact list to let all our camping enthusiasts know about this "Promos, Deals & More" page, updates, and more! We are sure our camping enthusiasts will enjoy receiving this information, updates, and more!

The 2025 show season is here! MECOA began the year participating at the Boston RV Show January 16-20, 2025. Then we are off to Hartford CT January 31-Feb 2, 2025, Springfield February 14-17, 2025, Montreal Canada March 5-9, 2025, New Hampshire March 14-16, 2025 then ending with our own Auburn Maine Show April 5-6, 2025.

We have limited open Booth Spaces available at our 2025 Vacationland RV & Camping Show, Please email Laura@CampMaine.com to sign up for a booth if you are interested in attending! We have six (6) RV dealers attending this year and all bulk space is sold. We are ex-

pecting a great show. Hoping our weather is better than last year – last year we encountered over a foot of heavy wet snow the day before the show.

We are also making plans for our 2025 Trade show and annual meeting of the association scheduled for Friday April 4, 2025 and held in conjunction with our Vacationland RV & Camping Show April 5-6, 2025 at the Norway Savings Bank Arena in Auburn Maine. We are expecting to see over 50 campground owners at the event. Know someone who would like to attend with a product or service they can offer our campgrounds? Send them our way.

The MECOA campground membership is 177 strong with over 50 business members affiliated with us as well. The new Resource Guide we have put together has been very well received. Campground sales are still ongoing and very challenging to keep track of.

Maine Legislature: The legislature continues to hold organizational meetings in the various committees and has met to go through their calendar and reference bills. Currently a slow start but expected to be a busy season. Our current adjournment date is June 16th.

So long for now my friends and enjoy this very cold winter. Wishing for some winter snow for our Maine Friends!

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AROUND THE STATES

Maryland Association of Campgrounds

(MAC) www.mdcamping.com

Deb Carter, Executive Director



Snowy Happy 2025 greetings from Maryland! It's been bitterly cold in our normally weather moderate state. Temps in the teens at night, with wind chills even lower. I realize this isn't a big deal to most of our NCA partner states and not horrible for our Western Maryland campgrounds, but for the Eastern Shore, where I sit with a blanket over my legs as I type! It's a quiet time for camping. Time to think about the years behind us, the present, and the years ahead. What will make us successful? We ask ourselves, how do we stay in business? Keep our clients happy and safe, pay our staff and ourselves, support our local communities, improve our parks, modernize our aging infrastructure, comply with local, state and national regulations, pay our bills and taxes, keep adequate insurance in place, and so on. Ironically, most answers to that question, year after year, quickly turn to just one thing. Happy campers! Campers who spend their hard-earned money with us. Campers who trust their families to stay with us.

The phrase happy campers remains the same, but what about the definition? Per Merriam Webster, the phrase "happy camper" is a noun, meaning one is content. There's even a reference in a book from February 1883 where happy camper is mentioned. Do a google search for Happy Camper and you'll find magazines, a brand of bread, types of clothing, a toilet treatment product, restaurants and of course, campgrounds. Dare I mention pampered campers? We used the phrase, "we pamper our campers" prominently in all our ads and on our website, for decades at our campground. People loved

it. We had it on t-shirts and hats that our happy pampered campers purchased in our store. But then something changed. Was it a reaction to Covid? The pressures of everyday life? The increase of costs and/or decrease in income? I've asked myself if it had something to do with my staff, and more to the point, myself, dealing with the aging process. Whatever it was - our campers seemed less happy. We stopped using the "pampering" phrase, as they informed us, they didn't feel particularly pampered!

Let me quickly point out, that the "un-pampered" were in the minority. We have wonderful clients that I've had the pleasure of working with for just about half a century! I feel blessed when I now greet our fifth and sixth generation campers. I'm sure our MAC members would tell you the same - this is an amazing industry, where our businesses have continued to grow, expand and become leaders in the outdoor hospitality industry across our nation. So why mention it? I think some honest inward thoughts, that may touch on the tough stuff, makes us all better in many ways. Keeping current with our local, state and national membership organizations. Volunteering at community events. Promoting tourism with our local and state associations. Donating when we can to charitable organizations and encouraging our campers to do the same. As Mark Twain said, "It's never wrong to do the right thing."

Happy Camping!



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



Having the advantage of getting to read all of the great articles written by my peers, I know that Massachusetts is not alone in being outstraight over the next few months distributing new 2025 camping guides and bouncing from one camping show to the next.

For those that have listened to me talk about camping shows in the past, you know just how valuable I feel they are to our campgrounds and our associations. Just like you make sure your front desk is a welcoming and friendly place for guests to ask questions and get information, so is a booth at a camping show.

People have questions and are eager for information and those two things are covered on the show floor. If you don't have your campground attending a show, do you have your brochures or rack cards somewhere outside of your campground for a visitor to pick up? If not, please consider. In Jeremy's New Hampshire update you will find a great list of brochure distribution options. *And don't forget your own association may have a plan for its members - MACO will hand out materials at just \$100 for the full show program!!

In 2025, we look forward to working with our new webmaster, Design Principles, to keep CampMass up-to-date and user-friendly. (Karen Alves of Design Principles will have a session on Marketing at Conference on Friday, 3/21!) The implementation of a 4-month Google Search Campaign is an exciting first time endeavor for MACO and our members.

The Massachusetts Association of Campground Owners will host its Annual Meeting with elections during the Northeast Conference on March 20th in Southbridge. This opportunity will allow MACO to get more cases of guides to attending campgrounds to save on shipping for the association.

Until next time, be well and I look forward to seeing you at a camping show or Conference!



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



Greetings from New York and Happy New Year! Despite the cold temperatures and dreary days, we are looking ahead and getting very excited for the 2025 camping season. With more than 100,000 copies in distribution, the 2025 New York Campground & RV Park Guide features design updates and a transition back to our blue Camp New York logo. Once again we have partnered with Anderson's Brochure Distribution at 24 RV and consumer shows, and we continue our own distribution through various outlets across the state. We are looking forward to sharing a booth with our NCA friends at the upcoming Boston show! As we listen to the needs of our members, we are spending the winter months strategizing about targeted marketing campaigns to encourage campers to camp New York, as well as enhancing our social media and Camp New York website and app ahead of the season.

As we look further into 2025, our board and staff are working diligently to develop our events calendar with programming to support both campground members and supplier members, and we continue to offer our monthly membership calls, Campfire Connections. It has been great to share all of the new benefits for members through our partnership with Hospitality Connections and many campgrounds have already started taking advantage of the great cost-savings programs ahead of the season.

It seems to have been a busy winter for real estate as several NY parks were acquired by new owners and management firms. We look forward to connecting with them in the months to come, as well as prospecting new members, highlighting all of the great benefits of a state association membership and how we are here to help!

Lastly, the legislative session convened here in New York in January and we are paying close attention to several issues impacting our industry and small business, particularly regarding tourism funding and labor matters.

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



New Hampshire Camping Guide

The 2025 New Hampshire Camping Guide has been 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

Association Show Schedule for 2025

- Northeast RV & Camping Show, CT – January 31 – February 1
- Springfield RV & Camping Show, MA – February 14 - 17
- The Boston Outdoor Expo, MA – March 1 & 2
- New Hampshire Camping & Recreational Vehicle Show, NH March 14 – 16, 2025
- The Outdoor Adventure Show, Montreal – March 22 – 23
- Made in New Hampshire Show, NH – Unknown
- Vacationland RV & Camping Show, ME – April 5 – 6

New Hampshire Camping & Recreational Vehicle Show

This year marks the association's 50th show. It will once again take place at the Hampshire Dome in Milford, NH from March 14-16. The show is completely sold out. We did a redesign and have increased the bulk spaces by close to 30 feet for each row, allowing for additional models and more variety.



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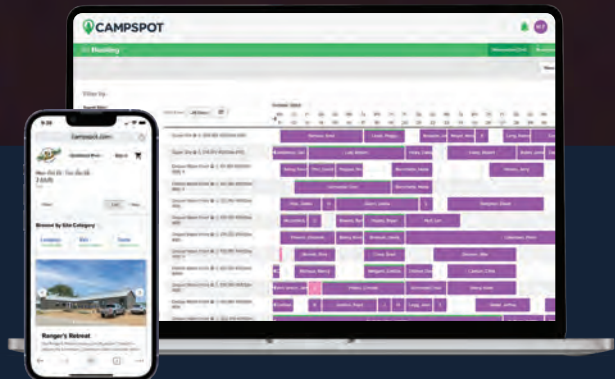
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CampNCA.org/conference

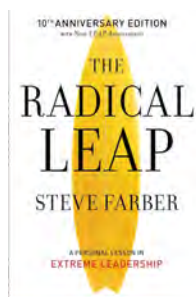
Please note: Payments to NCA are not deductible as charitable contributions for federal income tax purposes. However, they may be deductible under other provisions of the Internal Revenue Service Code. Only donations to the NCA Scholarship Fund, Inc. a separate Connecticut 501(c)3 are tax deductible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

Three Ways to Register

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Cancellations in writing and postmarked by 2/21/25 will receive a full refund. Cancellations postmarked prior to 2/28/25 will receive full refund minus \$50 administrative fee. Cancellations postmarked 2/28/25 and after will not receive a refund without a medical certificate.

Northeast Conference on Camping & Trade Show - Full Registration

	NCA Member	Non-Member
Regular Registration (postmarked by 3/10/25)	<input type="checkbox"/> \$315 x _____	<input type="checkbox"/> \$390 x _____
Last Minute Registration (postmarked 3/11/25 thru event)	<input type="checkbox"/> \$365 x _____	<input type="checkbox"/> \$440 x _____

INCLUDED!! Friday Banquet Choices: # _____ NY Strip Steak / # _____ Glazed Salmon / # _____ Stuffed Portabella

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

*Full Registration includes all events plus Thursday's Breakfast to Friday's Dinner, snacks & coffee breaks

OPTIONAL MEAL: Wednesday Plated Dinner @ \$50 per person \$ _____

Meal Choices: # _____ Chicken Cordon Bleu / # _____ Baked Haddock / # _____ Vegan Ravioli

*Breakfast available for purchase at hotel without pre-order on Saturday 3/22/25

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, 2025. After March 10th please call (860) 684-6389.**

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Thursday Seminars & Trade Show ~ no meals \$35 x _____ = _____

Friday Seminars & Trade Show ~ no meals \$35 x _____ = _____

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Wednesday NCA Board Meeting, Plated Dinner & Crackerbarrel \$50 x _____ = _____

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Thursday Breakfast, Seminars, Lunch, Trade Show and Dinner Buffet w/ Auction \$165 x _____ = _____

Thursday Seminars, Lunch, Trade Show and Dinner Buffet w/ Auction \$145 x _____ = _____

Thursday Seminars, Lunch and Trade Show \$75 x _____ = _____

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Friday Breakfast, Trade Show, Lunch, Seminars & Plated Dinner \$165 x _____ = _____

Friday Dinner Choices: # _____ NY Strip Steak / # _____ Glazed Salmon / # _____ Stuffed Portabella

Friday Breakfast, Trade Show, Lunch & Seminars \$95 x _____ = _____

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

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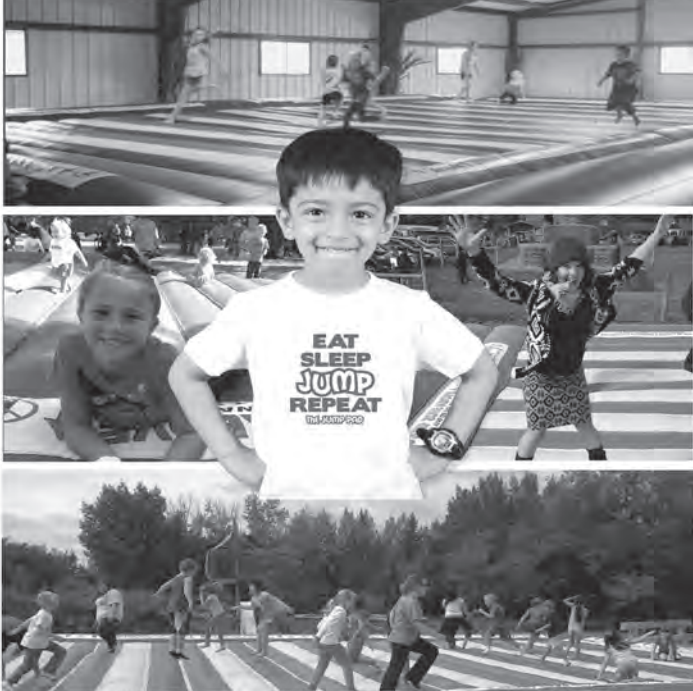
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CHECK OUT THE NORTHEAST CONFERENCE DAY BY DAY

WEDS. 3/19/25

NOON
OPTIONAL LUNCH

**2ND ANNUAL NCA
OUTREACH
PROJECT - 1:00 PM**

4:00 PM
NCA MEETING

6:30 PM
OPTIONAL DINNER

7:45 PM
CRACKERBARREL

\$315 FULL REGISTRATION FOR MEMBERS INCLUDES THURSDAY BREAKFAST THRU FRIDAY DINNER

THURS. 3/20/25

7:30 - 8:45 AM
BREAKFAST

9 AM - NOON
EDUCATIONAL
SESSIONS

12 - 1:15 PM
LUNCH

1 - 6 PM
TRADE SHOW

6:15 PM
DINNER &
AUCTION

COME FOR A DAY OR EXPERIENCE ALL 3 DAYS

FRIDAY 3/21/25

7 - 9 AM
BREAKFAST

9AM - NOON
TRADE SHOW

12 - 1:15 PM
LUNCH

1:30 - 5 PM
EDUCATIONAL
SESSIONS

5:15 - 6:15 PM
PRELUDE TO
MIDNIGHT AT THE
MASQUERADE

6:15 PM
MURDER MYSTERY
DINNER

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Address _____

Anticipated Year of Graduation _____ Planned Major _____

For All Applicants:

*Applicant will be attending the 2025 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 01/25

Submit Application on or before 3/6/25:

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 13, 2025.
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