

CAMPGROUND

INDUSTRY E-NEWS



**ARVC CONTINUES TO
BATTLE ADDITION OF
GFCI PROTECTION**

= COVER STORY 5

**REMOTELY
SPEAKING**

- STORY P8

**UNIQUE LODGING
OPTIONS IN
WISCONSIN DELLS**

- STORY P14



ARVC CEO tours South Jersey



Seashore Campsites

NEW JERSEY - New Jersey Campground Owners Association (NJCOA) Executive Director, Joann DelVescio, had the pleasure of touring the National Association of RV Parks and Campgrounds (ARVC) CEO, Paul Bambei, around the southern part of New Jersey last week.

When Paul reached out to Joann a few weeks ago to say he would be in the area and would like to tour parts of New Jersey Joann was elated. She commented, "I was thrilled that Paul reached out to NJCOA about a visit. I feel it is important for ARVC to see a variety of our campgrounds in

person and meet owners and managers." While Bambei was only in New Jersey for a day and a half, DelVescio made the most of his trip by touring 9 campgrounds and a few favorite hot spots.

They duo started the tour in the Delaware Region area by visiting Lake Kandle Campground. At Lake Kandle Paul met Jace Kandle, a 3rd generation owner. Then it was off to Timberline Lake Campground where Paul learned about the New Jersey Pine Barrens. Next stop was Sea Pirate Campground in the Shore Region where he met more of the Benn family which includes 2 generations



Paul Bambei

of owners.

The tour continued with a stop at Pomona RV Park in the Greater Atlantic City Region where he met owner Dave Benn who also manages Egg Harbor City Lake Campground. On the way to campgrounds in the Southern Shore Region they stopped at Shriver's Saltwater Taffy on the Ocean City boardwalk and met former owner Hank Glaser. While on the boardwalk they enjoyed the sight of the Atlantic Ocean and sounds of the east coast amusement area. When they finally pulled themselves away

from the relaxing waves of the ocean, they headed south to the Southern Shore Region and toured Ocean View Camping Resort with owner Scott Turner.

The tour continued down the region to Little Oaks Campground where Paul was reunited with ARVC Regional Representative Judy LaPorta. DelVescio and Bambei finished the day enjoying the beautiful weather at a local vineyard and learning about the New Jersey wine industry. Day two started with Paul's first Wawa experience. "He had never heard of Wawa and wanted to see what it was all about," Joann commented as they enjoyed a cup of WaWa coffee and Tastykakes.

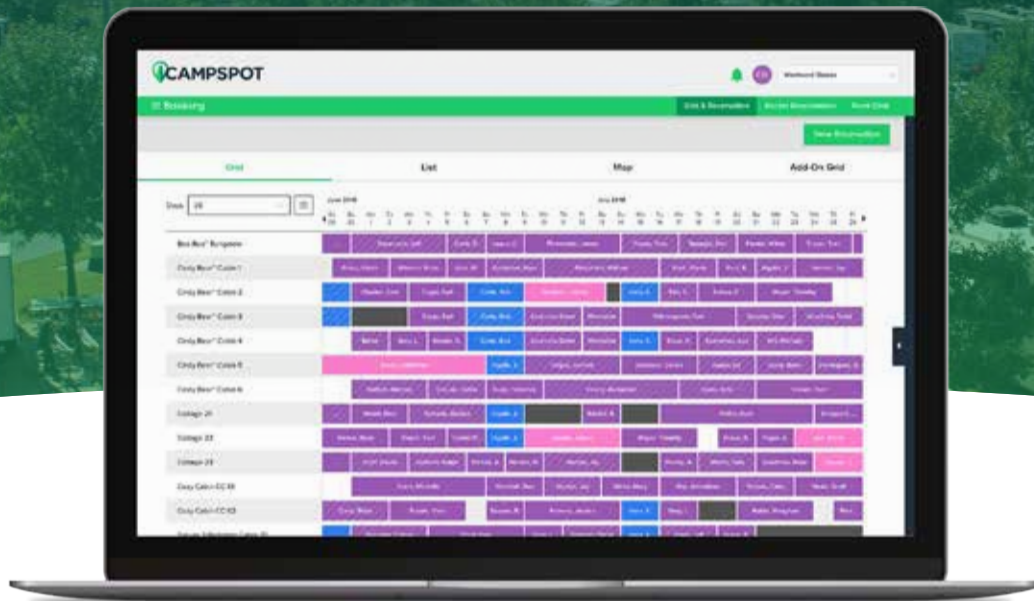
Next stop was Holly Shores Camping Resort where he met long time manager Christine. The tour continued to Seashore Campsites where the former owner's son, Jay Spurl Jr. toured the CEO. On the way to the airport DelVescio was able to squeeze in one more stop in the Delaware River Region with the Robinson family at Four Seasons Campground.

While the visit was short DelVescio hopes Bambei gained some insight about New Jersey campgrounds and their owners. Joann commented, "I hope Paul is able to return to the state so he can see the beauty of the Skylands Region."

Source: Press Release

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Outbound's Pursuit Series partners with KOA as presenting sponsor

By Cole Sampson, GM of Paradise by the Sea Beach RV Resort



SAN FRANCISCO, CALIF. – The Outbound's Pursuit Series adventure camps offer an inclusive, immersive, and adventurous approach to learning outdoor skills and activities. Thanks to partnerships with brands and organizations who share the same ethos of improving access to the outdoors, The Outbound's Pursuit Series is able to bring the joy of the outdoors to a truly diverse cross section of the industry. One such brand is new Presenting Sponsor, Campgrounds of America, Inc. (KOA), the world's largest system of privately held campgrounds. The Outbound Pursuit Series, presented by KOA is a three-day adventure escape for adults, promoting community, diversity, and education in Mother Nature.

The Outbound's Pursuit

North Carolina, presented by KOA, is the final event of three for 2019, and will run September 19-22 in Green River Preserve, North Carolina.

"As a legacy organization of outdoor activity, KOA's mission is connecting people with the outdoors and each other across North America," said Whitney Scott, KOA Vice President of Marketing. "Partnering with The Outbound's Pursuit Series for North Carolina offers a unique experience where participants can explore what the great outdoors has to offer, and to grow their skills in the process."

On-site at Pursuit North Carolina, KOA will offer tie-dyeing classes, a 're-charging station' for both electronics and relaxation, delicious meals throughout the event, and

nightly communal campfire collectives, complete with KOA s'mores. KOA has also been deeply invested in The Outbound's #EveryoneOutside initiative as a primary partner, encouraging and supporting increased diversity in the outdoors. KOA is one of four partners offering free passes to Pursuit for community partners and organizations from underrepresented communities.

"We are always seeking partners that are mission-aligned and that share our vision of a more inclusive outdoor industry, so welcoming KOA to Pursuit is a great honor," said Brian Heifferon, CEO of The Outbound Collective. "Having KOA as a Presenting sponsor helps us connect with an even wider audience of outdoor enthusiasts and further

validates the importance of what we're accomplishing with these events."

Numerous aligned brands are affiliated with the Pursuit Series, and all are on-site to offer adventurous Pursuers dozens of different activities, in varying capacities of physicality, from beginner to high-intermediate skill levels. Pursuit partners offer activities such as: trail running with HOKA ONE ONE, backpacking with LEKI and Eagle Creek, outdoors cooking with Stanley, happy hours with WEST + WILDER, Tito's Handmade Vodka, Fat Tire and FitVine, relaxation with Medterra and Rinse Bath & Body, and much more. As an adventure series designed to build confidence, inclusion, and skills in the outdoors, Pursuit Series presented by KOA stands alone in its dedication to empowerment in the outdoors, across all skill levels and backgrounds.

Inclusive and hands-on, this new opportunity for exploration, connectivity, and unforgettable activities is brought to you by The Outbound Collective (www.theoutbound.com), the world's fastest growing online outdoor and travel community. More information and the full schedule for all three locations can be found online at www.pursuit.theoutbound.com.

Source: Press Release

ARVC continues to battle addition of GFCI protection



DENVER, CO. - Advocacy efforts led by the National Association of RV Parks and Campgrounds (ARVC) continue following the latest decision by the National Electric Code

(NEC) regarding the use of GFCI protection on 30- and 50-amp receptacles on RV park site equipment.

The National Fire Protection Association's NEC was

considering language that would require GFCI protection on 30- and 50-amp receptacles on RV park site equipment, but has decided instead to revert to language from the 2017 code which leaves this portion of the standard open to interpretation. This decision was after a concerted effort by equipment manufacturers to require GFCI protection on the 30- and 50-amp services on RV pedestals.

A decision to require the GFCI protection could have cost RV park and campground owners an estimated \$400 for each electric pedestal on their campground - or \$40,000 for a

100-site park to get up to code.

"We aren't satisfied with simply reverting back to the 2017 standard and leaving this open to interpretation," says Paul Bambei, president and CEO of ARVC. "Our advocacy efforts to specifically prohibit the requirement for GFCI protection will continue and ARVC is entrenched in the fight for our members and the outdoor hospitality industry. We will not rest on this until a standard is in place that protects our member parks from unnecessary regulation."

Full Article:
<https://bit.ly/2NEgCOd>

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Minnesota city discusses feasibility of building a campground



FAIRMONT, MINN - The idea of a campground in Fairmont has been bandied about by different entities over the years. On Monday, Brigid Tuck of the University of Minnesota Extension presented the Fairmont City Council with an basic analysis for the potential economic contribution of a city-owned campground.

"Does this idea even make sense? Is there any value even continuing to explore this idea?" Tuck asked the council. "There are some signs here that this might have some viability."

Using information garnered from Visit Fairmont's visitor survey conducted by the Extension a year ago, Tuck learned that about half of the visitors that used Fairmont as a destination - not those making a quick stop while passing through on the Interstate - were aware of the city's lakes and parks, and half of those people indicated they



would likely use a campground if one was available.

"The lakes and parks - those are two things that people who come to the community already know about so you have that reputation to build on," she said.

Tuck explored three areas for her report: the number of users, how much would each camper spend and how many would be local versus visitors to the community.

She said the campground should attract local users

to support the endeavor, but visitors "represent new money into your economy."

Tuck researched seven city-owned or county-owned campgrounds located on a lake or river in southern Minnesota. The campgrounds ranged in size from just four sites to 165 sites, with the average coming in at 28. Rental fees were \$25 to \$30 per day.

She checked weekday, weekend and holiday usage from May to October. All

reported having 100 percent capacity over the three major summer holidays, with weekends averaging 77 percent capacity and week days averaging 38 percent.

From the Visit Fairmont survey data, Tuck was able to estimate that each camper could spend an average of \$71 per day for dining, entertainment, gas and groceries during their camping stay. Using different scenarios with varying the number of camping spots from 20 to 30 with two or three campers on each site, she was able to calculate that campground users could spend more than \$300,000 in the community during the camping season.

She shared additional information offered by the other campground managers she had contacted. They said it is difficult to attract campers to sites without a full hookup of water, sewer and electricity, and to look for creative ways to fill the campground during the weekdays.

Potential sites for a campground on city-owned land are on the Day Farm and at the north end of George Lake, according to Mike Humpal, city administrator. He said planning is in a preliminary research stage, with much to be determined, such as the cost of infrastructure to the site and site preparation, if the project goes forward.

Source:
<https://bit.ly/2L6P826>

CRS welcomes new Project Manager & Business Development Specialist

VERONA, WIS.—Commercial Recreation Specialists (CRS) is pleased to announce the addition of Project Manager/Business Development Specialist Patrick Pierce to expand CRS' presence in the Midwest and better serve customers in this territory.

With CRS' recently expanded footprint into Iowa and Nebraska in late 2018, Nebraska native Patrick Pierce has been brought on to provide a local presence for CRS' clients in that region. As a former Sanitary & Improvement District (SID) manager, Patrick has

a solid understanding of civil engineering services as it pertains to both public and private sector clients. His passion for parks and recreation coupled with his unique skill set and expertise in construction and engineering make him a valuable addition to the CRS project team as it continues to broaden its reach.

"The beauty of hiring Patrick is that he was a former client of CRS working at an engineering firm, so he was able to familiarize himself with CRS from the client's perspective," said CRS

Project Channel Manager Ryan Hartberg. "Patrick came to appreciate CRS and Vortex Aquatic Structures through very natural means. His pertinent experience as a SID Project Manager and his degree in construction management will make him a huge asset for CRS and our clients in Nebraska and Iowa."

For more information, you may contact the CRS corporate office at (877) 896-8442 or visit their website at www.crs4rec.com.

Source: Press Release

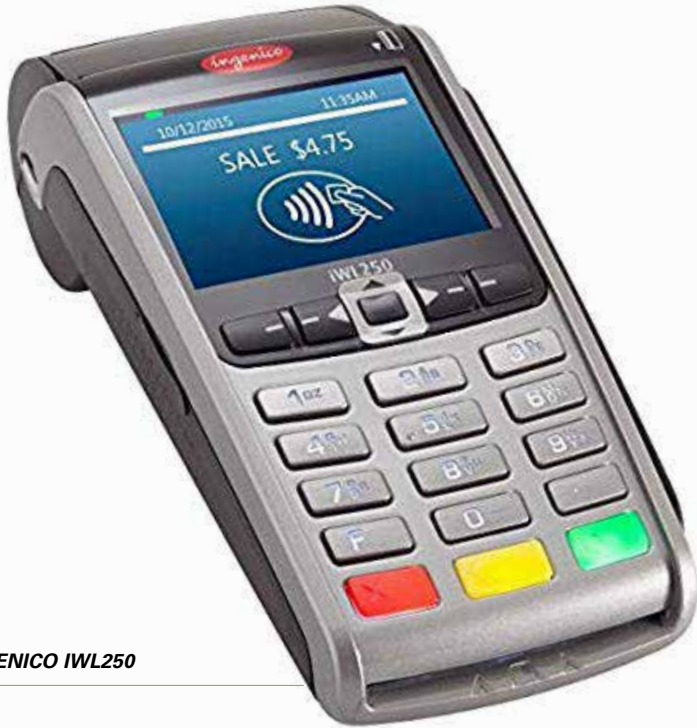
An advertisement for 'The Jump Pad'. In the foreground, a 3D-rendered woman with short brown hair and large blue eyes holds a smartphone displaying the text 'THE JUMP PAD'. In the background, two children are jumping on a large, colorful mat with red, yellow, and blue sections. A blue play button icon with the text 'watch video' is in the top left corner. At the bottom, the text 'Available small to large sizes!' is written in large, bold, white letters with a black outline.

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Available small to large sizes!

Remotely speaking

by Art Lieberman



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CLOVER FLEX

I'VE been involved in the credit card processing industry for over twenty years. During that period, I have seen the mechanizations of processing credit cards go from, what might be called, a mechanical procedure to a telephonic one and, finally to a computerized one.

Now, however, we are reaching the point where everything is switching to the remote era. This time transactions are being done with the flick of a wrist or with a device that wirelessly transmits information.

It may not have a large impact on campgrounds, now, but the time is coming. The Internet and Wi-Fi have a lot

to do with it and it is making credit card processing quicker and easier. The only negative situation is that it might not be as secure. Remember that the implementation of the chip cards in credit cards was instituted specifically to make transactions more secure.

Now, there are wireless credit card terminals that facilitate savings, speed and convenience for businesses. These terminals have become commonplace in restaurants to do transactions at the table rather than at the cashier. They also can be used on deliveries. The reason for such use is that swiped transactions are much less expensive than ones that are keyed into a terminal.

Taxi and Uber drivers utilize wireless remote terminals in their vehicles to accept credit cards. Merchants who sell goods outdoors, such as at flea markets, street fairs or festivals, are also availing themselves of these remote devices.

More and more wireless remote terminals are finding their way into businesses. In previous articles we have mentioned the Square which does have wireless terminals which are proprietary. However, we did explain the Square's rates are only appropriate when a campground is doing under \$5,000 a month in transactions. After that, their

2.75% swiped fees and 3.75% non-swiped fees are too expensive for campgrounds.

Stand-alone terminals, which work with many credit card processors are more fitted to our industry, especially if you ever wish to switch processors. Generally, the new processor can "re-download" the terminal with the proper program, so it won't be necessary to buy another terminal.

There are three terminals that have a good reputation and are acceptable by most credit card processors.

Verifone. Which is the leader in processing equipment since credit cards began, has a VX-



680, which is a reliable machine, and should be purchased with a tether or dongle, so that download can be done if programs need to be changed.

The Ingenico iWL250 is also a fine wireless device and we have sold several of these.

Finally, the Clover Flex, which is a stand-alone remote wireless device or which can be used as part of the Clover Point-of-Sale system.

All these machines represent the advancement of remote devices that are being

used by businesses throughout the world.

(Art Lieberman is President of MCPS for Campgrounds a credit card processor sponsored by Woodforest Bank. Art has been in the Credit Card industry for 20 years. Art has been conducting seminars on credit cards in many State and Regional Association Conventions. He can be contacted at rvcreditcards@yahoo.com or at 877-858-9010.)

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Morro Bay City Council votes to tax vacation rentals like hotels, exempts RV parks



MORRO BAY, CALI. - Vacation rentals in the City of Morro Bay will soon be subject to a tax like local hotels, following a decision by the City Council Tuesday night that, at the same time, excluded RV parks from the tax.

The City Council was considering whether to apply a 3 percent tax to vacation rentals like Airbnbs and RV parks like the TBID that currently applies to hotels.

But after three rounds of public comment on the issue, the council opted Tuesday against hitting RV parks with the tax.

City leaders use a majority of the tax revenue to fund



tourism campaigns in the City of Morro Bay, but local RV campsite owners said they don't need the marketing.

Morro Strand RV Park Manager Larry Guesno spoke out Tuesday against inclusion of RV parks, arguing that his business thrives on its own.

"My park is booked full for a year and a half," Guesno said. "We do not need any advertisement."

Guesno told the Morro Bay City Council he's against

the proposed tax on RV parks and his competitors agreed.

"Restaurants in town, gift shops, they're benefiting more than we would and they're not paying anything," Morro Dunes RV Park Manager Doug Claussen said.

The City Council ultimately agreed with Guesno and Claussen, voting Tuesday night to exclude RV parks from the tax.

But the city's 250 registered vacation rentals, like Airbnbs, will soon be subject to a 3 percent tax.

A member of the city's marketing team said the current strategy is to

market the City of Morro Bay as a whole by using videos and blogs, which will include the accommodations that pay the tax.

Morro Bay City Manager Scott Collins said vacation rentals have already been benefiting from the city's marketing campaign and now they should join hotels in paying a 3 percent tax.

"It's a hard argument to make that it hasn't had any

positive impact on their business," Collins said.

Even though his business won't see the tax, Guesno said vacation rental managers should demand proof that their tax dollars are making a difference in their bank account.

"They need to prove to whoever they charge that they're actually providing a benefit for that business," Guesno said.

The final details of the new tax are still being ironed out but should take effect at the start of 2020. Reservations made before Tuesday for future dates will not be subject to the tax, city leaders said.

The council also voted to ensure a representative of the vacation rental industry is part of the board that decides how the tax dollars are spent.

According to the city's report, Morro Bay is the last major city in San Luis Obispo County to implement a tax for vacation rentals.

Paso Robles, San Luis Obispo, Arroyo Grande, Atascadero and Pismo Beach all utilize a 2 percent tax on vacation rentals, according to the report.

Source:
<https://bit.ly/2NEj4UV>

Camper credits campground employee with saving lives during flash flood



EUREKA, MO - Flash flooding forced campers to move quickly after heavy rains fell Monday morning (Aug. 26) in West St. Louis County.

Corry Schulz said he was startled by a banging on his RV door. He answered the door to find an employee from the St. Louis West KOA Campground in Eureka there to warn him about a flash flood.

Water was already flowing past the steps leading up to his door, he said. Schulz rushed to move his Jeep to higher ground, then came back to get his RV.

He said the water had risen about two feet during that short time. He contemplated abandoning his RV, but, instead, he worked quickly to disconnect the RV and back up the hill away from the water.

Schulz is in the process of moving to a new home in Wildwood, and he is staying in his RV in the interim. Several of his belongings got caught in the current like bicycles and a grill.

"I probably should've just

thrown it away, but I think now every time that I use that, I'll have a story to tell.," Schulz said.

He said he can laugh about it now because, fortunately, no one at the campgrounds was injured. He gives credit to the woman who alerted him and many others about the danger.

"That woman that was running around waking everybody up, she was really the key, or there would've been loss of life," he said.

Campground owner, Josh Bell, said they have been mostly unaffected by recent flood events. However, he said the Fox Creek was higher Monday morning than he has ever seen it before.

"We think it may have touched the 500-year flood kind of level, but it means the creek was probably up about seven or eight feet out of its banks," said Bell.

Of the 100 campsites on the grounds, Bell said a quarter of them were affected, and about eight to ten were "very affected" by the flash flood.

Several picnic tables had been carried by the current and were overturned near the creek.

Bell said the event lasted about an hour and a half. He

said his team is working hard to clean up the grounds in preparation for their sold-out Labor Day weekend.

Source:
<https://bit.ly/30KNwR7>



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Mercer joins KOA Care Camps as charity's first Director of Development



OGDENSBURG, NY— KOA Care Camps, a national non-profit supporting free medically-supervised outdoor adventure experiences to kids with cancer and their families, has named Jennifer Mercer, a professional fundraising and marketing executive, as its first Director of Development.

KOA Care Camps provides funding to more than 135 oncology camps nationwide, sending thousands of children with cancer and their families on summer-camp-style adventures. While there they are able to have the same fun and friendship opportunities other kids take for granted, including swimming, hiking, and singing around the campfire.

"It's a great joy to see children who are enduring

so much get a rare chance to just be regular kids," said Jennifer. "I'm committed to partnering with generous donors, companies and philanthropic organizations to give every deserving kid the chance to attend a Care Camp. It's gratifying to see the satisfaction our benefactors gain when they understand the significant impact they can make by joining with us in this work."

"Unfortunately, the need for support for oncology camps nationwide outweighs the available resources, and many children have been turned away due to the lack of funding" said Karen McAndrew, Executive Director of KOA Care Camps. "The strategic move of our Board to hire a Director

of Development will help us maintain consistency in the marketplace, build stronger relationships with our partners, and ensure that any child who has a desire to experience the healing nature of camping has the opportunity."

MERCER'S BACKGROUND

Prior to joining KOA Care Camps, Jennifer worked as a strategic business and marketing consultant for corporations and non-profits around the region. She also filled in as a host for a TV segment, "Montana Matters," spotlighting Montana

businesses and nonprofits for a CBS affiliate KTVQ in Montana. She also served as Executive Director of The Historic Billings Depot, the region's largest community-owned historic complex of buildings, tripling revenue for its special events venue. She established a series of profit-generating fundraising events and earned the venue numerous accolades. After graduating from Montana State University-Billings, she worked in the pharmaceutical sales arena for almost a decade.

At KOA Care Camps, Jennifer will be responsible for working with corporate partners and individual philanthropists around the US and Canada to provide opportunities for corporate giving and private philanthropy to meet the increasing financial need. As more companies seek ways to give back and be good corporate citizens, organizations like KOA Care Camps connect them with the chance to make a meaningful difference in the lives of thousands of children dealing with cancer.

To donate, visit: <https://bit.ly/2VTCA1w>

To meet with Jennifer, email: jmercerc@koacarecamps.org

Source: Press Release

Wisconsin campground owners still dealing with storm damage



Rick Lowe

PELICAN LAKE, WISCONSIN - Upon reflection, Rick Lowe thinks Weaver's Campground weathered the storm.

"All in all, we were very fortunate, everything else can be repaired and replaced but lives and limbs are a difficult thing and we did not have any

of those issues," said Rick.

The severe weather hit southeast Oneida County, including the town of Pelican Lake, more than a month ago.

"As the storm came in I was funneling people into the basement," said Rick.

Five campers were totaled. Many of the trucks were never ridden again. The Lowes had to close shop for two weeks. Rick and his wife Wendy haven't stopped cleaning up debris.

"We've come a long way but there's still a long way to go," said Wendy. "When we close down for the season that's when we'll come in and do

all the actual repairs on all the buildings that were damaged."

Rick is still working with the insurance company on coverage. He's unsure what the damage will be to his bank account.

"[I] don't know where we're at yet," said Rick. "We're a small mom and pop business."

Rick knows the whole community of Pelican Lake is depending on him to keep Weaver's Campground fully operational. The loss of his business during the summer hit others as well.

Full Article: <https://bit.ly/2zwm5yq>

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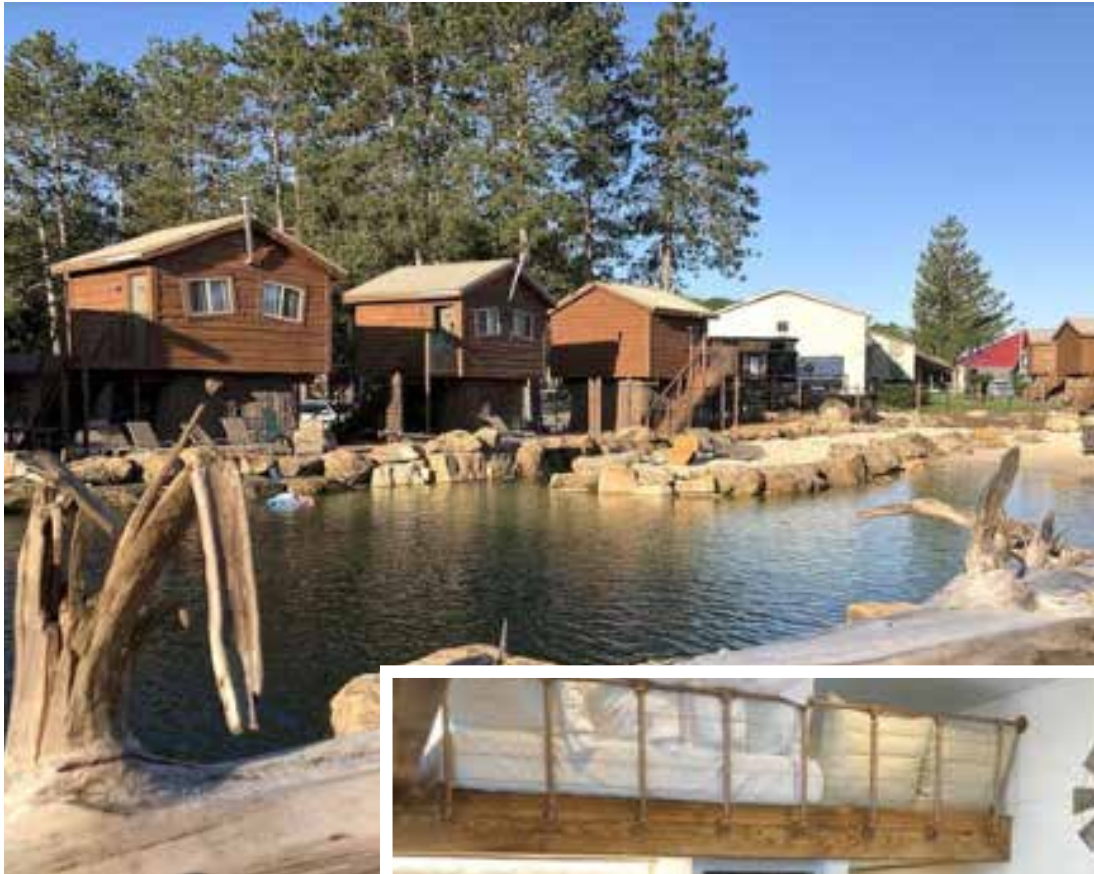


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Unique lodging options in Wisconsin Dells



ABOVE: "Treehouse"-style lodging by American Resort & Treehouses in Wisconsin Dells includes use of the adjacent natural lagoon.

RIGHT: 240-square-foot tiny house rental features a lofted bedroom, a sofa bed and a combined living-dining space.



WISCONSIN - Wisconsin Dells is heralded as the Waterpark Capital of the World, and it's easy to see why. The area boasts more indoor and outdoor water parks per capita than any other place in the world. It pioneered the indoor water park concept 30 years ago.

But the Dells offer visitors a lot more than slide-based

fun. There's the massive Trojan horse go-kart track that towers over the area's legendary Strip. A comedic yet skillful lumberjack show. Tours through a curious, upside-down White House. And what many may find

surprising: innovative lodging options.

HERE ARE SEVEN PLACES TO CHECK OUT:

Tiny house

If you've ever wondered what it would be like to live

in a tiny home, you can give the lifestyle a try by booking a stay at the Dells' first tiny home rental, from American Resort & Treehouses. The chic, 240-square-foot dwelling opened this year and features a lofted bedroom, a bathroom and a living-dining area with a sofa that turns into a pullout bed. Outside, a small patio set and grill complete the offerings (from \$199 a night, americanworld.com).

Treehouses

What kid doesn't want to sleep in a treehouse? "Treehouse"-style lodging is also available from American Resort & Treehouses, right on the Strip. The units, which sit 10 feet off the ground and are accessed by stairs, sleep up to four via a queen bed and bunk beds. They're also equipped with a desk, microwave and refrigerator. Showers and restrooms are located in a separate building nearby. Outside, guests have access to a sitting area, picnic table and fire ring.

Visitors staying in one of the treehouses or in the tiny house may use the adjacent natural lagoon, opened this spring. The lagoon features a waterfall and compact cave, plus clear, chlorine-free water. In the winter, the iced-over lagoon will be transformed into a skating rink (from \$100 a night; americanworld.com).

Airstream trailer

Striking silver Airstream travel trailers have been



Hillbilly Hilt'n

turning heads since their debut in the 1930s. A 26-foot Argosy Airstream trailer, built in 1973, is available for rent at Oak Hill Bed & Breakfast. The trailer features extra-long twin beds, a fully equipped kitchen, fridge and microwave. The Argosy sits in the backyard of the B&B, surrounded by a spacious deck. The deck holds a grill, table and chairs. But the rental's pièce de résistance is the bathroom. Secreted in a small gazebo off the rear of the deck, it features two side-by-side claw-foot soaking tubs (oakhillbnb.com).

Hillbilly Hilt'n

Its windows and doors tilt at crazy angles, and the toilets

and showers are in a separate, shared facility, outhouse-style. But that's the fun of the Hillbilly Hilt'n, tucked into the woods about 15 minutes north of Wisconsin Dells. The 500-square-foot cabin sleeps seven via three bedrooms. There's a full kitchen, too, plus an outdoor grill and kids' play equipment, including a slide accessed from a second-floor deck. Guests must furnish their own bed linens, towels and personal items. Owner Joel Taylor also offers guided climbing and kayak tours in summer, plus ice climbing and snowshoe tours in the winter (from \$145 a night; vrbo.com/1247869).

Full Article: <http://strib.mn/2ZyDQaL>

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Tropical Storm Dorian may hit Florida this weekend

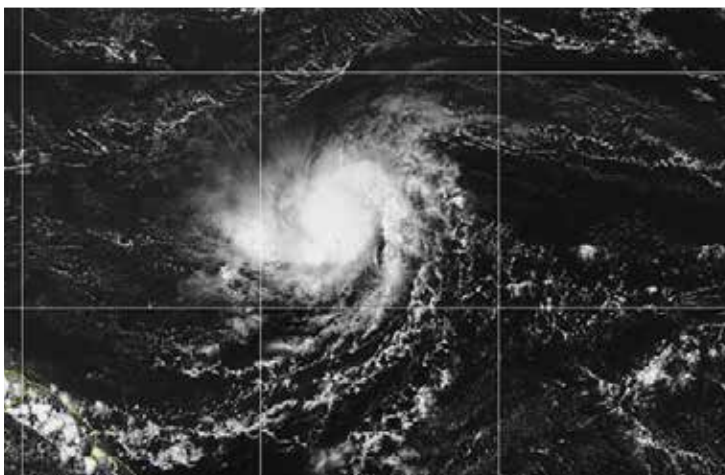


FLORIDA - Tropical Storm Dorian is slowly leaving the Windward Islands behind, and the storm could go on to impact Puerto Rico, the Dominican Republic, The Bahamas and possibly Florida over the next several days.

Dorian's center passed near the south coast of Barbados late Monday night, producing a wind gust to 55 mph at Grantley Adams International Airport.

Rain and strong winds are starting to diminish as the center of Dorian begins to pull away from the Windward Islands.

A tropical storm warning is in effect for Puerto Rico and



the easternmost Dominican Republic. That means tropical storm conditions (39-73 mph winds) are expected there within the next 36 hours.

Hurricane watches are also in effect for Puerto Rico and eastern portions of the

Dominican Republic. Hurricane conditions (74 mph or greater winds) are possible there within the next 48 hours.

Tropical storm watches remain in effect for Saba and St. Eustatius and the remainder of the western and

southern Dominican Republic. Tropical storm conditions are possible in those areas within the next 48 hours.

Dorian will soon turn more to the northwest and move near or between Puerto Rico and the eastern Dominican Republic later Wednesday into early Thursday.

The latest forecast from the National Hurricane Center (NHC) calls for Dorian to be near hurricane strength as it nears Hispaniola and Puerto Rico. However, the intensity forecast is very challenging.

Sea surface temperatures are warm ahead of the system, favoring intensification.

Full Article:
<https://wxch.nl/2HHcg5p>

Brian Saunders on RVing in New England



BRIAN Saunders is a member of the 4th generation of Pinewood Lodge Campground. Pinewood

Lodge, located in Plymouth, Massachusetts, has been family owned and operated since 1952. Brian has been around camping his whole life. He grew up watching his family members run the day to day operations of the campground and has been actively working in the camp himself since he was twelve years old.

After graduating from high school in 2008, he went on to the University of Massachusetts Dartmouth to pursue a Bachelor's Degree in Marketing. After graduating, Brian returned to the campground full-time,

where he was able to translate all that he had learned in the classroom to the real world, bringing fresh new ideas to improve the campground's marketing strategy and general business operations while helping to create life-long memories for many families across the country.

Since 2016, Brian has sat on the board of the Massachusetts Campground Owners Association.

As a member of the board, Brian learned more about the camping industry as a whole and gained exposure to legislation and other issues facing affecting the campground industry on a state and national level. This knowledge gave Brian a greater understanding of what



Brian Saunders

it means to be a campground owner and how to effect change on a national and local level.

In 2015, Brian received the Outdoor Hospitality Management Certificate. The detailed knowledge he acquired from this schooling has made him more efficient and detail-oriented with his work at the campground. This program also gave Brian the

opportunity to network with campground owners from all across the country. Brian is able to reach out to these contacts to bounce ideas off of, or ask about experiences with certain products before making big decisions at the park.

Brian is also a member of the ARVC Young Professionals' group. Since most of his time spent in the camping industry has involved working with older generations, this group allows him the opportunity to communicate with other like-minded individuals his age and to discuss the camping industry with other millennials who have similar perspectives.

Pinewood Lodge Campground is an active member in both NCA and ARVC and Brian has attended many events through these organizations. He hopes to further his impact and become more involved with the industry on a national level. From being a part of the state organization, he learned that it is a tall order trying to get law makers to see the camping industry and realize how it operates. He believes that ARVC has the ability to make big changes that are not always possible on the state level and hopes to bring the camping industry to the forefront of the tourism industry in the near future.

Source: Press Release

Labor Day weekend gas prices on track to be cheapest in three years



AT \$2.59, the national gas price average is poised to be potentially the cheapest Labor Day weekend average

in three years. Today's average is already nearly a quarter cheaper than during last year's holiday (\$2.83) and four cents

cheaper than 2017's Labor Day (\$2.63).

"For Americans who bookend summer with road trips, they will find gas prices this coming weekend that are cheaper than this past Memorial Day and last year's Labor Day holiday," said Jeanette Casselano, AAA spokesperson. "At the start of the week, two-thirds of all states have gas price averages that are nearly a quarter cheaper than last year."

While some states may see gas prices increase by a few pennies ahead of the holiday weekend, which isn't atypical, any jumps will be short-term.

QUICK STATS

-The nation's top 10 largest yearly decreases: Idaho (-43 cents), Louisiana (-38 cents), Indiana (-38 cents), Florida (-36 cents), Kentucky (-35 cents), Delaware (-35 cents), Utah (-35 cents), Mississippi (-35 cents), Alaska (-34 cents) and Oklahoma (-34 cents).

-The nation's top 10 most expensive markets: Hawaii (\$3.64), California (\$3.57), Washington (\$3.21), Nevada (\$3.13), Oregon (\$3.05), Alaska (\$3.00), Utah (\$2.85), Idaho (\$2.82), Arizona (\$2.81) and New York (\$2.79).

Full Article:
<https://bit.ly/2UdOaup>



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Pelland Advertising launches two new responsive websites for The Campground Connection



HAYDENVILLE, MA - Pelland Advertising and The Campground Connection announce the launch of two new responsive websites for The Campground Connection, a full service, voice to voice consulting and marketing company exclusive to the Campground, RV Park and Resort Industry. The two new sites, PremiumCampgrounds.com and StarterCampgrounds.com target growing niche markets within the family campground industry, one featuring campgrounds that are priced under \$600,000.00 and the other featuring campgrounds that are priced at over \$2,000,000.00.

Based in Grandville, Michigan, The Campground Connection is the

largest listing service for campgrounds and related properties in the United States and beyond. The company provides a full package of totally confidential, professional marketing tools for campground sellers, brokers, and buyers.

According to The Campground Connection CEO, Dick DeWard, "Starter Campgrounds and RV Parks are well suited for the first-time buyer for many reasons but most importantly, the price is affordable to get you started in the business. On the other hand, Premium RV Resorts are the deluxe option. They are high-end RV Resorts that include all the bells and whistles and can accommodate the

biggest of big RV's. They have clubhouses, fitness centers, convenience stores, cafes, deluxe patio sites, swimming pools, paved roads, over the top bathhouses, special events, entertainment, and more. Premium RV Parks are just a little step down from the Resort option. They offer some of the amenities that the RV Resorts have, but with a lower price per site fee."

After developing the company's original website ten years ago, Pelland Advertising built a new mobile-friendly site with added functionality for The Campground Connection in 2015. That site, relying heavily upon custom database programming, has been continually enhanced and is now joined by the two new

sites. Pelland Advertising's CEO, Peter Pelland, says, "If you perform a Google search for the term 'campgrounds for sale', The Campground Connection has dominated the first and second positions of the organic (non-paid) search results. We are hoping that the two new sites, with their distinct content, will help The Campground Connection to further command that search presence."

Visit The Campground Connection online at <https://bit.ly/2PmYMBK>, or call them at (616) 532-4835 to learn more about the company's services.

Source: Press Release

Vendors invited to CONY's Exposition for the Outdoor Hospitality Industry

The theme is "Happy Campers! Best Practices for Better Customer Service."



Attendees at the 2018 CONY Exposition visit with trade show vendors. Come join us in 2019!

Pittsford, New York - August 29, 2019 - Campground Owners of New York (CONY) will hold its 56th Annual Exposition for the Outdoor Hospitality Industry and Trade Show October 28-30, 2019 at the Turning Stone Resort in Verona, New York.

CONY's Expo is a multi-day event providing educational opportunities to campground owners and operators and creates networking opportunities between them and the vendors that supply products and services to the outdoor hospitality industry. Vendors will be provided with a 10' x 10' exhibit space with skirted table, two chairs, access to wireless internet, a listing in the Expo program, and lunch tickets for Exhibit days. Vendor packages

start at \$495.

Exposition sponsorships by businesses desiring additional exposure during the conference start at \$250, in addition to exhibitor fees. Businesses not able to attend but interested in having a presence are invited to consider a sponsorship of this event.

Vendors who have attended in the past should be alerted to two important changes for 2019 – on-site location of the trade show, and days of the week for the event. The Exposition is now in the downstairs Conference Center (and not the larger Event Center). The trade show days now fall on a Tuesday and Wednesday (versus Friday and Saturday in recent years).

According to Suzanne Bixby, CONY's Vice President of Marketing & Public Relations, these changes will keep the Exposition fresh and interesting. "We're in the same facility, centrally located in New York State. But we believe relocating to Turning Stone's Conference Center will put a bit more 'buzz in the biz' for the trade show. We also believe changing the days of the week and the dates of the event will help ease the travel burdens for companies attending multiple trade shows this season."

CONY is planning activities and incentives to further encourage shopping at the trade show. The October 29th trade show will include an afternoon coffee service sponsored by Shades

Under the Sun, Inc., and wrap up with a wine reception featuring a cheese table sponsored by Astra Campground Reservation Software. Both trade show days will include shopping incentive drawings. Campground owners present and winning one of several CONY-sponsored trade show vouchers (ranging from \$250-\$500 in value) can use them to shop and boost the revenue for some vendors.

CONY is currently seeking a sponsor for the Tuesday trade show wine reception, and Wednesday trade show continental breakfast/coffee service, plus vendors for trade show. Vendors and campground operators from other states are always invited and welcomed to take part in most every facet of the CONY Expo, from seminars and information sessions to social gatherings.

Additional information about CONY's Exposition for the Outdoor Hospitality and Trade Show, including schedule, pricing, registration forms, and hotel information, is online at www.campcony.com/cony-exposition, or contact CONY at 585-586-4360 and info@nycampgrounds.com. New this year – CONY is providing an online registration option for both vendors and attendees.

Source: Press Release



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CONTACT US

Publisher/Editor:

Dennis Macready
email: dennis@industry-news.com
317-408-6849

Associate Editor & Advertising:

Jamie Macready
email: jamie@industry-news.com
317-408-6849

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CONTACT US:

Publisher/Editor: Dennis Macready dennis@industrye-news.com 317-408-6849

Associate Editor & Advertising: Jamie Macready jamie@industrye-news.com 317-408-6849

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Texas Advertising is the publisher of several state campground guides as well as an approved ad agent for national publications like the Good Sam Directory. Not to mention, Texas Advertising owns AGS Guest Guides which publishes hundreds of campground guides every year and works with tens of thousands of campground-related businesses.

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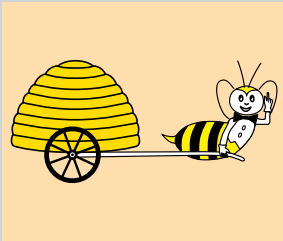
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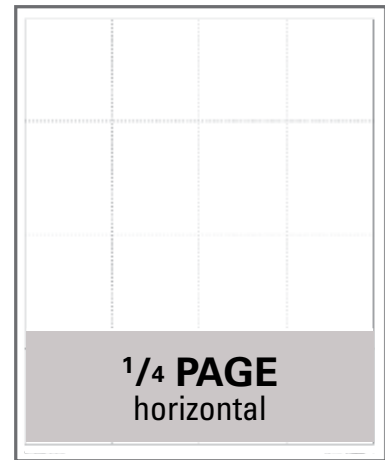
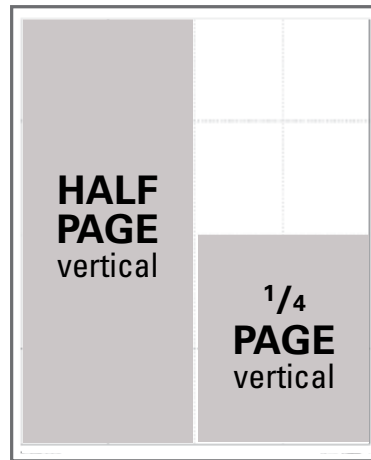
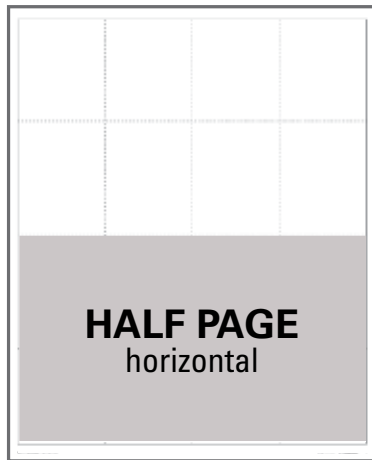
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