Campground Modernization Grows Rural Prosperity
- Cover Story P2

NJCOA Holds Successful Fall Tour - Story P7

ARVC Announces the 2019 Awards of Excellence Nominees Before the 2019 OHCE - Story P17
Campground modernization grows rural prosperity

Campground modernization and expansion is vital to the RV industry as it prepares to meet the needs of the current and next generation of campers who enjoy outdoor recreation but want modern RV campsites, full-service campgrounds and amenities. Unfortunately, public campgrounds, particularly those on federal lands, are in danger of becoming irrelevant without the important improvements that will maintain them as favored destinations for generations to come.

A large interest group to these areas are RVers and it’s critical for the RV industry to ensure there are modern and plentiful places for RVers to camp through the RV Industry Association’s campground modernization and expansion efforts.

There is another reason why campground modernization and expansion - and access to outdoor recreation - is vital to outdoor recreation and for these public lands bring jobs, tourism and commerce into rural areas. Many rural communities act as gateways to public lands, and the opportunities for developing outdoor recreation create a great way to grow rural prosperity. Several of the selected communities are in or adjacent to “Opportunity Zones,” economically distressed areas.

Selected communities include Cambridge, NY; Fryeburg, ME; Giles County, Va.; Glenwood Springs, Colo.; Gorham, NH; Grants, NM; Jasper, Ala.; John Day, OR; Poultney, VT; and Thompson Falls, Mont.

These grants are a part of the Recreation Economy for Rural Communities assistance program which helps communities develop strategies and action plans to revitalize their Main Streets through outdoor recreation. Through the program, a planning team appointed by EPA and its federal counterparts will help the selected communities create a plan to grow the local outdoor recreation economy in ways that promote sustainable resource management and environmentally friendly community development.

Full Article: https://bit.ly/33qJTAR
Manage a smarter campground.
Now for just $2 per online booking.

✓ Real-time, cloud-based reservations
✓ Dynamic pricing
✓ Unlimited customer support

✓ No setup fees or import fees
✓ Grid optimization
✓ Free multipark management

✓ No monthly subscriptions
✓ Site lock upcharge
✓ Unlimited rules customization
✓ Guaranteed revenue increase

Schedule a demo today to lock in our new pricing!

"Finally, a reservation system designed for RV Resorts and Campgrounds that puts the guest experience first while providing tools to maximize operator profitability. In a short period of time, our online reservations have more than tripled at our Jellystone Park™ Resorts and revenue from advanced bookings is up more than 40%. The team at Campspot is exceptional – responsive, professional, talented, and they understand the industry."

- ED POGASIC  VP OF REVENUE MANAGEMENT, SUN RV RESORTS
A year after Hurricane Michael, Trail’s End gets a new beginning

ABOVE: Kandy Barnett looks over the water outside of one of the houseboats at Trail’s End Resort on Oct. 2.
RIGHT: A vast majority of the trees at Trail’s End Resort were destroyed by Hurricane Michael as shown in this file photo from October 2018

DONALSONVILLE, Georgia – Among the mountains of debris from Hurricane Michael, Jacky Barnett found his own little piece of paradise.

“About dark, it’s some of the prettiest sunsets I’ve ever seen,” Barnett said.

Located where the Chattahoochee River feeds into Lake Seminole, Trail’s End Resort and Marina was a shady hideaway popular with anglers and duck hunters. Small cabins, RV sites, and colorful houseboats welcomed overnight guests.

But on Oct. 10, 2018, Hurricane Michael battered Northwest Florida before moving inland through Georgia – right over Donalsonville and Trail’s End. Even over Georgia, it was still a Category 3 storm.

The former proprietor of Trail’s End and others hunkered down in the resort’s restaurant.

When it was over, trees were snapped or uprooted, houseboats were unmoored and floating free of the docks. The marina store and clubhouse were crushed by fallen trees. The damage throughout the campground was overwhelming.

“The real shock came after the storm,” then-proprietor Liz Long told the Dothan Eagle more than a week after the storm. “We heard the trees snapping all around us, but we couldn’t really see what happened until we came out from the porch … There was nothing I could say or do; I just started crying. Everything was gone.”

As local residents began the cleanup and recovery process, Barnett brought crews from Jasper, Alabama, to work following the storm. Barnett and his crews ended up staying at Trail’s End.

They worked long days, but Barnett remembers walking to the houseboat area and looking out over the water just before sunset. The 176-acre Trail’s End had been for sale prior to the hurricane, and after staying in the campground a few months, Barnett decided to buy it.

“There’s nowhere else in the world like this,” he said. “You can go over there and just get lost on that water… it’s beautiful.”

Barnett purchased the resort in February. While a lot of work has been done on the resort’s structures, the changed landscape is still evidence that something devastating came through here. Many of the tall pines and hardwood trees that once shaded Trail’s End Resort and Marina are gone.

The marina store is on the verge of reopening with a new name – Bread’s Bait & Tackle, a nod to the store operator, a local man everyone calls Cornbread. The campground is open with small cabins and RV spots for rent. Campers and day guests drive in from around the tristate region to eat at Pop’s Dockside Grill for breakfast, lunch, and dinner. A
The pool and the clubhouse have been restored

new parking lot for boats is in the plans.

Colorful houseboats still line a floating boardwalk near the rebuilt clubhouse and pool. Most are privately owned but a few can be rented and guests can fish off the back of the houseboats or just sit and watch alligators swim in the channel.

“We ended up renting this destroyed park and as we stayed here in it, fell in love with it and bought it,” Barnett said. “We came in here and bought it and cleaned it up and love it – and love the people in this area. What attracted me more than the place are the people and the support, even from Dothan, for our restaurant and marina.”

He brought his family down to help – son Luke, daughter-in-law, Laken, and wife, Kandy. They still have homes in Jasper and travel back to see family. But Trail’s End has become a home.

“We actually all love it,” Kandy said.

Of course, it wasn’t easy. They hauled off 176 trailer loads of debris and spent months piling and burning downed trees. They rebuilt the cabins, the store, clubhouse and docks. They put new plumbing in throughout the park.

Anglers still come for the bass and crappie fishing. Duck hunters still come by the hundreds.

Despite all the work that has been done, Barnett said there’s still so much more to do.

Source: https://bit.ly/311fLKx

---

ALL-IN-ONE CAMPGROUND MANAGEMENT SYSTEM

MULTI-PARK MANAGEMENT • ONLINE RESERVATIONS • DYNAMIC PRICING • POS MOBILE CHECK-IN • GUEST MARKETING • INTERACTIVE MAPS • 24/7 SUPPORT

Our easy-to-use software will streamline your operations, unchain you from the reservation desk, and increase bookings and revenue. RMS lets you spend more time on the most valuable part of your business — creating an exceptional experience for guests.

SCHEDULE A FREE DEMO!

RMSNorthAmerica.com/IndustryENews
858.427.1200
Ten off season pool care tips

UNFORTUNATELY, the responsibilities of pool ownership don’t end when swimming season does! It’s important to continue caring for your pool during the off-season (fall, winter, and early spring) to ensure a successful and clean opening.

1. ADD A MID-WINTER ALGAECIDE

Use an algaecide or algaestat (preventive), particularly one that stays in the water for a good length of time.

On the last day of operation, add this to the water and run the pump for 24 hours to fully circulate. Then shut down the circulation system for the winter. By keeping the green stuff away as long as possible, pool startup will be much easier.

2. CHECK YOUR SYSTEM TO PREVENT FREEZING

As winter approaches and you plan to close the pool, remember to check your pipes and motorized parts. Drain the water from the pump, pool heater and filter. You also want to drain the water 4–6 inches below the pool skimmer.

As the temperatures begin to dip to freezing levels, any excess water in these parts can freeze. If that happens, the pipes can crack, which can cost serious money in the long run.

Remember to also completely remove any water that has accumulated on top of your pool cover to keep it from freezing. You can shop vac or use a sump pump.

3. KEEP YOUR POOL COVER CLEAN ALL WINTER LONG

You should absolutely have a winter cover for your pool. A dirty but safely covered pool beats a sparkling clean but uncovered pool any time. There simply is no better insurance for keeping toddlers and wildlife out of the pool.

If possible, keep the water level where it’s supposed to be, and the pumps running.

4. ADD CHLORINE TO YOUR POOL TO ENSURE A CLEAN OPENING

We recommend a few things if you have a safety cover on your pool in Michigan or the Midwest United States:

In the fall, make sure to add chlorine and algaecide to your pool for over the winter. Don’t add too much chlorine though. If the chlorine level is too high over the winter, you can bleach the liner.

As soon as the water thaws in the spring, pop open a corner of the cover and add liquid chlorine to the pool (1–2 gal. for an average in-ground pool). You can do this yourself, or hire a professional to do this for you. This is the most important step.

When your pool is opened, vac on waste to help remove the debris from the bottom of the pool. If you try to vac the sediment from the bottom of the pool and run it through the filter system, you may find that the sediment is so fine that it goes right through your filter.

If you find your pool is pea-soup green in the spring, add more liquid chlorine, allow your filter to do its work, and monitor the progress. Be patient. If you don’t see progress in several hours, repeated doses of chlorine and algaecide may be in order, and your pool may benefit from an extra vacuum session.

Full Article: https://bit.ly/2edwx2z
NJCOA holds successful Fall Tour

NEW JERSEY - New Jersey Campground Owners Association (NJCOA) held another successful Fall Tour and General Membership meeting October 1st to the 3rd. The tour took place in the Southern Shore Region of the state and attendees were exposed to the beach like atmosphere of the area. The event was two days of touring campgrounds, an educational session about Emotional Support Animals presented by the NJ Office of Attorney General, and a tour of a distillery owned by a former campground owner, along with meals and camaraderie.

“This year’s Fall Tour brought together over 40 individual campgrounds throughout the state and over 80 attendees consisting of campground owners and managers along with associate members,” commented Joann DelVescio, NJCOA Executive Director. Campground owners and managers were heard discussing the interesting things they saw during the tours and comparing notes during the meals. Karen Kymer, NJCOA President and owner of Kymer’s Campground in the Skylands Region was excited to see so many members at the event. She commented, “it was great to see many of our new campground owners and managers at the event. It was the perfect opportunity for them to meet their peers and ask questions.” DelVescio was delighted to see several of our next generation of campground owners involved in this year’s tour.

For more information, contact Joann DelVescio at 609-545-0145 or email at njcoa@campnj.com. www.GoCampingNJ.com
Source: Press Release

Beat the competition, every day of the week.

“We were stunned! Our mid-week business went up 50 percent our first year with KOA. It was amazing!”

Jim Kersten – Milton, Wisconsin KOA

Adding the KOA brand to your park is a great way to increase your mid-week business.

You’ll also benefit from national marketing programs, a cutting-edge reservation system and the name recognition that comes with being a KOA franchised location.

Call 800.548.7239 or visit ownakoa.com today!
Can September bail out 2019?

by Art Lieberman

I recently read an article in a trade paper which pronounced that August helped finish out the height of the season by great attendance at campgrounds in the US. These prognostications may be being made by campgrounds in parts of the country, but financial statistics nation-wide demonstrate that August, although better than the previous year’s August, did nothing to make a minor correction in the downward course of the campground industry earlier in 2019. In plain English, campgrounds suffered an overall financial decline in the first eight months of this year.

Allow me to qualify this analysis, by informing you how this assessment was made. Our company, MCPS for Campgrounds processes credit cards for over 670 campgrounds across the US. These campgrounds are as wide a variety as exists in the industry. Some have 40 sites, others have 400. A few do under $1,000 a month in credit card charges, others range into the hundreds of thousands. (One does over a million). These campgrounds can be in the southern or western US where they are open all year, while, a slight majority of them, are seasonal and are in the north. Finally, some are affected by serious weather conditions, while others are not.

Most importantly, the credit card portion of their income is displayed for us daily. We can see how adverse weather on the important 4th of July weekend drastically effected the income of some campgrounds. Weather conditions like floods or fires had impacts on campgrounds that lasted weeks, not days. High winds and tornadoes tore down trees in campgrounds and altered the landscapes. Bad weather also impacted the RVer, making them less likely to venture out into campgrounds that are facing storms, or which have already been damaged by a weather event.

The monetary impact of weather in the US during this past summer has been extremely noteworthy and dramatic. Every year for the past 12 years, our credit card volume has increased from April until August. In 2019, however, each month failed to reach the volume of the same month in 2018. Some months were
only a few hundred thousand lower, some over a million or more. We even lost a few campgrounds all together to storms.

But there is hope for the year, after all. Our total transactions for the first couple of weeks in September were stunning, probably because of a healthy Labor Day holiday which bolstered the numbers. We are already over a few hundred thousand dollars ahead of last September. During discussions here, we believe that RVers, disappointed in the poor weather during most of the summer, have decided to make use of their RVs while it is still possible – at least in the northern tier of states. For the first 7 or 8 days of September, there are few major storms on the continental US. Let’s all hope that this continues.

Meanwhile, in the future, there are new developments in the air. Glamping has become its own exciting industry and millennials seem to be fueling it. Reservation systems are being simplified and products that enhance the look of campgrounds are now on the market.

FOOTNOTE:
In the end, September came in $200,000 LESS than in the same month in 2018 from credit card transactions from our customers.

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.
He has been conducting seminars on credit cards in many State and Regional Association Conventions. Art can be contacted at rvcreditcards@yahoo.com or at 877-858-9010.)
New York Jellystone loses appeal on unauthorized expansion

Gardiner, N.Y. - “Sleeps up to 18. Right next to our brand-new sports courts & pedal kart track, Cindy Bear’s Palace is a fantastic option for a large family getaway! Live life in luxury for a great vacation! Starting at $520/night.” So reads the Lazy River Resorts, LLC website’s pitch for rental of the most capacious (and costly) option for overnight accommodation at Yogi Bear’s Jellystone Park Camp in Gardiner. Trouble is, the building at 46 Bevier Road lies on a separate parcel from the rest of the campgrounds and hasn’t been approved for such use by the town. A legal appeal by Lazy River of a Notice of Violation (NOV) issued on July 31 by Gardiner’s building inspector/code enforcement officer, Andy Lewis, was vehemently rejected last Thursday by the Zoning Board of Appeals.

“The inclusion of this property, and its subsequent use as part of your campground business, constitutes an unauthorized amendment to and/or expansion of your Site Plan, and requires approval from the Town of Gardiner Planning Board,” wrote Lewis in the NOV. “To maintain compliance with the Zoning Law, you are required to immediately discontinue the business use of this property until an application for a Site Plan Amendment has been reviewed and approved by the Planning Board.” As of Monday, September 30, Cindy Bear’s Palace was still actively available to rent on the resort’s website.

Lewis explained that what he accidentally discovered on an inspection of the property on July 3 - originally scheduled for a walkthrough of a bathhouse being constructed under a separate building permit - “took me aback.” A large tennis court, basketball court and racetrack, he found, have all appeared on the 46 Bevier Road parcel without Planning Board approval. Complicating matters further, the “new adjacent recreational facility” was apparently built since the town adopted a moratorium on development or expansion of tourism-related accommodation facilities until changes to the zoning code are worked out by the Town Board.

Lazy River took the position that 46 Bevier Road is a “single-family dwelling with an accessory apartment” on a separate lot from the resort, being sublet as an AirBnB, and that the amenities constructed adjacent to it should not be treated as a commercial use for the campground’s clients, despite both properties being under the same ownership.

“Let’s say a different owner rented this house. Why can’t these people walk over and use Jellystone Park?” asked the attorney Lazy River, Charles Gottlieb of Whiteman, Osterman & Hanna, LLP. The ZBA wasn’t buying it. “People who rent the house have full use of the [resort] facilities,” pointed out board member David Sterman. Asked point-blank by ZBA chair David Gandin, “Do you..."
dispute that people who go to the campground can now use the improvements to this lot?” Gottlieb demurred, insisting that Gardiner zoning law is “vague and ambiguous” and claiming that the recreational facilities are an accessory use allowed by the town for residential properties. “How is that not commercial?” asked board member Michael MacElhiney. “If it smells like a duck and it quacks like a duck, it is a duck,” fellow member Joe Katz observed wryly.

“They’re really not good neighbors,” averred Suzanne Levirne, an Albany Post Road resident who lives “one lot away from the campground” and has complained to the town on previous occasions about persistent noise coming from events at Lazy River. Noting that many uses were “grandfathered” into the original 70.8 acres of the resort, she alleged, “The campground has gotten a pass on a lot of things… What they’re trying to do is circumvent any approvals by the town. They’re buying properties down the road without getting any additional approvals… It’s an expansion of the campground. They can call it whatever they want.”

According to Lewis, recent conversations with the Gardiner Planning Board on the topic had yielded a consensus that compliance is the town’s main goal. “We want to minimize the impact on the residential neighbors surrounding the campground,” he said. “Getting them in front of the Planning Board is critical to gain compliance.”

Saying “I object to the process,” Gottlieb argued that enforcement of the NOV should be adjourned until Lazy River comes before the Planning Board for several other permit applications currently in process: “I think a global solution is more useful, instead of a piecemeal approach.” But he waded into dangerous waters when he asked Gandin to recuse himself from voting on the matter, alleging bias: “I know that the town is not pleased with Jellystone Park…I dispute the characterization that this board does not get involved with the policy of the town.” “Anybody’s personal feelings do not come into our deliberations,” a clearly irritated Gandin said tersely. “We’re here because your client was cited with a Notice of Violation. It’s a very discrete consideration. The construction was improper because it’s a backdoor expansion of the campground without getting a permit.”

Gottlieb antagonized the board yet further when he implied, in a reference to a potential “waste of town resources,” that a lawsuit might be imminent, which Gandin characterized as “a veiled threat, which we will not be bullied by.”

Full Article: https://bit.ly/2M31hFR
Go RVing: Leading the growth of diversity in the RV market

FOR more than two decades, Go RVing has been the leader in diversifying the RVing audience in an effort to grow and expand the overall market. While the major core target market of RV buyer are families, identifying new potential RVers and engaging with them through traditional and digital media as well as experiential events and social influencers, is key to sustaining the lifestyle cherished by millions of Americans.

According to CNN, an estimated 58.9 million Hispanic people live in the United States, comprising 18.1% of the total population. Last year, Go RVing sponsored the Mexican National Soccer team during several U.S. exhibition games, running the “Victory” ad with a Hispanic voiceover during commercial breaks. This year, Go RVing displayed RV products at several Hispanic festivals including Carnaval on the Mile and Fiesta Patras, exciting thousands of festival-goers into the possibility of RV ownership. In addition, Go RVing partnered with Latino Outdoors, and their mission to connect Latino communities with the outdoors, in an AWAY video featuring Founder Jose Gonzalez and friends as they explored the desert in the comfort of an RV.

Building strong influencer relationships is key to authentically connecting with audiences. Go RVing has been doing this for years in the African American community by working with real life RVers and influencers such as Soulful RV Family, Tyrhee Moore, The Traveling Child, Browns Dope Little Adventures, Brothers of Climbing and Oneika the Traveller among many others amassed video vies in the millions. This past August, Go RVing had an expansive display footprint at the African World Festival in Detroit and invited Ish Monroe, Britta Brown and members of Brothers of Climbing to welcome the over 150,000 festival attendees to check out some the latest RV products available for purchase.

More and more women are seeking outdoor adventure as a way of finding independence and charting their own path. With that in mind Go RVing partnered with Lindsey Elliot and Jainee Dial, owners of Wylder Goods, an outdoor company that supports female-owned brands. Go RVing also worked with professional rock climber Sasha DiGiulian and fly-fishing guide Maddie Brenneman on the AWAY video series. These women are perfect examples of young female entrepreneurs who have every reason to find freedom in RVing.

Adventure-seeking exists in all of us. When professional skier Gus Kenworthy came out in 2015, he became the first openly gay action-sports star. In an upcoming Go RVing video, Gus tackles the AIDS/ LifeCycle, a seven-day, 545-mile bicycle ride from San Francisco to LA, with an RV for a basecamp. Living busy city lives can get overwhelming. In an AWAY video, Bernie and Allan travel the U.S. in their RV, “Barbara Jean”; for relaxing breaks from their busy city lives, showing others in their community you’re never too busy to stop and enjoy the outdoors.

As the demographics in the United States continue to change, it’s increasingly important to tell the story of RVing to a diverse set of audiences. For 20 years Go RVing has been the leader in that conversation, driving more people to the values, benefits and opportunities that RVing provides.

Thunder River Outdoor Recreation & Campground receives $350,000 grant

HAYSI, Va. - Virginia is providing $350,000 dollars in grant money so that the Thunder River Outdoor Recreation and Campground can expand in Haysi.

The area is an old coal tipple and preparation plant near several trails popular for hiking, biking, riding ATVs, and whitewater activities.

The grant money is coming through the Virginia Department of Mines, Minerals, and Energy. It will be used to replace and extend a waterline and will allow the tourist destination to expand. Officials say a bathhouse and sixty new campsites will be built.

State mine officials say it’s a great example of how mined land can be reclaimed. “Everything in this area of Haysi is most likely on land where coal was once mined and we hope the addition of public water and the success of those at Thunder River Campground draws the attention of future developers,” said DMME Deputy Director Butch Lambert.

The DMME received $10 million from the federal government to find abandoned mine land that can be used for development. “The AML Pilot program supports important infrastructure upgrades in areas where the legacy of mining is present. Full Article: https://bit.ly/327qgNF
Yurts provide new camping experience in ancient way

FUNNY, I didn’t feel like looting and pillaging. Maybe it was the refrigerator.

I mean, yeah. It was nearly 90 degrees. The air was uncomfortably thick and sticky — reminiscent of a locker room shower — courtesy of an early morning shower. And the fishing was slower than hoped.

The whole scene stood in striking contrast to the sight and smell of early October leaves already on the ground or drifting down before us.

Still, who could complain?

Mid-afternoon found us relaxing on a soft loveseat. Overhead a giant ceiling fan moved and chilled the otherwise dead air, all while we sipped ice water.

Genghis Khan never had that in his yurt I’ll bet.

Granted, such amenities likely wouldn’t have stopped him from terrorizing Eurasia back in the day. He enjoyed mayhem and was good at spreading it.

But who knows. I mean, it’s hard to be cranky in the midst of comfort.

We were finding that out.

Long-time campers, we’ve stayed in a lot of places in a lot of ways, from sleeping on the ground beneath a tarp lean-to tents to cabins and more.

Never, though, had we tried a yurt before.

They’re ancient technology, if you will.

The nomadic Native Americans living on the Great Plains developed teepees, or tipis, made of buffalo hides for shelter. They could be set up and taken down in short order, so that tribes could follow the great bison herds.

Well, yurts are the central Asian version of those. Used most famously by the Mongolians, yurts are portable and often covered in skins or felt. The difference is they’re round, with a lattice work frame and a domed top.

Shepherds and others use them today, just as their ancestors did for centuries. They’ve been around, according to some records, since about 600 BC.

More recently, they are a fun alternative in a lot of campgrounds.

Almost 20 state park systems offer yurt camping in addition to tent and RV sites, cabins and cottages. Many private campgrounds do the same.

Staying in a yurt is not glamping, necessarily.

Few of those available to rent have indoor plumbing, though that’s possible. Pacific Yurts, the Oregon company
that made the yurt we were camping in, offers some pretty luxurious models, with details for customers on how to add running water if desired.

And indeed, some do. People occasionally choose yurts for year-round living. Ours wasn’t quite that fancy. Instead, in the park we visited, a pump outside the door, near the fire ring and picnic table, offered water. We had access to a central bath and shower house, too, complete with laundry and dishwashing facilities.

It was a short walk away, but we were hardly roughing it. Yurts offer lots of other creature comforts. Electricity is one. That meant the aforementioned refrigerator and ceiling fan, along with a stove top, microwave and lamps. We had not only the loveseat, but a table and four chairs and bunks to sleep five.

Our yurt also had heat - not that we needed it - and a wood floor, with two screened windows. The exterior was heavy canvas.

The whole thing was surrounded on three sides by a deck, complete with a porch list on one corner post.

There are no separate interior rooms or doors inside a yurt. This is communal living.

Yet, that’s not to say there’s no privacy. Ours had an interior wall.

Staying in a yurt was different and dun. We didn’t have to fight off any would-be conquering invaders, thankfully. Nor did we see any bison or sheep herds, though a couple of white-tailed deer showed up to eat apples dropping from a tree nearby.

Available in various sizes or made to suit, the patent pending Jump Pad is manufactured with a series of inflatable tubes that provide kids and adults of all ages to jump side by side and have fun.

The flat open area surface ensures both children and adults can use the Pad together.

Keeping safety in mind and for outdoor use, the Jump Pad comes with metal stakes and tie downs and with a simple secure process for indoor installation.

Ideal fitness activity for young and old, helping to teach children balance and co-ordination.

Want to move it to another location or put it into storage? No problem, simply roll it up and pack it away!

A true kid magnet and one that will add incentive to encourage repeat business.
ARVC announces the 2019 Awards of Excellence Nominees

THANK YOU to all the following parks, suppliers and state associations who took the time to participate in the ARVC Awards of Excellence. Winners of the 2019 Awards of Excellence will be announced at the 2019 Outdoor Hospitality Conference & Expo during the Awards of Excellence dinner on Thursday, November 7. Register to attend OHCE here.

PARK OF THE YEAR – SMALL
- Anvil Campground
- Brushcreek Falls RV Resort
- Chokoloskee Island Park & Marina
- Clarksville RV Park & Campground
- Cross Creek RV Park and Campground
- GSP RV Park
- J and H RV Park
- Big Meadow Family Campground
- The Lamp Camp

PARK OF THE YEAR - MEDIUM
- Elizabethtown/Hershey KOA
- Jellystone Park Gloucester Point
- Little Arrow Outdoor Resort
- Meadville KOA Campground
- Naples KOA
- Shelby/Mansfield KOA Resort
- St Cloud Clearwater RV Park
- Triple R Camping Resort and Trailer Sales
- Whispering Hills Jellystone Park Camp Resort
- Wichita Falls Jellystone Camp Resort at Coyote Ranch
- Yogi Bear’s Jellystone Park at Kozy Rest

PARK OF THE YEAR - LARGE
- Castaways RV Resort
- Cava Robles RV Resort
- Evergreen Campsites & Resort
- Mi-Te-Jo Campground
- Motel & Camping Colibri
- Pismo Coast Village RV Resort
- Rincon Country RV Resort East
- Rivers Edge Campground
- Yogi Bear’s Jellystone Park Quarryville, PA
- Yogi Bear’s Jellystone Park™ Camp-Resort Guadalupe River
- Yogi Bear’s Jellystone Park™ Camp-Resort Hill Country
- Yogi Bear’s Jellystone Park™ Camp-Resort Luray
- Yogi Bear’s Jellystone Park™ Camp-Resort Memphis

PARK OF THE YEAR - MEGA
- Yogi Bear’s Jellystone Park Lazy River Gardiner, NY
- Yogi Bear’s Jellystone Park Mammoth Cave
- Yogi Bear’s Jellystone Park™ Camp-Resort: Williamsport, Maryland
- Yogi Bear’s Jellystone Park™ Tower Park

PARK OF THE YEAR - MEGA
- Cherrystone Family Camping Resort
- Frontier Town
- Lakewood Camping Resort
- Rincon Country RV Resort West
- Voyager RV Resort

PLAN-IT GREEN FRIENDLY PARK - SMALL/MEDIUM
- Shelby/Mansfield KOA Resort
- True West Campground
- Yogi Bear’s Jellystone Park at Kozy Rest

PLAN-IT GREEN FRIENDLY PARK - LARGE/MEGA
- Evergreen Campsites & Resort
- Santee Lakes Recreation Preserve

SUPPLIER OF THE YEAR
- CampLife
- CampSpot
- Leavitt Recreation and Hospitality
- RMS - The Hospitality Cloud

Full Article: https://bit.ly/31bolXq
ACCOUNTING

CPA firm that specializes in working with Campground and RV Park owners throughout the USA. Our industry knowledge is focused on taking the headaches out of bookkeeping and accounting and helping you grow your campground's value.

Contact: Donna Bordeaux or Chad Bordeaux
Phone: 704-752-9845
Email: info@campgroundaccounting.com  www.campgroundaccounting.com

Experienced bookkeeping firm focused solely on the Outdoor Hospitality Industry. Our accounting and operations knowledge allow us to offer turnkey accounting solutions to RV park owners, freeing you to spend your time focusing on your business, not on data entry.

Contact: Lindsey Foos
Phone: (303) 816-8528
Email: Chat@FiresideAccounting.com  www.firesideaccounting.com
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.

910 S. Crowley Rd, Ste. 9-504, Crowley, TX 76036. 877-518-1989
www.TexasAdvertising.net  Email: info@texasadvertising.net

Southeast Publications provides site maps for your campground at NO COST to you. We can design your rack cards, mirror hangers, business cards, banners and more. FREE listing on MobileRVing.com and mobile app.

Call today 888.832.3292
www.SoutheastPublications.com
2150 SW 10th Street, Ste A
Deerfield Beach, FL 33442
ContactUs@SoutheastPublications.com

Did you know our weekly Campground & RV Park E-News is sent to over 11,000 in-boxes of owners and managers? The vendor listings appear every week for 48 weeks of the year and provide a valuable service to the industry. Owners don’t have to go searching for a product or service as the information is provided in their in-box each week under easy to find categories.

For more information, contact Jamie at...
jamie@industrye-news.com

Specializing in acquisitions and sales of RV properties Nationwide. If you have considered selling, let’s discuss how we may be able to assist you in ways others cannot. Not ready to sell? We offer full-service management options for far less than you might imagine

Contact: Randy Hendrickson, 805-253-1562
Email: Randy@1Horizon.com  www.1Horizon.com
Pinnacle Park Homes has served the campground industry for over 15 years. With our focus solely on park models and camping cabins, Pinnacle Park Homes has become a leader in the industry. We deliver to 48 states and our homes arrive complete – they are not a kit. We offer a rental line exclusively to campground owners that are designed to bring a return on investment in a short period of time.

Call us today or visit the web. 866-574-5159
26488 GA Hwy 3 Ochlocknee, GA 31773
Email: info@pinnacleparkhomes.com  www.pinnacleparkhomes.com

Great American Direct leads the industry in providing hospitality solutions at factory direct pricing. Our line features mattresses, mattress protection, bed frames, futons. Our NEW line provides outdoor furniture and umbrellas for your patio sites and pool areas. For a full list of products, visit our website.

Ph: (757) 229-0567
4000 Newman Road, Williamsburg, VA 23188
Email: shop@greatamericandirect.com  www.greatamericandirect.com

Bath House and Commercial Modular Buildings to meet any Building Code.

Building Pro the Out House Masters has been custom building modular buildings since 1979. We design and build to meet your exact needs. We provide Showers, Toilets, Meeting rooms, Laundries, Classrooms, Locker rooms, Offices, Daycare's, Churches, Clinics.

Building Pro: 713-880-2801
www.buildingpro.com  bill@buildingpro.com
Full Circle Finance has been financing the campground industry for nearly 20 years. We finance park models, bath houses, yurts, laundry equipment, honey wagons, hardware/software, pool equipment, jumping pads, playground equipment, picnic tables, fire rings and just about anything else you can think of for the hospitality industry. If it’s equipment used for your business, chances are we will finance it!

Call Kevin Van Wagner today at 1-888-223-2600 or visit us online www.fullcirclellc.us  Kevin@Fullcirclellc.us  APPLY NOW

MCPS for Campgrounds is the industry’s largest credit/debit card processor with very low rates to save you money. We have a virtual terminal, PCI Compliance Protection with up to $100,000 indemnification and many other services. We are on the Suppliers Council of ARVC and over a dozen state and regional associations. We work with most of the reservation services. MCPS processes through Woodforest Bank, with over 800 branches in Wal-Mart stores.

418 Hazel St., New Berlin, PA 17855 USA
Ph: 877-858-9010 Fax: 866-361-2267
rvcreditcards@yahoo.com   www.mcpsforcampgrounds.com

SMORSTIX - The perfect Marshmallow Roasting Stix. The original since 1999. Packaged bulk or with pre-loaded clip-strips or floor display. Made of 100% untreated white birch without any additives, dirt or grime. SMORSTIX are a generous 30” length to keep everybody at a safe distance from the fire. Trees & forests are left undisturbed which is a good lesson when teaching the kids to leave our forests the way we found them.

Ph: 877 766 7784
smorsales@smorstix.com   www.smorstix.com
MOBILE APPS

CREATE AN EXPERIENCE APP FOR YOUR CAMPGROUND, IN MINUTES! Features include a real-time alert system, activities calendar with reminders, mobile initiated delivery services, turn-by-turn directions to nearby things to see and do and MORE. No setup fees, 30 day Free trial. Subscriptions start at $30/month. Join the network.

Phone: 888-231-CAMP (2267)
Email: info@campersapp.com  www.campersapp.com

SOUTHEAST PUBLICATIONS

Southeast Publications provides site maps for your campground at NO COST to you. We can design your rack cards, mirror hangers, business cards, banners and more. FREE listing on MobileRVing.com and mobile app.

Call today 888.832.3292
www.SoutheastPublications.com
2150 SW 10th Street, Ste A
Deerfield Beach, FL 33442
ContactUs@SoutheastPublications.com

PLAYGROUND EQUIPMENT

The Jump Pad has taken the market by storm and is the ideal kid magnet for campgrounds and RV resorts. Available in a variety of sizes, the Jump Pad is a series of inflatable "pillows" along a flat play jump area. No installation is required. Insurance companies have endorsed it. Can be folded and stored over winter!

Phone Randy on 704 902 1786
thejumppad@gmail.com  www.thejumppad.com

PRINTING SERVICES

AGS is the industry leader in printing and promotional products. From site maps to brochures to fun, unique items like dry-erase maps for check-ins, floor mats, wine glasses and more! AGS prints high-quality and customized products to promote your business.

910 S. Crowley Rd, Ste. 9-504, Crowley, TX 76036. 817-426-9395.
www.AGSPub.com  Email: guides@agspub.com
Southeast Publications provides site maps for your campground at NO COST to you. We can design your rack cards, mirror hangers, business cards, banners and more. FREE listing on MobileRving.com and mobile app.

Call today 888.832.3292
www.SoutheastPublications.com
2150 SW 10th Street, Ste A
Deerfield Beach, FL 33442
ContactUs@SoutheastPublications.com

Emerald FX is a design build fiberglass company with a full line of American Made products. Our splash pads and water features can be found in many campgrounds throughout the country. We strive in providing our customers with the utmost quality!

Emerald FX LLC
502 Industrial Parkway, Norwalk, Ohio 44857
PH: ( 419 ) 663-3279
Email: sales@emeraldfx.com Website: www.emeraldfx.com

The Jump Pad has taken the market by storm and is the ideal kid magnet for campgrounds and RV resorts. Available in a variety of sizes, the Jump Pad is a series of inflatable "pillows" along a flat play jump area. No installation is required. Insurance companies have endorsed it. Can be folded and stored over winter!

Phone Randy on 704 902 1786
thejumppad@gmail.com www.thejumppad.com

Ready to upgrade your reservation system? If you're looking for simplicity with flexibility, Open Campground is an affordable and easy to use solution for your reservation system needs. Supports use in house and reservations by the guest. Check out the FREE demo today!

www.OpenCampground.com
Email: info@opencampground.com
RESERVATION SOFTWARE

With over 30 years of innovation and 6,000 properties, RMS provides customizable, easy-to-use cloud-based reservation and property management software for RV parks and campgrounds. RMS helps drive bookings, boost operational efficiency and streamline communication with guests to increase revenue and maximize business potential.

11120 Roselle St, Suite B San Diego, CA 92121
Email: ts@rmsnorthamerica.com   https://www.rmsnorthamerica.com/

RESORT MANAGEMENT

Specializing in acquisitions and sales of RV properties Nationwide. If you have considered selling, let's discuss how we may be able to assist you in ways others cannot. Not ready to sell? We offer full-service management options for far less than you might imagine

Contact: Randy Hendrickson, 805-253-1562
Email: Randy@1Horizon.com   www.1Horizon.com

RV RESORT SEARCH HOME

Enhanced Camping, a product of AGS Guest Guides, is a first-class RV Resort and Campground search engine that not only lists your campground but offers the ability to include a banner photo and your guest guide! It also features thousands of camping-related services that support RVers all across the country.

910 S. Crowley Rd, Ste. 9-504, Crowley, TX 76036. 817-426-9395.
www.EnhancedCamping.com   Email: guides@agspub.com
SANITATION

Phelps Honey Wagon, Inc. works to provide the best mobile sewage handling system in the country. Making every effort to set you up with a system that will best fit your needs. Proven industrial equipment that makes sewage handling ‘so sweet’ since 1970.

158 Whiskey Spring Rd, Dillsburg, PA 17019
800-463-3707
info@phelpshoneywagon.com www.phelpshoneywagon.com

SITE FURNISHING

Great American Direct introduces a new line of outdoor furniture for your patio sites and pool areas. Adirondack chairs, rocking chairs, loungers, dining tables, and dining chairs made of high density composite plastic in your color of choice are perfect for your outdoor spaces. High quality, commercial grade umbrellas with or without logo in the color of your choice are also available. For a full list of products, visit our website.

Ph: (757) 229-0567
4000 Newman Road, Williamsburg, VA 23188
Email: shop@greatamericandirect.com www.greatamericandirect.com

SITE MAPS

AGS Guest Guides is the industry leader in customer satisfaction when it comes to your site map and guest guide needs. Our top-notch, background-checked marketing representatives work with you to determine the product you need for your guests while creating a custom program to enrich your customers experience.

910 S. Crowley Rd, Ste. 9-504, Crowley, TX 76036
817-426-9395. www.AGSPub.com Email: guides@agspub.com
WEBSITE DESIGN/HOSTING

Southeast Publications provides site maps for your campground at NO COST to you. We can design your rack cards, mirror hangers, business cards, banners and more. FREE listing on MobileRVing.com and mobile app.

Call today 888.832.3292
www.SoutheastPublications.com
2150 SW 10th Street, Ste A
Deerfield Beach, FL 33442
ContactUs@SoutheastPublications.com

WIFI INTERNET SERVICES

TengoInternet delivers WiFi that Works for property owners. We are the largest outdoor WiFi provider with 14+ years of experience and over 1,500 successful installations. TengoInternet’s turnkey wireless solutions increase occupancy, meet budget, increase guest experience and enable operations. Guaranteed

512-469-7660
sales@tengointernet.com  www.tengointernet.com

YOUR AD COULD BE HERE!

Contact Jamie at:
jamie@industrye-news.com
www.industrye-news.com  Ph: 317 408 6849
INDUSTRY news

Campground E News has become the premier news source for owners and managers of Campgrounds and RV Resorts throughout the United States and Canada.

Published weekly, it reports on events almost as they happen giving readers the most up to date information available to the industry.

Advertising rates compared to distribution make the e news a very competitive choice for those wanting to reach out to this market.

### AD FORMATS

- **FULL PAGE**
  - 11”H x 8.5”W

- **HALF PAGE**
  - Vertical • 9.2”H x 3.7”W
  - Horizontal • 4.5”H x 7.7”W

- **QUARTER PAGE**
  - Vertical • 4.5”H x 3.7”W
  - Horizontal • 2.3”H x 7.7”W

- **EMAIL BANNER** • 48 weeks
  - $1800

### DISPLAY AD RATES

- **FULL PAGE** • $540
  - 11”H x 8.5”W

- **HALF PAGE** • $300
  - Vertical • 9.2”H x 3.7”W
  - Horizontal • 4.5”H x 7.7”W

- **QUARTER PAGE** • $200
  - Vertical • 4.5”H x 3.7”W
  - Horizontal • 2.3”H x 7.7”W

- **EMAIL BANNER** • $1800
  - 48 weeks

### VENDOR LISTINGS

- **$240** • 48 weeks

### VIDEO EMBED

- **$30** • per video

### ARTWORK RATES

Advertising rates are based on artwork being supplied to our specification in either high res jpg or pdf format.

### TERM DISCOUNTS

- **12 WEEKS**: 7.5%
- **24 WEEKS**: 10%
- **48 WEEKS**: 15%

### DEADLINES

- **Display ads**: Book by 10am Monday prior to publication
- **Supply artwork**: Monday 12 noon prior to publication. jpg or pdf to our specifications with no crop marks or bleed.

### TERMS

New clients invoiced on booking. Existing clients 14 days.

---

Campground E News is published by Industry E News LLC,
419 Saint Francis Ave, Smyrna TN 37167.

Emailed every Wednesday 48 weeks of the year to industry decision makers in the USA and Canada.

Ad rates shown are based on a weekly booking. However, we have a MINIMUM 4 week booking policy for display ads as we believe repetitive advertising works far better than a one off ad placement.

---

**WHO TO CONTACT**

Press releases: e: jamie@industrye-news.com  |  Ad bookings: Jamie Macready 317 408 6849  
e: jamie@industrye-news.com  |  Free subscription: www.industrye-news.com