



2018 MID-ATLANTIC COASTAL STATES CAMPGROUND CONFERENCE & TRADE SHOW

FOCUS ON THE FUTURE



The **27th Annual Campground Conference** of the Mid-Atlantic States is taking place **March 12th, 13th and 14th** at Dover Downs Hotel & Casino, Dover, Delaware. The Trade Show will be held on Tuesday, March 13th and a Cracker Barrel will be held on Wednesday morning. Attending the annual conference will give you and your employees the opportunity to network with peers and learn skills that are essential to making your campground successful. The **Trade Show** will also give you insight into the newest products and services specifically targeted to RV Parks and Campgrounds.

This year's conference theme is **FOCUS ON THE FUTURE**. We have **12 educational seminars** planned with topics that will help you and your campground focus on the future and **2 keynote luncheons** featuring tourism and RV industry leaders. The trade show will have over 30 vendors.

On Tuesday evening, we will hold our **27th Anniversary Banquet and Auction**. We invite everyone to join us in celebrating the great friendships we have made over the past 27 years. ***Help us make the Auction a success! Bring an item unique to your area or a fun item to donate!***

This conference is being planned for YOU — the campground owner/operator. We have kept registration costs to a minimum and are based on meeting and meal function costs only. This year's early registration fee will be only \$215.00 per person (\$260.00 per person after March 7th). All other expenses are paid through exhibitor fees, donations, and sponsorships. **Attendance at the conference is a tax-deductible operating expense.** It is educational, profitable and fun! Please try and be there for your own enjoyment, education, and the support of the industry. I look forward to seeing all of you in Dover, Delaware.

Sincerely,

Joann

Joann DeVescio
Conference Planner
New Jersey Campground Owners Association



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TENTATIVE SCHEDULE*

MONDAY, MARCH 12

9 AM – 12 Noon

REGISTRATION

10 AM – 11 AM

The Future – The Girl Camping Movement

Janine Pettit, GirlCamper.com

11:15 AM – 12:15 PM

Preparing for the Future, Is Your Financial House in Order

Larry Oxenhamm, American Society for Asset Protection (ASAP)

12:30 PM – Lunch

PROJECT: Time-Off – A US Travel Association Initiative

Katie Denis, Vice President, US Travel Association

2 PM – 3:30 PM

The Digital Future, Refining ‘Social’ Networking Skills

Curtis Coleman, RVillage.com Founder

3:45 PM – 4:45 PM

Propane Safety

5:00 PM – 6:30 PM

Long Term Marketing, How is Your Brand Recognition?

Dave Holak, Dave Holak Design

7 PM

Dinner

TUESDAY, MARCH 13

8 AM – 9:15 AM

Is Your Insurance Policy Ready for the Future?

Warren Oliver, Scirocco Group

9:30 AM – 10:30 AM

Don't Be Shocked! Electric Code Updates

10:45 AM – 12 Noon

Campground Bloopers and Blunders

Lead by Scott McGourley, Timberline Lake Campground, NJ
and a Panel of Campground Owners

12 Noon – Lunch

The Latest Trends in RVs • RVIA Representative

1 PM – 5 PM

TRADE SHOW IS OPEN

5:15 PM – 6 PM

Practical Technology for the Campground Owner

Monica Frazer, Baker's Acres Campground, NJ

7PM

Banquet and Auction

WEDNESDAY, MARCH 14

8:30 AM – 10 AM

BE ALERT! Safety, Security, and Human Trafficking

Delaware State Police

10 AM – 11 AM

Predicting What your Customers Want – It's All About the Experience

Ira Rosen, Professor/Program Director
School of Sport, Tourism & Hospitality Management, Temple University, PA

11 AM – 12:30 PM

Cracker Barrel

Led by Judy LaPorta, Little Oaks Campground, NJ

**Times of Seminars Subject to Change*



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REGISTRATION FORM MARCH 12, 13 & 14

Campground _____

Street _____ City _____ State _____ Zip _____

Email _____ Phone _____

- Attendees: 1. _____
2. _____
3. _____
4. _____

Early Registration - \$215 per person - Due by 3/6/18

Late Registration - \$260 per person - After 3/6/18

Total Enclosed: \$ _____

If you are unable to join us for the full conference please see the below rates (per person)

Please check appropriate boxes below if not attending full conference

Monday, March 12 - Luncheon & 5 Educational Sessions (first session begins at 10AM) - \$130

Monday, March 12 - Luncheon, 5 Educational Sessions, Cocktail and Dinner Reception - \$160

Tuesday, March 13 - 4 Educational Sessions, Luncheon, & Trade Show - \$115

Tuesday, March 13 - 4 Educational Sessions, Luncheon, Trade Show, Annual Banquet, Sweepstakes & Auction - \$160

Wednesday, March 14 - 3 Educational Sessions - \$85

Total enclosed \$ _____

Special room rates are available at Dover Downs Hotel & Casino, 1131 N Dupont Hwy, Dover, DE 19901 (\$125/night+taxes). If accommodations are needed, please contact the hotel directly, 866-473-7378 by March 1st. Group code: GCAMP18

Please Return with your check payable to NJCOA by Monday, March 6th, 2018

Mail to: NJCOA • P.O. Box 808 • Marmora, NJ 08223 • (609) 545-0145

NJCOA@CAMPNJ.COM • CONFIRMATION WILL BE SENT VIA EMAIL