



Dear Prospective Member,

We are thrilled to extend this invitation to you to become a valued member of the Pennsylvania Campground Owners Association. As an organization dedicated to empower, unite & support campgrounds in Pennsylvania, we believe that your involvement could greatly contribute to our collective efforts and further our mission.



At PCOA, we strive through education, marketing & advocacy to encourage and promote campgrounds in Pennsylvania to flourish and navigate challenges in all aspects of outdoor hospitality now and in the future. We are passionate about making a positive impact in our community and beyond, and we are confident that your unique skills, perspectives, and experiences would greatly enrich our community.

*By Jason Vaughan  
Executive Director*

By becoming a member, you will have the opportunity to:

- Engage with like-minded individuals who share your interests and values.
- Participate in a wide range of activities, events, and initiatives aimed at enhancing your business and our industry collectively.
- Make a tangible difference in the lives of others and contribute to positive change in our industry.
- Access resources, support, and opportunities for personal and professional growth.

We believe that PCOA has much to offer you, and we hope that you will consider joining us in our mission. Your involvement will not only benefit our organization but will also provide you with a rewarding and fulfilling experience.

We are constantly searching for new benefits that will save you dollars, increase your business or make your work easier. We have many great membership benefits that are presenting here to you. If you have any questions or would like more information about membership, please do not hesitate to contact us at 610-767-5026 or email [info@pacamping.com](mailto:info@pacamping.com).

Thank you for considering this invitation, and we look forward to the possibility of welcoming you as a member of the Pennsylvania Campground Owners Association

Sincerely,

Jason S. Vaughan  
Executive Director

***Not sure if you want to join?  
Please take a moment to read about the benefits of PCOA membership.***

**PCOA MEMBER BENEFITS**

Following is a list of member benefits that you may participate in and a brief description of each. If you are still unsure if you want to join PCOA or would like information about any of the programs listed below, please call the PCOA office, 610-767-5026, and we will be more than happy to answer any questions.

**LISTING IN THE  
PCOA DIRECTORY**

Each member campground receives a listing in the printed directory. It includes address, phone, access directions, facilities list, plus season dates and a placement on the map.

**DISPLAY ADVERTISING IN THE  
PCOA DIRECTORY**

In addition to the free listing, members may purchase display ads in order to double their exposure.

**INTERNET LISTING**

Most consumers now find their destinations online. Your listing on our site, [www.pacamping.com](http://www.pacamping.com), includes all the information which is in the printed directory and much more, plus links to your campground's website and email and the option to upgrade for more photos and video on your profile. Tracking shows that thousands of campers visit our web site each month and they in turn click through to our members' websites.

**PCOA NEWS**

PCOA's vehicle to inform our members on legislative work, industry news, occupancy statistics, calendar dates, trade members, new products and pertinent information is the PCOA NEWS, four issues are published yearly, either on paper or through email.

**MARKETING OPPORTUNITIES**

There are many marketing opportunities available through PCOA that will put your campground in the public eye. PCOA has ongoing marketing projects that positively impact the growth of RVing and camping businesses in the state of Pennsylvania.

**PCOA ANNUAL  
CONVENTION AND TRADE SHOW**

A once a year opportunity to talk shop with other park operators. This event features educational seminars, a trade show, industry speakers, round table sessions, plus much, much more.

**LEGISLATIVE WATCHDOG**

Our governmental relations firm, Milliron & Goodman, with the assistance of the PCOA Operations Committee, monitor legislation and regulatory issues affecting campgrounds



**SPRING AND FALL  
REGIONAL MEETINGS**

PCOA "takes the show on the road" each Spring. Regions 1 & 2 in the West, 3 & 4 in Central PA and 5 & 6 in the East gather for a mini-trade show and educational sessions are often scheduled. Each Fall these same regions meet separately and tour a campground. Both sessions are informational and educational.

**SOCIAL MEDIA PRESENCE**

Your park will be showcased in rotation biennially on PCOA Facebook and Instagram pages for the camping public.

PCOA members can reach out to each other and Associate members on Facebook. The PCOA Member page allows owners and managers to ask questions, share ideas, discuss problems and search for or sell items. On the PCOA Members & Industry Partners page members can connect with our business partners.

**TRADE MEMBERS**

To assist our members in purchasing supplies and services at reasonable and affordable costs, PCOA prints a Handy Reference Guide, which lists member vendors willing and able to work with park operators. This list is also printed in the directory.

**LIABILITY INSURANCE**

Liability insurance is available through several PCOA trade members. Many times you get more complete coverage from a company whose main priority is the campground industry.

**MONTHLY OCCUPANCY SURVEY**

Each month an occupancy survey is sent to your campground by email in order for PCOA to collect and distribute monthly and yearly statistics. This allows you to have comparative figures for your campground's performance, and it allows PCOA to speak intelligently about the state of the industry in Pennsylvania.

**LEGAL HOTLINE**

PCOA has arranged, as a benefit to its members in good standing and their immediate family members, a Legal Services Plan (LSP) to provide certain defined legal services at reduced rates. Included in the Plan is a free 30-minute consultation annually. Some of the reduced-rate services include Wills and Estate Planning, Estate Administration, Personal Injury, Business Document Drafting, Employment Matters and more.

**SAVINGS THROUGH MEMBER  
BENEFIT PROVIDERS &  
HOSPITALITY CONNECTIONS**

See the following page for a comprehensive list.

**STRUCTURE**

**Non-Profit Association**

The PCOA is a non-profit trade association (501-C-6) representing the proud RV parks and campgrounds in the great state of Pennsylvania. PCOA is comprised of members who are independent owners and operators of private campgrounds in Pennsylvania.

**Board of Directors**

The PCOA is administered by membership-elected officers and a board of directors comprised of campground operators who have made an extended commitment to be of service to both our association and the campers who are our guests. A current listing of officers and directors may be found on the website.

**OUR MISSION STATEMENT**

*To Empower, Unite & Support campgrounds in Pennsylvania through education, marketing & advocacy.*













**OUR VISION**

*Encourage and promote campgrounds in Pennsylvania to flourish and navigate challenges in all aspects of outdoor hospitality now and in the future.*

***PCOA members are the priority of the association.  
We need you so we can continue to have a positive impact on the campground industry in Pennsylvania.***

# PCOA Member Benefit Providers



|   |   |   |   |
|---|---|---|---|
|  <p>52 Unlimited<br/>Social Media marketing<br/>10% discount</p>                               |  <p>Campground Views<br/>10% discount when you<br/>sign up for products and<br/>services offered</p> |  <p>The PA Restaurant and<br/>Lodging Association<br/>(PRLA) - United Health<br/>Care Insurance</p> |  <p>SB Value<br/>Program to save more on<br/>your food orders</p>                                  |
|  <p>C4F2 Results<br/>Providing a variety of<br/>operational and<br/>technological services</p> |  <p>Integrity Energy<br/>Commercial energy broker<br/>&amp; consultant</p>                           |  <p>RV Destinations<br/>Travel and photography<br/>magazine</p>                                     |  <p>Superior Plus<br/>Energy Services<br/>Rebates on propane<br/>purchases</p>                     |
|  <p>CampersCard<br/>Campground discount<br/>program</p>  |  <p>Oriental Trading<br/>Fun Express<br/>Discounts &amp; free shipping<br/>on select orders</p>      |  <p>RV Life<br/>Digital campground<br/>directory</p>  |  <p>Goldberg Segalla<br/>Legal hotline, Legal<br/>Services Plan, Active<br/>Shooter Guidelines</p> |

## Through Hospitality Connections



|   |   |   |  |
|---|---|---|--|
| <p>Discounted Music Licensing through<br/>five major companies: BMI, ASCAP,<br/>SESAC, AllTrack &amp; Global</p>      |   |   |  |
|  <p>ADP Payroll Service<br/>Payroll solutions &amp;<br/>Life-Mart-Exclusive<br/>discounts on services</p>  |  <p>Constant Contact<br/>Email Marketing<br/>25% discount</p>  |  <p>MLPC<br/>Movie &amp; TV Show<br/>Licensing<br/>\$60 Discount</p> |  |
|  <p>Application<br/>Research<br/>Background Checks<br/>20% discount</p>  |  <p>Kenwood Radios<br/>Radios &amp; Accessories<br/>20%-30% Discount</p>   |  <p>SWANK<br/>Movie Licensing<br/>15% Discount</p>                   |  |
|  <p>The Bear Factory<br/>10% Discount on<br/>wholesale orders for<br/>plush bear materials</p>   |  <p>Member Savings<br/>Program<br/>Find direct access to<br/>benefits for many items<br/>including batteries,<br/>Ferrell Gas &amp; Fuel</p> |  <p>Suburban Propane<br/>Savings of<br/>10%-40%</p>                  |  |