

WHAT IS AN OUTDOOR LODGING ASSOCIATE?

PA Outdoor Lodging is a program that highlights and promotes rental properties for PCOA Members and Lodging Associates. It is open to PCOA campgrounds and to non-campgrounds that are strictly rental properties. For non-campgrounds to qualify for this membership category, you may NOT have campsites where consumers bring their own equipment (i.e. RV, tent) on the property.



Not sure if you want to join?

Please take a moment to read about the benefits of PCOA membership which are extended to Outdoor Lodging Associates.

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 benefits listed below, please call the PCOA office, 610-767-5026, and we will be more than happy to answer any questions.

LISTING IN OUTDOOR LODGING BROCHURE

This attractive fold-out brochure advertises cabins, cottages and other outdoor lodging to be promoted at sports and outdoor shows, chambers of commerce, AAAs, and interstate rest areas.

INTERNET LISTING

Most consumers now find their destinations online. Your listing on our site, www.paoutdoorlodging.com, includes a profile page with information about your property, links to your own website and email, plus up to 20 photos, up to 2 videos and availability of a pdf download of your rental brochure. Also included is a locational map and regional attractions.

PCOA'S NEWSLETTER

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 *Campground Quarterly*. Four issues are published yearly, either on paper or through email.

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 has six membership regions. Each Spring regions in the Western, Central and Eastern parts of the state pair up for three mini-trade shows, and educational sessions are often scheduled. Each Fall these same regions meet separately and tour a campground. Both sessions are informational and educational.

TRADE MEMBERS

To assist our members in purchasing supplies and services at reasonable and affordable costs, PCOA prints a Handy Reference Guide, which is included in an edition of the newsletter and lists member vendors willing and able to work with park operators.

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

Through Hospitality Connections



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

Pennsylvania Campground Owners Association
415 Taylor Dr., Suite 302, East Stroudsburg, PA 18301
Phone 610-767-5026 • info@pacamping.com



LODGING ASSOCIATE* MEMBERSHIP APPLICATION

(Dues Year September 1-August 31)

Date _____

Property Name _____

Physical Address _____

City _____ State _____ Zip _____

Business Phone _____ Cell Phone _____ (will not be published)

Email for customers _____

Email for office if different than customer email _____

Website address _____

Authorized Representative _____ Title _____

(The person you want all correspondence mailed to)

Billing Address if different from physical address:

Address _____

City _____ State _____ Zip _____

*** NOTE: To qualify for this membership category you may NOT have any campsites where consumers bring their own equipment (i.e. RV, tent) on your property.**

As a PCOA Lodging Associate Member, you will be entitled to the following:

- Listing on the PA Outdoor Lodging website, www.paoutdoorlodging.com, with a link to your own website, up to 20 photos, up to 2 videos and the availability of a pdf download of your cabin brochure.
- Inclusion in a brochure advertising cabins, cottages and other outdoor lodging to be promoted at sports and outdoor shows, at chambers of commerce, AAAs and at interstate rest areas
- Four newsletters per year
- Access to the two logos (PCOA & PA Outdoor Lodging)
- Invitation to attend our fall convention and trade show at a reduced rate
- For more benefits, see info pages.

If you wish to become a PCOA Lodging Associate Member, return this application with **\$400.00** to PCOA, 415 Taylor Dr., Suite 302, East Stroudsburg, PA 18301. Make checks payable to PCOA or use your credit card by filling out the form below.

Please return this entire form and make a copy for your records.

Amount \$ _____ Payment method: _____ Check (made payable to PCOA) Credit Card - _____ Visa _____ MC _____ Disc _____ AmEx

Card # _____ (Please print clearly)

Expiration Date _____ (MM/YY) 3-Digit CVV # _____ Name on Card _____

Billing Address _____ Billing Zip Code _____

OUTDOOR LODGING DATA SHEET

If you are signing up for www.paoutdoorlodging.com, PCOA will set up your listing on the website. Please fill out the following form and mail in with the form on page 1 and your payment. See definitions below to determine the type of units you have.

Your listing is made live online when payment is received.

Name of Business _____ Region _____

Physical Address _____

City: _____ PA Zip Code: _____ County _____

Phone: _____ Fax: _____ Email: _____

Website URL: _____ Rental Page URL _____

Total # of Primitive Cabins _____

Total # of Full Service Cabins _____

Total # of Housekeeping Cottages _____ Total # of Trailer or Park Model Rentals _____ **See definitions below

Total # of Unique Rentals _____ Total # of Glamping Rentals _____

The following amenities are available in one or more of our rental units (X on line if yes):

| | | |
|-------------------------------------|-------------------------------|------------------------------------|
| _____ Full Kitchens | _____ Dishes | _____ Handicapped accessible |
| _____ Partial Kitchens | _____ Outdoor Grills | _____ Coffee Maker |
| _____ Full Bathrooms | _____ Indoor Fireplaces | _____ Toaster |
| _____ Partial Bathrooms | _____ Outside Fire Rings/Pits | _____ Microwave |
| _____ Pets allowed (w/restrictions) | _____ TV | _____ Free Wi-Fi |
| _____ Towels | _____ DVD | _____ Free Wi-Fi (limited service) |
| _____ Blankets | _____ Air Conditioning | _____ Fee-Based Wi-Fi Service |
| _____ Pillows | _____ Heat | _____ Credit Cards Accepted |
| _____ Linens (sheets/pillow cases) | _____ Indoor Jacuzzi | _____ Minimum Rental |
| _____ Cookware | _____ Outside Picnic Tables | |

Minimum Rental Requirements – Please list and Describe: _____

Descriptive Paragraph: _____

Full service cabins are spacious units that feature the modern comforts of home while embracing the outdoor life style. Full service cabins have electricity and a full or half bath. They may also have a kitchen or kitchenette as part of the unit. These units may be one room or may feature two or more rooms.

Primitive cabins make camping easy. Enjoy the beauty of the outdoors with shelter from the elements. The cabins may be one or more rooms; however, they do not have any indoor plumbing. Primitive Cabins may have electricity and other modern comforts of home.

Housekeeping cottages are a cozy dwellings, which allow families to relax with the perfect combination of home-style comforts and the great outdoors. They are self-contained, have a separate bedroom(s), bathroom with sink, shower and toilet and a full service kitchen that includes a sink, cook-top range and refrigerator

and may feature other additional extras.

Park Model or Trailer Rentals are set up on a campsite and equipped for guests to enjoy the RV experience even if they do not own their own rig. These units feature both bathroom facilities and kitchen facilities.

Glamping rentals describes a style of camping with amenities and services not usually associated with “traditional” camping. Examples of glamping rentals are a luxurious tent pod, yurt, tipi, or vintage airstream trailer, just to name a few.

Unique rentals include yurts, tree houses, theme cabins covered wagons, cabooses or any other unusual structure your campers can rent.

(continued)

Recreational Facilities:

Please indicate which of the following recreational features are available at your property

- ☐ Miniature Golf at Property
- ☐ Miniature Golf Nearby (within 5 miles)
- ☐ Par 3 Golf Course at Property
- ☐ Par 3 Golf Nearby (within 5 miles)
- ☐ Disc Golf at Property
- ☐ Swimming Pool at Property
- ☐ Swimming Beach: Lake, Pond or Creek:
- ☐ Recreation Hall
- ☐ Game Room
- ☐ Fishing at Property
- ☐ Fishing Nearby (within 5 miles)
- ☐ Boat Rentals at Property
- ☐ Boat Rentals Nearby (within 5 miles)
- ☐ Planned Activities
- ☐ Hiking & Biking Trails at Property

Nearby Cities or Towns: _____

Nearby Attractions: _____

Travel Directions: _____

Open Season Dates: _____

(These should usually be general dates, not specific dates for a particular year.)