



# Join us for the 2025 Pennsylvania Campground Owners Association



## Kalahari Resort & Conference Center Poconos Pocono Manor, PA

**Tuesday, December 9 12:00-6:00**

**Wednesday, December 10 8:00-1:00**

- ◆ *Get your products and services in front of the campground and RV park owners who keep Pennsylvania's camping industry running strong.*
- ◆ *Connect with hands-on business owners who are always looking for fresh ideas and better ways to improve their parks.*
- ◆ *Build relationships with park owners, managers, and staff who live and breathe the camping lifestyle.*
- ◆ *Create buzz by showing how your products or services*

*can help campgrounds stand out and boost the guest experience.*

- ◆ *Explore new business opportunities with owners and operators looking for trusted, go-to suppliers.*
- ◆ *Learn what campground owners really need so you can offer solutions that hit the mark.*
- ◆ *Enjoy the relaxed, friendly atmosphere—this event isn't just productive, it's fun, with plenty of chances to socialize and build lasting connections.*

# 62nd Annual PCOA Convention and Trade Show

Monday/Tuesday/Wednesday/Thursday • December 8, 9, 10, & 11, 2025  
Kalahari Resort Poconos • Pocono Manor, PA  
Tentative Schedule

***Exhibitor Set Up: Tuesday, December 9  
Between 7:00 a.m. and 11:30 a.m.***

## MONDAY, DECEMBER 8

- 1:00 Registration Booth Opens
- 4:00-5:00 Board Meeting
- 5:00-7:00 Opening Reception
- 7:00-8:30 250+ Reception - Wrap up your day with our first ever exclusive, 250+ PAC reception. All PAC contributors of \$250.00 or more annual contribution are invited to attend the reception.

## TUESDAY, DECEMBER 9

- 7:30 Registration Booth Open  
Bring auction items & award entries to registration desk.
- 7:45-12:30 Pesticide Training
  - 7:45-8:45 Pesticide Training Category 23 (Weed/Pests) credits Part 1
  - 8:45-9:00 Break
  - 9:00-10:00 Pesticide Training Category 23 (Weed/Pests) credits Part 2
  - 10:00-10:15 Break
  - 10:15-11:15 Pesticide Training Category 24 (Pool) credits
  - 11:15-11:30 Break
  - 11:30-12:30 Pesticide Core Credits
- 8:30-11:30 Legal Issues Facing Campgrounds by Christine Taylor including last hour for you to bring your documents for a group review led by Taylor from Goldberg Segalla
- 12:00-6:00 Trade Show Open
- 1:00-3:30 Pesticide License Testing for Core, Category 23 & 24  
The special form must be submitted if you plan to take the test
- 3:00-4:15 First Timers Session & Young Professionals Meeting  
Including Trade Show Visit - Eileen Vaughan and Charlie Vakiener
- 3:30-5:30 Happy Hour in the Trade Show (2 tickets provide per trade show booth. Wine, beer or soft drinks, cash bar available.)
- 6:30-11:00 Dinner, Opening Ceremony, Auction

## WEDNESDAY, DECEMBER 10

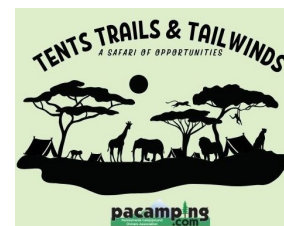
- 8:00 Registration Booth Open
- 7:30 Continental Breakfast
- 8:00-1:00 Trade Show Open
- 1:00-2:15 Awards Luncheon
- Workshops
  - 2:20-3:20 I. How To Value a Campground by Brendan Wewer
  - II. Water/Wastewater & Engineering Solutions by Brent Sapan and Justin Matincheck
  - III. Eight Things You Can Do in an Afternoon to Enhance Your Business by Newbook
  - A. Product Showcase - CampLife
  - 3:30-4:30 IV. Is it Time to Sell? by Brendan Wewer

- V. From Campfires to Concerts: Crafting Memorable Campground Events by Brenda Lidy
- VI. Relationship Marketing by Michael Moore
- B. Product Showcase
- 4:45-6:15 Roundtables Reimagined – Networking Roundtables
- 7:00 Banquet with featured speaker. Bring history to life-meet Teddy Roosevelt himself, followed by musical entertainment – Guitarist Erin McClelland

## THURSDAY, DECEMBER 11

- 9:00-1:00 Registration Booth Open
- 7:45-8:45 Breakfast Buffet with Regional Meetings
- Workshops
  - 9:00-10:00 VII. Elevating the Customer from King to Emperor by Ken Corbin
  - VIII. Effective Sales Strategies by Garrett McKinnon
  - IX. Preparing Your Campground for GMIs by Mike Sokol
  - 10:10-11:10 X. Growing Your Business by Ken Corbin
  - XI. Let's Get REAL: Communicate, Resolve Conflicts, and Regain Peace by Dr. Teri Rouse
  - XII. December Holiday Tales by Jonathan Kruk, Storyteller
  - 11:20-12:20 XIII. Why You Shouldn't be Afraid of AI by Josh Lisenbach
  - XIV. Project Management by Andrew Roth
  - XV. Wi-Fi in the Wild: Managing Guest Expectations & Connectivity in Campgrounds by Ted Naratil
- 12:30-2:00 Luncheon & Annual Meeting
- 2:00 - 3:30 Cracker Barrel, for the good of convention, big prize drawing

**2025 Theme:**  
***Tents  
Trails & Tailwinds***



## ELECTRICITY ORDERS:

**If you need electricity, indicate on your contract  
by checking the box and you will be sent the  
information from the PCOA office.**

**Kalahari Resort & Convention Center  
250 Kalahari Blvd., Pocono Manor, PA 18349  
Book your hotel reservations online at  
<https://book.passkey.com/e/51007771>**

***Room rate is \$159 single/double and the deadline is  
November 1 or until room block is filled.***



REPLY TO  
Jason Vaughan  
Executive Secretary  
415 Taylor Dr., Suite 302  
610-767-5026  
info@pacamping.com  
www.pacamping.com

## Pennsylvania Campground Owners Association

Dear Exhibitor,

We want to see you at our 62nd Annual Convention at the Kalahari Resort in Pocono Manor, PA on Tuesday and Wednesday, December 9 & 10. Make plans now to attend. Each year campground owners from all over the state convene for their Convention and Trade Show. Not only is our membership notified of this Convention, but an invitation is sent to all 435 campgrounds located within the state, as well as offering to neighboring state campgrounds.

The set-up time for you, the exhibitor, is scheduled for Tuesday, December 9 between 7:00 a.m. and 11:30 a.m. Absolutely no set up is allowed on Monday night. The exhibits will open at 12:00 noon. Exhibit hours on Tuesday will run until 6:00 p.m. On Wednesday, your area will open at 8:00 a.m. and will close at 1:00 p.m. No educational workshops have been scheduled for Wednesday during the show to encourage the delegates to spend more time with you. A sincere effort has been made to keep the schedule light so that more time can be devoted to the Trade Show.

This show is a tabletop show (no pipe and drape). Your area is approximately an 10 foot by 10 foot, and includes one eight foot table and two chairs. The space will cost \$425.00 for PCOA Associate Members and \$525.00 for non-members. Large display space is available. If you wish to have additional space above 2 booths, including an outdoor cabin, indicate on your contract and we will contact you. All booths are on a first-come basis, so send your contract in early.

**If you need electricity, check the box on your contract and you will be contacted by the PCOA office with a link to the online order form and payment directly to Kalahari Resort.**

Your cost includes Monday evening opening reception, Tuesday dinner and Wednesday breakfast for one person. We welcome you to stay for the Wednesday lunch and banquet and the Thursday events if you desire. An additional fee for those meal functions is listed on your show contract.

For those of you who cannot attend, but would like your literature to be distributed to the conference participants, brochures and booklets may be sent to me before November 10, 2025. The charge is \$80.00 for any amount up to 100 of any one piece.

Room reservations should be made directly with the Kalahari Resort. Book your hotel reservations online at <https://book.passkey.com/e/51007771>

***Room rate is \$159 single/double and the deadline is November 1 or until room block is filled.***

(continued)



The theme of the 2025 Convention is “Tents Trails and Tailwinds” and we will once again be running the popular “Ticket to Win” program. You will be able to earn tickets three ways: when you check in to the show; when you donate an item to the auction; and when you purchase an auction item. Special prizes just for the trade show vendors will be awarded. Prizes include:

- Free booth at the 2026 Trade Show,
- Quarter-page ad in one issue of the PCOA News,
- \$200 cash award

The vendor drawing will be held on Wednesday morning at breakfast. For all these prizes, you **MUST** be present to win.

Tickets and prizes will also be a part of the campground program. When PCOA members purchase items from you at the trade show, you will be asked to give them a copy of the order invoice. They will then show this at the registration table to receive additional tickets. A vendor scavenger hunt will be offered to campgrounds to stimulate trade show attendance.

**The Kalahari Resort shipping and handling procedures:** The form is included with this packet if you are shipping ahead of the conference.

Following the convention I will supply you with a list of all who attended with their contact information.

Please return your contract as soon as possible. **Make check payable to PCOA or fill in your card numbers and RETURN TO PCOA.** If you have any questions, call me at 610-767-5026.

Sincerely,



Jason Vaughan  
Executive Director

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## 2025 PCOA AUCTION



Don't forget to bring your items for the PCOA Auction to the Convention. The ever-popular Auction will be held on Tuesday evening, December 9, 2025. Auction items should have a value of at least

\$75.00. In 2024, over \$12,000 was raised. Proceeds, after administrative costs, are divided between:

1. Industry Innovation Scholarship (can choose from The George O'Leary National School of RV Park & Campground Management, RVIA - Emerging Leadership Conference, RV Move America Week, RV Tech Certification thru RVIA or PRVCA Leadership Conference); 2. College courses; and 3. Professional development. The Foundation also helps pay for educational convention speakers.

### Auction Suggestions

- Consider Grouping with other campgrounds for pooling of funds to purchase larger Gifts.
- Please refrain from Gift Cards as they rarely generate

more than the face value

- Consider Shopping on Black Friday online or in person for GREAT DEALS; or CYBER Monday

Some ideas for items you might consider donating:

- A theme basket such as gardening, beauty items, snacks, etc.
- Useful Tools
- Items that are associated with the area of PA or another state in which your campground or business is located.
- Decorative items
- Homemade items such as quilts, throws, paintings, signs, etc.
- Something with historical significance pertaining to PCOA
- Gift Certificates for Day Trips
- Lottery ticket basket
- Vendor goods and/or services
- Games, toys, items for kids

## PCOA TRADE SHOW CONTRACT

I wish to exhibit at the 2025 PCOA Convention on December 9 & 10, 2025 at the Kalahari Resort, 250 Kalahari Blvd., Pocono Manor, PA 18349. Make check payable to PCOA or fill out the credit card information below and **return the form to:**

Jason Vaughan, PCOA Executive Director  
415 Taylor Dr., Suite 302  
East Stroudsburg, PA 18301

Fax: 570-223-6733  
Phone: 610-767-5026

Email: info@pacamping.com

**To plan for the correct number of meals, please indicate how many will be attending each meal. Lines with an asterisk\* MUST be marked if any are attending as indicated. Unmarked meal numbers will count as zero.**

**10 x 10 foot area**      PCOA Associate Member      \$425.00      \$ \_\_\_\_\_  
(Monday Opening Reception, Tuesday Dinner & Wednesday breakfast included for 1 person)

Non-Member++      \$525.00      \$ \_\_\_\_\_  
(Monday Opening Reception, Tuesday Dinner & Wednesday breakfast included for 1 person)

☐ **If electricity is needed, check here to receive the link for online form & payment.**

**Your email for link** \_\_\_\_\_

\_\_\_\_\_ Brochure Distribution (see letter) \_\_\_\_\_ pieces @ \$ 80.00      \$ \_\_\_\_\_

Meals:

1 Attending Complimentary Mon. Opening Reception      Yes / No \*  
1 Attending Complimentary Tues. Dinner      Yes / No \*  
1 Attending Complimentary Wed. Breakfast      Yes / No \*

Additional Meal Choices:

Monday Opening Reception (# over 1)      # \_\_\_\_\_ @ \$35.00\*      \$ \_\_\_\_\_  
Tuesday Dinner (# over 1)      # \_\_\_\_\_ @ \$60.00\*      \$ \_\_\_\_\_  
Wednesday Breakfast (# over 1)      # \_\_\_\_\_ @ \$25.00\*      \$ \_\_\_\_\_  
Wednesday Lunch      # \_\_\_\_\_ @ \$40.00\*      \$ \_\_\_\_\_  
Wednesday Dinner      # \_\_\_\_\_ @ \$70.00\*      \$ \_\_\_\_\_  
Thursday Breakfast      # \_\_\_\_\_ @ \$25.00\*      \$ \_\_\_\_\_  
Thursday Lunch      # \_\_\_\_\_ @ \$35.00\*      \$ \_\_\_\_\_

**Total Registration Fees**      \$ \_\_\_\_\_

Company Name \_\_\_\_\_

Company Representative \_\_\_\_\_

Address \_\_\_\_\_

City, State, Zip \_\_\_\_\_

Telephone \_\_\_\_\_

Email (required) \_\_\_\_\_

Product Description \_\_\_\_\_

Website \_\_\_\_\_

Signature \_\_\_\_\_

++Join PCOA and save!  
Yearly dues  
\$225 Regular Associate  
\$400 Premium Associate  
*Call the PCOA office for info  
or see the enclosed  
membership application*

Check here if interested in sponsorship \_\_\_\_\_

*List participants for name badges (First name, last name...please **TYPE OR PRINT CLEARLY.**)*

1. \_\_\_\_\_ 3. \_\_\_\_\_

2. \_\_\_\_\_ 4. \_\_\_\_\_

Payment method: \_\_\_\_\_ Check (made payable to PCOA) Ck # \_\_\_\_\_ or Credit Card - \_\_\_ Visa \_\_\_ MC \_\_\_ Disc \_\_\_ AmEx  
Card # \_\_\_\_\_ (Please print clearly) Expiration Date \_\_\_\_\_ (MM/YY)  
Name on Card \_\_\_\_\_ CVV# \_\_\_\_\_ Billing Zip Code \_\_\_\_\_

*Please keep a copy of this form for your records*



## PCOA Marketplace Guide Participation Registration

For the past five years, PCOA has printed a glossy, full-color vendor *Marketplace Guide*. This piece has been extremely popular, and we will be printing the Guide again this year. The 2026 edition will first be distributed to Convention attendees, and then sent out by mail to all PCOA members who were not able to attend the show in person.

Your business is invited to be a part of this guide. Here's what's available:

1. ½ Page ad for Trade Show Vendors - \$125. Size is 7.5" wide by 5" high. High resolution PDF, PNG, TIF or JPG only. **This price point applies if Marketplace Guide application is included with your Trade Show Contract.**
2. ½ Page ad for Non-vendors - \$250. Can't make it to the show? Let our campgrounds know about your product or service. Size is 7.5" wide by 5" high.
3. Basic Listing only (Company Name, Phone #, Website, Email, and short description of product or service provided) - \$30

**FIRM DEADLINE IS NOVEMBER 1. NO ADS WILL BE TAKEN AFTER THAT DATE.**

To participate, complete form and return with payment to the PCOA Office. 415 Taylor Dr., Suite 302, East Stroudsburg, PA 18235; email [tradeshow@pacamping.com](mailto:tradeshow@pacamping.com)

Company Name \_\_\_\_\_

Contact Person \_\_\_\_\_ Phone \_\_\_\_\_

Email \_\_\_\_\_

Choose One:

\_\_\_\_\_ ½ Pg ad for Trade Show Vendors \$125.      \_\_\_\_\_ ½ Pg ad for Non-vendors \$250      \_\_\_\_\_ Basic Listing only \$30

Choose One:

\_\_\_\_\_ Use Our Previous Ad  
\_\_\_\_\_ Ad Will be Emailed to [tradeshow@pacamping.com](mailto:tradeshow@pacamping.com)  
\_\_\_\_\_ I need help creating an ad (you will be contacted)

**All ads and payment due to PCOA Office on November 1, 2025.**

Payment Information:

Amount \$ \_\_\_\_\_

Check may be made payable to PCOA or pay with credit card. Payment due November 1, 2025

Credit Card Information:

\_\_\_\_\_

Card Number

\_\_\_\_\_

Expiration Date

\_\_\_\_\_

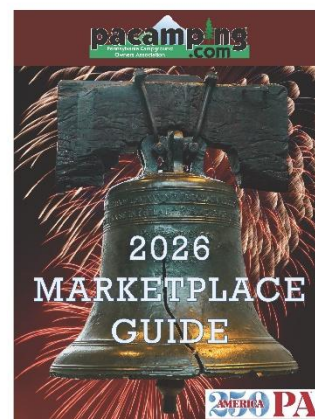
Security Code

\_\_\_\_\_

Billing Zip Code

\_\_\_\_\_

Name on Card





PENNSYLVANIA CAMPGROUND  
OWNERS ASSOCIATION  
CONVENTION & TRADE SHOW

Kalahari Resort Poconos, Pocono Manor, PA  
December 8-11, 2025  
(Trade show December 9-10)

## *Sponsorship Opportunities*

*Would your company consider becoming  
a sponsor for the  
PCOA 62nd Annual Convention & Trade Show?*

*We have 4 sponsorship levels (see below).*

We will help you creatively tailor your sponsorship  
so you get the **biggest return** on your investment

If interested, please call or email the office and we will work with you.

PHONE: 610-767-5026 EMAIL: [INFO@PACAMPING.COM](mailto:INFO@PACAMPING.COM)

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### SPONSORSHIP LEVELS

#### **PLATINUM SPONSOR - \$2,000 & Up**

- One piece brochure distribution with convention program
- Opportunity to greet people as they enter your sponsored event
- Opportunity to introduce the event/speaker you are sponsoring
- One set of PCOA mailing labels or an Excel spreadsheet with members' addresses
- Post-event recognition on our website for 6 months with a link to your website
- Recognition on PCOA's Member Facebook Page
- Company name in all pre-convention promotional materials
- Inclusion in a thank-you acknowledgment in follow-up newsletter
- Signage recognition on site throughout the event
- Ten "tickets to win" for various vendor prizes

#### **INCLUDED for Platinum Sponsors:**

- 1 hour seminar room during workshop time in which you can showcase or use group your product/service or demo your product/service

#### **GOLD SPONSOR - \$1,250-\$1,750**

- Opportunity to introduce the event/speaker you are sponsoring
- One set of PCOA mailing labels or an Excel spreadsheet with members' addresses
- Post-event recognition on our website for 6 months with a link to your website
- Company name in all pre-convention promotional materials
- Inclusion in a thank-you acknowledgment in follow-up newsletter
- Signage recognition on site throughout the event
- Seven "tickets to win" for various vendor prizes

#### **SILVER SPONSOR - \$750-\$1,000**

- Post-event recognition on our website for 6 months with a link to your website
- Company name in all pre-convention promotional materials
- Inclusion in a thank-you acknowledgment in follow-up newsletter
- Signage recognition on site throughout the event
- Five "tickets to win" for various vendor prizes

#### **BRONZE SPONSOR - \$350-\$500**

- Company name in all pre-convention promotional materials
- Inclusion in a thank-you acknowledgment in follow-up newsletter
- Signage recognition on site throughout the event
- Three "tickets to win" for various vendor prizes

# SPONSORSHIP AGREEMENT

## Yes! I would like to Sponsor at the following level:

\_\_\_\_\_ Platinum.....\$2,000 and up: Specify Amount \_\_\_\_\_

\_\_\_\_\_ Gold.....\$1,250 - \$1,750    \_\_\_\_\_ Silver.....\$750 - \$1,000    \_\_\_\_\_ Bronze.....\$350 - \$500

Please print your company name as you wish it to appear in the Sponsorship Roster:

Contact person from your company: \_\_\_\_\_

Address: \_\_\_\_\_ City, State, Zip \_\_\_\_\_

Phone \_\_\_\_\_ Email \_\_\_\_\_

Website \_\_\_\_\_

Signature \_\_\_\_\_ Date \_\_\_\_\_

### Payment due before Convention

Please send payment and agreement to: PCOA, 415 Taylor Dr., Suite 302, East Stroudsburg, PA 18301

Phone: 610-767-5026 Email: info@pacamping.com

### SPONSORSHIP OPPORTUNITIES FOR THE 2025 PCOA CONVENTION

Please indicate your interest area and notify the office immediately. The office will invoice the sponsoring company.

<u>EVENT</u>	<u>AMOUNT</u>
<b>Wednesday Dinner - Partial Sponsorship</b>	<input type="checkbox"/> \$2,500
<b>Wednesday Entertainment</b>	<input type="checkbox"/> \$2,000
<b>Tuesday Dinner &amp; Auction</b>	<input type="checkbox"/> \$2,000
<b>Fall Regional Meetings and Thursday Breakfast Buffet with Regional Meetings</b>	<input type="checkbox"/> \$2,000
<b>Convention Program with Ad on Back Page</b>	<input type="checkbox"/> \$1,500
<b>Monday Opening Event</b>	<input type="checkbox"/> \$1,500
<b>Wednesday Awards Luncheon- Partial Sponsorship</b>	<b>TAKEN</b> \$1,500
<b>Thursday Luncheon &amp; Annual Meeting</b>	<b>TAKEN</b> \$1,500
<b>Wednesday Breakfast</b>	<input type="checkbox"/> \$1,000
<b>Registration Packet Folder with Your Full Back Page Ad Inserted</b>	<input type="checkbox"/> \$750
<b>Educational Workshops with Recognition on Signs</b>	<input type="checkbox"/> \$500
<b>Trade Show Beverages from 3:30-5:30 Tuesday</b>	<input type="checkbox"/> \$500 <input type="checkbox"/> \$500
<b>Tuesday Pesticide Seminar</b>	<input type="checkbox"/> \$350
<b>Trade Show Giveaway</b>	<input type="checkbox"/> \$350
<b>Round Table including Handout Sheet &amp; Table Signs</b>	<input type="checkbox"/> \$350
<b>General Sponsorship - (list desired amount)</b>	<input type="checkbox"/> \$ _____

Payment method: _____		Amount: _____	
Check # _____ (Made payable to PCOA)	Credit Card - _____ Visa	_____ Master Card	_____ Discover _____ AmEx
Card # _____	Expiration Date _____	Security code # _____	
(Please print clearly)			
Name on Card _____	Billing Zip _____		



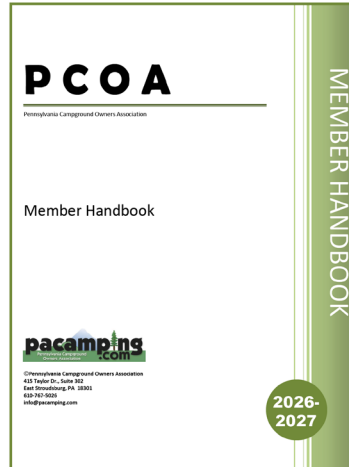
## Available to PCOA Associates: Direct Advertising To Member & Non-Member Pennsylvania Campgrounds

Pa. Campground Owners Association (PCOA) has the following handbooks professionally produced for distribution directly to the owners or managers of campgrounds. Member handbooks are distributed to the owners/managers of PCOA campgrounds, and the second directory is provided to prospective members who have inquired about PCOA, and yearly mailings to non-member parks. You are being offered the opportunity to advertise directly to these campgrounds.

You may advertise in one or both handbooks.

**PLACEMENT FOR PREMIUM ADS (COVERS) ARE FIRST COME, FIRST SERVED.**

If you purchase the first ad at full price, you may buy an ad in the second handbook at reduced pricing. You must provide print ready artwork (correct size, full color) File should be PDF, JPG, PNG or TIFF, 300 dpi or higher. NOTE: If you buy Full Page in either handbook, you have first option for the same ad in the second book.



Type of Available Ad	Quantity Available Each Handbook	Cost for 1st Ad First Handbook (Either)	Cost for 2nd Ad Second Handbook
Full Page/Inside Back Cover Full Color 7.5" Wide x 10.5" High	1	\$310.00	\$175.00
½ Page Throughout Handbook(s) Full Color 7.5" Wide x 5.25" High	10	\$210.00	\$125.00

YES, I / My Company would like to advertise directly to the owners, non-member campgrounds and prospective members in the handbooks. I understand this is for production print years 2026-2027 issues.

I would like to buy an Ad in the following handbooks:

\_\_\_\_\_ Both Handbooks 1/2 page \$335.00

\_\_\_\_\_ Members Handbook only 1/2 Page \$210.00

\_\_\_\_\_ Prospective Member Handbook only 1/2 Page \$210.00

*(Placement of 1/2 page ads is at the discretion of the PCOA office)*

\_\_\_\_\_ Inside Back Cover One Handbook (circle one) Member Handbook Prospective Member Handbook \$310.00

\_\_\_\_\_ Inside Back Cover Both Handbooks \$485.00

**Important: If selecting Inside Back Cover, please contact PCOA for availability before paying.**

Total Amount

\$ \_\_\_\_\_

Please Print:

Company Name\* \_\_\_\_\_

Address \_\_\_\_\_ City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Phone\* \_\_\_\_\_ Email Address\* \_\_\_\_\_

Please Bill My Credit Card: \_\_\_ Visa \_\_\_ Mastercard \_\_\_ Discover \_\_\_ American Express

Card Number\* (please print clearly) \_\_\_\_\_ Expiration Date\* \_\_\_\_\_

Name on Card\* \_\_\_\_\_ CVV Code\* \_\_\_\_\_ Billing Zip Code\* \_\_\_\_\_

Need More information Please contact the PCOA office: Phone: 610-767-5026 or E-Mail: [info@pacamping.com](mailto:info@pacamping.com)

\*Required



## REQUEST FOR PACKAGE SHIPPING AND DELIVERY

ALL PACKAGE LABELS SHOULD INCLUDE THE CONVENTION/CONFERENCE NAME, YOUR COMPANY NAME, ON-SITE CONTACT NAME. ADMINISTRATORS, PLEASE ENSURE ON-SITE CONTACT HAS ALL NECESSARY TRACKING INFORMATION.

SHIP ITEMS TO: KALAHARI RESORT & CONVENTIONS, 250 KALAHARI BLVD, POCONO MANOR, PA 18349

### PACKAGE SHIPPING AND GUEST DELIVERY:

NAME OF EVENT: \_\_\_\_\_

PARTICIPATING COMPANY NAME: \_\_\_\_\_

CONTACT NAME: \_\_\_\_\_ DATE PACKAGES ARE TO BE DELIVERED: \_\_\_\_\_

PHONE: \_\_\_\_\_ EMAIL: \_\_\_\_\_ BOOTH: \_\_\_\_\_

\*TO EXPEDITE THE DELIVERY OF ITEMS SHIPPED AND RECEIVE A PAYMENT RECEIPT, PLEASE FILL OUT THE FOLLOWING INFORMATION AND EMAIL TO TCOLOMBO@KALAHARIRESORTS.COM

	*ADVANCED RATE	STANDARD RATE	CHARGES
_____ LETTERS	NO CHARGE	NO CHARGE	NO CHARGE
_____ BOXES/PACKAGES/TUBES 0 LBS-35 LBS	\$8.00 EA	\$10.00 EA	
_____ BOXES > 35 LBS OR OVERSIZED/BULKY	\$16.00 EA	\$24.00 EA	_____
_____ PALLETS 75 LBS OR LESS	\$75.00 EA	\$100.00 EA	_____
_____ OVERSIZED PALLETS 76 LBS+	\$100.00 EA	\$200.00 EA	_____
_____ CRATES	\$250.00 EA	\$450.00 EA	_____
_____ FORKLIFT & OPERATOR <i>Must be scheduled through CS Manager</i>	\$80.00/HR	\$100.00/HR	_____
		TOTAL	_____

### CREDIT CARD AUTHORIZATION:

I HEREBY AUTHORIZE KALAHARI RESORTS & CONVENTIONS TO USE THE CREDIT CARD AS INDICATED BELOW. I UNDERSTAND THAT BY SUBMITTING THIS FORM MY CREDIT CARD WILL BE AUTHORIZED FOR PAYMENT IN FULL IN ADVANCE.

NAME AS IT APPEARS ON CARD: \_\_\_\_\_ CREDIT CARD TYPE: \_\_\_\_\_

LAST 4 DIGITS OF CREDIT CARD: \_\_\_\_\_ EXP. DATE: \_\_\_\_\_ BILLING ZIP/POSTAL CODE: \_\_\_\_\_

AUTHORIZED SIGNATURE: \_\_\_\_\_ PRINT/TYPE NAME: \_\_\_\_\_

SHIPMENTS RECEIVED MORE THAN 3 DAYS PRIOR TO THE START OF THE EVENT MAY BE SUBJECT TO STORAGE FEES.

\*ADVANCED RATE IS ONLY AVAILABLE FOR VENDORS/CLIENTS COMPLETING AND RETURNING THIS FORM A MINIMUM OF 5 BUSINESS DAYS PRIOR TO START OF EVENT. ALL FORMS RECEIVED AFTER THIS DATE OR ON START DATE OF EVENT WILL BE CHARGED STANDARD RATES.

OUTGOING SHIPPING CAN BE ARRANGED WITH THE BUSINESS CENTER PRIOR TO END OF EVENT. VENDOR/CLIENT IS RESPONSIBLE FOR ALL SHIPPING COSTS. OUTGOING SHIPMENTS CANNOT BE ACCEPTED UNLESS THEY ARE PACKED AND SEALED WITH PREPAID LABELS AFFIXED AND BOL IF APPLICABLE. FEDEX, UPS AND AMAZON DELIVER DAILY MONDAY-FRIDAY. HOURS FOR CARRIER DELIVERIES IS 7 AM-2 PM MONDAY-FRIDAY.

## Not a PCOA Member?

*The contacts and goodwill resulting from a PCOA Associate Membership are public relation opportunities for your business. This organization offers fellowship, responsibility, and the chance to become a part of one of the most active and engaged associations in the industry. If you plan to have a trade show booth, you will save by joining now and reap the benefits long after the show.*



### Pennsylvania Campground Owners Association ASSOCIATE MEMBERSHIP APPLICATION

Application Date \_\_\_\_\_

Company Name \_\_\_\_\_

Contact Name \_\_\_\_\_

Address \_\_\_\_\_

City, State, Zip \_\_\_\_\_

Telephone \_\_\_\_\_

Email (required) \_\_\_\_\_

Website address \_\_\_\_\_

Type of Product or Service \_\_\_\_\_

Billing info if different from above: \_\_\_\_\_

\_\_\_\_\_ Yes, subscribe me to the Bi-Weekly Bulletin (contains industry news, updates and reminders targeted to our campground members. List email if different from above is preferred \_\_\_\_\_.

Choose one of these options for membership:

#### REGULAR MEMBERSHIP - \$225.00

##### BENEFITS INCLUDE:

- Listing and link to your website on [www.pacamping.com](http://www.pacamping.com)
- Listing in the PCOA Campground Directory
- PCOA News published 4 times per year
- Option to receive Bi-Weekly e-Bulletin, full of PCOA news and industry updates
- Use of the PCOA logo in your advertising
- Special rate on exhibitor space at annual convention trade show
- Special rate on advertising in newsletter
- Vendor-to-member facebook page



#### PREMIUM MEMBERSHIP - \$400.00 ADDITIONAL BENEFITS INCLUDE:

- Exclusive: yearly excel spreadsheet with member contact info including emails (or mailing labels if preferred)
- Enhanced listing on website, [www.pacamping.com](http://www.pacamping.com)
- Access to member area of the website
- Highlighted at convention via booth signage and in the program
- Additional 5% discount on newsletter advertising
- "Premium member" designation on all listings

If you wish to become a PCOA Associate Member, return this application with **\$225.00 or \$400.00** to cover your dues for the period from now to May 31, 2026.

Send to PCOA, 415 Taylor Dr., Suite 302, East Stroudsburg, PA 18301.

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

CHECK ONE: ☐ REGULAR MEMBERSHIP \$225.00 ☐ PREMIUM MEMBERSHIP \$400.00

Payment method:

Check # \_\_\_\_\_ (Made payable to PCOA) OR Credit Card - \_\_\_\_ Visa \_\_\_\_ Master Card \_\_\_\_ Disc \_\_\_\_ AmEx

Card # \_\_\_\_\_  
(Please print clearly)

Name on Card \_\_\_\_\_

Expiration Date \_\_\_\_\_ Security code # \_\_\_\_\_  
MM/YY

Billing Address \_\_\_\_\_ Billing Zip Code \_\_\_\_\_



**415 Taylor Dr., Suite 302  
East Stroudsburg, PA  
18301**

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## **Join Us at the 2025 PA Campground Owners Association Annual Convention Trade Show**

Included in this packet:

- Convention & Trade Show Schedule
- Information Letter
- Trade Show Contract
- Trade Show Shipping Form
- Marketplace Guide Info & Sign Up
- Sponsorship Opportunities & Sign Up
- Membership Application for non-members
- Auction Information
- Sign Up for Advertising in Member Handbooks

