



# WACO

Wisconsin Associate of Campground Owners

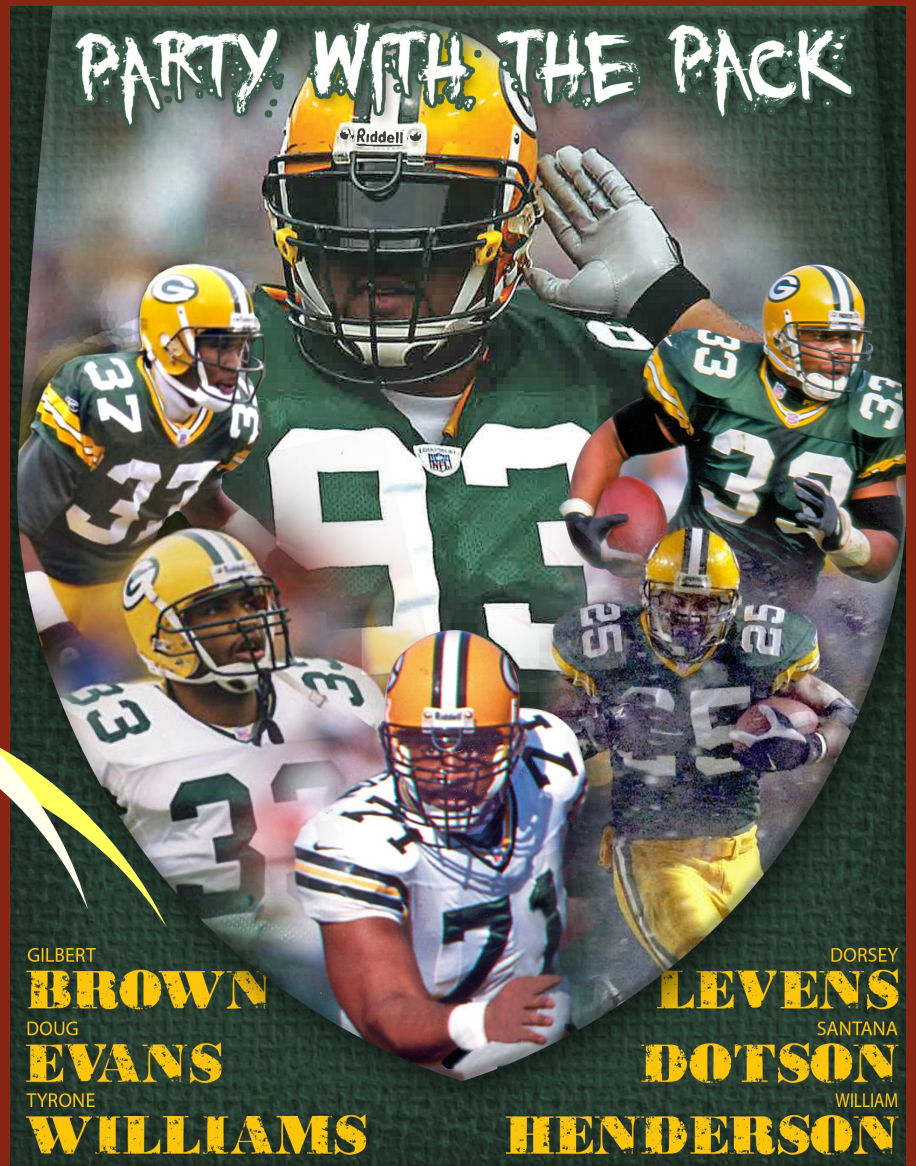
**Boat Tour - Oct. 7<sup>th</sup>**

Great River Harbor

**Tavern Tour - Oct. 8<sup>th</sup>**

Various locations ~

See website for details!



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More details available at [gilbertbrownfoundation.org](http://gilbertbrownfoundation.org)

Get your tickets by calling 608-525-2326

# Shorter, Cleaner, and Simpler...

## Seasonal Campground Agreement Introduced for 2017

Campgrounds need a solid contract with campers to protect the campground and assure a good camping experience. WACO attorney Mark Hazelbaker has redrafted and updated the Model Seasonal Camper Agreement for 2017. The new model has been shortened and simplified, while still addressing the essentials.

“I heard the feedback from members, that the first version of the model agreement was too long and too legalistic,” Attorney Hazelbaker said. “It’s hard to avoid some legalisms, since this is a contract. But, I think the new version is much more customer-friendly.”

The new agreement references the new immunity legislation adopted by the Legislature earlier this year at the request of WACO. It also continues important features established in the original seasonal agreement:

Specifies clearly that seasonal campers are guests, not tenants.

Defines the length of the season clearly.

Restricts the agreement to the named campers only and requires registration of guests.

Puts the burden on the campers to conform to campground behavior standards.

Forbids campers from making unauthorized modifications to the campsite.

“We hope this model agreement helps campgrounds develop agreements which address their unique situations with appropriate protections,” Hazelbaker said. “The concepts in the model agreement are important to every campground.”

Hazelbaker reiterated a comment he has made at numerous speeches to WACO, that there are several words that must never be included in a campground agreement: Lease; Rent; Tenant; Landlord; Evict; Lessor; Lessee; Tenancy. “Campgrounds must avoid being landlords. If there is any language suggesting the agreement is a lease, you will need to remove troublesome guests by evicting them.”

### CONTACT MARK HAZELBAKER:

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559 D'Onofrio Drive, Suite 222  
Madison, WI 53719

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Mark Hazelbaker - [mh@kasieta.com](mailto:mh@kasieta.com)

## Benefits of WACO Dues

Every year, business owners review their expenses and budgets to determine, “Is this line item worth the cost? Am I getting what I need from this expense to make it worth my while?” As membership fees for WACO were due on September 10th, we had some members write in with great ROI stories stating the benefits they receive are really worth the cost of membership. Here is one example that most WACO members can relate to...

### The Value of Advice

I had a seasonal camping couple who continually broke the rules. They had on a regular basis: unregistered guests, too many guests at one time, loud and uncontrollable guests, allowed others to stay on their site when they were out of town, excessive alcohol use, parked their cars on “rentable sites,” allowed their dog to be unleashed, allowed their dog to go into restricted areas, suspected domestic violence (unproved), were aggressive with patrons, etc.

I had talked to them on many occasions about the inappropriateness that was going on. Talking didn’t do any good. I became so uncomfortable with them being on my property that I would avoid the area around their seasonal site.

I talked to Mark Hazelbaker several times about “how to get these people out of my campground” several times. I didn't know my legal rights or how to start the process of getting them out.

Mark was great. He returned my calls in a timely manner. He didn’t make me feel like I was wasting his time, he was very approachable, and he didn’t make me feel stupid. He helped me make a plan and told me step by step how to “work my plan.” Mark gave my thoughts a voice. He told me specific words to use when I asked the seasonals to leave. For example, “It is in the best interest of the campground that you leave.” At first I didn't have the confidence to ask them to leave. After the seasonals left, I kept second guessing my decision, worried about the negative response I’d get. The best advice I received was from Mark saying, “If you waiver on your decision, you’ll never, from this day forward, have control of your campground again.”

The seasonals are gone. Things are more peaceful here. I have more confidence and I would recommend Mark’s services to the other campground owners.

Having access to Mark Hazelbaker as one of my WACO membership benefits makes the WACO membership dues worth every penny.

*Signed—  
Thank you Mark and WACO!*

## Did You Know?

- Average hourly rate for attorneys in Wisconsin - \$229
- Average billable hours for cases in Wisconsin - \$?
- Specialty businesses boutiques tend to charge more than general practice attorneys. Certain specialty areas also command higher hourly rates than others.
- Average hourly bill rates have rose 20%, when comparing 2015 to 2016.

# WACO Fall Tours/Workshop

## October 4th & 5th

### Host Campground: Rustic Timbers Door County Camping

Your Host: Sherri Patten Address: 4906 Court Road, Egg Harbor, WI 54209

Phone: 920-868-3151 Email: rustictimbersdcc@gmail.com Web: [www.rustictimbersdoorcountrycamping.com](http://www.rustictimbersdoorcountrycamping.com)



We are very excited for the upcoming WACO Fall Tours/Workshops in October! Starting on Tuesday, October 4th at 8:30a, we will have registration and meet & greet at Rustic Timbers Door County Camping. After a tour of the campground, we will be loading buses and heading into Door County for shopping, winery, distillery, and coffee. Lunch will be at noon at Alpine Inn and Resort, sponsored by Coverra Insurance.

After a cracker barrel and updates from Mark Hazelbaker with lunch, we will all venture to Wagon Trail Campground in Ellison Bay and then onto Sisters Bay for a fundraiser for Rep. Joel Kitchens (Author of Inherent Risk Bill), Johnson's Beer Garden, and Outside Beach Bar (weather pending). Tuesday will wrap up with a cracker barrel and dinner at Mr. G's Logan Creek Grille.

Wednesday will begin with a campground tour and then onto Bear Town for a tour of John's campground. We will wrap up with lunch sponsored by Secura Insurance, the golf cart drawing, advertising opportunities, and a WACO update.

## 2017 RV Shows—SAVE THE DATES

As you near the end of your season and start to look ahead at all your "free" time (haha –what's free time?), plan for the 2017 RV Shows you want to attend. Here are some dates to add to your calendar:



- Milwaukee RV SuperShow: January 6-8
- **NEW** Chicago SuperShow: January 13-15
- WBAY Green Bay **NRV** Show: January 26-29
- Madison RV Show: February 3-5
- Minneapolis RV Show: February 9-12
- Rochester, MN RV Show: February 17-19
- Milwaukee RV Show: March 2 - 5

# FALL TOUR/WORKSHOP

**Please pre-register:**

Phone: 608-525-2327

Fax: 608-525-2328

**Campground Name:** \_\_\_\_\_

**# of people attending:** \_\_\_\_\_

**RSVP for Tuesday Afternoon lunch (# of people):** \_\_\_\_\_

**Bring family & employees. The fee is the same if you have 1 or 20 members from your campground.**

**WACO Member Fee:**

- \$40.00

**Non-member Fee:**

- \$55

\*\*Meals & Motel costs are not included.

October only \$40.00

Tuesday Evening meal \$18.00 X \_\_\_\_\_ = \$ \_\_\_\_\_

**Total Due \$** \_\_\_\_\_

**Send payment & registration to by Sept. 26, 2016 please.**

WACO

PO Box 228

Ettrick, WI. 54627

CC # \_\_\_\_\_ Expires \_\_\_\_\_

Zip code \_\_\_\_\_ 3 digits on back \_\_\_\_\_

# Sales and Use Tax Q & A's

*By: Janet Abrams and  
Dave Steines,*

*Wisconsin Department of Revenue*



**Q:** We have seasonal campers who rent a cabin at our campground for three months. Since they are staying more than 30 days, is our charge taxable?

**A:** Yes, the charge for the cabin rental for three months is subject to Wisconsin sales tax as an admission to the campground. While lodging services are exempt from tax if the lodging is provided for a continuous period of one month or more, the tax on admissions to a campground does not have this same limitation. Therefore, when a customer rents a cabin for three months, the charge is taxable as an admission, regardless of the length of time the cabin is rented for.

**Q:** When a campground collects money in advance from seasonal campers for the upcoming season, when is the sales tax reported?

**A:** If campground admissions are paid in advance, the campground should report the tax when the money is received. In general, campground admissions/fees should be reported when the money is received or when the admission service is furnished (whichever comes first).

**Note:** If a person pays in advance for property (rather than services), the tax is reported based on when the customer receives the property. For example, if a customer pre-pays for a campsite and three bundles of firewood, the campsite fee (taxable admission) should be reported when the customer pays for the campsite. However, the sale of the firewood should not be reported until the customer receives the firewood.



Janet K. Abrams, Sales Tax  
Specialist  
Wisconsin Department of  
Revenue

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**Memorandum**  
**State of Wisconsin**  
**Department of Agriculture, Trade and Consumer Protection**  
**Division of Food Safety**

**DATE:** September 13, 2016  
**TO:** Wisconsin Retail and Restaurant Businesses  
**FROM:** Peter Haase, Director, Bureau of Food and Recreational Businesses  
**SUBJECT:** Discontinuation of Certified Food Manager (CFM) certificate issuance

Beginning on November 1, 2016, Wisconsin DATCP (formerly DHS) will no longer be issuing Wisconsin Certified Food Manager certificates (CFM). A recent evaluation of the current program has established that successful completion of an approved national food manager's course and exam is equivalent to holding a valid Wisconsin CFM certificate; therefore, we are simplifying the process for businesses and their employees and we are removing the extra steps of submitting course completion documentation and a fee to the State to obtain another certificate. We will also discontinue the renewal of previously held CFM certificates, however these will remain valid and acceptable until the expiration date listed on the certificate. To meet regulatory requirements, simply instruct individuals who successfully pass a Food Safety Manager course to post the course completion certificate (taken within the past 5 years) in their facility, for review by WDATCP or Agent inspection staff.

WDATCP values food safety training because it has been proven that workers who complete these courses provide safer food to the public. We are confident these changes will maintain high standards while simplifying the process of complying with regulatory requirements.

**Questions?**

**Here's How to contact us:**

**The Main office general phone number is 608-224-4720**

James Kaplanek  
Retail Food and Recreational Technical Section Chief  
Division of Food and Recreational Safety Department  
of Agriculture, Trade and Consumer Protection  
[James.kaplanek@wisconsin.gov](mailto:James.kaplanek@wisconsin.gov)  
608-224-4735

Food Licensing:

Call 608-224-4923  
[datcpdfslicensing@wi.gov](mailto:datcpdfslicensing@wi.gov)

Retail/Restaurant Food Regulation:

[datcpdfsretail@wi.gov](mailto:datcpdfsretail@wi.gov)

Recreational Programs:

[datcpdfsrec@wi.gov](mailto:datcpdfsrec@wi.gov)

Food Complaints:

Call 608-224-4714  
[datcpfoodcomplaintsemergencyresponse@wi.gov](mailto:datcpfoodcomplaintsemergencyresponse@wi.gov)

# WACO NEWS

## Accessibility Questions? We've Got Answers!

The Access Board is an independent federal agency that promotes equality for people with disabilities through leadership in accessible design and the development of accessibility guidelines and standards. Created in 1973 to ensure access to federally funded facilities, the Board is now a leading source of information on accessible design. The Board develops and maintains design criteria for the built environment, transit vehicles, telecommunications equipment, medical diagnostic equipment, and information technology. It also provides technical assistance and training on these requirements and on accessible design and continues to enforce accessibility standards that cover federally funded facilities.

The Board is structured to function as a coordinating body among federal agencies and to directly represent the public, particularly people with disabilities. Twelve of its members are representatives from most of the federal departments. Thirteen others are members of the public appointed by the President, a majority of whom must have a disability.

William R. Botten  
Accessibility Specialist  
US Access Board  
1331 F. Street NW, Suite 1000  
Washington, DC 20004  
[202-272-0014](tel:202-272-0014)  
[800-872-2253](tel:800-872-2253), Ext. 0014  
[botten@access-board.gov](mailto:botten@access-board.gov)  
[www.access-board.gov](http://www.access-board.gov)

## Meat Raffle Update

Just a reminder to be sure to display your Raffle License!  
Listed below are some Q & A on meat raffles from Nancy Mistele and Cindy Klug:

“What we (DATCP) have found in the field is many raffles are purchasing meat prizes from grocery stores. Generally grocery stores purchase their meat from either state or federally inspected business and their product is sold retail and not wholesale. Because money is changing hands, the meat for a meat raffle must come from an inspected source (which has a state or federal inspected legend). Packaged meat from grocery stores would not have the inspection legend.

We (DATCP) have advised businesses having meat raffles that they cannot continue until product is purchased from a state or federally inspected meat establishment. It's not that the raffles are being shut down. “

“A meat market works well, as long as they are either a state inspected meat market or a federally inspected meat market. The finished product that is sold to be included in the meat raffle must bear the mark of inspection on the label. That is the piece of labeling information that is the most important.”

### 2017 WACO Convention March 15—19, 2017 Stevens Point

#### Other Dates to Remember:

- October 4th - October 5th:  
Fall Tour Workshop (Rustic Timbers Door County Camping)
- October 7th—October 8th:  
Boat and Tavern Tours
- October 10th: WACO Advertising Deadline
- November 1st: 1st Printing Program Deadline
- January 1st: All Literature Distribution items due to WACO office

#### Want more information or have questions?

Contact Cindy Klug  
Director  
Bureau of Meat and Poultry Businesses  
Division of Food and Recreational Safety  
WI Department of Agriculture, Trade, and  
Consumer Protection  
Office: 608-224-4729



**Secure your 2017  
WACO Directory ad  
TODAY**

**DIRECTORY AD SIZES**

Full Page: 7.5 x 10"

3/4 Page: 7.5 x 7.437"

2/3 Page: 7.5 x 6.5"

1/2 Page: 7.5 x 4.875"

1/4 Page: 3.625 x 2.312"

1/8 Page: 3.625 x 2.312"

1/3 Page: 7.5 x 3.125"

**WEBSITE AD SIZES**

Banner Ad: 1200 x 120

Side Ad: 200 x 200

**PLEASE NOTE!**

All Photoshop work should be actual size with a resolution of at least 300 and saved as a layered .tiff in CMYK. It can also be saved as a PDF.

**CONTACT INFORMATION**

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Executive Director

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Ettrick, WI 54627

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lori@seversonandassociates.com

**BOARD OF DIRECTORS**

SCOTT KOLLACK President  
Vista Royale Campground (715) 335-6631

JUDY BUCHTA Past President  
Duck Creek Campground (608) 429-2425

LORI SEVERSON Executive Director  
(608) 525-2327

MARK HAZELBAKER Lawyer  
(608) 663-9770

JIM BUTTON Director  
Evergreen Campsites, LLC (920) 622-3498

BERT DAVIS ARVC Representative  
Badgerland Campground (608) 873-5800

JULIE MICHAELS Director  
Scenic Ridge Campground (608) 883-2920

PAT REHWINKEL Director  
Mary Mac's Campground (608) 493-2367

ROBERT WEISS Director  
Wilderness Campgrounds (608) 297-2002

Becky Gussel Director  
Sherwood Forrest Camping (608) 254-7080

RANDY SONDALE Director  
Pineland Camping (608) 564-7818

BUD STYER Director  
Smokey Hollow Campground (608) 592-2128

LELAND NELSON Director  
Keyslake Campground (715) 528-4907

JOYCE STENKLYFT Director  
Stoney Creek RV Resort (715) 597-2102