



WACO

Wisconsin Association of Campground Owners

July/August 2017

Renew Your Membership Today!

It's that time year again! WACO has sent out information on renewing your dues for the 2018 year and advertising opportunities for your campground to take advantage of! All dues are to be into WACO by Sept. 10, 2017! Why join – let's break it down!

- Education
 - Our educational program is truly second to none! We offer classes and certifications that apply to the campground industry and on everything a campground business needs. Each year we offer various certifications such as ServSafe, CPR, and Certified Pool Operator at a discounted rate to save our members money. For example, we offer a CPO (Certified Pool Operator) certification at a rate that saves our members up to \$200! We host programs covering everything from "how to type" courses, septic information, ancillary income ideas, American Disabilities Act, free press ideas, workers compensation, insurance issues, banking options, preparing to sell, and so much more! Our courses include new legal opportunities including awareness of state/local meetings, new code updates, etc.!
- Strategic Planning
 - Have you ever been afraid of how to answer a question or what to do when you get "that letter" in the mail? It's so awesome to know you have instant resources! WACO benefits include having an attorney on hand along with a cool Facebook page for members only. We all have the midnight question you would like answers to! WACO is the best insurance policy ever!
- Advertising Arm
 - As a member of the association, each campground gets a wide range of advertising opportunities and packages that cannot be found anywhere else! These opportunities range from ads in our directory measuring up to 315,000 copies distributed throughout the year, to print ad in bulk, social media listings and graphics, website banners, event distribution, and so much more! Our advertising programs gives each campground a chance to get their name out there in all different ways such as RV show distribution, ads in the Brewers Yearbook, send outs with the directories, and more.



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- Purchasing Power
 - There are various opportunities provided to members from our trade members who offer special deals to WACO as a group! One example is the bi-annual Printing Program for campgrounds of 30,000 flyers for \$550! There really is power in numbers!
- Relationships
 - The WACO bond is really more than just business. Being a part of the association means a family is gained. Relationships are built that turn into life long friendship not only through other campground owners and managers, but also through the WACO trade members!



- Legislative

- We are proud to have many State Representatives be a big part of creating solutions including James Kaplanek (Chief Food & Safety Recreational Licensing), Dan Schuller (DNR), and Stephanie Klett (Secretary of Tourism), and more. We are also very grateful for Jeff Sims from arvc to help be a watchdog to see any legislation issues that will affect us on a national level.
- We work very hands-on on a local, state, and national with new scenarios occur. We are fortunate to have people in our association that make time in their busy schedules to become experts, talk to legislators, develop relationships on the State level, so that all of us can continue to run our businesses. Our membership money pays for these services, and that is the reason we encourage everyone to help share in that expense, recognizing that many members have funded the association for the good of all...both members and non-members.
- Our very own attorney, Mark Hazelbaker, provides a free legal hotline that saves members hundreds of dollars! An hour for an attorney to look over your seasonal agreement can be \$200! That and other legal issues are already paid for through membership with our free legal hotline!! This hotline is used to answer simple legal questions that can otherwise become complicated. Mark helps us in reviewing seasonal agreements and provides direction in that area. He also helps to keep us informed and current on all new regulations and laws that affect us and our campground business.



- Marketing

- As a member, your campground listing is included in our directory. With over 315,000 copies distributed throughout the year, your campground listing gets in the hands of campers throughout Wisconsin and surrounding states. Directories are also sent to convention and visitor bureaus, waysides, gas stations, sporting stores, grocery stores and more for distribution to the public. As a member, you also have the option to place ads within the directory at discounted prices!
- In addition to your directory listing, you are also listed on the WACO website. Your listing will show campers a snapshot of what you offer at your park, a few photos, contact information and a link to your own website. As a member, you gain access to the members only section on our website where you have 24/7/365 access to a plethora of information useful to you and your campground business!
- WACO strives to save each campground the time, money and effort of getting their name out there by attending multiple RV Shows! We offer programs that distribute your brochures along with the camping directory at eight of the largest RV and camping shows in the Midwest!



- Networking Opportunities

- WACO offer numerous opportunities to network with fellow campground members, trade members, legislative personal and more. Each member gains further knowledge on the industry and then some by working with our partners and gaining new ones.

- Convention Vendor Buying Program

- The WACO trade show presents over 190 vendors from all over the country. Our trade members work with WACO to provide discounts and deals exclusively for our members. Throughout the show, there are hands-on demonstrations, direct communication with suppliers and the ability to take home purchases that week.
- Our convention is host to more than 50 speakers and seminars throughout convention week. We offer a wide range of topics including technology, social media, landscaping, how to better your business, motivating employees, legislative issues, ADA rules and more!
- The WACO Convention is one that really cannot be beat. It is a family-friendly environment with events for everyone in the family to do. The combination of classes, speakers, the trade show, and other campground owners makes for a perfect week to get ready for camping season! The information that is gathered while at the WACO convention will last you, your family and your staff a lifetime!

Checking in with our WACO Campgrounds

WACO has been on the road this past month catching up and checking in with our members and with prospects!

St. Joseph Resort: Busy summer for these guys! They still have the most amazing rock collection in the store ever! If you are rolling by...be sure to stop. You don't want to miss this. Also, check out their landscaping around the office (pictured right). They sure have the green thumb!

Summer Hideaway: They are looking at upgrading to a new online system. If anyone has a recommendation that works well for your campground, let them know. The campground can be reached at (608) 565-3825 or discover9@tds.net.



Summer Hideaway

Ukarydee Horse Camping: (Prospect) If anyone has contact information send it my way. We have reached out a couple times – very nice set up! We are getting horse camping inquiries in that area, so it would be fun to learn more about them and of course let them learn more about WACO.



St. Joseph's Resort



Ukarydee Horse Camping

Grand Valley Campground: Grand Valley Campground filled in for a fundraiser at the last minute, saved our day and made someone's day! We received the nicest letter ever and a great Facebook review. The lady receiving the shovel just turned 60 years old and will always remember that birthday at Grand Valley! Eugene Robinson led the crowd in singing happy birthday to her!

Duck Creek Campground: The new owners, Denny & Kristi, are starting off with a bang... or should we say putt (lol). The Duck Creek Seasonals created this amazing hole for their MS/GBF Fundraiser (pictured right)!

Sherwood Forest Camping & R.V. Park: Brad told us Becky literally saved his life this summer! What started out as literally a scratch turned into a horrible infection that rampaged his body and infected his brain. Brad said it was crazy, it was simply a scratch that you get everyday working in the campground, that went horribly wrong. If Becky hadn't tricked him into getting in the car and going to the doctor his life would have literally been over. We are so happy to see Brad walking around and able to do what he does best. Love yah guys!



Duck Creek



Sherwood Forest Camping & RV Park

Neshonoc Lakeside Camp-Resort: Neshonoc was the host for a fundraiser, Chicken Q, and fantastic carnival. Their seasonals and campers were nothing but awesome with their eagerness to help with anything at the campground!



Neshonoc Lakeside Camp-Resort

Special shout out to **Pride of America** and **Sky High Camping Resort** for their exciting and fun fundraiser events!

Stay tuned as WACO goes on more adventures throughout our Member Campgrounds!



Pride of America



Sky High Camping Resort

Service Animals in Campgrounds

For anyone who did not see the recent article by Karen Brost in arvc's VOICE Summer issue, the topic of service animals in a campground were discussed. The following is information pertaining to the rules and guidelines of the ADA and service animals.

"For a person who has a disability, having the assistance of a service dog can be a life changing experience. These highly-trained animals can perform many tasks for their partners such as opening doors, pulling a wheelchair, retrieving needed items and using a push button device to call 911 in an emergency. Service dogs can also be trained to assist with certain medical situations. For example, they can be trained to detect the onset of a seizure in a person with epilepsy, then keep that person safe during the seizure."

The Americans with Disabilities Act (ADA) has very specific guidelines regarding service animals. Under the ADA, a service animal is defined as a dog that has been individually trained to do work or perform tasks for an individual with a disability. The ADA also has a separate provision regarding miniature horses that have also been specially trained. The task(s) performed by a service animal must be directly related to the person's disability.

WHAT YOU NEED TO KNOW

To be in compliance with ADA guidelines, you must accommodate guests who have service animals, even if your park has a "no pets" policy. An important distinction is that service animals are not considered pets. In addition, you can not apply any breed restrictions to service animals, even if your park or municipality prohibits certain breeds. However, if a service animal poses a threat to the health or safety of other guests or does not remain under the control of its handler, the animal may be excluded. In terms of accommodations, a guest with a disability who has a service animal must be provided the same opportunity to rent any available cabin, park model or other unit as other guests. They cannot be restricted to "pet-friendly" accommodations. In addition, if a guest has a service animal, you cannot charge a pet surcharge, pet deposit or special cleaning fee to remove hair or dander, even if this is your normal policy. If the guests' service animal causes any damage, though, you are permitted to charge that individual the same fee for damages that you would charge other guests.

THE TWO QUESTIONS

If you are not sure if a dog is a service animal, you and your staff may only ask two questions to remain in compliance with ADA guidelines: 1) Is the dog a service animal that is required because of a disability? 2) What work or task has the dog been trained to perform? "I recommend that once they answer 'yes' to that first question, don't ask any more questions," advises arvc's Senior Director of State Relations and Program Advocacy, Jeff Sims. It is also not permissible for you or your staff to request any documentation for the dog, to ask that the dog demonstrate the task(s) it's trained to perform or to inquire about the nature of the person's disability. Doing so would be a violation of the law.

EMOTIONAL SUPPORT ANIMALS

Under ADA guidelines, an animal that provides emotional support or comfort to a person simply by being there is not considered a service animal. According to the ADA National Network, "It does not matter if a person has a note from a doctor that states that the person has a disability and needs to have the animal for emotional support. A doctor's letter does not turn an animal into a service animal." On the other hand, if a dog is trained to perform a specific task such as to detect if a person is about to have an anxiety attack, and then to take steps to minimize the impact of the attack, that dog would be considered to be a service animal under ADA guidelines. The frustration that many park owners face is when guests have figured out the law and bring along their pets and say they're service animals, knowing that they can't be turned away. "The way that people are taking advantage of the law is unfair to the disabled community," Sims states. To combat this, some businesses post signs that ask guests to not try to pass off their pet as a service animal because fake service dogs can hurt the reputation and acceptance of real service dogs. One telltale sign of a pet versus a trained service animal is when the pet is left behind in the RV or cabin while the guest pursues other activities. A true service animal always accompanies its owner to provide assistance when needed.

STATE AND LOCAL REGULATIONS

It's also important to check your state and local regulations regarding service animals. Keep in mind, though, that if these laws or regulations seem to conflict with ADA guidelines, the ADA takes priority because it provides greater protection for individuals with disabilities. The more you know about ADA guidelines for service animals, the easier it will be for you to accommodate these four-legged campers who provide such valuable support to their partners.

10 KEY FACTS ABOUT SERVICE ANIMALS AND THE ADA

1. Service animals are not required to wear a special vest, ID tag or harness.
2. The ADA does not require that the dogs be professionally trained — people with disabilities have the right to train their own dogs.
3. Service animals must be housebroken.
4. The ADA requires the service animal to be under the control of the handler, whether it's by using a harness, leash, or other tether or by another means such as voice control.
5. You are not required to provide for the care or supervision of a service animal, including cleaning up after them.
6. The ADA does not require that service animals be certified.
7. Some people with disabilities have more than one service animal because they are trained to perform different tasks.
8. Service animals must be vaccinated in accordance with state and local laws, and must follow the same licensing and registration requirements as other dogs.
9. The ADA does not override public health rules that prohibit dogs in swimming pools. However, service animals must be allowed on the pool deck and in other areas where the public is allowed to go.
10. Service animals in training are not covered under ADA guidelines, but some state or local laws cover animals that are still in training.

GBF/WACO Cruise

The Gilbert Brown Foundation and the Wisconsin Association of Campground Owners have teamed up for the 2018 Cruise on the Norwegian Pearl! The cruise will be embarking from New Orleans, Louisiana on Sunday, January 14th, 2018 and returning on Sunday, January 21st, 2018.

During this time, the Norwegian Pearl will travel to:

- Cozumel, Mexico
- Harvest Caye, Belize
- Roatan Bay Islands, Honduras
- Costa Maya, Mexico

This cruise will feature a wonderful deal on rooms and drinks including add on specials such as Ultimate Beverage package open bar (valued at \$650.00 per person), Pre-Paid Service Charges (valued at \$94.50 per person), 4 Specialty restaurants (valued at \$135.00 per person), and more! \$75 of every room goes to The Gilbert Brown Foundation!

There currently is a great deal of a non-refundable down payment for only \$50 due at booking! Final payment is due on October 16, 2017.

WACO Members Facebook



WACO is introducing a Campground Member Facebook group for members to stay current with important information, receive updates on deadlines, and network easily with our members. To join this

group visit <https://www.facebook.com/groups/wacomembers/>. **If your campground is not clearly identified on your Facebook, email or call Carrie in the WACO office with your name to make sure you are added.



Matthew Disher - 715.344.8383

2916 Church Street
Stevens Point WI 54481
matt@disherinsurance.com

Representing:
 **SECURA**
INSURANCE COMPANIES

Music License



arvc offers a combined music license for members to get the most coverage from a single plan! arvc's exclusive combined annual music license includes coverage for both ASCAP and BMI at significant savings. ASCAP and BMI proudly represent over a million songwriters, publishers and performers who produce every type of music, so with an arvc combined music

license you can play all the music you want from any artist they represent, all year long, worry free. Discounted monthly SESAC licenses are also available at an additional cost. To participate in the arvc Combined Music License for the calendar year 2018, call their office at (303) 681-0401 or visit arvc.org/music-licensing. Open enrollment for the 2018 arvc Combined Music License is AUGUST 1-NOVEMBER 30, 2017.

Number of Sites	Take advantage of exclusive arvc member discounted licensing fees and save up to 26%.
<u>Under 100</u>	\$49 per Month; Minimum Fee of \$147
<u>100-200</u>	\$71 per Month; Minimum Fee of \$213
<u>201 and over</u>	\$105 per Month; Minimum Fee of \$315

Fall Workshop

Boy do we have some awesome workshops prepared! Join us on September 19th & 20th and on October 3rd & 4th for exploring campground, networking, and adventuring! Register today for the following workshops:

- September 19th & 20th: Host - Indian Shores Resort in Woodruff, Wisc.
 - Tour Indian Shores
 - North Park Manufacturing: Subway Sandwich Lunch sponsored by North Park Manufacturing. Followed by a tour of Wild Wood Wildlife Zoo – all sponsored by North Park Manufacturing! No charge thanks to North Park! <http://www.wildwoodwildlifepark.com/>
 - Updates from Mark Hazelbaker during and following lunch.....Cracker Barrel
 - Patricia Lake Campground & RV Park: Very Limited Parking – let's carpool from North Park
 - Dinner TBA
 - Tour Lynn Ann's Campground
 - Tour Arbor Vitae Campground
 - Tour Chain O Lakes Campground
 - Lunch sponsored by Secura & Covera Insurance
- October 3rd & 4th: Host - Lake Arrowhead in Montello, Wisc.
 - Tour Lake Arrowhead
 - Lunch by Covera & Secura Insurance
 - Malsack Properties tour
 - Riley's Pub: Cracker Barrel & Social Hour
 - Dinner at Riley's Pub
 - Tour Grand Valley Campground
 - Tour Wilderness Campground
 - Lunch at Wilderness: **Looking for a sponsor!**
 - Tour Glacier Valley Campground
 - Golf Cart Drawing, Cracker Barrel, Advertising committee presentation of Advertising Opportunities, WACO Update

A full breakdown of events is available in the Members section of the website and will also be sent out through email. Registration for one workshop is \$40.00 for Member Campground or \$75.00 to register for both workshops! Remember, bring family & employees. The fee is the same if you have 1 or 20 members from your campground. A registration form can be found on page 8 of the newsletter.,

WACO 2018 Advertising

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.

WACO Member Login

Username: member

Password: born2camp



CONTACT INFORMATION

Lori Severson,

Executive Director

PO Box 228

N22676 US Hwy 53

Ettrick, WI 54627

WACO Phone (608) 525-2327

Severson & Associates

Phone (608) 525-2323

Fax (608) 525-2328

lori@seversonandassociates.com

BOARD OF DIRECTORS

SCOTT KOLLACK	President
Vista Royale Campground	(715) 335-6631
JUDY BUCHTA	Secretary
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
Merry Mac's Campground	(608) 493-2367
ROBERT WEISS	Director
Wilderness Campgrounds	(608) 297-2002
BECKY GUSSEL	Director
Sherwood Forest Camping	(608) 254-7080
RANDY SONDALE	Director
Pineland Camping Park	(608) 564-7818
BUD STYER	Director
Smokey Hollow Campground	(608) 592-2128
JOYCE STENKLYFT	Director
Stoney Creek RV Resort	(715) 597-2102
MIKE DRICKEN	Director
Lake Lenwood Beach and Campground	(262) 334-1335

FALL TOUR/WORKSHOP

Please pre-register:

Phone: 608-525-2327, Fax: 608-525-2328, or
Carrie@seversonandassociates.com

Campground Name: _____

of people attending (Sept): _____

of people attending (Oct): _____

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

WACO Member Fee:

- \$40.00 (Sept. or Oct.)
- \$75.00 (Both)

Non-member Fee:

- \$55 (Sept. or Oct.)
- \$100 (Both)

September only	\$40.00	\$ _____
October only	\$40.00	\$ _____
September & October	\$75.00	\$ _____
Total Due		\$ _____

Send payment & registration to please.

WACO
PO Box 228
Ettrick, WI. 54627

CC # _____ Expires _____

Zip code _____ 3 digits on back _____

Deadline for September Workshop: **September 11th, 2017**

Deadline for October Workshop: **September 25th, 2017**

WACO Advertising 2017 - 2018

Wisconsin Campground Directory Ads		Total \$	Deadline: 9/11/2017
Directory Listing	Free with your membership		315,000 WACO Directories are distributed annually to the State Tourism sites, Chamber of Commerce's, campgrounds, trade shows and more! <ul style="list-style-type: none"> Any ad is 50% off ad size if upgrading advertising size (1 time only) (Exception Prime Space) Acceptable programs & file formats (all graphics and fonts must be included): Quark, InDesign, .tif / .eps / .jpg / .pdf. Other formats must have prior approval. Acceptable media: disks, CD / DVD, flash drive, Drop Box
Full Page	10"x7.5"	\$3393.60	
3/4 Page	7.437"x7.5"	\$2,744.70	
2/3 Page	6.5"x7.5"	\$2,422.35	
1/2 Page	4.875"x7.5"	\$2,197.65	
1/3 Page	3.125"x7.5"	\$1,617.00	
1/4 Page	V:4.875"x3.625" H:2.312"x7.5"	\$1,252.65	
1/8 Page	3.625"x2.312"	\$896.90	
Full Page (**Prime Space)		\$7,394.10	
Cover 4 (**Prime Space)		\$7,394.10	
Cover 2-3 (**Prime Space)		\$6,370.35	
Coupon on the Map		\$500.00	Placed in the center fold of the Directory and on the WACO Website under "coupons"
Additional Listing		\$100.00	If you have a listing in a small town and would like to be listed again in a larger town, a reference can be made i.e. Stevens Point: Vista Royale Campground – see listing under Bancroft pg. X
Additional Town: _____			
ATV Listing		\$250.00	Advertisement specific to ATVs
Camping Rental Listing		\$250.00	Available to WACO Campgrounds with purchased online listing for the Wisconsin Camping Rentals website.
Canoe/Kayak/Fishing Listing		\$250.00	Advertisement specific to Canoe/Kayak/Fishing (Please check all that apply) <input type="checkbox"/> Canoe <input type="checkbox"/> Kayak <input type="checkbox"/> Fishing
*Please select an option in regards to your ad		No charge	Repeat my ad from 2017
		\$150.00	Compose my ad from information provided
		No charge	Camera-ready art enclosed
		No charge	Camera-ready art to follow

50% of ad fee must be submitted with this ad form. Prime space must submit 50% deposit and ad form before July 31, 2017 to guarantee placement in directory. Deposits are non-refundable and space is available on a first come first serve basis. All ads & money must be submitted by Sept 11, 2017. Please note late fees. Note: Late fee of \$25.00 per day applies if application is submitted after September 10, 2017

WACO Campground Website		Total \$	Deadline: 9/11/2017
Website Listing	Free with your membership		Expanded directory listing includes up to four photos.
Website Rotating Side Ad	\$400.00		200px X 200px, Saved in a PNG or JPG file
Website Rotating Banner Ad	\$500.00		(Top & Bottom) 1200px X 125px, Saved in a PNG or JPG file
Facebook Post	\$100.00 x _____		One post on the Wisconsin Campers Facebook Page
Event Ad	\$50.00 x _____		Listed on Campers Event Calendar under "Events"
Coupon Ad	\$150.00		Listed under "Coupons", Saved in a PNG or JPG file

Wisconsin Camping Rental		Total \$	Deadline: 9/11/2017
Wisconsin Camping Rental	\$750.00		Includes enhanced listing on the NEW Wisconsin Camping Rental website, website top/bottom banner ad, a four-sided brochure specifically for the Wisconsin Camping Rental Units, and distribution of 30,000 of the Camping Rental brochures (RV shows, piggy back program, special promos, etc.). Enhanced website listing includes up to four photos, as well as a breakdown of rental units (individual slideshow per each unit). Each slideshow can contain up to 4 photos. Please pre-label the photos by the name of the rental units.
Includes Directory listing & logo. Campground supplied rental unit photos will be used			

Print Advertising		Total \$	Deadline: Art is due by 11/10/2017
Printing Program (30,000 pieces) (Individual Campground)	\$550.00 x _____		Type: 70# double-sided glossy paper – printed on both sides. This program is only good once per year as pricing is good when multiple campgrounds use the program. **Price does not include shipping.
Piggy Back Program (Approx. 5,000 sent per year)	\$200.00 x _____		Your campground brochure/flyer is sent out with the WACO Directories requested at the office, from RV dealers, to welcome centers, Chamber of Commerce's, etc.!

RV Show Brochure Distribution		Total \$	Deadline: 12/1/2017 to the WACO Office. All brochures must be marked for each show. Undistributed brochures will not be returned.
<u>Attended RV Shows by WACO</u>			Your brochures will be included in the WACO bags and handed out by the WACO staff.
Milwaukee RV SuperShow	\$275.00		January 5th - 7th: 4,000 brochures
Greater Chicago SuperShow	\$275.00		January 12th - 14th: 4,000 brochures
WBAY Green Bay RV Show	\$275.00		January 25th - 28th: 6,000 brochures
Madison RV Show	\$275.00		February 2nd - 4th: 3,000 brochures
La Crosse RV Show	\$275.00		February 8th - 11th: 2,000 brochures
Minneapolis RV Show	\$275.00		February 9th - 11th: 4,000 brochures
Milwaukee RV Show	\$275.00		March 1st - 4th: 3,000 brochures
All 7 RV Shows	\$1,450.00		25,000 – 27,000 brochures
<u>Distributed to RV Shows by WACO</u> <i>Included in the \$1450 if you purchase all 7</i>			Your brochures will be included in the WACO bags and sent to the RV shows listed below for distribution.
Rochester, MN RV Show			February 23rd - 25th (Tentative)
Eau Claire RV Show			March 1st - 4th
Oshkosh RV & Boat Show			March 2nd - 4th (Tentative)
Central Wisconsin RV Show (Wausau)			March 9th - 11th
Rockford RV Show			March 16th - 18th

Must be paid in full by November 1st, 2017. You provide the Brochures – No larger than 10" x 12". Brochures must be received at N22676 U S Hwy 53 Ettrick, WI 54627 no later than December 1st, 2017. Undistributed brochures will not be returned unless requested and prepaid by Campground. All Brochures Must Be Marked for Each Individual Show. Send no more than the maximum distribution for each show. Your printer should be able to do this for you.

Donate Certificates	No Charge	Deadline: 12/1/2017
This program is used at many of the RV shows where your coupon is put on a wheel and used as a fundraiser for the GBF. Get your coupons distributed in fun ways like radio giveaways, spin to win, Gilbert Brown Foundation Fundraisers, Inserted in directory requests through the WACO office and on-line requests. Your coupons may be used at waysides, welcome centers, Chambers, Libraries and gas stations where directories are located. <i>This Program is FREE to all WACO members. Printing is the responsibility of the campground owner. Also shipping and getting them to the WACO office no later than December 1, 2017. Please note these are certificates only.</i>		
\$	TOTAL FOR ALL ADVERTISING	

Advertising Agreement:

The undersigned hereby agrees to place display advertising in the annual directory of the Wisconsin Association of Campground Owners, Inc. as indicated and for the amount shown. It is understood that the amount due must be paid in full by Sept 11, 2017 in order to be included in the directory, and the Directory Committee reserves the right of advertising acceptance and placement. WACO reserves the right to delete or edit any material that is deemed by the Board of Directors, to be abusive, defamatory, obscene, illegal, offensive or inappropriate or unacceptable for any reason.

Name of Campground: _____

Name of authorized person for advertising approval: _____

Signature: _____ Date: _____ Check #: _____

MC or Visa #: _____ - - - Exp: _____ / _____

CVV/CSV: _____ Zip Code: _____ Total: \$ _____

Return to: Wisconsin Association of Campground Owners (WACO)

PO Box 228, Ettrick, WI 54627

Phone: 608-525-2327

Fax: 608-525-2328

Please send all artwork to Carrie@seversonandassociates.com.