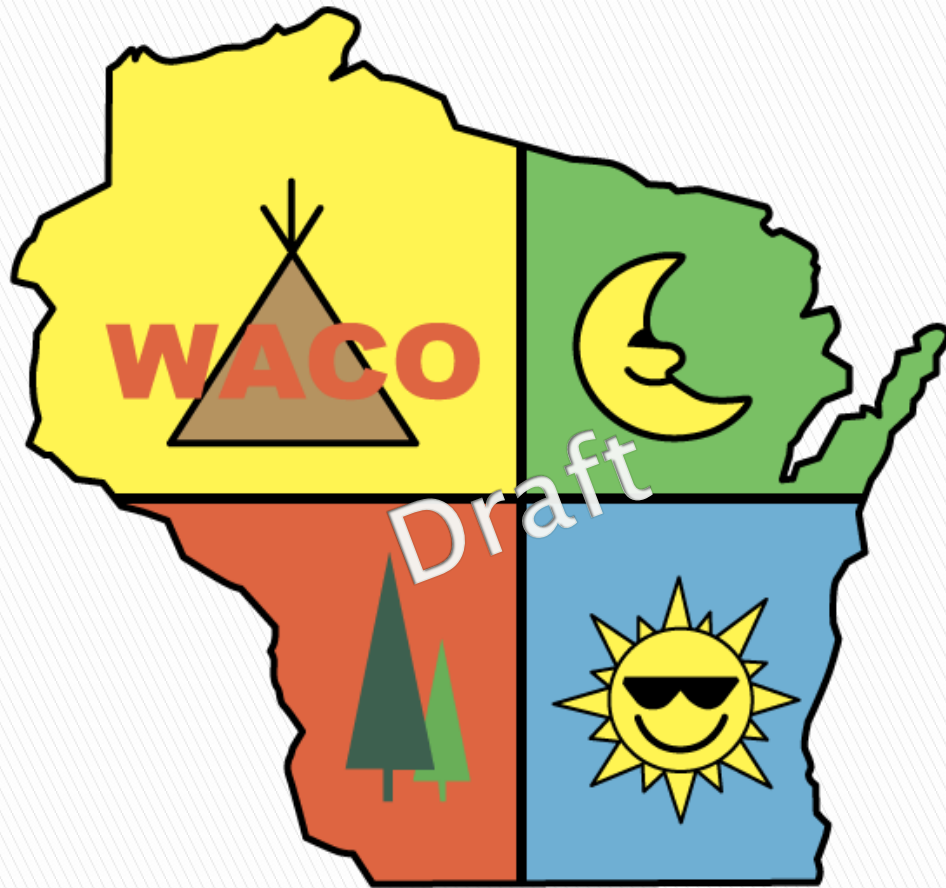


55th ANNUAL
WACO CONVENTION

MARCH 14th – 18th, 2018



Holiday Inn Hotel & Convention Center
1001 Amber Avenue
Stevens Point, WI 54481
715-344-0200



WACO BOARD OF DIRECTORS



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Madison WI 53719,
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Our goal is to make this conference easy for you to attend and enjoy. Please don't hesitate to tell a staff member immediately if you need assistance.

Our members mean the world to us and we are happy to help in any way we can.

If you have an experience that is not world class please let a member of the WACO Board or your executive director know immediately. Your experience here is important to us.

If you are new to the convention – just look for a STAFF member or a Board Member. There are no silly questions – we are happy to help!

THINGS TO KNOW

Money Made Simple

- Set up your Charge Card at WACO Registration on Tuesday Night. Your charge card will be included with your badge. Please be sure you receive a receipt with all of your purchases. Simply show your card with your auction number on it and sign for the charge.
- Your auction number can be used to bid on silent auction items, live auction items, buy raffle tickets, etc.
- PAC items are the only exception (they must be paid by personal check or cash).
- You may check your balance at any time during the convention.
- You can pay your balance by check, credit card, cash, WACO bucks or a combination!
- Plan to have your account balance settled no later than 9:00am on Sunday.
- Not from Wisconsin? No problem! We take all "out of state" currency!

Valet Directory Pickup

Pick up your Wisconsin Association of Campground Owners directories from the trailer! Simply ask any trade show associate for help loading them to your vehicle. It can be done any time throughout the tradeshow. (Note: only throughout daytime hours please.) Distribute them to your community while getting our directories in the hands of your guests. Earn 10 Golf Cart tickets by picking up your directories!

Silent Auction Rules

- To place a silent auction bid, write your bidding number in the starting bid space or on the line following the highest current bid.
- Indicate your bid in the appropriate space on your bidding row.
- In order to be valid, all new bids must be higher than the previous bid by at least the minimum raise indicated at the top of the bid sheet. \$5.00 is the usual amount but please check each auction item.
- A bid is construed as an agreement to purchase the listed item(s) at the amount indicated.
- All bidders must be 18 years of age or above.
- All winning bids must be settled before 9:00am on Sunday by cash, check or credit card.
- In order to protect the integrity of all bidders, please do not scratch out bids. Simply contact one of our volunteers for assistance if you wish to withdraw your bid.
- The auction will close at the announced time at which time the highest bid on each bid sheet will be declared the winner. If multiple people are still interested in bidding at the end – a final bid off will be allowed where each participant puts in a final sealed bid on a piece of paper. The highest final bid will be awarded the item.
- **Don't leave the convention without written documentation of what you have purchased and won.**
- **Bids may only be voided by an auction volunteer or staff member.**

THINGS TO KNOW

Tuesday Evening Check-in & Registration

Tuesday evening early registration will be open for the WACO Convention from 5:00pm – 8:00pm. Our registration area is open 7:00am on Wednesday, Thursday, Friday, and Saturday for your convenience. Registration is set up at the Holiday Inn Convention Center, directly outside of the Trade Show area. The hotel has the schedule of convention activities at the front desk if you have a question. The auction items and baskets should be taken to the Auction Center Table in the Banquet Room or to the registration table where they will be logged in.

Basket Social

The donated basket that brings in the most money will earn 20 additional tickets to win the Golf Cart donated by Jim's Golf Carts, Inc.!

Vendor Set up Schedule

Thursday, 2:00pm – 7:00pm & Friday, 7:00am – 10:30am. Vendors who cannot meet this requirement should contact Rick at 608-498-3760.

Tradeshow Deal!

Win a total of \$2000! Win \$1000 a day: If you have purchased from that booth you will be in the drawing for \$1000.00 EACH DAY to purchase items at the trade show. Purchase must be made at this show! Earn extra Golf Cart tickets by visiting Hallway or Hotel Booths!

Can't Attend a Seminar?

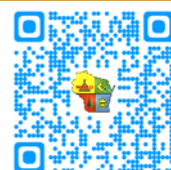
All seminars and information (if provided by the speaker) are available for our members. If you were unable to attend a session, please feel free to pick up the materials near the WACO desk. This information is available on a first come, first serve basis and if seminar information is provided prior to convention. Information from seminars will also be available on the WACO Website in the "Members" tab the Tuesday after convention week.



Want the Whole Family Educated?

Pets are allowed at the
Holiday Inn Express for
just \$25 per night!

**Visit the WACO Website!
Scan me!**



PARTICIPATE TO EARN MORE

How To Earn Tickets

Win a Golf Cart!

- Earn 25 tickets for every auction item you bring.
 - Earn 25 tickets by bringing a basket.
 - Earn 20 tickets for purchasing raffles from Linda.
 - Earn 10 tickets for being a sponsor.
 - Earn 10 tickets for donating to Kids Kamp.
 - Earn 10 tickets by picking up your directories.
 - Earn 5 tickets for talking to vendors in the hall or hotel
 - Earn 10 tickets for each bottle of liquor you donate
 - Earn 10 tickets for bringing a bottle of wine !
 - Earn 1 ticket for each educational course you attend.
 - Earn 1 ticket for each course evaluation turned in.
 - Earn 1 ticket for any PAC fund donation you make.
 - Earn 10 tickets for every \$100 you spend at the auction
 - Earn 10 tickets for each raffle item you purchase.
 - Earn 10 tickets by picking up your directories.
 - Earn 10 tickets for attending the round tables on Sunday
 - Earn 5 tickets for turning in Convention critique on Sunday.
 - Earn 20 tickets for becoming a GBF 93 member
 - Earn 20 tickets for holding a fundraiser for GBF this summer.
 - Earn 20 tickets for selling raffle tickets for GBF this summer.
 - Earn 5 Tickets for participating in Little Bar Basket Raffle
 - Earn 5 Tickets for attending the Bus Ride!
 - Earn 5 Tickets for completing the WACO survey!
 - Earn 5 Tickets for participating in the PAC auction!
 - Earn 5 Tickets if you registered in advance!
 - Earn 5 tickets for every vendor you purchase from.
- Bring your slips to registration.



Don't miss the networking fun!

New? Check out the people begging to sit with you!

Nightly fun!
Basket auctions end nightly!

**Mark
Hazelbaker**

Private Legal Consultations
Offered in the Board Room
Sign up at Registration
Agreements Review Mobile homes
Licenses , park regulations

Participants are responsible for collecting their tickets. Sunday morning simply rip your tickets in half.
You keep one half and the other half goes in the bucket for the drawing. Good luck!

Must be present on Sunday at 11:00am to win!

TECHNOLOGY TIME

QR Codes

- Some times having everything on your phone or tablet can be convenient. We understand that. You are now able to download each convention day's schedule onto your mobile device to ensure you are in the loop for that days activities.
- Using a QR Code Reader App, scan the codes above and watch as each day appears!

Wednesday

Thursday

Friday

Saturday

Sunday

Kids Kamp

HAVE YOU JOINED OUR TEXT CLUB YET?

Receive updates and urgent messages concerning WACO on your phone!

Simple Text "WACO" to 25827



Feelin' Social? Tag Us!



/wicampgrounds



@wicampgrounds



@wicampgrounds



/wicampgrounds



WACO – Wisconsin
Association of
Campground Owners

#CampWithWACO

wisconsincampgrounds.com

wisconsincampingrentals.com

Mark Hazelbaker

Private Legal Consultations
Board Room

Sign up at Registration

Agreements Review Mobile homes Licenses , park regulations

New this year – Text 608-220-7271 for an appointment!

SCHEDULE

WEDNESDAY, MARCH 14TH

Please note that there will be three different daylong classes available. *Must preregister**

- 8:30am – 4:00pm ServSafe – Harvest Room
- 8:30am – 4:00pm CPO Pool School – Cyndi Robertson – Stonefield Room
- 8:30 am -4:00 pm NFPA 1194 – Barb Youmans – Banquet Room

*Pre-register Free without certification, \$300 with certification

	Harvest Room	Woodland Room	Stonefield Room	Banquet Room	Trillium Room
8:30 am – 9:30 am	ServSafe (8:30am–4:15pm) **NEW Programing Kama Teske	Adult Crafts Julie Michaels Scenic Ridge Campground	CPO – Pool School Cyndi Robertson Carrico Aquatics (8:30am-4:15pm)	NFPA 1194 (8:30am–4:15pm) Barb Youmans ARVC	Paid Facebook Ads or Organic Growth - How to Get A Return on Your Social Media Renee Sommer
9:45 am – 10:45am	Participants should bring their own devices with internet access capability.		**Please note that lunch will be from 12:00pm – 12:30pm if you registered for this course.	Learn the standard for Recreational Vehicle Parks & Campgrounds Ask about insurance benefits of going through this course	Work-Life Balance - How to Rock Your Business AND Still Have a Life Renee Sommer
11:00am – 12:00pm					Outdoor Weather Safety for Campgrounds Tim Kleckbushch
12:00pm - 1:30pm	Lunch & Learn - Banquet Room Charity Begins At Home Learn how to raise money, raise awareness, gain community & seasonal support. We will discuss various ways to maximize your charity event to help grow your business & your charitable donations. Understand how raffles work and what you need to comply. Understand how to use the press for maximum exposure & how to make it FUN! Comments from campgrounds who have done this program successfully. Lunch Sponsored by: Gilbert Brown – Presentation by Lori Severson				
2:00pm - 3:00pm	ServSafe (8:30am–4:15pm) Kama Teske	Software Cracker Barrel	CPO – Pool School Cyndi Robertson Carrico Aquatics (8:30am-4:15pm)	NFPA 1194 (8:30am–4:15pm) Barb Youmans ARVC	A Deal for YOU: Drugs & Campgrounds Mike Lucas
3:15pm - 4:15pm		Activity Scheduling & Staffing Tia Anderson & Marley Behnke	**Please note that lunch will be from 12:00pm – 12:30pm if you registered for this course.		Security & Safety Mike Lucas
4:00pm	Cash Bar Opens - Fill your mug for the trip				
5:00pm	Bus Trip to Bull Heads \$25 Per Person Bus Bull – contest for the Best Bus Idea! Bus will be back by 8:00pm latest – More information on the next page!				
8:00pm	Meet in the Little Bar for some socializing and “Get-to-know-you” New Owners WELCOME & Cracker Barrel! Meet and Greet – Match up new owners with experienced owners!				

For information on seminars and speakers, please look in the back.

BUS TRIP TO BULLHEADS

WEDNESDAY, MARCH 16TH 5:00PM – 8:00PM

\$25/ Person Please Pre-register!

**Earn 20 Golf Cart tickets
by attending this event!**

*Sign up early!
Limited to two
buses only!*

Socialize and idea exchange with your favorite WACO family!

Raffles

Your \$25 Ticket includes:

- Dinner at Bullheads, transportation on the bus, and a personal drinking glass
Dinner: Chicken, coleslaw, mashed potatoes, dinner roll & coffee.

Schedule:

5:00pm (*sharp*) Depart Holiday Inn

► 5:45pm – 6:00pm Introductions and Mentoring assignments

6:00pm Chicken Dinner

6:30pm– 7:00pm

- Best Ideas with Adam Malsack
- Best Bus Idea presentation
- WACO – DID YOU KNOW Bud Styer – game to win Golf cart tickets
- Benefits – Trivia for Golf Cart Tickets

**WACO
Fundraiser &
Educational
Event!**

Live Auction

- Everyone who brings a list of 20 best ideas will be awarded 20 Golf Cart tickets! All ideas will be combined on the WACO website. Group will vote on the best idea presented –
 - best idea wins 50 Golf Cart tickets.

BULLHEADS

3368 Campsite Drive, Stevens Point, WI 54482
715-344-5990

River's Edge Campground has a bar adjacent to the campground...

Bullheads Bar & Grill will be our host for this event & will provide the meal that is included in your ticket. Jerry's 30+ years experience with bars will make this educational.



Holiday Inn Stevens Point - Convention Ctr
1001 Amber Ave, Stevens Point, WI 54482

- ↑ Head south on Amber Ave toward Woodland St
48 s (0.2 mi)
- Take I-39 N/US-51 N to Casimir Rd in Hull. Take exit 163 from I-39 N/US-51 N
7 min (6.2 mi)
- Take N 2nd Dr and N Sunset Dr to Campsite Dr N in Dewey
9 min (5.7 mi)

Bullheads Bar & Grill Restaurant
3368 Campsite Dr, Stevens Point, WI 54482

SCHEDULE

THURSDAY, MARCH 15TH

Mark Hazelbaker

Private Legal Consultations
Board Room
Sign up at Registration
Agreements Review Mobile homes
Licenses , park regulations

Please note that there will be one daylong class available. *Must preregister**


- 8:00am – 4:00pm CPO Pool School – Cyndi Robertson - Stonefield Room

	Harvest Room	Woodland Room	Stonefield Room	Banquet Room	Trillium Room
8:00am - 9:30am	Social Media Panel Tia Anderson, Ann Illig, <i>Get ready with your questions!</i>	Trends and Consumer Insights Larry Brownfield KOA	CPO – Pool School Cyndi Robertson <i>Carrico Aquatics (8:00am-4:00pm)</i>	Time Management Multi-tasking Kristen Valk	Bud Styer Would the Mouse stay with you?
9:45am - 10:45am		Tricks of the Trade that lead to Effective Engagement with Government Nancy Mistel		Guest Experience Kristen Valk	Managing Family in Business Jeanette Shifra & Jay Shifra
11:00am - 12:00pm	IRS Mock Audit Jesse VenRooy <i>Books & Records Auditor Income Reconstruction Unit</i>	Campgrounds Highlights and updates from datcp Mary Ellen Bruesch <i>Ask Mary Ellen questions individually at her booth – here in and out today!</i>		Teaching Managers to Manage Kristen Valk	Maintenance Issues and Answers Jim Button <i>Evergreen Campsites & Resort</i>
12:00pm - 1:45pm	Lunch served in the Banquet Room Singing of the National Anthem by Faith Klick Color Guard Presentation Playing With Your P & L with John Jaszewski Lunch with WACO Members				
2:00pm - 3:00pm	Get Out! Mark Hazelbaker <i>WACO's Lawyer</i> <i>Proper ways to remove problem campers</i>	Restaurant & snack Shack Q&A <i>Kara Paul</i> <i>Biggest whoops & fixes</i>	CPO – Pool School Cyndi Robertson <i>Carrico Aquatics (8:00am-4:00pm)</i>	Research and Resources for Themed Weekends Kristen Valk	Organizational Structure Nikolaus Butz Ph.D
3:15pm - 4:15pm	Hiring Your Employees Policies & Sexual Harassment Mark Hazelbaker	Alcohol Permit Process Tyler Quam Excise Tax Agent Supervisor		Communication Skills that work Kristen Valk	Reporting Structure Nikolaus Butz Ph.D

For information on seminars and speakers, please look in the back.


SCHEDULE

THURSDAY, MARCH 15TH

4:15pm	Cash Bar Opens
5:00pm	New Fun Format – Serving STATIONS – Point Brewery Tasting Merrill & Mad Dog – Reinhardt Foods - Brakebush - Grillin Five–0. Announcing ! STEAK FRY! Along with your favorites! Serving stations – vote for your favorite station! <i>*Sponsored by Reinhart Foods & Brakebush – Badger Popcorn Popcorn Bar</i> (Included with your registration) <i>Served to you by the WACO Board of Directors!</i> Beer Tasting & Root beer, chicken, Brats, Hamburgers, Hotdogs, Baked Beans, Salads, Chips, Pickles Brought to you by Your WACO Board of Directors Root beer floats by Taylor & Point Brewery
6:00pm - 6:30pm	President Awards! Lori Severson & Scott Kollock, WACO President
6:30pm - 7:00pm	ARVC News & Benefits - Paul Bambei ARVC CEO State of the Industry
7:00pm - 8:30pm	PAC Auction with the Weiss Family  DOLLAR AUCTION! All the money goes to the PAC Fund for WACO! Buy as many paddles as you like – bid for each item for only a dollar! PRIZES: <ul style="list-style-type: none">• \$500.00 VISA Card to be used at the WACO Show!• Indoor Packer Tickets• Wellness weekend tickets for 4 people – 2 rooms• Aaron Rodgers autographed print• Brett Favre autographed print

SCHEDULE

FRIDAY, MARCH 16th

	Harvest Room	Woodland Room	Stonefield Room	Banquet Room	Trillium Room	Little Bar
8:00am - 9:30am	What's Your Campground Worth? John Jaszewski <i>Properties Plus</i> <i>Developing your 3 year plan, Preparing your margins, books & money!</i>	Septic System Panel Bryan Patten, Tom Guyse, Bud Styer <i>Well issues such as low pressure or volumes will also be covered. Along with basic septic issues.</i>	Astra by Campground Manager Peter Kearns <i>Astra by Campground Manager</i>	Building a Cabin Jerry Anderson <i>Building Inspector for State of WI.</i>	Navigating North: The Path to Effective Leadership Larry Brownfield KOA	Themed Weekend Ideas Panel: Lori Severson Judy Butcha Tia Anderson Hannah Piper Dawn Rehwinkel Eileen Vaughn
9:45am - 10:45am	Bed Bugs Ted Tuchalski <i>Recreational Technical Specialist</i>	Running your kids program Krystal Pracki <i>Rose's Enchanted Forest Campground</i>	Abandonment of Campers or travel trailers! How to get them gone! Kristina Boardman	Cyber Risk: Covering Your Assets Rex Dachenbach	When to Build a Board Amy Wirtz, C.E.P.A., J.D. <i>Family and Business Success</i>	Store Merchandising Kari Buffalo
11:00am - 12:00pm	Zoning Bob Welch	Best Campground Activities Eileen Vaughn	Current Electrical Code Update Wade Elliott <i>Utility Supply Group</i>	No Seminar Meal preparation	RV Industry Data Amy Bliss	Propane Cylinder filling training. Ken Kirn Compliance Regulatory Services, Inc.
12:00pm - 1:00pm	Lunch served in the Banquet Room					Awards & Words
	Stephanie Klett Secretary of Tourism Sarah Klavas Deputy Secretary David Ross Secretary of Transportation Holiday Inn Steven's Point Convention and Visitors Bureau					
	Trade Show Open <i>More information on the next page!</i>					

BEER SPONSORS
COVERRA INSURANCE
JIM'S GOLF CARS



For information on seminars and speakers, please look in the back.

TRADE SHOW

FRIDAY, MARCH 16th 1:00PM – 7:00PM

Keep your registration costs low by shopping with these vendors!

Appearance by the

Wisconsin Badgers Marching Band

to kick off the Trade Show at 1pm!

Win a total of \$2000 to spend at the Expo just for purchasing at the TRADE SHOW.
We pick until a campground matches a vendor!



Earn 5 extra Golf Cart tickets by visiting booths in the hallway!

Packed with New Booths!



Win \$1000 A DAY

If you have purchased from that booth you will be in the drawing for \$1000.00 EACH DAY to purchase items at the trade show.

Beer starts at 5:00pm

Located at stations in the EXPO AREA

Shop & enjoy your favorite beverage at

- Coverra Insurance
- Jim's Golf Cars

SCHEDULE

FRIDAY, MARCH 16th

DINNER BUFFET AT 7PM:

\$1000.00 Vendor/Campground Drawing

Vendors join for Dinner – Free Booth Drawing

Must be present to win!

Get \$1000 to spend at the trade show on Saturday just for shopping Friday!

Special thank you to all our suppliers! Without them we could not have a show of this magnitude! Remember to support those who support us!

Thank them in the best possible way... Buy your goods and services from them!

LIVE AUCTION AT 7:30PM

Live Auction Items... *Just a preview!*

- Autographed items
- Vacation Packages
- Booze Basket
- Aaron Rodgers Print



****Basket Raffle closes after Live Auction – check signs**

The Price is Right Show! BUD STYER MC

Buy your ticket or tickets for just \$5 for your chance to be on the Price is right. Check out the vendors at the trade show before tonight so you are ready with who has what and the prices!

Win valuable prizes and get your chance to be in the showcase!

Check out the silent auctions! Some tables closing tonight!

SCHEDULE

SATURDAY, MARCH 17th

Bloody Mary Bar – In Coverra Insurance Booth starts at 9:30am

8:00am - 9:30am	ANNUAL MEETING Scott Kollock– Call to order Secretary’s Report – Approvals Treasurer’s Approvals Nominations from the floor Nominations Elections PAC Report ARVC update Any other new business Adjourn Celebration & WACO Updates Board Member Recognition Learn where the organization has been & where we are going!
9:30am – 4:30pm	Saturday Trade Show 9:30am – 4:30pm <i>Greatest Show on Earth!</i> Just visit hallway and hotel vendors for extra Golf Cart tickets. Remember placing orders at this show keeps your convention costs down! Please support our suppliers who support you! Please thank your sponsors!
11:00pm - 1:30pm	Grab-and-Go Lunch served in the Banquet Room Vendors Welcome!

3:00PM DRAWING

**\$1000 VENDOR Drawing – If you bought from the vendor called you win \$1000 to be spent at the Trade show.
Must be in the trade show area to win!**

SCHEDULE

SATURDAY, MARCH 17th

WINE GAME

Cindy Tubiesky
Sales Specialist
Cell: 630-254-0248

Buy your bottle of wine for \$10 – you could be a big winner!

Everyone who attends get 20 golf cart tickets!

WACO AUCTION 5:30PM – 7PM

- Golf Cart from Harris Golf Carts
 - Aaron Rodgers autographed print
- EZ Inflatables, Inc.**



Bouncing Angels



100 bags of firewood
delivered to your campground
Rays Firewood



SIDEKICK GRILL™



Sidekick Grill™

Set up and put away your cooking grill in seconds
with this innovative and unique RV product.



RVAD650
11,000 btu output
214 sq. in. cooking surface
66 sq. in. warming rack
Size 16.5" x 13"
Weight 25lbs.

Included
1 lb bottle adapter with regulator
Mounting rail



RVAD650
Net weight: 25lbs

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www.FlemingSalesOEM.com

**Fleming
Sales**



2019 GOOD SAM RV TRAVEL & SAVINGS GUIDE
AUCTION AD*

Certificate is awarded to:

Business Name, City & State

This Certificate entitles you to a 1/8th page plus one spot color Print Ad
to appear in the Listing Section of the 2019 Good Sam RV Travel & Savings Guide
plus a 2019 Value Digital Bundle

\$7,045.00 Value!

To redeem this certificate, contact Good Sam Enterprises @ 800.685.6246 by August 31st, 2019 or present to
your Good Sam RV Team upon their visit.

Lee Brown

Good Sam Enterprises / Vice President and Publisher

*Auction Ad Certificate has no cash value and is not eligible for Agency, Prepay or any other additional discounts.

DINNER PROGRAM AT 7PM

- Memory Slide show
- Hall of Fame Inductee
- Hall of Fame Volunteer Inductee
- Board Member Introduction
- Drawings – Silent Auction closes at 7:30PM

**Free Beer, Wine
& Cheese
While it lasts
starting at 5:15 !**

SUNDAY ROUND TABLES

SUNDAY, MARCH 18th 9:00AM – 11:00AM

Stay seated at your table – Speakers come to you!

Join a table and speakers will come to you with their topics! Less tables so you will have time to ask any questions you like! The speakers come to you so you will hear every topic!

- Ask Me Anything... If It's Legal! Mark Hazelbaker
- Stump Bud Bud Styer
- Arvc Benefits & Information Bert Davis
- Getting Value for Your Membership Lori Severson/Christine

Get the Campground owner Bible at NO Charge at this session! Everything you need to run your campground in one binder. Add tabs as new information becomes available!

GOLF CART DRAWING



KIDS KAMP GRADUATION



Pick up hand outs that are still available – Drop off your badges
Say our good lucks & farewells

End of Conference Drawings

SEMINAR INFO

SEMINARS / WEDNESDAY

ServSafe, 8:30am – 4:15pm, **Presenter:** Kama Teske *Certified ServSafe® Instructor Harvest*

Learn about food borne illness, how to prevent it and how to train employees in food sanitation. Earn nationally accredited food safety certification from the National Restaurant Association

NFPA 8:30am – 4:15pm, **Presenter:** Barb Youmans ARVC

This course will provide an introduction to the National Fire Protection Association's Standards and its impact on regulations for the RV Park and Campground industry. Topics include recommended practices on utilizing standards and strategies for working with authorities.

Learning Outcomes:

Upon completion, learners will be able to...

1. Describe the role and function of NFPA Standards.
2. Discuss the revision and adoption process for NFPA Standards.
3. Explain the importance of the NFPA 1194.
4. Discuss how to use the NFPA 1194 when working or communicating with local Authority Having Jurisdiction (AHJ).
5. Describe the purpose of the NFPA 1194 Annex.

NO charge to take the course if you need the certificate and to take the test its \$300.00

CPO – Pool School, 8:30am – 4:15pm, **Presenter:** Cyndi Robertson, *Carrico Aquatics*

The NSPF® Certified Pool/Spa Operator® Certification is recognized by local and state authorities as the most widely-accepted, verifiable pool and spa training credential. The program includes a two day course (14–16 hours) of instruction in pool and spa chemistry, testing, treatment, filtration, maintenance, automatic feeding equipment, government requirements and the NSPF® Pool & Spa Operator™ Handbook – a globally-recognized resource manual.

The CPO® Certification is valid for five years. Must pre-register! This course runs Wednesday & Thursday. Save \$\$\$ by getting your NSPF® Certified Pool/Spa Operator® Certification with WACO!

**Please note this course will break for lunch from 12:00pm – 12:30pm*

Adult Crafts, 8:30am – 12:00pm, **Presenter:** Julie Michaels, *Scenic Ridge Campground*

Make an actual craft while gathering ideas of how to run adult crafts in your campground.

Paid Facebook Ads or Organic Growth – How to Get A Return on Your Social Media, 8:30am – 9:30am, **Presenter:** Renee Sommer

Social media has the potential to get your business in front of millions of people – or it can be a huge waste of time. In this session we'll learn about ways to organically grow the eyeballs on your content (that turn into paying customers) and ways to speed things up with paid ads. Plus we'll cover a few tips and tricks to make certain you're not spending anymore time on social media than you have to so that you can focus on what you love – YOUR BUSINESS!

Work-Life Balance – How to Rock Your Business AND Still Have a Life, 9:45am – 10:45am, **Presenter:** Renee Sommer

Somewhere along the line we learned if we want to be successful, we have to struggle, suffer, and sacrifice. While all of those may be true at times, it's not the way we're meant to live. In this session we'll cover ways to laser focus your business life so you can increase returns, bolster your productivity, and even take your business to the next level (if you wish) while also creating the space for family, friends, relaxation, and FUN.

Outdoor Weather Safety for Campgrounds, 10:00am – 11:00am, **Presenter:** Tim Kleckbushch, *National Weather Service Trillum Room*

Severe weather occurs each year in Wisconsin. The presentation will highlight the hazards associated with thunderstorms, the climatology of severe weather in Wisconsin, and how campground owners can stay ahead of the storm so that camp visitors are safe. Learn how to prepare your campers for weather related issues with an emphasis on severe thunderstorms and severe weather shelters.

SEMINAR INFO

SEMINARS / WEDNESDAY

Lunch & Learn – Charity Begins at Home, 12:00 pm – 1:30pm **Presenter:** Lori Severson,

Learn how to raise money, raise awareness, gain community & seasonal support. We will discuss various ways to maximize your charity event to help grow your business & your charitable donations. Understand how raffles work and what you need to comply. Understand how to use the press for maximum exposure & how to make it FUN! Comments from campgrounds who have done this program successfully.

Lunch Sponsored by: Gilbert Brown – Presentation by Lori Severson

Software Provider Roundtable 2:00–3:00pm

Discover the different software providers. Ask questions find solutions.

A deal for you! Drugs & Campgrounds 2:00 pm – 3:00pm **Presenter:** Sheriff Mike Lukas, *Portage County Sheriff's Office*

Campgrounds are becoming a safe haven for criminals. Understand what to look for and how to ensure your campground is safe for your customers and determine what to do when you have a problem. Learn to identify drug smells and report problems.

Security & Safety, 3:15pm – 4:15pm, **Presenter:** Sheriff Mike Lukas, *Portage County Sheriff's Office*

Campgrounds are becoming a safe haven for criminals. Understand what to look for and how to ensure your campground is safe for your customers and determine what to do when you have a problem. Learn to identify drug smells and report problems.

Activity Schedules & Staffing , 3:15 pm – 4:15pm, **Presenter:** Tia Anderson & Marley Behnke

Join us as we break down our themed activity schedules from planning to creating and staffing. We will also take a look at our themed weeks/weekends and coordinating activities.

SEMINARS / THURSDAY

Social Media Panel, 8:00am – 9:30am, **Presenter:** Tia Anderson & Ann Illig

Get ready with your questions!

Trends and Consumer Insights, 8:00am – 9:30am, **Presenter:** Larry Brownfield, *KOA*

In this session will discuss current trends and guest expectations related to outdoor hospitality.

Time Management Multi-tasking, 8:00am – 9:30am, **Presenter:** Kristen Valk

Would the Mouse Stay With You?, 8:00am – 9:30am, **Presenter:** Bud Styer

Best Campground Activities, 9:45am – 10:45am, **Presenter:** Eileen Vaughn

SEMINAR INFO

SEMINARS / THURSDAY

Tricks of the Trade that lead to Effective Engagement with Government, 9:45am – 10:45am, **Presenter:** Nancy Mistel

How do you spell R-E-L-I-E-F from government rules & regulations? Attend this event to find out! It's no secret that interactions with government regulators often lead to frustration and our presenter, Nancy Mistele, has experience on both sides of that coin. Most of her career has been in private sector (regulated) business and for the last 6 years she has been a Director in the Office of Business Development for the State of Wisconsin.

Her presentation is a combination of sharing real life experiences of those that have sought her help and tips to level the playing field (and produce better results) when you encounter government agents.

If you've ever needed help solving problems, getting answers or reducing red tape encounters with government then this program is for you! Attend and learn why this office is a must addition to your contacts list

Guest Experience, 9:45am – 10:45am, **Presenter:** Kristen Valk

Managing Family in Business, 9:45am – 10:45am, **Presenter:** Jeanette Shifra & Jay Shifra

IRS Mock Audit, 11:00am – 12:00pm, **Presenter:** Jesse VenRooy

Campgrounds Highlights and Updates from DATCP, 11:00am – 12:00pm, **Presenter:** Mary Ellen Bruesch

Ask Mary Ellen questions individually at her booth – here in and out today!

Teaching Managers to Manage, 11:00am – 12:00pm, **Presenter:** Kristen Valk

Maintenance Issues and Answers, 11:00am – 12:00pm, **Presenter:** Jim Button, *Evergreen Campsites & Resorts*

Get Out, 2:00pm – 3:00pm, **Presenter:** Mark Hazelbaker, *WACO's Lawyer*

Mark will take you on a journey of how to legally remove campers from your park. He will give actual examples, while learning the proper way to remove those problem campers.

Restaurant & Snack Shack Q&A, 2:00pm – 3:00pm, **Presenter:** Kara Paul

We will discuss the basics of restaurant and retail licensing and what an inspector is looking for during an inspection.

Research and Resources for Themed Weekends, 2:00pm – 3:00pm, **Presenter:** Kristen Valk

Organizational Structure, 2:00pm – 3:00pm, **Presenter:** Nikolaus Butz, Ph.D

Hiring your Employees, 3:15pm – 4:15pm, **Presenter:** Mark Hazelbaker, *WACO's Lawyer*

Determine the legal questions to ask and decide how to get real answers. Ask about work camper programs etc.

Alcohol Permit Process, 3:15pm – 4:15pm, **Presenter:** Tyler Quam

SEMINAR INFO

SEMINARS / THURSDAY

Communication Skills That Work, 3:15pm – 4:15pm, **Presenter:** Kristen Valk

Reporting Structure, 3:15pm – 4:15pm, **Presenter:** Nikolaus Butz, Ph.D

SEMINARS / FRIDAY

What's Your Campground Worth?, 8:00am – 9:30am, **Presenter:** John Jaszewski

Developing your 3 year plan, Preparing your margins, books & money!

Septic System Panel, 8:00am – 9:30am, **Presenters:** Bryan Patten, Tom Guyse, Bud Styer

Well issues such as low pressure or volumes will also be covered. Along with basic septic.

Astra by Campground Manager, 8:00am – 9:30am, **Presenters:** Peter Kearns, *Astra by Campground Manager*

Special Events, 8:00am – 9:30am,

Navigating North: The Path to Effective Leadership, 8:00am – 9:30am, **Presenters:** Larry Brownfield, KOA

There is no one way to lead, just as there are no two leaders who do things the same way. In this session, you'll learn about which type of leadership style works best for you and how you can run your business and your team to success using proven leadership methods.

Bed Bugs, 9:45am – 10:45am, **Presenters:** Ted Tuchalski

Running Your Kids Program, 9:45am – 10:45am, **Presenters:** Krystal Pracki, *Rose's Enchanted Forest Campground*

Attendees will make a closed circuit flashlight and leave with the directions and materials list. You will also have access to all the activities Krystal Pracki has run and additional information to complete the activities at your campgrounds.

Current Electrical Code Update, 9:45am – 10:45am, **Presenters:** Wade Elliot, *Utility Supply Group*

Store Merchandising, 9:45am – 10:45am, **Presenters:** Kari Buffalo

When to Build a Board, 9:45am – 10:45am, **Presenters:** Amy Wirtz, *Family and Business Success*

Zoning, 11:00am – 12:00pm, **Presenters:** Bob Welch

Abandonment of Property to a Landlord, 11:00am – 12:00pm, **Presenters:** Kristina Boardman

Building a Cabin, 11:00am – 12:00pm, **Presenters:** Jerry Anderson, *Building Inspector for State of WI.*

SEMINAR INFO

SEMINARS / FRIDAY

Cyber Risk: Covering Your Assets, 11:00am – 12:00pm, **Presenters:** Rex Dachenbach, *Coverra Insurance*

A review of the risks of operating online. Getting hacked can be an expensive problem: not being able to use your computers, losing important information and accidentally releasing private information in a data breach. Insurance products are catching up to the digital world. Explore your options with an insurance professional of 40 years' experience.

RV Industry Data, 11:00am – 12:00pm, **Presenters:** Amy Bliss

PRESENTER INFORMATION

Adam Malsack, *Lake Arrowhead Campground*



Adam has been in the camping industry all his life, starting with weekend garbage collection at the age of 9 and advancing to full time Manager at 17. In 2009 he became co-owner of the Lake Arrowhead and Lakeside Campgrounds in Montello, marking the third generation of family ownership.

Adam has undergraduate degrees from Ripon College in Computer Science and Mathematics, and received a Master of Science in Electrical engineering from the University of Wisconsin in Madison. In his free time Adam enjoys being involved in theatre, photography and most of all, he loves to camp.

Amy Bliss,

Amy Wirtz, *Family and Business Success*



Certified Exit Planning Advisor, collaborative lawyer, mediator, arbitrator, lecturer and teacher, Amy Wirtz brings over 25 years' experience, creativity and her distinctive approach to her consulting business.

Ms. Wirtz has a passion for business and enjoys working with entrepreneurs. Ms. Wirtz has been an owner in a law firm for the majority of her legal career. Many of her clients own closely held businesses, and she is well versed in the complexities of running a business. Additionally, she serves on the Advisory Board for NewComer Farms located in Bryan, Ohio.

Ms. Wirtz has been a member of the North East Ohio Exit Planning Institute since its formation. She is an instructor for the Exit Planning Institute in Chicago, Illinois. She received her Certified Exit Planning Advisor status after completing the week-long program and passing the exam in May of 2014.

Ms. Wirtz has been a certified collaborative lawyer for over thirteen years and a mediator for an eight-year period. Both of these certifications require extensive training in interest-based negotiations, listening skills, reframing and alternate dispute resolutions. She attended Cleveland State Marshall College of Law and the University of Toledo for her undergraduate schooling where she received a bachelor in secondary education. Presentations and Honors:

Ms. Wirtz was a presenter on the subject of business succession at multiple events. She will present at the 2018 CARVC Convention, the 2018 OCA conference, and the WACO 2018 expo. She has presented previously at the Executive Women in Agriculture in November of 2017 & 2016, Outdoor Hospitality Conference & Expo, the 2017 CARVC Convention, and the 2016 National Association of RV Parks and Campgrounds National Convention, and the Ohio State University Extension Woman in Agriculture Conference in March 2015.

Ann Illig, *Social Caterpillar*



Ann Illig is the owner of Social Caterpillar, a digital marketing company. She works with small business owners who don't have the time or knowledge to promote their companies using today's social media channels. In addition to managing her clients' social media needs, she has launched and overseen websites as well as designed and edited numerous e-newsletters, blogs, and magazines.

With her unique blend of business, technical and communications expertise, Ann is a natural mentor and coach who loves sharing her knowledge with others. Ann holds a bachelor's degree in English and education from Illinois State University and a Master of Business Administration (MBA) degree from University of Illinois at Chicago.

When she's not posting or tweeting, Ann and her husband spend time at their farm near Baraboo, Wisconsin.

Barb Youmans,

Bryan Patten

PRESENTER INFORMATION

Bud Styer, *Bud Styer & Associates*



In addition to over 30 years experience in the industry, Bud Styer is an owner and operations consultant for nine campgrounds in Wisconsin and a National Consultant in the industry. He is a board member for the Wisconsin Association of Campground Owners (WACO) and Association of RV Parks and Campgrounds (ARVC).

Bud, a member of both State and National professional associations, not only attends national and state conventions, but has spoken numerous times for the National Association of RV Parks and Campgrounds (ARVC), Wisconsin Association of Campground Owners (WACO), University of Illinois, Lewis University, IL, St. Mary's College, MN, and numerous state wide training courses.

Bud is a committee member for the State of Wisconsin DNR, Governor's Small Business Committee, NFIB's Small Business Committee and Wisconsin's Business Voice Small Business Committee. At the local level, he actively participates in the Chamber of Commerce in five different communities in towns/cities near the Madison area.

Cyndi Robertson, *Carrico Aquatics*

Cyndi is a consultant for Carrico Aquatic Resources, a commercial swimming pool company serving Wisconsin, Eastern Iowa, and Northern Illinois

Eileen Vaughn, *Mountain Vista Campground*

Gilbert Brown, *Hall of Fame Green Bay Packer/Gilbert Brown Foundation*



Gilbert Brown is a former nose tackle who played for the Green Bay Packers from 1993 to 1999 and from 2001 to 2003. His best season was 1996, when Green Bay won Super Bowl XXXI. He was also part of the Kansas team that won the 1992 Aloha Bowl, and was selected for the All-Academic Big Eight team in 1991. On December 11, 2007, the Green Bay Packers Hall of Fame announced that Gilbert would be inducted into the Hall at the 38th Annual Hall of Fame Induction Banquet. Gilbert, with the strong influence of his mother and family, felt that he wanted to give something back to the community, so he started focusing on his foundation which now benefits over 144 children's charities throughout Wisconsin. Gilbert's 2017 initiative is the Anti-Bullying campaign, where he is reaching out to students to educate them on the tragedy of bullying.

Jay Shifra,

Jeanette Shifra,

Jerry Anderson,

Jesse VenRooy,

Jim Button, *Evergreen Campsites & Resort*



Jim has been in the campground business since 1983. He bought the campground from his parents in 1996. In 1999 he married his wife Dawn and they have had 4 children. Jim has been involved with the national Group 20 #4 since its inception and went to the Outdoor Hospitality Education program and received his CPO and OHCE certification. Jim is very passionate towards the camping industry and continues to strive to give every family that amazing vacation experience. His hobbies the past 20 years have been being on the local fire department as a firefighter and being on the fire board.

John Jaszewski, *Properties Plus*



20 years in corporate management focused on Information Technology and Manufacturing automation. For the past 8 years opened a real estate company and sold over \$64 million dollars in real estate. Focused on real estate investments for customers and built a portfolio program for all investors. Currently has just under 250 tenants and owns or manages over \$10 millions of rental property.

PRESENTER INFORMATION

Julie Michaels, Scenic Ridge Campground



I am no stranger to the campground industry, having spent 19 years operating a family owner campground, with my siblings, husband and 2 children. Coming into this industry, just a few years out of high school, and knowing nothing about running a business let alone a campground, I can surely attest that it has been quite an adventure, to say the least. Owning and operating a campground is not an easy task, as we all know, but the rewards in providing families a safe and enjoyable place to create those memorable moments is what I believe make my job and this industry so special. I have been a member of the Wisconsin Association of Campground Owners since 1996 and was elected to the board in March 2014. I am a firm believer in this organization. The knowledge and support I have received from WACO has most certainly and continues to aid me in the growth of my business. I feel that is important to forward to you what I have learned over the years as a member of WACO and a campground owner and operator.

Kama Teske, ServSafe Instructor



I have been teaching Serv Safe for initial and re-certification for 4 years. I also teach Family & Consumer Science and Health Science at Arcadia High School in Arcadia, WI.

Kara Paul, Department of Agriculture

Kara Paul, MPA, RS is a Retail Technical Specialist with the Department of Agriculture, Trade and Consumer Protection. In this position one of her tasks is to train inspectors to complete a standardized risk-based retail food inspection. Kara began her career 21 years ago in the Environmental Health Program at UW Madison, then she moved to the Wisconsin Department of Health Services as a field inspector, completing licensing and inspections at facilities such as restaurants, campgrounds, swimming pools, lodging and body art establishments in Western Wisconsin. Kara's variety of experience offers insight on what inspectors are trained to look at during inspections as well as some of the common operator concerns, code interpretation and the public health reasons behind code requirements. Kara may be contacted at kara.paul@wisconsin.gov or 715-491-4405.

Kari Buffalo,

Kristina Boardman,

Kristine Valk,

Krystal Pracki, Rose's Enchanted Forest Campground

Larry Brownfield, *Kampground of America (KOA)*



After a career with positions related to organizational management and leadership, Larry and Carla Brownfield became full-time RVers and Work-Campers in April, 2005. Larry started his work with KOA in 2006, employed by the Branson, MO KOA. After a 3 year stint in parks around the U.S. from Bethel, Maine to Anaheim, California, Larry decided to pursue a more permanent position within the campground/outdoor hospitality industry.

In January of 2008, Larry joined the Business Development Team of KOA as a Business Development Consultant in Franchisee Services where he had responsibilities for the Northeast and then the Southwest Regions. In this position he assisted the franchisees with all matters of general campground operations management; marketing strategy, rate and revenue analysis as well as providing training on a wide variety of issues. Currently he is the Director of Franchise Development, working with independent campgrounds in the KOA conversion process, and franchise sales. Larry has been a recurring presenter at ARVC's Outdoor Hospitality Conference & Expo and is invited regularly to speak at State and Regional Owners Associations around the country. He is also an instructor at the National School of RV Park & Campground Management at both eastern & western campuses.

Larry and Carla have recently come off the road and have settled north of Austin, TX. They have two grown children. Their son Matt, his wife Lauren and three granddaughters, Flannery, Molly and Matelda live in Austin, TX, where Matt is a partner in a political consulting company. Their daughter Erin lives in Orlando, FL, and works in the entertainment division for Walt Disney World.

PRESENTER INFORMATION

Lori Severson, *Severson & Associates*



Lori has owned Severson & Associates for 20 plus years, a training, consulting and marketing company. Her energetic presentations are filled with forward thinking ideas you can immediately put to use in your business. Her interactive training style allows you to gather ideas from your peers as well. Her passion for success and management excellence will inspire, challenge and encourage you to take action toward continuous improvement in yourself and your organization.

Lori has presented to companies like Walt Disney World, Camp Snoopy, Six Flags, IBM, Global Access, TRW, WinCraft, Behrens, Crenlo, GKN, Artsway, Wells Fargo, Merchants Bank, Farmers Bank, Ho-Chunk Nation, ARVC, Jellystone Parks, McDonalds, St. Mary's University, TACO, CONY, KOA, PCOA, Iowa Campground Association, along with a wide variety of other companies that help her bring a strong knowledge of today's business to you. She owns Champions Riverside Resort along with her husband Rick. She is the Executive Director for WACO, the Wisconsin Association of Campground Owners, and volunteers for the Gilbert Brown Foundation.

Mark Hazelbaker, *Kasieta Legal Group*



Mark Hazelbaker focuses on delivering high-quality legal services equal to the standards that big law firms follow without the costs of a flashy law office, making us the more affordable attorneys without sacrificing what is important.

Marley Behnke,

Mary Ellen Bruesch, *WI Department of Agriculture, Trade and Consumer Protection*

Mary Ellen Bruesch has a bachelor's degree in biology and a master's in microbiology and is a Registered Environmental Health Specialist. She also is a WI-DNR Certified Water Operator. Her background includes managing beach and watershed monitoring projects at the City of Milwaukee Health Department for over 12 years, and also 8 years with the State's food safety and recreational licensing activities (at DHS and DATCP). In 2016 she accepted the position of Recreational Technical Specialist-Recreational and Educational Camps and Campgrounds. She enjoys hiking, cross-country skiing and bicycling and just spending time outdoors.

Mike Lukas, *Portage County Sheriff's Office*



Sheriff Lukas is in his first term at the Portage County Sheriff's Office. He has been a member of the sheriff's office since 1994 and has worked his way up the organization from patrol to detective sergeant, to court services supervisor and now to sheriff. Sheriff Lukas is a very active member of the community along with his wife and two children. Sheriff Lukas has visited numerous campgrounds throughout the state with his family and safety is a priority in his position. The Sheriff's Office offers not only campgrounds in Portage County but residents the opportunity for deputies to come out and walk through the buildings and properties to give safety tips to help the community.

Nancy Mistele, *Office of Business Development*



Nancy Mistele has seen both sides of government rules and regulations. She has more than 30 years as a private sector entrepreneur and 15 months within a regulatory agency for the State of Wisconsin. Working for a pro-business, pro-growth Governor, Nancy sees tremendous opportunity for business owners to reduce the impact of government on their everyday lives. Nancy meets with business owners, economic development and trade associations to gather firsthand knowledge of what they see as needed changes. She then takes this information back to the legislature, state agencies and the Governor's office to help improve the business climate in Wisconsin.

Nikolaus Butz, Ph.D.,

PRESENTER INFORMATION

Peter Kearns, *Astra by Campground Manager*

Renee Commer, *Best Life Coaching and The Marketing VA*



Renee Sommer is the owner of Best Life Coaching and The Marketing VA. She considers herself a reformed social media marketer and a recovered Negative Nelly. Renee understands the power of a positive mindset, what it takes to launch and manage an online business, and how to jump-start the creative juices that are locked deep inside someone's heart. A master at starting over, starting fresh, and living her best life, Renee is uniquely equipped to help get you exactly where you want to be and to help you unlock the you-est YOU possible.

Rex N. Dachenbach, *CPCU, Coverra Insurance*



Rex is a Wisconsin native who enjoys beer, cheese, and P & C insurance; sometimes in that order. He has worked in Business Insurance for 38 years, has taught insurance classes for over 25 years including teaching online courses in Commercial Property, and has presented hundreds of hours of insurance knowledge to producers.

Ted Tuchaliski,

Tia Anderson, *Stoney Creek RV Resort*



Tia Anderson is the Operations Manager at Stoney Creek RV Resort in Osseo, WI. Tia was raised in the campground industry and has over 10 years experience working in campgrounds. At Stoney Creek, she manages the front desk/reservations and recreation; she also handles all of the online marketing, social media, web design/maintenance and promotional material.

Tim Kiecklausch, *National Weather Service*

Tim Kieckbusch is a senior forecaster at the National Weather Service office in Green Bay, Wisconsin. He has worked for the NWS for over 28 years, and has been forecasting northeast Wisconsin weather for the past 23 years.

Tom Guyse

Tyler Quam

Wade Elliot, *Utility Supply Group*



Wade is the founder and owner of Utility Supply Group headquartered in the Seattle suburb of Preston, WA. Utility Supply Group was founded in 2001 as a nationwide distributor of electrical, gas and water utility supplies to RV and Manufactured Housing communities. Wade and the staff of Utility Supply Group collectively have over 50 years of experience designing electrical layouts in RV parks to meet the needs of the park and follow National Electric Code.

Wade has a B.S. from the University of Nebraska and an MBA from the University of Nebraska. Wade is a former member of the Arizona Travel Park Association Board of Directors and currently sits on the National Association of RV Parks and Campgrounds board. He sits on this board as a representative of the ARVC Business Forum where he serves as its Chairman. Wade is a member of the Underwriters Laboratory Standards Technology Panel 231, Power Outlets. Additionally, Wade is an alternate member of the National Fire Protection Association's National Electric Code CMP(Code Making Panel) 19. Wade sits on this panel as a representative of the National Association of RV Parks and Campgrounds. (ARVC)

Kids Kamp Daily Schedule

Wednesday – March 15, 2017

Registration forms must be completed by parents of child on their first morning with us! Kids will be provided with a Kamp t-shirt to be easily spotted when traveling outside the hotel. Please be sure they wear these shirts each day they come to Kamp!

Needed today: Swim suit and towel

7:30 am – 8:00 am	<u>Registration and Check-In (Wisconsin Room)</u> Light breakfast available.
8:00 am – 8:30 am	<u>Welcome to Kids Kamp 2017!</u> During this time, kids will get their 2017 Kids Kamp t-shirt and bag to carry around all their goodies from the weekend! We will have color books, games, crafts available at this time for them to settle in!
8:30 am – 10:30 am	<u>Games, Icebreakers and Projects, Oh My!</u> We've got some fun games, special crafts and icebreakers for you to get to know your weekend Kids Kamp friends and staff!
10:30 am – 12:00 pm	<u>Shark Tank Presentation Prep Course (Or Swimming)</u> The older kids will brainstorm ideas for a product and/or idea to present to the Shark Tank panel on Friday night. Staff will help you create and perfect your presentation! The younger kids not participating in Shark Tank will go swimming in the hotel pool!
12:00 pm – 1:30 pm	<u>Lunch and Movie</u> We will be having hot dogs, chips and fruit today. We will also watch a kid-friendly movie during lunch break!
1:30 pm – 3:00 pm	<u>Swimming & Game Time!</u> The older kids get their turn in the pool, and younger ones can go if they wish, or have play time in the Kids Kamp room!
3:00 pm – 4:30 pm	<u>FISH Philosophy!</u> Learn the basics of FISH to take back & apply at your park!
4:30 pm – 5:00 pm	<u>Parent pick-up time</u> Crafts and games available while you wait to be picked up and signed out by your parents!
5:00 pm – 9:00 pm	<u>Movie & Game Night!</u> Parents: Drop the kids with us for pizza, drinks, popcorn, movies and games while you're at Bullheads tonight!

****ALL SCHEDULES ARE TENTATIVE AND SUBJECT TO CHANGE****

Kids Kamp Daily Schedule

Thursday – March 16, 2017

Registration forms must be completed by parents of child on their first morning with us! Kids will be provided with a Kamp t-shirt to be easily spotted when traveling outside the hotel. Please be sure they wear these shirts each day they come to Kamp!

Needed today: Jacket for travel outside, Swim suit and towel

7:30 am – 8:30 am	<u>Registration and Check-In (Wisconsin Room)</u> Light breakfast available. Color books, games & crafts!
8:45 am	<u>Leave for the Planetarium</u>
9:00 am – 10:00 am	<u>Fun at the Planetarium!</u> We're heading over to The Allen F. Blocher Planetarium at UW-Stevens Point for a program looking at the dinosaurs, and then looking at possible reasons why they died out, especially those of astronomical origins.
10:15 am	<u>Travel Back to the hotel</u>
10:30 – 11:15 am	<u>Games & Crafts</u> Find a craft, game or toys to play with until we head over to McDonald's for lunch!
11:15 am	<u>Travel To McDonald's</u>
11:30 am – 12:45 pm	<u>Lunch at McDonald's</u> Be sure you fill out your meal choice form today!
1:00 pm – 2:30 pm	<u>Movie time!</u> Kick back and relax during this kid-friendly movie!
2:30 pm – 3:00 pm	<u>Games & Crafts</u> Find a new buddy to play a game with until pool time!
3:00 pm – 4:30 pm	<u>Swimming at the hotel pool!</u>
4:30 – 5:00 pm	<u>Parent pick-up time</u> Crafts and games available while you wait to be picked up and signed out by your parents!

****ALL SCHEDULES ARE TENTATIVE AND SUBJECT TO CHANGE****

Kids Kamp Daily Schedule

Friday – March 17, 2017

Registration forms must be completed by parents of child on their first morning with us! Kids will be provided with a Kamp t-shirt to be easily spotted when traveling outside the hotel. Please be sure they wear these shirts each day they come to Kamp!

Needed today: Jacket for travel outside

7:30 am – 8:00 am	<u>Registration and Check-In (Wisconsin Room)</u> Light breakfast available. Color books, games & crafts!
8:00 am – 8:45 am	<u>Hillbilly Science Show!</u> Witness the crazy antics of Dr. Cletus Beaker, MD as he puts a unique twist on the world of science and experiments.
8:45 am – 9:45 am	<u>Shark Tank Presentations</u> Anyone with Shark Tank presentations will give them to their peers and staff will help to polish them up before dinner tonight!
9:45 am	<u>Travel to the Children's Museum</u>
10:00 am – 11:45 am	<u>Children's Museum</u> We're heading to the Central Wisconsin Children's Museum for a morning of fun and learning!
11:45 am	<u>Travel to the YMCA</u>
12:00 pm – 1:00 pm	<u>Lunch at the YMCA</u> Today we will be having sandwiches and chips.
1:00 pm – 3:00 pm	<u>Activity time at the YMCA</u> Tons of options here! Basketball, gymnastics, Wii, craft room, pool table, and a toy room for the little ones!
3:00 pm	<u>Travel back to the hotel</u>
3:15 pm – 4:45 pm	<u>Swimming in the Hotel pool!</u> Take a dip in the pool, play some games or go down the big water slide!
4:45 – 5:00 pm	<u>Parent pick-up time</u> Crafts & games available while you wait to be picked up!

****ALL SCHEDULES ARE TENTATIVE AND SUBJECT TO CHANGE****

Kids Kamp Daily Schedule

Saturday – March 18, 2017

Registration forms must be completed by parents of child on their first morning with us! Kids will be provided with a Kamp t-shirt to be easily spotted when traveling outside the hotel. Please be sure they wear these shirts each day they come to Kamp!

Needed today: Jacket for travel outside, money for games if desired

7:30 am – 8:30 am	<u>Registration and Check-In (Wisconsin Room)</u> Light breakfast available. Color books, games & crafts!
8:30 am – 9:30 am	<u>Magic Matt!</u> Time to sit back and watch the amazing Magic Matt!
9:30 am	<u>Travel to Skate City in Wisconsin Rapids</u>
10:00 am – 12:30 pm	<u>Skate City</u> Skate around the rink and play some fun games with the DJ! Roller blades will be available for older kids. Lunch is here today: all-you-can-eat pizza and soda! <i>**Parents, there are video/arcade games. If your child wants to play, please send along money as we cannot provide any for them to play. **</i>
12:30 pm	<u>Travel back to Hotel</u>
1:00 pm – 2:00 pm	
2:00 pm – 4:00 pm	<u>Trade Show walk through</u> Leaders will take groups into the trade show area to walk around and try out some of their products/toys!
4:00 – 4:30 pm	<u>Games, Crafts and Playtime!</u> Find a craft, game or toys to play with until pick up time!
4:30 – 5:00 pm	<u>Parent pick-up time</u> Parents can pick you up during this time!

****ALL SCHEDULES ARE TENTATIVE AND SUBJECT TO CHANGE****

Sunday – March 19, 2017

Registration forms must be completed by parents of child on their first morning with us! Kids will be provided with a Kamp t-shirt to be easily spotted when traveling outside the hotel. Please be sure they wear these shirts each day they come to Kamp!

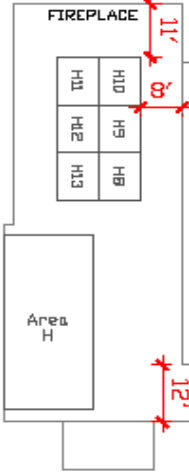
8:00 am – 8:30 am	<u>Registration and Check-In (Wisconsin Room)</u> Light breakfast available. Color books, games & crafts!
8:30 am – 9:30 am	<u>Magic Matt!</u> Time to sit back and watch the amazing Magic Matt!
9:30 am – 10:15 am	<u>Group Games</u> We've got some fun games to play as a group today!
10:15 am – 10:40 am	<u>Kids Kamp Round Table Discussion</u> We'll talk about what your favorite parts about Kids Kamp this year, what you want to do again next year, and what you'd like to see added or go away next year! We will also talk about anything you learned over the weekend that you can take back to your campground and apply during this year's camping season!
10:40 am – 10:50 am	<u>Clean up, collect belongings and walk to Graduation!</u>
11:00 am	<u>Graduation Celebration!</u> Your parents can come watch as you graduate from Kids Kamp 2017! We'll have a few special awards to give out as well as drawing names for the big giveaways!



Thank You!

The Kids Kamp staff would like to thank all of our friends who joined us for Kids Kamp 2017! We appreciate you coming and hope that you all had a blast! Don't forget to like our Kids/Teen Kamp on Facebook and keep in touch with us while we all wait for Kamp in 2018! We hope you have a great year!

****ALL SCHEDULES ARE TENTATIVE AND SUBJECT TO CHANGE****



FLUKE AREA

WISCONSIN ROOM
BAY AREA ROOM

Little Bar

Hall Way

OUTSIDE AREA
DISPLAYS
#1

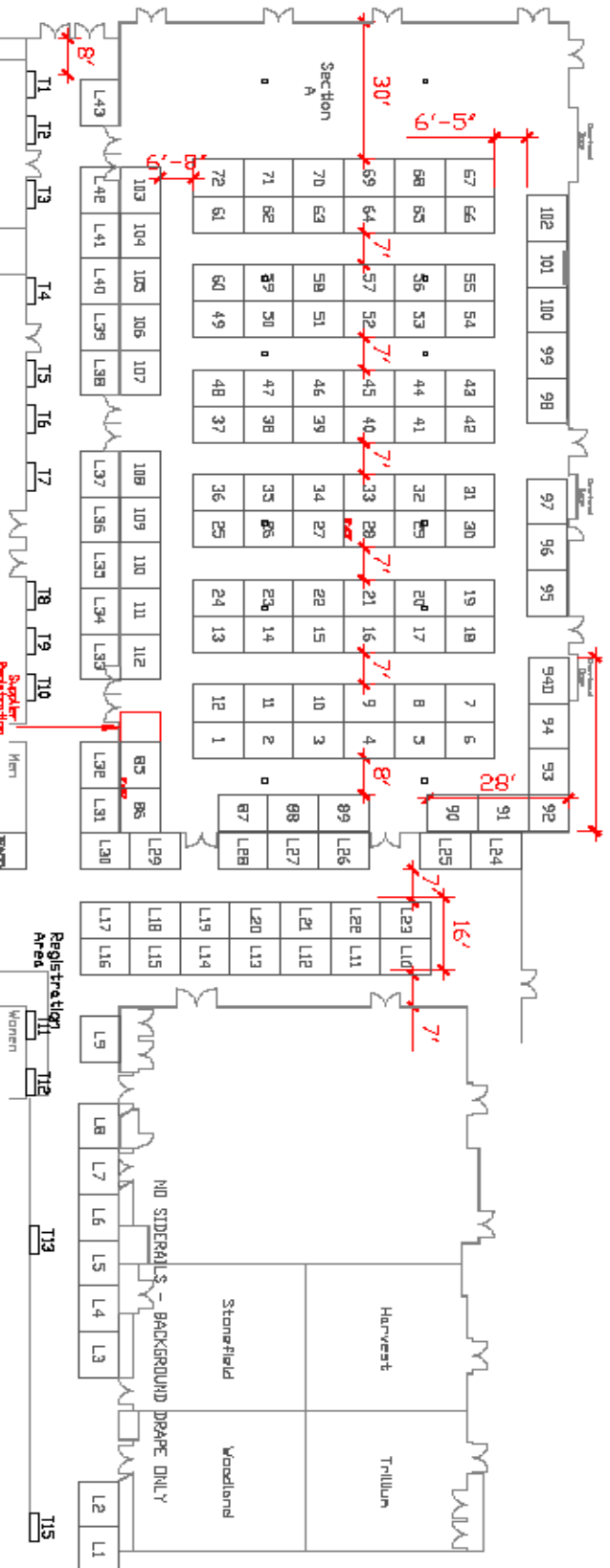
MAIN
ENTRANCE

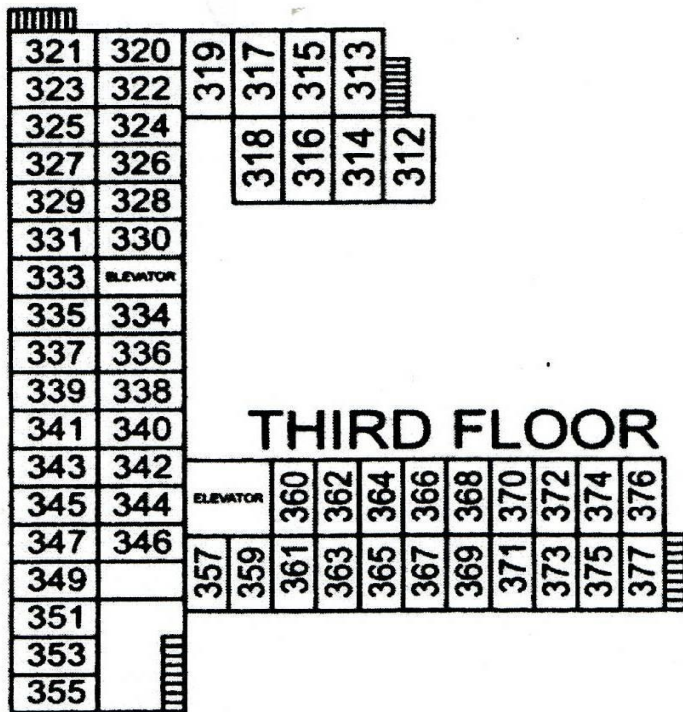
Registration Area
Men
Women
Registration
Campground Demos
Conference Schedule

OUTSIDE AREA
DISPLAYS
#2

OUTSIDE AREA
DISPLAYS
#3

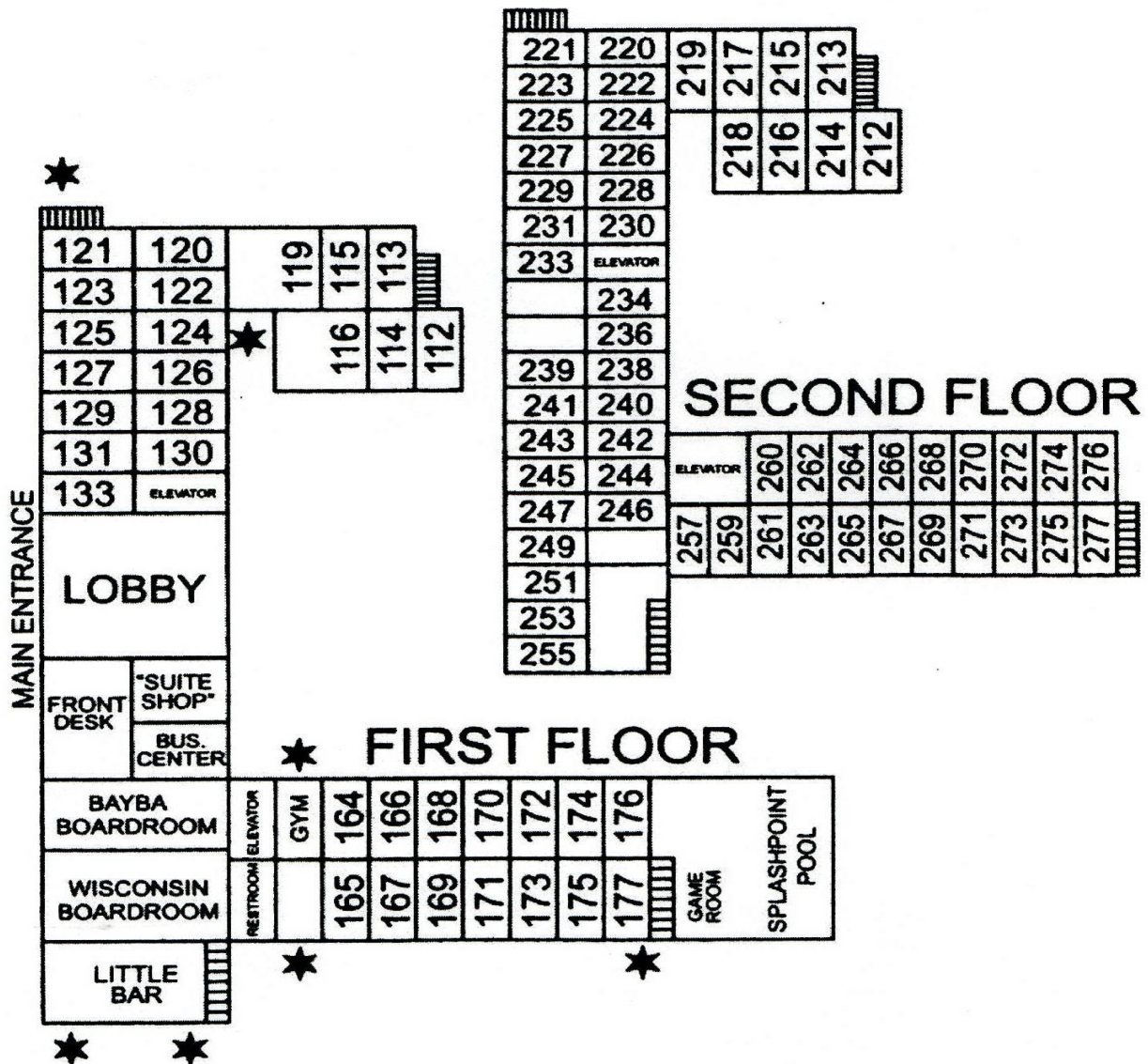
WAQM Convention
18.2.2017
Holiday Inn - Stevens Point





★ EXIT

HOTEL LAYOUT



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Join us in the Little Bar every night for some great networking? Don't know anyone.....JUST tell any Board Member who you are and they will get you introduced!