

WACO

Wisconsin Association of Campground Owners

FEBRUARY 2019

2019 WACO Convention

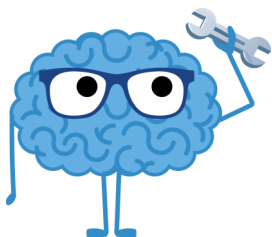
The 2019 Wisconsin Association of Campground Owners Convention is **March 13-17, 2019** at The Holiday Inn & Convention Center in Stevens Point, Wisconsin.

Convention is right around the corner and booths are filling up very quickly! Booths specifics will be sent out separately, and, if you have an auction item you want listed, or included as an insert to attendees, please have it to us by **March 1st**. Your auction item information will be included in pre-convention information that gets sent out to attendees, so be sure to send it in!



5 FANTASTIC REASONS TO ATTEND CONVENTION

1. EDUCATE YOURSELF



The campground industry includes so many aspects of business and changes can happen rapidly! Save yourself money and time by knowing what changes to prepare for, how to increase your sales, and ways

to protect your business with the proper customer service.

These are just a FEW topics being covered at this year's convention. Check out page 10 for a few more topics!

2. ASSOCIATION UPDATES

At the Annual Meeting, you can expect to get updates and reports from WACO, ARVC, and PAC. Get an important recap of how things went this past year, as well as a glimpse into the future with a presentation of next year's goals.



INSIDE THIS ISSUE

WACO Convention Info. P. 1-3
Diffusing Difficult Customers P. 3
WACO Convention Sponsors P. 4-5
ADA Information P. 6-7
Electrical Code Update P.8
Madison Show Update P. 9
ARVC Update P. 10
Coming Soon—Reminders P. 11-12
WACO Board Members and Advertising Opportunities P. 13
Vendor List P.14
Campground Registration P.15
Exhibitor Registration P.16

SHOW SPONSORS:



3. BOOK ENTERTAINMENT

Use the showcases and nightly entertainment to book your next musical act or campground activity. What better way to see if an activity or presenting group will fit in with your campground culture than to view it in person! Do they get the crowd involved? Do they fit in perfectly with a theme weekend you host every year that needs a new spark? Check them out and book them all in the same swoop.



4. SHOW SPECIALS

Between the live auction, basket raffles, and tradeshow floor, you are bound to get at least ONE deal on that special something you can't live without. In some cases, you're supporting a great cause, in other cases, you're getting an item your business needs! It may be to keep up with maintenance. Could be the next big ticket in your campground store. Maybe it's a new feature/activity for your playground or rental equipment. The important thing to remember...all that stuff, yea, ALL of that stuff is at Convention!

5. TEAMWORK MAKES THE DREAM WORK

Picture in your mind, a gathering of the greatest campground minds. One is amazing at merchandising. Another has mastered the art of customer service—retention and the upskill. A different mind stays ahead of the trends in the industry. Now, imagine having that whole team at your disposal - to learn from, bounce ideas off of, and solve all the next season's problem with. Lucky for you, there's no need to imagine. Just register and the leaders in the industry will be available to you!



Not had the chance to register for convention yet?

Now is the time to register and WACO is here to help! Download a copy of the registration form [here](https://bit.ly/2Tvcvo5) or go to <https://bit.ly/2Tvcvo5>.

Complete and return to the WACO office, PO Box 228, Ettrick, WI 54627 or call the WACO office today (608) 525-2327.

SNEAK PEEK! Diffusing Difficult Customers

Still not sure the WACO Convention is right for you or your staff? Below is a snippet regarding communication with upset customers. We've all had them, we've all hoped they go away on their own...but that almost never ends well! Below are three steps to address a difficult customer. Information just like this, and so much more, will be presented by industry experts at the WACO Convention!

Signal 1: I Care *Words:* I'm sorry *Actions:* Listen

Saying, "I'm sorry," has a powerful way of disarming people who feel slighted or wronged in some way. Recall an incident when you've been an upset customer yourself, and what it meant to hear the merchant or supplier offer an apology. Typically, it diffuses the tension we feel almost instantly. Some people resist saying "I'm sorry" because it feels like they're saying "I am at fault, or I am wrong" when they feel they haven't done anything wrong. In service recovery situations, though, saying "I'm sorry" isn't about personally accepting blame, you're simply apologizing for the situation; apologizing that the customer is upset about something.

Listening signals that you're giving the customer your undivided attention (plus, allowing them to vent helps calm them). An upset customer needs to be heard. So, apologize. Then, be quiet and do your best to keep your own emotions out of it. Take notes so you can repeat back facts, not your opinion and it will help you focus on what's being said versus how you want to reply.

Signal 2: I Understand *Words:* I understand *Actions:* Eye contact, patience, and a sincere tone of voice

After you show your customer you care by saying you're sorry and listening, you want to convey concern for their situation and empathy for what they're feeling. Saying things like, "I can certainly understand why you need this addressed", or "I can see how that would be frustrating" does two things: 1) It tells the customer you are trying to see things from their perspective and 2) it puts you in the customer's shoes, both of which are motivating when seeking an acceptable solution.

Signal 3: You Can Trust Me to Take Care of This

Words: Let me look into this **for you**. I can handle this **for you**. I will make sure we fix this **for you**.

Actions: Make statements you can deliver on.

Use permission phrases (like the ones listed below) to give the customer an idea of what will happen next.

What you can offer to remedy the situation is specific to each situation. The operative words when signaling "You can trust me to take care of this **for you**," are in fact "**for you**." The words are key to building trust, and they let the customer know you will be working on their behalf. Earn trust by being careful not to overpromise. Clear expectations on what you can and can't do will be crucial. Permission phrases include things like: *Would you be willing to..? Would it be alright if...? If it's acceptable to you, I will...*

Thank You to Our Convention Sponsors!

SHOW SPONSORS

- **Jim's Golf Cars, Inc.**

Jim's Golf Cars is a club car authorized dealer. The company works with sales, services, and rentals. Jim's Golf Cars has the capability to repair all makes and models. Golf Cars, 2,4,6,8 Passenger People Movers and Utility Vehicles.



- **Coverra Insurance Services, Inc.**

Coverra Insurance Services is a full line, independent insurance agency offering a specialized insurance program to campground owners including liability coverage for jumping pillows, docks, swim rafts, water slides, space basketball, slidezilla, water trampolines, inflatables, and other specialty items.



- **Properties Plus**

The staff at Properties Plus LLC offers Resident and Commercial Listings, Multi - Family Listings, First Time Home Buyer programs, Complete MLS Exposure, Relocation services, Lots and Acres, Farms and Farmland, Investment Property, New Construction Listings, FREE Home Market Evaluation, Complete Full Service Real Estate.



- **Harris Yamaha Golf Cars**

As a full service Yamaha Golf Car Distributor, Harris Yamaha Golf Cars offers the best variety of sales and service to their customer base. Specialties include Commercial and Industrial Sales & Service, Huge Parts Inventory for all Brands, Tournament Fleet Rentals, Service for all Brands, Golf Course Fleet Sales & Leasing, Retail Sales of both New & Used Golf Cars and Utility Vehicles, Wholesale Used Cars to our Qualified Wholesale Dealers.



- **Severson & Associates / S&H Ad Specialties**

Full service promotion and training agency supplying customers with lasting, learning experiences and successful self promotions.



- **Royalle RV**

Central Wisconsin's Park Model Authority



PRESENTING SPONSORS

- Astra by Campground Manager Software/
BookYourSite.com
- Utility Supply Group
- Alaskan Ice
- Wisconsin Lake & Pond Resource, LLC
- Original Jumping Pillow
- StaylistMouse Mix
- Campspot
- Neuman Pools, Inc.
- Carrico Aquatic Resources, Inc.
- Aspira—Reserve America & Astra

GOLD SPONSORS

- Polly Products
- Wilcor International
- Lee Recreation LLC
- TSF Company Inc.
- Eagle Graphics
- Commercial Laundry Sales

SILVER SPONSORS

- Commercial Recreation Specialists, Inc.
- Kampgrounds of America KOA

BRONZE SPONSORS

- Holiday Wholesale, Inc.
- WRVDA (Wisconsin RV Dealers Alliance)

BEVERAGE SPONSORS

- Your Electrical Solutions YES
- Mouse Mix
- Gama Sonic Solar Lighting
- CSAW Associates LLC

THANK YOU!



LET US KNOW!

- Are you doing something special for the Military this year? Be sure WACO knows about it so we can help you promote it!
- Check out the convention brochure—invite other campgrounds to check us out!
- Do you have a GBF Fundraiser planned? Be sure to flush out the details so we can advertise it for you!

KEEP IT ALL LEGAL

ADA UPDATE - ADDITIONAL INFORMATION



Attorney Mark B. Hazelbaker

Circuit Court Commissioner

Direct Line: 608.662.2300

Direct Email: mh@kasieta.com

February 11, 2019

TO: WACO Members

Re: Websites and ADA Compliance

Recently, some plaintiffs' lawyers have been looking for possible claims against campgrounds whose websites allegedly violate the Americans with Disabilities Act (ADA). This Memo is an overview of what campgrounds should do to protect themselves.

ADA CLAIMS BEING MADE

The ADA is an important law. It has literally opened doors to disabled people since it was adopted in 1990. The ADA has been implemented largely through education and voluntary compliance. There have been lawsuits, of course. In the past few years, some plaintiffs' lawyers have been using the ADA to bring numerous claims which appear to be primarily oriented at making a quick buck. Recently, claims have been made against campgrounds.

Campgrounds in other parts of the US received letters indicating that the firm's client visited the campground's website. The letter goes on to note that the website did not inform the visitor whether the campground has accessible facilities. The letter may also note that the website itself may be more difficult for disabled guests to access.

Several issues are posed here – (1) the campground's obligation to provide accessible accommodations; (2) the campground's obligation to advertise its accessible lodgings and (3) the campground's obligation to make its website accessible.

CAMPGROUNDS AND ACCESSIBLE ACCOMMODATIONS

Campgrounds are required to comply with the ADA to accommodate the disabled. Campgrounds are subject to the ADA as places of public accommodation under the ADA (42 USC 12181 (7)(A) and (I)). This memo will not address compliance requirements, which are extensive. **There are several important principles:**

Removal of barriers: Public accommodations are required to remove barriers to disabled access if the modification is achievable without much difficulty or expense.

Accessibility to Altered Accommodations. If a place of public accommodation is not acces-

sible, it must be made accessible if it is remodeled or altered.

New construction must comply with the ADA.

INFORMING THE PUBLIC OF ACCESSIBLE ACCOMMODATIONS

The ADA requires that the services and amenities of public accommodations be accessible. There are no specific regulations which provide guidance to businesses on their websites. Some court cases have found violations of the ADA where websites do not inform disabled customers of the availability of accommodations.

In order to assure that your website does not violate the ADA, when you update your site, include an easily visible link which leads directly to information about your disability accommodations. Perhaps a link that looks like this:



The page to which the link takes the visitor should identify the cabins, sites, shower rooms, etc., which are accessible.

WEBSITE DESIGN REQUIREMENTS

There are suggested standards for websites which are supposed to make websites more accessible to people with disabilities. Those standards are beyond the scope of this memo. Your website designer should be familiar with the standards.

CONCLUSION

Campgrounds should check with their website designer to assure that the site contains a link on the main page which allows disabled people to navigate to information about facilities for the disabled.

LOOK FOR ADDITIONAL LEGAL HELP AT THE CONVENTION!

Need a private consultation with Mark at Convention? Check out the WACO Program—you can simply text him and set up an appointment!

WISCONSIN CODE CHANGES TO ELECTRICAL PERMITS



Gary Doudna of Buffalo Lake Camping Resort submitted a letter received from his local city office in Monticello, WI. Upon further conversation with Wade Elliott, it sounds as though in most states, any electrical work, commercial or otherwise, would require a permit. "It sounds a little like the state is codifying what they had hoped was already occurring. At the end of the day, unless an inspector is enforcing the state administration code, it may not occur. I would say unpermitted work may become a problem at the time of sale, or during litigation, and therefore would recommend always doing permitted work," says Elliott. A sample of the cover letter is listed below, to see the letter in its entirety, check the [MEMBERS ONLY](#) section of the WACO Website!

Board of Directors/Administrator/Clerk

Re: Wisconsin Administrative Code Change Commercial Electrical Inspections

Dear Municipality:

We would like to formally notify you of an upcoming change in State law that will affect commercial electrical work being performed in all Wisconsin municipalities. Starting January 1, 2020, any new or addition to existing commercial electrical work will be required to be permitted and inspected. Installations requiring inspection will include farms, public buildings, places of employment, campgrounds, manufactured home communities, public marinas, piers, docks or wharves and recreational vehicle parks. See enclosure SPS 316.011 (1) & (2).

"How is this going to affect our municipality?"

You will have two choices:

Option #1: You can continue to allow GEC to serve your municipality by performing these commercial electrical inspections for you.

Option #2: You can allow the State, through a bidding process, to determine the fees and assign an inspection agency to your municipality.

The Pros and Cons: Option #1 will provide continuity. You will have one inspection agency for both your residential and commercial inspections and you will have administrative input. This option will involve some reporting and licensing requirements by the State. There will also be small fee that is paid by the municipality to the State. GEC will be available to help you through this process. Option #2 will require you to do nothing; the State will be responsible for the inspections. The State will likely bid this out to a private agency. This agency will retain 100% of the fees and be working for the State, not your municipality.

Does your campground participate in Heroes Weekend?



Karen Brost, Editor ARVC's The Voice Magazine, is planning to do a feature on the different ways ARVC-member parks honor veterans and first responders and she needs your help!

Would you like your campground to be interviewed about how you participate in Heroes Weekend? Send an email to Karen Brost at kbrost@cox.net and let her know you are interested! You can also reach her at 480-421-8216.

RECAP: MADISON CAMPER AND RV SHOW & SALE

The Madison Camper and RV Show and Sale was February 1st—3rd in Madison, WI and the WACO staff distributed directories, made new camping friends and learned a couple tricks to share with you!

Thanks to Mark & Joan's great vacation to the Florida RV show WACO got this great idea to use a slot machine to gather emails of campers at the Madison RV show. one of the most difficult tasks after any RV show is reading other people's writing to gather up those emails! This program encourages your guests to sign up and give the wheel a spin to win free camping. The wheel starts when they enter their emails. WACO never sells the emails but we do email our guests to check out the WACO website and for special offers and discounts.



Lucky \$100 WACO Gift Certificate Winner!

Someone is acting like they did all the work at the Lemonade stand, which in truth was done by CSAW Accounting! **Chris and Bill volunteered for the whole show raising over \$2100 for the Gilbert Brown Foundation!** Thank you for all you do!



This was a big hit for the Campers at the Madison Show on Sunday Morning. They loved playing the game and the involvement from the Gravedigger himself!

The entertainment value was huge and the social media hype helped our followers engage with us !



PROMOTION ANNOUNCEMENT AT ARVC

FOR IMMEDIATE RELEASE

Contact: David Basler

Vice President, Membership and Marketing

dbasler@arvc.org

303-681-0401 x 111



ARVC ANNOUNCES ADVANCEMENT OF TWO LEADERSHIP TEAM MEMBERS

DENVER (February 12, 2019) The National Association of RV Parks and Campgrounds (ARVC) announced two leadership promotions—David Basler to Vice President, Membership and Marketing, and Paula Horwitz to Executive Director, Education and Events, and of the ARVC Foundation.

Basler, who has more than a decade of experience in association and membership marketing, was hired in March 2018 as Senior Director of Marketing and Communications. In October, he also accepted leadership of ARVC's Membership department.

"Since joining our team a year ago, David has brought his deep experience in marketing and membership development to heightened levels at ARVC," says Bambei. "His measured and effective leadership style, combined with his desire to bring our members the very best in customer service, money-saving benefits, and technological enhancements to all of our marketing channels, has been truly superb."

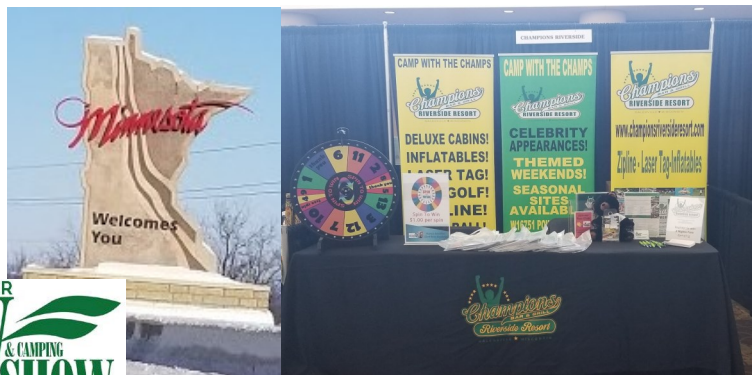
Horwitz, who has more than a decade of experience in adult education and the creation of online learning, was hired in July 2018 as Senior Director of Education and Events and Executive Director of the ARVC Foundation.

"Paula's unbridled energy and passion for adult education has been a joy to watch," says Bambei. "Her vision to bring ARVC members a convenient, easily accessible educational platform that blends the very best of online and in-classroom techniques is creating an interactive program that is not only efficient and engaging, but cost-effective for members as well. I'm delighted to see the responsiveness she's receiving from every corner of ARVC as her talents become known."

Under Bambei's leadership, Basler and Horwitz are working with the ARVC team to communicate the value of the ARVC membership experience, build a stronger more engaged community, offer unparalleled educational opportunities and reinforce the organization's position as a leader in the outdoor hospitality industry.



WACO bags were distributed to attendees at the Rochester RV & Camping Show at the Mayo Civic Center on February 15 through the 17th! This is one of the “EXTRA” Shows you get for FREE!!! We try to grab any

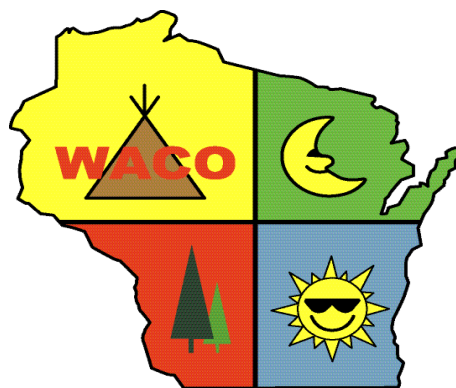


opportunity! Are you attending a show you would like to distribute WACO books at? Just let us know & we will HOOK YOU UP!

COMING SOON AND DATES TO REMEMBER:

Your WACO team is attending four more shows before the end of March to promote your campgrounds, and we continue to diligently send out directories to all the consumers who request books during this

- Oshkosh RV Show: March 1st - 3rd
- Rockford RV Show: March 8th - 10th
- Central Wisconsin RV Show: March 8th - 10th
- Eau Claire RV Show: March 15th - 17th



WACO FACEBOOK MEMBERS PAGE



WACO has 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/>.

BUILDING CABINS OR PRE-EXISTING RENTALS NEED A STICKER FOR INSPECTION

Call Jerry at (608) 792-7184 and you can order stickers and get your cabins inspected !

CONVENTION REMINDERS:

- ◆ Our convention is super charged this year, so take the precious time to learn more about how you can take your business to the next level! Team up with your fellow campground owners and soak in as much knowledge as possible with power networking.
- ◆ Don't miss the Teen and Kids Kamp sessions. Great learning experiences, and time spent with fellow campground kiddos, as well as future owners, make these sessions unforgettable.
- ◆ This year you can win over \$5000.00 to spend at the trade show! Great opportunity to get the things you need at the show.
- ◆ Unleash your super power in the next camping season with the knowledge you gain at seminars covering everything from taxes, merchandise set up, zoning, pool and electrical guidelines, to event planning, and so much more!

AUCTION ITEMS



WACO 2019 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



Lori Severson,
Executive Director

PO Box 228

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 KOLLOCK	President
Vista Royale Campground	(715) 498-8204
BUD STYER	Director
Smokey Hollow Campground	(608) 592-2128
BERT DAVIS	ARVC Representative
Badgerland Campground	(608) 873-5800
JIM BUTTON	Director
Evergreen Campsites, LLC	(920) 622-3498
JULIE MICHAELS	Director
Scenic Ridge Campground	(608) 883-2920
PAT REHWINKEL	Director
Merry Mac's Campground	(608) 493-2367
JOYCE STENKLYFT	Director
Stoney Creek RV Resort	(715) 597-2102
ADAM MALSACK	Director
Lake Arrowhead	920-229-1616
LAURIE ADAMS	Director
Baraboo Hills	(608) 356-8505
MIKE DRICKEN	Director
Lake Lenwood Beach and Campground	(262) 334-1335
JIM TRACY	Director
Al's Fox Hill	(608) 356-5890
ASHLEY WEISS-WEGNER	Director
Wilderness Campground	(608) 297-2002
MARK STEFAN	Director
Grand Valley Campground	(920-) 394-3643

TEXT CLUB

Are you a part of the WACO Member Text Club? If you are not, consider joining! The WACO office uses the text club as a way to communicate urgent messages, deadlines, important information and more. To join the text club, text the word "WACO" to 25827 and your number will automatically be added. After adding, you are able to stop the messages at any time by texting "STOP" in reply to a text.

Vendors Scheduled to be at the 2019 WACO Trade Show

Company Name

Adventure Marketing	Four - 4 Kids Media LLC	Rural Mutual Ins. Co.
AGS/Texas Advertising	Fully Promoted of Wausau	Satellite Conections INC.
Alaskan Ice	Gaga Ball Pits	Schmidt Boat Lifts and Docks
Amare - Mental Wellness Co	GAMA SONIC SOLAR LIGHTING	Severson & Associates S&H Ad Specialties
Amazing Attractions LLC (Quick Fire)	Gift Works Plus	Shade Creations by Waterloo
American Classic Toy Inc.	Gloworks Inc	Signs of the Seasons
Armstrong Software	Good Sam	Skyline Homes
Artisans	Hack-Away Forest Products	Terrainables
Aspira- Reserve America & Astra	Kampgrounds of America KOA	The Jump Pad
Astra by Campground Manager	Kangaroo Jumper Inc	The Magic of Jim Mitchell
Software/Bookyoursite.com	Kasieta Legal Group LLC	The Tower Company Inc
Badger Popcorn & Concession Supply	KB Magical Production	Total Restroom
Battle Company	KC Entertainment Services, LLC	Total Toys, Inc.
Best Craft Furniture	Kindling Cake	Trail Mate Inc.
Boland Recreation INC	Kitchen Craft	TSF Company, Inc.
Bouncing Angels Inc	Klinkner Electronics	Twister Display
Brew Pub Lotzza Motzza Pizza "	LaCrosse Graphics	UltraSite
Bernatello's Foods"	Lazy One	Utility Supply Group
Brian Loveland Sales	Leavitt Recreation & Hospitality Insurance	Vector & Ink (Formally Ad-Lit, Inc)
Campfire Log Inc	Lee Recreation LLC	Water Wars
Camping Is Our Life, INC.	Lynkris Patio Furniture	Wieser Concrete Products
Campspot	Magical Entertainment Presents- Magic Matt's	Wilcor International
Candyman On Main	Mass Appeal Specialties, Inc.	Wild Lily Girls LLC
Carrico Aquatic Resources, Inc	McFarlanes	Winter Woods, Inc
Cason & Associates, LLC	Merchant's Choice Card Service	Wisconsin Department of Tourism
Castle Rock Realty	Minnesota Wisconsin Playground/Cedar Forest Products	Wisconsin Lake & Pond Resource, LLC
CCF Bank	MISSION MANAGEMENT INFORMATION SYSTEMS, INC	Wisconsin Lawn Mower Racing Association
Chadwick Mfg Ltd	Motion Technology Inc. (Autofry)	Wisconsinbly Holdings DBA Drink Wisconsinbly
Check Box Systems LLC	Mouse Mix	WRVDA (Wisconsin RV Dealers Alliance)
Cold River Mining Co.	Nancy Mistele Consulting LLC	Your Electrical Solutions YES
Colliers International	Naturally Northwoods	Zingler Sign & Design
Commercial Laundry Sales	Nature's Niche LLC	
Commercial Recreation Specialists, Inc.	Neuman Pools, Inc	
Cooling Capes	Northwoods Sewing LLC	
Cornerstone Processing Solutions Inc	Original Jumping Pillow	
Coverra Insurance Services, Inc.	Ouray Sportswear	
CSAW Associates LLC	Partymachines.com	
Dance Spectacular Productions	Phelps Honey Wagon, Inc	
"Chicago Honey Bear Dancers"	Polly Products	
Danell Companies	Premier Golf and Utility Vehicle INC	
DNA Sales	Premier Outdoors, LLC	
Dura-Bilt Products, Inc	Properties Plus	
E.A. Graphics	RadioBoss 2-Way Radios	
Eagle Graphics	Ray's Firewood	
Fire and Feast Products, LLC	Revel Match LLC dba RAVE Sports	
Fire Stump	RMS North America- The Hospitality Cloud	
Fleming Sales	Rondini Magic & Hypnosis	

If your vendors are not at this show PLEASE CALL them to ask if they would support you as your support them.

Vendors keep your registration costs low, low, low!



WACO 2019 Convention & Trade Show

March 13-17, 2019

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

Campground Name _____
Address _____ City _____ State _____ Zip _____
Signature _____ Date _____ Phone _____
Fax _____ E-Mail _____ Cell Phone _____

Please print names of registrants as you would like them to appear on badges.

1. _____ 2. _____ 3. _____
4. _____ 5. _____ 6. _____
7. _____ 8. _____ 9. _____

WACO Member Convention Pass Options

Early Bird Price Pay before January 31, 2019 (Must be postmarked or verifiable)

Full Convention per person \$200 x _____ people = \$ _____
Full Convention Out of State ARVC \$250 x _____ people = \$ _____
Full Convention non ARVC \$325 x _____ people = \$ _____

After January 31st, 2019

Full Convention per person \$300 x _____ people = \$ _____
Full Convention OOS ARVC \$375 x _____ people = \$ _____
Full Convention non ARVC Members \$425 x _____ people = \$ _____

Expo Only \$75 per person/per day _____ people x _____ days = \$ _____

Total from Passes: \$ _____

Pool Certification Course (Must pre-register)

Please print names of registrants

1. _____ \$100
2. _____ \$100
3. _____ \$100

ServSafe Certification (Must pre-register)

Please print names of registrants

1. _____ \$75
2. _____ \$75
3. _____ \$75
4. _____ \$75

Total from Certifications: \$ _____

Kids Kamp (Wednesday – Saturday)

****Rate for entire convention (No discounts for less days)**

Kids Kamp Wed. thru Sat. \$95 each x _____ people = \$ _____
Teen Program Wed. thru Sat. \$95 each x _____ people = \$ _____
Non-registered Kids Per Day 50 x _____ days x _____ people = \$ _____

Children's Name, Age, T-shirt Size (list if specifically youth or adult)

1. _____ 5. _____
2. _____ 6. _____
3. _____ 7. _____
4. _____ 8. _____

Total from Kids Kamp: \$ _____

TOTAL: \$ _____

Total Amount Enclosed \$ _____ Check # _____ Credit Card # _____
MC _____ Visa _____ Expiration Date _____ Signature _____

Room reservations should be made directly to Holiday Inn & Convention Center, Phone: (715)344-0200 (Standard double Suites \$78.00 King Suites \$108.00, plus tax). Other Accommodations: Holiday Inn Express (Across the Street) same rates plus tax, includes Breakfast. Phone: 715-344-0000. Please mention that you are attending the WACO Convention or use code CAM

Other lodging options include: La Quinta Inn & Suites Call for pricing (715)344-1900

Reservations must be made by **February 12, 2019** to insure these prices....No exceptions this year!

Complete and mail this form to: WACO – P.O. Box 228 – Ettrick, WI 54627

Phone: 608-525-2327 Fax: 608-525-2328



2019 EXHIBITOR REGISTRATION

Mail to: WACO - PO BOX 228 - Ettrick, WI 54627

Phone: 608-525-2327 Fax: 608-525-2328

Company Name _____

Contact _____

Address _____

City _____ State _____ Zip _____

Phone _____ Fax: _____

E-Mail _____

Product or
Service _____

Please print names of attendees for name badges:

***\$5 charge for name changes or adjustments at convention.*

_____	_____
_____	_____
_____	_____

Cost: (must be WACO Trade member to exhibit)

Annual Trade Member Fee	\$200.00	\$200.00
Entertainment Booth Only <i>Special Location</i>	\$150.00	\$ _____
Early Bird Booth Fee – each booth \$500.00 (Add \$50 for electricity)		\$ _____
After January 10, 2019 - \$600.00 (Add \$50 for electricity)		\$ _____
Cabin Size Space — \$700 includes literature table inside (you must provide your own electric)		\$ _____
Brochure Inserts to attendees (qty. 500) - \$300.00		\$ _____

Must be received at the WACO office by Feb.15, 2019

Lunch Tickets for Saturday are included in booth fee

Sponsorship: _____ Sponsor Level \$ _____

Total Amount due \$ _____

Check #: _____ Credit Card #: _____

M/C ____ Visa ____ Expiration Date: _____ CVV ____ Zip Code: _____

Booth fee includes 8 X 10, (some booths are slightly smaller, see diagram) exhibit booth with one 8 foot draped/skirted table, one 8-foot backdrop with 3-foot side drapes, 1 chair, a booth sign. Note: 2 complimentary dinner tickets for the Vendor Appreciation meal, and 2 tickets to the Saturday lunch are included in your booth fee. **Call the hotel directly for other booth arrangements.**