



State Partnership & ARVC Agreement

STATE ASSOCIATION: Wisconsin Association of Campground Owners (WACO)
NAME OF STATE EXECUTIVE: Lori Severson
ADDRESS: 122074 Hwy 53, PO Box 228
CITY, STATE & ZIP CODE: Ethrick, WI 54627
PHONE: 608-525-2327
E-MAIL: lori@seversonandassociates.com
Partnership since: _____ State Association Fiscal Year: from _____ to _____

State Partnership Status is defined by ARVC's Bylaws and Policies. ARVC reserves the right to change its Bylaws and Policies from time to time through the Board approval process. The ARVC Bylaws and Policies that are in effect at the time the Agreement is signed shall be the controlling Bylaws and Policies that govern this Agreement. It is understood that by signing this agreement the Partnering State Association agrees to adhere to all ARVC Bylaw and Policy requirements.

Form must be signed and returned no later than December 31 of each year and determines the state's affiliation status for the upcoming year. Failure to return the required documentation by the specified date will immediately terminate the existing state affiliation agreement and will result in the state being considered a Direct Membership state.

Complete the following information regarding the number of RV Park and Campground members.

191 Total number of members belonging to the state as of the signing of this agreement.

127 Total number of state members that are also ARVC members as of the signing of this agreement.

Partnering state shared membership commitment for the upcoming calendar year:

- ☐ 100% shared membership will be compensated at 20% retention incentive.
☐ 75-99% shared membership will be compensated at 10% retention incentive.
☒ 50-74% shared membership will be compensated at 5% retention incentive.

ARVC Board of Director Partnering State Report
March 25, 2021
Submitted by Kathy Dyer, Executive Director of Maine

Thank you ARVC for providing OHCE registration certificates to the State auctions. Thank you to Jeff Sims for his legislative monitoring and for his NFPA 1194 quotes for a recent community public hearing. His assistance was valuable.

The new State Exec information on what members use ARVC Benefits has been well received. Please continue this, the more information the better. The convention information has also been welcoming. Thanks for giving CAMP space at the convention.

The pandemic has affected so many state association budgets last year and this year, not increasing the ARVC dues for the 2022 season was greatly appreciated.

Since State Association EDs are hired or contracted by each association's board and or executive committee, please keep in mind their duties and travel assignments are dictated through their own board's policies and budgets.

Comments noted with an ** will need responses from an ARVC team member – thank you in advance. ARVC responses below in red.

****It has come to our attention that non-renewed members are still listed on GCA -When will this be corrected? This has been addressed with the ARVC Staff and is being corrected as we speak. It is understood this was a glitch in the new GCA web site and was thought to be done automatically - always good to double check. The peak camping trip planning time is the first quarter of the year. Non renewed members should be taken down in the first month of the year. As of March 15 2021 non-renewing members were *still* listed on GoCampingAmerica.com, conceivably producing revenue for these non-members. It has been suggested that ARVC consider setting a policy to inactivate the listings of all non-renewed listings within a week or two of membership expiration. The new system between GoCampingAmerica.com and the ARVC database should catch these automatically, and remove them when the membership has expired, but some slipped through so we are working with the developer on fixing this glitch. We believe we have caught all of the errors and fixed them manually but are auditing the system currently to confirm. The ARVC membership team will initiate an internal policy that this audit process will be completed within three weeks of each year's reconciliation being completed.**

****ARVC began creating a new LP program in recent years but CO, KS & SD agreements weren't solidified. This is the program that's producing revenue for other state associations but not these 3. Paul last confirmed this status in late summer / early autumn 2020 – Please provide new updates. ARVC is continuing to work closely with Global Gas to ensure coverage for our members in these states. Global Gas is a consortium of independent providers and a suitable match has not been found yet.**

PARTNERING STATE EXECUTIVE SURVEY RESULTS

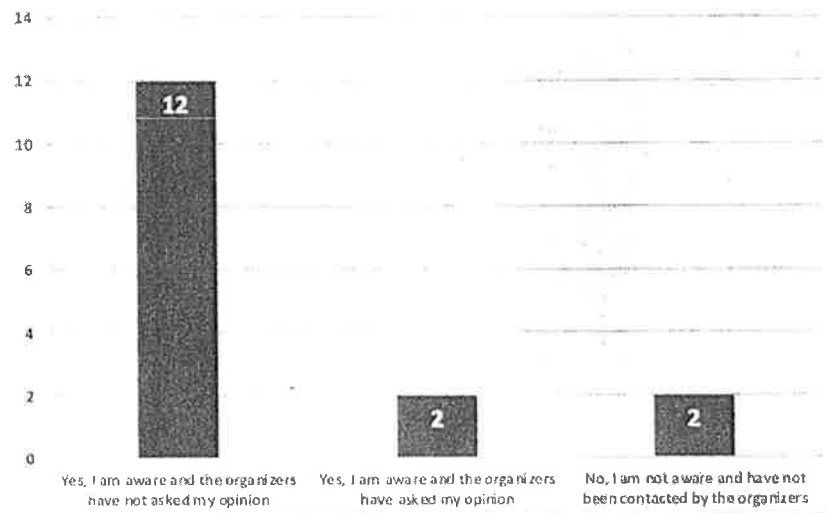
Are you aware of the new Campground Owner Expo (COE) and have you received communication directly from the organizers soliciting your support/advice?

Results:

75%—Yes, I am aware, and the organizers have not asked my opinion

12.5%—Yes, I am aware, and the organizers have asked my opinion

12.5%—No, I am not aware and have not been contacted by the organizers

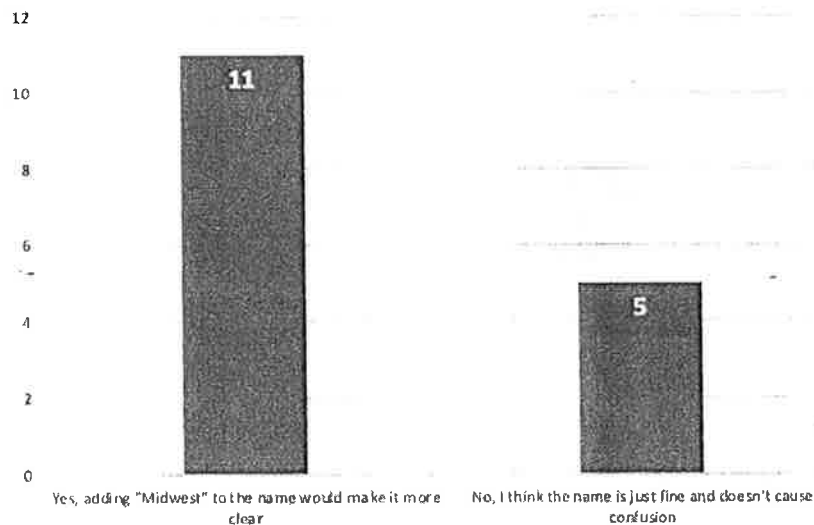


The stated objective of the organizers is to target campgrounds in 15 midwest states. Do you believe renaming this show/expo the “Midwest Campground Operators Expo” would make this more clear?

Results:

69%—Yes, adding “Midwest” to the name would make it more clear

31%—No, I think the name is just fine and doesn’t cause confusion



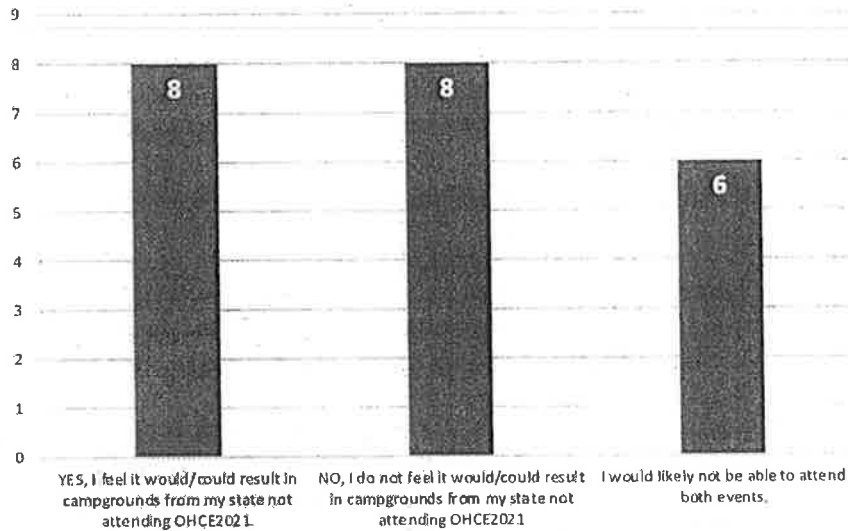
Do you see this Expo disrupting attendance at ARVC's Outdoor Hospitality Conference and Expo 2021 in Raleigh, NC? (Select all that apply)

Results:

50%—YES, I feel it would/could result in campgrounds from my state not attending OHCE2021.

50%—NO, I do not feel it would/could result in campgrounds from my state not attending OHCE2021

38%—I would likely not be able to attend both events.

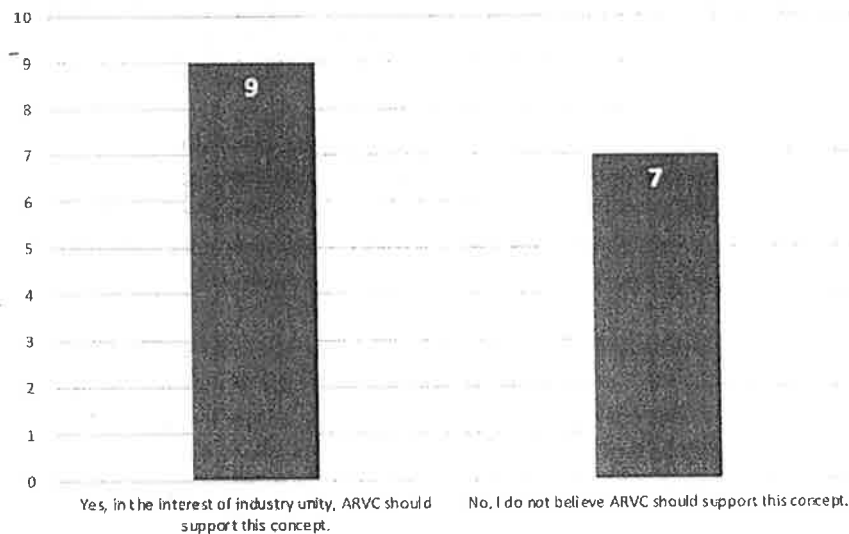


Do you think ARVC should support this concept?

Results:

56%—Yes, in the interest of industry unity, ARVC should support this concept.

44%—No, I do not believe ARVC should support this concept.



11. We need one unified national association, and we already have it. ARVC. 2 convention - expos in 2 months is ridiculous. It's clear someone's just trying to make a buck or stick it to ARVC.
12. I know that while Bud Styer was on the ARVC BOD, he had always advocated a FUN convention in Branson MO. There are states in the midwest that need direction and an association but not all. The Northeast Camping Association is a strong regional association of associations and works in conjunction with ARVC. I feel if ARVC were to support this NEW association, and if the new association wants to work with ARVC, a non-competitive agreement should be in place. Maybe a future conference in MO.

*State names and references have been removed/edited to maintain anonymity.

State Associations participating in this survey:

1. Alaska Campground Owners Association (ACOA)
2. Arizona Association of RV Parks & Campgrounds (AZARVC)
3. Camp Michigan
4. Carolinas Association of RV Parks & Campgrounds (CARVC)
5. Colorado Campground & Lodging Owners Association (CCLOA)
6. Indiana Manufactured Housing Association-Recreation Vehicle Indiana Council (IMHA-RVIC)
7. Kansas Association of RV Parks & Campgrounds (KSARVC)
8. Louisiana Association of RV Parks & Campgrounds (LARVC)
9. Maine Campground Owners Association (MECOA)
10. Maryland Association of Campgrounds (MAC)
11. Massachusetts Association of Campground Owners (MACO)
12. Missouri Association of RV Parks & Campgrounds (MOARC)
13. New Jersey Campground Owners Association (NJCOA)
14. Pennsylvania Campground Owners Association (PCOA)
15. South Dakota Campground Owners Association (SDCOA) -
16. Virginia Campground Association (VCA)

Survey Dates:

Opened: March 26; Closed: April 2, 2021



BYLAWS

January 2021

9085 East Mineral Circle, Suite 200
Centennial, CO 80112
(303) 681-0401 ✦ Fax (303) 681-0426
info@arvc.org

3. A Voting Member's membership is distinct. No more than one membership may be held per campground and each campground shall maintain a separate membership.
4. A Voting Member does not qualify for exemption under Section 501(c)(6) of the Internal Revenue Service Code of 1954.

SECTION 2 - NON-VOTING MEMBERSHIP

- A. Honorary Member shall be a person who has rendered special services to the Association or the camping industry and shall be conferred a lifetime membership by the Association Board of Directors at their discretion. Dues are complimentary to this category of membership.
- B. Associate Member Individual is an individual person who does not own or operate a park and is not eligible for any other classification of membership.
- C. Associate Member Organization is open to RV manufacturers, RV dealers, RV after marketers, RV related companies, not-for-profit associations, universities, or other organizations that do not provide a product or service to the campground/RV park sector of the Outdoor Hospitality Industry.
- D. Public Sector Member shall be a public agency operating a campground, RV park or cabin facility on the federal, state or local level.
- E. A Supplier Council Member shall include manufacturers and/or distributors of equipment used in the operation of a campground, RV park or resort and providers of goods or services essential to the operation of a campground/RV park.
- F. Business Forum Member - Members of the Forum are for-profit companies with an interest in supporting and participating in furthering the mission and objectives of ARVC.

SECTION 3 - INTERNATIONAL AFFILIATE

International Affiliate is any member of a national campground association recognized by ARVC may participate in ARVC's activities, as if an ARVC member, upon payment of any related fees for services at the ARVC member rate. International Affiliates are not eligible to vote.

SECTION 4 - ADMISSION

ARVC voting members must join through one of the following applicable methods:

1. If an RV park or campground is located in a partnering state (100%) the RV park or campground must join through the partnering state association.
 - i. An RV park or campground may not join another partnering state association in lieu of its home partnering state association.
 - ii. Once an RV park or campground joins the partnering state association in which the park is located it may join additional partnering state associations. If the park decides to join an additional partnering state association only the home partnering state association will collect ARVC dues and retain dues percentage.

Dues shall be determined by a two-thirds (2/3) vote of the Board of Directors.

ARTICLE VII - VOTING RIGHTS

Only Voting Members shall have the right to vote at meetings of the members. All members of the Board have the right to vote on all Board related issues irrespective of their membership per Article IV.

ARTICLE VIII - VOTING METHODS

A valid vote shall be one that either a) is slated in person by an individual designated in writing as the representative of only one specific qualified voting member; or, b) is one submitted by a qualified voting member on an official absentee ballot. Official absentee ballots to vote for the Board of Directors will be issued to qualified voting members.

SECTION 7 - VACANCY

The Chair may fill, by appointment, subject to ratification by a majority vote of the Board of Directors, any vacancy that may occur on the Board of Directors. Such appointment shall be made from the same voting area or from the same category of board membership from which the vacancy occurred. Appointments shall remain in force through the balance of the term of the Director's position being filled.

SECTION 8 - PROCEDURE

All meetings shall be conducted in accordance with the current Roberts Rules of Order and the ARVC Policies Manual.

SECTION 9 - FAILURE TO FULFILL DUTIES

Any Director may be removed from office for just cause by a two-thirds (2/3) vote of the Board Members present at a Board of Directors' meeting. A Director who misses or leaves two (2) Board Meetings, Executive Committee Meetings, or Committee Meetings which require their full attendance within a calendar year, without notifying the Chairman, President, or Committee Chairman via email or phone in advance to receive an excused absence will automatically be removed from office.

Additionally, any Board Member who collectively misses or leaves more than four (4) Board, Executive Committee, or Committee Meetings in a calendar year to which they have been appointed, will automatically be referred to the Board of Directors at their next meeting and may be removed from office by two-thirds (2/3) vote of the Board Members present.

SECTION 10 - EMPLOYEES

The Board of Directors shall have the sole right to employ and contract with a chief executive officer (the "President") for ARVC.

SECTION 11 - PROCEEDINGS

A report of the actions of the Board of Directors shall be published and distributed to each member of the Board following each Board Meeting. This report is to be furnished by the Secretary and approved by the Chair.

SECTION 12 - RECORDS

All records pertaining to any ARVC related business are the property of ARVC and must be transferred as directed by the ARVC Board of Directors within thirty (30) days by the person vacating the Board.

ARTICLE XIII - NOMINATION AND ELECTION OF DIRECTORS

A. Voting Members

1. Procedure

- a. The Nominations & Elections Committee shall send to each qualified state association a request for a qualified recommendation for membership on the Board of Directors.
 - i) Such request shall be made in writing not less than sixty (60) days prior to the Spring Board Meeting.
 - ii) Such recommendation must be returned to the Nominations & Elections Committee Chair no later than one week prior to the Spring Board Meeting.
 - iii) The membership of each state association may recommend candidates.
- b. Independent nominees may be submitted to the Chair of the Nominations and Elections Committee no later than 120 days prior to the Annual Meeting. Nominations must be accompanied with the signatures of fifteen (15) Voting Members from the nominee's voting area. It is the responsibility of the nominee to ensure that all fifteen (15) signatories hold current and valid Voting Member status with ARVC, as defined in Article IV, Section 1. The Nominations and Elections Committee will verify this upon submission. Petition signatures from non-voting members shall not be considered as valid and will not be counted, and may therefore render a petition invalid. In such cases, nominees will be notified by the Nominations and Elections Committee within fourteen (14) days of submission, and will have an opportunity to rectify the shortfall, subject to the submission deadlines as defined in Article XIII.
- c. Upon the occasion of fewer candidates in good standing than Director openings in a given voting area, the Board of Directors may nominate candidates with a majority agreement.
- d. Ninety (90) days prior to the Annual Meeting, the Nominations & Elections Committee shall submit the names of the nominees to the general membership complete with a resume describing the qualifications of each.
- e. No candidate shall be recommended for a Board position without their written consent.

2. Election of Directors

- a. One person, who must be an owner or an employee designated as the representative of a Voting Member campground/RV park in good standing may participate in the election of the ARVC Board of Directors from their voting area by submitting an official ballot at the Annual Meeting, or by official Absentee Ballot as prescribed in the Nominations and Elections Guidelines.

ARTICLE XX - DISSOLUTION

Upon the dissolution of the Corporation, the Board of Directors shall, after payment of all liabilities, dispose of all the assets of the Corporation conclusively for the purposes and in such manner, to such an organization or organizations organized and operated exclusively for charitable, educational, religious or scientific purposes as directed by the Board of Directors and shall, at the time, qualify for exemption under Section 501(c)(6) of the Internal Revenue Code of 1954.

END.

BYLAWS — April 2007; Edited for Typos April 2008 for compliance with new Policies & Procedures; Revised April 3, 2009; edited for typos and revised March 2010, edited for typos and revised April 2013; Edited for Typos and revised April 2014.