

# New Hampshire *Loves* Campers®

## New Hampshire Campground Owners' Association Board of Directors Meeting January 23, 2023 Zoom Meeting at 6:00 pm

P/A/O			P/A/O		
P	President	Joe DiPrima (JD)		Dartmouth/ Sunapee	Leo Goyette (LG)
P	Vice President	Brandon Giuda (BG)		Great North Woods	OPEN
P	Treasurer	David Mankus (DM)	P	Lakes East	Pat McNeilly (PM)
P	Secretary	Amanda Gordon (AG)		Lakes West	OPEN
	Past President	Sam Bouchie (SB)		Monadnock	OPEN
p	Director at Large	David Edgerly (DE)		Mts. East	OPEN
P	Director at Large	Frank DeMasi (FD)	P	Mts. West	Jason Sullivan (JS)
	Director at Large	David Redfearn (DR)	P	Seacoast	Kendra Neville (KN)
	Director at Large	OPEN	P	South Central	Jennifer Hollows (JH)
	<b>GUEST</b>		P	Exec. Director (ED)	Jeremy Sprince (JS)

P - Present    A-Absent    O-On Phone

NOTES\* Jeremy Sprince is ED for purpose of note taking, not to conflict with Jason Sullivan (JS)

Meeting was called to order on January 23, 2023 at 605pm.

There are no previous meeting minutes; the last meeting held was the annual meeting

ED shared financial and other relevant documents via email this morning. There were no general, immediate questions.

ED recently attended the funeral of Lou Poore, prior board member; a donation has been made to his memorial by NeHaCa.

### Financials

NOV/DEC expenses were shared, in addition to a more current one, as of January 23rd.

ED noted that for tonight's discussion, the January 23 document will be the primary focus. Feel free to review and direct any other comments/questions.

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ED INCOME and EXPENSE Notes:

1. 4100 - Grants. Camping shows, guide distribution, and printing, should all be done and focused for grant money within next few weeks. \$57,000 is anticipated to come from State and go to income
2. 5150 - Sales. ED is waiting on some tardy ad payments, not concerned, but waiting on \$9,500. 1 dealership and 1 investment group, both likely to come.

Note was made on investment groups that have purchased multiple camps combining all in to one booth. Briefs comments on what that may look like in 2-3 years, what promises are made prior to signed purchases, how prices will regulate, competition amongst smaller camps that cannot offer packages, future sales/ownerships given prices paid, etc.

BG inquired if there was a way to charge per camp rather than booth? JD indicated that was not possible.

3. 6100 - Misc income. At 903% as there was a refund from Anderson for shows canceled.
4. 4200 - NH camp show. Expenses for show have yet to start, though the 2nd deposit has been made.
5. IDL loan payback has commenced. As of November 1. 2022 it is \$570/month. Following the show, ED may revisit increasing payment amount if financials permit.

Nothing else of note from ED

BG - All booths still expected to be sold?

ED - 7 bulk spaces left. Camping World (CW) no longer does shows. RV 1 also no longer doing shows. Please let ED know if you have any connections/recommendations for smaller, local dealers. 12 booths left (plus an extra row?). By far the most campgrounds of any show, other than Springfield.

KN proposed a motion to accept NOV and DEC financials, JS seconded, approved unanimously.

## **Executive Director's Report**

### Camping Guides

All the camping guide books have been printed, and are with the distribution company. They should be up Wednesday to welcome centers.

DM - Can we get guides in to Bass Pro Shops? Off I-95?

ED - They are included and should be there by next week; ED will follow-up on - they are also allowed at CW/Campers INN (opening one in Chichester)

JD offered help distributing, ED will get to White Mountain Attractions within the week for distribution.

### Shows

Boston was well attended Saturday, but not great other days. There were not many campgrounds. Would guess that is because booths are too expensive at \$900? Could also easily condense to a 3-day show.

BG - Who has done a camp show? What do you get out of it

JD - Does one every year. Create opportunity to talk to future guests, develop ideas, foster connections.

ED- Is there any willingness to help with the NH show? Hope to delegate some and make sure the venue runs smoothly. A number of things are falling in to place - electric, buses, lot. etc. Layout and move-in is Wed/Thur.

Would like to set up a follow-up call for those willing to help, cover specifics of that - i.e. parking, in/out, etc. ED wants to make sure there is oversight.

KN- is the space still muddy? ED - short answer yes. Worst case means busing in from Citronix, 1 mile away. 1st student is bus contract, but it is not yet signed. BG asked whether other options are still open for busing?

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Any bus contract must have 2 handicap accessible vehicles. 4 total.

BG, JD, JH, KN volunteered. PM, FD, DM will do layout and be available.

Patrick - campground show not listed on NCA (Northeast) page? ED will follow-up with Cindy.

## **Old Business**

ED - Again, anyone interested in Scholarship Committee as would like to bring in house.  
No takers at the moment.

FD is going to fill NCA Board spot.

## **New Business**

DM introduced a discussion on the town of Wakefield's new ordinance to restrict campgrounds on waterfront funnel properties. BG and DM discussed actions and how it may impact the sale of current campgrounds and establishment of new ones. FYI to all others.

Guides are available in garage for any member campground.

ED will set up call for Thursday January 26, 2023 at 1030am for show planning.

A motion to adjourn the meeting was made by DM. The motion was seconded by JH and passed unanimously.

Meeting concluded at 705pm.