



**LEGAL OPINIONS &
POSITION STATEMENTS**

2007 Spring Edition

455 Tenderfoot Drive | Larkspur, CO 80118 | 1-800-395-2267

Eric Anderson, Chairman
Governance Committee, 2007

Committee Members
Michael Gelfand, Randy Packard, Rob Schutter

Executive Committee Liaison
Jason Sheaffer, Immediate Past Chairman

ARVC Chairman of the Board
Max Gibbs

Linda Profaizer, President

April 2007
Supersedes all previous editions

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Amended August, 1984 by mail ballot; December, 1984 at Annual Meeting; July, 1985 by mail ballot; November, 1988 & November, 1989 at Annual Meetings; Winter, 1990 by mail ballot (reported adopted, Board Meeting, April 21, 1990); Fall, 1991 (reported adopted, Board Meeting, December 9-10, 1991); Fall, 1993 (reported adopted, December 2, 1993); Fall, 1995 (reported adopted, Annual Meeting, November 16, 1995); Fall, 1997 (report adopted, Annual Meeting, November 19, 1997); Fall, 1998 (reported adopted, Annual Meeting, November 12, 1998); Spring, 1999 (reported adopted, Board Meeting, April 10, 1999); Summer/Fall, 2000 (reported adopted, Annual Meeting, November 2, 2000), Amended March, 2002 by Mail Ballot (reported adopted, Board Meeting, April 17, 2002). Amended May 2003. Amended January 2004. Amended April 2005. Amended April 2006. Amended April

LEGAL OPINIONS

SERIES 800

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LEGAL COUNSEL

SERIES 800

Mr. Jerome Loftus, Post Office Box 3169, Warrenton, VA 22186, (540) 347-0742, is ARVC counsel.

Approved: Executive Committee: January 17, 1988

STATE OF INCORPORATION

SERIES 801

ARVC shall be incorporated in the State of Virginia.

Approved: Board of Directors: April 19, 1988

LEGAL OPINIONS

SERIES 802

Conflict of Interest

Reference letter dated April 8, 1988, Jerome Loftus to David Gorin. This letter is on file at ARVC headquarters and is available upon request.

Approved for inclusion in ARVC's Policies & Procedures Manual, April 19, 1988.

LEGAL OPINIONS

SERIES 803

Agreement with **Paracomp, Inc.**

Reference letter dated May 26, 1988, Jerome Loftus to David Gorin. This letter is on file at ARVC headquarters and is available upon request.

On April 21-23, 1990, the Board voted to terminate its endorsement of Paracomp, Inc. and its Camping II product. The contract referred to above is removed from the Policies & Procedures Manual effective October, 1990.

LEGAL OPINIONS

SERIES 804

ARVC Legal Issues

At the meeting of the ARVC Board in November, 1987, the Board requested that the ARVC obtain legal counsel to review the status of various corporate matters and issues related to the ARVC Insurance Trust. The response is contained in the letter appearing on the following pages. The three and one-quarter page paper, although undated, was shared with the ARVC Board of Directors, via memorandum from ARVC President Al Daniels, on April 5, 1988.

LEGAL OPINIONS/CONTRACTS

SERIES 805

Contract with **Sagamore Publishing**

Signed contract between ARVC & Sagamore Publishing is on file at ARVC headquarters.

Contract with Sagamore Publishing terminated prior to 1999, remaining stock purchased and warehoused by ARVC.

LEGAL OPINIONS/CONTRACTS _____ **SERIES 806**

Contract with U.S. Bankcard Center

Signed contract between ARVC & US Bankcard Center to provide a merchant credit card program to ARVC members is on file at ARVC headquarters.

US Bankcard Center was purchased by NOVA Information Systems. New agreement executed with NOVA May 17, 2000.

This program was discontinued by NOVA in 2003.

LEGAL OPINIONS /CONTRACTS _____ **SERIES 807**

Contract with AMI Resort Telecommunications Specialists, Inc.

Signed contract between ARVC and AMI to provide a long distance telephone service for ARVC members is on file at ARVC headquarters.

October 16, 2000: This program is no longer offered or active.

LEGAL OPINIONS/CONTRACTS _____ **SERIES 808**

Contract with the Motion Picture Licensing Corporation.

Signed contract between ARVC and MPLC to provide licenses for the showing of motion picture videos in campgrounds and RV parks to the industry is on file at ARVC headquarters.

Contract 1/28/1991 – 12/31/1997 with automatic renewal for one year terms unless terminated by either party 60 days in advance written notice prior to the end of the then current term.

LEGAL OPINIONS/CONTRACTS _____ **SERIES 809**

Contract with Meridien One Corporation.

Signed contract between ARVC and Meridien One to offer a business communications equipment purchasing program to ARVC members is on file at ARVC headquarters.

The contract with Meridien One Corporation was canceled by action of the board on May 6-7, 1993.

LEGAL OPINIONS /CONTRACTS _____ **SERIES 810**

Contracts with Alamo Rent A Car and National Car Rental.

Signed contracts between ARVC and Alamo Rent A Car and National Car Rental to provide discount car rentals to ARVC members are on file at ARVC headquarters and available on request.

Contract with Alamo Rent A Car was dated 1/15/1992, expired 12/31/1993 with no provision for renewal. Alamo Rent A Car has continued to remit 5% promotion allowance to ARVC through 11/2001. Contract with National Car Rental was dated 8/1/1991 and shall continue in effect, unless and until terminated by either party in writing. Termination shall become effective sixty days after receipt of notification.

Courtesy discounts are continued to be offered with Alamo and National Car Rental per a letter from National & Alamo Affinity Sales on March 21, 2005. Members receive up to 25% off the rates. There is no rebate to ARVC.

LEGAL OPINIONS/CONTRACTS

SERIES 811

Contract with **Crisp Publications, Inc.**

Signed contract between ARVC and Crisp Publications, Inc. naming ARVC as a distributor of Crisp Publications is on file at ARVC headquarters.

LEGAL OPINIONS/CONTRACTS

SERIES 812

Contract with **Suburban Propane** as approved by the board in December, 1992 and revised in December, 1994. The contract is available on request from ARVC headquarters.

Contract dated November 16, 1993, automatic one year renewal unless either party gives written notice 60 days prior to the expiration date of any subsequent one year renewal term.

LEGAL OPINIONS/CONTRACTS

SERIES 813

Contract with **Oglebay Park** to conduct the School of RV Park & Campground Management. Approved by the Board on December 6, 7 & 9, 1992. Contract is on file at ARVC headquarters and available on request. In April, 1996, the ARVC Board voted to transfer operation of the school to the National Foundation for RVing & Camping.

This Agreement is being reviewed for 2007 by the ARVC Foundation Board of Trustees.

LEGAL OPINIONS/CONTRACTS

SERIES 814

ASCAP contract approved by the board in May, 1993. Contact ARVC headquarters for a copy.

Contracted dated 5/28/1993, amended 12/23/1995, 1 year automatic renewal unless either party gives written notice 90 days prior to the expiration date of any subsequent one year renewal term.

~~**LEGAL OPINIONS/CONTRACTS**~~

~~**SERIES 815**~~

~~Agreement between ARVC and **SCT, Inc.**, licensing the use of the name ARVC in connection with a trade association in Japan. The agreement is on file at ARVC headquarters and available on request.~~

~~Contract no longer active.~~

LEGAL OPINIONS/CONTRACTS

SERIES 816

BMI contract approved by the Board in April, 1994 and by the Executive Committee in May, 1994. The contract is on file at ARVC headquarters and available on request.

Agreement between **BMI** and ARVC to provide music licensing at reduced prices to members. Contract dated 3/18/2003 is for one year. Agreement shall automatically renew for additional periods of one year each, unless cancelled by either party upon ninety days advance written notice. Offers a 10% discount to members and a 2% commission to ARVC. Agreement on file at ARVC headquarters. (Approved by ARVC Board February 2, 2003)

See Series 814 for ASCAP.

~~**LEGAL OPINIONS/CONTRACTS**~~

~~**SERIES 817**~~

~~Agreements with **AT&T** and **TSC** to provide ARVC members with a commission pay phone program.~~

~~Approved by the ARVC Board by mail ballot concluded on August 12, 1994. The contract is on file at ARVC headquarters and available on request.~~

~~This contract expired on August 12, 1997 and was not renewed.~~

~~**LEGAL OPINIONS/CONTRACTS** _____ **SERIES 818**~~

~~Agreement with **CampSamp, Inc.** to provide ARVC members with a discount purchasing program. Approved November 28 & 30, 1994.~~

~~In July, 1996, the ARVC staff notified CampSamp Inc. that the contract was being terminated for non-performance by CampSamp.~~

~~**LEGAL OPINIONS/CONTRACTS** _____ **SERIES 819**~~

~~Agreement with **TSC** to provide pre paid phone card commission program. Contract approved by the Board on May 2, 1997. The contract is on file at ARVC headquarters and available on request.~~

~~October 15, 2000: This contract is no longer in effect.~~

~~**LEGAL OPINIONS/CONTRACTS** _____ **SERIES 820**~~

~~Agreement between **Innovative Communications, Inc.** and ARVC to provide long distance pay phone program. Contract is on file at ARVC headquarters and available on request.~~

~~This contract was terminated August 1, 2003 due to cancellation of programs of this type by AT & T.~~

~~**LEGAL OPINIONS/CONTRACTS** _____ **SERIES 821**~~

~~Agreement between the **National Campground Buying Cooperative(NCBC)** and ARVC approved by the Board by mail ballot in September, 1997 to endorse the NCBC program. Contract is on file at ARVC headquarters and available on request.~~

~~On February 7, 1999, the Board voted to terminate its endorsement of NCBC. The contract referred to above is removed from the Policies & Procedures Manual effective April, 1999.~~

~~**LEGAL OPINIONS/CONTRACTS** _____ **SERIES 822**~~

~~Agreement between **MetroPhone Telecommunications, Inc.** and ARVC approved by the Board on November 20, 1997 to provide pay phone services to ARVC members. Contract is on file at ARVC headquarters and available on request.~~

~~On August 25, 2000, ARVC canceled this contract for cause.~~

~~**LEGAL OPINIONS/CONTRACTS** _____ **SERIES 823**~~

~~Agreement between **John Deere, Inc.** and ARVC approved by the Board on November 14, 1998 to offer discounts on maintenance equipment to ARVC members through March 31, 1999. Contract is on file at ARVC headquarters and available on request.~~

~~This contract was extended in 1999 to continue indefinitely or until termination by either party. Please see Series 840 for more details.~~

LEGAL OPINIONS/CONTRACTS

SERIES 824

Agreement between **Hustler, Inc.** and ARVC approved by the Board on November 14, 1998 to offer discounts on maintenance equipment to ARVC members. Contract is on file at ARVC headquarters and available on request.

Agreement is with Excel Industries 12/16/1998 for one year with automatic 1 year renewals to provide commercial lawn maintenance equipment to ARVC members at a discount. Either party may cancel the agreement in writing, 60 days prior to the anniversary date.

~~**LEGAL OPINIONS/CONTRACTS**~~

~~**SERIES 825**~~

~~Agreement between **DRIASI, Inc.** and ARVC approved by the Board on November 14, 1998 to provide insurance services to ARVC members. Contract is on file at ARVC headquarters and available on request.~~

~~DRIASI, Inc. was acquired by Ramage & Sheahan, December 2001. Ramage & Sheahan when contacted had no record of the Association's participation. The contract is no longer in effect.~~

~~**LEGAL OPINIONS/CONTRACTS**~~

~~**SERIES 826**~~

~~Agreement between **Profiles International** and ARVC approved by the Board on April 8, 2000 designating Profile International as an official ARVC benefit provider. Contract is on file in the ARVC headquarters.~~

~~Contract dated 5/22/2000 for one year with automatic one year renewals. Either party may terminate upon written notice of material violation, if not cured within 60 days. Profiles International provides employee testing, background checks, etc.~~

~~Agreement no longer active.~~

LEGAL OPINIONS/CONTRACTS

SERIES 827

Agreement between **Evergreen USA RRG** and ARVC approved by the Board on October 30, 2000 to designate Evergreen as the official ARVC insurance provider and to provide Evergreen with certain promotional benefits in return for financial consideration spelled out in the contract. Contract is for five years. The original contract is on file in the ARVC headquarters.

Contract dated November 1, 2000 for a period of five years, ending on December 31, 2005. Contract may be terminated by Evergreen USA at the end of any quarter if ARVC endorses another insurance entity. Contract may be terminated by ARVC at the end of any quarter if Evergreen USA becomes the official or recommended or endorsed insurance provider of any national not-for-profit entities serving the camping and RV Park industry. Evergreen USA shall pay ARVC the sum of \$50,000 annually for the first two years of the contract, and \$60,000 annually for the next three years of the contract.

Contract renewal dated May 3, 2005 and the term is for a period of five (5) years from September 1, 2005 through August 31, 2010. Termination rules remain the same as first Agreement. Evergreen USA will pay ARVC the sum of \$68,258 annually for each year of the contract. Payments are paid quarterly.

~~**LEGAL OPINIONS/CONTRACTS**~~

~~**SERIES 828**~~

~~Agreement between **American Guide Service (AGS)** and ARVC approved April 28-29, 2001 to designate AGS as the official ARVC website provider with certain promotional and financial benefits to both parties. The contract is for five years and expires April 2006. The original contract is on file in the ARVC headquarters.~~

~~Contract expired.~~

LEGAL OPINIONS/CONTRACTS

SERIES 829

Agreement between **Maintenance Warehouse** (A Home Depot Company) and ARVC approved January 27, 2002 to offer over 13,000 catalog items to ARVC members at their steepest discount price. Contract is for one year and is renewable for 2003. The original contract is on file in the ARVC headquarters.

Contract dated February 1, 2002 for a period of one year. Agreement will automatically renew for a period of one year, from January 1 to December 31 under the same terms and conditions unless either party provides written notice terminating the agreement no later than November 30. Maintenance Warehouse provides maintenance materials to ARVC members at a discount.

Name change to **Home Depot Supply** in 2006. Details of the Agreement remain the same.

~~LEGAL OPINIONS/CONTRACTS~~ ~~_____~~ ~~SERIES 830~~

~~Agreement between **NOVA** and ARVC to provide discounts on credit card processing. Original agreement was for three years with automatic renewals unless cancelled with 180 days notice. The original contract is on file in the ARVC headquarters.~~

~~Contract dated May 17, 2000 for a period of one year. Agreement will automatically renew for a period of one year unless either party provides written notice terminating the agreement with 180 days notice.~~

~~This agreement was not be renewed by NOVA and will cease April 13, 2005. NOVA was bought out by US Bank who wanted an exclusive agreement with ARVC.~~

~~LEGAL OPINIONS/CONTRACTS~~ ~~_____~~ ~~SERIES 831~~

~~Agreement between **HomeTown Hearth & Grill** (A division of Suburban Propane) and ARVC which was approved April 17 and 18, 2002. Agreement is for 3 years. Contract is on file at ARVC headquarters.~~

~~Staff Updated: November 11,2002~~

~~Agreement dated June 17, 2002 for a period of three years, automatically renews for a term of one year unless either party provides written notice of termination 60 days prior to conclusion of any term. HomeTown Hearth & Grill discounts equipment to ARVC members. Reimbursement to ARVC is 2% of actual gross sales paid annually.~~

~~This agreement will be cancelled June 17, 2005 due to poor performance of program.~~

~~LEGAL OPINIONS/CONTRACTS~~ ~~_____~~ ~~SERIES 832~~

~~Agreement between the **Professional Paddlesports Association(PPA)** and ARVC to participate with ARVC in the InSites Parks & Paddles Convention & Expo. Agreement is for two years (2003 and 2004) and may be extended based on mutual agreement. Agreement is on file at ARVC headquarters. (Approved by ARVC Board February 2, 2003)~~

~~This agreement was not renewed for 2005.~~

~~LEGAL OPINIONS/CONTRACTS~~ ~~_____~~ ~~SERIES 833~~

~~Agreement between **AT & T** and ARVC to provide members commission on pay phone programs. The original agreement is on file in the ARVC headquarters. (Approved by ARVC Board February 2, 2003)~~

Agreement dated 9/16/2000 for a period of two years. New agreement was approved, signed and returned to AT & T February 2003. AT&T failed to sign agreement; notification was received March 28, 2003 of their intent to cancel programs of this type.

The agreement was terminated as of August 1, 2003 due to cancellation of programs of this type by AT & T.

LEGAL OPINIONS/CONTRACTS

SERIES 834

Agreement between **Ferrellgas** and ARVC to provide discounts on propane to members. Agreement on file at ARVC headquarters. (Approved by ARVC Board February 2, 2003)

Agreement dated 2/20/2003 for a term of two years. Agreement automatically renews for a period of one year unless either party proposes modification or termination in writing thirty days prior to renewal date. ARVC members purchase propane at .37 cpg over laid-in cost. Annual reimbursement to ARVC of .01cpg is remitted by January 31.

LEGAL OPINIONS/CONTRACTS

SERIES 835

Agreement between **Mass Marketing Insurance Consultants** and ARVC to offer health insurance to members. Agreement on file at ARVC headquarters. (Approved by ARVC Board February 2, 2003)

Agreement dated from February 12, 2003 for a period of three years. Agreement automatically renews for three year terms unless at least 90 days prior to the end of the term one party notified the other party of its intention not to renew. ARVC receives royalties of one percent of all gross premiums collected from ARVC members.

LEGAL OPINIONS/CONTRACTS

SERIES 836

Agreement between **Miracle Recreation Equipment Company** and ARVC to provide playground equipment at reduced prices to members. Agreement on file at ARVC headquarters. Agreement signed February 25, 2003. Offers 12% discount to members; ARVC receives 3% of net sales revenue. Three year agreement which may be extended for additional one year terms upon mutual written agreements. Expires February 24, 2006. (Approved by ARVC Board February 2, 2003)

Program discontinued January 2007.

LEGAL OPINIONS/CONTRACTS

SERIES 837

Agreement between **TripKing** and ARVC to provide an online trip planning service branded for the Go Camping America website. This is a two year agreement. Agreement on file at ARVC headquarters. (Approved by ARVC Board April 9, 2003)

Program discontinued 2005.

LEGAL OPINIONS/CONTRACTS

SERIES 838

Agreement between **Friend Communications** and ARVC to provide a real time online reservation service to members with a 1 1/2 % commission to ARVC. Agreement on file at ARVC headquarters. (Approved by ARVC Board April 28, 2003)

Agreement dated May 8, 2003 for a term of two years. Agreement automatically renews for one year unless written notification is received prior to expiration of term. Agreement continues through expiration date or 90 days from date of notification which ever is later.

LEGAL OPINIONS/CONTRACTS

SERIES 839

Agreement between **John Deere** and ARVC to provide discounts on equipment to members. Agreement on file at ARVC headquarters. (Approved by ARVC Board April 9, 2003)

Agreement dated January 2, 2001 for a term of three years with automatic one year renewals provided that sales to ARVC members maintain a \$350,000 level for any given year during the term. After the three year initial term, cancellation of the "National Account Sales Agreement" shall automatically void the agreement. Either party may terminate upon written notice of its intent 60 days prior to the agreement's automatic renewal. "The National Account Sales Agreement" is for a term of one year, expired on October 31, 2003. Legal is in the process of amending the original agreement to negate the need for yearly renewal of the "National Account Sales Agreement".

~~LEGAL OPINIONS/CONTRACTS~~

~~SERIES 840~~

~~Agreement between **Ottomanelli Gourmet Foods, Inc.**, and The National Association of RV Parks & Campgrounds (ARVC) to market directly to ARVC member parks or through ARVC's websites Ottomanelli meats, poultry, fish and frozen meals. Members will purchase merchandise at 75% to 78% discount off suggested retail price. ARVC to receive 2% of net sales through ARVC endorsements payable monthly.~~

~~Agreement dated June, 2003 and remains in effect to June 2004 when agreement can be automatically renewed unless either party wishes to terminate the Agreement.~~

~~Program discontinued 2005.~~

~~LEGAL OPINIONS/CONTRACTS~~

~~SERIES 841~~

~~Agreement between **National Processing Company, LLC (NPC)** and The National Association of RV Parks & Campgrounds (ARVC) to provide credit card processing to ARVC members. NPC will pay ARVC on a monthly basis .05% of monthly sales volume.~~

~~The initial term of the Agreement is three (3) years and shall be renewed for one (1) year term(s) thereafter unless either party provides notice of non renewal in writing to the other party at least thirty (30) days prior to the end of the then current term. If ARVC terminates the Agreement, NPC shall have no further obligation to pay any referral fees to ARVC.~~

~~Agreement dated September 2003 and expires in September 2006.~~

~~LEGAL OPINIONS/CONTRACTS~~

~~SERIES 842~~

~~Agreement between **Woodall Publications Corp** and ARVC to offer free listings and discounted advertising in *Woodall's 2005 Go & Rent... Rent & Go Guide*. Only ARVC members appear in bold type and if member agrees to distribute for free a minimum of 192 copies during the calendar year they will receive a \$125 non-advertiser listing for free. Advertising will be discounted 15% to ARVC members. Woodall's will also provide ARVC with rental contact for the www.GoCampingAmerica.com website at ARVC's request and ARVC may link to the Woodall website to sell copies of the rental guide.~~

~~Annual agreement dated 11/2003 expires December 31, 2004 and can be renewed each year if mutually agreed upon.~~

~~Agreement renewed 11/2/2004 expires December 31, 2005 and can be renewed each year if mutually agreed upon.~~

LEGAL OPINIONS/CONTRACTS

SERIES 843

Agreement between **Staples Business Advantage**, A Division of Staples Contract & Commercial, Inc. and The National Association of RV Parks & Campgrounds (ARVC) to offer members the opportunity to receive SBA program prices or less plus a further 5% discount form Copy or Printing Services with the retail store. ARVC receives a rebate which is paid twice a year: 1.5% rebate on sales between \$12,000 to \$50,000; 2% on sales between \$50,001 - \$75,000 and 2.5% on sales that exceed \$75,000.

Term of Agreement is a period of two years beginning on September 1, 2004 and ending on August 31, 2006. The Term may be extended for two additional one year periods upon the mutual written agreement of the Parties. Either Staples or ARVC may terminate this Agreement in whole or in part with a 30 day written notification to the other party.

LEGAL OPINIONS/CONTRACTS

SERIES 844

Agreement between **Polar Graphics, USA/Artic Circle Enterprises** and the National Association of RV Parks & Campgrounds (ARVC) to permit Polar Graphics use of the Go Camping America trademark in connection with the production of wearables and other products in return for a royalty of five percent (5%) of Polar's gross receipts from the sale of merchandise with the GCA logo.

The initial term of the Agreement is three (3) years from March 11, 2005. The Agreement may then be renewed on similar terms or other terms mutually agreed upon. This Agreement may be terminated by either party with at least thirty (30) days notice in advance of the end of the intial term or of any such renewal term.

LEGAL OPINIONS/CONTRACTS

SERIES 845

Agreement between **Amerigas Propane, L.P.** and the National Association of RV Parks & Campgrounds (ARVC) to provide propane to ARVC members.

The initial term of the Agreement is for three (3) years beginning on June 20th, 2005 and ending on June 20th, 2008 and will automatically renew from year to year thereafter. Either party may terminate the Agreement on the Expiration Date or any anniversary thereafter by giving the other party at least six (6) months prior written notice. ARVC does receive \$.01 on propane once 250,000 gallons has been sold.

LEGAL OPINIONS/CONTRACTS

SERIES 846

Agreement between **Heartland Payment Systems, Inc.** and the National Association of RV Parks & Campgrounds (ARVC) to provide credit card processing, debit card processing, check processing and gift card services.

A royalty fee is paid to ARVC based on ten percent (10%) of the Net Income generated on monthly MasterCard/Visa volume for each participating member. The term of the Agreement is for three (3) years from June 3, 2005 and automatically renews at the three (3) year anniversary for three (3) additional years at the same conditions in the original Agreement unless written intent not to renew is given by either party not less than ninety (90) days prior to the end of any term. The Agreement may be terminated by either party, with our without cause, by giving written 180-day notice.

LEGAL OPINIONS/CONTRACTS

SERIES 847

Agreement between **Payment Processing Consultants, Inc. (PPC)** and the National Association of RV Parks & Campgrounds (ARVC) to offer a discounted credit card processing program to ARVC members.

ARVC is paid 0.05% (5) basis points on monthly transactions processed by ARVC member parks. Payment is based on net total dollar value of Visa and MasterCard sales process by members.

The initial term of this Agreement is for one (1) year and automatically renews for successive one (1) year terms. After completion of the initial term, either party may terminate by providing thirty (30) days written notice to the other party.

LEGAL OPINOINS/CONTRACTS

SERIES 848

Agreement between **MapQuest (now GeoNova)** and the National Association of RV Parks & Campgrounds (ARVC) to provide printed atlases with listings of ARVC member parks and map locations of member parks. Currently, they produce an RV park & campground atlas for: Barnes & Noble; National Geographic; and Cabela's. Those titles may change on an annual basis.

The license Agreement began on July 15, 2004 and ends on December 31, 2009. ARVC receives a fee for each atlas sold by an ARVC member.

LEGAL OPINIONS/CONTRACTS

SERIES 849

Agreement between **AIQuemy LL** and the National Association of RV Parks & Campgrounds (ARVC) to provide technical support, development, and consultation services for FileMaker Pro database system, Adobe Acrobat and other information/publishing systems on an as-needed basis.

The term for the Agreement is for one (1) year from July 29, 2005. The Agreement can be terminated by either party without cause by giving 30 days written notice.

LEGAL OPINIONS/CONTRACTS

SERIES 850

Agreement between **Friend Communications, Inc.** and the National Association of RV Parks & Campgrounds (ARVC) to provide Internet services to ARVC and to host the www.GoCampingAmerica.com website. Friend also provides ARVC website management and real-time on-line reservation capabilities.

The initial term of this Agreement is three (3) years from the Effective Date which is November 21, 2005. The Agreement automatically renews for subsequent twelve (12) month terms unless either party notifies the other in writing prior to the expiration of the Initial Term or Renewal Term. This Agreement supersedes the Master Alliance Agreement between the two parties dates May 9, 2003 related to reservation services. (Series 839)

LEGAL OPINIONS/CONTRACTS

SERIES 851

Agreement between **GPS POI US** and the National Association of RV Parks & Campground (ARVC) to offer the GoCampingAmerica.com RV park and campground directory information in GPS points-of-interest (POI) format for consumers to purchase and download into leading GPS devices such as Garmin, Magellan, TomTom and Navman.

Term of agreement is for one year from 1/22/07 with automatic one year renewals unless either party gives the other no less than thirty days written notice of termination.

LEGAL OPINIONS/CONTRACTS

SERIES 852

Agreement between **JLBG Health-Assurant Affinity** and the National Association of RV Parks & Campgrounds (ARVC) to provide health insurance benefits to ARVC members on a voluntary basis with no minimum membership participation requirements for major medical, life, dental and vision benefits.

Term of agreement is one (1) year from February 1, 2007 with automatic annual renewals unless the Association chooses to terminate the Agreement with 30 days written notice. A trademark licensing fee in the amount of \$400 per month for the first 3 months of the Agreement will be paid to ARVC. The

licensing fee can be adjusted once every quarter based on the value of the Association trademark in relation to the health care plans offered to the membership.

LEGAL OPINIONS/CONTRACTS

SERIES 853

Agreement between **AGS Internet Services (AGS)** and the National Association of RV Parks & Campgrounds (ARVC) for AGS to optimize the content and provide Search Engine Optimization (SEO) on selected pages within ARVC's www.GoCampingAmerica.com website including the overview pages for every state and the park search pages for every state.

ARVC pays \$4,500 for this service on an annual basis. The term of the Agreement is for one (1) year from the date of February 16, 2007. It is not automatically renewed.

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DOLLAR COIN POLICY

SERIES 1001

WHEREAS, many services offered by campground owners to their customers are done automatically by pay phones, vending machines, coin laundries, and amusement games, and;

WHEREAS, a dollar coin would reduce operating expenses and provide greater convenience to the customer, and:

WHEREAS, dollar bill acceptors would not have to be installed on every device, and change machines would not be required at many locations; now, therefore:

BE IT RESOLVED that the National Association of RV Parks & Campgrounds support legislation in the United States Congress to replace the dollar bill with a dollar coin and to lend its name to the efforts of the Coin Coalition, located in Washington, DC.

Approved: November 27-28, 1989

BILLBOARD POLICY

SERIES 1002

ARVC recognizes the value of outdoor advertising as a means of attracting customers to our campgrounds. At the same time, ARVC does not advocate, condone or defend the indiscriminate use of billboard advertising. ARVC encourages its members to obey state and federal laws, and to show conscience and social responsibility in the design and placement of signs.

Following are some of ARVC's specific policies and philosophies regarding billboard advertising.

1. ARVC will not defend illegally-placed billboards or signs.
2. ARVC feels that outdoor billboard signs must be attractively maintained and that state and local laws should be designed to assure that owners of billboards can properly maintain the structures in a safe and attractive manner.
3. ARVC believes that, for the campground industry, informational and directional billboard signs are of primary importance. ARVC recognizes, as well, the value of billboards in establishing name identification for an advertiser.
4. ARVC supports logo signs on the interstate highway system, and supports the idea of extending logo signs to other road systems as a supplement to private signs providing traveler information.
5. ARVC believes that state and local authorities have the necessary authority to regulate the use of billboards in certain areas of outstanding scenic beauty and that further legislation and/or regulation is unnecessary.
6. ARVC supports the concept of fair and just compensation to the owner of billboards should local, state or federal authorities adopt legislation regarding the removal of bill-boards.

(Also reference Series 1030, Policy on 2003 Federal Surface Transportation Reauthorization)

Approved: April 21-23, 1990

Amended: April 7-9, 1991

GRASSROOTS LOBBYING & SUPPORT OF ARVC FEDERAL GOVERNMENT RELATIONS ACTIVITIES

SERIES 1003

The operation of a federal government relations program by the National Association of RV Parks & Campgrounds is a critical part of the association's activities. ARVC Government Relations activities include, but are not necessarily limited to:

1. providing information and representing the interests of the industry to members of the Congress (House and Senate), congressional staff, and congressional agencies such as the Congressional Research Service, the Congressional Budget Office, the Congressional Travel and Tourism Caucus, etc.
2. providing information and representing the interests of the industry to Executive Branch federal agencies.
3. providing information and representing the interests of the industry to independent federal agencies.
4. providing, upon request by a member and/or affiliated state association, and within the resources available, third party testimony and expert advice to state legislatures and agencies.
5. participation in coalitions and organizations whose purposes are to promote positions deemed to be in the best interests of the National Association of RV Parks & Campgrounds.
6. establish and maintain contacts with national associations whose interests and positions are compatible with the campground industry, or whose actions and involvement may impact upon the travel, tourism and recreation industries.

The execution and implementation of the ARVC Government Relations program is the responsibility of the President.

ARVC policies are determined by the ARVC Board of Directors in accordance with recommendations put forth by the Government Relations Committee and/or resolutions adopted by the membership.

In many instances, government relations issues can best be addressed by enrolling the assistance of various individual members of ARVC and/or affiliated state associations.

When, in the judgement of the President and Government Relations Committee, it is necessary to actively involve the membership of ARVC in a government relations issue, the following policies shall guide that involvement:

1. Each affiliated association shall designate one individual to serve as government relations liaison with the national ARVC headquarters. That individual shall coordinate necessary actions suggested by ARVC.
2. ARVC shall provide, to its maximum ability, necessary data, information, intelligence, materials and other forms of support, to the state liaison for distribution.
3. ARVC shall provide necessary guidance, assist in making contacts, and monitor the results of grassroots contacts and lobbying.
4. Although not all states may share concern over an issue in an equal fashion, all states should respond when requested to become involved.
5. Each state should create a "quick action network" which can mobilize member action quickly when needed.
6. ARVC reserves the right to contact members directly to enlist their assistance.

At times, ARVC may be called upon to provide financial support for candidates for federal office. ARVC does not maintain a political action committee and cannot expend association funds for donations to candidates. When it is deemed to be in the interest of the industry to support a candidate, the President may

seek support from state association executives and leaders and from individual members residing in the state or district of the candidate involved.

At times, individual members of ARVC may wish to enlist the support of ARVC in a federal issue. In those cases, the following guidelines apply:

1. Members of ARVC are encouraged to first contact their state association, if one exists in their state, and advise the state president and/or executive director of the issue.
2. The state president and/or executive director should analyze the information received from the member and make the determination if it is necessary to contact the national ARVC office.
3. When an issue is referred to ARVC for assistance, the referring state and/or member must be prepared to take an active role in working the issue by making contacts with state and federal officials as directed by ARVC.

Approved: November 26-27, 1990

POLICY ON COMMERCIALIZATION OF ROADSIDE REST AREAS ON INTERSTATE HIGHWAYS **SERIES 1004**

Whereas, the states have already constructed over 1,400 interstate rest areas with several hundred more scheduled to be constructed, and

Whereas, such rest areas meet the needs of a majority of travelers requiring to use restroom facilities, make telephone calls, and purchase snack food and drinks, and

Whereas, there are already sufficient existing traveler services located in thousands of small communities at interstate interchanges that would be in great jeopardy should interstate highways permit commercialization of rest areas, and

Whereas, these businesses, representing both small proprietor- ships and large corporations, have invested millions of dollars to serve the needs of the traveler, and

Whereas, the economic viability of many towns and communities along the interstate highways rely on travelers for their livelihoods, and

Whereas, the investment required to provide services along the interstates directly would be substantial and generally tend to place local and/or smaller businesses at great disadvantage, therefore,

The National Association of RV Parks & Campgrounds is of the position that the states should not be permitted to commercialize interstate rest areas and,

Shall actively represent this position to the Federal Highway Administration and the US Senate and House of Representatives.

Further, the ARVC shall work together with like-minded associations, coalitions and interests in attempting to defeat legislation that would permit such commercialization.

(Also reference Series 1030 Policy on 2003 Federal Surface Transportation Reauthorization)

Approved: November 26 & 27, 1991

CORPORATE AVERAGE FUEL ECONOMY STANDARDS (CAFE)

SERIES 1005

WHEREAS, the camping industry is concerned about fuel economy and reliance upon foreign energy sources legislation currently being considered by the United States Congress would force auto-makers to reach unrealistically high fuel economy standards which affect vehicle sizes vital to the camping industry, and

WHEREAS, a major increase in corporate Average Fuel Economy (CAFE) standards would sharply limit consumers' choice of vehicles, limiting them to choose from mini-compact, subcompact and compact cars, few of which are useful in towing or trailering equipment and other items used by campers, which significantly disrupts vehicle choice, and

WHEREAS, many safety experts have expressed concern that a drastic increase in the CAFE standards would increase risk of fatalities and injuries because of smaller and lighter operating on the roads and highways, now therefore:

BE IT RESOLVED, that the National Association of RV Parks & Campgrounds opposes legislation which would drastically increase CAFE standards for cars, pickup trucks and vans, and

BE IT FURTHER RESOLVED, that a copy of this resolution will be forwarded to each member of Congress.

AMERICANS WITH DISABILITIES ACT

SERIES 1006

Members of the National Association of RV Parks & Campgrounds (ARVC) support the intent of the Americans With Disabilities Act and have pledged to strive diligently to meet its requirements. ARVC members have traditionally made efforts to assist all those people with varying physical and intellectual capabilities to fully enjoy the camping and outdoor experience. Campers who need special assistance are strongly encouraged to let a campground/RV park staff member know of their requirements so the staff of this facility may respond fully and adequately to their request.

Adopted: December 6-9, 1992

NATIONAL ENERGY POLICY

SERIES 1007

The National Association of RV Parks & Campgrounds favors a comprehensive, balanced national energy strategy. Such a strategy can make an important contribution towards our nation's energy and economic security. The ARVC believes that a national energy strategy for the United States should include:

*incentives and/or provisions that facilitate the search for domestic energy sources which could be developed and are economical and environmentally acceptable.

*incentives and programs to encourage increased research to develop alternative fuels that are technologically viable, affordable and safe.

*incentives and programs that will assure that cost efficient, safe, and energy efficient products are widely available.

~~The ARVC opposes any increase in energy taxes that fall more heavily on oil and gasoline unless such increases are specifically earmarked for the Highway Trust Fund or for increased attention to the upgrading, repair and maintenance of the nation's transportation infrastructure.~~

Approved: May 7 & 8, 1993

ARVC supports modest increases in the federal motor fuels tax sufficient to provide funding to meet the national highway needs only if all motor fuel tax revenues are specifically earmarked for the Highway Trust Fund.

Revised January 31, 2004

ARVC supports oil exploration and extraction to increase the nation's supply of domestic energy provided that such exploration and extraction utilizes the best available technology to minimize any harm to the natural environment and wildlife.

Approved: April 28-29, 2001

**MEMORANDUM OF AGREEMENT BETWEEN THE NATL. ASSN. OF
STATE PARK DIRECTORS AND ARVC**

SERIES 1008

The memorandum is on file at ARVC headquarters and available on request.

Approved: Nov 29, 30 & Dec 1, 1993

POLICY ON YEAR ROUND SCHOOLS

SERIES 1009

The National Association of RV Parks & Campgrounds supports quality education and learning opportunities and those reforms that improve academic performance in the classroom.

Based on available research, we see little evidence that a year-round calendar significantly improves the quality of education and academic achievement.

We support Time To Learn and other efforts to monitor year-round schools and their impact on education and to offer the public additional information on the issue.

Until there is proof that year-round schools significantly improve the quality of education, the Association cannot endorse the concept and will support only those education reforms proven to enhance education and cost efficiency.

Approved: Nov 29, 30 and Dec 1, 1993

SERIES 1010

**SUGGESTED GUIDELINES FOR PUBLIC AGENCIES DEVELOPING PRIVATE SECTOR
CONCESSION OPPORTUNITIES FOR THE OPERATION OF CAMPGROUNDS & RV PARKS**

Approved: April 22, 1994

The National Association of RV Parks & Campgrounds hereby provides this information and guidance on criteria for the private sector development of campground facilities on public lands.

The information provided below is generic in nature and would apply to any public lands project.

There are two distinct types of concession opportunities currently being offered by public land agencies. The first type is what you might be called a "soup to nuts" concession that includes the necessity for the bidder/concessionaire to conduct their own feasibility study, site and market analysis, construction planning and actual construction and subsequent operation of the facility.

The second type of concession is one in which the concessionaire assumes operating responsibility for an existing public facility.

The first type of concession will appeal to larger companies whose expertise is as likely to be in real estate development as it is in recreational facility operation. There are financially capable firms with expertise in campground/RV park development and operations on a large scale but they are few and far between. However, ARVC strongly urges public agencies to make a special effort to seek out these companies and to give special consideration to bidders whose background and history in development and operations demonstrate successful experience in the RV Park and campground business.

Smaller business interest and ability to compete for concession opportunities of this first type will be limited. In all likelihood local business people will not be in the pool of bidders for “soup to nuts” concession opportunities.

The second type of concession will be within reach of many more potential bidders with experience in campground and RV park operations and it is more likely that local business people currently in the campground industry may find these opportunities attractive.

As a general rule, ARVC believes that campground development in the public sector be governed by the ANSI A119.4 National Standard for Recreational Vehicle Parks and Campgrounds and that this document be referenced in bid solicitations. The standard contains definitions and guidelines that are familiar to the private sector and that have been developed through a national consensus process. The standard provides sound guidelines, which are accepted in the private sector. The standard is updated regularly and the latest edition is 1996.

Adherence to the national standard establishes minimum criteria for meeting both private sector business and consumer needs and interests. In addition, adoption of the ANSI standard by the public sector will also assure adoption, by reference, of a number of other pertinent standards in a variety of operational areas.

In addition, the RV Park & Campground Industry Model Code Advisory Panel has completed a national model code and research paper. These documents include, by reference, the ANSI standards but also suggested a number of additional areas where sensible regulation is the best interests of the consumer and the business operator. The ARVC Board of Directors endorsed the Advisory Panel’s Model Code and has published the model code and research paper. These documents should also be considered for adoption by public agencies.

The following guidelines are generic and should be considered by all public agencies preparing bid solicitations to attract private sector concessionaires to operate public facilities.

1. The minimum number of sites needed to make a project economically viable will generally be determined by the projected cost of construction combined with factors such as projected occupancy rates, consumer appeal of the area, and projected maximum fees which anticipated traffic will bear the area. As a rule of thumb, a minimum of 150 sites in a relatively reasonable area would be needed for viable project (dispersing or spreading the sites over an usually large area increases construction and operational cost therefore would likely increase the number of sites necessary for a viable project).

2. RV park and campground facilities may range in densities from 5 to 25 sites per acres. The density will depend on the type of outdoor experience the sponsoring agency wishes to offer, the need to protect the environment and natural setting. With add-on appendages to many of today’s RVs (awnings and slide outs, for example) there should be adequate distance between sites to allow flexibility in the use of the sites consistent with privacy and protection provided for adjacent campers. The minimum accepted standard for separation between camping units (RVs or tents) is 10 feet.

3. The maximum investment to construct the minimum number of sites required for viable operation is impossible to calculate on anything other than a project by project basis. These are simply too many determinants that are specific to offer a figure. When all development cost are considered (roads, utilities,

restrooms, shelters, pools, etc.) We are aware of investments as low as \$5300 per site to as high as \$12,000 per site for projects with 150 sites. In addition to these figures, however, the private sector frequently is faced with additional “impact fees” assessed by local jurisdictions to cover environmental impact of the project. If the concessionaire is faced with these kinds of fees, the feasibility of the project changes significantly.

(It should be noted that impact fees have been a major obstacle in the growth of the RV park industry and the reason why so few new campgrounds are being built today).

It must also be noted here that it should be the responsibility of the sponsoring agency to conduct its own environmental studies of the proposed location prior to soliciting bidders. Bidders should be assured that they are bidding on a site that is approved for the type of facility desired by the sponsoring agency.

4. If availability of water and/or sewage is limited, the costs associated with developing campgrounds and the minimum number of sites required for economic viability must be judged in a manner similar to #1 above. Additional costs associated with providing water and sewage services will obviously increase the cost of operations and will impact on the economic viability of the project.

5. For a full “soup to nuts” project with the attendant risks, a developer would expect a 20% cash return on their cash investment. For smaller projects where a concessionaire is assuming responsibility for operations of an existing facility, the risks are far less and a return in 12-15% range might be considered acceptable.

6. The minimum season of operation and the occupancy rates are variables based on location and determination of when the camper wants to camp. The public agency should allow the operator flexibility to operate the facility when the operator believes it is economically important to do so. Restricting the length of season due to needs and requirements that are outside the campground operation may place an unnecessary burden on the campground operator and may reduce the attractiveness of an REP opportunity.

7. Private sector development always starts with three major criteria-location, location and location. Offering inaccessible, low traffic, low demand areas and sites with extreme development difficulties (far from utilities, inhospitable terrain, no recreational amenities, etc.) Will not attract qualified and capable concessionaires. A common practice of offering highly attractive opportunities to a concessionaire only when the concessionaire agrees to operate unattractive locations should be avoided.

8. Additional amenities or services to be offered by the operator beyond camping sites are critical to the success of the venture. Private sector operators should be permitted to operate camp stores, laundry facilities, recreation equipment rentals, marinas and boat launch areas, food services, vending machines (food, drink, propane grills, etc. and not necessarily games), ice and firewood services, bait and tackle shops, and other services consistent with consumer needs and the experience that the public agency wishes to provide.

9. Concessionaires should be bound to honor Golden Eagle passes and other federal, state or local discount programs unless they are given a more free hand in setting prices and fees.

10. Participation in reservation systems should be optional since it increases costs of operation and may be cost effective in all cases.

11. RFP's should stipulate levels of customer service desired by the sponsoring agency. As bid solicitations often stipulate how often bathrooms should be cleaned, similar standards for how customers should be served should also be requested from bidders. This is an important element in that it provides evidence of how the bidder understands the nature of the campground business.

12. Public agencies need to establish consistent levels of service and information to the private sector. Bureaucracies at all levels of government tend to be inconsistent and differences between areas, offices regions, etc. are obstacles that stand in the way of appropriate relationships between government and the private sector. This is confusing to business people who may be dealing with many jurisdictions

simultaneously. The system within each government agency need to be more coherent and sensible. Decentralized agency often lack coherent policy and leads to mis-communications, confusion and lack of confidence in information provided.

13. Documentation and requests for proposals should be simple and clear. It is our experience that too often proposals and public information is too lengthy, overly technical and legal, and generally difficult to read and understand. Again, consistency throughout the public agencies involved is important when dealing with businesses that do business all over the United States.

14. The use of a “preferred bidders list” should be abolished and contracts should be awarded based solely on ability to perform.

The ARVC Public-Private Competition Policy, as adopted by the Board of Directors on May 7-8, 1993 shall be a part of this policy statement and be appended hereto.

This paper is not exhausted but is intended to provide public agencies with basic guidelines for approaching the private sector when it is determined that campground facilities and encourages local, state, and federal government to utilize the concession method of operation whenever possible.

ARVC supports the private sector operation of public facilities and encourages local, state and federal government to utilize the concession method of operation whenever possible.

Approved: April 23-24, 1994

ENVIRONMENTAL POLICY STATEMENT

SERIES 1012

We, as a people and a nation, are the products of the frontier. Our forefathers conquered a wilderness. They forded rivers, climbed mountains, crossed vast expanses of prairie. America was bountiful, yielded to our demands, and gave us what was needed. But our demands have grown. Each ensuing generation has brought more people, more success, and more consumption.

The members of the NCOA are concerned about our deteriorating environmental. We recognize that continuing to live as our ancestors did on the frontier, is harmful to ourselves and the land. The NCOA is pledged to participate in the healing and preservation of the earth. We will be part of the solution rather than part of the problem, and will put forth our efforts as one organized and cohesive body.

Our environmental ethic serves as a code of conduct, a value system which shall take into account environmental issues. These issues shall include, but not being limited to air, water, soil quality, conservation of natural resources and energy, safe disposal of waste, and maintaining the integrity and beauty of all land.

Our environmental policies apply to the association in its operations and are intended to provide guidance to the members of the association in their own business activities. The environmental policies of the National Campground Owners Association are:

Environmental ramifications of our actions shall be factored into daily decisions on all issues. Whenever fiscally feasible, the environmentally sound process shall be preferred.

Conservation and protection of resources is essential. ARVC and its members shall participate in, encourage, and initiate whenever possible, conservation and protection programs that will be of benefit to society.

ARVC and its members should regularly evaluate our facilities, and operations and implement changes where applicable to operate as pro-environmentally as possible.

To assure the integrity of wilderness and remote areas we shall promote the responsible use of all lands and take necessary steps to avoid contaminating or otherwise doing harm to the natural environs.

To encourage the proliferation of native species of animals and plant life, we shall promote providing natural plots and safe havens on our lands. Alterations of natural areas will be avoided whenever possible.

NCOA will play a leadership role in making the public aware of the importance of environmental concerns. We will support educational efforts to preserve and protect our environment. We seek to inspire our campers and guest to begin their own earth-friendly campaigns.

NCOA shall “adopt” the Take Pride in America campaign sponsored by the US Department of the Interior, and shall encourage its members to become leaders in Take Pride in America projects in their communities and state.

Approved: December 9, 1991

POLICY ON THE US TRAVEL & TOURISM ADMINISTRATION

SERIES 1013

1. ARVC clearly supports the need for their to be an agency whose primary function is to encourage people from around the world to visit the United States and to provide basic information about touring and traveling in the US.
2. ARVC believes that the federal government must provide a majority of the funds necessary to assure that this function is appropriately carried out.
3. ARVC will support the development of a public/private partnership, a quasi-public corporation or other form of venture o long as the needs, rights and competitive position of small business are guaranteed at all times.
4. ARVC does not support the imposition of any type of dedicated tax or user fee for the purpose of funding a USTTA organization.

Approved: April 28-30, 1995

POLICY ON TAXES & DEFICIT REDUCTION

SERIES 1014

(NOTE: This series is superseded by Series 1027. Approved on 2/2/03.)

ARVC considers reducing the federal deficit to be of paramount importance.

ARVC supports all efforts to reduce the federal tax burden on all Americans. ARVC supports the tax reduction proposal of President George W. Bush that calls for reductions in the personal income tax rates and other tax reforms and reductions. ARVC especially supports the elimination of the estate tax as part of the tax reduction proposal of President Bush.

Approved: April 28-31, 1995

Revised: January 28, 2001

POLICY ON THE SMALL BUSINESS ADMINISTRATION

SERIES 1015

ARVC believes that the significance of small business in America that requires that the federal government pay special attention towards that sector of American business. Furthermore, ARVC believes that the agency charged with serving the needs of small business should be elevated to cabinet status to assure that

the special needs of smaller business are considered in the development of all public policy at the highest levels of government.

Approved: April 28-31, 1995

ARVC POSITION ON PUBLIC LANDS AND CAMPGROUNDS

SERIES 1016

(NOTE: This series is superseded by series 1017. Approved on 5/2/97.)

THE NATIONAL ARVC POSITION ON PUBLIC LANDS AND CAMPGROUNDS SERIES 1017

ARVC supports convenient and open access of appropriate areas on public lands for motorized and non-motorized recreation. ARVC supports using public lands to meet the needs of a diverse recreating public, while working jointly with public and private interests to assure that the environmental concerns remain of paramount importance.

ARVC considers the existing public lands to be national treasures which should remain in the public domain and which should be available for the enjoyment of all Americans and international visitors. ARVC strongly advocates maintaining quality visitor services at these locations while preserving and protecting the natural state of our most treasured resources.

Currently, there are approximately 64 million campers among the American population which represents a wide diversity of camping experiences. ARVC believes that rustic camping experiences may be provided by the public sector. ARVC considers rustic campgrounds to be those identified as "Semi-Developed Campgrounds" in the ANSI A119.4 Standard for RV Parks & Campgrounds. That standard defines Semi-Developed Campgrounds as "A campground with two or more recreational vehicle or recreational park trailer unit sites, accessible by vehicular traffic. Roads, facilities (toilets and/or privies) are provided..."

ARVC opposes the use of public funds or private investments for the construction, upgrading and/or operation of RV parks and campgrounds by federal, state or local government entities or private concessionaires, if those public funds or private investments are used to create facilities containing amenities of the type typically found in developed RV parks and campgrounds as described in the current ANSI standard, A-119.4, and when those facilities can be provided by existing private sector RV parks and campgrounds in the nearby area, regardless of whether they are to be concessioned to a commercial operator or operated by government.

National ARVC opposes government operation of any commercial enterprise that would be in direct competition with private enterprise. We see no valid reason for government at any level to engage in activities that are non-governmental. We do not believe that government entities should ever compete with tax paying businesses.

New facility development, expansion and upgrades which would create facilities containing amenities of the type typically found in developed RV parks and campgrounds as described in ANSI standard A-119.4, are inappropriate on public lands, whether by a public agency or concessionaire, if the existing private sector in the nearby area is capable of adequately meeting the market demand.

ARVC advocates the continued development and expansion of new public sector recreation facilities that are unique to the public domain and that are not inherently commercial services. Further, ARVC supports upgrading and protecting existing recreational facilities to assure that they remain available to the public and are adequate for intended recreation purposes. Examples of public facilities appropriate for government involvement are hiking trails, public fishing areas, trail heads, wildlife propagation, wilderness and primitive camping areas, scenic vistas and viewing areas, and archeological, historic and cultural sites.

ARVC supports the adoption and implementation of entrance and recreation fees that permit government to recover much of the cost of operating recreation areas for public use and provides for the retention of fees at the location where they are raised. The fees shall be used first to reduce the backlog of maintenance currently existing on federal lands, and then for the regular maintenance and operating needs of public land recreation facilities. Further, fees should be established to reflect the true cost of operating campground facilities.

Construction of new facilities of any kind shall only be authorized through the regular federal legislative process. Before authorizing the construction or upgrading of any new campgrounds operating on public lands beyond a semi-developed state, an economic impact study, an environmental impact study and a market analysis should be undertaken, published and distributed to all interested parties.

Campgrounds operating on public lands by a public agency or concession operator shall comply with all laws, standards and regulations governing the operation of commercial campgrounds on private lands.

Public campgrounds shall be governed by the same highway signage rules and access that govern commercial facilities.

ARVC supports the Federal government providing consolidated, valid and up-to-date information about recreation opportunities and facilities available to the public on all Federal lands in a single location or website, as long as this information is not provided in a manner that has an unfairly competitive impact on private sector businesses. ARVC believes that the Federal government should not provide public land recreation information in an interactive system that would allow the public to make reservations directly or through electronic "links," but instead the Federal government should solely rely on the private sector (and on state and local tourism agencies) to provide interactive information systems and for the commercial marketing of all Federal land recreation information.

ARVC supports the awarding of concessions, permits and contracts to the private sector for the commercial development and operation of recreation areas that provide services to the public that are inherently commercial in nature and which would support a private sector operation, if those services cannot be provided by existing private sector businesses in the nearby area. Guidelines for awarding concessions are included in a paper issued by ARVC in 1994 and entitled Suggested Guidelines for Public Agencies Developing Private Sector Concession Opportunities for the Operation of Campgrounds and RV Parks.

Public sector charges for services shall be based on prevailing rates for comparable amenities and services available in similar facilities within the same geographical area.

Notwithstanding previously stated competition, ARVC supports the establishment of a level playing field between public land concession operators and nearby private sector, commercial enterprises. Further, ARVC supports the posting of concession opportunities in a manner that permits local and small business interests to access the information on opportunities in their areas.

ARVC proposes that the federal government undertake a comprehensive review of existing campground facilities to determine the best use for each facility.

Approved: May 2, 1997

Amended: November 18, 2002

Amended: April 17, 2003

POLICY ON GLOBAL CLIMATE POLICY

SERIES 1018

WHEREAS, the preservation of the Earth's environment and climate are of great importance to the recreation community; and

WHEREAS, the preservation of opportunities of Americans to enjoy outdoor recreational opportunities are also of great importance; and

WHEREAS, the U.S. Government is currently involved in international negotiations under the United Nations Framework Convention on Climate Change, with the objective of reducing worldwide emissions of man-made “greenhouse gases” in the post-2000 period; and

WHEREAS, these negotiations are expected to result in an international agreement scheduled for signing in Kyoto, Japan, in December 1997, which would impose legally binding requirements for emissions reductions on the U.S. and other developed nations; and

WHEREAS, those emissions reductions would require cutbacks in energy use and higher energy prices, which could affect the American economy, individual, lifestyles and opportunities for travel and recreation; and

WHEREAS, negotiators for the U.S. and other countries have proposed to exempt more than 100 “developing nations” (including China, Mexico, South Korea and Brazil) from those requirements to reduce emissions; and

WHEREAS, greenhouse gas emissions from developing nations are increasing rapidly, and will surpass those of the U.S. and other developed nations within 20 years, so that the proposed agreement would not reduce total worldwide emissions; and

WHEREAS, there is still considerable uncertainty surrounding the theories on climate change, which form the basis for the proposed climate agreement; and

WHEREAS, more research, data collection and scientific analysis are needed to refine computer models and improve understanding of climate science;

NOW, THEREFORE, BE IT RESOLVED that the National Association of RV Parks & Campgrounds:

- (1) urges the President and Congress to undertake additional necessary studies to improve understanding of climate science and human impacts on climate, in order to determine what (if any) national and international policies may be needed to minimize man-made impacts; and
- (2) pending that review, urges the President not to commit the U.S. to any agreement that would adversely affect our economy and lifestyles, including recreational opportunities, while exempting so-called “developing” nations from similar controls; and
- (3) urges the U.S. Congress not to approve any such agreement, pending further scientific research and data collection.

Adopted: November 17, 1998

POSITION ON THE NATIONAL RESERVATION SYSTEM

SERIES 1019

ARVC has stated its support for the national reservation system provided it is funded by user fees and provided that the private sector is invited to participate in the system on an equal basis, including referrals, with those operating similar facilities on public lands.

Approved: April 28, 1998

POLICY ON THE IMPLEMENTATION OF THE FAIR ACT

SERIES 1020

ARVC commends the 105TH Congress for its passage of P.L. 105-270, the "Federal Activities Inventory Reform Act of 1998" (FAIR Act), as a milestone in efforts to reduce unfair competition for private businesses from Federal government agencies.

To ensure that the intent and purpose of the FAIR Act are realized, ARVC pledges to:

- (1) Ensure that all appropriate Federal agencies include RV parks and campgrounds on their lists of functions that are "not inherently governmental," as defined by the FAIR Act;
- (2) Work with other organizations and coalitions to ensure that the Federal Office of Management and Budget and all other Federal agencies fully implement the FAIR Act as intended by Congress as expeditiously as possible;
- (3) Work with other organizations and coalitions to strengthen the FAIR Act so that unfair competition for private businesses from Federal agencies is further reduced.

Approved: April 10, 1999

**POSITION CONCERNING APPLICATION OF THE SERVICE CONTRACT ACT
TO FOREST SERVICE CONCESSIONERS** **SERIES 1021**

ARVC opposes application of the Service Contract Act of 1965 (SCA) to Forest Service concessionaires as unfair and unjustified. SCA enforcement threatens the economic viability of many Forest Service concessionaires, especially campgrounds.

To rectify this problem, ARVC urges:

- (1) That the Forest Service support DOL reconsideration of SCA enforcement against concessionaires in order to ensure that concessions operated by private businesses are able to continue to provide high quality services to forest visitors;
- (2) That the Forest Service work with its concessionaires to allow fee increases and other adjustments to mitigate as much as possible the adverse economic impact of SCA enforcement;
- (3) That Congress enact legislation to provide a statutory SCA exemption for companies providing concessions on the national parks, forest and other public lands; and
- (4) That the Forest Service not utilize any revenue from the Recreation Fee Demonstration Program to operate campgrounds or other concessions that can no longer be operated by private businesses because of SCA enforcement.

Approved: April 10, 1999

**POSITION CONCERNING THE RECREATION FEE
DEMONSTRATION PROGRAM** **SERIES 1022**

The National ARVC supports the national recreation fee demonstration program as a reasonable and equitable means of requiring users of Federal public lands to pay more of the costs of operating those lands so that the costs associated with maintaining those lands are borne increasingly by land users, and so that the cost of such use is more comparable to the cost of using private recreation facilities, provided:

- (1) That the revenue generated by the fee demonstration program (e.g. 80%) is allocated to the public land location where it was collected;

(2) That fees must be similar between public land properties and private sector facilities in the same geographic area that provide similar facilities and attractions; and

(3) That recreation fee revenue is used only for the maintenance and operation of existing facilities and for the development and expansion of public sector facilities that do not compete unfairly with private commercial facilities. Federal agencies must conduct comparative assessments of the potential impact on private sector businesses of projects funded with recreation fee revenue.

(4) Any long term (e.g. 5 or more years) extension of the fee demo program or any permanent fee program to replace fee demo must include strong and specific safeguards that prohibit use of fee revenue for programs or activities or facilities that are inherently commercial.

Approved: April 10, 1999

Revised January 28, 2002

Revised January 31, 2004

The Association adopted the following Recreation Fee guidelines regarding the impact of the Fee Recreation Program on the private sector.

Guidelines:

- To ensure that private sector businesses do not suffer an adverse economic impact, expenditures from recreation fee revenue should not be used to finance construction, expansion or modernization facilities or programs that are or could be provided by nearby commercial businesses.
- Where there is the possibility of an adverse economic impact, the agency should conduct a comparative market analysis to determine whether nearby commercial businesses are providing the particular recreation service at a sufficient level to satisfy public demand.
- The level of recreation fees charged by the agency should be comparable to those charged by the nearby private sector for similar facilities and services.

Approved: April 16, 2005

POSITION ON COMPLIANCE WITH APPLICABLE STANDARDS LAWS, ORDINANCES & REGULATIONS

SERIES 1023

The National Association of RV Parks & Campgrounds recognizes and supports the consumer's right and freedom to obtain the maximum use and benefit of their recreational vehicles and to utilize a range of camping facilities, both public and private, as they travel throughout our country.

ARVC members strive to provide a quality camping experience by adhering to national, state and local ordinances and regulations and by operating facilities in compliance with voluntary national standards such as the ANSI A119.4 National Standard for RV Parks & Campgrounds, the National Electrical Code, the Uniform Plumbing Code and the guidelines of the National Fire Protection Association. ARVC recognizes that the life, safety and health of the RVER/camper is paramount and the ordinances, regulations and standards are designed to assure the safety of both the RVer and the community in which overnight camping facilities are provided.

To regularly and consistently assure a safe and enjoyable RV experience, ARVC encourages consumers, whenever possible, to utilize only those overnight facilities and parks that comply with the American National Standards Institute's A119.4 National Standard for RV Parks & Campgrounds and all local, state and federal regulations and laws applicable to the operation of campgrounds and RV parks.

ARVC will work with and support ARVC affiliated state associations and ARVC members to:

- 1) Establish legislation based on the ARVC Model Code
- 2) Provide assistance in encouraging the enforcement of state and local regulations and laws applicable to RV parks and campgrounds.

Approved: January 30, 2000
Amended: April 9, 2003

POLICY ON GOVERNMENT COMPETITION WITH PRIVATE ENTERPRISE SERIES 1024

National ARVC opposes government operation of any commercial enterprise that would be in direct competition with private enterprise. We see no valid reason for government at any level to engage in activities that are non-governmental. We do not believe that government entities should ever compete with tax paying businesses.

Approved April 28 – 29, 2001

ERGONOMIC STANDARDS SERIES 1025

ARVC opposes the Ergonomic Rule as promulgated in the year 2000 by OSHA as an unreasonably burdensome mandate on campgrounds and other businesses.

Approved January 28 – 29, 2001

POLICY HEALTHY FOREST INITIATIVES SERIES 1026

Wildfires of increasing intensity and scope have occurred more frequently in recent years, particularly, although not exclusively, in the western United States. These wildfires have destroyed vast amounts of forests and other public and private lands, endangering individuals, businesses and entire communities. Wildlife habitat and other environmentally sensitive areas have been lost. RV parks and campgrounds and other tourism and recreation businesses have been directly threatened by wildfires and have lost customers because scenic and recreational attractions have been damaged and public fear and uncertainty have resulted.

To reduce the risk of future wildfires, ARVC supports the Healthy Forests Initiative of President George W. Bush that would implement a program of forest health restoration and rehabilitation, forest thinning, prescribed burns, and active, timely forest management decisions.

Approved February 2, 2003

POLICY ON ECONOMIC STIMULUS AND TAX REFORM SERIES 1027

ARVC considers reducing and eventual elimination of the federal deficit to be of paramount importance to the long term economic health of the US.

ARVC supports acceleration of the tax reductions enacted in 2001, expansion of the annual deduction for the purchase of new equipment to \$75,000 beginning in 2003 and adjusted annually for inflation, and making permanent the elimination of the estate tax.

Approved February 2, 2003

POLICY ON STATE TOURISM FUNDING SERIES 1028

Whereas tourism and recreation are everywhere mainstays of state and local economies, and

Whereas tourism and recreation business creates and supports jobs and state and local tax revenue in every state, and

Whereas state tourism offices are responsible for attracting large numbers of domestic and international visitors to their respective states, and

Whereas RV parks and campgrounds benefit from increased business that results from the efforts of state tourism offices, and

Whereas, some states have approved or are considering severe budget reductions or elimination of their state tourism offices, now therefore

Be it resolved that ARVC urges all state governments not to reduce funding for state tourism promotion and for state tourism offices disproportionately (to a greater extent than the overall reduction in the state budget) and that full consideration always be given to the economic benefits that result from state tourism office programs because the increased tourism business these programs generate means more jobs, more income and more state and local tax revenue, as well as overall stronger state economies.

Approved February 2, 2003

POLICY ON INTERNATIONAL MARKETING FUNDING

SERIES 1029

Whereas international visitors to the United States spend ~~\$103 billion~~ substantial dollar amounts that create and support American jobs and contribute substantially to a healthy, growing American economy, and

Whereas RV parks and campgrounds benefit from international visitors who enjoy staying in those RV parks and campgrounds, and

~~Whereas the number of international visitors to the United States has declined in recent years, with an especially sharp decline since 9/11, and~~

Whereas the United States share of the global tourism market has declined for more than a decade, and

Whereas the United States does not have a national tourism office to market the country as a prime international tourism destination,

~~Now therefore be it resolved that ARVC strongly supports the appropriation of \$50 million for a federal international tourism marketing campaign as provided in H.J. Res 2, as passed by the U.S. Senate on January 23, 2003, and ARVC urges that this provision be enacted into law.~~

ARVC strongly supports appropriation of sufficient federal funds for an international tourism marketing campaign that will restore America's competitive worldwide position as a leading global tourism destination.

Approved February 2, 2003

Revised: April 9, 2006

POLICY ON 2003 FEDERAL SURFACE TRANSPORTATION REAUTHORIZATION

SERIES 1030

It is self-evident that the 2003 reauthorization of a fully funded Federal Surface Transportation Program is critical to RV parks and campgrounds whose customers all travel over roads and highways. RV parks and campgrounds also benefit from such programs as scenic byways, transportation enhancements, recreational trails and Federal land roads. Because of its concern over these reauthorization issues, as well as such

related issues as better highway access to areas with great tourism appeal and traveler-friendly information systems, ARVC is a charter member and strong supporter of the National Travel, Tourism and Recreation Coalition for Surface Transportation.

ARVC supports reauthorization of the Federal Surface Transportation Program in 2003, with a continuation of programs uniquely beneficial to tourism and recreation, and with real funding levels adequate to maintain, and, where necessary, expand and modernize our nation's highways.

(This position also incorporates by reference prior ARVC policy positions regarding Billboard Policy (#1002) and Commercialization of Roadside Rest Areas (#1004).)

Approved February 2, 2003

POLICY ON GATEWAY COMMUNITIES COOPERATION ACT

SERIES 1031

The Gateway Communities Cooperation Act, as introduced in Congress in 2002, would benefit both gateway communities and the Federal land agencies by mandating greater cooperation and coordination between them and by directing the Federal land agencies to provide more support and assistance to gateway communities. As a result of this historic legislation, gateway communities would become stronger, more capable and more effective partners of the Federal land agencies. RV parks and campgrounds in and near gateway communities would benefit with their communities from better relations with and greater access to Federal land managers.

ARVC urges that the Gateway Communities Cooperation Act be reintroduced in the 108th Congress and strongly supports its passage.

Approved February 2, 2003

POLICY ON INS RULE TO SHORTEN TOURIST VISA LENGTH OF STAY

SERIES 1032

The rule proposed by the INS in April, 2002, to reduce the length of stay for foreign visitors to as little as 30 days would be a decided disincentive to international visitation to the U.S. It could have a particularly damaging impact on RV parks and campgrounds because, as proposed, the new rule would include Canadian visitors and would not allow extensions of stay because camp sites or other accommodations are leased for longer periods of time.

ARVC opposes this proposed INS rule and urges that it be modified to ensure minimum impact on tourism, that Canadian visitors not be included under the final rule and that extensions of stays be allowed for leased or rented property in the same manner as owned property.

Approved February 2, 2003

POLICY ON ESTATE TAX MODIFICATION

SERIES 1033

ARVC supports legislative action to repeal permanently the estate tax. ARVC would also support raising the threshold on which the estate tax is levied to \$15,000,000 and indexing that amount to inflation to assure that small and family-owned business owners are protected from the estate tax.

Approved January 31, 2004

ENCOURAGING MEMBERS TO SEEK PUBLIC OFFICE

SERIES 1034

ARVC encourages its members to seek public office. ARVC should actively work to identify members currently serving in public office and work with those members to assess and pursue opportunities for election to higher office.

Approved January 31, 2004

ARVC POSITION ON WATER & SEWER ASSESSMENTS

SERIES 1035

ARVC recognizes that the availability of municipal water and sewer at an RV park or campground is a significant benefit to the owner and guests of the park. ARVC encourages jurisdictions to provide these utility services to parks and campgrounds whenever feasible.

ARVC recognizes that the extension of water and sewer lines to previously unserved areas is a costly undertaking and the construction cost should be borne by those benefiting from this service. Since cost of construction to bring the utility lines to the property is not related to the size or the seasonal nature of the entity served by the water and sewer system, the cost should be equitably distributed among all who benefit based on the actual cost of construction distributed among the number of entities served.

Further, ARVC recognizes that the cost of operating and maintaining water and sewer lines and service is also costly and should be borne by those benefiting from the service in proportion to the level of water or waste usage attributable to each entity served.

Further, based on studies of actual water and sewer usage of recreational vehicles, park models, cabins and tenting areas that are occupied nightly or seasonally and at varying rates of occupancy, and water and sewer usage of restroom buildings, laundries, swimming facilities and other water usage, the water and sewer use of an RV park or campground has been established as substantially less than the equivalent of a residential unit (ERU).

Based on these findings, RV parks and campgrounds should be assessed at actual water and sewage usage of the RV park or campground. The actual usage should be compared to the established assessment unit of use in effect in the jurisdiction.

Approved: April 16, 2005

RESOLUTION ON INCREASING OUTDOOR RECREATION

SERIES 1036

Whereas, there is a documented decline in participation in outdoor recreation among younger generations of Americans, and

Whereas, the continued growth and prosperity of the RV park and campground industry relies on expanding interest in outdoor activities,

Therefore, be it resolved that ARVC supports efforts to engage the recreation industries in a program to increase the appreciation and enjoyment of outdoor recreation among younger generations who show a lower level of participation in these activities.

Approved: April 8, 2006

POLICY ON LOCAL TOURISM TAXES

SERIES 1037

ARVC opposes taxes specifically targeted on RV parks and campgrounds. In cases where a local taxing authority burdens a RV park or campground, ARVC strongly urges the taxing authority to implement marketing or other programs which will have a direct foreseeable benefit to the camping facility generating the tax revenue.

Approved: April 9, 2006

POLICY ON GUEST WORKER PROGRAMS

SERIES 1038

ARVC joins the hospitality industry in their efforts to find resolution for immigration reform. ARVC supports efforts to find legal avenues for foreign workers to participate in the economy, many of whom provide a vital and stable workforce for the hospitality industry.

Approved: April 9, 2006