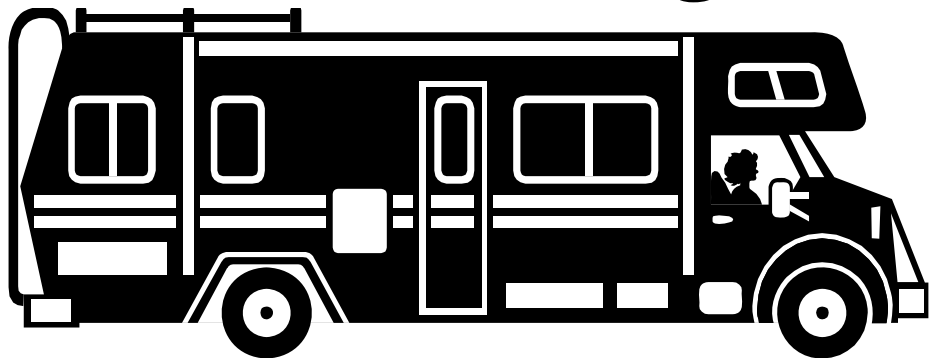


# **WOODALL'S<sup>®</sup> RATING SYSTEM**

www.woodall.com

**An Explanation for  
RV Park/Campground  
Owners & Managers**



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# WOODALL'S RATING SYSTEM

## An Explanation for RV Park & Campground Owners and Manager

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# An Explanation of WOODALL'S Rating System For RV Park & Campground Owners and Managers

For over 70 years, RVers and campers across North America have looked to WOODALL'S as their guide to selecting a RV camping facility to suit their needs.

The backbone of WOODALL'S Campground Directory is its reliable rating system—easy to use and understand. There are two ratings possible at a RV park/campground: 1W through 5W for Facilities and 1W through 5W for Recreation. The WOODALL'S name and our long-standing reputation throughout the RV/camping industry provide us with our yearly challenge: to fairly and accurately assess each privately-owned park listed in WOODALL'S, providing campers and RVers with consistent, easy-to-understand listings and ratings.

As you read through this booklet, two main points will become clear:

- 1<sup>st</sup> **More Ws do not indicate a “better” park.** While one family may choose to stay at only 4W or 5W resorts, another may not care for the extensive development at these facilities, and may prefer the more rustic or natural feel of a 1W or 2W park. Rustic or natural, however, does not mean dirty or not maintained. Cleanliness will effect the ratings at all times and is a major consideration.
- 2<sup>nd</sup> Ratings are a composite of eight different Areas of Interest at each campground or RV park – ratings are not assigned on one Area alone.

The WOODALL'S Rating System for Campgrounds and RV parks uses the  criteria. The  is WOODALL'S copyrighted rating symbol . The criteria requirements and the method which WOODALL'S field representatives report them are described in detail in this booklet. WOODALL'S ratings are assigned to only those privately-owned parks which meet or exceed WOODALL'S minimum listing requirements:

- **Restroom Facilities**

Required unless listing designates “for full hookup units only” or “for self-contained units only”

- **Lighted Area**

- **Entrance Sign**

Sign must indicate the name of the RV park/campground

- **Water Available**

- **Reasonable Access**

- **Registration System**

This may include self-service, if a sign tells campers what to do



- **Minimum Site Requirement**

A minimum of 10 sites must be designated for overnight RV travelers

A rating cannot be assigned until the campground or RV park has been in operation a minimum of one year. A rating cannot be assigned until the park has been evaluated by a WOODALL'S Representative Team. Each privately-owned park is visited each year.

WOODALL'S Representative Teams recommend ratings. The office assigns ratings. Therefore, no Rep Team can be certain what a park's rating will be in the next Directory. If park owners/managers want or need to know what their park's ratings will be in the next directory, they should request the ratings from the WOODALL'S home office.

A Rating Evaluation Sheet is supplied to the Rep Teams to use in evaluation of each park (See example on page 24). The Evaluation Sheet is designed to allow the Rep Teams to report the evaluation in a standardized format consistent with the criteria. It is mandatory for the Rep Teams to submit a detailed Evaluation Sheet for each privately-owned campground and RV park which will be rated. The Evaluation Sheet is not required for reporting RV Spaces, Nudist Parks, Planned Parks, Parks Under Construction, Seasonal Parks (Extended Stay), or Camp Resorts (Lots For Sale Only or Membership Only Parks), all of which are non-rated.

The Evaluation Sheet guides the Rep Teams to the recommended WOODALL'S  rating which includes a maintenance evaluation. There are 8 Areas of Interest plus the recreation section at the lower portion of the Evaluation Sheet. Across the top of the sheet are "Not Qualified" and five rating Levels. The far right is the area for assigning the facilities' maintenance evaluation. The  rating is recommended by the physical facilities present, their construction quality and the maintenance of those facilities. WOODALL'S Rep Teams consider each "Area of Interest" and report exactly what they see. We also ask for a maintenance evaluation for each "Area of Interest," which is considered for the overall rating.

The Rep Teams must complete the form and make the rating recommendation even though the final decision on the rating rests with the office. The office will review the rating recommendation. If there is any disagreement with the recommendation, the Rep Teams will be advised.

Refer to the sample Evaluation Sheet on page 24 when reading the following sections. See the last five pages for additional sources of information on park development and state/provincial trade associations.

## **FACILITIES**

### **I. Areas of Interest**

#### **A. Entrance**

The first Area of Interest is "Entrance". This includes an assessment of the entrance to the park, the park sign, the access into the park, and the entry road once you enter the park.

##### **1. Not Qualified**

If there is no sign, or the entry road is dangerous or too difficult to maneuver, the park will not be listed in WOODALL'S Campground Directory.

**2. Level 1**

A Level 1 entrance must have reasonable access. The angles may be tight but the average RV owner can negotiate access without unusual effort or hesitation. A sign identifying the proper name of the park must be visible, though it may be small with crude/coarse workmanship and lettering. It may not be commercial quality, lighted, or both.

**3. Level 2**

Two of the following are required for this rating level:

**a. Commercial Quality Lighted Sign**

The sign is commercially built by a professional sign manufacturer OR the quality is equivalent to a commercially built sign. It should be large enough to see from a reasonable distance and in a prominent position at the entrance to the park. It should have a balance of size, color and attractiveness—look professionally constructed and installed. The sign must be lighted, whether by internal lighting, spotlighting, or a conveniently located street light – to direct the camper after dark.

**b. Developed Entrance**

An entrance showing some development such as contouring of land, plantings, grass or sod planted, rock garden, hedging, fencing, etc. Something was done to change the natural setting to fit or enhance the intended purpose of this area.

**c. Wide, Easy Access**

Plenty of room for a wide swing in or out.

**d. An All-Weather Entry Road**

Shaped, surfaced with stone or gravel; roadbed is shaped and crowned for wet season drainage; compacted road base.

**4. Level 3**

Three of the items defined at Level 2 are required.

**a. Commercial Quality Lighted Sign**

**b. Developed Entrance**

**c. Wide Easy Access**

**d. All Weather Entry Roads**

**5. Level 4**

All of the items defined at Level 2 are required. In addition, the entrance should be landscaped and have wide, all-weather entry roads. Taking the Developed Entrance to a higher level, a landscaped entrance has a professionally landscaped appearance. There is an element of design present as though a professional landscape contractor was involved in the design & planning of the entrance. The contouring of the land, plantings and materials are organized in such a way as to achieve this effect. The requirement here is not that the entrance was done by a professional landscaper, but that it gives the appearance that it was.

## 6. Level 5

All of the following are required for this rating level AND all must be SUPERIOR - meaning:

It doesn't get any better than this! The best of everything is used...

- best materials used
- best finish work possible on those materials
- going that “extra distance” to make it the best

### a. Superior Commercial Quality Lighted Sign.

The superior sign is constructed of the highest quality materials. It is also highly visible, attractive and aesthetically compatible with the theme or environment of the park. Same requirements as at Level 4, but takes them to a higher level. The sign at this level usually has interior lighting, but it could be a well-placed, non-distracting spot lighting. (Public Street lighting not acceptable at this level).

### b. Superior Landscaped Entrance.

The superior entrance has all the elements of being LANDSCAPED , but takes them to a higher level of design and degree (consider both design and degree). By design we mean it appears to have been designed by a professional landscape architect. Degree is a word that refers to the amount of landscaping that exists. Superior would require a greater “degree” of landscaping than at Level 4 – more of all landscape elements. Beautifully designed and landscaped plantings and ornamental formations suggesting professional planning and creativity should exist. Consider the meaning of “SUPERIOR” described above .

### c. Superior Paved, Wide Easy Access.

Same angles as required at Level 2; however, access roads must be paved. Acceptable surfaces are concrete, hot-rolled asphalt, stone and oil (similar to asphalt), sprayed asphalt and aggregate surface treatment, porous pavement (layer of special asphalt which allows water to flow through it).

### d. Superior Paved, Wide Entry Roads.

Prefer wide, boulevard-type entry with landscaped divider. In areas where width of entry road is controlled by law, the boulevard entry may be set back from the public road. Registration holding area is out of the traffic pattern. Consider the meaning of “SUPERIOR” described above.

## ***B. Services***

This includes an assessment of the registration area and the laundry.

### **1. Not Qualified**

If there is no system of registration (not even a sign telling campers what to do), the park will not be listed in WOODALL'S Campground Directory.

### **2. Level 1**

There must be some registration system (self-service permitted). If self-service, there must be a sign instructing campers what to do. Management may be

never or rarely present.

**3. Level 2**

Management and supervision is required on at least a part-time basis. When management is not available, there should be a self-service system. A statement of when and where management can be found is posted.

**4. Level 3**

One of the following is required at this level:

**a. Management with regular office hours.**

Management need not be present every day, nor even the same hours each day. Management must be present during some hours on the majority of days each week. Hours should be posted. When management is not available, there should be a posted, self-service system.

**b. Laundry.**

Onsite location; automatic washers and dryers; machines under a roof but not enclosed by walls is acceptable.

**5. Level 4**

This level requires both the management with posted daily office hours and the laundry as defined under Level 3; except, laundry machines must be in an enclosed building.

**6. Level 5**

Both of the following are required at this level:

**a. Management with posted, daily office hours and a separate registration building or area.** Management is present all day and into the evening every day; the park has a prominent, well-lighted location stating the hours the management is present. Registration must be in a separate area or building; the area is to be used exclusively for registration and related functions. There is frequently an attendant or guard ahead of the registration area to direct campers and for security.

**b. Superior laundry.**

Commercial quality laundromat; emphasis on high quality construction; attractive exterior, vinyl floors, interior walls paneled, tiled or epoxy painted; prefer ceiling tile or equivalent; interior and exterior finish, attractiveness and serviceability are important at this rating level; seamless flooring, carpeting or other types of tile acceptable; finished cathedral-type ceilings are the only open type ceilings acceptable at this level. Consider the meaning of "SUPERIOR" described above.

**C. Restrooms**

Parks that indicate they Accept Full Hookup Only (AFHO) or indicate they Accept Self-Contained Units Only (ASCO) do not require restrooms. If restrooms are not provided, the same rating level as given to Hookups is assigned. If restrooms are provided, the ratio requirements (detailed under Level 4) can be waived, but the

construction finishing requirements still apply for the recommended rating level. *NOTE: If non-flush (pit, vault or chemical) toilets are the only restroom facilities available, the highest possible Facility Rating for the park is a 2W. If only cold showers exist, the overall Facility Rating cannot be higher than a 2W.*

Professional/Non Professional Finish:

In assigning rating levels for restrooms, WOODALL'S evaluates the professional versus non-professional finish of the facilities. To assess the rating level of the restrooms, Rep Teams must assign either pro or non-pro status to each of the six areas of the restrooms—floors, walls, ceilings, counters, showers and partitions. The following are examples of what WOODALL'S would consider professional and non-professional finish for rating purposes:

**1. Floors**

Professional: ceramic tile, vinyl tile, poured seamless flooring (not concrete), terrazzo, glazed tile.

Non-professional: concrete floors (painted or not), wood (painted or not).

**2. Walls**

Professional: ceramic tile, \*Corian®, FRP (Fiberglass® reinforced plastic paneling), ceramic glazed brick, ceramic glazed concrete block, drywall (epoxy or painted), \*Gibraltar®, Marlite®, wood paneling, vinyl covered wallpaper, epoxy-finished concrete block.

Non-professional: concrete block (painted with non-epoxy paint or unpainted), wood (rough or unpainted).

**3. Ceilings**

Professional: plaster or drywall (painted), ceiling tile, wood (stained and finished).

Non-professional: plaster or drywall (unpainted), open rafters.

**4. Counters**

Professional: ceramic tile, \*Corian®, \*Gibraltar®, Formica, glazed tile, stainless steel.

Non-professional: none provided, wood, metal.

**5. Showers**

Professional: ceramic tile, \*Corian®, FRP (Fiberglass® reinforced paneling), ceramic glazed brick, ceramic glazed concrete block, \*Gibraltar, glazed tile, Marlite®, epoxy finished concrete block, fiberglass.

Non-professional: concrete block (painted with non-epoxy paint or unpainted), metal.

**6. Partitions**

Professional: metal (factory built), ceramic tile, \*Corian®, FRP (Fiberglass reinforced paneling in rare occasions), ceramic

glazed brick, ceramic glazed concrete block, \*Gibraltar®, glazed tile, Marlite® (in rare occasions), epoxy finished concrete block (in rare occasions).

Non-professional: concrete block, wood.

\*Solid Surfacing Acrylic

*NOTE: All of the above assumes that the professional items will be trimmed and finished properly. Wood trim is stained or painted; plumbing below counters is hidden. Special consideration is given to handicap accessibility requirements.*

**1. Not Qualified**

If no restrooms are provided, or if all restroom facilities are inoperable, the park will not be listed in WOODALL'S Campground Directory.

**2. Level 1**

A Level 1 rating allows *all items* to be *non-professional* in finish. Remember, it is acceptable for all of the six items (floors, walls, ceilings, counters, showers and partitions) to be non-pro at this rating level.

*Needs 1,2 or 3  
out of 6 pro*

**3. Level 2**

A Level 2 rating allows up to *three items* to be *non-professional* in finish. Toilets can be non-flush or standard flush. Showers and basins are required.

*Needs 4  
out of 6 pro*

**4. Level 3**

For a Level 3 rating, over 50% professional type finish is required. Rep Teams look for over 50% finished-type of construction which has the appearance of having been done by a contractor, even if it has been constructed by the park owner. Standard flush toilets, showers and basins are required. Other items such as ventilation fans, hand dryers, mirrors, etc. may add to the professional finish of restrooms.

*Needs 5  
out of 6 pro*

**5. Level 4**

At Level 4, only a trace of *non-professional type finish* is acceptable. At this level, unpainted floors are not acceptable; ventilation is required; ceilings must be finished. Basins must be professionally installed in a Formica, ceramic tile, Corian®, Gibraltar, glazed tile or stainless steel counter

Ratio requirement is as follows:

- One toilet and one basin and one shower for every ten non-sewer sites (1:10)

**PLUS**

- One toilet and one basin and one shower for every fifty sewer sites (1:50)

*Needs 6  
out of 6 pro*

**6. Level 5**

At Level 5, *full professional-type finish* is required *inside and out*. Ceramic tile, or its quality equivalent, are required. Acceptable as quality equivalents at this level, if used appropriately, are only the following: Corian®, FRP (Fiberglass®)

reinforced plastic panels), ceramic glazed facing brick, structural glazed facing tile, structural glazed concrete block. The ceramic tile or quality equivalent must be installed on floors, showers and walls (at least 4 feet up the walls); basins set in Formica, stainless steel, Corian®, Gibraltar® or ceramic topped counters over base cabinets which look durable and attractive; superior ventilation and deodorizing required; toilet, shower partitions and doors are factory-built and finished; showers should include a sizable dressing area with seat and clothing hooks; prefer a shower door between shower and dressing area; same ratio requirement as for Level 4 restrooms

#### ***D. Dump Station***

If a park has all Full Hookup Sites and indicates Accepts Full Hookups Only, or if the park indicates it Accepts Self-Contained Units Only, a method of sewage disposal is not required. In this case, the same rating level given to Hookups is assigned. If a dump station is provided, the higher rating level of either the Dump Station or Hookups is assigned. *NOTE: If no sewage disposal method exists and the park is not all Full Hookups or for Self Contained Units Only, the highest Facility Rating attainable for that park is 2W.*

##### **1. Level 1**

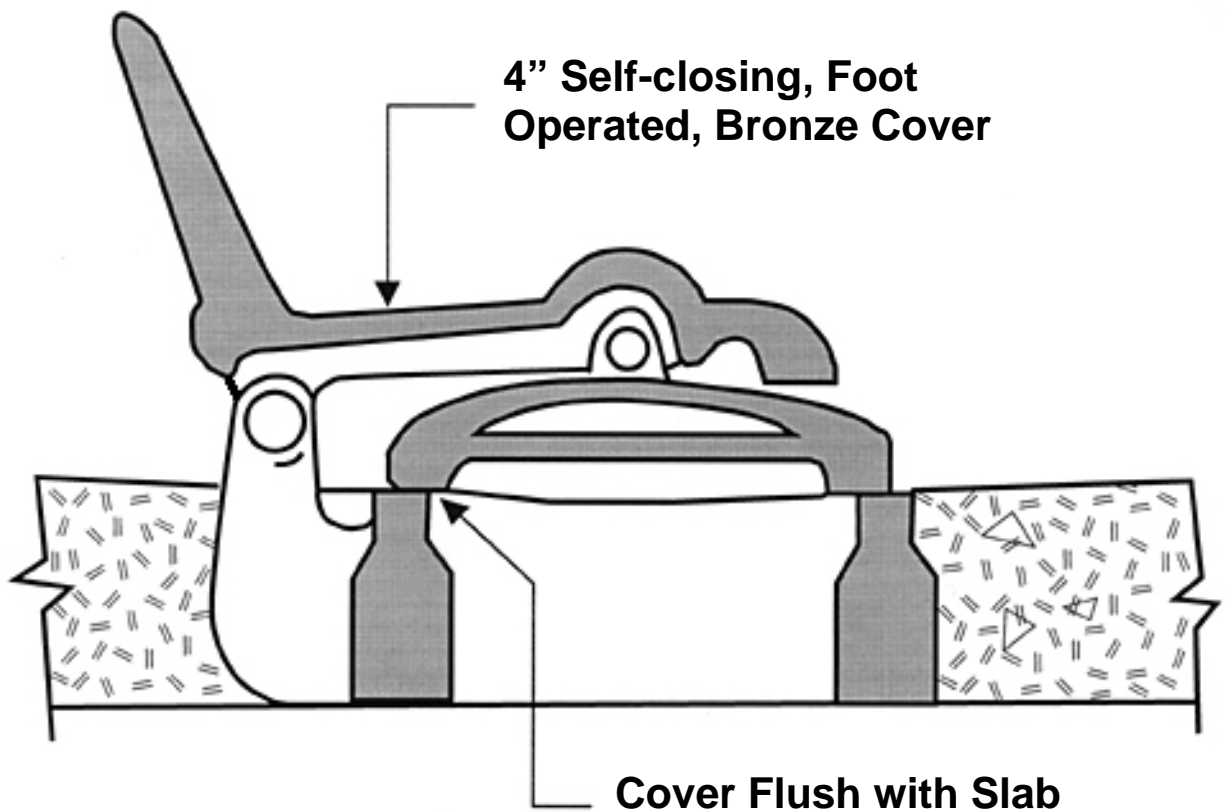
Some method is available, such as a vacant sewer site or a portable dump.

##### **2. Level 2**

Some method of dumping is available on a daily basis; either a portable facility, or a permanent facility. “Dump station” does not appear in the park’s listing if the dump facility is a vacant sewer site.

##### **3. Level 3**

A good quality facility with concrete pad (no size requirements) which should be sloped toward a flush inlet. Some type of closure is required; a self-closing pedal-type, a screw-on type or any object placed over the inlet to act as a closure. Flushing water should be available. Posted, scheduled, daily management provided pump-out service acceptable.



**4. Level 4**

As a minimum, the facility must be as described below with reasonable access and flushing water. Pump out service is NOT an acceptable substitute.

- a. 4' x 6' concrete pad sloped to a flush inlet
- b. Inlet covered by a self-closing, gas-tight cover
- c. Flushing water available
- d. If drinking water is available, it must be at least 30 feet from the dumping station

**5. Level 5**

As a minimum, the facility must be as described above. Pump out service is not acceptable at this rating level; must have easy access location; must be clearly signed. (See page 8 for illustration of a self-closing cap.)

***E. Sites***

Includes an assessment of the picnic tables or patios, and the shade and/or plantings and/or landscaping. (Landscaping is defined as the appearance that exists as if a professional landscaper had planned and developed the area being evaluated).

- Level Sites should be reasonable level and usually well-drained.

This means not more than 4" is required for leveling at any angle.

- Picnic Table or Patio – Picnic table may be of any commercial, or home-built, table; may be wood, metal, fiberglass; patio is any size area with surface preparation of concrete, wood (such as a wooden deck), or asphalt.
- Shade/Plantings/Landscaping – May be natural such as some sites shaded by large trees; trees and shrubs may have been obviously planted by someone; artificial shade may be provided by man-made shelters or roofs.

### **1. Level 1**

10% of the sites must:

- a. Be level
- b. Have reasonable access
- c. Have picnic tables or patio substitute
- d. Have shade &/or plantings &/or landscaping

### **2. Level 2**

25% of the sites must:

- a. Be Level
- b. Have good access;
- c. Have picnic tables or patio substitute
- d. Have shade &/or plantings &/or landscaping

Good access means virtually no difficulties may be expected by an RVer of average capabilities.

### **3. Level 3**

50% of the sites must:

- a. Be level
- b. Have good access
- c. Have picnic tables or patio substitute
- d. Have shade &/or plantings &/or landscaping
- e. Have surface preparation

Surface preparation means something has been done to the site to prepare it for RV or tent use. This could include leveling, shaping, planting grass, adding stone or gravel (including crushed stone or gravel or finely crushed seashells), grading, filling, and any type of surfacing. The type of surface preparation varies with the territory. For example, in a grassy RV park in Ohio, the mere existence of grass does not mean that surface preparation

has been done to the site. However, a desert park in Arizona may have planted grass on the sites to prepare them and therefore the sites would be considered as having surface preparation.

#### **4. Level 4**

50% of the sites must:

- a. Be level
- b. Have easy access
- c. Have picnic tables or patio substitute
- d. Have shade &/or plantings &/or landscaping

75% of the sites must:

- e. Have surface preparation (as described in Level 3)

Easy access means no difficulties will be encountered by an RVer of average capabilities or management assistance will be available.

#### **5. Level 5**

75% of the sites must:

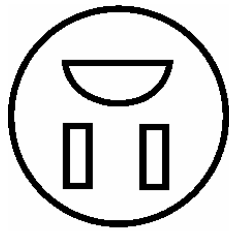
- a. Be level
- b. Have easy access
- c. Have picnic table or patio substitute
- d. Have shade &/or plantings &/or landscaping

100 % of the sites must:

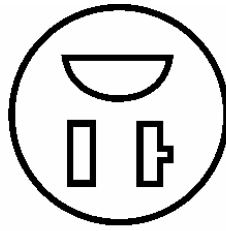
- e. Have surface preparation (as described in Level 3)

#### ***F. Hookups***

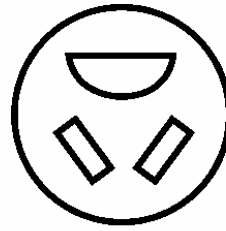
It is WOODALL'S policy to list and consider for rating only the amperage for which the electrical receptacle is designed and Underwriters Laboratories (U.L.) rated. After the park management has told the Rep Teams what amperage is available, it is the team's responsibility to verify the receptacle design by visual inspection. It is easy to recognize the amperage design of the outlet by looking at it. Here's a quick reference for recognizing hookup design:



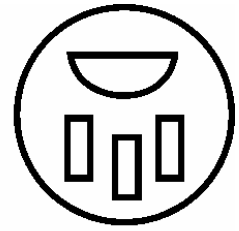
**15 amp**



**20 amp**



**30 amp**



**50 amp**

**1. Not Qualified**

If some electrical hookups are dangerously installed or if some water hookups appear unsanitary, either one is reason enough to prevent the park from being listed. If most hookups are inoperable, that also is enough reason to prevent the park from being listed. Also, the park will not be listed in WOODALL'S Campground Directory if no water is available.

*NOTE: If there are any "sites are for tents only", those sites would be disregarded for the purpose of determining the hookup rating.*

**2. Level 1**

Adequate water taps are placed at certain locations throughout the park so campers will not have to haul water an unreasonable distance.

**3. Level 2**

25% of the sites must have electric hookups; adequate water taps are required (individual water hookups are not required at each site); sewer hookups at sites are not required.

**4. Level 3**

25% of the sites must have electric hookups; plus 25% of the sites must have both electric and water hookups; sewer hookups are not required.

**5. Level 4**

25% of the sites must have full hookups; an additional 25% of the sites must have electric and water hookups, and an additional 25% of the sites must have electric hookups. Logical hookup relationship is required—placement of the hookups on the left side of the RV and a relationship of water to electric to sewer that would keep the electric outlet from being soaked with water, or water being fouled by the sewage, an RV should be able to be hooked up without using long electric, water or sewer hoses or wires. Sites will accept two RVs per full hookup cluster; will accept 4 RVs per non-full hookup cluster; 20 amp receptacles are required at all sites where there are electric hookups. Sometimes all sites have 20 amp receptacles plus 15 amps in the same box. This is acceptable if there is a minimum of 20 amps at all sites with electric hookups.

**6. Level 5**

50% individual full hookups are required. Individual hookup means that each RV has its own water, electric and sewer cluster. If one stanchion serves two

sites, then two separate electric boxes and two separate circuit breakers are necessary in order to meet the individual full hookup requirement. (Each site must, of course, have its own water hookup and sewer hookup); plus 50% electric and water hookups with a water tap and electric stanchion for each 4 non-full hookup spaces. Logical hookup relationship as described at Level 4. – 30 amp receptacles at all full hookups and 20 amp receptacles at all electric hookups are required.

*NOTE – Canadian Provinces Only –*

- *At Level 4, the 20 amp receptacle minimum requirement is waived; 15 amp receptacle is allowed*
- *At Level 5, the 30 amp receptacle is still required for all Full Hookup sites, but 15 amp receptacle is allowed at other electric hookup sites.*

### **G. Interior Roads**

Interior roads are the roads within the park utilized by RVs (or the towing of RVs). If a variety of interior roads exist within the park, when assigning the rating level, Rep Teams take into consideration the type of road that is most prevalent.

#### **1. Level 1**

Roads are not all-weather. They may be just a track through the grass; very little development.

#### **2. Level 2**

Some roads are all-weather or paved. All-weather roads, other than paved, are defined as roads of which the surface has been constructed such that driving an RV (or towing an RV) would not be appreciably impaired in inclement weather conditions. The current condition of the road is taken into account in applying the maintenance level of this criteria element.

#### **3. Level 3**

The high use roads are all-weather or paved.

#### **4. Level 4**

The high use roads are wide AND are all-weather or paved.

#### **5. Level 5**

ALL roads are wide and all-weather or paved.

Wide means two units could pass each other or the roads are designated "one way".

### **H. Grounds & Lighting**

The Grounds refer to all non-campsite, non-recreational areas — that is, “public” or “common” areas. This includes open areas and walkways around buildings, areas between the campsites and the recreation areas. Also includes an assessment of the lighting that exists in the park.

#### **1. Not Qualified**

If there is no lighting, the park will not be listed in WOODALL’S Campground Directory.

**2. Level 1**

A lighted area; may be just a small light outside the store or registration building; may even be a light coming from inside a building.

**3. Level 2**

Requires both Grounds Development and Lighting outside a central building. Grounds Development is defined as something extra has been done to enhance these "common grounds." Examples of grounds development include sidewalks, maintained paths, fencing, a gazebo, a decorative bridge, flower beds, shrubbery, hedging, plantings to conceal a storage area or dumpster, signage, kiosks, curbing, etc.

**4. Level 3**

Requires Grounds Development as described at Level 2 plus lighting at registration area and restrooms.

**5. Level 4**

Requires Grounds Development as described at the Level 2, plus lighting at registration area, the restrooms, and the camping areas.

**6. Level 5**

Requires Extensive Grounds Development plus Lighting at registration area, the restrooms, the camping areas, and some activity areas. The word "extensive" relates to the degree of development that exists in the "common grounds" referred to above. An abundance of the possible items described earlier as "Grounds Development" exists in the park. Common areas throughout the park have a high level of development. "Extensive" effort has been put into the beautification of these areas.

**7. BONUS POINTS**

In order to accommodate the park that recognizes the current needs of many Woodall Users/ RVers, there now is the addition of possible "Bonus Points" in the evaluation process. These points reflect two areas of RVer need—the area of 50 amp receptacles and the area of internet access.

**a. 50 Amp Receptacles**

If at least 20% of the Total Sites utilized by RVs (not sites designated for "tents only) have available a separate 50 amp receptacle for those sites, then One (1) Bonus Point is given to the evaluation process

**b. Internet Access**

If at least 50% of the Total Sites utilized by RVs (not sites designated as "tents only") offer internet access upon arrival—whether by wireless, phone or cable hookup—then One (1) Bonus Point is given to the evaluation process.

The Maximum number of Bonus Points is two (2). These Bonus Point(s) are added to the other Total Points accumulated within the AREAS OF

INTEREST criteria.

What this in effect means is that we are able to recognize and give credit to those parks that have been able to implement these expensive improvements, and give other parks time to make these upgrades.

## **II. Maintenance**

The maintenance for each Area of Interest is considered independent of the other Areas of Interest. Rep Teams will determine the maintenance level after evaluating each area of interest. This is done as the Rep Teams evaluate each area, not at the end of the evaluation. The number is circled at the far right of the Evaluation sheet. You will notice all numbers for maintenance judgments are 1 through 5, except for Restrooms. Restroom maintenance carries values of 2, 4, 6, 8 and 10. These numbers are weighted because the most often occurring complaint voiced by campers/RVers is “dirty restrooms.” Here the number 2 = 1W maintenance, 4 = 2W, 6 = 3W, 8 = 4W and 10 = 5W. Definitions of the different levels of maintenance follow below.

### ***A. Maintenance Level Definitions***

#### **1. Not Qualified (Unacceptable)**

Evidence of no maintenance; dangerous; unsanitary; too rough; filthy; inoperable; broken; cluttered; uncared for; potential for health problems — i.e., unsafe and/or unhealthy.

#### **2. 1W (Minimal)**

Evidence of minimal maintenance (seems to be random in nature); old problems; some time has transpired since this area has had attention; some clutter acceptable; needs attention; not very clean; no regularly scheduled maintenance.

#### **3. 2W (Fair)**

Evidence of sporadic maintenance; some old, some new problems; mixture of maintenance conditions may exist with some newer problems; basically uncluttered.

#### **4. 3W (Good)**

Evidence of regularly scheduled maintenance; newer problems; conditions needing maintenance appear to have occurred since the last regular maintenance, generally clean and neat; very few problems; facilities in very good working order.

#### **5. 4W (Very Good)**

Evidence of almost constant maintenance; maintenance done as needed as management becomes aware of problems; litter non-existent; extremely neat and clean; weeds pulled; grass mowed; very few problems (new, if any); facilities in very good working order.

#### **6. 5W (Superior)**

Evidence of constant maintenance; maintenance personnel respond immediately to any maintenance problems; impeccably maintained; full-time

maintenance staff; flawless grounds and landscaping; no difference in maintenance during busy or holiday seasons; all facilities in perfect working condition.

## **B. Examples**

The following are examples of maintenance at the various levels:

### **1. Signs:**

Not Qualified Not readable.

- 1W Not painted for several years. Difficult to read. If plastic sign, may be broken.
- 2W Paint needs a touch up.
- 3W Good shape; looks like it was painted and/or touched up recently.
- 4W May have a chip or two but looks newly painted and/or touched up.
- 5W Looks brand new (but doesn't have to be).

### **2. Roads:**

Not Qualified Too rough; could damage RV and/or persons in RV.

- 1W Rough; hasn't been repaired in recent years (but is safe to use).
- 2W Some rough spots; may be more than a year old but some indication of care and/or repair is evident.
- 3W Smooth; any roughness is due to recent weather conditions; seems to be cared for at least annually.
- 4W Very smooth; any ruts have been filled and/or patched.
- 5W Perfectly smooth as if new.

### **3. Landscaping, Lawn, Trees, etc:**

Not Qualified Lawn growing wild; trees have unsafe limbs; weeds and growth are such that unsanitary or filthy conditions can exist.

- 1W Grass hasn't been cut in awhile; trees may need trimming; weeds and grass growing up around trees and buildings.
- 2W Lawn needs to be cut and "probably will be"; trees in natural state; weeds exist, but there is some evidence that attention is being given to them.
- 3W Lawn can be between regular cuttings; trees show annual care; obvious regular care exists.
- 4W Lawns are cut, trees trimmed and grass trimmed around trees and buildings; cared for as at home.
- 5W Looks as though cared for professionally; trimmed, pruned, raked; country club quality is evident.

#### **4. Restrooms:**

- Not Qualified Unsanitary and/or filthy conditions exist that could create health problems; inoperable facilities.
- 1W Old litter exists; painting, scrubbing, etc. are needed; evidence of some attention exists, but attention is needed now.
  - 2W Some litter exists and/or attention is needed; evidence exists that these problems will be corrected before they become old problems. Few, if any, older problems are now evident.
  - 3W If litter exists, it is “new” in nature (that is, since last regularly scheduled maintenance occurred); painting, scrubbing, etc. all seem to occur on a regular basis.
  - 4W If any litter exists or attention is needed, it is of the most recent nature. Facilities are cared for as soon as a problem becomes evident to management.
  - 5W Spotless; constant attention; no need for any level of additional care is evident.

#### **5. Hookups:**

- Not Qualified Unsafe and/or unsanitary.
- 1W Rust and/or need of paint evident; broken and/or missing handles or caps; needs attention; safe, but not in good shape.
  - 2W Hookups may need some repair, paint, replacement parts, etc. but some evidence of general maintenance.
  - 3W Good condition; rust free but may need some attention; evidence of general maintenance exists; replacement of missing or broken parts is evident.
  - 4W If any repair problems exists, they have occurred very recently; evidence of constant maintenance, such as new handles, poles, box covers, etc.
  - 5W All hookups in “like new” working order and condition; rust free and/or newly painted boxes, poles, etc.

### **RECOMMENDING THE FACILITIES RATING**

After looking at all the Areas of Interest forming the Facilities of the park, all the numbers written in the “Total” column are added up. This total is written at the bottom, to the left of “Facilities Totals.” Then, all the maintenance figures are added up and written to the right of “Facilities Totals.” Below each total, the appropriate rating level that the total falls into is circled.

Maintenance does not determine the rating upward, only downward. For example, if the Area of Interest total is 38 (3W) and the Maintenance total is 40 (4W), the Facility Rating would be a 3W. However, if the Maintenance total is 22 (2W), then the Facility Rating would be a 2W. The lower of the two numbers is always used for the Facility Rating. If a park's rating is lowered

due to maintenance, the Rep Teams complete a Ratings Substantiation Sheet explaining the conditions at the park that prompted the lower recommended rating.

### **Exceptions**

Regardless of the point total for the Facility Rating of a given park, the following limiting factors must be considered. These factors do not apply to parks that Accept Full Hookup Units Only or Accept Self-Contained Units Only.

1. If non-flush toilets are the only restroom facilities, the highest Facility Rating attainable for that park is 2W.
2. If no sewage disposal method exists, yet the park does not indicate Accepts Full Hookups Only or Accepts Self Contained Only, the highest Facility Rating attainable for that park is 2W.
3. If only cold showers exist, the park's overall rating cannot be higher than a 2W. (Hot showers are required at Levels 3, 4 & 5.)

### **RECREATION**

Recreation and its maintenance are considered separately from the Facilities. All recreation must be circled in the Recreation area of the evaluation sheet and evaluated as a major (M), minor (MN) or no count (NC). All recreation "listed" by WOODALL'S is printed on the evaluation sheet. There is also ITC (In This Case), which can be circled along with M or MN or NC, when the rating level recommended is not the norm. For example, Volleyball is usually a minor (MN); however, if it is a regulation sand court, it could be rated major (M) and ITC, meaning: In This Case, volleyball is a major recreation at this park.

#### **I. Major, Minor, No Counts**

##### **A. General Guidelines**

It is up to the WOODALL'S Rep Teams to determine which of the recreation items are major and which are minor. **Quality, investment, quantity and size are all factors in determining major or minor recreation.** The amount of recreation in relation to the size of the park must also be a consideration. For example, 3 bike rentals could be a major recreation at a park of 25 sites. However, it would be a minor at a park of 400 sites. Fishing on a sizeable lake is usually a major recreation. But if the park has only a small pond for fishing by children, this type of fishing would be classified as a minor recreation. If bike or boat rentals include a large number of rentals in proportion to the park's size, they may be considered major recreations.

The amount of usage is considered, but it is not the only determining factor. One shuffleboard court in a 100 site park would probably get a lot of usage. This does not make it a major recreation item. A major item is able to entertain a large number of people at one time.

##### **1. Major Recreation**

The following items are usually major recreations. However, **the size, quality, investment and/or usage are the ultimate determining factors.**

- Equipped rec hall or rec room/area (must be open to campers on a regular

basis – not locked and/or only available to groups or for special events.)

- Swimming Pool
- Very large wading pool
- Sauna
- Hot Tub
- Good, natural swimming beach
- Tennis courts
- Sports field (equipped)
- Golf or mini-golf
- Driving range
- Well-equipped playground
- 1/2 or full court Basketball
- Planned group activities
- Equipped pavilion (variety of 4 items)
- Boating (include ramp & dock)
- Fishing in a lake, river, ocean or stocked pond (should have fishing supplies such as bait, tackle, fish cleaning station, etc.)
- Horse rental
- Water slide (not attached to pool)
- Playground
- Spray Ground

## 2. Minor Recreation

Here are a few examples of what are usually considered minor recreations:

- Horseshoes
- Fishing in a small pond
- Sports field (unequipped)
- Putting green
- Small wading pool
- Hiking trails
- Basketball hoop
- Horse riding trails
- Canoeing
- Kayaking
- Badminton
- Volleyball
- Shuffleboard
- Play equipment
- Pavilion (with some equipment)
- Boating (no ramp or dock)

## 3. Major or Minor Recreation

Here are a few examples of recreation that may be considered either major or minor depending on their size, numbers, investment and/or usage, and importance at a particular park:

- Swimming in a river or pond
- Movies (if not already included as part of planned group activities)
- Fishing
- Fishing Guides
- Rec hall or rec room/area (depends on size and amount of equipment)
- Local tours
- Bike rental
- Boat rental
- Float trips
- Winter sports available

#### **4. No Counts**

A few examples of what are usually considered no counts:

- Unequipped pavilion
- Coin games (part of rec hall or rec room/area)
- Fishing supplies (part of fishing)
- Locked rec hall, rec room/area

### ***B. Definitions***

#### **1. Rec Hall**

A separate, enclosed building dedicated solely to recreation. The purpose of the recreation hall is to provide a definite area for recreational pursuits, rainy day activities and recreation programs. Therefore, it must be of adequate size and quality with a variety of equipment appropriate to the size of the park and the rating level being considered. The Rec Hall must be accessible during normal business hours, as well as reasonable evening hours. If it is kept locked, or is available only to groups, or is used only on special occasions, then the Rec Hall is not listable and therefore is not considered an available facility for criteria requirements. Here is a list of typical equipment found in a Rec Hall or Rec Room:

- TV
- Coin-op games
- Pool table
- Ping-Pong table
- Juke box
- Piano/Organ
- Card or Game tables with chairs
- Kitchen

These items are used to determine the rating of the Rec Hall – they are not listed and rated separately, with the possible exception of extensive numbers of Coin Games.

#### **2. Rec Room**

A room (not a separate building) devoted to active recreation and equipped with such items as listed above.

#### **3. Rec Area**

An indoor area in conjunction with a store, laundry, office, etc. Not an entire room devoted solely to recreation.

#### **4. Pavilion**

Has a roof and floor but is not completely enclosed. May have some rec equipment.

#### **5. Equipped Pavilion**

Same as Pavilion, except it will have a variety of 4 equipment items. (games, pool tables, ping-pong tables, TV, tables and chairs, grills, fireplace, kitchen, etc.)

## **6. Playground**

Must be commercial and/or durable quality. Also, there should be a variety of 3 pieces of equipment (swings, merry-go-round, slide, climbing tubes, jungle gym, sand box, etc.) OR extensive quantity of any one particular type of playground equipment such as 3 large commercial-quality swing sets.

## **7. Play Equipment**

Anything less than the requirement for playground. This can be equipment of lesser quality (discount store type); OR equipment of commercial quality, but not meeting the quantity requirement stated above for playground.

## **8. Sports Field**

If an area of the park is provided and is large enough for playing sports such as football, soccer, softball, Frisbee, etc., it will be given a minor credit toward the recreation rating. If the park owner has erected or provides equipment such as goal posts, bases, backstop, etc., the sports field will be given a major credit toward the recreation rating.

## **9. Local Tours**

If a tour originates at a campground and is scheduled at least once a week, it will be given a major credit toward the recreation rating. If the tour occurs less frequently than once a week, it won't be listed but will be give a minor credit toward the recreation rating.

### ***C. Special Situations***

#### **1. Winter Sports**

WOODALL'S listings do not include winter sports: however, we do allow credit toward the recreation rating for winter sports, such as snowmobile trails and cross-country skiing. Rep Teams determine the major or minor status of these sports. Is the park located in a popular winter sports area? Does it offer a store with rental equipment? Are their instructors to teach the sport? Are the ski or snowmobile trails marked and/or lighted? These factors are considered in assigning either major or minor credit.

#### **2. Planned Group Activities**

Some recreational items are not listed individually but fall under the category "Planned Group Activities" (PGA). The amount and variety of these activities determine whether planned group activities are rated major or minor. They should not be listed separately. At a park where planned group activities are very extensive and popular, and there is at least one full-time recreation director, Rep Teams may consider allowing 2 major recreation credits for the planned group activities. Activity programs must be well documented in these cases. If planned group activities occur on weekends only, but at least three activities are held per weekend, then PGA may be assigned a major credit. If less than three activities are planned by park management, the planned group activities are not listed in the Directory, but minor credit is given for these activities.

#### **3. Unlisted Recreation**

Additional recreational activities that are not included in our computerized listings, such as petting zoos, horseback riding, etc. may still be given credit

towards the WOODALL'S recreation rating. The same guidelines of size, quality, investment, etc. are considered to determine their rating.

#### **4. No Recreation**

If a park has no recreation (or only has recreational items or activities that WOODALL'S does not currently include), the listing will not include recreation, nor will it have a recreation rating.

#### **5 Too Little to Rate**

If the park has some recreation but not enough to qualify for a 1W rating, no recreation rating appears in the listing.

### **RECOMMENDING THE RECREATION RATING**

The rating levels are recommended by how many recreational items a park has. Three minor items can be considered as 1 major item. After listing all recreation items on the evaluation sheet and evaluating them as M, MN or NC, Rep Teams recommend the appropriate rating level. Sometimes a park does not have enough recreation items to meet the 1W level. In these cases, the items are still listed, but are not assigned a rating. The following are the requirements for each level:

#### **1. 1W**

One major or three minor recreation items.

#### **2. 2W**

Two major recreations or enough minors to equal 2 majors; may also be a combination of 1 major and 3 minors.

#### **3. 3W**

This rating requires indoor recreation OR swimming, and enough additional major recreations to meet the total requirement of 4 major recreations. It is possible to add together two, three, four or more items of lesser substance to equal one major recreation credit at all rating levels. However, at the 3W, 4W and 5W rating levels, the park should have more major recreation credits, rather than several minor credits grouped together to equal major credits.

#### **4. 4W**

At this level WOODALL'S requires indoor recreation equipped with a variety of 4 items, plus a swimming pool or excellent natural swimming with sand or grass beach, and enough additional recreation items to meet the total requirement of 6 major recreations. At the 4W and 5W level we emphasize consideration of the recreation offered in relation to the number of sites in the park. This means a small swimming pool, which is adequate for a small park, would not be adequate for a 200-site park. A large park could be expected to have a very large rec hall or an adult and a teen rec hall that could satisfy the needs of a large number of campers. In those situations where two or more rec halls or swimming pools or mini-golf courses, etc. are required for that major recreation to be commensurate with park size, we would not count each swim pool as a separate major recreation.

At this level we are concerned about the quantity and quality of the recreation facilities.

#### **5. 5W**

This level requires indoor recreation equipped with a variety of at least 6 items, plus a swimming pool of capacity commensurate with park size or excellent natural swimming with grass or sand beach and posted rules, planned group activities, and enough additional recreation items to meet the total requirement of 10 major recreations.

## **II. Maintenance**

When evaluating the Recreation Maintenance level, Rep Teams give an overall maintenance evaluation. They take into consideration all recreation available at the park, but gives extra consideration to the maintenance of the major recreation items. If there are enough recreation items to evaluate, the overall recreation rating will be the lower of the two numbers (recreation level and the recreation maintenance). The same maintenance considerations shown earlier, under II. Maintenance, A. Maintenance Level Definitions – page 13 & 14 – regarding Facilities are applied to Recreation items



## **WOODALL'S'S NON-RATED CATEGORIES**

If the park is not assigned a WOODALL'S rating, it may fall under one of WOODALL'S'S non-rated categories. A description of each of these categories follows below:

*(Categories noted with an asterisk (\*) must purchase a display advertisement to be listed in WOODALL'S.)*

### **1) RV SPACES**

These are spaces that are reserved for travelers for an overnight stay, but are not necessarily limited to just one night's stay. These spaces could be scattered throughout a mobile home park, or spaces available to travelers next to an RV dealership, or spaces in conjunction with a hotel, attraction, casino, etc. Even though RV Spaces is a non-rated category, an evaluation must be made by a Rep Teams and the facility must meet WOODALL'S'S minimum criteria to be listed.

### **2) PLANNED PARKS\***

An RV park/campground which is still in the planning stage and for which no ground has been broken is referred to as Planned. The listing for a planned park will only contain the name of the park, driving directions, a phone number (if available) and a planned opening date. Because it is WOODALL'S policy not to list anything that is not complete and operational at the time of our Representatives' visit, no facilities or recreation items will be included in a listing designated as "Planned". All advertising will carry the statement "Planned for opening (insert date)"

### **3) UNDER CONSTRUCTION\***

An RV park/campground which is under construction (ground has been broken and construction efforts are evident) and is not open for business is defined as "Under Construction". The only facilities and recreation that will be listed are those that are complete and operational at the time of the Rep Team's visit. Unforeseen delays in construction due to financial, weather or labor problems may impede the best of intentions. Construction problems will carry no weight with a dissatisfied WOODALL'S reader if they expect something at an RV park/campground that isn't there. All advertising will carry the statement "Under Construction", planned for opening (insert date). Again, the listing will only reflect what was completed at the time of the Rep Team's visit.

### **4) TOO NEW TO RATE**

A recently opened RV park/campground will not be rated until it has been in operation and open to the public for a minimum of one year. A campground will carry the designation "Too New To Rate" until sufficient time has passed to permit the Rep Team to evaluate the facilities and the quality of management and maintenance. This policy is favorable to both the park and to WOODALL'S'S, giving the park time to finish all of the construction and work out any initial operating problems. A park will not carry this designation for more than two years. The park will be rated by the third year on whatever facilities and recreation are completed and operational.

## **5) REBUILDING**

If an RV park/campground is undergoing rebuilding for modernization, expansion or natural disaster repair, it is referred to as “Rebuilding” and is not rated. This category is used when the rebuilding process has disrupted the portion of the campground which was previously rated. If the expansion in any way downgrades the quality of the expected rating level, the park will be classified as “Rebuilding”. If the expansion takes place outside the existing sites and in no way affects the quality of the older section, the older section may continue to be rated.

## **6) EXTENDED STAY PARKS\***

This non-rated category is used for parks that accept seasonal campers only or seasonal parks that accept short term RVers/campers, but have fewer than 10 sites currently available to overnight campers.

## **7) CAMP RESORT/LOTS FOR SALE\***

This non-rated category includes Lots for Sale Only, Membership Only, Condo Parks, Time Share Parks, etc. The following guidelines apply concerning these types of locations:

If the location belongs to one of the categories listed above, but has 10 or more sites available to the camping public and the RVers/campers are not required to listen to a sales presentation, it will not be classified as a “Camp Resort”. Instead it will be evaluated and assigned a rating like any other RV park/campground. If a location is strictly “Members Only” and is not open to the camping public or if campers must listen to a sales presentation, WOODALL’S classifies this type of park as a “Camp Resort” and therefore it is non-rated and must advertise to be listed in WOODALL’S.

## **8) NOT VISITED\***

If the WOODALL’S home office receives an “inspection request” from a park owner after the Representatives have completed that part of the territory and/or the park is not visited by a WOODALL’S rep team, the park will not be listed unless a display advertisement is purchased. “Not Visited” will be inserted in the listing after the park name. The only information that will be included in a “Not Visited” listing is: facility name, driving directions, county, phone number, facility’s e-mail address, number of sites and amperage of receptacles, open and close dates and overnight rates. All other information must be verified via personal evaluation the following year by WOODALL’S Representatives to be listed.

## **9) NUDIST PARK\***

Nudist parks are not designed to cater to the “average, traveling-down-the-road” type RVer/camper. Parks in this category will not be rated and will not be listed unless a display advertisement is purchased. The listing will include the word Nudist whether or not the park is a totally nude park or a clothing optional park. WOODALL’S Representatives are not required to visit parks in this category.

## **10) PUBLIC PARKS**

Public parks – National, State/Provincial, Corp of Engineer, Bureau of Land Management, etc. – are listed in WOODALL’S. The directory would not be complete without them; however, they are not rated.

## CAMPGROUND OWNER ASSOCIATIONS

**Contact Information  
State RV Park &  
Campground  
Associations  
\* = Affiliate  
Association  
2008**

State	Business Address	Executive Director	Business Phone	Fax	Business E-Mail
ALABAMA *	Alabama ARVC c/o 1340 Vickers Dr, Tallahassee, FL 32303-3041	Bobby Cornwell, Interim Executive Director	850-562-7151	850-562-7179	<a href="mailto:alarvc@cs.com">alarvc@cs.com</a>
	No State President				
ALASKA *	Alaska Campground Owners Ass, PO Box 111005, Anchorage, AK 99511-1005	Kerri Schiavi, Executive Director	866-339-9082		<a href="mailto:info@grandviewrv.com">info@grandviewrv.com</a>
	Eagle's Rest RV Park & Cabins; 630 East Pioneer Dr; Valdez, AK 99686	Laura Saxe, President	800-553-7257		<a href="mailto:rvpark@alaska.net">rvpark@alaska.net</a>
ARIZONA *	Arizona Travel Parks Ass, 8425 W. Wethersfield Rd; Peoria, AZ 85381	Carolyn Bethka, Executive Director	800-921-2872	520-456-1163	<a href="mailto:cbethka@aol.com">cbethka@aol.com</a>
	The Resort RV Park; 1101 S. Ellsworth Rd; Mesa, AZ 85208,	Dan Thompson, President	480-986-8404	480-986-0775	<a href="mailto:dan@arizonarvresortliving.com">dan@arizonarvresortliving.com</a>
CALIFORNIA *	California Travel Parks Ass, PO Box 5648, Auburn, CA 95604	Debbie Sipe, Executive Director	530-885-1624	530-823-6331	<a href="mailto:Debbie@ctpanews.com">Debbie@ctpanews.com</a>
	Anaheim Resort RV Park; 200 West Midway Drive; Anaheim, CA 92805	Paul Bostwick, President	714-774-3860	714-774-5970	<a href="mailto:cabpb@earthlink.net">cabpb@earthlink.net</a>
COLORADO *	Colorado Campground & Lodging Owners Ass, PO Box 2831, Durango, CO 81302	Dana Foran, Administrator	970-259-1899		<a href="mailto:ccloa@campcolorado.com">ccloa@campcolorado.com</a>

	<b>Snowy Peaks RV Parks and Rentals; 30430 N US Hwy 24; Buena Vista, CO 81211</b>	<b>Gene Farrar President</b>	<b>719-395-8481</b>	<b>719-395-8415</b>	<a href="mailto:info@snowypeaksrvpark.com">info@snowypeaksrvpark.com</a>
<b>CONNECTICUT *</b>	<b>Connecticut Campground Owners Ass, 14 Rumford St, West Hartford, CT 06107</b>	<b>Allen Beavers, Jr., CPO, Executive Director</b>	<b>860-521-4704</b>	<b>860-521-4704</b>	<a href="mailto:ccoa@campconn.com">ccoa@campconn.com</a>
	<b>Riverdale Farm; 245 River Rd; Killingworth, CT 06419</b>	<b>Mark Weiss, President</b>	<b>860-663-1639</b>	<b>860-663-2057</b>	<a href="mailto:lindaweiss@snet.net">lindaweiss@snet.net</a>
<b>DELAWARE</b>	<b>No Executive Director</b>				
	<b>Big Oaks Family Campground, Rt 1, Box 53, Rehoboth Beach, DE 19971</b>	<b>Dana Plummer, President</b>	<b>302-645-6838</b>		<a href="mailto:campbigoaks@aol.com">campbigoaks@aol.com</a>
<b>FLORIDA *</b>	<b>Florida ARVC, 1340 Vickers Road, Tallahassee, FL 32303-3041</b>	<b>Bobby Cornwell, President</b>	<b>850-562-7151</b>	<b>850-562-7179</b>	<a href="mailto:FloridaARVC@netally.com">FloridaARVC@netally.com</a>
	<b>Holiday Travel Resort; 28229 CR33; Leesburg, FL 34748</b>	<b>John Parkhurst, Chairman</b>	<b>352-787-5151</b>	<b>352-787-1052</b>	<a href="mailto:jparkhu@cs.com">jparkhu@cs.com</a>
<b>GEORGIA *</b>	<b>Georgia ARVC, 1031 Wylie Rd.; Marietta, GA 30067-7853 30451</b>	<b>Jimmy Corsentino, Executive Director</b>	<b>877-784-2782</b>	<b>770-427-8410</b>	<a href="mailto:info@garvc.com">info@garvc.com</a>
	<b>No State President</b>				
<b>IDAHO</b>	<b>Idaho RV Campgrounds Ass, PO Box 7841, Boise, ID 83707</b>	<b>Ann Chambers, Executive Director</b>	<b>208-345-6009 800-784-3246</b>	<b>208-368-6600</b>	<a href="mailto:anne@rvidaho.org">anne@rvidaho.org</a>
	<b>Fiesta RV Park, 11101 Fairview Ave, Boise, ID 83713</b>	<b>Dana More, CPO, President</b>	<b>208-375-8207</b>	<b>208-322-2499</b>	<a href="mailto:fiestarv@aol.com">fiestarv@aol.com</a>
<b>ILLINOIS *</b>	<b>Illinois Campground Ass, 3085 Stevenson Dr Ste 308, Springfield, IL 62703</b>	<b>Bonnie Chandler, Executive Director</b>	<b>217-585-1600</b>	<b>217-585-1601</b>	<a href="mailto:bchandler@cbha.net">bchandler@cbha.net</a>
	<b>Chicago/Millbrook Yogi Bear Jellystone; PO Box 306; Millbrook, IL 60536</b>	<b>Mike Ciero, President</b>	<b>630-553-5172</b>	<b>630-553-1411</b>	<a href="mailto:info@jellystonechicago.com">info@jellystonechicago.com</a>

<b>INDIANA *</b>	Recreation Vehicle Indiana Council, 3210 Rand Road, Indianapolis, IN 46241	Dennis Harney, Executive Director	317-247-6258 800-837-7842	317-243-9174	<a href="mailto:susan@imharvic.org">susan@imharvic.org</a>
	Coachmen Industries; PO Box 30; Middlebury, IN 46514	Kelly Cummins, President	574-825-5821	574-825-7868	<a href="mailto:kcummins@coachmen.com">kcummins@coachmen.com</a>
<b>IOWA *</b>	No Executive Director				
	On-Ur-Wa RV Park, 1111 28 <sup>th</sup> St., Onawa, IA 51040	Kenneth Tanner, President	712-423-1387 712-423-8007		<a href="mailto:gocampingiowa@onawave.net">gocampingiowa@onawave.net</a>
<b>KANSAS *</b>	Kansas ARVC, c/o Four Seasons RV Acres; 2502 Mink Road; Abilene, KS 67410		877-225-2782	785-672-4344	<a href="mailto:CampKansas@ksrvparks.com">CampKansas@ksrvparks.com</a>
	Capital City RV Park; 1949 SW 49 <sup>th</sup> St.; Topeka, KS 66609	Charlie Reaser, President	785-862-5267		<a href="mailto:email@CapitalCityRVPark.com">email@CapitalCityRVPark.com</a>
<b>KENTUCKY</b>	No Association at This Time				
<b>LOUISIANA *</b>	Louisiana Campground Owners Association, PO Box 82856, Baton Rouge, LA 70884	Sharon Murphy, Executive Director	225-590-3084	225-590-3124	<a href="mailto:lcoa@cox.net">lcoa@cox.net</a>
	Yogi Bear's Jellystone Park, PO Box 519, Robert, LA 70455	Maurice LeBlanc, CPO, President	985-542-1507 X10	985-345-6629	<a href="mailto:reccy@charter.net">reccy@charter.net</a>
<b>MAINE *</b>	Maine Campground Owners Association, 10 Falcon Rd, Ste 1, Lewiston, ME 04240	Richard Abare, Executive Director	207-782-5874	207-782-4497	<a href="mailto:rick@campmaine.com">rick@campmaine.com</a>
	Smuggler's Den Campground; PO Box 787; Southwest Harbor, ME 04679	Ben Worcester, CPO, President	207-244-3944	207-244-4072	<a href="mailto:bcw@smugglersdencampground.com">bcw@smugglersdencampground.com</a>
<b>MARYLAND *</b>	Maryland Association of Campgrounds, c/o Buttonwood Beach RV Resort, PO Box 28, Earlesville, MD 21919	Debbie Carter, CPO, Executive Director	410-275-2108	410-275-8309	<a href="mailto:condocmp@dmv.com">condocmp@dmv.com</a>

	Ole Mink Farm RV Resort, 12806 Mink Farm Rd, Thurmont, MD 21788	Mike Irons, CPO, President	301-271-7012	301-271-4856	<a href="mailto:mink.tale@verizon.net">mink.tale@verizon.net</a>
MASSACHUSETTS *	MA Association of Campground Owners; PO Box 1217; South Dennis, MA 02660	Paula & Jack Carrol, Executive Directors	508-394-3021	508-394-3038	<a href="mailto:info@campmass.com">info@campmass.com</a>
	Normandy Farms Campground; 72 West St.; Foxboro, MA 02035	Marcia Galvin, President	866-67FARMS 866-673-2767		<a href="mailto:marcia@normandyfarms.com">marcia@normandyfarms.com</a>
MICHIGAN *	ARVC Michigan, 325 N Mt Tom Rd, Ste B, Mio, MI 48647	Wayne Purchase, CPO, Executive Director	989-826-5255	989-826-1906	<a href="mailto:info@michcampgrounds.com">info@michcampgrounds.com</a>
	Lincoln Pines Resort, Inc.; 13033 19 Mile Rd.; Gowen, MI 49326	Deborah Nagel, CPO, President	616-984-2100	616-984-5022	<a href="mailto:dln1959@yahoo.com">dln1959@yahoo.com</a>
MINNESOTA	Minnesota Resort Association, 305 E Roselawn Ave, St. Paul, MN 55117	Don Segal, Executive Director	651-778-2400	651-778-2424	<a href="mailto:arnold@hospitalitymn.com">arnold@hospitalitymn.com</a>
	Kiesler's Campground, PO Box 503, Waseca, MN 56093	Steve Kiesler, President	507-835-3179	507-835-5731	<a href="mailto:camp@kieslers.com">camp@kieslers.com</a>
MISSOURI *	No Executive Director				
	Sundermeier RV Park & Conference Center; 111 Transit St.; St. Charles, MO 63301	Carolyn Strong, CPO., President	636-940-0111	636-916-4588	<a href="mailto:Carolyn@sundermeierrvpark.com">Carolyn@sundermeierrvpark.com</a>
MONTANA	No Executive Director				
	Whitefish KOA, 3191 Parkhill, Billings, MT 59102	Homer Staves, President	406-656-7086	406-656-7086	<a href="mailto:hstaves@stavesconsulting.com">hstaves@stavesconsulting.com</a>
NEBRASKA	No Association at This Time				
NEW HAMPSHIRE	New Hampshire Campground Owners Association, PO Box 320, Twin Mountain, NH 06595	Ron Brown, Executive Director	603-846-5511	603-846-2151	<a href="mailto:info@ucampnh.com">info@ucampnh.com</a>

	Blake's Brook Campground, 76 Mountain Rd, Epsom, NH 03234	Bob Bradley, President	603-736-4793	603-736-4083	<a href="mailto:blakes@tds.net">blakes@tds.net</a>
NEW JERSEY *	New Jersey Campground Owners Association, 29 Cook's Beach Rd, Cape May Court House, NJ 08210	Jay & Marji Otto, CPOs, Executive Director	609-465-8444	609-463-8484	<a href="mailto:njcoa@campnj.com">njcoa@campnj.com</a>
	Panther lake Campground; 6 Panther lake Rd.; Andover, NJ 07821	George Yaple, President	973-347-4440	973-347-6402	<a href="mailto:pantherlake@nac.net">pantherlake@nac.net</a>
NEW YORK *	Campground Owners of New York; 1 Grove St., Ste 200; Pittsford, NY 14534	Donald G. Bennett Jr., Executive Director	585-335-4360	585-586-4368	<a href="mailto:conv@frontiernet.net">conv@frontiernet.net</a>
	Spruce Row Campsite; 2271 Kraft Rd., Ithaca, NY 14850	Scott Sherwood, President	607-387-9225		<a href="mailto:sprucerow@zoomdsl.com">sprucerow@zoomdsl.com</a>
NORTH CAROLINA *	The Carolinas ARVC, 605 Poole Dr, Garner, NC 27529	Charlene Barbour, Executive Director	919-779-5709	919-779-5642	<a href="mailto:cbarbour@mgmt4u.com">cbarbour@mgmt4u.com</a>
	Rutledge Lake Travel Park, 170 Rutledge Lake Rd, Fletcher, NC 28732	Sandy Tinsley, CPO, President	828-654-7873	828-891-8488	<a href="mailto:rutledgelake@bellsouth.net">rutledgelake@bellsouth.net</a>
OHIO *	Ohio Campground Owners Association, 33 North Third St Suite 320, Columbus, OH 43215	Kristy Smith, Executive Director	614-221-7748	614-221-0756	<a href="mailto:ohiocamper@sbcglobal.net">ohiocamper@sbcglobal.net</a>
	Shelby/Mansfield KOA; 6787 Baker 47; Shelby, OH 44875	Vicki Cole, President	419-347-1392	419-342-5353	<a href="mailto:camp@shelbymansfieldkoa.com">camp@shelbymansfieldkoa.com</a>
OKLAHOMA *	No Executive Director				
	Rockwell RV Park, 720 South Rockwell, Oklahoma City, OK 73128	David Miller, President	405-787-5992	405-787-5992	<a href="mailto:dmlrokrv@aol.com">dmlrokrv@aol.com</a>
OREGON	Oregon RV Park & Campground Association (ORCA); 1430 Willamette Street,		541-563-3485	541-563-8719	<a href="mailto:grampley@peak.org">grampley@peak.org</a>

	#453; Eugene, OR 97401-4049				
	Chinook RV Park; 3299 Alsea Highway; PO Box 976; Waldport, OR 97394	Gillian Rampley, President	541-563-3485		<a href="mailto:camp@chinookrvpark.com">camp@chinookrvpark.com</a>
PENNSYLVANIA *	Pennsylvania Campground Owners Ass, PO Box 5, New Tripoli, PA 18066	Beverly Gruber, CPO, Executive Secretary	610-767-5026	610-767-5034	<a href="mailto:info@pacamping.com">info@pacamping.com</a>
	Old Mill Stream Camping Manor; 2249 Route 30 East; Lancaster, PA 17602	Jim Breneman, President	717-299-2314	717-290-6047	<a href="mailto:info@oldmillsstreamcamping.com">info@oldmillsstreamcamping.com</a>
RHODE ISLAND	Ocean State Campground Owners Association; c/o Holly Tree Campground; PO Box 61; Ashaway, RI 02804	Anthony Patrizzo, President			
SOUTH CAROLINA *	The Carolinas Association of RV Parks & Campgrounds, 605 Poole Dr, Garner, NC 27529	Charlene Barbour, Executive Director	919-779-5709	919-779-5642	<a href="mailto:cbarbour@mgmt4u.com">cbarbour@mgmt4u.com</a>
	Rutledge Lake Travel Park 170 Rutledge Lake Rd.; Fletcher, NC 28732	Sandy Tinsley, CPO., President	828-654-7873	828-891-8488	<a href="mailto:rutledgelake@bellsouth.net">rutledgelake@bellsouth.net</a>
SOUTH DAKOTA *	South Dakota Campground Owners Association; 646 Jennings Avenue #21; Hot Springs, SD 57745	Phil Wetzel, Executive Director	605-891-3909		<a href="mailto:pwetzel@pax2100.org">pwetzel@pax2100.org</a>
	Flintstone's Bedrock City Campground; PO Box 649; Custer, SD 57730	Greg Gunderson, President	605-673-4664		<a href="mailto:flintstn@rapidnet.com">flintstn@rapidnet.com</a>
TENNESSEE *	Tennessee ARVC, PO Box 70, Spring Hill, TN 37174	John & Nelia Westenberger, Executive Directors	931-487-9871	931-487-9870	<a href="mailto:wmjohn@aol.com">wmjohn@aol.com</a>

	Clarksville RV Park; 1270 Tylertown Rd.; Clarksville, TN 37040	Keith Wagner, President	931-648-8638	931-648-8639	<a href="mailto:info@clarksvillervp.ark.com">info@clarksvillervp.ark.com</a>
TEXAS *	Texas Association of Campground Owners, 4621 S Cooper, Ste #131-104, Arlington, TX 76017	Brian Schaeffer, Executive Director	682-518-1990	682-518-1949	<a href="mailto:tacoexec@swbell.net">tacoexec@swbell.net</a>
	All Seasons RV Park; 2715 Sotuh Cooper St.; Arlington, TX 76015	Larry Nix, CPO, President	817-277-6600	817-277-4545	<a href="mailto:hestwest@yahoo.com">hestwest@yahoo.com</a>
UTAH	No Executive Director				
	VIP Campground, 1370 W North Temple St, Salt Lake City, UT 84116	Darren Menlove, President	801-521-2682	801-363-5580	<a href="mailto:ddavism@aol.com">ddavism@aol.com</a>
VERMONT	Vermont Campground Association; 45 State Street #368; Montpelier, VT 05602	Mary Lunderville, Adminstrator	802-525-3242	802-525-3242	<a href="mailto:info@campvermont.com">info@campvermont.com</a>
VIRGINIA *	Virginia Campground Association, PO Box 9928, McLean, VA 22102	David Gorin, Executive Director	703-448-6863	703-448-1721	<a href="mailto:tovca@aol.com">tovca@aol.com</a>
	Walnut Hills Campground, 484 Walnut Hills Rd, Staunton, VA 24401	Steve Albrecht, President	540-337-3920	540-337-9744	<a href="mailto:stevena@ntelos.net">stevena@ntelos.net</a>
WASHINGTON *	No Association at This Time				
West Virginia	West Virginia RV Association, 205 1st Ave, Nitro, WV 25143	Leff Moore, Executive Director	304-727-7441		<a href="mailto:wvasoff@newwave.net">wvasoff@newwave.net</a>
	No State President				
WISCONSIN *	Wisconsin Association of Campground Owners, 17630 North Main St, PO Box 130, Galesville, WI 54630	Lori Severson, Executive Director	608-582-4328	608-582-4529	<a href="mailto:sevassco@trivest.net">sevassco@trivest.net</a>

	<b>Yogi Bear's Jellystone Park; 1500 Park Drive; Warrens, WI 54666</b>	<b>John Harlan, CPO, President</b>	<b>888-386-9644</b>		<a href="mailto:joyce@yogiwarrens.com">joyce@yogiwarrens.com</a>
<b>WYOMING</b>	<b>Wyoming Campground Association; PO Box 568; Buffalo, WY 82834</b>	<b>Anne Kavanagh</b>	<b>307-684-5722</b>		
	<b>No State President</b>				

## **CANADA**

<b><u>ALBERTA</u></b>	<b><u>Alberta Camping Association; 11759 Groat Rd NW; Edmonton, AB T5M 3K6</u></b>	<b><u>Kathryn Rambow, Executive Director</u></b>	<b><u>780-427-6605</u></b>	<b><u>780-427-6695</u></b>	<b><u>info@albertacamp ing.com</u></b>
<b><u>BRITISH COLUMBIA</u></b>	<b><u>BC Lodging and Campgrounds Association; 209- 3003 St. John's St.; Port Moody, BC V3H 2C4</u></b>		<b><u>604-945-7676</u></b>	<b><u>604-945-7606</u></b>	<b><u>camping@bclca.co m</u></b>
	<b><u>Sasamat Outdoor Centre; 3302 Senkler Rd.; Belcarra, BC V3H 4S3</u></b>		<b><u>604-931-6449</u></b>	<b><u>604-939-8522</u></b>	<b><u>info@bccamping.or g</u></b>
<b><u>MANITOBA</u></b>	<b><u>Manitoba Association of Campgrounds &amp; Parks; PO Box 68; St. Malo, Manitoba RoA 1To</u></b>	<b><u>Bryan Ezako, Executive Director</u></b>	<b><u>204-784-1134</u></b>	<b><u>204-784-4177</u></b>	<b><u>info@mbcamping.c a</u></b>
<b><u>NEW BRUNSWICK</u></b>	<b><u>New Brunswick Camping Association; Box # 782; Moncton, NB E1C 8N6</u></b>	<b><u>Stephane Richard, President</u></b>	<b><u>506-853-3507</u></b>		<b><u>stephane.richard@d iabetes.ca</u></b>
<b><u>NEWFOUNDLAND/ LABRADOR</u></b>	<b><u>Newfoundland/Lab rador Camping Association; PO Box 50846 SS #3; St. Johns, NF A1B 4M2</u></b>	<b><u>Malcom Turner, Executive Director</u></b>	<b><u>709-576-6198</u></b>	<b><u>709-576-8146</u></b>	<b><u>malcomturner@g mail.com</u></b>
<b><u>NOVA SCOTIA</u></b>	<b><u>The Camping Association of Nova Scotia; PO Box 33039; Halifax, NS B3L 4T6</u></b>	<b><u>Heather MacDonald, President</u></b>	<b><u>902-425-5454 ex 431</u></b>	<b><u>902-8761076</u></b>	<b><u>info@campingNS.ca</u></b>

<b><u>ONTARIO</u></b>	<b><u>Ontario Camping Association; 250 Merton St. Ste #403; Toronto, ON M4S 1B1</u></b>	<b><u>Aruna Ogale, Executive Director</u></b>	<b><u>416-485-0425</u></b>	<b><u>416-485-0422</u></b>	<b><u>info@ontariocamps.ca</u></b>
<b><u>QUEBEC</u></b>	<b><u>Association Des Camps Du Quebec; 4545 Pierre de Coubertin CP 1000, Succursale M; Montreal, QC H1V 3R2</u></b>		<b><u>514-252-3113 800-361-3586</u></b>	<b><u>514-252-1650</u></b>	<b><u>info@campsgc.ca</u></b>
<b><u>SASKATCHEWAN</u></b>	<b><u>Saskatchewan Camping Association; 205-4303 Rae St.; Regina, SK S4S 3A6</u></b>	<b><u>Donna Wilkinson, Executive Director</u></b>	<b><u>306-586-4026</u></b>	<b><u>306-790-8634</u></b>	<b><u>donnaw@sasktel.net</u></b>

## **Sources of Information about Campground & RV Park Development and Management**

1) The **National Association of RV Parks & Campgrounds - ARVC** (formerly the National Campground Owners Association), 455 Tenderfoot Dr, Larkspur, CO 80118, (303) 681-0401 or fax (303) 681-0426. An association of private campground operators, ARVC conducts a certified park operator program, holds an annual conference and exhibition and sells helpful publications including a park development kit.

2) The **American Resort Development Association**, 1220 L St. N. W., 5th Floor, Washington, DC 20005, (202) 371-6700. An association of companies and individuals who own, sell and/or develop residential, recreational and resort real estate plus those who provide products and services to this industry. One segment focuses on condo and membership RV Park and Camping Resort Development.

3) **State campground associations.** A list accompanies this information, but contact the National Association of RV Parks & Campgrounds for the latest information on the associations in the states in which you are interested.

4) The **major campground franchisers:** Rob Schutter, president & chief operating officer, **Leisure Systems, Inc.**, 6201 Kellogg Ave., Cincinnati, OH 45228, (513) 232-6800, and **Kampgrounds of America (KOA)**, P. O. Box 30558, Billings, MT 59114, (406) 248-7444.

5) The **Recreation Vehicle Industry Assn.**, P. O. Box 2999, 1896 Preston White Dr., Reston, VA 22090, (703) 620-6003. This national association of RV manufacturers and suppliers sells several publications on campground development including a park development standards booklet, ANSI A119.4/NFPA 501D, the standards for recreation vehicle parks.

A copy of the standards booklet for recreational vehicle parks and campgrounds is also available from the National Fire Protection Association, 1 Batterymarch Park, Quincy, MA 02169-7454, (617) 770-3000, for \$18.50 plus \$4.85 shipping and handling. The 1996 edition is the latest edition. Request publication NFPA 501D. The NFPA also produces and sells the National Electrical Code in a variety of formats including one with annotations and explanations. A section of the code is devoted to electrical wiring in campgrounds.

6) **Rollin B. Cooper**, 1055 Walworth Ave., Whitewater, WI 53190, (414) 473-5375, is an industry consultant and the author of a book on the fundamentals of campground management, *Campground Management: How to Establish and Operate Your Campground*, available from Sagamore Publishing, P. O. Box 673, Champaign, IL 61820-0673, (800) 327-5557, for \$44.95 plus \$5.00 shipping and handling. He can help with feasibility studies, answer questions about management and development and refer people to other sources of information in the industry.

7) The **University of Tennessee at Martin** holds an annual **Campground Management and Rehabilitation Workshop** in spring. The emphasis is on basic campground design and how to “unscramble” a campground that was poorly designed. For information, contact Phil Lavelly, Park & Recreation Administration, University of Tennessee at Martin, 554 University St, Martin, TN 38237-2028 (901) 587-7261.

8) Campground **design consultant Richard L. Cottrell** who teaches at the University of Tennessee workshop has started an advanced course in campground design and recreation which he holds in autumn. For details, contact him at 104 N. 18th St., Murray, KY 42071, (502) 753-6902. He has written articles on campground design and rehabilitation for WOODALL’S’ Campground Management as well as co-authored a book on design, *Planning Parks for People* by Richard L. Cottrell and John and Wendy Hultsman, Which explains his ideas on campground and park design in greater detail. The book is available from Venture Publishing, Inc., 1999 Cato Ave., State College, PA 16801, (814) 234-4561. Price is \$39.95 plus \$3.50 for shipping and handling. Cottrell is available as a design and planning consultant.

9) The **National RV Park Institute**. P.O. Box 5578, Auburn, CA 95604, (530) 823-1076, trains people seeking employment in, prospective buyers of and current employees and owners of RV parks and campgrounds. Among the courses offered are the following: Hospitality, Inspection of Facilities, Risk Management, Legal Obligations of Employers and Employees, Legal Aspects of Operating and Building a Campground, Marketing, Promotion and Electrical Repairs and Maintenance.

10) **John Imler**, a former park owner, operates Imler Consulting & Publishing, 2445 Harvard St., Sacramento, CA 95815 (916) 920-0166, which specializes in the RV park industry. He is also the author of *So You Want To Buy Your Own RV Park, Being a Successful Manager, The RV Park Business a discussion of buying, building and operating campgrounds, RV Parks and Resorts*, and *Designing RV Parks and Resorts for the 21st Century*.

11) **Park Practice-National Recreation and Park Association**, 22377 Belmont Ridge Rd, Ashburn, VA 20148 (703) 820-4940, offers three publications devoted to the management of natural, scientific and human resources. “Trends” is a quarterly magazine that informs readers about new ideas, directions and happenings in the resource management field. Sample titles from previous issues include the following stories: 1) “Serving Special Populations,” 2) “Energy Conservation & Environmental Education,” 3) “Vegetation Management,” 4) “Urban Forestry” and 5) “Maintenance Management.” Grist is a quarterly publication offering photographs, illustrations and easy-to-read copy about tested ways to save time and money. It touches on subjects such as maintenance, storage, suggestions for improving communications and security. The material comes directly from practitioners in the field. Design is a 16-page quarterly with innovative concepts from architects, planners, multidisciplinary design teams and regional design centers. Some topics the publication has covered are: Design for senior adult activity centers, parking fee collection booths, low cost, short golf courses and mobile cash register cabinets.

12) Two real estate brokers conduct **courses on buying campgrounds**. Topics covered include: income and expenses, owner fringe benefits, amenities, lifestyle unique to campgrounds, how much to pay, what to expect financially, a suggested purchase contract, the search process,

structuring price and terms to allow the buyer to be successful while keeping the seller happy and closing process problems and solutions. The brokers who conduct the courses are: Dale S. Bourdette, **Campground Data Resource**, 225 E. Stuart Ave, Lake Wales, FL 33853, (941) 676-0009, and Darrell Hess, **Darrell Hess & Associates**, 117 Harmon Rd, Lake Junaluska, NC 28745 (828) 452-1535.

13) **An Evaluation Guide for Recreational Vehicle Campgrounds** is a guide for both buyers and sellers of RV parks/ campgrounds which helps in evaluating facts and factors involved in making an informed purchase / sales decision. For info. Call **Robert L. Rogers Engineering Co., Inc.**, 1105 S.E. Third Ave., Ocala, FL 34471, (352) 622-9214.

14) **WOODALL'S Campground Management**, P.O. Box 276, Syracuse, IN 46567; (574) 457-3370, fax (574) 457-8295; e-mail [wcm@kconline.com](mailto:wcm@kconline.com), is a monthly newspaper with helpful news and feature articles that cover every aspect of campground operation and development. Subscriptions are free to the owner or manager of a privately-owned U.S. campground that is open to the traveling public and listed in WOODALL'S **S** Campground Directory upon request. One free subscription per campground is allowed. Any other person who is interested in receiving the paper can purchase a subscription for \$24.95/year US or \$35.95/year Canada.