

Maine Campground Owners Association

Trade Show & Annual Meeting - Friday April 3, 2020

Norway Savings Bank Arena, 985 Turner Street, Auburn Maine

Trade Show Set Up: 8 AM – 9:45 AM

Trade Show Hours: 10 AM – 3 PM

Trade Show Dismantling: 3 PM

We Invite You To Stay For Social Hour At 4 PM

Exhibitor and Sponsor Invitation

MECOA is making plans for the 2020 Trade Show & Annual Spring Meeting and ***we want YOU to be a part of it!*** This event will again be held at the **Norway Savings Bank Arena** at 985 Turner Street, Auburn. **This is also where the 16th Annual Vacationland RV & Camping Show will be hosted.** This venue is fairly young and consists of 44,000 square feet of space with 400 on-site parking spaces (and unlimited “off-site” parking within a stone throw)! This venue is across the street from the Auburn Mall and is very centrally located at only 30 minutes north of Portland. The venue will reach a very broad audience, specifically from the northern and western parts of the state such as Augusta, Oxford Hills, Farmington, Bangor, and surrounding areas! Because of this, we anticipate large attendance from Campground Owner’s. To view more on the facility please visit: <https://www.norwaysavingsbankarena.com/>!

The trade show will be taking place in conjunction with our 16th Annual Vacationland RV & Camping Show in which an estimated **55+** member campgrounds will be participating in, we anticipate as many as **50-70 campground owners** present throughout the day at the Trade Show. This event will be much *desired* by MECOA members with elements such as educational seminars, guest speakers, great food & company, the trade show, silent auction, and the annual spring membership meeting. In an effort to stimulate business at the trade show **we ask that each vendor offer the campground owners “Special Trade Show Only Deals”**. Your specials will only be honored for the 5 hours which the trade show is open.

The majority of the day will be reserved for the Trade Show; this will allow campground owners in attendance to have the maximum opportunity to visit with vendors, such as yourself, with minimal distraction. There are a couple short seminars for the campground owners to begin and end the day, also at this location. We have arranged for a continental *breakfast* to be located at the concessions stand adjacent to the Trade Show, along with a membership *lunch* and *social hour & hors d’oeuvres*. **A “Silent Auction” will be held throughout the entire day and we invite all vendors & sponsors to donate an item to the auction.** All proceeds of the silent auction will be donated to the MECOA Scholarship Program through NCA.

Your participation, by **exhibiting** and/or **sponsoring** this event, offers you an *opportunity* to market your products or services directly to campground operators throughout Maine and will give your company recognition of your dedication and support to both the membership, and the industry. *Last year, attendance was strong and vendors reported excellent sales during the show, and many more sales after the show which resulted from connections made during the show.*

Sponsorship & Trade Show Registration Form

All sponsors will receive recognition during their sponsored event/s as well as in the agenda, subsequent mailings and emails and your banner hung during the event. **Each sponsor & exhibitor will also receive (2) two lunch tickets.** Additional lunch tickets may be purchased through the MECOA office for \$25.00 per person.

Choose your desired sponsorship below:

| | | |
|------------------------------|--------------|---|
| Continental Breakfast | | Sponsored by: Austin Associates, P.A. |
| Continental Breakfast | | Sponsored by: GHM Insurance Agency |
| Continental Breakfast | | Sponsored by: Varney Agency |
| Seminar 1: TBD | | Sponsored by: RDL Appraisal |
| Seminar 1 Sponsor | | Sponsored by: Northeast Campground Brokers |
| Seminar 2: TBD | | Sponsored by: Linnell, Choate & Webber LLP |
| Seminar 2 Sponsor | | Sponsored by: Northeast Campground Brokers |
| Membership Lunch Sponsor | | Sponsored by: Leavitt Hospitality & Recreation Insurance |
| Lunch Co-Sponsor | | Sponsored by: ME O'Brien & Sons |
| Lunch Co-Sponsor | | Sponsored by: Silver-top Manufacturing Co., Inc. |
| Lunch Co-Sponsor | \$300 | |
| Social Hour & Hors d'Oeuvres | | Sponsored by: Norway Savings Bank |
| Social Hour & Hors d'Oeuvres | | Sponsored by: Wilcor International |
| Social Hour & Hors d'Oeuvres | \$400 | |
| Annual Spring Meeting | | Sponsored by: Austin Associates, P.A. |
| Annual Spring Meeting | \$250 | |

Trade Show Exhibitor Registration

Trade Show Exhibitor Registration (# of) _____ 8' Table/s @ \$250.00 each/MECOA Trade Member \$ _____

☐ **Yes, I would like to become a Trade Member for \$228 Annually**

Trade Show Exhibitor Registration (# of) _____ 8' Table/s @ \$300.00 each/NON MECOA Member \$ _____

Electricity

_____ Yes we need electricity _____ No we do not need electricity

Silent Auction: We Plan To Donate The Following "AUCTION ITEM" :

_____ Estimated Value: \$ _____

| | | |
|---------------------------------------|--|--------|
| Company Name: | | Phone: |
| Email Address: | | Fax: |
| First & Last Name of those Attending: | | |

Payment

Please sign and return this form with your full payment to the MECOA Office at 229 Center St, Unit 5, Auburn ME 04210, or by fax to (207) 782-4497. Call (207) 782-5874 with any questions.

**Early commitments will ensure your company name
and logo on more mailings and emails!**

| | | | |
|---|--|---------------------------------------|--|
| <input type="checkbox"/> Check Enclosed for: \$ | | <i>(Make checks payable to MECOA)</i> | |
| <input type="checkbox"/> MasterCard <input type="checkbox"/> Visa <input type="checkbox"/> American Express <input type="checkbox"/> Discover | | | |
| Card Number: | | | |
| Expiration Date: | | 3-Digit Sec Code: | |
| Billing Address: | | Zip Code: | |
| Signature: | | Date: | |

Signature: _____ **Date:** _____

Kathy Dyer, Executive Director
Laura Koscinski, Administrative Manager

Maine Campground Owners Association
229 Center St., Unit 5, Auburn ME 04210
207-782-5874 • Fax: 207-782-4497

MECOA's Trade Show & Annual Meeting – April 3, 2020

Hosted at the: Norway Savings Bank Arena, Auburn

Schedule is Subject To Change

| Time | Event |
|---|---|
| 8 AM – 7 PM | Events Taking Place on the 2 nd floor of the Norway Savings Bank Arena |
| 8 AM | Continental Breakfast & Registration Opens |
|  AUSTIN ASSOCIATES CERTIFIED PUBLIC ACCOUNTANTS | Sponsored By: Austin Associates, P.A. |
| | Sponsored By: GHM Insurance |
|  Varney Agency INSURANCE & BONDING | Sponsored By: Varney Agency |
| 8 AM – 9:45 AM | Vendor / Trade Show Set Up |
| 9 AM – 10 AM | SEMINAR: “Invasive Aquatic Species As It Relates to Campgrounds” presented by Denise Blanchette: Maine Department of Environmental Protection |
| RDL Appraisal | Sponsored By: RDL Appraisal |
| | Sponsored By: Northeast Campground Brokers |
| 10 AM – 3 PM | TRADE SHOW - 10 am - 3 pm |
| 12 PM – 1 PM | Membership Lunch |
|  Leavitt Recreation & Hospitality Insurance A Leavitt Group Insurance Agency | Sponsored By: Leavitt Hospitality & Recreation Insurance |
|  O'BRIEN & SONS ELEMENTS FOR A GREAT OUTDOORS | Co- Sponsored By: ME O'Brien & Sons |
| | Co- Sponsored By: Silver-top Manufacturing Co., Inc |
| | Co- Sponsored By: |
| 3 PM – 3:45 PM | SEMINAR: “Employment Law As It Relates to Campgrounds” presented by Linnell, Choate and Webber, LLP |
|  LINNEL CHOATE & WEBBER LLP | Sponsored By: Linnell, Choate and Webber LLP |
| | Sponsored By: Northeast Campground Brokers |
| 4 PM – 5 PM | Social Hour & Hors d'Oeuvres |
|  Norway Savings Bank | Sponsored By: Norway Savings Bank |
|  Wilcor Outdoor | Co- Sponsored By: Wilcor International |
| | Co- Sponsored By: |
| 5 PM – 7 PM | Annual Membership Meeting |
| | Guest Speakers: TBD |
|  AUSTIN ASSOCIATES CERTIFIED PUBLIC ACCOUNTANTS | Sponsored By: Austin Associates, P.A. |
| | Sponsored By: |