

RV Parks | Campgrounds | Park Model RVs | Outdoor Resorts
Glamping Accommodations | Suppliers & Partners

The 2024 Florida and Alabama **OUTDOOR HOSPITALITY CONFERENCE & EXPO**

Hilton Orlando in Orlando, FL
May 15-17, 2023



Florida and Alabama RV Park & Campground Association

1340 Vickers Road, Tallahassee, FL 32303 | Phone: 850-562-7151
campflorida.com | campinalabama.com | frvca.org | arvca.org

SCHEDULE OF EVENTS

WEDNESDAY, MAY 15

- 9:00 a.m. - 4:00 p.m. **Registration**Orlando Foyer
- 10:00 a.m. - Noon **FRVCA Board of Directors Meeting**Lake Eola A
- 1:45 - 2:30 p.m. **General Session: Welcome**.....Orange E
Pre-conference introduction, Group discussion on important issues and Q&A.
- 2:30 - 3:30 p.m. **Breakout Session 1: How to Protect Your Assets & Property**Orange E
Discussion on land trusts and estate planning with Larry Harbolt of Tampa REIA.
- 2:30 - 3:30 p.m. **Breakout Session 2: Exploring the Impact of Glamping in Outdoor Hospitality**Orange F
Presented by Dennis Steinman of PlainsCraft Wagons.
- 3:45 - 4:45 p.m. **Breakout Session 3: Hiring & Retention**.....Orange E
The how-tos of building the right team with Kim Cantrell of 2 Impact.
- 3:45 - 4:45 p.m. **Breakout Session 4: Evolving Your Property Through Technology & Branding**Orange F
Presented by Mike Harrison of CRR Hospitality.
- 5:00 - 7:00 p.m. **Welcome Reception Open To All Attendees & Exhibitors** Destination Deck
- 7:00 - 10:00 p.m. **Keep The Fun Going**..... Fast Break Sports Bar
The night is yours to relax, explore or network with friends.

THURSDAY, MAY 16

- 8:00 a.m. - 2:00 p.m. **Registration Open**.....Orlando Foyer
- 8:00 - 9:00 a.m. **General Session & Breakfast** Orlando IV-VI
Park introductions and tourism updates with Brenna Dacks of VISIT FLORIDA.
- 9:00 - 10:00 a.m. **Opening General Session**..... Orlando IV-VI
Panel discussions and Q&A on RV and Campground industry trends and forecasts with Scott Bahr of Cairn consulting, Chris Bornemann of the RVIA, Curtis Hemmeler of RVTI, Dave Kelly of FRVTA and Nichole Poisson of KOA.
- 10:15 - 11:15 a.m. **Breakout Session 1: Are You Running Your Business Or Is Your Business Running You?**Orange E
Presented by Nic Gramstad of Newbook.
- 10:15 - 11:15 a.m. **Breakout Session 2: Park Acquisitions - What You Need To Buy Or Sell**.....Orange F
Presented by Richard O'Brien of Applebrook RV Parks/Athena Real Estate.
- 10:15 - 11:15 a.m. **Breakout Session 3: It's A New Era - The Season Of Experiential Camping**..... Orange G
Presented by Mark Koep of Campground View.
- 11:30 a.m. - 12:45 p.m. **Chairman's Lunch, PAC Honors & Legislative Updates**..... Orlando IV-VI
Important legislative updates with Thomas Sparrow, Marc Dunbar and David Eastman.
- 12:45 - 1:30 p.m. **General Session: RV Park Insurance**..... Orlando IV-VI
Discussion and Q&A with Thomas Sparrow and Austin Gaines of The Starke Agency.
- 1:45 - 2:45 p.m. **Breakout Session 4: Booking Trends & Insights**Orange E
Learn how to read and understand analytical data with Michael Sheinman of CampSpot and Scott Bahr of Cairn Consulting.
- 1:45 - 2:45 p.m. **Breakout Session 5: Perfecting Your Park Rules & Regulations**Orange F
Decrease your liability with templates you can use! Panel discussion and Q&A.
- 3:00 - 4:00 p.m. **Breakout Session 6: Leveraging Changes To Make Broadband Wi-Fi A Profit Center**Orange E
Presented by Tim Rout of AccessParks.
- 3:00 - 4:00 p.m. **Breakout Session 7: Using "AI" To Grow Your Business**Orange F
Presented by Brian Searl of Insider Perks.

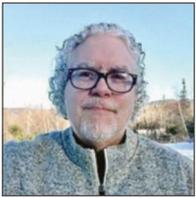
Please wear your name badges. Name badges will be required to enter all sessions and events.

- 4:00 - 5:30 p.m. **Park Model Preview** Outside Rear of Hotel (Bus Tour Exit)
- 4:15 - 5:00 p.m. **Breakout Session 8: Florida DOH Update, 513 And Chapter 64E-15**Orange E
Group discussion and Q&A with Andrea Ables & Joseph Haskin of the FL DOH.
- 4:15 - 5:00 p.m. **Breakout Session 9: Alabama Legislative Updates**Orange F
Group discussion and Q&A with Thomas Sparrow, FRVCA Chair of Alabama.
- 5:30 - 6:00 p.m. **Appreciation Reception**Orlando Foyer
- 6:00 - 9:00 p.m. **Awards Dinner & Auction**..... Orlando IV-VI
Entertainment provided by Them Sweeney Boys.
- 9:00 - 10:30 p.m. **After-Party Social**Bar Tela in the Hotel Lobby

FRIDAY, MAY 17

- 7:30 - 10:00 a.m. **General Session & Breakfast** Orlando IV-VI
Enjoy breakfast and interactive trivia session where you learn about the industry and suppliers, plus discussion on activities, products and services that will increase your business and your profits. Sponsored by Bobby Sorden of Suppliers Spot.
- 10:00 a.m. - 3:00 p.m. **Supplier Trade Show & Lunch** (Noon - 1:30 p.m.)Expo Hall - Orange A-D + C1+C2
- 3:15 - 4:15 p.m. **Breakout Session 1: Campground Development & Construction**.....Orlando IV
Presented by Brian Faircloth & Ben Perry of Southeastern Resort Development (SRD).
- 3:15 - 4:15 p.m. **Breakout Session 2: ADA Pitfalls and Best Practices** Orlando V
Presented by Michael Denton of Resnexus.
- 3:15 - 4:15 p.m. **Breakout Session 3: Unexpected Partnerships & Ancillary Income Opportunities, Benefits and Food Savings**.....Orlando VI
Panel discussion hosted by Clint Elkins of SB Value and Sandy Ellingson from The HUB.
- 4:30 - 5:30 p.m. **Conference Wrap-Up, Group Discussion & Closing**..... Orlando IV
Panel Speakers discuss topics such as ejections, length of stay, deposit & cancellation policies, PMS systems and more.

MEET OUR GUEST SPEAKERS



Scott Bahr



Chris Bornemann



Kim Cantrell



Brenna Dacks



Marc Dunbar



Michael Denton



David Eastman



Clint Elkins



Brian Faircloth



Nic Gramstad



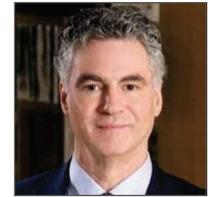
Larry Harbolt



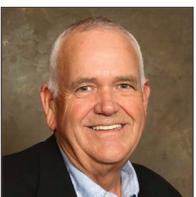
Mike Harrison



Curtis Hemmeler



Richard O'Brien



Dave Kelly



Mark Koep



Ben Perry



Nichole Poisson



Tim Rout



Michael Scheinman



Brian Searl

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