



Maine Summer Camps News

Real Kids. Real Camps. Real Maine!

Winter 2015

Maine Summer Camps Educational Workshops and Business Networking Event

Tuesday, January 13, 2015

CIEE, Portland, Maine

Educational Workshops 11:15 am to 12:15 pm

Business Networking Event with "walking lunch" Noon to 2 pm



Educational Workshops 11:15 am to 12:15 pm

Option I

The Importance of Social Media
presented by Tom Tash of Dream Local Digital.
www.dreamlocal.com

This workshop will address emerging social media marketing trends for the summer camp industry, how these trends are affecting parent "shopping" habits, and how to best leverage online tools for business growth and customer satisfaction. Search Engine Optimization, Reputation management tools and tips will also be discussed to help understand how to leverage customer testimonials and word of mouth online. Our early registration allows Dream Local to do research ahead of time on the camps attending the workshop so that their presentation will be particularly pertinent to the camps in attendance.

Due to room capacity this workshop will be limited to 45 people. Sign-up will take place online or by phone ahead of time and will be limited to 1 representative per camp.

Option II

Open meeting of the
MSC Sustainability Committee

This workshop will give camps an opportunity to learn more about the Green Camp Initiative program and how it can benefit both the environment and your camp. See page 6 to learn more about this committee's work.

Due to room capacity this workshop will be limited to only 20 people. Sign-up will take place online ahead of time and will be limited to 20 attendees.

Please use the Link below to sign-up for one of the workshops or call the MSC office at 207-518-9557.

Go to www.mainecamps.org to register

Business Networking Event 12:30 to 2 pm

This extravaganza begins at 12:30 and ends at 2:00 pm. We are anticipating that 45 - 50 of our business members will be in attendance. Starting at Noon CIEE will be providing a "walking lunch" for everyone. Some businesses will be offering show specials and the day ends with the "you must be present to win MEGA raffle."

See the flyer insert in this newsletter with more details.

Inside:

- Chewonki Celebrates 100 Years - pg. 3
- Interstate Transportation Update - pg. 5
- "The Little Camp That Could" - pg. 6

Presidents Column



Andy Lilienthal

What a glorious fall it has been here in Maine. Although most of our camps are quiet, work at camp continues as cabins are being repaired and painted, water is turned off and the recruiting and planning for next summer gets under way.

Did you take some time to relax and have fun? I hope so.

Have you heard from the families and children who attended camp last summer?

Do you know what went well?

Where there is room for improvement? Has your staff emailed to let you

know there are 200 and some days until camp begins?

In some ways many of us are blessed with schedules that allow a bit of flexibility, and yet that same sense of flexibility is strained as the music of camp never stops. The tempo may slow and the octave is lower but it continues to pulse. How do you handle the 24 hour/365 cycle? Do you announce vacations and flee unattached. Can you cut the cord of being in touch or does the constancy of the business cycle invigorate you? Whatever the case, it is probably beneficial to know where you stand and use it to your advantage.

I had the opportunity to escape my normal cycle in October and attend the International Camp Fellowship Conference in Antalya, Turkey, where over 500 camp professionals from 34 countries gathered. It was a wonderful chance to connect with peers from the world over who deliver camp programs in a myriad of ways and forms.

From a camp in Russia that just received a billion dollars for their program, to Chinese programs struggling to find camp professionals to train and run camps, to camps in Romania that had never heard of single sex programming, I was struck how people just like us are striving to deliver high quality camp experiences, some doing so with far fewer resources and/or knowledge than we enjoy here.

What does this mean? Perhaps it means little. However, what I sense is that despite most of us working in micro businesses with little effect on the varying landscapes, when we look at the breadth and scope of impact as a collective it is both impressive and deep. Also, it is paramount that to move our industry forward, we need to connect, converse and learn from each other. As in life in general, and definitely in the world of camping where we focus on human centered development, human connection and learning is essential and without it, eventually most of our programs will wither as new and cutting edge programs will emerge to claim the spotlight.

MSC has a number of new and exciting initiatives and educational opportunities scheduled for the year ahead. I hope you plug in, stay tuned and take advantage of the offerings that hopefully, will prove edifying to you and help make your camp more successful.

Best wishes for wonderful months ahead and I look forward to seeing you soon,

Maine Summer Camps Board of Directors 2014-15

President: Andy Lilienthal, Winnebago

President Elect: Catriona Sangster, Wawenock— Educ.Chair

Secretary: Matt Pines, Maine Teen Camp- Sustainability Chr.

Treasurer: Fritz Seving, Fernwood

Immediate Past President: Garth Altenburg, Chewonki

Erik Calhoun, Agawam

Judy Crosby, Davinci Experience

Rich Deering, Birch Rock Camp for Boys

Tom Doherty, Camp Ketcha

Mike Griswold, Kennebec Valley YMCA

Peter Hirsch, Androscoggin

Kasandra Kane, Oceanwood

Mike Katz, Camp Sunshine—Membership Chair

Alan Kissack, Kingsley Pines—Marketing/PR Chair

Nancy McCann, Tripp Lake

Spencer C. Ordway, Winona— JMG Chair

Anne Randall

Jem Sollinger, Laurel

Robert Strauss, Wigwam—Business Membership Chair

Lisa Tripler, Kamp Kohut

Appointed & Ex-Officio Members

Business Representatives:

Jim Chalmers, Chalmers Insurance

Melissa Knutson, Key Bank

Counsel - Jack Erler

Executive Director - Ron Hall

MSC Historian - Henry Paul Johnson

Maine Youth Camp Association (MYCA) Board of Directors 2014-2015

President: Peter Hirsch, Androscoggin

Vice President: Fritz Seving, Fernwood

Treasurer: Barry Costa, YMCA Camp of Maine

Past President: Steven Sudduth, Wyonegonic

Secretary: Tracy St. Onge, The Summer Camp

Mary Ellen Deschenes, Girl Scouts of Maine

Stefan Jackson, Winona

Norm Thombs, Mechuwana

Liz Tully, Ketcha

Maine Summer Camps News is a publication of the
Maine Youth Camping Foundation dba:

Maine Summer Camps

Ron Hall, Editor

P.O. Box 1861, Portland, ME 04104

Tel. 207-518-9557

Fax. 207-799-7773

E-mail: camps@mainecamps.org

www.mainecamps.org

Submissions and articles welcome!

Chewonki Celebrates 100 Years

This past summer Chewonki kicked off a year long celebration of it's hundredth year anniversary with a birthday party. Alumni, friends, and staff honored the 100th summer of Chewonki Camp for Boys on August 16 with a community swim, dinner en plein air on the Quad, and a rollicking Campfire.



Representatives of every decade from the 1930s to the present helped light the blaze, then everyone sat back to enjoy a typically eclectic evening of entertainment under the pines.

Education Committee News

The Education Committee has had a busy Fall! The Rick Stryker Workshop, hosted by Acadia Insurance on October 22nd, was well attended and successful. (See pg. 4 for a recap).

The Committee is now working on planning one or two webinars, for all members to access from the comfort of your home/office. This is an exciting new venture for MSC and we hope to provide you with topics relevant to all camps in Maine – stay tuned for more news on upcoming webinars!

We are also in the midst of planning a fall education event dealing with issues of sex and sexuality, to be held on September 16, 2015 at the Hilton Garden Inn in Auburn. Mark your calendars now and save the date. We look forward to seeing you at our Educational Event on social media marketing presented by Dream Local at CIEE, held in conjunction with our Business Members Event on January 13th.



2015 MSC Camp Fair

The Maine Summer Camps 6th annual camp fair will be held on **Sunday, March 15, 2015** at the East End Community School, 195 North St., Portland, ME. from 1 – 4 p.m. Overnight camps, trip camps, and day camps will be included. Last year 70 camps signed-up for the fair and there was a short wait list. Approximately 700 people attended last year's fair. As in previous years, we will be marketing the fair on the radio, in the newspapers, and by having flyers passed out at all area schools. We will have at least one foodie truck at the camp fair so no need to bring your lunch.

On **Monday January 20, 2015**, a **registration** link will be sent to all Maine Summer Camps and/or camps licensed by the State of Maine. On February 4th if space permits, registrations will be opened to non-licensed summer programs, on a first come, first served basis.

Exhibitor fees: \$110 Maine Summer Camps members; \$150 non-member camps.

The Perfect Way to End the 2014 Summer

Close to 100 MSC members (camps and businesses) gathered at the Migis Lodge on Wednesday, September 17, for meetings, a cookout, networking, and just relaxing. Many also took advantage of touring either Wohelo or Wawenock, traveling to the camps in classic Chris Craft boats.



Lunch included; steak, chicken, tuna, swordfish, pulled pork, grilled cheese sandwiches, hot dogs, and hamburgers all grilled to perfection, topped off with homemade lemonade and make your own sundaes! Thank you Migis Lodge and the Porta family for a fabulous day.



Dispatches

Winter 2015



Rick Stryker Workshop at Acadia Insurance

On October 22, MSC's Education Committee hosted over 50 camp directors and professionals for a day of workshops featuring guest speaker, Rick Stryker. Rick, who is a registered professional engineer sharing over 20 years of experience in planning, design, and construction administration, provided in-depth workshops covering the following topics: "Principles of Leadership", "Environmental Impacts of Camp", and "Planning Facilities at Camp". Although these topics appeared different by the nature of their titles, Rick tactfully (and with much wit) demonstrated the interrelatedness of these topics, while sharing their daily implications and applications to the camp industry. To receive an electronic copy of Rick's presentations email Margi at MSC at office@mainecamps.org.

"Rick was an incredibly dynamic speaker and I was thoroughly impressed with how proficiently he spoke in all three subject areas. As a camp director, he helped spark how I view myself as a leader and how the decisions that I make at camp from both an administrative and operational standpoint, are critical to not only those I lead, but also for the constituents I seek to serve."

Mike Griswold, Camp KV Director



MSC wants to express their thanks and appreciation to business members, Acadia Insurance in Westbrook for hosting the workshop and to Key Bank for sponsoring the workshop's lunch. Also, our thanks to Rick for a fantastic series of presentations and to all those who attended the workshop.

MSC's Education Committee will continue to feature workshops throughout the course of the year leading up to the 2015 summer camp season. Please stay tuned for future events.



Social Media Campaign to Promote Member Camps

We have begun a social media marketing campaign to help drive more traffic to the online camp directory. Currently we are utilizing Facebook, Twitter, Pinterest and YouTube. This presents several additional promotional options for your camp.

If you have an enhanced directory listing, we will post your video on YouTube and embed it in your listing. This is great way to make your camp listing more appealing. Plus you have the added bonus of additional exposure on YouTube. Since this was started last January camps with videos have seen between 40 and 800 views.

We need videos and photos to post on social media. When we use your picture or video, your camp will be credited. If you want to take advantage of this opportunity, email Ron up to 10 high quality photos and/or 1 or 2 short videos (less than 1 minute).

Finally, we hope you will follow or friend Maine Summer Camps on your personal and camp social media accounts. You will find the links below.

Pinterest: <http://www.pinterest.com/CampsinMaine>

Twitter: <https://twitter.com/Campsinmaine>

Facebook: <https://www.facebook.com/MaineSummerCamps>

YouTube: <https://www.youtube.com/user/MaineSummerCamps>

MSC Logo

Recently, we have had a number of requests from camps for the MSC logo so that they can include it on their website – GREAT IDEA!! We are more than happy to send any MSC member our logo for inclusion on their website. Just email Margi at the MSC office – office@mainecamps.org



Thank you to all of the MSC camps that have donated mugs and water bottles to our MSC art display. And for the 98 other camps, there is still time to have your camp included in the display!

MYCA Update Regarding Interstate Transportation of Campers and Staff from Jack Erler, MYCA/MSC's legal Counsel

On November 13th I participated in a conference call with Peg Smith, Susan Yoder of the ACA and attorneys Tom Lynch and Clay Heil of the law firm of Ice Miller, attorneys for ACA. These two attorneys are lobbyists of the federal government in Washington, DC.

The purpose of the call was to bring MYCA up to date regarding the ACA's efforts to find a resolution at the federal level to the determination by the Federal Motor Carrier Safety Administration (FMCSA) that youth camps transporting campers and staff interstate are "for-hire" carriers.

For your review, the issue that MYCA and ACA are focused on is one that affects only interstate(1) transportation of campers and staff by youth camps. Earlier this year FMCSA's administrator in Maine told us that Maine youth camps transporting campers and staff interstate were required to have Operating Authority from the FMCSA because camps are "for-hire" carriers. An application and a fee of \$300 are necessary to obtain Operating Authority. In addition, other requirements are triggered, including engaging a "registered agent" for each state in which transportation is conducted, increased insurance coverage requirements and the increased expense for "Uniform Commercial Registration" (UCR).

(1) Interstate means transportation: (1) between states, (2) between two points in state involving travel in another state, and (3) of passengers who have arrived in state from another state or country. There is an exception to (3) for transportation of passengers within a 25 mile radius of the airport at which they arrived.

My research indicated that FMCSA does not have the authority to make such a determination. Therefore, we have been involved at the State and Federal agency level to see if we can resolve this matter. I have also been in contact with our current Congressman, Mike Michaud, to seek his help. In addition, we asked ACA to become involved both for the benefit of Maine and for camps across the country to whom the federal law will apply. 2

Some safety requirements for transporting campers and staff both interstate and intrastate under FMCSA and Maine regulations adopted from FMCSA may have been new information to camps. However, we are not disputing those requirements. Thus as I state above, the focus of our efforts is solely on FMCSA's asserted authority to regulate camps under commercial regulations associated with Operating Authority for "for-hire" motor carriers of passengers in interstate commerce.

In the conference call, ACA's attorney advised us that they are pursuing a three prong plan as follows:

1. First, discussions were held with FMCSA personnel to see if, notwithstanding its unwillingness at our request to change its interpretation of the regulations, it would do so at the request of the ACA lawyers who have experience in Washington DC dealing with the federal law applicable to this matter and with the FMCSA. FMCSA responded to them as it did to us. FMCSA acknowledged that the regulations as interpreted by it have been "dormant" but insists that it has the right to interpret these regulations as safety related and to enforce them against camps in Maine and all other states.

2. Second, work with Maine Senator Susan Collins' staff on the Senate Appropriations Subcommittee on Transportation and HUD to insert in the annual highway funding bill, a provision defunding the agency's ability to enforce Operating Authority regulations as applied to youth camps. If successful the agency would lose its ability to enforce the regulations through next summer. The purpose of such a provision is to have a "cooling off" period in which the parties can work to see if and how the regulations can be changed to exclude camps.

There are a number of hurdles to be overcome to accomplish this goal. First, it is late in the federal funding process to insert such a provision. Second, it is difficult in the midst of many larger issues to educate the committee staff sufficiently to gain their interest in this provision. Third, FMCSA has told Senator Collins' staff that the Operating Authority regulations are no big deal, camps should just comply and the defunding provision is thus unnecessary.

On a hopeful note ACA's attorneys met with Senator Collins' staff and officials from the FMCSA on Nov 13 to further discuss the fiscal year suspension of funding. In response to the agency's continuing opposition, the ACA attorneys pushed back. Observing this exchange the staff appeared to agree that a defunding provision should be added in the bill.

There is however, an additional problem. As we are all aware the US Congress has been and may remain in gridlock. Although an annual funding bill is the normal way to proceed, one has not been enacted in the recent past. In lieu thereof, Congress has merely passed a "Continuing Resolution" to fund the government on an interim basis. By definition a "Continuing Resolution" will have no additional provisions attached. Thus 3.

the one we seek would not be attached. Depending on the time duration of a Continuing Resolution there remains the possibility of a highway funding bill with a defunding provision being enacted before next summer.

3. Begin work in the New Year with Transportation Authorizing Committees to propose a substantive change in the law exempting youth camps from being "for-hire" carriers.

In the conference call, ACA acknowledged that time is of the essence in resolving this matter. ACA's attorneys made the point that this step-by-step effort of working with Congress and FMCSA will take time. ACA however, assured me that it is committed to work on this matter for the long term.

Sunshine Lady Foundation Forgives Camp CaPella Debt



In the Fall newsletter we learned how “The Little Camp that Could” captured the attention of Doris Buffett and the Sunshine Lady Foundation and was given an interest free, payment free loan to purchase the camp property from United Cerebral Palsy of Maine in February of 2010. If the camp was successful at the conclusion of a five year period, the foundation would forgive the debt. On November 1st at Camp CaPella’s 4th annual Volunteer Service Award Banquet, Doris Buffett made good on that promise.

Although Doris, Warren Buffett’s sister, had initially planned on attending the event, health issues prevented her from making the trip. Doris stated in a personal letter to the attendees, “How I wish I could be with you tonight. Camp CaPella is never far from my heart. I experience strong feelings of joy and satisfaction when I think of what goes on there; the anticipation of our young campers, the excitement they demonstrate as they experience the “camp life”. “Yes”, she continued, “I view my participation in Camp CaPella as an ‘investment,’ an investment which I believed would return warm dividends of happiness for everyone involved.”

In a separate document, the Foundation writes, “The leadership of the board of directors and the professional staff of Camp CaPella have been consistently competent, caring and dedicated during the past five years since the loan was made.” It is with pride and pleasure that the board members and especially board president and founder, Doris Buffett, have collaborated with the leadership of Camp CaPella and have been able to play a role in providing stability to Camp CaPella.”

Today, on the shores of Phillips Lake in Dedham, the camp operates a day camp, a weekly overnight camp, and an adventure travel camp, all for children with disabilities. Executive Director Dana Mosher adds, “With the help of the Sunshine Lady Foundation and supporters from all over Maine and beyond who recognize the immense value of providing such an outdoor learning experience for children with disabilities, “the little camp that could,” Camp CaPella, is alive and well!”

Congratulations to Steve Fisch and Amerasport
Celebrating 25 years of doing business with Maine camps!



Green Camps Initiative

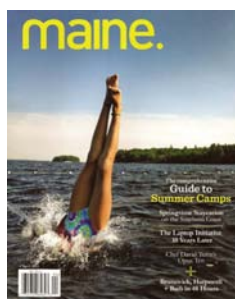
For several years now, MSC member camps have been working towards making their program and operation more sustainable and many have been eager to do more. Now, MSC business member Green Camps Initiative (GCI) is ready to take the sustainability of summer camps to the next level.

GCI is working on establishing a set of standards, audit tools and benchmarks for American summer camps. Along with the national office of ACA, and many camping professionals across the country, Maine Summer Camps Sustainability Committee has been helping with the development of the standards. Now, MSC has played a vital role in creating a first step towards full green accreditation, the GCI pilot accreditation program.

At the winter meeting January 13th in Portland, Danny Sudman from GCI, Tom Twist from Chewonki, and the rest of the sustainability committee will be hosting an educational workshop to discuss the impending launch of the GCI pilot program. The pilot program will be a stepping stone to full GCI accreditation. (See page 1 to sign up for this workshop.)

Recognizing the leading role Maine camp's play in the national camping industry, it only makes sense Maine camps are again at the vanguard of what is already a pressing issue, one that becomes more important every month. Maine camps have a responsibility to educate future leaders on sustainability, to set the standard for the rest of the camping industry to match and to continue our stewardship of the Maine environment.

Please send a staff member to the January 13th meeting to get all the info you need to sign onto this entry level green accreditation, to become a GCI member, and to help build momentum for what is sure to be a national movement. Don't get left behind on this one.



FREE PR FOR ALL MSC MEMBER CAMPS

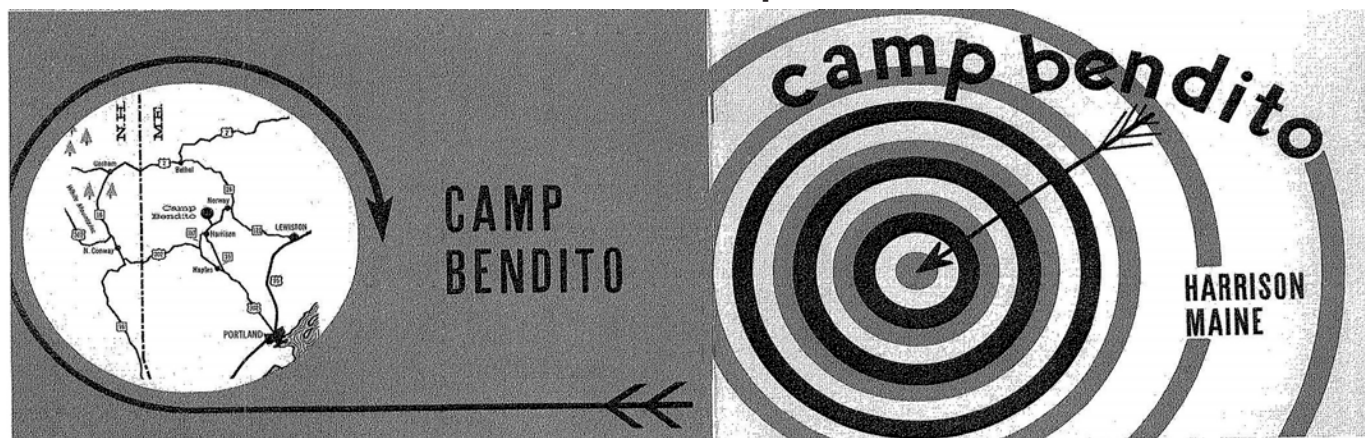
Every April, Maine Magazine publishes “The comprehensive Guide to Summer Camps.” In the past their staff has compiled the list with a 50 word description for each camp.

The guide has included many of our MSC member camps but not all. This year Maine Summer Camps will create the comprehensive list of Maine camps based on our membership. Thus, all MSC member camps will be included in the 2015 guide.

This is a great “free” marketing opportunity for everyone! Needless to say, we are very excited about our new partnership with Maine Magazine and welcome them as a new business member.

THE CAMP HISTORY CORNER BY Henry Johnson, Historian

A Look Back At Camp Bendito



When I was a counselor at Camp Powhatan in Otisfield I had no idea that Camp Bendito, located in Harrison, was as close to Camp Powhatan as it was. As it turns out, I met a nice girl in one of the local restaurants in Naples one night only to find out she was a counselor at Camp Bendito. Camp Bendito was a beautiful (what I would deem to be boutique) private girls' camp near what was Camp Chickawah for Boys (now Camp Fernwood Cove). Camp Bendito in one of its brochures indicated the following:

At Camp Bendito girls enjoy a summer of wholesome fun as they gain new skills and discover new interests. A relaxed atmosphere creates a welcome contrast to our modern life with its many tensions. An active, outdoor life contributes greatly to good health. Companionship of all ages and understanding guidance encourage each camper to grow as an individual. Since Bendito's camp family is kept relatively small, each girl receives personal attention and assistance.

A combined program of planned and elective activities gives each camper the chance to explore all activities and further pursue those special interests.

Camp Bendito featured swimming, canoeing, rowing, archery, tennis, campcraft, horseback riding, crafts, dramatics, nature and music.

The camp was established in 1925 and held a non-sectarian service in the outdoor chapel on Sundays. A camp publication stated that "the Catholic girls were transported 8 miles to the town of Norway to attend mass."

Members are urged to provide any information they may have relating to the history of this camp and any other Maine summer camps to Maine Camp Historian Henry Johnson at hpjohnsonlaw@gmail.com

Welcome

New Business Members

AUDIOBODY ENTERTAINMENT: Contact: Jason Tardy, 82 Chickadee Drive, Auburn, ME 04282. Email: jason@jasontardy.com. 866.584.4532. *Performances and Entertainment.*

CAMP STAFF CONNECTION: Contact: Anne Randall, 44 Middle Bay Rd., Brunswick, ME 04011. Email: admin@campstaffconnection.com. 207.751.0905. *Human resource recruiting service.*

DREAM LOCAL DIGITAL: Contact: Brenna Herridge, 463 Main St., Rockland, ME 04841. Email: brenna@dreamlocal.com. 207.593.7665. *A full-service marketing agency building brands online and connecting on social media.*

FLYING DUTCHMAN PAINTBALL: Contact: Matt Holland, 73 Sebec Shores Rd., Guilford, ME 04493. Email: flyingdutchmanpaintball2@gmail.com. 207.564.3369. *Recreational paintball at our 62 acre facility or your location.*

HILTON GARDEN INN AUBURN RIVERWATCH: Contact: Jessica Donahue, 14 Great Falls Plaza, Auburn, ME 04210. Email: jessica.donahue2@hilton.com. 207.784.4433. *In historic downtown Auburn, along the Androscoggin River, central to Freeport, Portland and Augusta.*

JAND K FARM: Contact: Pam Haskell, 87 Martin Woods, Palermo, ME 04354. Email: jandkfarm@fairpoint.net. 207.993.2522. *Providing exceptional quality horses to summer camps.*

MAINE MAGAZINE: Contact: Elizabeth Quaglieri, 75 Market Street, Ste. 203, Portland, ME 04101. Email: info@themainemag.com. 207.772.3373. *Capturing Maine's lifestyle, people, and places through content that matters and photography that inspires.*

Maine Youth Camping Foundation
dba Maine Summer Camps
P.O. Box 1861
Portland, ME 04104
Return Service Requested

Non-Profit Org.
U.S. Postage
PAID
Portland, ME
Permit No. 1073



January 13, 2015: Winter Board Meeting and Fellowship. Business Member Networking Event. CIEE, Portland, ME

Welcome

New Camp Member

Hurricane Island Center for Science and Leadership

Contact: Barney Hallowell, Executive Director, 19 Commercial St. Rockland, ME 04841. Email: barney@hurricaneisland.net. 207.867.6050

Calendar of Events

Save the Date!

January 13, 2015, Tuesday

Winter Board Meeting, Social Media Workshop, Sustainability Committee Open meeting, Lunch, Business Networking Extravaganza and MSC Raffle. CIEE, Portland, ME

February 3-6, 2015, Tuesday to Friday

ACA National Conference, New Orleans, LA

March 15, 2015, Sunday

Annual MSC Camp Fair, East End School, Portland, ME

March 26-28, 2015, Thursday to Saturday

ACA New England Conference, Manchester, NH

March 28, 2015, Saturday

MSC and MYCA Semi-Annual Membership Meeting at ACA/NE Conference, Manchester, NH

April 28, 2015, Tuesday

Spring Board Meeting, Education Session on Wilderness Trips with Jensen Bissell, Director of Baxter State Park as guest speaker; SYSCO annual Food Show @ The Holiday Inn by the Bay in Portland

June 12, 2015, Friday

MSC/MYCA Annual Meetings, Camp Laurel South, Casco, ME



CONNECTICUT | MAINE | MASSACHUSETTS | NEW HAMPSHIRE | NEW YORK | VERMONT

our expertise IN CAMPS GOES WAY BEYOND INSURANCE

WHY CHOOSE CHALMERS FOR YOUR INSURANCE PROGRAM:

- We're local, serving camps exclusively in the Northeast so we have an in-depth understanding of the local camp market
- 90+ years of expertise providing tailored insurance and risk management programs for summer and sports camps
- Deliver responsive service through our in-house claim department when you need it most

WE CAN HELP YOU CHOOSE THE PERFECT POLICIES FOR ALL YOUR INSURANCE NEEDS:

- ✓ General Liability
- ✓ Property
- ✓ Camp Equipment
- ✓ Auto
- ✓ Watercraft
- ✓ Worker's Compensation
- ✓ Umbrella Liability
- ✓ Camper Tuition Reimbursement*
- ✓ Camper Accident & Sickness**

* Coverage available through A+ Program Protection

** NAHGA Insurance Program

In partnership with:



www.AcadiaInsurance.com

Contact Chalmers Insurance today to find out more about how we can help you.

CHALMERSINSURANCEGROUP.COM/CAMPS

READ TESTIMONIALS FROM FELLOW CAMP DIRECTORS ON OUR WEBSITE!

P: 800.360.3000 | E: JCHALMERS@CHALMERSINSURANCEGROUP.COM

*Insurance policies are subject to applicable underwriting guidelines and may be offered by one or more of the following affiliated insurance companies: Acadia Insurance Company, Admiral Indemnity Company, Clermont Insurance Company, Continental Western Insurance Company, Firemen's Insurance Company of Washington, D.C., Tri-State Insurance Company of Minnesota and Union Insurance Company.

GET YOUR ADVENTURE ON!

www.adv-bound.com

Maine's Finest Youth Adventures



Whitewater Rafting

Rock Climbing

Ropes Course

Canoe Trips

Adventure Center



adventure**bound**

888.606.7238 | Caratunk, ME

www.BlastPartyRentals.com

Maine owned and operated

We bring the FUN!!!



*Indoor/Outdoor Mobile Laser Tag



*Tons of waterslides!



* Group or Traditional Photo Booth, *Lightning-Fast!*

**10%
OFF**

*For Maine
Summer Camps
Members!*



- Maine-owned and operated company
- HUGE selection of Inflatable Games
- Mechanical Bull, Photo Booth, Laser Tag
- GIANT waterslides
- Delivery, set up, and pick up included

207-457-0234, BlastPartyRentals@comcast.net



Obstacle Courses



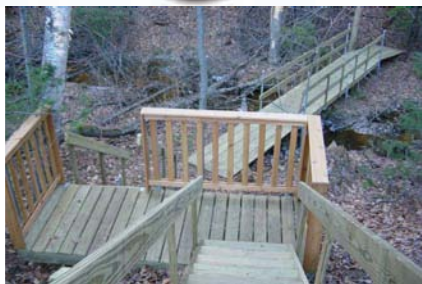
Mechanical Bull



Interactive Games!

Check in for NEW 2015 equipment!

GREAT NORTHERN DOCKS.COM



Nature Trail Bridges and Stairs



Aluminum Boardwalks



Floating Swim Docks



Aluminum Boat Docks



Aluminum Stairs

1-800-423-4042
1114 Roosevelt Trail, Naples, Me 04055

A young girl with blonde braids, wearing a blue and green swimsuit, is climbing a set of aluminum stairs leading down to the water. She is holding onto the aluminum railing. The stairs are made of aluminum and have a simple aluminum railing. The water is dark blue and rippling.

PROUDLY MANUFACTURING IN MAINE SINCE 1979
Complete Dock Systems of Wood or Aluminum
Stairs and Ladders
Trail Bridges and Board Walks
Parts for Do-It-Yourself maintenance staff



Don't miss a single
Maine moment.



Subscribe today at downeast.com

**Promotional Wall Date Message 2015 Schedule
Desk Recognition POCKET Magnetic Present**

CALENDARS

*Appointment Tomorrow Holidays DAYS Spring Weeks
Summer FUTURE Anniversaries Today Fall Birthdays Months*

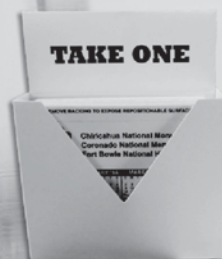


Good Value Calendars~13-month staple bound appointment calendar features drop ad below calendar printed on back cover with FREE SET-UP.
150 pcs. @ \$1.56 each
300 pcs. @ \$1.36 each

Custom Wall Calendars~13-month staple bound appointment calendar features custom cover and images each month along with ad imprint with FREE SET-UP.

Mini (5.5" x 8.5")
100 pcs. @ \$3.75 each
250 pcs. @ \$2.53 each
500 pcs. @ \$1.99 each

Standard (8.5" x 11")
\$4.99 each
\$3.85 each
\$3.03 each



Repositionable Laptop Calendar~ Can stick to any clean, dry surface, be removed, and then replaced again and again with FREE SET-UP.

250 pcs. @ .78¢
500 pcs. @ .45¢
1,000 pcs. @ .31¢



P.O. Box 67 - 300 Sunset Road Sunset, Maine 04683 800-560-6090
Web: www.maine-camp.com Email: robin@maine-camp.com

Sebago Dock & Lift



204 Casco Rd. Naples, ME 04055
(207) 693-6997—Phone (207) 693-7902—Fax
Email: Jim@sebagodock.com



ALUMMIKON

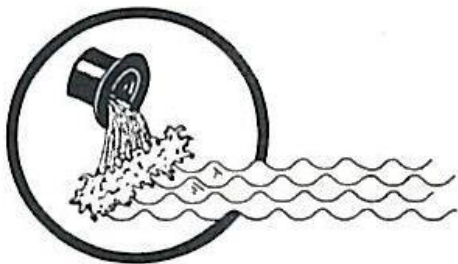
A REVOLUTION IN STATIONARY DOCK SYSTEMS

Visit us on the web at:

www.SebagoDock.com

“FOR ALL YOUR WATERFRONT NEEDS”





Magic Falls Rafting Company

Dave and Donna Neddeau, Owners

P.O. Box 9 - West Forks, Maine 04985

1-800-207-7238

E-mail: adventures@magicfalls.com

Web: <http://www.magicfalls.com>

Youth Camp Groups

Whitewater Rafting Adventure

Come whitewater rafting for an experience you will always remember! Whether it's a one-day whitewater adventure on the Kennebec or Dead River or a customized package created just for your group, it will include the following:

- ✓ Professional and Enthusiastic Registered Maine Whitewater Guide
- ✓ State of the art equipment, including self-bailing rafts
- ✓ Complimentary wetsuit rental (\$15.00 value)
- ✓ Cookout with options of Steak, Chicken, Baked Haddock, or Vegetarian options. Served with rice, coleslaw, homemade desserts, dinner rolls, and lemonade
- ✓ Slideshow and personalized video presentation of your adventure immediately following your trip
- ✓ Full use of all the facilities: **Pavilion (jukebox, satellite television, DVD player, arcade games), volleyball, horseshoes and basketball**

	<u>Kennebec</u>	<u>Dead</u>
Rafting:	\$54.00	\$69.00
Fun Yak	\$39.00	N/A
Float Trip	\$39.00	N/A
Camping*:	\$10.00	\$10.00
Cabin Tents**:	\$13.00	\$13.00
Full Breakfast:	\$ 8.00	\$ 8.00
Continental Breakfast:	\$ 5.00	\$ 5.00
Pizza Party:	\$10.00	\$10.00
Spaghetti Dinner:	\$10.00	\$10.00
Chicken BBQ:	\$10.00	\$10.00
Hamburger/Hot Dog BBQ:	\$10.00	\$10.00

*Must bring own camping equipment **Must bring own sleeping bag and pillow (we provide sleeping pads)

A user fee of \$5 per person for the Kennebec River & \$11 per person for the Dead River trips will be assessed to cover the Maine Inland Fisheries & Wildlife levy and road access fee.

OTHER ACCOMMODATIONS AND ACTIVITIES AVAILABLE

CLIMBING WALL \$25.00 per hour

ROCK CLIMBING \$99.00 per person (at least 8 people)

(Must be booked in Advance)



WE WILL MATCH ANY COMPETITORS' PRICE

Al's Beverage Company

3 Revay Road, E.Windsor, CT 06088

1-888-ALS-SODA

www.alsbeverage.com



The fountain soda people

New England's own **Al's Beverage Company** is one of the largest independent fountain beverage manufacturers and distributors in the U.S. and a leading provider of healthy beverage alternatives for your camping clientele.



Al's offers a wide variety of full, low and zero calorie products featuring nationally recognized brands as well as lower cost regional brands.

With childhood obesity a major concern for all parents, Al's has a flavorful solution that will satisfy not only parental calorie concerns but also your campers taste buds.



Become a customer TODAY!

The Al's team is ready to assist you with the right equipment, product, and expertise needed to provide your Camp with the perfect healthy refreshment mix all summer long.

Product Offerings:

100% Fruit Juices

- Orange
- Apple
- Fruit Punch
- Grape

Isotonic Sports Drinks

- Lemon-Lime
- Orange
- Fruit Punch
- Blue Raspberry

Sugar Free Drinks*

- Fruit Punch
- Grape
- Orange
- Pink Lemonade

Drink Bases

- Pink Lemonade
- Fruit Punch
- Blue Raspberry

Ice Teas

- Plain Tea
- Sweet Tea
- Raspberry Tea

Flavored Waters*

- Raspberry
- Orange
- Lemon-Lime
- Strawberry-Kiwi

Sobe Life Water*

- YumBerry Pomegranate

* Zero Calories

MSC Workshops and Business Networking at CIEE

January 13, 2015

The Education, Marketing, Sustainability, and Business Membership Committees have planned an action packed day for MSC members.

The Schedule

- | | |
|-----------------|--|
| ➤ 9:00 - 11:00 | MSC Board of Directors Meeting |
| ➤ 11:15 - 12:15 | Social Media Workshop |
| ➤ 11:15 - 12:15 | Open Meeting of the Sustainability Committee |
| ➤ 11:00 - 12:00 | Businesses arrive and set-up tables |
| ➤ 12:00 - 1:00 | "Walking lunch" provided by CIEE |
| ➤ 12:30 - 2:00 | Business Networking Event |
| ➤ 2:00 - 2:15 | Mega Raffle (must be present to win!) |

11:15 Workshops: *Sign-up will take place online or by phone ahead of time and will be limited to 1 representative per camp.*

The importance of Social Media, presented by Tom Tash from *Dream Local Digital*

The workshop will address emerging social media marketing trends for the summer camp industry, how these trends are affecting parent "shopping" habits, and how to best leverage online tools for business growth and customer satisfaction. Search Engine Optimization, Reputation management tools and tips will also be discussed to help understand how to leverage customer testimonials and word of mouth online. Our early registration allows Dream Local to do research ahead of time on the camps attending the workshop so that their presentation will be particularly pertinent to the camps in attendance.

www.dreamlocal.com

Due to room capacity this workshop will be limited to only 45 people.

Open meeting of the MSC Sustainability Committee

This will give camps an opportunity to learn more about the Green Camp Initiative program and how it can benefit both the environment and your camp.

greencampsinitiative.org

Due to room capacity this workshop will be limited to only 20 people.

12:30 Business Networking Event

Judging from a pre-sign-up survey of our business members we anticipate that 45 - 50 businesses will attend the event. The room will be set-up with two businesses sharing each table. Many businesses will have specials available only for the event. A number of businesses have also donated items for the Mega raffle which will be held at 2:00 pm.

2:00 Mega Raffle

Here are some of raffle items: Throw-out the first pitch at a Sea Dogs Game, gift certificates to Dimillo's Restaurant, Portland Pirates tickets, overnight stays at Hyatt Place in Portland and Hilton Garden Inn in Auburn, Garmin Golf GPS, gas card, various gift certificates, dock ladder, clothing, DVDs, juggling kit, honorary bat boy for a Sea Dogs game, and the grand prize of two nights and three days at the Inn at Ocean's Edge with breakfast. (owned by Migis Hotels). **You must be present to win any raffle item.**

If you haven't signed up for one of the workshops you can call the MSC office at 207-518-9557.