



2017 Convention & CampEx

November 19-22

Camping 150
where we've been; where we're going

Sunday, November 19, 2017

8:00 – 8:30 Registration and coffee

8:30 – 2:30 Campground Tour

Join us for coffee and a muffin before boarding the bus for Deer Lake RV Resort, Tipi Adventure and Santa's Whispering Pines Campground. Lunch and travel by bus included.

11:00 – 3:00 Supplier Exhibit set up

Let's Visit 1867 – Top hats, pipes, bows

Come in your finest 1867's top hat, pipe and/or bow! The region or suppliers with the best representation will win the new Camping In Ontario Bragger with Swagger Award and get bragging rights until the following year! Put on your finest top hat and relive 1867!

3:30 – 7:30 CampEx

Mini presentations/product demos

5:00 – 6:00 New Attendee Reception

6:30 Supplier and Campground Networking with Cash Bar and Appetizers

7:30 – 8:30 Sponsor and campground function

Continue the festivities at a networking function with our sponsors. Enjoy more snacks, continue conversations and unwind after a networking-packed day.

Monday, November 20, 2017

8:00 – 8:45 Breakfast

8:45 – 9:45 Social Activity – Breaking All Barriers

Mark O'Dell, Adventures in Excellence

Time to shake up the entire group! What once was, is now no longer. The way we did it, does not make sense anymore. How do we get buy-in from everyone? From the 25-year employee to the fresh university graduate, we will have some great icebreaking activities that will get everyone involved and push you to think a little differently than you may have ever thought before. You will be seated at a pre-assigned table.

9:45 – 10:30 Products and Services Campground Cracker Barrel with Suppliers

This cracker barrel is focused on your products and services needs. Ask questions and get responses from both suppliers and other campgrounds.

10:30 – 12:30 CampEx

11:00 – 12:00 Camping In Ontario \$150

Krista Bethune, Camping In Ontario

Come learn how to use your membership to make or save a minimum of \$150 and receive maximum benefit on your membership.

9:30 – 12:30 Workshop 1: Level "C" CPR First Aid with Defibrillator Training

Sarah North-Harris, Creative Pulse First Aid Training

The CPR Level "C" course provides the skills needed to recognize and respond to cardiovascular emergencies and choking for adults, children, and babies. Courses meet legislation requirements for provincial/territorial worker safety and insurance boards, and include the latest CPR guidelines and

training in the use of an automated external defibrillator (AED). Certification requires 100% attendance and participation during the program and successful completion of a multiple choice test.

12:30 – 2:00

Lunch

1:00 – 2:00

The Impact of Bill 148, the Fair Workplace, Better Jobs Act, 2017

Christine Ashton, Wilson Vukelich LLP

Bill 148 proposes, for the first time in over two decades, to make significant reforms to both the Employment Standards Act and the Labour Relations Act. It is widely expected that Bill 148 will be enacted in the coming weeks, particularly given that it comes after a lengthy public review and that it proposes many well publicized changes to take effect January 1, 2018. We remain of the opinion that Bill 148 will pass in the coming weeks as is currently drafted (with possibly a few more minor revisions). As such, employers need to be ready for the new legal landscape. Whether you have employees in your campground or not, this session will help you prepare for the new reality.

2:00 – 3:15

Concurrent Sessions

- **Preparing and Budgeting for Sewage Treatment Upgrades or Replacement**

Eric Gunnell, Gunnell Engineering and Anne Egan, R.J. Burnside & Associates

How can campground owners prepare for the process of upgrading or replacing existing on-site wastewater infrastructure? This session will cover the importance of maintaining existing sewage systems and collection system infrastructure in order to provide reliable service into the future i.e. pump-outs; minimizing infiltration; fats, oils and grease control; assess current infrastructure and future growth plans; the importance of selecting the right consultant for your needs, and what to expect from your consultant; the importance of good data and record keeping; land requirements; requirements for supporting studies; preliminary budget costs of different sewage treatment system types and options, i.e. conventional sewage systems; tertiary treatment systems; direct discharge to surface water of treated effluent; collection systems; disposal field costs; sewage system operating and maintenance costs; design of sewage treatment systems in a phased approach; the MOECC process – key steps, timelines, what to expect; you have finally received your ECA from the Ministry – now what? Also, we will look at how can you recoup your capital investment.

- **Pitching Your Campground to the Media**

Kevin Forget, Ontario Tourism Marketing Partnership Corporation

Need help getting media to highlight your campground? Kevin can give you tips on how to get the media's attention, and what to do to make your campground stand out.

- **Invasive Species – Identification, Prevention and Treatment**

Kate Powell, Ontario Federation of Anglers and Hunters – Invading Species Awareness Program

The Invading Species Awareness Program is a joint education and awareness partnership program between the Ministry of Natural Resources and Forestry (MNRF) and the Ontario Federation of Anglers and Hunters (OFAH). This presentation will highlight common invaders in campground settings and what you can do to help prevent the spread and introduction of invasive species.

3:15 – 3:30

Break

3:30 – 4:30

Concurrent Sessions

- **The Future of Small Drinking Water Systems**

Stephanie Meades, Walkerton Clean Water Centre

Small drinking water systems face significant challenges in meeting the requirements of drinking water legislation. This presentation will discuss the findings from the WCWC provincial client consultation in 2015, feedback and suggestions received from operators through WCWC course evaluations; role of the Small Drinking Water Systems Specialist; the needs assessment to address training development and delivery for small systems and available resources and tools for the small systems operator.

- **Playground Safety with a Panel of Experts**

Sue Gibson, The Merit Group; Karen Keeling, Brokerlink; Mark Melchers, Cohen Highley LLP; Shaun Goodyer, ABC Recreation; and Kevin French, Challenges Unlimited

Do you know what questions to ask when you are looking for new recreation equipment? When is it time to upgrade your playground? What safety considerations do you need to be aware of and how

does it affect your insurance? You will also hear about what to do if there are safety issues and what your legal obligations and rights are. Come prepared with all your questions and scenarios.

- **Implementing a Health & Safety Program in Small Campgrounds: Do You Qualify for Free Advisory Service?**

Denise Lam and Harry Stewart, Workplace Safety & Prevention Services and Alexandra Anderson, Camping In Ontario

Camping In Ontario has an opportunity to offer some of its small campgrounds (20 employees or less) participation in a pilot project to help implement your health and safety program with support from a health and safety consultant at no charge. The campground commitment must include a minimum of 10 hours and completion of health & safety workbook. Is this program for you? Come and hear all about it and apply, if interested.



4:30 – 5:30

Speed Barrel

This high-speed, interactive and fun session will be a tremendous learning opportunity for all attendees. Come armed with your top- questions and learn from a great number of attendees in a quick and high impact session of our own version of “speed dating” with other campgrounds.

6:30

Reception

7:00– 11:00

Auction Dinner

You can participate in this annual association by donating an item, bidding on an item or simply having fun encouraging others to bid. However you decide to participate, it is a fun-filled evening with laughs and excitement.

Tuesday, November 21, 2017

8:00 – 8:45

Breakfast

8:45 – 9:30

Succession: A Leadership Challenge

Michael Lobraico, N.C.I. Solutions

Succession is about clarity of vision, communication and a plan. Michael will explore the need for leadership and communication before, during and after succession.

9:30 – 12:30

AGM

9:30 – 12:30

Workshop 2: Working at Heights

Clint Brown, Safe-tech Training Inc.

This Ministry of Labour Approved Program (in compliance with Ontario regulation 213/91 section 26) provides workers and supervisors with the necessary knowledge required to safely work at heights and prevent fall related accidents. Participants will be instructed on how to correctly select, inspect, maintain and use a wide variety of fall protection components and systems, including:

- Identification of fall hazards
- Equipment selection
- Understanding anchorage points
- Fall protection systems and components
- Basic energy dissipation principles
- Calculating fall clearances
- Rescue plan importance
- Standards and regulations
- Body Harness selection and application
- Component inspection and maintenance

12:30 – 2:00

Lunch (workshop attendees to continue workshop starting at 1:30 pm)

1:00 – 2:00

Focused Cracker Barrel: How To Get on the Right Side of the Residential Tenancy Act

1:30 – 6:00

Workshop 2: Working at Heights - continued

2:00 – 3:15

Concurrent Sessions

- **The Red Tape Challenge**

Beth Potter, Tourism Industry Association of Ontario and Ministry of Economic Development and Growth

Have your say by helping to identify specific pieces of legislation that cause you grief - and why! Is it duplicate legislation, information or requirements that are out of date or simply too cost-prohibitive or is it something else? Come prepared with examples of legislation that make your job harder and why.

- **“Capturing the Moment” – Digital Imagery and How to Get Good Photos to Build your Photo Library**
Steve Crewson, FT Web Solutions

Do you have a good photo library? Are you ready when someone needs a photo? This session will cover: the difference between a JPG and a PNG, where and how to legally source quality images for FREE, explain the difference between images for the web and print, tips on how to organize your photos for quick access, steps to backing up your photos.

- **How a Joint Health & Safety Committee/Rep Can Add Value to Your Business Operations**
Kirsi Henry, Workplace Safety & Prevention Services

This session will provide an overview of the legal requirements followed by a discussion on the benefits of implementing an effective JHSC/HSR program.

3:15 – 3:45

Coffee Break

3:45 – 5:00

Concurrent Sessions

- **Deciphering Who to Contact in the Government and What They Can Do For You**
Monika Bujalska, MBPA Consulting

Over the past year Camping In Ontario has counted on its members to participate in grassroots outreach campaigns to provincial and federal governments. We dealt with issues such as the small business tax deduction, tax system reform and proposed minimum wage increases. Many members participated by writing to and meeting with their government representatives. As regulatory and legislative reforms move forward, we may need to participate in future province or Canada-wide campaigns or have individual issues to resolve in our own communities. How do we know whom to contact on what issue in order to solve a problem? Which order of government is responsible for what? When do we contact a councillor or municipality, an MPP or the MP? Join the session on government relations to learn about identifying the right political audience and choosing the right strategies to have your voice heard.

- **Finding The Best Staff Options For Your Campground**
Dave Barton, 1000 Islands/Ivy Lea KOA Campground and Alexandra Anderson, Camping In Ontario

Are you contemplating different staffing options for next year? Are you thinking of utilizing technology to replace staff? For the best staff you need and want – do you have job descriptions? Do you know how much to pay staff? What about housing staff? This session will explore options for you to contemplate before the winter/spring hiring season begins.

- **How Do We Know Where To Go If We Do Not Have A Map To Get Us There?**
John O’Brien, Fresh Set of I’s

Are you looking to expand your park, sell your park, re-finance your park or purchase new equipment? Whatever situation you are in, a solid business plan is imperative. We will take a look at the reasons for having a business plan and look at an actual business plan during the session. You will also receive a sample tool for you to use to build your own plan.

5:00 – 6:00

Relaxation Sessions

Pampering Session (massages, polish change, reflexology) with networking

Relaxation Session (yoga and stretches/proper lifting) with networking

6:30
7:15

Reception

Awards Dinner and Entertainment – Comedian

**David Merry, Corporate Comedian & Innovative Prop
Comic, Television Personality & Host/Emcee, Magician &
Certified Golf Pro**

David Merry is a veteran comedian, television personality and host, actor, master of ceremonies, magician and certified golf professional. He has traveled the globe for the last 30+ years performing his unique brand of stand-up comedy, prop comedy and comedy magic as well as entertaining with his unbelievable sleight of hand magic in close up settings during cocktail receptions & corporate events. He also shared the stage with many famous celebrities all over North America. David creates original, custom props and site gags as well a delivery style of rapid-fire, hilarious and sharp-witted one-liners. Expect a roller coaster ride of comedy, mayhem and (good-natured) dementia, that will delight, amuse and entertain you.



Wednesday, November 22, 2017

8:30 – 9:15

Breakfast

9:15

**Closing Keynote Speaker – Relieving Stress with Humour &
Dealing with People Who Aren't As Perfect As Us**

Judy Croon, Comedienne, Motivational Humourist & Speaker

Judy is a comedian, motivational speaker, radio host, Second City stand up coach and author. She has worked with many celebrities including Jon Stewart, Lewis Black, Robert Klein and the late Joan Rivers. Judy draws from her stand-up performance experiences to entertain, inform and inspire in this dynamic keynote presentation. The strategies that Judy has developed as a performer in dealing with hecklers also apply in work environments where one may not only have to deal with difficult co-workers and situations, but also difficult customers. These strategies improve productivity, reduce stress and negativity, and allow us to lighten up and laugh more.

10:15

Conference Prizes and Closing Remarks

12:30

Conference Ends

NOTE: This is a Final agenda, however, times, speakers and topics are subject to change.