

AIC Orlando

*“Successfully operating your camp
in today’s economy.”*



February 15 - 17, 2009

Disney’s Coronado Springs Resort



We would like to thank our sponsors:



Cover Photo: Disney

AIC Orlando 2009

Successfully operating your camp in today's economy.

Association of Independent Camps National Conference
February 15 - 17, 2009, Disney's Coronado Springs Resort

Schedule of Events

Sunday, February 15

9:00-3:00 AIC Board Meeting

Board Members

Coronado Q

6:00-7:30 Welcome Reception Party

Sponsored by **Morrow Insurance** and **Kandle Dining**

Coronado RS

Monday, February 16

9:00-12:00 General Session

Turbocharged Learning & Problem Solving

Michael Brandwein and Jennifer Selke

Coronado AB

One of the most valuable parts of the AIC conference is our ability to connect with and learn from colleagues in the independent camp field, focusing on the issues that most affect our types of camps.

In a special conference feature called "Turbocharged Learning & Problem-Solving," Michael Brandwein and Jennifer Selke will demonstrate and facilitate our practice of creative, highly effective consultative problem-solving and idea-sharing techniques that will help you get great ideas from others to help solve your greatest camp challenges.

In addition to walking out with terrific solutions, you'll also learn how to use these "learner-centered" tools to make sure that learning is really taking place during staff training, increase staff communication, and encourage cooperative problem-solving with staff as well as campers.

As a bonus, these tools will help you make even more meaningful connections with conference attendees so you can hit the ground running at the ACA National Conference to follow.

1:30-3:00 Director Panel
Best Practices of Superb Camps
Facilitated by Robert Lebby
North Star Camp for Boys
Coronado AB

Marketing - Communicating the value of the traditional camp experience.

Don Cheley
Cheley Colorado Camps

Top 10 ways to save money at your camp without compromising quality.

Gordon Strayhorn
Camp Illahee

Staff management and development.

Tommy Ferguson
Camp Olympia

Information technology trends that will impact camps in future years.

Jordan Coleman
JB Solutions

3:15-4:15 General Session
I want 2005 (what's ahead in this economy?)
John Fremstad
Coronado AB

5:15 Meet to Board Bus for Awards Banquet
Sponsored by **Markel Insurance** and **Wells Fargo Insurance**
Seasons 52 Restaurant
Meet at the Convention Entrance

9:00 Optional Night Cap
Sponsored by **Liberty Clothing**
TBA

Tuesday, February 17

7:15-8:15 Breakfast

Sponsored by **MySummers.com**

Coronado CD

8:30-10:00 General Session

Got Stress?

Dr. Christopher Thurber

Sponsored by **C&N Footlockers**

Coronado AB

We all have stress, and independent camp directors face a plethora of unique challenges. In this rejuvenating session, Dr. Christopher Thurber will coach you through an assortment of effective stress-reducing and stamina-enhancing life practices.

10:15-11:45 Breakout Sessions

Director Panel “All in the Family”

Facilitated by Dr. Christopher Thurber

Coronado C

Dr. Christopher Thurber will moderate our panel discussion on the opportunities and challenges of running a camp with your spouse, parents, and/or children, as well as how to balance raising a family while operating a business.

Effective Marketing is Built on Good Business Practices

Joanna Warren Smith

Coronado D

Why are some camps holding their own or even thriving in these uncertain financial times while others are struggling with low retention, cancellations, session down-sizing, minimal inquiries and dwindling conversion rates?

- Are the difficulties truly the fault of the economy?
- Can marketing issues be blamed for low conversion rates?
- Is the perceived value of the camp experience contributing to fewer inquiries?
- Are business practices at the root of soft enrollments?

Get the answers, strategize for '09 and tend to the critical details that will ensure that your camp operation is “Built to Last.”

12:00 Closing Meeting

Coronado AB

Speaker Bios:

Michael Brandwein – Author and Educator – mbrandwein@aol.com

Michael is an educator, speaker, and author, who has made presentations in all fifty states and on six continents. He has written three best-selling books on camp, and his three-show television series on communicating with young people won a 1999 Emmy. He served on the ACA Board of Directors from 2002–2005.

Jordan Coleman – JB Solutions – jordan@jordancoleman.com

Jordan is an independent technology consultant and engineer, designing products, services, and processes for high technology businesses. In a prior life, Jordan was director of Camp Echo in Coleman High Country, a private resident camp in New York state, and vice president of Coleman Family Camps. Jordan brings a unique perspective, combining an intimate understanding of camp with extensive expertise in science, technology, and engineering.

John Fremstad – Metro Orlando EDC – john.fremstad@orlandoedc.com

John Fremstad is the Vice President of BE&K Building Group. BE&K is a design build firm focused on commercial, healthcare, industrial and institutional projects. Prior to BE&K, he was the Vice President of Technology Development, a founder and Executive Director of bioOrlando and the Editor of TEXTURE Magazine for the Metro Orlando Economic Development. In his tenure, Metro Orlando has been recognized by the likes of the Wall Street Journal, BusinessWeek, Fourtune, eWeek and Wired as a top technology community.

Jennifer Selke – University of California – Berkeley – jenn8@berkeley.com

Jennifer directs a summer camp at University of California – Berkeley, is a part-time middle school psychologist, and is a part-time faculty/lecturer in the Graduate School of Education at UC Berkeley and the education department at Argosy University. She has run youth programs for the U.S. Air Force and was director of research and evaluation at the Positive Coaching Alliance at Stanford University.

Joanna Warren Smith – Camp Consulting Services – joanna@camp-consulting.com

Joanna, president of Camp Consulting Services, has experience as a camper, counselor and director. She has presented keynote addresses, seminars and workshops and has spent countless hours in focus groups with children and parents representing diverse populations. As a consultant, Joanna has collaborated with a wide variety of professionals and organizations. She is regarded as a practical problem solver who seeks solutions that respect the individuals involved.

Christopher Thurber – Camp Spirit, L.L.C. – cthurber@exeter.edu

Christopher Thurber, Ph.D., is a board-certified clinical psychologist, educator, consultant, and father of two. His book, The Summer Camp Handbook and DVD, The Secret Ingredients of Summer Camp Success have helped thousands of new camper families get the most out of camp. Christopher is the school psychologist at Phillips Exeter Academy.

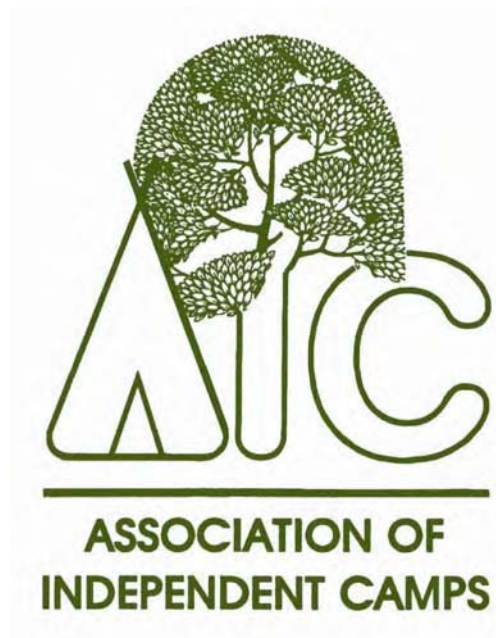
Thank you to Schirick and Associates Insurance
Brokers, Inc. our Educational Sponsor.



Membership Directory 2008 – 2009

List current as of 1/22/2009

If you are not on the list, you can apply or renew online at www.AICcamps.org



Membership Renewal and New Membership Info:

Available online at: www.AICcamps.org

If you have questions, contact Melany Irvin
info@aiccamps.org or 765-342-8456 ext 397

AIC Membership Directory

Alina Ackenbom
Camp Friendship
Palmyra, VA
(434) 589-8950
alina@campfriendship.com

Charles Ackenbom
Camp Friendship
Palmyra, VA
(434) 589-8950
chuck@campfriendship.com

Sonny Adkins
Culver Summer Camps
Culver, IN
(574) 842-8120
adkinss@culver.org

Karl Alexander
Camp Highlander
Horse Shoe, NC
(828) 891-7721
karl@camphighlander.com

Shelley Alexander
Camp Highlander
Horse Shoe, NC
(828) 891-7721
shelley@camphighlander.com

Garth Altenburg
Chewonki
Wiscasset, ME
(207) 882-7323
galtenburg@chewonki.org

Lucy Barnett
Camp Chatuga
Mountain Rest, SC
(864) 638-2728
lucy@campchatuga.com

Steve Baskin
Camp Champions
Marble Falls, TX
(830) 598-2571
steveb@campchampions.com

Susan Baskin
Camp Champions
Marble Falls, TX
(830) 598-2571
susanbaskin@campchampions.com

Tom Bauer
Camp Buckskin
Minneapolis, MN
(763) 208-4805
info@campbuckskin.com

John Beitner
Tumbleweed Day Camp
Los Angeles, CA
(310) 472-7474
john@twforever.com

Rick Benfield
Tumbleweed Day Camp
Los Angeles, CA
(310) 472-7474
rick@twforever.com

Andrew Berlin
Brant Lake Camp for Boys
Brant Lake, NY
(518) 494-2406
andy@brantlake.com

Kim Betts
Camp Horizons
Harrisonburg, VA
(540) 896-7600
kimbetts@horizonsva.com

Dan Beuthling
Camp Mishawaka
Grand Rapids, MN
(218) 326-5011
dan@campmishawaka.com

Mickey Black
Pine Forest/Timber Tops
Jenkintown, PA
(215) 887-9700
mickey@pineforestcamp.com

Don Bocking
Camp Ponacka Inc
Peterborough, Ontario
(705) 748-9470
info@ponacka.com

Barnes Boffey
The Aloha Foundation
Fairlee, VT
(802) 333-3400
barnes_boffey@alohafoundation.org

Adam Boyd
Merri-Mac
Black Mtn, NC
(828) 669-8766
adam@merri-mac.com

Marian Boyns
Thunderbird for Girls
St Louis, MO
(314) 647-3168
ducky@campbird.com

Ian Brassett
Pali Overnight Adventures
Running Springs, CA
(909) 867-5743
director@paliadventures.com

Betsy Brayley
Alford Lake Camp
Cape Elizabeth, ME
(207) 799-3005
betsy@alfordlakecamp.com

Glenn Breazeale
Alpine Camp for Boys, Inc
Mentone, AL
(256) 634-4404
glenn@alpinecamp.com

Harold Breene
Breene's Camp Riverbend
Warren, NJ
(908) 647-0664
harold@campriverbend.com

Paul Breene
Breene's Camp Riverbend
South Orange, NJ
(973) 378-2427
mapeb@optonline.net

Roger Breene
Breene's Camp Riverbend
Summit, NJ
(908) 273-7352
rbreene@comcast.net

Andre` Brewer
Camp Lincoln/Lake Hubert
Eden Prairie, MN
(952) 922-2545
andre@lincoln-lakehubert.com

Chad Brinker
High Meadows
Roswell, GA
(678) 507-1178
cbrinker@highmeadows.org

Roger Bristowe
Thunderbird for Boys
St Louis, MO
(314) 647-3168
brick@campptbird.com

Anne Bullard
Gwynn Valley
Brevard, NC
(828) 885-2900
anne@gwynnvalley.com

Grant Bullard
Gwynn Valley
Brevard, NC
(828) 885-2900
grant@gwynnvalley.com

Rob Burns
Lake of the Woods and Greenwoods
Glencoe, IL
(847) 242-0009
rburns@lwcgwc.com

Erik Calhoun
Agawam
Raymond, ME
(207) 892-1200
yeoman@campagawam.org

Christa Campbell
Camp Nor'wester
Lopez, WA
(360) 468-2225
norwestercac@rockisland..com

Kelly Carew
Camp Greystone
Zirconia, NC
(828) 693-3182
office@campgreystone.com

Jennifer Cavazos
Camp Thoreau
Concord, MA
(978) 369-4095
camp@thoreau.com

Whitney Chapman
Camp Laney for Boys
Mentone, AL
(256) 634-4066
whitney@camplaney.com

Joe Chapon
SuperCamp
Oceanside, CA
(760) 722-0072
jchapon@qln.com

Carole Cheley
Cheley Colorado Camps
Denver, CO
(303) 880-8100
carolecheley@cheley.com

Don Cheley
Cheley Colorado Camps
Denver, CO
(303) 377-3616
don@cheley.com

Jeff Cheley
Cheley Colorado Camps
Denver, CO
(303) 377-3616
jeffcheley@cheley.com

Justin Chiu
Camp Thoreau
Concord, MA
(978) 369-4095
camp@thoreau.com

Roger Christian
Camp Laurel South
Gainesville, FL
(352) 331-4600
fun@camplaulreelsouth.com

Pam Cobb
Camp Runoia
Belgrade Lake, ME
(207) 495-2228
pam@runoia.com

Mike Cohen
Camp Timberlane for Boys
Tucson, AZ
(520) 615-7770
mike@camptimberlane.com

Sandy Cohen
Camp Marimeta for Girls
Mundelein, IL
(847) 970-4386
sandy@marimeta.com

Terry Cohen
Camp Marimeta for Girls
Mundelein, IL
(847) 970-4386
marimeta1@yahoo.com

Dana Cohn
Lake of the Woods and Greenwoods
Glencoe, IL
(847) 242-0009
dcohn@lwcgwc.com

George Coleman
Coleman Country Day Camp
Merrick, NY
(516) 620-4300
george@colemanfamilycamps.com

Jessica Coleman
Coleman Country Day Camp
Merrick, NY
(516) 620-4300
jessica@colemanfamilycamps.com

Jordan Coleman
Coleman Country Day Camp
Merrick, NY
(516) 620-4300
jordan@jordancoleman.com

Marla Coleman
Coleman Country Day Camp
Merrick, NY
(516) 620-4300
marla@colemanfamilycamps.com

Ross Coleman
Coleman Country Day Camp
Merrick, NY
(516) 620-4300
ross@colemanfamilycamps.com

Clay Colvig
Colvig Silver Camps
Durango, CO
(970) 247-2564
office@colvigsilvercamps.com



Making Foodservice One Less Thing to Worry About

Foodservice Professionals Providing Your Camp —

- * Individually Tailored Menus
- * Healthy, Fresh Tasting Options
- * Professionally Hired, Trained and Supervised Staff
- * Purchasing Expertise to Control Costs
- * Knowledge of Latest Trends and Current New Products
- * ACA Inspection Experience



Increasing Your Revenue Through Happy, Satisfied, Returning Campers

4982 Pritchard Lane Independence, Kentucky 41051
888-591-6167 Fax 859-356-4747 or info@kandledining.com

Noel Corpuel
Camp Wayne
Lido Beach, NY
(516) 889-3217
noel@campwaynegirls.com

Sam Dawson III
Alleghany
Fredericksburg, VA
(540) 898-4782
campghany@aol.com

Olivia Dowell
Camp Bear Track
Drasco, AR
(501) 825-8222
campbear@aol.com

Peter Corpuel
Camp Wayne
Lake Worth, FL
(561) 434-0497
peter@campwayne.com

Bobbi DePorter
SuperCamp
Oceanside, CA
(760) 722-0072
bdeporter@qln.com

Denice Dunn
Camp Merrie-Woode
Sapphire, NC
(828) 743-3300
denice@merriewoode.com

Ruggs Cote
Camp Lincoln/Lake Hubert
Eden Prairie, MN
(952) 922-2545
ruggs@lincoln-lakehubert.com

Jeff Deutsch
Crestwood Country Day Camp
Melville, NY
(631) 692-6361
jdeutsch@crestwoodcountryday.com

James Dunn
Camp Merrie-Woode
Sapphire, NC
(828) 743-3300
jim@merriewoode.com

Sam Cote
Camp Lincoln/Lake Hubert
Eden Prairie, MN
(952) 922-2545
sam@lincoln-lakehubert.com

Dave Devey
Falcon Camp
Shaker Heights, OH
(216) 991-2489
dave@falconcamp.com

Kevin Ebner
Awosting/Chinquea
Torrington, CT
(860) 567-9678
kevin@awosting.com

Bobbie Crump-Burbank
Brooks School Day Camp
North Andover, MA
(978) 725-6285
daycamp@brooksschool.org

Emily Devey
Falcon Camp
Shaker Heights, OH
(216) 991-2489
falconhomecamp@aol.com

Chicka Elloy
SuperCamp
Oceanside, CA
(760) 722-0072
chicka@qln.com

Jay Cunningham
Holiday Hill Day Camp
Cheshire, CT
(203) 272-5358
jay@holidayhill.com

Barbara Dohner
Camp Oneka
Wayne, PA
(610) 687-6260
info@oneka.com

Deborah Erdmann
Camp Voyageur
Ely, MN
(218) 365-6042
deb@campvoyageur.com

Mike Cunningham
Holiday Hill Day Camp
Cheshire, CT
(203) 272-5358
mike@holidayhill.com

Dale Dohner
Camp Oneka
Wayne, PA
(610) 687-6260
dale@oneka.com

John Erdmann
Camp Voyageur
Ely, MN
(218) 365-6042
jerdmann@msn.com

Warren Davis
Takajo
Armonk, NY
(914) 273-5020
camptakajo@aol.com

John Dovic
High Meadows
Roswell, GA
(678) 507-1177
jdovic@highmeadows.org

Alli Faricy
Camp Foley
Pine River, MN
(218) 543-6161
alli@campfoley.com

Bonnie Dawson
Alleghany
Fredericksburg, VA
(540) 898-5352
ghanylady@aol.com

Jack Dowell
Camp Bear Track
Drasco, AR
(501) 825-8222
campbear@aol.com

Gordon Felt
Camp Northwood
Remsen, NY
(315) 831-3621
gfelt@nwood.com



P. 905.671.2335 1.800.481.5577
F. 905.671.0699

CAMP OUTFITTERS SINCE 1989



Banner Day Camp



Ahmek

We are proud sponsors of the
ACA and AIC



Oureau



Trail's End



Falling Creek



Taylor Statten



www.libertyclothing.com



Kathy Ferguson
Camp Olympia
Trinity, TX
(936) 594-2541
kferguson@campolympia.com

Tommy Ferguson
Camp Olympia
Trinity, TX
(936) 594-2541
tferguson@campolympia.com

Melissa Fitzgerald
Camp Highlander
Horse Shoe, NC
(828) 891-7721
melissa@camphighlander.com

David Fleischner
Camp Scatico
Elizaville, NY
(845) 756-4040
info@scatico.com

Adam Fornear
Camp Nebagamom
Plymouth, MN
(763) 476-7676
fornear@campnebagamon.com

Amy Foxman
Camp Nebagamom
Plymouth, MN
(763) 476-7676
amy@campnebagamon.com

Anne Fritts
Camp Arcadia
New Vernon, NJ
(973) 538-5409
anne.fritts@camparcadia.com

Louise Fritts Johnson
Camp Arcadia
Darien, CT
(203) 655-2267
louise.johnson@camparcadia.com

Nancy Garran
Cape Cod Sea Camps
Brewster, MA
(508) 896-3451
nancy@capecodseacamps.com

Rich Gersten
Brant Lake Camp for Boys
Brant Lake, NY
(518) 494-2406
rich@brantlake.com

Alisa Gillis
Camp Skyline Ranch
Mentone, AL
(256) 634-4001
alisa@campskyline.com

Jim Goodrum
Falling Creek Camp for Boys
Tuxedo, NC
(828) 692-0262
jim@fallingcreek.com

Kevin Gordon
Camp Kupugani
Leaf River, IL
(815) 713-4110
kupugani@gmail.com

Heidi Gorton
Wohelo-Luther Gulick Camps
Beverly, MA
(207) 655-4739

Fahrettin Gozet
Camp Future Stars
Istanbul
(216) 345-8100
fgozet@campfuturestars.com

Murat Gozet
Camp Future Stars
Istanbul
(216) 345-8100
mgozet@campfuturestars.com

June Gray
Camp Wawenock
Raymond, ME
(207) 655-4657
june@campwawenock.com

Randall Grayson
Camp Augusta
Nevada City, CA
(530) 265-3702
randall@campaugusta.org

Jared Griffin
Camp Buckskin
Minneapolis, MN
(763) 208-4805
info@campbuckskin.com

Wm. John Hall
Camp Horizons
Harrisonburg, VA
(540) 896-7600
hallj@horizonsva.com

Rob Hammond
Camp Laney for Boys
Mentone, AL
(256) 634-4066
rmhammond@mindspring.com

Stephanie Hanson
Camp Nebagamom
Plymouth, Mn
(763) 476-7676
stephanie@campnebagamon.com

Dayna Hardin
Lake of the Woods and Greenwoods
Glencoe, IL
(847) 242-0009
dhardin@lwcgwc.com

Peter Hare
Keewaydin
Salisbury, VT
(802) 352-4770
pete@keewaydin.org

Nancy Hartmann
Brooks School Day Camp
North Andover, MA
(978) 725-6285
nhartman@brooksschool.org

Pam Hawley
Cali-Camp Summer Day Camp
Topanga, CA
(310) 455-0404
pam@calicamp.com

Mark Hemmerdinger
Crestwood Country Day Camp
Melville, NY
(631) 692-6361
mhemmerdinger@crestwoodcountryday.com

Shouldn't Your Business Partners be as Committed to Camping as You Are?

As a camp director, who do you want on your team?

A partner that demonstrates its commitment to your cause and mission by:

- Partnering on major ACA national initiatives: five-year *ACA Healthy Camp Study*
- Participating, at the highest level, in fund-raising initiatives: CAMPAign '07 Platinum Plus donor
- Sponsoring ACA national, regional, and local educational conferences and events
- Conducting educational workshops at national and regional conferences

A partner that supports you by providing your camp with:

- Unparalleled protection with *The Counselor* camp insurance program
- Extensive safety education resources
- Professional, camp-experienced claims associates
- Dedicated crisis response team, available 24/7



Markel is deeply committed to the camp industry.

We are proud to be a continuing partner for AIC and ACA.



www.campinsurance.com
800-431-1270



Mission Partner



ASSOCIATION OF
INDEPENDENT CAMPS

Paul Henriksen
Camp Nor'wester
Lopez, WA
(360) 468-2225
norwesterpsh@rockisland.com

Mary Herbert
Forrestel Riding & Sports Camp
Medina, NY
(585) 798-2222
mary@forrestel.com

Peter Hirsch
Camp Androscoggin
Harrison, NY
(914) 835-5800
directors@campanandro.com

Roberta Hirsch
Camp Androscoggin
Harrison, NY
(914) 835-5800
directors@campanandro.com

Jonathan Hodge
Tates' Day Camp
Knoxville, TN
(865) 690-9208
jho314@hotmail.com

Irene Hooper
Seacamp
Big Pine Key, FL
(305) 872-2331
ihooper@aol.com

Maria Horner
Catalina Island Camps
Pasadena, CA
(626) 296-4040
maria@catalinaislandcamps.com

Michael Horner
Tom Sawyer Camps Inc
Altadena, CA
(626) 794-1156
mike@tomsawycamps.com

Sarah Horner
Tom Sawyer Camps Inc
Altadena, CA
(626) 794-1156
sarah@tomsawycamps.com

Tom Horner
Catalina Island Camps
Pasadena, CA
(626) 296-4040
tom@catalinaislandcamps.com

Greg Howes
Birchmont - A Pierce Camp
Roslyn, NY
(516) 621-5035
ghowes@campbirchmont.com

Judy Howser
Clearwater Camp
Wilmette, IL
(847) 251-4071
judyhowser@comcast.net

Phil Hurt
Camp DeSoto
Mentone, AL
(256) 634-4394
phil.hurt@gmail.com

Dan Isdaner
Mataponi
Jupiter, FL
(531) 748-3684
info@campmataponi.com

Marcy Isdaner
Mataponi
Jupiter, FL
(531) 748-3684
info@campmataponi.com

Elena Istomina
Seacamp
Big Pine Key, FL
(305) 872-2331

Alex Jackson
Camp Runoia
Raymond, ME
(207) 627-7422
alexjackson@runoia.com

Jay Jacobs
Timber Lake Camp
Glen Cove, NY
(516) 656-4228
jay@campptlc.com

Mindy Jacobs
Timber Lake Camp
Glen Cove, NY
(516) 656-4200
mindy@campptlc.com

Kathy Jay
Camp Kamaji
St Louis, MO
(314) 721-0475
kathy@kamaji.com

Mike Jay
Camp Kamaji
St Louis, MO
(314) 721-0475
mike@kamaji.com

Larry Johnson
Camp Skyline Ranch
Mentone, AL
(256) 634-4001
larry@campskyline.com

Sally Johnson
Camp Skyline Ranch
Mentone, AL
(256) 634-4001
sally@campskyline.com

Beth Johns-Thomas
Summer Fenn Day Camp
Concord, MA
(978) 318-3614
summercamp@fenn.org

Bill Jones
Camp Lincoln/Lake Hubert
Eden Prairie, MN
(952) 922-2545
bill@lincoln-lakehubert.com

Robert Jordan
Rambling Pines
Hopewell, NJ
(609) 466-1212
funsummers@ramblingpines.com

Roslyn Jordan
Rambling Pines
Hopewell, NJ
(609) 466-1212
funsummers@ramblingpines.com

You're watching their backs...



Who's watching yours?

Camps have a special responsibility to protect more than buildings and contents. As the largest insurance agency serving camps in the southeast, we've created unique programs and specially designed coverages for all types of children's camps. Let us tailor a comprehensive package of coverage for you. Call today to find out what you may be missing—there's no obligation!

Toll free: 1-800-228-3132

www.morrowinsurance.com
ckain@morrowinsurance.com

- +Flexibility
- +Top-rated insurers
- +Great coverage
- +Outstanding service

Complete Camp Insurance

from



MORROW
Insurance Agency, Inc.

An employee-owned corporation



John Jorgenson
Camp Tawingo
Huntsville, Ontario
(705) 789-5612
jorgi@tawingo.net

Greg Jutkiewicz
Concord Academy Summer Camp
Concord, MA
(978) 402-2284
camp@concordacademy.org

Adam Kaplan
Camp Nebagamon
Plymouth, MN
(763) 476-7676
adam@campnebagamon.com

Bren Karcich
Camp Scatico
Elizaville, NY
(845) 756-4040
info@scatico.com

Peter Kassen
Hidden Valley Camp
Freedom, ME
(207) 342-5177
kassen@hiddenvalleycamp.com

Betsy Kelder
Hidden Valley Camp
Syracuse, NY
(800) 482-7823
betsy@hiddenvalleycamp.com

Caroline Key
Heart O' the Hills Camp
Hunt, TX
(830) 238-4650
caroline@hohcamp.com

Keith Klein
Camp Laurel
Alpine, NJ
(201) 750-0515
keith@camplaural.com

Coleman Knight
Culver Summer Camps
Culver, IN
(574) 842-8360
knightc@culver.org

Jeff Konigsberg
Takajo
Armonk, NY
(914) 273-5020
jeffk1947@aol.com

Leslie Konigsberg Levy
Tripp Lake Camp
Armonk, NY
(914) 273-4065
leslie@triplakecamp.com

Paul Kupferman
Catalina Sea Camp
Claremont, CA
(909) 625-6194
pkupferman@guidediscoveries.org

Robert Leby
North Star Camp for Boys
Tucson, AZ
(520) 577-7925
leb@northstarcamp.com

Sue Leby
North Star Camp for Boys
Tucson, AZ
(520) 577-7925
sue@northstarcamp.com

Sue Leip
Beaver Summer Programs
Chestnut Hill, MA
(617) 738-2750
sleip@bcdschool.org

Bill Lerman
Camp Caribou
Wayland, MA
(508) 358-5050
info@campcaribou.com

Martha Lerman
Camp Caribou
Wayland, MA
(508) 358-5050
info@campcaribou.com

Dan Lichtenstein
North Star Camp for Boys
Deerfield, IL
(773) 817-5647
dan@northstarcamp.com

Jane Lichtman
Camp Tapawingo
Maplewood, NJ
(973) 275-1139
camptap@aol.com

Andy Lilienthal
Winnebago
South Portland, ME
(207) 767-1019
unkandycw@aol.com

Cliff Lissner
Chippewa Ranch Camp
Milwaukee, WI
(414) 257-1817
cliff@chippewranchcamp.com

Lisa Lissner
Chippewa Ranch Camp
Milwaukee, WI
(414) 257-1818
lisa@chippewranchcamp.com

Nici Mahen
Falcon Camp
Forest Hills, MD
nicibuzza@yahoo.com

Andy Majewski
Howe Military School Camp
Howe, IN
(260) 562-2131
amajewski@howemilitary.com

Michael Marcus
Camp Greylock for Boys
New York, NY
(212) 582-1042
michael@campgreylock.com

Kat Martin
Camp Kamaji
Chicago, IL
kat@kamaji.com

Kristin Martin
Awosting/Chinquea
Torrington, CT
(860) 567-9678
info@awosting.com

MYSUMMERS[®] Delivers Staff... RIGHT TO TOUR INBOX!

1. Applications directly e-mailed to you!

My Summers is the only staffing site set up purely as an e-mail system.
Option to choose applicants by gender. NO TEDIOUS DATABASE SEARCHING!

2. User-friendly, comprehensive registration form.

Includes all the information you need and more. The registration form was developed with the help of camp directors!

3. Unlimited Job Postings.

For no extra cost, you can post all the job openings your camp has available. This can be expensive at other sites, but at My Summers, it's included in your subscription!

Subscription Rates: *(Registration form available on web site)*

- Full season: 10/1/08 - 9/30/09: \$630
- 1st of the year: 1/1/09 - 9/30/09: \$575
- Late season: 3/1/09 - 9/30/09: \$400

Read what camp directors are saying:

"We've used several avenues to find qualified staff, and your site has been amongst the best resources for our needs. In recent years we have hired almost half of our new staff from your site."

- *Dov Shapiro, Owner/Director, Camp Chateaugay*

"We have used MySummers for many years. We've always been pleased with the results and the very readable format—you don't waste time looking at candidates that don't suit your needs. I recommend MySummers to any camp looking (for staff)."

- *Monique Rafuse-Pines, Co-Director/Owner, Maine Teen Camp*

Visit www.MYSUMMERS.COM TODAY!

Phone: (561) 865-0031

Anthony Mayfield
Culver Summer Camps
Culver, IN
(574) 842-8206
mayfiea@culver.org

Nancy McCann
Tripp Lake Camp
Poland, ME
(207) 998-4347
nancy@tripplakecamp.com

Jean McMullan
Alford Lake Camp
Vero Beach, FL
(772) 231-3298
jeanmcmullan@gmail.com

Allison Miller
Camp Starlight
Palm Beach Gardens, FL
(561) 296-1001
allison@campstarlight.com

David Miller
Camp Starlight
Palm Beach Gardens, FL
(561) 296-1001
david@campstarlight.com

Jennifer Miller
Camp DeSoto
Mentone, AL
(256) 634-4394
ja_miller@yahoo.com

Jim Miller
Camp Greystone
Zirconia, NC
(828) 693-3182
office@campgreystone.com

Alison Mizen
Falcon Camp
Cleveland Hts, OH
(216) 780-5364
alisonmizen@gmail.com

Audrey Monke
Gold Arrow Camp
Fresno, CA
(559) 297-3777
sunshine@goldarrowcamp.com

Steve Monke
Gold Arrow Camp
Fresno, CA
(559) 297-3777
monkey@goldarrowcamp.com

Sunny Moore
Clearwater Camp
Naples, FL
(239) 261-2872
anchor9220@msn.com

Anne Morawetz
Camp Ponacka Inc
Peterborough, Ontario
(705) 748-9470
info@ponacka.com

George Morgan
Camp Stewart for Boys
Hunt, TX
(830) 238-4670
george@campstewart.com

Richard Moss
Camp Lenox
Coral Springs, FL
(954) 340-6634
rich@camplenox.com

Stephanie Moss
Camp Lenox
Coral Springs, FL
(954) 340-6634

Garth Nelson
Agawam
Hanover, MA
(781) 826-5913
chief@campagawam.org

Laura Newfield
Iroquois Springs
Dix Hills, NY
(631) 462-2550

Mark Newfield
Iroquois Springs
Dix Hills, NY
(631) 462-2550
mark@iroquoissprings.com

Nathan Newquist
Falling Creek Camp for Boys
Tuxedo, NC
(828) 692-0262
nathan@fallingcreek.com

Laura Nolan
Camp Lincoln/Lake Hubert
Eden Prairie, MN
(952) 922-2545
laura@lincoln-lakehubert.com

Dick O'Ferrall
Alpine Camp for Boys, Inc
Mentone, AL
(256) 634-4404
dick@alpinecamp.com

Alan Ordway
Winona Camps for Boys
Bridgton, ME
(207) 647-3721
uncleal@winonacamps.com

Spencer Ordway
Winona Camps for Boys
Bridgton, ME
(207) 647-3721
thebat@winonacamps.com

Weston Outlaw
Culver Summer Camps
Culver, IN
(574) 842-8239
outlaww@culver.org

Matt Pagliari
Hidden Pond Day Camp at The Rinx
Hauppauge, NY
(631) 232-3222
mattp@therinx.com

Marijean Parry
The Aloha Foundation
Fairlee, VT
(802) 333-3400
marijean_parry@alohafoundation.org

Erik Patchkofsky
Holiday Hill Day Camp
New Haven, CT
(203) 387-2267
director@holidayhilldaycamp.com



Protecting Your Business From Risk

Hundreds of independent camps and schools look to Wells Fargo Insurance Services to assist them in managing their risks and insurance programs. The company's Director of Camp and School Division is also a former camp director and school administrator, which help him understand how to protect your camp or school from risk.

We offer a full spectrum of property, casualty, workers' compensation, and employee benefits solutions. And, with Wells Fargo Insurance Services' nationwide resources, we can provide quality service, competitive rates and value add products such as Wells Fargo Employment Law HELPLINE; OSHA safety plans; loss control, and 24-hour claims support.

Find out what our customers already know. Call us today.

Darrow Milgrim

15303 Ventura Blvd; 7th Floor

Sherman Oaks, CA

Phone: 818.464.9308

darrow_milgrim@wellsfargo.com

www.wellsfargo.com/wfis

CA DOI #0352275

Wells Fargo Insurance Services



Jack Pearse
Camp Tawingo
Waterloo, Ontario
(519) 885-4180
jackpearse@rogers.com

David Peterson
Cape Cod Sea Camps
Brewster, MA
(508) 896-3451
dave@capecodseacamps.com

Jay Petkov
Camp Saginaw
Cherry Hill, NJ
(856) 428-6256
jay@campsaginaw.com

Michael Petkov
Camp Saginaw
Cherry Hill, NJ
(856) 428-6256
mike@campsaginaw.com

Marisa Pharr
Falling Creek Camp for Boys
Tuxedo, NC
(828) 692-0262
marisa@fallingcreek.com

Yates Pharr
Falling Creek Camp for Boys
Tuxedo, NC
(828) 692-0262
yates@fallingcreek.com

Greg Pierce
Birchmont - A Pierce Camp
Roslyn, NY
(516) 621-5035
gpierce@campbirchmont.com

Kathy Plunkett
The Aloha Foundation
Fairlee, VT
(802) 333-3400
kathy_plunkett@alohafoundation.org

Jeff Portnoy
Skylake Yosemite Camp
San Rafael, CA
(559) 642-3720
jeff@skylake.com

Frank J. Pugliese
Frogbridge Day Camp
Millstone Twp, NJ
(609) 208-9050
info@frogbridge.com

Frank T. Pugliese
Frogbridge Day Camp
Millstone Twp, NJ
(609) 208-9050

Steve Purdum
Camp Mishawaka
Grand Rapids, MN
(218) 326-5011
info@campmishawaka.com

Jane Ragsdale
Heart O' the Hills camp
Hunt, TX
(830) 238-4650
jane@hohcamp.com

Kathy C Ragsdale
Camp Stewart for Boys
Hunt, TX
(830) 238-4670
kathy@campstewart.com

Silas B "Jeeper" Ragsdale III
Camp Stewart for Boys
Hunt, TX
(830) 238-4670
jeeper@campstewart.com

Gabrielle Raill
Camp Ouareau
St. Donat, Quebec, J0T 2C0
(819) 424-2662
info@ouareau.com

Jacqui Raill
Camp Ouareau
St. Donat, Quebec, J0T 2C0
(819) 424-2662
info@ouareau.com

Andrea Ralls
Southwoods
White Plains, NY
(914) 524-9200
andrea@southwoods.com

Scott Ralls
Southwoods
White Plains, NY
(914) 524-9200
scott@southwoods.com

Jerry Reid
River Way Ranch Camp
Sanger, CA
(800) 821-2801
jerry@riverwayranchcamp.com

Mitch Reiter
Camp Towanda
New City, NY
(845) 639-4582
mitch@camptowanda.com

Stephanie Reiter
Camp Towanda
New City, NY
(845) 639-4582
stephanie@camptowanda.com

Glenn Robison
Astrocamp
Claremont, CA
(909) 625-6194
grobison@guideddiscoveries.org

Nancy Rosen
Blue Rill Day Camp
Airmont, NY
(845) 352-3521
nancy@bluerilldaycamp.com

Saul Rowen
Cali-Camp Summer Day Camp
Topanga, CA
(310) 455-0404
saul@calicamp.com

Emily Ryman
Culver Summer Camps
Culver, IN
(574) 842-8209
rymane@culver.org

Nat Saltonstall
Beaver Summer Programs
Chestnut Hill, MA
(617) 738-2750
nsaltonstall@bcdschool.org

Andy Sangster
Camp Wawenock
Raymond, ME
(207) 655-4657
andy@campwawenock.com

Christine Seving
Camp Fernwood
Newtown Square, PA
(610) 356-7604
christine@campfernwood.com

Laurie Smith
Clearwater Camp
Sayner, WI
(920) 629-0015
paddlingslp@mac.com

Marie Schmid
Camp Foley
Pine River, MN
(218) 543-6161
marie@campfoley.com

Fritz Seving
Camp Fernwood
Newtown Square, PA
(610) 356-7602
fritz@campfernwood.com

Nicholas Smith
Camp Taum Sauk
St. Louis, MO
(314) 993-1655
nsmithcts.aol.com

Bruce Schnittman
Crestwood Country Day Camp
Melville, NY
(631) 692-6361
bschnittman@crestwoodcountryday.com

Joel Shapiro
Blue Rill Day Camp
Airmont, NY
(845) 352-3521
joel@bluerilldaycamp.com

Jem Sollinger
Camp Laurel
Alpine, NJ
(201) 750-0515
jem@campl laurel.com

Georgianna Schrader Starz
Camp Nicolet for Girls
Eagle River, WI
(715) 545-2522
campnicolet@gmail.com

Carol Sigoloff
Thunderbird for Girls
St Louis, MO
(314) 647-3168
mail@campbird.com

Jacqui Solomon
Camp Marimeta for Girls
Mundelein, IL
(847) 970-4386
jacqui.marimeta@gmail.com

Bradley Schwartz
Banner Day Camp
Lake Forest, IL
(847) 295-4900
brad@bannerdaycamp.com

Shari Sigoloff
Thunderbird for Girls
St Louis, MO
(314) 647-3168
shari@campbird.com

Dean Spencer
Killooleet
Somerville, MA
(617) 666-1484
dean_spencer@bbns.org

Janet Seaward
Camp Nashoba Day
Littleton, MA
(978) 486-8088
nashobaday@aol.com

Jason Silberman
Camp Matoaka
Natick, MA
(508) 655-5955
jason@matoaka.com

William Jeremy Starz
Camp Nicolet for Girls
Eagle River, WI
(715) 545-2522
jstarz97@hotmail.com

Jean Seaward
Camp Nashoba Day
Littleton, MA
(978) 486-8088
nashobaday@aol.com

Leslie Silberman
Camp Matoaka
Natick, MA
(508) 655-5955
leslie@matoaka.com

Julie Stein
Waltons Grizzly Lodge, Inc
Grass Valley, CA
(530) 274-9577
julie@grizzlylodge.com

Kate Seeger
Killooleet
Somerville, MA
(617) 666-1484
kseeger@killooleet.com

Peter Simmonds
Thunderbird for Boys
St Louis, MO
(314) 647-3168
cheroo@campbird.com

Mike Stillson
Valley Trails Summer Camp
Tarzana, CA
(818) 345-3002
mike@valleytrails.com

Ari Segal
Camp Lee Mar
Dresher, PA
(215) 658-1708
gtour400@aol.com

Dan Singletary
Merri-Mac
Black Mtn, NC
(828) 669-8766
dan@camptimberlake.com

Gordon Strayhorn
Camp Illahee
Brevard, NC
(828) 883-2181
gordon@campillahee.com

Laurie Strayhorn
Camp Illahee
Brevard, NC
(828) 883-2181
laurie@campillahee.com

Chris Strevel
Tates' Day Camp
Knoxville, TN
(865) 690-9208
chris@tatescamp.com

Julie Strevel
Tates' Day Camp
Knoxville, TN
(865) 690-9208
juliestrevel@knology.net

Carol Sudduth
Wyonegonic Camps
Denmark, ME
(207) 452-2051
carol@wyonegonic.com

Steve Sudduth
Wyonegonic Camps
Denmark, ME
(207) 452-2051
steve@wyonegonic.com

Angela Sullivan
Camp Chatuga
Easley, SC
angela@campchatuga.com

Lou L. Tate
Tate's Day Camp
Knoxville, TN
(865) 693-3021
info@tatesschool.com

Christine Taylor
Camp Sewataro
Sudbury, MA
(978) 443-3100
camp@sewataro.com

Mark Taylor
Camp Sewataro
Sudbury, MA
(978) 443-3100
camp@sewataro.com

Howard Thall
Banner Day Camp
Lake Forest, IL
(847) 295-4900
howard@bannerdaycamp.com

Alfred Thompson
Camp Carolina
Brevard, NC
(828) 884-2414
alfred@campcarolina.com

Mary Thompson
Camp Carolina
Brevard, NC
(828) 884-2414
info@campcarolina.com

Elizabeth Tindall
Falling Creek Camp for Boys
Tuxedo, NC
(828) 692-0262
tindalle@bellsouth.net

Frank Tindall
Falling Creek Camp for Boys
Tuxedo, NC
(828) 692-0262
tindallf@bellsouth.net

Sam Torn
Camp Ozark
Houston, TX
(713) 827-1114
sam@campozark.com

Susan Torn
Camp Ozark
Houston, TX
(713) 827-1114
sustorn@txucom.net

Peter Trupia
Hidden Pond Day Camp at The Rinx
Hauppauge, NY
(631) 232-3222
petert@therinx.com

Kristi Turner
Catalina Sea Camp
Claremont, CA
(909) 625-6194
kturner@guideddiscoveries.org

Ross Turner
Astrocamp
Claremont, CA
(909) 625-6194
rturner@guideddiscoveries.org

Gary Turnier
Camps 'R' Us, New York
Hicksville, NY
(516) 935-2267
campsrus@gmail.com

Jason Turnier
Camps 'R' Us, New York
Hicksville, NY
(516) 935-2267
campsrus@gmail.com

Grace Upshaw
Seacamp
Big Pine Key, FL
(305) 872-2331
gupshawbpk@aol.com

Karen Vaillancourt
Concord Academy Summer Camp
Concord, MA
(978) 402-2284
camp@concordacademy.org

Duane Van Orden
Howe Military School Camp
Howe, IN
(260) 562-2131
dvanorden@howemilitary.com

Mark Van Winkle
Wohelo-Luther Gulick Camps
Raymond, ME
(207) 655-4739
mark@wohelo.com

Quincy Van Winkle
Wohelo-Luther Gulick Camps
Raymond, ME
(207) 655-4739
quincy@wohelo.com

Margaret Vanille
Forrestel Riding & Sports Camp
Medina, NY
(585) 798-2222
summer@forrestel.com

Gennell Vashro
Chewonki
Wiscasset, ME
(207) 882-7323
gvashro@chewonki.org

Chuck Washer
High Meadow Day Camp
N Granby, CT
(860) 653-9325
director@highmeadowdaycamp.com

Johnny Waszczak
Camp Timberlane for Boys
Tucson, AZ
(520) 647-9543
johnnywaz@hotmail.com

Andy Wexler
Pali Overnight Adventures
Running Springs, CA
(909) 867-5743
awexler@palientertainment.com

Don Whipple
Mountain Camp
San Francisco, CA
(415) 351-2267
whipple@mountaincamp.com

Scott Whipple
Mountain Camp
San Francisco, CA
(415) 351-2267
info@mountaincamp.com

Amy Woods
Roughing It Day Camp
Plesant Hill, CA
(925) 283-3795
amy@roughingit.com

Hobie Woods
Roughing It Day Camp
Orinda, CA
(925) 283-3795
hobie@roughingit.com

Bob Wortman
Baco Che-Na-Wah
Rockville Centre, NY
(516) 867-3895
wortman.bob@gmail.com

Ruth Wortman
Baco Che-Na-Wah
Palm Beach, FL
(561) 547-8393
kinabet@aol.com



FOOTLOCKERS
The proven trunk for summer camp.

- ✓ **Used by over 30 AIC camps.**
- ✓ The only trunk endorsed by **Dr. Chris Thurber**, author of *"The Summer Camp Handbook"*
- ✓ Featured on **Martha Stewart** and **Fox News**.

JOIN OUR CAMPER'S CLUB!
We donate money to your camp when you send out our brochures and your campers save big \$\$\$ on their camp gear with our special discounts. Call Matt at **866-304-5362 x230** and join the club!

www.campfootlockers.com

AIC Business Affiliates

BUNAC USA

Anna Crew
PO Box 430
Southbury, CT 06488
(203) 264-0901
acrew@bunacusa.org
www.bunac.org

Bunk1.com

Ari Ackerman
404 Park Ave South Ste. 1304
New York, NY 10016
(888) 465-2267
ari@bunk1.com
www.bunk1.com

Bunkline Camp Outfitter

Ruth Barnett
2060 Springdale Rd Ste. 600
Cherry Hill, NJ 08003
(800) 435-6888
info@bunkline.com
www.bunkline.com

Camp America

Dennis Regan
River Plaza/9 West Broad St
Stamford, CT 06902
(203) 399-5107
dregan@aifs.com
www.campamerica.aifs.com

Camp Leaders

Ryan Annetts
104 Butterfield Rd.
San Anselmo, CA 94960
(866) 803-7643
usa@campleaders.com
www.campleaders.com

Core Consulting Solutions

Len Keilin
2402 Hightee Ct.
Crofton, MD 21114
(410) 721-5011
lkeilin@ccscamps.com
www.ccscamps.com

Everything Summer Camp

Matt DeMuth
501 S Clark St.
Boyd, WI 54726
(866) 304-5362
matt@cnmfg.com
www.campfootlocker.com

Hibbs Hallmark & Company

Robert Monaghan
PO Box 8357
Tyler, TX 75711
(800) 765-6767
robert.monaghan@hibbshallmark.com
www.hibbshallmark.com

KidsCamps.com/ CampJobs.com

Nancy LaPook Diamond
500 NE Spanish River Blvd Ste. 30
Boca Raton, FL 33431
nancy@kidscamps.com
www.kidscamps.com

Markel Insurance Agency

Ian Garner
4600 Cox Rd.
Glen Allen, VA 23060
(800) 431-1270
igarner@markelcorp.com
www.campinsurance.com

Morrow Insurance Agency

Curt Kain
PO Box 1109
Hendersonville, NC 28793
(828) 693-5396
ckain@morrowinsurance.com
www.morrowinsurance.com

MySummers.com

Rick Mades
PO Box 812076
Boca Raton, FL 33481
campfinders@mindspring.com
www.mysummers.com

Schirick & Associates Insurance Brokers, Inc.

Ed Schirick
PO Box 832
Rock Hill, NY 12775
(845) 794-3113
ed@schirickinsurance.com
www.campinsurancepro.com

Wells Fargo Insurance Services

Darrow Milgrim
15303 Ventura Blvd., 7th Floor
Sherman Oaks, CA 91403
(818) 464-9308
darrow_milgrim@wellsfargo.com
www.wellsfargo.com/wfis



The Association of Independent Camps
www.aicamps.org

