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August 10, 2022

To our Seasonal Campers at Sunfox:

It is our pleasure to invite our seasonal campers to re-book for the 2023 camping season, and while we hope that all current seasonal campers who are receiving this invitation remain with us next year and for many seasons to come, we do understand that for a variety of reasons some seasonal sites may become available where the site is not rebooked. As we currently have over 150 families on an ever-growing waiting list for 2023 seasonal sites, and have had numerous inquiries about which specific sites will be open for 2023 seasonal bookings, we ask that you please let us know of your intention to re-book your site for next year **by Sunday, September 4**. Unless you indicate otherwise, if you are re-booking, we will assume that you will be remaining on your current site. Please let us know if you are interested in selecting a different site for 2023, as we prefer to offer our current seasonals, based on seniority, date of request and appropriateness of site & RV, first choice of any existing seasonal sites that become available. By mid-September, we hope to begin contacting those on the waiting list with a list of any seasonal site options. Please take the time to read this letter.

As of this time, based on what we have been directly told, we are aware of the following site(s) that are available for 2023 seasonal bookings (and as we hear from any other of our current seasonals, we will update this list):

Site 22-- water/electric/cable TV/sewer (possible year-round caretaker site, as it has winter water)

If you are interested in relocating, please let us know, and we will do our best to accommodate your request.

The Sunfox seasonal base rate for 2022 was \$3600 for a site with water, metered electric, cable TV and sewer, and \$3400 without sewer. The base rate for 2023 will be \$3800 with sewer and \$3600 without sewer. Numerous amenities have been added, including our new football/soccer field and our new beach volleyball courts for 2022. In addition, we needed to replace the Jumping Pillow. The costs of staffing (minimum wage increased to \$14 in 2022 and will be \$15 in 2023), cable TV programming, septic, fuel and trash service fees and other operating costs continue to increase (pool chlorine costs have tripled in 2 years). We would like to continue to offer frequent, live musical entertainment, sufficiently maintain our amenities such as the RC track and disc golf, and provide sign out equipment for your use. We offer a variety of programs that may help you save on your seasonal fees, while also improving the overall appearance of the campground.

1. **Upgrade your RV**—Any seasonal purchasing a new RV for 2023 (either a 2023 or 2022 model) will receive a \$50 credit, applicable to 2023 electric billings.
2. **Improve Your Site**--As we encourage our seasonal campers to maintain attractive sites, and many have made some nice improvements this year, we are offering a 5% credit toward your 2023 seasonal site for any site improvements you may make during the 2022 season (such as materials for a deck, skirting your RV, etc), up to a maximum of \$100 earned (if you spend \$2000 or more on site improvements). Add a new awning, patio furniture, a grill or storage box in 2023, and earn 5% toward 2024 (be sure to save a copy of your receipts, and include the information with your renewal forms for this credit to be calculated). However, please be sure to ask Sunfox approval on any site amenities such as decks or sheds, as codes and rules regarding aesthetics must be followed.
3. **Pay in Full Discount**—Any seasonal camper who pays in full for the 2023 season by September 4, 2022 will receive a discount of \$100 (therefore, a payment of \$3700 w/e/c/s or \$3500 w/e/c would be due). *Please note that this discount can only be offered for those campers paying by cash or check* (although you are still welcome to secure your site with the \$500 deposit by credit card payment).

For those not opting to take advantage of the “pay in full discount”, the payment schedule is as follows:

September 4, 2022: Initial deposit of \$500

February 15, 2023: \$1000 payment due

April 1, 2023: Balance due

If your seasonal reservation is cancelled on or before December 31, 2022, a \$20 fee will be charged. If seasonal reservation is cancelled between January 1 and February 15, a \$100 fee will be charged. If canceled February 15 until March 31, a \$250 fee will be charged. If cancelled after April 1, applicable monthly rates will be applied, with a minimum fee of \$500 charged.

The seasonal rate is based on two adults, with additional persons charged the following rate in order to be included as part of the registered party (**anyone not included would pay the visitor fee for each visit, and would require a registered member of the site to be present for visitors**):

Children ages 1-12	\$5.00 to \$60.00, based on a fee of \$5 times child's age (for example, a 7 year-old would be \$35)
Teenagers (13-20) or Seniors	\$75.00 per teen or senior citizen (65 & over) for the season
Adults 21-64 years of age	\$100.00 per person for the full season

We remind all seasonal campers that unless your guests are staying for less than an hour (such as dropping someone off, or meeting you for a quick dinner), the visitor fee is due. We have kept our seasonal extra person fees very affordable, and suggest you add any "regular" guests to your registration (such as "in laws"), which would permit them to use your site even if you are not present. Please note that we do not collect visitor fees from day guests of our seasonals during April, or for any mid-week day guests in the spring (before Father's Day) or fall (after Labor Day). Also, please remember that guests are those who are visiting you when you are here. Your seasonal site may not be advertised as a sublet (used by others who are not registered as part of your camping party when you are not present...we have RV rental options if desired). However, if permitting family members or friends who are NOT registered as part of your seasonal site to utilize your site when you are not present to accept them as "guests", the published nightly or weekly site fee for a basic "tent site" will be applied and collected. Advance notice and completion of registration form is required, and Sunfox takes no responsibility for your guests/RV. Please advise them of our rules.

Unlike many campgrounds that don't open until late April (or even mid-May), and close in mid-October, we are pleased to offer an extended camping season from early April until late October. It is our intent to once again offer a full 7-month seasonal, from April 1 (weather or other unforeseen circumstances permitting) through October 31. Please note that the 5 winter months (November 2023 through March of 2024) of unplugged on-site storage are only included in the seasonal rate if re-booking and paying the required deposit for the subsequent season. Otherwise, the RV must be removed by November 15, or a winter storage fee of \$150 will be charged for the period of November 1 through March 15 (the Town of Lisbon assesses for personal property on October 1, so removing before then could save on personal property tax). Of course, those re-booking may still opt to remove your RV for the winter months. If comparing other campground's seasonal programs, be sure to examine the length of season, the winter storage costs and any extra fees for items such as cable TV and wifi. We strongly believe that we offer the best value for our seasonal sites, as there are numerous other local campgrounds whose shorter season, with fewer included items and activities and facilities, are well in excess of \$4500, while our seasonal rate is significantly discounted as compared to our published monthly rates (less than half the price if site is calculated monthly or weekly).

Enclosed you will find the seasonal agreement and registration form, to be returned with your deposit. If you have an existing balance for 2022, we have also included a current invoice which shows the most recent electric billing balance. To ensure you receive this letter, we have mailed one copy to each camper's home address, as well as posting a copy on the Sunfox website. We would like to thank our seasonals who have paid their electric bills in a timely manner, as that money goes toward the large Eversource electric bill we receive each month. We also want to remind our seasonals that the "break even" date for seasonal rate as opposed to the published monthly rate is around July 15, so in the rare instance that a seasonal must end their stay early, recalculating at the monthly rates may not result in any refund for a departure after July 15.

We have appreciated all the help that has been given and offered by so many of our seasonal campers. We look forward to the remainder of the 2022 season, and will be thrilled to have any of our seasonal campers volunteer to help with either of our two Halloween Weekends. Please be reminded that the Town of Lisbon will send you a personal property assessment form this fall—you should return that completed form in a timely manner to avoid any late fees. Lastly, as a small, family campground, we take great pride in hearing positive comments regarding the interaction of our seasonals with other seasonals and with our transient campers, and appreciate your continued assistance.

Just a few additional notes...please try to use the large dumpster on the left, which is collected weekly, as the middle "overflow" trash dumpster is only emptied when it is filled (at an extra cost). We are also still offering cut, split and dry firewood at the price of \$50 for a cart-load or \$100 for a ½ cord (trailer load). Those who get propane from Hocon should expect a delivery around Labor Day, but please let us know if under 20% now. We remain in the midst of the local approval process for 29 new sites (followed 4 years of plans and permitting process), and we look forward to hopefully starting construction in the upcoming winter, with sites perhaps available by fall of 2023. Current seasonals will have first choice of relocating to any of the new sites that we designate as seasonal, and we will keep you posted.

Sincerely,

Dave, Jen and the entire Nowakowski family