



August 15, 2023

To our Seasonal Campers at Sunfox:

It is our pleasure to invite our seasonal campers to re-book for the 2024 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 choose to not rebook. As we currently have over 150 families on an ever-growing waiting list for 2024 seasonal sites, and have had numerous inquiries from current seasonals and those on the wait list about which specific sites will be open for 2024 seasonal bookings, we ask that you please let us know of your intention to re-book your site for next year **by Sunday, September 3**. Unless you indicate otherwise, if you are re-booking, we will assume that you will remain on your current site. Please let us know if you are interested in selecting a different site for 2024, 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. While we remain optimistic that our 29 new sites will be ready in 2024, until we are 100% certain, we are holding off on offering any of those as seasonal. 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 2024 seasonal bookings (and as we hear from any other of our current seasonals, we will update this list):

Site 73-- water/electric/cable TV/sewer

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 2023 was \$3800 for a site with water, metered electric, cable TV and sewer, and \$3600 without sewer. The base rate for 2024 will be \$3900 with sewer and \$3700 without sewer. This represents an increase of of less than 3%, well below current inflation and cost of living increases. The costs of staffing (minimum wage in CT increased to \$15), cable TV programming, septic, fuel and trash service fees and other operating costs continue to increase. We would like to offer frequent, live musical entertainment, sufficiently maintain our amenities such as the RC track and disc golf, and provide appropriate levels of staffing. We offer programs that may help you save on your seasonal fees.

1. **Upgrade your RV**—Any seasonal purchasing a new RV for 2024 (either a 2024 or 2023 model) will receive a \$50 credit, applicable to 2024 electric billings.
2. **Pay in Full Discount**—Any seasonal camper who pays in full for the 2023 season by September 3, 2023 will receive a discount of \$100 (therefore, a payment of \$3800 w/e/c/s or \$3600 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 3, 2023: Initial deposit of \$500

February 15, 2024: \$1000 payment due

April 1, 2024: Balance due

If your seasonal reservation is cancelled on or before December 31, 2023, 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 many that close in mid-October, we are pleased to offer an extended 7-month 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. Most other campgrounds charge \$300 or more for winter storage. If you are not rebooking, 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 visitors, 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 in excess of \$6000, while our seasonal rate is significantly discounted as compared to our published monthly rates (less than half the price if site is calculated at the monthly rate for 7 months).

Enclosed you will find the seasonal agreement and registration form, to be returned with your deposit. If you have an existing balance for 2023, 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. Again, it must be noted that Sunfox makes no money from electric billing, as we charge the exact amount we are billed per kw hour (despite being permitted to charge an administrative fee for meter reading, billing and collecting payments). 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 2023 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 make all members of your camping party aware that nothing but toilet paper can be flushed (there is no such thing as “flushable wipes” when it comes to septic systems), and there have been issues with grease build-up in our systems (do not put grease down the sink). 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 to top off for the fall. While we finally received local approval for 29 new sites (followed 4 years of plans and permitting process), we are still finalizing loans and bonding requirements. We look forward to starting construction this fall, with sites perhaps available by spring of 2024. 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