



2024 Florida and Alabama Outdoor Hospitality Conference and Expo

May 15-17, 2024 • Hilton Orlando • Orlando, FL

WEDNESDAY, MAY 15, 2024

9:00 am - 4:00 pm	Registration Open
10:00 am - Noon	FRVCA Board of Directors Meeting
1:45 pm - 2:30 pm	General Session – Welcome Cracker Barrel and Q&A - Insurance Options, Mail at your Park, New Technology & More
2:30 pm - 3:30 pm	Breakout – How To Truly Protect Your Assets and Property / Land Trust & Estate Planning (Larry Holbot)
	Breakout – Exploring the Impact of Glamping in Outdoor Hospitality (Dennis Steinman)
3:45 pm - 4:45 pm	Breakout – Hiring & Retention: Building The Right Team (Kim Cantrell)
	Breakout – Evolving Your Property Through Technology and Branding (Mike Harrison)
5:00 pm - 7:00 pm	Welcome Reception – Social and Networking time for attendees and exhibitors - located at the Destination Deck
7:00 pm - ?	Multiple Networking and Dinner Options or Night on your own - Enjoy the Hilton's many restaurants and bars, or nearby local restaurants and attractions

THURSDAY, MAY 16, 2024

8:00 am - 2:00 pm	Registration Open
8:00 am - 9:00 am	Continental Breakfast Served, Park Introductions, Conference Preview, Tourism Update
9:00 am - 10:00 am	Opening General Session - RV and Campground Industry Trends and Forecasts - Industry leaders Panel with Q&A featuring: Scott Bahr, Cairn Consulting / Chris Broehman, RVIA / Nichole Poisson KOA / Dave Kelley FRVTA
10:15 pm - 11:15 pm	Breakout – Are you Running Your Business or is Your Business Running You (Blake Burris)
	Breakout – Park Acquisitions - What you need to know to sell or buy (Richard O'Brien, Athena Realestate)
	Breakout – It's a New Era - The Season of Experiential Camping (Mark Koep)
11:30 am - 1:00	Chairman's Lunch and Legislative Update with Marc Dunbar & David Eastman/Guest speakers and PAC Honorees
1:00 pm - 1:30 pm	RV Park Insurance Solutions and Opportunities Featuring important discussion and updates on new regulations and RV Park Insurance options for our members - This is a must attend session if you're struggling with insurance costs and availability
1:45 pm - 2:45 pm	Breakout – Booking Trends & Insights - Learn How to Read & Understand Analytical Data (Michael Scheinman & Scott Bahr)
	Breakout – Perfecting your Park Rules, Regulations, leases, and rental agreements (Marc Dunbar and David Eastman)
3:00 pm - 4:00 pm	Breakout – Leveraging Changes to make Broadband Wi-Fi a Profit Center (Tim Rout)
	Breakout – Using "AI" to Grow Your Business (Brian Searl)
4:15 pm - 4:45 pm	Breakout – FL Updates, Important topics, chpt 513, DOH, and Group Discussion (Andrea Ables, DOH)
	Breakout – Alabama Legislation and State Updates and Group Discussion (Thomas Sparrow, Kim Adams)
	Breakout – Georgia and Other States Park Owners Group Discussion
4:30 pm - 5:30 pm	Park Model Preview and Refreshment Break – Outside Sky Terrace
5:30 pm - 6:00 pm	Appreciation Reception - Enjoy for cocktails and some social time prior to the Evening Awards Dinner and Auction
6:00 PM - 9:00 pm	Awards Dinner and Auction with special entertainment provided by Them Sweeney Boys
9:00 PM - 10:30 pm	After-Party Social at the Hotel Lobby Bar

FRIDAY, MAY 17, 2024

8:00 am - 10:00 am	Trivia Breakfast & Cracker Barrel hosted by Bobby Sorden from Supplier's Spot- Enjoy breakfast and a fun filled interactive trivia session where you learn about the industry and our suppliers. Event also Includes discussion on activities, products, and services that will increase your business and profits, plus a special recognition of sponsors.
10:00 am - 3:00 pm	TRADE SHOW OPEN – Discover great products from over 90 of the Nation's top suppliers.
Noon - 1:30 pm	Trade Show Lunch – Served in the Expo Hall
3:15 pm - 4:15 pm	Breakout – ADA Pitfalls and Best Practices (Travis Orton, Resnexus)
	Breakout – Developing and building an RV park - Campground Development & Construction (Brian & Ben, SERD)
	Breakout – Unexpected Partnerships & Ancillary Income Opportunities / (Panel) - SBV Foods - SAVINGS and Group Purchasing Programs You Need to Know About
4:30 pm - 5:30 pm	Saving the most important for last! Wrap-Up Cracker Barrel and final Q&A: Insurance, Ejections, Length of Stay, Changes in Deposits and Cancellation Policies, PMS systems, and More
6:00 pm - 9:00 pm	Open Dinner Plans and Social Time - a great opportunity to network and make connections on last time, or take some time to relax and enjoy the hotel amenities and local attractions, shops, and eateries