



2022 BUYER'S GUIDE

**Apparel & Promotional Products • Credit Card Processing
Equipment, Services & Training • Healthcare/COVID Testing
Insurance • International Staff • Management Software
Marketing • Real Estate • Transportation**

When making those important purchasing decisions for your camp, please consider our wonderful Business Affiliates first! For your convenience, each Business Affiliate contact, phone number, website (with link), and brief description of their product or service is listed on the following pages.

The companies listed herein are members of WAIC and have provided their own copy for this guide. These companies have signed their agreement with the Business Affiliate Member Ethical Statement. The inclusion of a listing does not express an endorsement from the Western Association of Independent Camps.

You can also visit www.WAIC.org/camp-products-and-services/ for a directory.

APPAREL & PROMOTIONAL PRODUCTS



413 Strengthgear.

Contact: Royleane Allen
rallen@413sga.com

(903) 939-8536
www.413sga.com

Your Story, Our Passion: Summer camps create lasting memories, and 413 Strengthgear creates memorable camp merchandise to share those memories. From concept to delivery, we work with you each step of the way to create your original t-shirt, water bottle, sticker, backpack, and much more. From the beginning of a project to delivery, our team's focus is on making the process of design creation and product ordering simple, dependable, and reliable. View our Apparel and Gift Catalogs on our website or reach out to us for design inspiration and product ideas.



**CAMP
RIGHTSLEEVE**
— EST. 1999 —

Contact: Katie Anderson
katie@rightsleeve.com

(647) 374-0842
www.rightsleeve.com

Since 1999, Camp Rightsleeve has been the trusted expert in creating exceptional camp apparel programs and online tuck shops for summer camps across North America. But we are so much more than just your tuck shop partner. The heart of our business is in making the best memories, the everlasting summers, and the forever friends that your kids will cherish for the rest of their lives.



Contact: Matthew DeMuth
matt@cnmfg.com

(866) 304-5362
www.EverythingSummerCamp.com

Your one-stop-shop for summer camp. Get camp trunks, duffels, clothing name labels, camp gear, apparel, and more. Over 30 years in business.



FOUR IRON APPAREL

Contact: Jim Gallup
sales@fourironapparel.com

(866) 728-0787
www.fourironapparel.com

Jim Gallup has provided quality logoed apparel and promotional products to the camping industry for 35+ years. It is always difficult to understand what drives YOUR product/vendor choices for staff, campers, and resale. Is it price, brand, ease of ordering, or vendor trust and loyalty? Four Iron values our relationships with camp owners/buyers and we work hard to provide quality apparel and promotional products at the best price possible. We ask that you allow Four Iron the opportunity to provide a quote on the staff shirts, hoodies, basic and fashion tri blend t-shirts, jackets, drinkware, and all categories of promotional products. Please email us the Brand, Style, Quantity, Sizes, and Logos with instructions on how you want the product decorated. We will provide an estimate and the inventory available at that time. 2022 orders will be a serious challenge with the supply chain issues that impact inventory levels. An early start to the order process may be your key to purchase the product you prefer to offer staff and campers.



Contact: Tammy Jensen
TJensen@FunExpress.com

(800) 228-2003
www.funexpress.com/corporate

Fun Express, the corporate subsidiary of Oriental Trading Company - extends discounts and free shipping to all WAIC members. Seasonal Items, Arts & Craft Supplies, STE(A)M, Custom T-Shirts, Name Brand Candy and so much more! 800-228-2003 or your Rep!



Contact: Anne Joyce
annej@libertyclothing.com

(905) 671-2335
www.libertyclothing.com

Founded in 1989, Liberty offers sustainable high quality clothing, accessories and graphics. Turnkey Retail merchandising programs. Staff and camper incentives as well as promotional and custom designed creations. If you're looking for quality merchandise that your campers, staff, and alumni will love we can help make that a reality. Proud members of WAIC, and ACA. We also give back 1% of our profits to support youth programs through North America.



Contact: Toby Hancock
toby@stickersandmore.com

(888) 644-7745
www.stickersandmore.com

Since 1997, we've been helping camps, organizations, youth groups, and business nationwide brand and market their organization with quality apparel, commercial printing, design, logo branding and much more. Our mission statement is simple. To be a leader not a follower in the world of custom printing by providing quality product, competitive pricing and ethical business practices. Building the platform to earn our clients trust long after the first sale.

CREDIT CARD PROCESSING



Contact: Kenny Brook
kbrook@cliq.com

(949) 633-2456
www.cliq.com

Cliq is an innovator in financial technologies, making it easier for Camps to transact with your parents and your employees. Through Credit Card and ACH/eCheck processing, Paycards, and Expense Cards, Cliq has the solutions to serve and support your business. We have the experience to foresee your challenges and offer creative solutions to the problems you didn't know you had.



Contact: Cade VanHeel
cade.vanheel@pfprocessing.com

(858) 771-0076 x.102
www.pfprocessing.com

Ask how to be part of our camp scholarship program! Pay it Forward Processing is a nationwide, privately-owned and reputable credit card processing company that has been in business since 2000. Our amazing team offers Best-in-Class service and customized programs for high and low risk businesses. We match or reduce merchants' fees, there are no hidden costs and merely a month-to-month commitment. We want our merchants to stay with us because they want to, not because they have to. Our unique give back program called "Every Swipe Benefits Charity" is one of our significant points of difference. Our passion is to "Pay it Forward" by donating a portion of every swipe to charity.

EQUIPMENT, SERVICES & TRAINING



Contact: Mathew May
info@4pointsguides.com

(805) 320-7602
<https://4pointsguides.com/>

CPR, Wilderness First Aid and Wilderness First Responder Training; Summer program trip development, logistics and guide services.



Contact: Paul Hancock & Nick Redinger
info@challengeworks.com

(831) 440-1421
www.challengeworks.com

We are all things Aerial Adventure and Ropes/Challenge Courses! California bred and based; we have been proudly supporting California camps and their aerial adventure operations for 25 years! Whether you need a new course designed and built, your existing course inspected and maintained, your staff trained and certified, or new harnesses and helmets, we've got you covered. Our mission is to support you and keep your courses and staff top notch. ACCT PVM. CA LICENSED.



Contact: Brian Heider
brian@culinaryconsultants.com

(847) 226-4099
www.culinaryconsultants.com

CCPA is a buying group that helps organizations gain access to leveraged purchasing power while adding day to day valued services, that take the distractions away from vendor troubleshooting, so that the organization can focus on what's most important; Their members.



Contact: Niels Damman
niels@experientialresources.net

(808) 441-5347 x.2
www.experientialresources.com

The Experiential Resources (ERi) team cares about quality and community. We love camp just like you do. Our entire course services team for training, inspections, operation reviews, consulting, and equipment sales started in the industry by working at camp. With offices in HI, ID & WA, we can get and keep your courses running smooth like butter. Come chat about how we can help you reach your goals! Accredited Vendor Member, ACCT; Organizational Member, ASTM



Contact: Colby Holden
colby@h2xenterprises.com

(209) 365-3386
www.h2xenterprises.com

At H2X Enterprises we are dedicated to creating quality pre-fabricated modular bathrooms out of once used shipping containers. Our bathrooms are durable, clean, cost effective and environmentally friendly. These bathrooms are built to meet the demands of all climate types as well as meet specifications for a variety of regions and locations.



Contact: Peter Duncan
originalmattress@gmail.com

(817) 334-0361
www.themattressfactory.com

We have been supplying camp mattresses, replacement covers, bunk beds, innerspring dorm mattresses and more to many WAIC camps and across the USA. Please call for a quote today! We are here to serve you with the best quality and price.



Contact: Mikey Latner, Executive Director
mikey@projectcamp.co

(310) 344-4286
Projectcamp.co

Project:Camp provides spaces, activity, and community just for kids in the immediate aftermath of disaster. We create safe spaces for kids to be kids during one of the most extreme events of their lives. Our promise is a supportive camp experience with excellent counselors, fun programs, and an adaptable model designed to pop up anywhere. Through training and education, we are building a network of summer camps to marshall the skills and power of summer camp staff and communities to pop up day camps in the wake of disasters.



Contact: Rod Enderson
rod.enderson@trinity-usa.net

(615) 672-0229
www.trinity-usa.net

As the Official Purchasing Partner for ACA, Trinity has over 2800 members in all 50 states that save more than \$12M annually - often with nothing changing. Vendors include: Sysco, U.S. Foods, GFS, Shamrock, Ben E Keith, Supplies on the Fly, American Quality Foods, John Deere, Cushman/EZ GO, Grainger, Lowe's, Hillyard Janitorial, Waxie, HD Supply, New England Camp Discounter, Mattress Factory, Office Depot, Staples, In The Swim, Suburban Propane, Ferrellgas, Sherwin-Williams and many more. Free membership - you decide which agreements are most beneficial. For a complimentary analysis of your foodservice savings contact: travis.claypool@trinity-usa.net.



Contact: Michael Johnson
mjohnson@signatureresearch.com

(770) 577-8048
www.signatureresearch.com

Signature is a global full-service design/build Aerial Adventure company serving clients since 1979. With offices in Georgia, California, N.C. and Washington, we design, engineer, install, provide training and program reviews throughout North America, South America, Caribbean, Europe, Africa, and Asia. Signature provides equipment sales through our Outdoor Outfitter store, "Nature Outfitters." We are a Professional Vendor Member (PVM) of the Association for Challenge Course Technology (ACCT) and active members of ASTM.

HEALTHCARE/COVID TESTING



Contact: Heed Team
info@heedhealthcare.com

(703) 939-4925
www.heedhealthcare.com

Keep campers and staff safe all summer with a COVID-safety solution crafted to meet the specific needs of your camp. Whether you need support with vaccine verification or a trusted medical partner to provide COVID testing, Heed Health is here to help!



CHALLENGE WORKS^{.com}

we are
camp **AERIAL ADVENTURE**
creators

we CREATE

IDEAS
DESIGNS
PLANS
STRUCTURES
SOLUTIONS
INSPECTIONS
TRAININGS
SUPPORT
RELATIONSHIPS



info@challengeworks.com

office. 831.440.1421

We look forward to **creating** with you!



How can we help protect you and your camp?

We are proud to support Western Association of Independent Camps in their mission to inspire and support their members to promote excellence and enduring success of independent camps. Camp Owners and Directors around the country depend on us to match their unique needs and exposures with appropriate insurance protections—from Camper Accident and Workers' Compensation—to General Liability, Management Liability and Employee Benefit Programs.

Camp & School Practice Leadership:

Darrow Milgrim, National Director
Darrow_Milgrim@ajg.com | 818.539.8668

Trip Thomas, Regional Director
Trip_Thomas@ajg.com | 818.539.1409

www.ajg.com



Insurance | Risk Management | Consulting

INSURANCE



Contact: Henry Skier, Jeffrey Skier, Aimee Skier (570) 226-4571
HenryS@amskier.com, JeffreyS@amskier.com, AimeeS@amskier.com
www.amskier.com

For over 102 years, summer camp has been an integral part of the AMSkier world. Today, AMSkier is a strategic partner for summer camps across the country, building personal relationships and providing valuable resources that surround the insurance transaction. Every day, AMSkier is proud to partner with its camps to help make them safer. AMSkier is a family business, now in the third generation of Skier family leadership. Henry, Jeffrey, Aimee and the experienced, caring AMSkier Staff eat, sleep and breathe summer camp.



Contact: Darrow Milgrim, National Director School & Camp Practice
darrow_milgrim@AJG.com (818) 539-8668 www.AJG.com

Gallagher provides specialized insurance, risk management and employee benefits consulting to more than 600 camps & camp conference/retreat centers in North America. Our services are custom tailored to help mitigate your risks at camp while minimizing costs. Our capabilities extend far beyond insurance brokerage and include loss control, claim advocacy, enterprise risk management and much more. As a strategic partner, we can help you navigate COVID-19 issues, cyber risk, crisis management, disaster recovery, healthcare reform and other challenges. Visit us at: www.AJG.com or call 866-304-2300 x8668 for a camp consultant near you.



Contact: Bryce Little, Robin Murchison (800) 463-8546
blittle@redwoodsgroup.com, rmurchison@redwoodsgroup.com
www.redwoodsgroup.com

As an insurer who only serves camps and other youth-serving community organizations, Redwoods works to create a safe camp experience for all. From COVID to wildfires, camps have faced profound challenges in recent years. We're fully committed to supporting our camp customers as they respond.

Save the Date!

2022 WAIC

Conference





protect your *camp*

with Heed Health

Heed Health provides PCR and Rapid Antigen Testing along with vaccine verification and results management through one comprehensive, HIPAA secure COVID-management portal. We are your one-stop shop for COVID-19 safety needs.

PCR
Testing

Rapid
Antigen
Testing

Vaccine
Verification

Result
Storage &
Reporting

Benefits of a Heed x Camp Program

- ✓ **Response Preparation:** Maintain on-site inventories for testing of individuals who become symptomatic or exposed.
- ✓ **Coordination:** Your dedicated Heed Health Team oversees the coordination of supplies, information, and results.
- ✓ **Management:** Heed's proprietary platform tracks and records results, connecting administrators with real-time insights on the health status of participants.
- ✓ **Prompt Results:** Results are delivered within 48 hours of your group samples arriving at the lab
- ✓ **Regulation Compliance:** Provide out-of-state and international campers a means to comply with state and country re-entry testing regulations.

All Testing Programs Include:

- PCR Results delivered within 48 hours of sample arrival to laboratory
- Dedicated Heed Account Manager
- Coordination of all testing supplies and instructions to campers and families
- Secure results delivery to parents and families
- Admin access to results

INTERNATIONAL STAFF



Contact: Elizabeth Duffy
eduffy@aifs.com

(800) 727-8233
www.campamerica.aifs.com

Camp America has been the nation's leading provider of international staff to summer camps since 1969. As hundreds of camps know, we take pride in providing great customer service and offering a wide selection of exceptional camp staff. This summer, experience the Camp America difference!



Contact: Ivy Cohen
usa@campleaders.com

(866) 803-7643
www.campleaders.com

Since 1999, Camp Leaders has been facilitating the best experience in International Staffing, providing the highest level of value, service and convenience. Once participants are screened and ready to land in our pool, camps can view them on our robust, user-friendly database that is optimized for any device. Our staff in our 12 country offices are backed by years of experience in both cultural exchange and camping, in return we are able to provide an exceptional customer journey for our participants and camps alike. We bring the world to Camp!



Contact: Matt Buczek
matt.buczek@iena.org

(888) 724-4292
www.iena.org

IENA is a full service Summer Camp staffing company run by and operated by successful former Camp Directors entering our 25th year of operations. Our camp staff come from all over the world, are recruited, screened and trained by Camp Directors. IENA camp staff fulfill a wide variety of specialist positions, support positions and camp counselors. We strive to provide unparalleled customer service for all of your staffing needs.

MANAGEMENT SOFTWARE



Contact: Josh Bradshaw
info@campbrain.com

(866) 485-8885
www.campbrain.com

CampBrain has been providing camp management software to 1500+ camps since 1994, with a dedicated staff team of 50+ providing personal, caring support all while building beautiful, intuitive software.



Contact: Michael Ambrose, M.D.
info@campdoc.com

(734) 636-1000
www.campdoc.com

CampDoc is the leading Electronic Health Record (EHR) for camps! Designed by camp nurses and directors, CampDoc's secure, all-in-one solution manages online registration as well as health forms, allergies, medications, immunizations and much more!



Contact: Dan Konigsberg, Paul Berliner
info@campminder.com

(303) 444-2267
campminder.com

CampMinder is the summer camp industry's most comprehensive web-based camp management software. Beyond software, we dig in to help summer camp operators achieve their goals. Our signature systems enable simplified management of operational processes at camp including online registration, healthcare, staffing, transportation, cabin & group assignments, and much more. From our unparalleled support team to our amazing product and engineering squad, CampMinder is comprised of people who live and breathe camp.



Contact: John Aven
javen@campmanagement.com

(855) 599-CAMP
www.campmanagement.com

CampSite is a comprehensive camp management software system designed to help camp directors run their best camps ever. We offer an intuitive platform, the latest in secure technology, frequent product updates, and unbeatable (free!) training and support. Camp-favored features include online registration, billing & financial suite, advanced reporting, medical management, photo & video blog, transportation management, and more. We make running camp fun again! CampSite is preferred by camps of all kinds around the country.



Contact: Matt Vahlberg
hello@funfangle.com

(443) 494-9192
www.funfangle.com

FunFangle has apps for your camp operations, with the bonus of a keepsake wristband for each of your campers. In the camp store, use the cashless system to experience faster transactions. Ditch the clipboard for paperless logging of camper arrivals, departures, and visits to the nurse. For additional information, including the WAIC member discount, please visit our website at www.funfangle.com. Let's keep camp going strong!



Contact: Edgar Carrasco
sales@regpacks.com

(855) 377-7707
www.regpacks.com/waic

Regpack is an all-in-one camp and class registration platform that allows you to collect registrations, charge families, and manage all of your data in one easy-to-use back end. Customize the registration flow on your website, including custom discount triggering, automatic billing plans, donations, emails, and dynamic reporting tools. Regpack even embeds seamlessly into your existing website. We'd love to learn more about your camp and how we can help streamline your operations and increase your profitability.

MARKETING



Contact: Eric Beermann
info@campchannel.com

(970) 728-7035
www.campchannel.com

Online since 1995, the Camp Channel is once again offering website development & maintenance; as well as camper & staff recruitment listings within CampChannel.com, VerySpecialCamps.com (special needs), and CampRentalChannel.com (group rentals).



Contact: Heidi Nye
info@campconnectors.com

(508) 296-0727
www.campconnectors.com

Welcome to CAMP CONNECTORS! We are camp professionals with over 20 years in the industry and have developed one of the most comprehensive and easy to use online camp directories. Our site offers enhanced and functional listing features to ensure that camps get the most out of their marketing campaign. Our customized search engine has been designed to facilitate the best possible match between a camper and their primary interests. Join the CAMP CONNECTORS community today!



Contact: Alexandra Linyard
mycampapp@1218team.com

(858) 353-6603
www.mycampapp.com

We build custom branded apps for camps and youth programs. myCAMPapp® connects you with camp families to stay engaged with targeted messaging, photo and video sharing, and easy-to-use all in one admin platform. It is compatible and works side-by-side with all camp registration management software. myCAMPapp® is a sophisticated solution wrapped in a simple and easy to use tool. The deployment process is quick and painless - we take care of all the hard work! Your mobile app will be up in the App Store and Google Play in a matter of weeks. Once your camp app is deployed, simply enter new content (news, photos, videos, calendar) from your secure web portal and publish to your app with a click of the mouse.



Contact: Renee Kilpatrick
info@thecampcompany.com

(302) 524-2267
<http://thecampcompany.com>

Let our camp marketing specialists take the business heat off your hands this summer! We offer a wide range of services including Responsive Web Design, Search Engine Optimization, Hosting, Tech Support, ADA Compliance and Print Design. You take care of the campers... Let The Camp Company take care of you.

REAL ESTATE



Contact: Cory Jones
californiacamprealty@gmail.com

(760) 703-2681

California Camp Realty was established in 1985 with the mission to preserve California's camp heritage. We only broker camps with existing Use Permits. We can sell, buy, or lease your camp. We can also broker established camp businesses. The owner, Cory Jones, is an ACA Certified Camp Director. As a member of WAIC, he is committed to preserving California's camps. A portion of commissions is donated to ACA accredited camps.

TRANSPORTATION

LUXBUS AMERICA®

Contact: Michelle Evergerd
sales@luxbusamerica.com

(415) 871-8663
www.luxbusamerica.com

Safe, reliable, charter bus transportation for your camps. Our real time vehicle GPS tracks day-of transportation, and can then be shared with the parents. Parents can track the shuttle's progress with any smartphone or computer and see (live time) their child traveling to/from Summer Camp. New vehicles, charging ports, restrooms, HDMI connection, WiFi, \$25Million Insurance!! Bus Yard locations in Sacramento, San Jose, Los Angeles, Anaheim, San Diego. We cover all of California!

Two decades and hundreds of successful websites later, we proudly declare that

SUMMER STARTS HERE!

The
Company

Responsive Web Design · SEO/SEM · Marketing Concierge · Hosting · ADA Compliance · Print Design

Let The Company fill your summer with happy campers!
Call 302-524-CAMP or email info@thecompany.com and ask for Renee