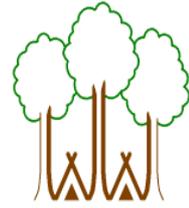


# Warwick Woods Family Camping Resort

IN BEAUTIFUL CHESTER COUNTY  
P.O. BOX 280  
SAINT PETER'S, PA. 19470  
610.913.8658



Dear Camper,

Warwick Woods offers five "Camping Plans" for 2017. They all:

- save you money, and in most cases, a lot of money;
- give you the ability to eliminate the check-in/check-out processes;
- give you the option to drop off and set up your camper (Site must be available.) before your scheduled arrival date(s) for little or no additional charge;
- eliminate the additional costs for peak times, holiday weekends, etc.

I encourage you to review them on the following pages. You can also find more information on them by visiting our website at <http://www.warwickwoods.com/camping-plans.html>.

If you have Excel 2010 or higher, you can download all Plans and test different scenarios, as well as get immediate pricing information. You can also download more explanations and examples there.

I believe that you will find one or more Plans that work for you, and most importantly, that you will get more value for your money.

**Once you fill out the spreadsheet(s) with your selections, you will know your Plan price(s) before we do!**

If one or more of these plans do not meet your needs, you can always make non-plan reservations beginning on March 1, 2017.

Thank you for taking the time to review this information. I look forward to you staying with us in the future.

Happy Camping!

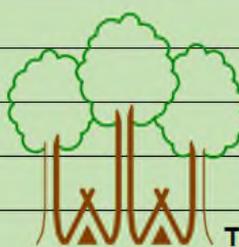
Sincerely,

John Daly  
President – Cloud Nine Resorts, Inc.  
DBA – Warwick Woods Campground



# Flex Plan

This is **by far** the most popular Plan for occasional campers at Warwick Woods. You can purchase between 7 and 20 nights and use them anytime during the camping season, including holidays. The more nights you purchase up front, the higher the discount. In fact, you could purchase an 8-night Plan, use it for only holiday bookings and save as much as **27%** on our holiday rates. See the example below.

WARWICK WOODS CAMPGROUND FLEX PLAN FOR 2017			
<b>Enter Information</b>		<b>Plan Information</b>	
	# of Nights:	8	Each reservation that you make must be at least 2 consecutive nights or 3 nights on some holiday weekends. You can use your nights during the week, on weekends and even holidays. It doesn't matter. The price per night will be the same. Once you purchase a Flex Plan, the Total Plan Price Per Night to the left, will be your lock-in price for the season. If you decide to buy additional nights, after your initial purchase, each one will be at that price. The total number of Flex Plan nights that can be purchased in 2017 is 20.
	Site Type:	WED	
	# of Adults:	2	
	# of Children:	2	
	Total Plan Price	\$373.04	
Total Plan Price Per Night		\$46.63	
<b>Below are the regular, non-plan per night prices for the site type and number of adults and children you have selected.</b>			
Site Type	Weeknights	Weekend Nights	Holiday Nights
WED	\$50.00	\$52.00	\$64.00

If you purchase an 8-night Plan (see above), you will pay \$46.63 per night. If you stay only holiday nights, you will save 27% or \$138.96.

Using this example, your Plan is for 2 adults and 2 children on a Virtual Full-Hookup site (aka Onsite Wastewater Disposal Service).

### Plan Benefits

- Once you decide on how many nights you wish to purchase, the nightly rate of your Plan is locked in for the entire camping season in which it is purchased. For example, let's say you purchase the Plan in the example above and have made all of your holiday reservations. If you wish to stay more nights, after you have run out of your Plan nights, you can buy more nights **at the same discounted price**, up to a total of 20 nights in a season.
- You don't have to make your reservations up front. Your Plan funds are put into your account with us and you can use them anytime you want during the season.
- There are no penalties for cancellations – even last minute ones. We simply put the money back into your account for you to use later in the season.
- You can “mix up” your Flex Plan virtually any way you want – weekends, extended weekends, back to back weekends, vacations, etc.

# Consecutive Weekends Plan

If you camp primarily on weekends, are looking to spend more time camping, and prefer not to haul your camper to and from a campground each weekend you camp, this Plan may be for you.

Using the example below, let's assume you purchase a 6 Consecutive Weekends Plan. Although you can break up your Plan into as many as 3 Bookings\* (as shown below), you decide on 2 bookings, each consisting of 3 back-to-back weekends. Your Plan is for 2 adults and 2 children on a Virtual Full-Hookup site (aka Onsite Wastewater Disposal Service), leaving your electric plugged in (no a/c) between your camping weekends. Your savings of **\$152.80 is the minimum** amount you will enjoy because the example does not include holiday weekends.

WARWICK WOODS CAMPGROUND CONSECUTIVE-WEEKENDS CAMPING PLAN FOR 2017											
Enter Information			Per-Night Price Comparison				Total Price Comparison				
# of Weekends:	6		Item	Holiday	Reg	Plan	# of Bookings	Storage Nights	Regular Price	Plan Price	Minimum Savings
Site Type:	WED		Weekend Night	64.00	52.00	41.60	1	25	799.00	639.20	159.80
Electric:	On	2					20	764.00	611.20	152.80	
# of Adults:	2		Onsite Storage	7.00	7.00	5.60	3	15	729.00	583.20	145.80
# of Children:	2										
Maximum # of Bookings:	3		The minimum number of back-to-back (consecutive) weekends for each booking is 2 . If you stay any additional nights within the timeframe of each booking (Sunday through Thursday night), you will pay \$36.00 per night. If you stay any additional nights outside of each booking (Thursday night before your first weekend and/or Sunday night after your last weekend of a booking) you will pay \$41.60 per night. THESE PRICES INCLUDE HOLIDAY NIGHTS.								
Camping Nights in Plan:	12										

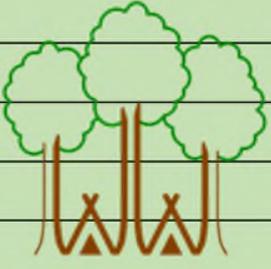
## Plan Benefits

- Can be started with a minimum of 4 consecutive weekends **and** you can break them up into multiple bookings. The more weekends you purchase, the bigger the discounts and the more flexibility you have with breaking up your bookings.
- Allows you to stay additional weeknights, within each booking (For example, Sunday through Thursday night), at the same discounted rate as your weekend nights.
- Allows you stay up to two additional nights outside of each booking (The Thursday night before your first weekend and/or the Sunday night after your last weekend, including holiday nights) **at the same discounted rate.**
- Avoid the time, effort and money needed to pack, transport to campground, setup, repack, transport home, and unpack until the last weekend of your booking.

\* A Booking equals a set of back-to-back weekend reservations.

# Getaway Plan

Let's say you're planning a vacation for you and your family beginning Friday 8/25/17 through Sunday 9/3/17, departing on Monday (See example below). That's a total of 10 consecutive nights. By using our Getaway Plan, **you will save \$139.20 (25%)** off of our regular rate of \$546.00\*.

WARWICK WOODS CAMPGROUND GETAWAY PLAN FOR 2017				
<b>Enter Information</b>		<b>Price Comparison</b>		
	First Night:	8/25/17	Plan Price Per Night	
	Last Night:	9/3/17	<b>\$40.68</b>	
	Site Type:	WED	Below are the regular, non-plan per night prices for the Site Type, # of Adults and # of Children you have selected.	
	# of Adults:	2		
	# of Children:	2		
	# of Nights	10	Week Nights	\$50.00
	Total Plan Price	<b>\$406.80</b>	Weekend Nights	\$52.00
Total Plan Price Per Night	<b>\$40.68</b>	Holiday Nights	\$64.00	

## Plan Benefits

- Can be started with a minimum of 7 consecutive nights.
- You have the flexibility to come and go as you wish during the timeframe of your booking.
- It is a great camping option for medium to longer term stays.

## Another Example

If you live close to Warwick Woods, and most of your family has off during the summer, you could revise this Plan example to 28 consecutive nights and pay only **\$23.34** per night. Although you wouldn't have to stay every night, you could if you so desired. Even if you don't stay every night, the members of your family who have off for the summer, could come every day, use the pool and the other facilities, have lunch and/or dinner or just spend a day or so to relax\*\*.

\*  
Regular Rates:  
 2 Weekend Nights @ \$52.00 + 5 Weekday Nights @ \$50.00 + 3 Holiday Nights @ \$64.00 = \$546.00.

Plan Rates:  
 10 Nights @ \$40.68 = \$406.80:

Savings:  
 \$546.00 - \$406.80 = **\$139.20** in savings, which is **25%** off of our Regular Rates.

\*\*  
 All children must be accompanied by an adult who is at least 21 years of age.

# Partial Seasonal Plan

This example is for a Partial Seasonal Agreement Plan for site D6 for 2 adults, on a virtual full hookup site, beginning on 8/18 through 10/28. More detailed documents on Partial Seasonal Plans can be found on our website.

Amounts for the entire camping season before any discounts.

Amounts for the selected timeframe of 8/18/17 through 10/28/17.

Site D6					
Amounts for 3/31/17 Through 10/28/17		Amounts for 8/18/17 Through 10/28/17			
Base Price	\$3,305	Site Paid in Full By	05/01/17	07/01/17	09/01/17
Applied Credit	0	Price Before Discount	\$1,143	\$1,177	\$1,211
Subtotal	3,305	Discount - Expires 5/2/17	0		
Additional Adult(s) Charge	0	Credit / Debit Price	1,143	\$1,177	\$1,211
Additional Child(ren) Charge	60	Cash/Check Discount	34	34	34
Price Before Discount	\$3,365	Cash/Check Price	\$1,109	\$1,143	\$1,177
Sewer Connection	No	Wastewater Disposal Service	Yes		

These are the credit/debit card prices if paid in full by 5/1/17, 7/1/17 or 9/1/17. The paid-in-full date may be different than these dates depending on the timeframe of the agreement.

These are the cash/check prices if paid in full by 5/1/17, 7/1/17 or 9/1/17. The paid-in-full date may be different than these dates depending on the timeframe of the agreement.

For our onsite wastewater disposal service (aka – Virtual Full Hookup), we put each customer on a customized schedule that works best for them, because each person has different needs based on several factors such as number of people, holding tank capacity, etc.

The schedule works like this:

- Sunday morning - gray, black, both or none
- Tuesday afternoon - gray, black, both or none (We try to pull all black water on this day because our waste water is picked up Thursday morning, but it's up to you.)
- Thursday afternoon - gray, black, both or none
- Saturday afternoon - gray or none.

# Full Seasonal Plan

Generally, Full Seasonal Plans run from 4/1 through 12/31. However, you can start a Full Seasonal Plan **any time after 4/1**. The primary difference between Full Seasonal and Partial Seasonal is that the Partial Seasonal Plan has a specific start and stop date during the camping season. Full Seasonal Plan camping agreements all have an end date of 12/31, with an option to continue into the next season either on the same or different campsite as the current year. This example is for a Full Seasonal Plan for site D6 for 2 adults, on a virtual full hookup site, beginning on 6/2.

More detailed information about Full Seasonal Plans and all other plans can be downloaded from our website in the Camping Plans section.

Amounts for the entire camping season before any discounts.

Amounts for the selected timeframe of 6/2/17 through 12/31/17.

Site D6					
Amounts for 4/1/17 Through 12/31/17		Amounts for 6/2/17 Through 12/31/17			
Base Price	\$3,305	Site Paid in Full By	05/01/17	07/01/17	09/01/17
Applied Credit	0	Price Before Discount	\$2,387	\$2,459	\$2,530
Subtotal	3,305	Discount - Expires 5/2/17	0		
Additional Adult(s) Charge	0	Credit / Debit Price	2,387	2,459	2,530
Additional Child(ren) Charge	0	Cash/Check Discount	72	72	72
Price Before Discount	\$3,305	Cash/Check Price	\$2,315	\$2,387	\$2,458
Sewer Connection	No	Wastewater Disposal Service:	Yes		

These are the credit/debit card prices if paid in full by 5/1/17, 7/1/17 or 9/1/17. The paid-in-full date may be different than these dates depending on the timeframe of the agreement.

These are the cash/check prices if paid in full by 5/1/17, 7/1/17 or 9/1/17. The paid-in-full date may be different than these dates depending on the timeframe of the agreement.

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- Saturday afternoon - gray or none.

