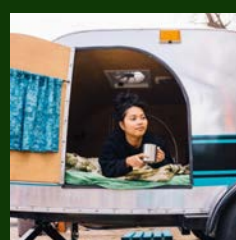
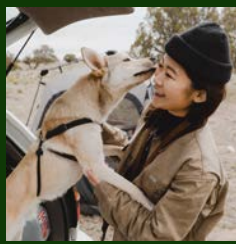


Low-intensity camping on private land: a cash-cow for counties

Michal Rosenoer, Hipcamp

Utah APA Conference

September 2023



Michal “Micha” Rosenoer

- Head of Government and Community Relations, Hipcamp
- micha@hipcamp.com
- Based in Colorado, work globally



Agenda:

- Changes in the outdoor recreation industry
- Introduction to Hipcamp and low-impact camping
- Examples of land use changes and regulations
- Questions and discussion

**Outdoor recreation and camping is
skyrocketing**

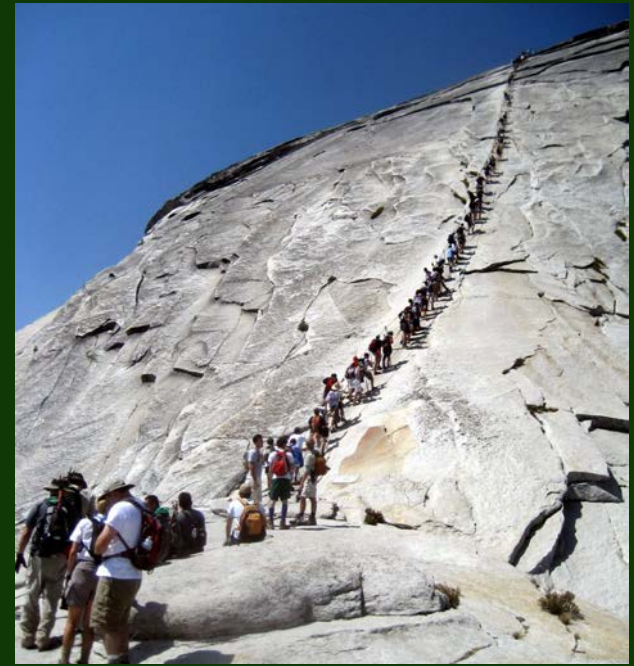
The outdoor recreation industry, and demand for new places to get outside, is growing in the United States

Outdoor recreation hit a record high in 2021 with 164 million participants, more than **half** the U.S. population



The volume of campers is negatively affecting the experience and environment

Campers are reporting overcrowding, difficulty booking, and quality of sites and experiences

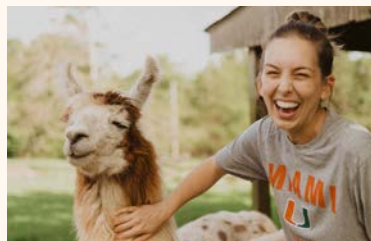


Outside

We Need More Campsites

A shortage of places to camp is hurting the environment and limiting diversity in outdoors. But there are some innovative solutions on the table.

We built a platform that **empowers landowners to open their land for recreation**, supplementing existing public land access and opening private land to the public



**What is low-impact camping
on private lands?**

Range of camping accommodations and amenities



How Hipcamp Works



Hosts list their land

Hosts create a profile their land, glampsite, or cabin on our site. They set their pricing and availability.



Campers request to stay

Hipcampers book directly through Hipcamp after agreeing to the Host's rules.



Hosts get paid

Once Hipcampers complete their stay, Hosts start receiving payments.

Hipcamp Now Shares Real-Time California State Parks Campsite Availability



Booking campsites at California state parks just got a lot easier



Tom Stienstra

Updated: April 16, 2021 8:55 p.m.



Recreate Responsibly Coalition

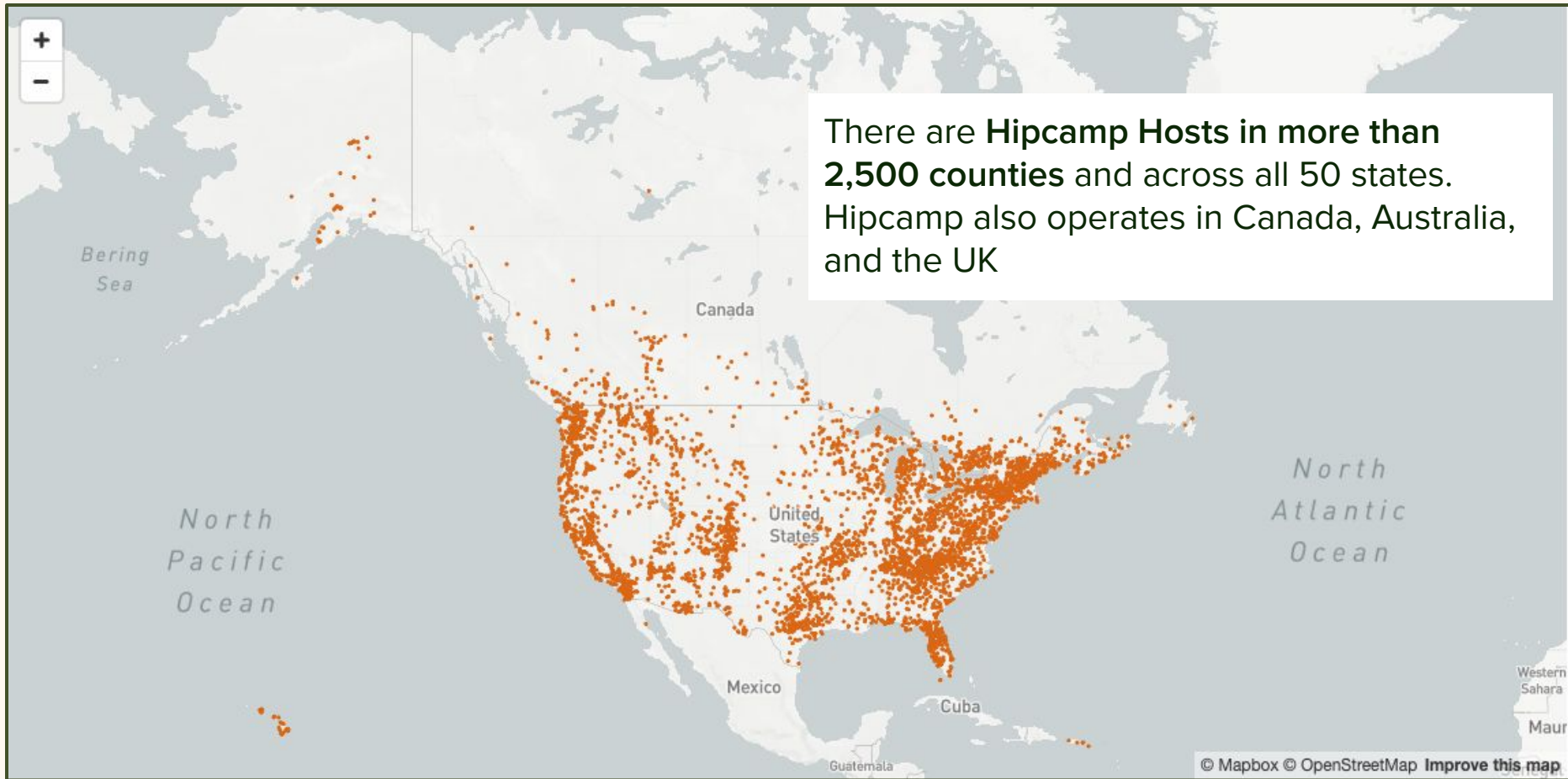


Recreate Responsibly

1. Know before you go
2. Practice physical distancing
3. Plan ahead
4. Play it safe
5. Explore locally
6. Leave no trace
7. Build an inclusive outdoors

[Learn More](#)





There are **Hipcamp Hosts** in more than **2,500 counties** and across all 50 states. Hipcamp also operates in Canada, Australia, and the UK

Hipcamp Hosts are thoughtful neighbors and land stewards

Over 70% of Hosts are **farmers and ranchers** or engaged in agritourism - teaching the next generation about rural values and conservation efforts

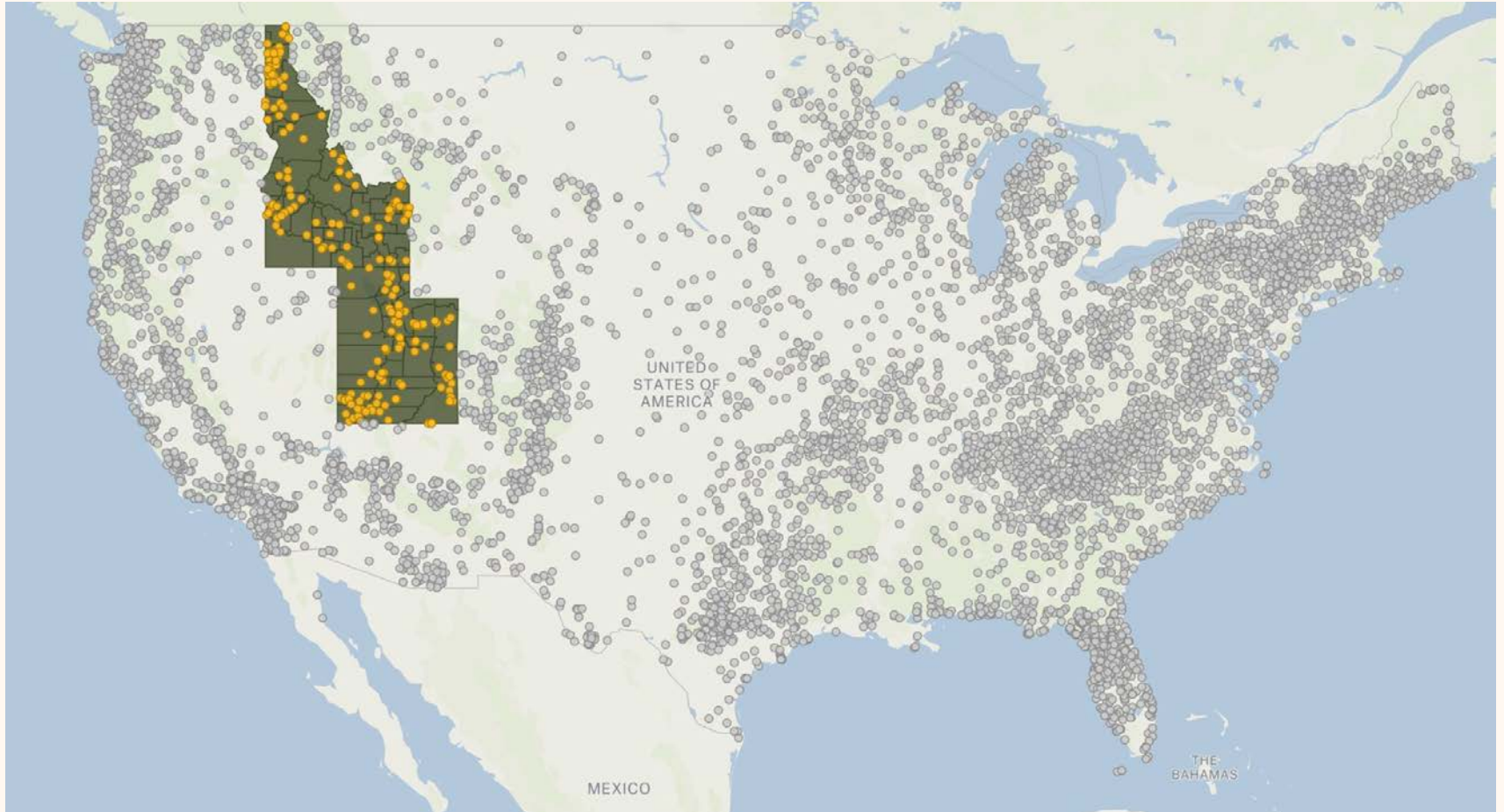


Why is low-impact camping a good idea?

- Supports rural economic development
- Enables landowners to generate sustainable revenue
- Takes pressure off public lands



Demand in Utah and Idaho is growing - fast!



**Updating land use codes
to allow for low-impact
camping**

Maryland Opens Gate to Farm Stays, Economic Opportunities With New Legislation That Expands Definition of Agritourism

May 16, 2022 · 4 min read

A bill championed by Hipcamp and the Maryland Farm Bureau opens fresh revenue stream to Maryland farmers

SAN FRANCISCO, May 16, 2022--(BUSINESS WIRE)--Maryland Governor Larry Hogan today approved a bill (HB558) that adds "camping" and "incidental outdoor stays" to the definition of agritourism. The bill modernizes the state's definition of agritourism, opening critical economic opportunities to Maryland farmers.

This press release features multimedia. View the full release here:

Search

High-country playground Chaffee County is the latest to sign on with growing campground reservation site

John Meyer

PUBLISHED: November 2, 2022 at 6:00 a.m. |

UPDATED: November 4, 2022 at 2:47 p.m.

Latest Headlines, News, Outdoors, The Know, Things To Do

ABC North Coast /

By Eloise Farrow-Smith, Kim Honan, David Claughton, Joshua Becker, and Sandra D Moon

Posted Thu 1 Dec 2022 at 1:04am, updated Thu 1 Dec 2022 at 4:12am



Farmers can more easily run tourism business on their properties from December 1. (Supplied: Hipcamp)

Farmers in New South Wales are able to open their gates for agritourism to diversify their incomes, but some say a headache is brewing for local governments.

State-level policy changes: California Senate Bill 620

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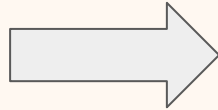


FLOOR ALERT: SB 620 (McGuire) Low-Impact Camping Areas: SUPPORT

Chaffee County Colorado

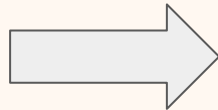
“Commercial Camping on Private Lands” ordinance

Multiple public hearings



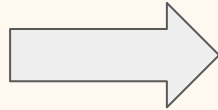
Admin permit

\$15,000 permit



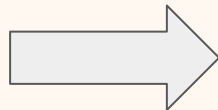
Free!

Built bathrooms and electric hookups required



“primitive” camping allowed

Vague and confusing regulations



Clear rules - easy to understand and enforce

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TRAVEL AGENT
CENTRAL [Subscribe](#)

CONTINENTAL UNITED STATES

Private Land Camping Ordinance Passed in Colorado's Chaffee County

By **Newsdesk**
Oct 13, 2022 05:11pm

[Colorado](#) [agriculture](#) [farmers](#)

[support local farmers](#)

Share

Economic impact of new policy in Chaffee County

250 eligible
farms and
ranches

\$5,000 -
\$25,000
annually per
landowner

\$3,750,000 for
local
businesses

\$100,000
annually in
county taxes

What could a county-level ordinance look like in UT or ID?

**Acreage
minimum**

**Density
Limits**

Setbacks

**Zoning
limits**

Fire

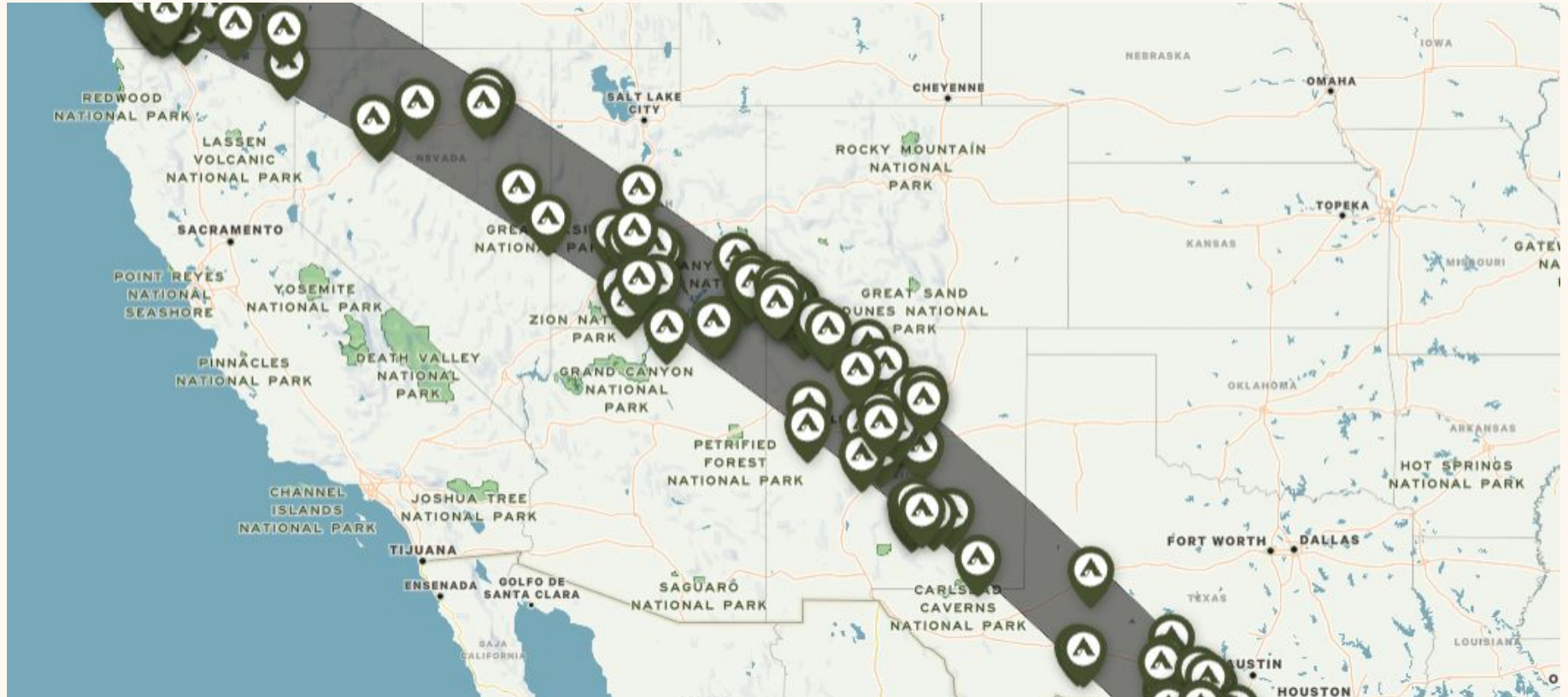
**Human
Waste**

**Property
Manager**

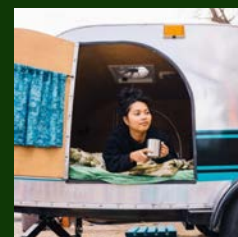
**Easy
permitting**

2023 Eclipse Opportunity - Utah, October 14. Great time to consider a temporary camping ordinance!

HIP CAMP



Thank you!
micha@hipcamp.com



Questions?