

ALL YOU NEED TO KNOW ABOUT APPLYING FOR AN EXEMPTION CERTIFICATE

CONTENTS

Meet the Team	Page 1
What is a Certificated Aire?	Page 2
What are the benefits?	Page 3
What are the costs	Page 4
What do I get out of it?	Page 5
What makes a good site?	Page 6
Any tips?	Page 7
What we give you	Page 8

We are pleased to introduce you to your Exemption Certificate team:

Arthur Davidson - Exemptions Officer

Eddie Yarrow

Steve Haywood

Tracey Barkwill - Aire Support Team

Contact Information:

The Exempted Aires Department can be contacted by email at applications@camprally.org.uk

WHAT IS A CERTIFICATED AIRE?

The CAMpRA Rally Group has been granted an exemption (using the Caravan Sites and Control of Development Act 1960 and the Public Health Act 1936) enabling us to assist landowners, and tenants with landowner's permission to set up and operating a small motorcaravan site. This allows us the issue exemptions to cover motorcaravan overnight parking (Aires) without the need for planning permission.

Unlike the large caravan clubs, CAMpRA Rally Group sites do not require membership of a club to use your site.

A Certificated Site, or Aire as we refer to them, is a small, privately run overnight parking site that can accommodate up to 5 campervans or motorhomes, space permitting.

Certificated Aires can be open all year round, or you can specify opening dates and times, and as Aires are intended for short stops whilst touring we, recommend that you keep it simple by a quick call to check availability 24 hours in advance.

It's at your discretion what kind of site you wish to provide, whether it be a basic overnight parking or if you want to add water and waste emptying is up to you. As we want it to be simple to set and simple to operate we suggest opening initially as overnight parking only.

Electric Hook Up, Toilets and Showers are not required as these are Aires not campsites.

In terms of your land, we'll need:

- ✓ Fairly level land, preferably hard standing if you intend to open all year round. Unlike caravans and tents, 82% of motorcaravans tour all year not just in the summer.
- ✓ Safe access – based on an unrestricted view on either side of your egress point. If the approach road to the site is fairly narrow or single track, there should be enough passing places (big enough for a motorcaravan to pull in. We may issue your certificate with a max length condition) to ensure the safety of all road users. Very importantly, we will need the written agreement of all parties that have ownership rights on the access road.

Before you open, we'll need you to provide

Public liability insurance – clearly stating the site is covered. You may already be covered for the site on your existing policy (if you have one) so it's worth checking this, but if not, we can provide you with the contact details of insurance services which offer tailor-made policies.

Please be aware that as part of the Club's terms and conditions, you'll need to display a sign at the entrance of your site, this will be provided by the Club.

WHAT ARE THE BENEFITS?

For an Application Fee of £50.00* we will provide you with:

- ✓ Access to over 280,000 motorcaravan owners via a free listing on Searchforsites search database, www.Searchforsites.co.uk
- ✓ Annual site certificate permitting the 'change of use on the land'
- ✓ Entry into our online CAMpRA Aires listing.
- ✓ A fanfare announcement on the CAMpRA Facebook group which will also be shared with several other motorcaravan groups.
- ✓ A CAMpRA Accreditation (a star rating based on facilities) and a free personalised sign with your rating to display.
- ✓ Listed on Searchforsites as a CAMpRA Accredited Aire
- ✓ Access to Airestop payment by QR code system
- ✓ Annual site assessment visit from our inspectors
- ✓ Dedicated department of specialist advisors
- ✓ Access to personalised signage from the CAMpRA online shop.

* Fee is subject to change and payable prior to site certification.

WHAT ARE THE COSTS?

Set-up Costs:

The costs you will incur are those involved with setting up and maintaining the Aire. It's always difficult to give an actual figure, as this will depend on how much work you are able to do yourself and what facilities you already have in place. Factors, such as already having a hardstanding area that you can use for all year use (not essential but grass limits access if soft), but these are short stay overnight parking, no camping or awnings, therefore set up costs can be as little as your £50 application fee plus your liability insurance of around £90. *

You can get advice from our exemptions team with many years of experience in using Aires all over Europe.

You will be able to get a better idea of how much your set-up costs are likely to be once an inspector has been out and assessed the land; they'll be able to advise what needs to be done to get the site ready for certification before any work actually starts.

*This price is based on a typical quote for a 5-van site in April 2023.

Maintenance Costs:

As a simple short stay overnight stop "Aire" you are only required to provide a parking spot therefore operating cost can be as simple as taking payment, even if this can be by a donation box.

If your water is not mains supplied (well or spring water, for example) then you will need to have this tested on an annual basis unless it is labelled "not suitable for drinking". Likewise, if you provide electric hook-up points, these will also need testing annually and certified by an electrician.

Details of a current public liability insurance certificate clearly stating the Aire is covered. You will be required to send copies of these documents to the Campra Rally Group – this can be done by email or post.

You will also need to ensure that your CDP (if supplied), is emptied when at capacity. We recommend a 600-gallon tank and anticipate that this size unit would need to be emptied once, maybe twice, a year. This will obviously depend on how busy your site is, but we would suggest providing somewhere for members to dispose of their grey water (dirty washing-up water, for example) so that they don't use your CDP and fill this up unnecessarily.

Other than these costs, you may have the odd maintenance task that you may well be able to do yourself at little or no cost.

WHAT DO I GET OUT OF IT?

If you keep a well-maintained, attractive site and offer your customers - a positive and friendly experience you can build up a good customer base. You also get to keep all of your site fees.

Being located in an area where there are lots of tourist attractions or being in a holiday hot spot will help to attract customers, but similarly, we also have a large member base who want to be tucked out of the way in a secluded, hideaway paradise!

Aire owners told us that the main reasons they enjoyed running their Certificated Site were the increased revenue it brings and the social aspect of it all; meeting people and making new friends, sharing their surroundings and welcoming repeat customers.

There are over 400,000 UK registered motorcaravans who spend an estimated £1 billion when on their travels – a great way to support local shops, restaurants, cafes and other attractions.

HOW MUCH SHOULD I CHARGE?

The fees you charge for your site are at your discretion. We can offer guidance based on what surrounding sites of similar nature are charging, but your fees should be determined by the popularity of the area, the standard of the site you are providing, what facilities you have and any local attractions or amenities there might be. A recent survey indicates that £5 just to park and £10, if you have water and waste, is reasonable. However if you are located in a popular area close to a town or tourist attractions (remember a motorcaravan does not have a car to visit attractions) then you may be able to ask for a higher fee. But Aires are not campsites they are short-stay (normally 48 hours) overnight parking.

CAMpRA does not recommend the provision of Electric Hook UP Unit (EHU) as they are costly to install and maintain. However if you do decide to add this then we recommend that you charge EHU as an addition to a standard fee to park.

PLEASE NOTE: THE EXEMPTION CERTIFICATE DOES NOT EXCLUDE YOU FROM REQUIRING PLANNING APPROVAL TO CARRY OUT ANY GROUNDWORK OR INSTALLATION OF FACILITIES LIKE EHU.

WHAT MAKES A GOOD AIRE

When considering setting up a Motorcaravan Aire, keep in mind your purpose for doing so. If this venture is something you are embarking on for your social pleasure, then the type of site you provide might differ from someone who is setting an Aire up as a business venture.

As already mentioned, the type of site our members favour is very basic not a fully-facilitated campsite. You can assume that having an Aire with more basic facilities, water and waste, will open you up to a wider audience and make your Aire more desirable; with this you may wish to charge slightly more in pitch fees. However, one thing that doesn't waiver is the standard of site you offer – members expect that the Aire should be kept clean, tidy and be well maintained. The parking area should be kept free of any litter or debris and the welcome and service should be friendly and positive.

As Aires are for self-contained motorcaravan's, they do not require a waste point every night however you may consider allowing passing motorcaravan's to pay a small fee to top up with water and empty their waste tank (on average 20 litres). In popular areas this can be a very lucrative year-round revenue stream.

Hardstanding although not essential is desirable for motorcaravans and will attract visitors over the winter months when lots of campsites are closed. Even in the drier months as an Aire is not a campsite, hardstanding is often the preferred choice.

The little extra touches will make your site look more professional and make a good impression on visitors. For example, a notice board displaying information and contact numbers, such as the local doctor, vet, taxi company, nearest petrol station and supermarket is helpful

ANY TIPS

If you're not a motorcaravan owner yourself, it's a great idea to invite a member to visit your site for a couple of nights and show you what a self-contained motorcaravan is and discuss the possibilities of opening a site.

We can put you in touch with the UK Aire Owners Group to speak to owners of existing Aires.

Or of course just speak to CAMpRA Rally Group or join our sister Facebook Group, <http://www.facebook.com/groups/campra.uk/>

Bear in mind the needs of the less able or those with disabilities, when you think about water points, and waste points.

Your pitches don't have to be marked out but if you did want to do this, always ensure that there is a 6 metre gap between each unit, whether your pitches are marked or not.

WHAT WE GIVE YOU

- ✓ What we will give you is a dedicated department to support and advise you at any stage of your venture, whether it's just something you are thinking about, or if you have been up and running for 20 years.
- ✓ When you do apply, we will take care of all the administration with the local authority and if applicable, keep you informed of the progress along the way.
- ✓ We'll tell you which bits you need to do and when and we'll send out one of our Site Inspectors to check everything over before you start work.
- ✓ We give you an entrance sign, along with an entry into the Searchforsites database and announcements of CAMpRA and other motorcaravan Facebook groups.
- ✓ And we'll send you an introduction letter with information, advice and guidance for you as a site owner.
- ✓ We will introduce you to Airestop to consider their simple payment by QR code system which means customers can pay even when you are busy or not onsite.

All we ask in return is that you love and look after your Aire and our members. We ask that you abide by the club rules - set out to protect you, your visitors and the surrounding community - and ask that you keep us informed of any changes so that we have the most up-to-date records possible.

If you'd like to apply to set up a Certificated Aire, please complete the application form and send it to applications@camprally.org.uk. We just need some information, such as your address and a map of where you are and we can take it from there. There's no obligation at any stage, so if you decide at any point that this is no longer the route for you, just let us know and we'll close your application.

If you are still unsure just email us with a phone number and a member of our team will contact you, we are a volunteer group so there will be no sales pitch or pressure.