

Dear Parents,

October 2012

Hope everyone is enjoying the fall. Nina and I had a very interesting trip to Russia! Not exactly restful, but very exciting. Good to be home, though.

A couple of typical fall updates:

The **2012 application** is attached. You will see a very slight increase in the tuition and the addition of a two week option for first time campers. Hopefully any families that take this option will extend their son's stay to give him a real taste of camp, but the market seems to demand the option for a shorter first time stay. We'll see how that goes. You will see that camp opens on June 24 and closes on August 12. The changeover date for the two sessions will be July 18.

We are also **changing our host for on-line registration**, so the option for registering on-line will be available, but not until the middle of October. Just keep checking the web site and I will also send out a quick notice when we are up and running. We hope to make the on-line registration process with this new company more user friendly!

We still have a few **spending accounts** with both surpluses and deficits. It would be great for those who still have some money left-over to donate that surplus to the Blue Gray Scholarship Fund and take a tax deduction. Let me know if you would like to do so and we will send out an acknowledgement to you. If you owe us money, Lynn will send you an invoice. Of course, donations to our Blue gray Fund are welcome at any time during the year!

I have already begun fielding several inquiries about 2012 from new families and we always add around 40-50 new campers each year. You are our most effective marketing resource either with references or by actively holding an **Open House** in your neighborhood for families you think would be a good fit. If you are willing to host one of these Open Houses, please let me know and we will schedule one.

We will also have several off-season **"reunion" events**, and we will post those on the web and I will send out notices by email. I'm sure we will again have the annual Turkey Bowl in Philadelphia the day after Thanksgiving, but perhaps we can hold several simultaneously if some of you want to take this on. Let me know and perhaps we can send a counselor or two your way to be steady quarterback!!

Of course, I am all ears to any **feedback** you might want to give me about last summer, or camp, in general. We are always looking for ways to make camp even better! I have gotten a few comments already from parents who would like us to provide some nutritious snacks throughout the day, and that certainly makes sense to me. I see no difficulty in doing that. All feedback is greatly appreciated.

We are going to make a slight change **in airport pickups** next summer. Traveling to Boston, in particular, puts a great strain on the staff, so are going to offer a limited

number of pickups there. Going back and forth from Camp really takes most of the day for a counselor. We will continue to send a van when we have a number of campers arriving at once, but we will furnish you with a pick-up service we found to be quite good last summer. More on all that later in the year.

We do send out **newsletters** throughout the year, so if you have some news about your sons you want us to include, please send that along and I will get it to the counselors publishing our newsletters. They are also working diligently to update the web site with photos from 2012. A new video should be available shortly, as well. Henry Roosevelt has a wonderful little “teaser” running on Utube that many have seen already and he is editing the complete version and should have it out soon! We will post that on the web.

It always helps me to know as soon as possible who will be **returning this summer**, so let me know as soon as you can so I can plan accordingly. Hopefully it will be a 100% return rate! Obviously that won't happen, but last year we had the highest return rate ever and the summer of 2011 was one of our best! Most of our staff will be returning and hopefully the same weather we had on 2011 will return also!

I'm off to watch my beloved Phillies hopefully whip up on the Cardinals on this rainy, chilly Sunday evening. My apologies and condolences to all you Red Sox fans. I'm hoping for a Yankees-Phils Series so we can get some revenge!

Best to all from both of us!

Jim and Nina