

#20 26-0731  
BOS Rcvd 4/27/26

 Outlook

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## Hipcamp policy and ranch camping

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From Clint Sawyer <highstandardequestrians@gmail.com>

Date Thu 4/23/2026 10:31 PM

To BOS-Clerk of the Board <edc.cob@edcgov.us>

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> Dear Supervisors,

>

> My name is Clint Sawyer and I live in Somerset. I am writing today to share my strong support for low-impact camping in El Dorado County and to ask you to prioritize an update that makes it easy for landowners like myself to host a small number of campers.

>

> Low-impact camping is a great thing for our community. It creates meaningful supplemental income for local families, farm owners, and rural landowners, keeping land intact and farms operational. It introduces visitors to our county in a safe and personal way, creates needed, locally-run and managed camping options and accommodations, and channels tourism dollars to our rural and agricultural communities.

>

> I am excited to see you prioritizing this! Please include low-impact camping in any updates to the Lodging Facilities code.

>

> Thank you,

> Clint Sawyer

#20 26-0731  
BOS Revd 4/27/26

 Outlook

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Dear Supervisors

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From Brian Jackson <studio33bj@gmail.com>

Date Sat 4/25/2026 1:05 PM

To BOS-Clerk of the Board <edc.cob@edcgov.us>

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Dear Supervisors,

My name is Brian Jackson and I live in Lotus Coloma area. I am writing today to share my strong support for low-impact camping in El Dorado County and to ask you to prioritize an update that makes it easy for landowners like myself to host a small number of campers.

Low-impact camping is a great thing for our community. It creates meaningful supplemental income for local families, farm owners, and rural landowners, keeping land intact and farms operational. It introduces visitors to our county in a safe and personal way, creates needed, locally-run and managed camping options and accommodations, and channels tourism dollars to our rural and agricultural communities.

I am excited to see you prioritizing this! Please include low-impact camping in any updates to the Lodging Facilities code.

Thank you,  
Brian Jackson



#20 26-0731  
BOS Rcvd 4/27/28

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## Public Comment for Agricultural Lodging item 20, 26-0731

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From Lexi Boeger <lexi@ouregg.org>

Date Sun 4/26/2026 6:35 PM

To BOS-Clerk of the Board <edc.cob@edcgov.us>; BOS-District V <bosfive@edcgov.us>; BOS-District I <bosone@edcgov.us>; BOS-District II <bostwo@edcgov.us>; BOS-District IV <bosfour@edcgov.us>; BOS-District III <bosthree@edcgov.us>; Brian K. Veerkamp <Brian.Veerkamp@edcgov.us>; George Turnboo <George.Turnboo@edcgov.us>; Brooke Laine <Brooke.Laine@edcgov.us>; Greg P. Ferrero <Greg.Ferrero@edcgov.us>; Lori Parlin <lori.parlin@edcgov.us>

Cc Lauren Hernandez <lauren@ouregg.org>; Ribaldo Carl <carl@smgonline.net>; Dspaur <davidspaur@comcast.net>; David Bolster <DBolster@c21selectgroup.com>; Charles Mansfield <cmansfield@goldbudfarms.com>; Michael Ranalli <Mike@ranallivineyard.com>

📎 1 attachment (2 MB)

Rural\_Lodging\_OurEGG.pdf;

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### This Message Is From an External Sender

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Dear Clerk of The Board and Honorable Supervisors,

Please see the attached letter for public comment on item 20, 26-0731, Agricultural Lodging.

Thank you for thoughtfully considering the well-presented options from Director Garner and the Planning Department staff to address our issues and opportunities in the rural lodging and agritourism sectors. We appreciate the hard work that has gone into this query by county staff, the Short Term Rental Ad-Hoc, the Agricultural Commission and Ag stakeholders and SEED for their diligent work on the Economic Strategic Plan lodging aspect. Our EGG has been actively engaging with rural community members and economic stakeholders through our in-community listening sessions and online surveys for lodging and agricultural activities. The feedback we have received overwhelmingly supports a streamlined and immediate onramp to these uses and we encourage the board to lean on the expertise and foundational work at hand in the form of an **Agricultural Commission and SEED** formal **Working Group** to execute and implement rural lodging and modernized agritourism regulations.

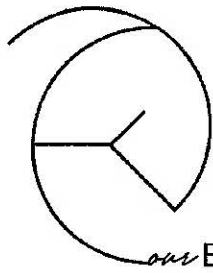
Thank you for your consideration,

Best,  
Lexi Boeger

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**Lexi Boeger**  
Co-founder Our EGG

Economic Generator and Germination for El Dorado  
People-Powered and Rurally Rooted



# EL DORADO ECONOMIC Generator & Germination

April 26, 2026

## **Letter to the El Dorado County Board of Supervisors**

**Subject:** Professional Support for Comprehensive Rural Industry and Urgency Rural Lodging Updates

*To the Honorable Board of Supervisors,*

Thank you for the opportunity to comment on the proposed updates to the County's agricultural lodging and rural tourism regulations. This briefing is informed by months of robust engagement with over 300 West Slope lodging operators, resulting in four stakeholder sessions and direct data from over 50 lodging providers and 29 agricultural producers. While we earnestly support long-term modernization efforts, the immediate fiscal pressures on our rural economy require a parallel "Urgency" pathway to prevent further economic erosion.

### **The Current Economic Landscape**

Our rural economic drivers are facing unprecedented challenges that threaten the long-term viability of our rural working landscape:

- **Agricultural Market Destabilization:** The wine industry is in a severe crisis. In 2025, our survey respondents reported 50% of their wine grape crops were left on the vine, and local reports estimate 50% of winery and vineyard properties sold, listed for sale, or non-operational.
- **Stagnant Economic Indicators:** The county has recorded **0% net job growth** over a five-year period. Our most vulnerable socioeconomic communities, according to the CA Census, live in the exact same lands that currently stand dormant. **There is an urgent need to modernize current regulations to remove barriers to economic viability.** To be effective, lodging and rural economic rights must extend to **all lands and people within these regions**, not just established commercial farms and AG prime zones.
- **Fiscal Stability & Regional Resilience:** Declining discretionary TOT revenue suggests existing frameworks no longer meet market needs. Rigid regulations designed for Tahoe shouldn't hinder West Slope recovery; local family operators need flexibility to diversify income and meet mortgage obligations and essential household income that they rely on to support their families.

- **Asset Underutilization:** The El Dorado County General Plan explicitly identifies our agricultural and working lands as "economic assets" intended for productivity. Of the 12,200 parcels zoned for working landscape activity (PA, LA, RL, AG, FR, TPZ), 98% lay fallow and unmanaged. Activating these lands is a primary opportunity to strengthen the County's tax base while creating new, diverse income streams for local families.

### **Proposed Actions for Immediate and Long-Term Relief**

To ensure the long-term preservation of rural character—which the General Plan identifies as the county's "most important asset"—we encourage the Board to consider pathways that maintain these landscapes as productive economic assets:

1. **Establish a 2-Year Urgency Pilot Program:** Implement a simple, streamlined program to provide immediate relief to agricultural and private lodging operators and landowners, including "by-right" access to state-minimum low-impact camping and other minor, non-CEQA triggering regulatory changes.
2. **Form an Expert Working Group:** Direct the Agricultural Commission and SEED to collaborate with stakeholders to draft a succinct urgency program.
3. **Direct a Comprehensive Ordinance Update:** Initiate a broad modernization of our rural industry ordinances to honor the General Plan's mandate to protect the long-term viability of all rural-zoned lands.

### **Strategic Implementation**

Staff's presentation outlines several viable pathways, including a more comprehensive approach (Option 2) and an additional section for Special Events (Option 3). To be most effective, we believe these policies should be tied to zoning type or property size rather than strictly to "agricultural operations" to maximize benefit across the rural sector.

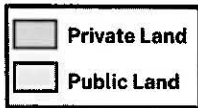
Mixed-use rural activity creates a cash-positive environment for the County through sales tax, job creation, and increased property values ***whereas losing them to residential single-family subdivisions creates a net service cost to the county.*** We must work these lands to save them. We trust in your wisdom to create the conditions necessary for our farms, wineries, and rural lodging operators to remain a vibrant part of this community for decades to come.

Respectfully,

Lexi Boeger, Co-Founder Our EGG

Lauren Hernandez, Co-Founder Our EGG

# El Dorado County Working Lands



Resident Population

**23.2K**

11.7% of all 598.7K residents

Parcel Properties

**15.5K**

13.4% of all 115.7K parcels

Acreage

**915.12K**

79.9% of all 1.14M acres

Property Value

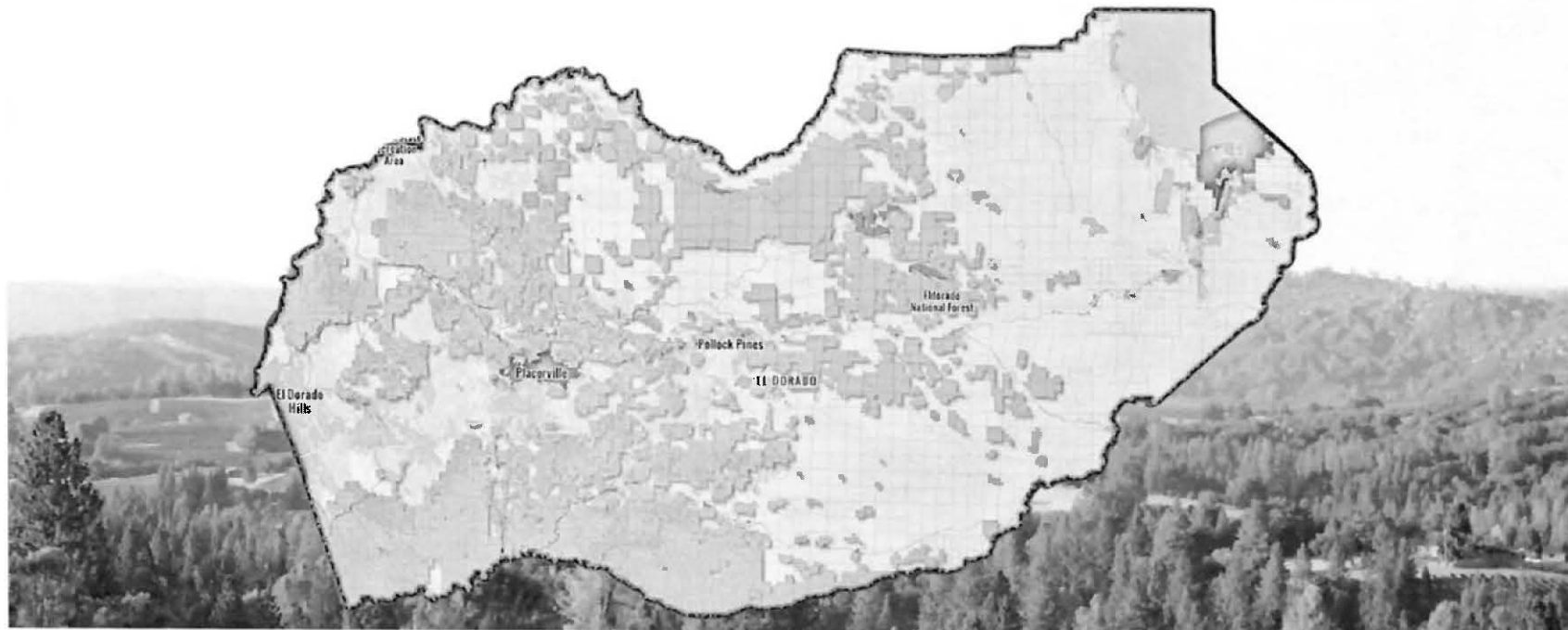
**\$4B**

Land \$1.7B - Bu-R: \$2.3B

Property Tax


**\$9.2M**

County share with total \$41.5M property tax



#20 26-0731

BOS Rcvd 4/27/26

 Outlook

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## Ag home stays

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From Jeff P Pyle <jeffry1@pacbell.net>

Date Sun 4/26/2026 7:38 PM

To BOS-Clerk of the Board <edc.cob@edcgov.us>

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### This Message Is From an External Sender

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Good morning ,

Ag home-stays could be great . However there is no way to ENFORCE what goes on . This is just going to open loopholes for some properties to use to operate a hotel .

Zoning is not correct to have events , weddings and other special events , to be placed under Agricultural home-stays . Who will be monitoring or enforcing them ? The BOS , or someone with special interest is seemingly trying to get this pushed through . It is too important to not go through the non biased planning commission first for their review and recommendations .

Also , code enforcement should be involved with this . They are hands on and should let their opinions be known .

Thanks ,

Jeff Pyle  
Cool



#20 26-0731  
BOS Rcvd 4/28/26

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## Support for Item #20: Ag Lodging and Low-Impact Camping

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From Axel Watts <axelwattsyoga@gmail.com>

Date Mon 4/27/2026 12:15 PM

To BOS-Clerk of the Board <edc.cob@edcgov.us>

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### This Message Is From an Untrusted Sender

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Dear Supervisors,

We're writing from Somerset to share our strong support for low-impact camping in El Dorado County and to encourage you to prioritize updates that make it easier for landowners to host a small number of campers.

We've had the opportunity to host low-impact camping on a small scale, and the experience has been overwhelmingly positive. Guests arrive looking for something simple and real, and they leave with a deeper appreciation for the land, for the pace of rural life, and for the responsibility that comes with being in it. With clear expectations and thoughtful boundaries, these stays have been quiet, respectful, and aligned with the surrounding environment.

There's something powerful about off-grid experiences. When people step away from constant connectivity and into a space shaped by nature, they begin to slow down. They listen more closely. They engage more intentionally. These aren't just visits, they're moments of reconnection that stay with people long after they leave.

The Sierra Nevada foothills are a local gem. This landscape holds a kind of beauty that feels both expansive and intimate... rolling hills, quiet forests, seasonal creeks, and a rhythm that invites presence. Low-impact camping offers a way for people to experience this region with care, while helping to preserve what makes it so special.

From a community standpoint, this model supports local landowners in generating modest supplemental income while maintaining and stewarding their land. It helps keep properties intact, supports rural livelihoods, and channels tourism dollars into locally rooted communities in a way that feels balanced and sustainable.

We are encouraged to see this conversation moving forward and ask that low-impact camping be included in any updates to the Lodging Facilities code. With thoughtful guidelines, it can continue to be a responsible and beneficial model for both residents and visitors.

Thank you for your time and consideration.

Sincerely,  
Axel Watts  
Somerset, CA

--

Axel Watts

[axelwattsyoga@gmail.com](mailto:axelwattsyoga@gmail.com)

[axlyoga.com](http://axlyoga.com)

#20

BOS Read 4/27/26

 Outlook

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**Support for Item #20: Ag Lodging and Low-Impact Camping**

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**From** Ric J Goc <ricgoc@yahoo.com>

**Date** Mon 4/27/2026 12:49 PM

**To** BOS-Clerk of the Board <edc.cob@edcgov.us>

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**Subject:** Support for Item #20: Ag Lodging and Low-Impact Camping

Dear Supervisors,


My name is Richard Goc and I live in El Dorado. I am writing today to share my strong support for low-impact camping in El Dorado County and to ask you to prioritize an update that makes it easy for landowners like myself to host a small number of campers.

Low-impact camping is a great thing for our community. It creates meaningful supplemental income for local families, farm owners, and rural landowners, keeping land intact and farms operational. It introduces visitors to our county in a safe and personal way, creates needed, locally-run and managed camping options and accommodations, and channels tourism dollars to our rural and agricultural communities.

I am excited to see you prioritizing this! Please include low-impact camping in any updates to the Lodging Facilities code.

Thank you,  
Richard Goc

#20 BOS read 4/27/26

 Outlook

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## Low-impact camping

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**From** Jane Harris <harristreefarm@hotmail.com>  
**Date** Mon 4/27/2026 12:56 PM  
**To** BOS-Clerk of the Board <edc.cob@edcgov.us>

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Dear Supervisors,

My name is Jane Harris and I live in El Dorado County. I am writing today to share my strong support for low-impact camping in El Dorado County and to ask you to prioritize an update that makes it easy for landowners like myself to host a small number of campers.

Low-impact camping is a great thing for our community. It creates meaningful supplemental income for local families, farm owners, and rural landowners, keeping land intact and farms operational. It introduces visitors to our county in a safe and personal way, creates needed, locally-run and managed camping options and accommodations, and channels tourism dollars to our rural and agricultural communities.

I am excited to see you prioritizing this! Please include low-impact camping in any updates to the Lodging Facilities code.

Thank you,  
Jane Harris  
Harris Family Farm  
Harristreefarm@hotmail.com

Get [Outlook for iOS](#)

#2 4/27/26

 Outlook

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For public comment for the Agricultural Lodging item on 4-28-26

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From Jobadiah Giles <jobadiahg@gmail.com>  
Date Mon 4/27/2026 12:57 PM  
To BOS-Clerk of the Board <edc.cob@edcgov.us>

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Dear Supervisors,

My name is Jobadiah Giles and I live in Somerset, El dorado County. I am writing today to share my strong support for low-impact camping in El Dorado County and to ask you to prioritize an update that makes it easy for landowners like myself to host a small number of campers.

Low-impact camping is a great thing for our community. It creates meaningful supplemental income for local families, farm owners, and rural landowners, keeping land intact and farms operational. It introduces visitors to our county in a safe and personal way, creates needed, locally-run and managed camping options and accommodations, and channels tourism dollars to our rural and agricultural communities.

I am excited to see you prioritizing this! Please include low-impact camping in any updates to the Lodging Facilities code.

Thank you,  
Jobadiah Giles

#20

 Outlook

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## Support for Item #20: Ag Lodging and Low-Impact Camping

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From Johnny Valenzuela <jvalenzuela@altivuagency.com>

Date Mon 4/27/2026 1:27 PM

To BOS-Clerk of the Board <edc.cob@edcgov.us>

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Dear Supervisors,

My name is Johnny Valenzuela, CMO of Montauk California Resort in El Dorado County. I strongly support low-impact camping and ask that it be included in updates to the Lodging Facilities code.

Our guests choose experiences rooted in respect for the land—seeking quiet, natural settings and meaningful connection to the environment. This type of visitor values stewardship, not volume, and contributes to preserving the character of our county.

Low-impact camping also strengthens partnerships with local businesses. Our guests actively patron wineries, farms, and small-town establishments while exploring areas of El Dorado County that are often overlooked. This spreads tourism benefits more evenly and supports the rural economy in a sustainable way.

Please support a framework that allows small-scale, well-managed low-impact camping to grow responsibly.

Respectfully,


Johnny Valenzuela

**///ALTIVU**

[www.altivuagency.com](http://www.altivuagency.com)

m: 310-425-9177

#20

 Outlook

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**Low Impact Camping / Montauk / Eldorado County**

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**From** Chris Dillender <cdillender@gmail.com>  
**Date** Mon 4/27/2026 1:41 PM  
**To** BOS-Clerk of the Board <edc.cob@edcgov.us>

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Dear Supervisors,

My name is Chris Dillender, and I am the owner of Montauk California Resort in Pilot Hill. I am writing to express my strong support for low-impact camping and to request that it be explicitly included in upcoming updates to the Lodging Facilities code.

At Montauk, we demonstrate the value of this model through small-scale, low-impact glamping. Our approach prioritizes private sites and extremely minimal land disturbance to provide a high-quality experience for visitors seeking responsible outdoor lodging.

Low-impact camping supports rural economies and provides vital income for landowners while keeping land intact and preventing overdevelopment. Furthermore, it addresses the increasing demand for safe, well-managed outdoor accommodations.

I ask that you prioritize a pathway in the code that allows landowners to host a limited number of low-impact sites.

Thank you for your time and consideration.

Best regards,

Chris Dillender (530) 409-6429

#20

 Outlook

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**Public Comments for Agricultural Lodging Ordinance**

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**From** rick lotusviewranch.com <rick@lotusviewranch.com>

**Date** Mon 4/27/2026 2:30 PM

**To** BOS-Clerk of the Board <edc.cob@edcgov.us>

 1 attachment (148 KB)

Comments on Agricultural Lodging - April 27, 2026.pdf;

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Thanks for taking my comments under consideration. I cannot make the meeting, but please consider the attached.

Thanks!  
Rick Wolfe  
916-417-5937

**April 27, 2026**

**Subject: Public Comment on Proposed Agricultural Lodging Ordinance**

Dear Members of the Board of Supervisors,

Thank you for the opportunity to provide comments on the proposed changes to agricultural lodging regulations in El Dorado County.

At the outset, it is helpful to consider this proposal within the broader context. Both our County and the State of California already operate under an extensive and layered regulatory framework. From an economic perspective, adding new requirements to an already complex system is likely to yield diminishing returns while increasing compliance costs, uncertainty, and barriers to entry—particularly for small-scale operators.

Agricultural lodging provides meaningful public benefits that are not always captured in traditional market measures. It offers urban residents direct exposure to working farms and ranches, strengthening understanding of agriculture, land stewardship, and rural economies. These experiences also support public well-being, including mental health benefits associated with time spent in open, rural environments. These broader benefits should be considered alongside direct fiscal impacts.

Given the diversity of agricultural production systems within the county, it is important that any policy reflect a representative cross-section of stakeholders, especially small and non-industrial producers. Policies that implicitly favor larger or more standardized operations may unintentionally limit participation and reduce the overall resilience of the sector.

The proposed linkage between agricultural lodging, zoning classifications, and parcel size warrants careful consideration. Land use within any given zoning category is inherently diverse, and rigid thresholds can be a blunt tool. Such constraints may exclude economically viable, low-impact uses that fall outside narrow definitions. A more flexible, performance-based approach would better accommodate the range of agricultural practices and business models in the region. Metrics such as a valid business license, a website, or tax filings (e.g., Schedule E) can demonstrate active participation in agriculture. By contrast, relying on gross sales thresholds tends to favor larger, more industrial producers and may inadvertently exclude small farms, those most likely to benefit from and participate in agricultural lodging.

It is also important that agricultural lodging not be conflated with ranch marketing regulations. Prior revisions to ranch marketing policy had unintended consequences, including compliance costs that exceeded the capacity of many existing operators—particularly event-based venues. This led to losses in employment and vendor activity, as

well as reduced local revenues and higher prices for consumers. Applying a similar approach to agricultural lodging could produce comparable outcomes.

The County already maintains regulations to address potential impacts to neighboring properties, including noise, traffic, and land use compatibility. A practical approach would be to prioritize consistent and predictable enforcement of these existing rules rather than adding new layers that may overlap or duplicate current standards.

If one of the underlying objectives of the proposed changes is to enhance County revenue, whether through taxes or fees, then improving compliance and communication should be a parallel priority. Currently, many property owners and small businesses are unaware of applicable requirements until they encounter enforcement actions. This creates uneven compliance and undermines confidence in the system. Clearer guidance and better outreach would likely improve participation and generate more stable revenue without increasing regulatory burden. In addition, the County could take a more proactive role in promoting and encouraging small farm participation—through streamlined permitting pathways, practical guidance materials, and outreach efforts that lower barriers to entry for small and emerging operators.

El Dorado County has demonstrated strong capacity in developing detailed ordinances. At the same time, the effectiveness of any regulatory system depends on how clearly it is communicated and how accessible it is to those expected to comply. Improved communication, guidance, and administrative support would benefit both the County and its residents.

Non-industrial farms operate under significant economic pressures, including rising land values, input costs, and regulatory requirements. Many very small farming operations nonetheless provide a disproportionate share of public benefits, including open space preservation, ecosystem services, and contributions to local identity and tourism. Policies that increase fixed costs or administrative complexity risk accelerating consolidation or land conversion—outcomes that run counter to long-term agricultural sustainability.

In closing, I encourage the Board to:

- Avoid introducing additional regulatory layers that increase compliance costs without clear net benefits; update existing ordinances where appropriate
- Maintain flexibility to accommodate the diversity of agricultural operations and business models
- Keep agricultural lodging distinct from ranch marketing regulations
- Prioritize consistent enforcement of existing rules over the creation of new ones

- Improve communication and outreach to enhance voluntary compliance
- Support the long-term economic viability of non-industrial agriculture
- Actively promote and facilitate participation by small farms through outreach, simplified processes, and clear guidance

Thank you for your time and consideration.

Respectfully submitted,

Rick Wolfe  
Lotus View Ranch

#20

 Outlook

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## Public Comment for Agenda Item 20

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**From** Cassandra Prenn-Vasilakis <cassandra@hipcamp.com>

**Date** Mon 4/27/2026 2:32 PM

**To** BOS-Clerk of the Board <edc.cob@edcgov.us>

 2 attachments (13 MB)

Public Comment re. Agenda Item 20-El Dorado County Board of Supervisors Meeting (4.27.26).pdf; Hipcamp Introduction\_ El Dorado County SEED Committee Meeting 2\_19.pdf;

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### **This Message Is From an External Sender**

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Hello,

Please find attached Hipcamp's comment on Agenda Item 20 for tomorrow's Board of Supervisors meeting. I have also included slides from the referenced SEED meeting on February 19, 2026.

Thanks, and have a wonderful afternoon!

Cassandra

--

Cassandra Prenn-Vasilakis

Hipcamp | Senior Manager, Government and Community Relations

Work: 415-612-8775

Cell: 347-573-5200

She/her

# HIPCAMP

April 27, 2026

El Dorado County Board of Supervisors  
330 Fair Lane, Building A  
Placerville, California 95667

**Re. Agenda Item 20: Planning and Building Department, Planning Division, recommending the Board receive a presentation on Agricultural Lodging options and provide direction to staff.**

Dear Chair Laine and El Dorado County Board of Supervisors,

Thank you for the opportunity to offer comments on the County's proposed updates to the lodging facilities regulations. We appreciate the Board's attention to this topic, as well as the thoughtful work of staff and stakeholders in evaluating the benefits and potential impacts associated with low-impact recreation, agritourism, and lodging on rural and working lands.

Hipcamp partners with landowners in all 50 states and across four countries to open access to rural and agricultural lands for low-impact recreation. Our work is focused on increasing access to the outdoors and on enabling private landowners to participate in and benefit from their local recreation and tourism economies.

In El Dorado County, we are proud to work with a community of landowners – from winery owners, farmers, and ranchers, to small business owners and rural residents – who are invested in seeing the County support small-scale, incidental camping on private property where appropriate. Private landowners have long welcomed visitors to the county and rely on the income they earn hosting respectful campers to pay their property taxes, make mortgage payments, keep farms and vineyards economically viable, and invest in stewardship and sustainable management practices on their properties. Given this, we are supportive of an approach that would better enable these activities as well as establish county oversight and ensure small-scale camping is well-managed.

In February 2026, Hipcamp presented to the Strategic Economic Enhancement Development Committee (SEED) on low-impact camping on private land and the opportunity created by [California Assembly Bill 518 \(AB 518\)](#), which was signed into law in October 2025. Those slides are attached for reference.

AB 518 defines and creates standards for a new category of camping – “low-impact camping areas” – and differentiates smaller scale camping areas from large-scale commercial campgrounds and RV parks. It empowers counties to authorize small-scale camping on rural and agricultural lands and exempts qualifying landowners from costly, duplicative state permits and development requirements.

We are supportive of the Board's broader effort to modernize the County's lodging and rural tourism regulations. As the Board considers updates to the lodging facilities code, **we encourage you to**

**adopt and incorporate the state's low-impact camping areas framework.** Doing so would create a clear, accessible permitting pathway for small-scale camping and camping-based agritourism that is consistent with state law and proportional to the low-impact nature of these activities. We also ask the Board to consider a time-limited pilot program to offer a pathway for rural and agricultural landowners who are in need of income diversification opportunities now.

It is in the spirit of our shared goals and vision for economic development, land preservation and stewardship, and outdoor access that we offer the above comments. We look forward to hearing your feedback on these ideas, and are happy to partner with the County and with community stakeholders throughout this process.

Please let us know if we can answer questions or be supportive in any way.

Thank you,  
Cassandra

Cassandra Prenn-Vasilakis  
Senior Manager, Government and Community Relations, Hipcamp, Inc.  
[cassandra@hipcamp.com](mailto:cassandra@hipcamp.com)

EL DORADO COUNTY SEED MEETING - FEBRUARY 19, 2026

# Low-impact camping on private land

Cassandra Prenn-Vasilakis, Government and Community Relations at  
Hipcamp

[cassandra@hipcamp.com](mailto:cassandra@hipcamp.com)

- Outdoor recreation context
- Hipcamp introduction
- California Assembly Bill 518
- Local regulations and low-impact camping in El Dorado County
- Economic impact

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

In 2024, outdoor recreation hit a record high with 181.1 million participants and generated \$1.2 trillion in economic output.

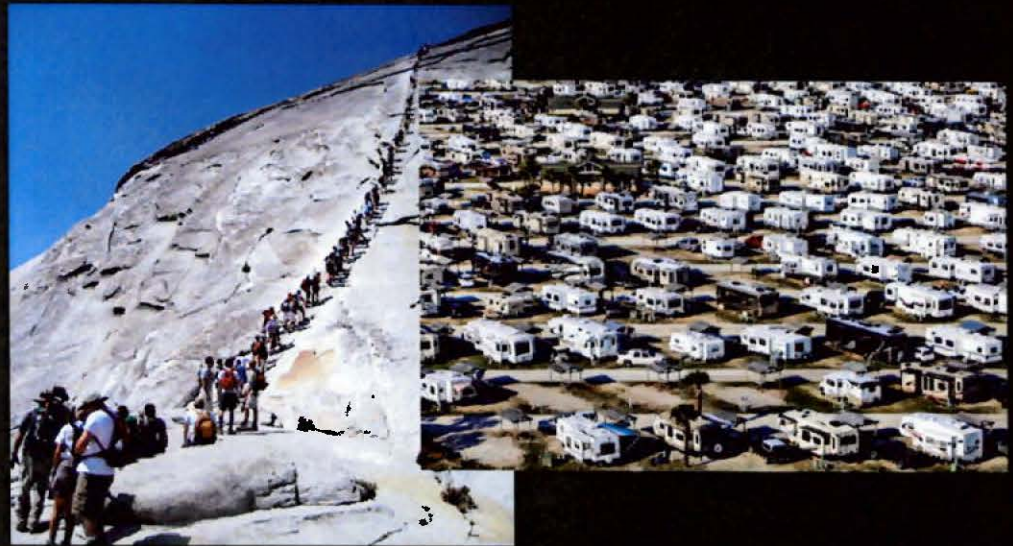


## The volume of campers is affecting the experience and impacting the environment

44% of campers indicated they camped less in last year due to overcrowding

44% changed the way they camped because of the influx of new campers

45% say the large number of newcomers impacted the quality of their camping experience

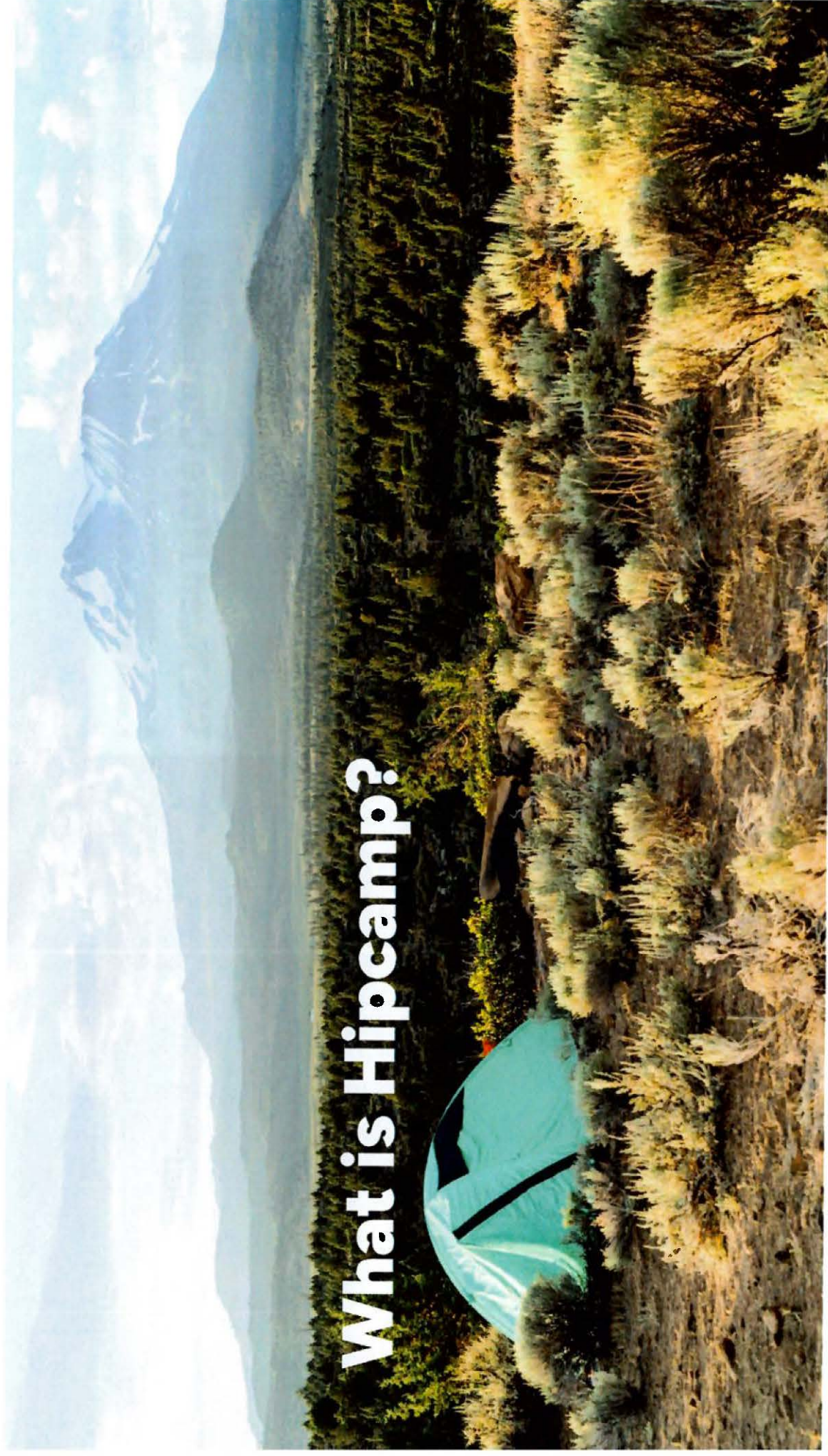


Outside

### 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.

# What is Hipcamp?

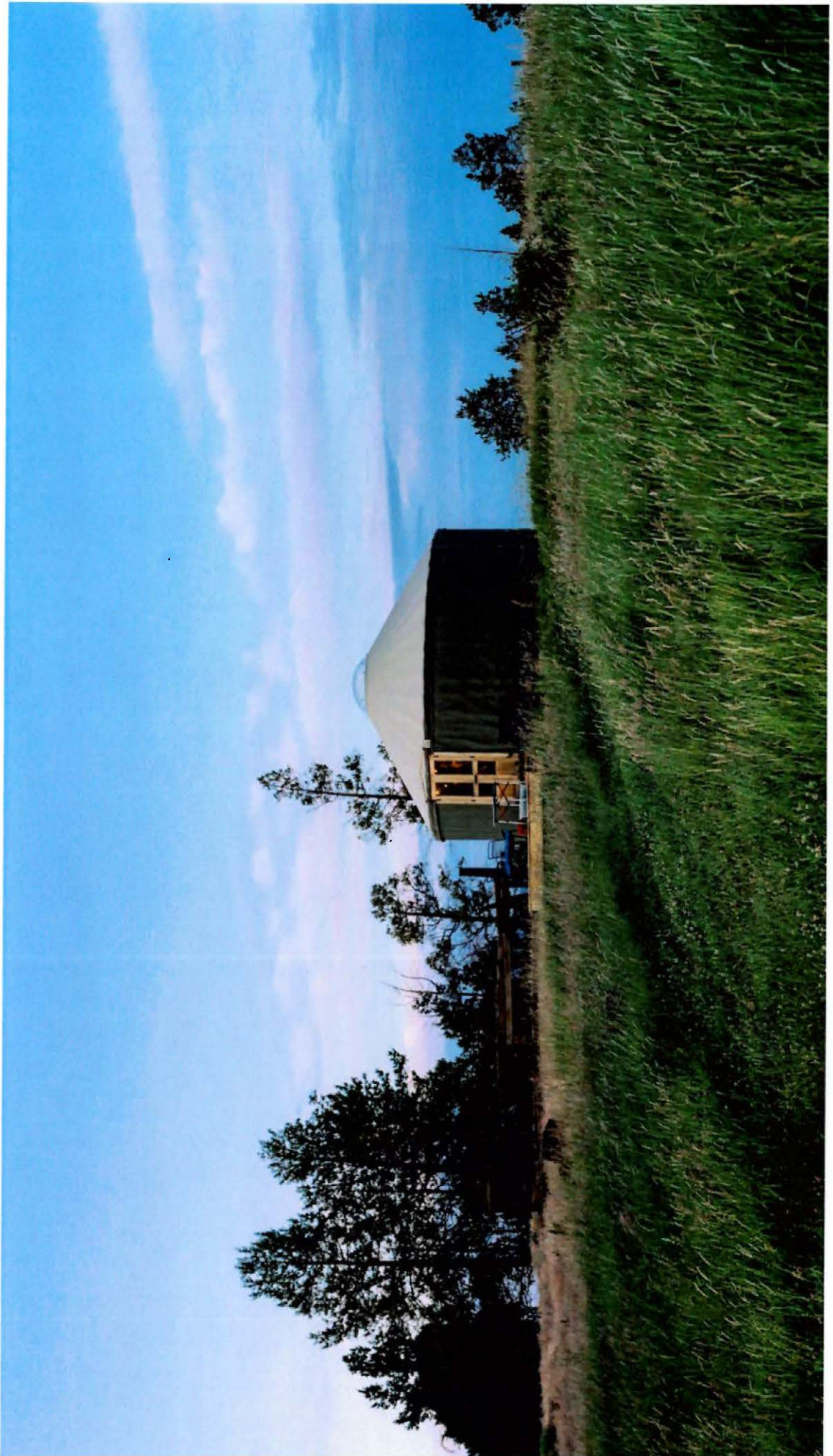


Hipcamp is a platform that enables local landowners to advertise new and unique places for people to stay, camp, and get outside.

Listings on Hipcamp range from commercial campgrounds and RV parks to farm stays, low-intensity tent and RV sites, cabins and vacation rentals, and camping structures like yurts and canvas tents.







Hipcamp Hosts welcome campers to sites in the United States, Canada, Australia, and the United Kingdom.

Landowners sign up with Hipcamp as Hosts and create a listing that shows the area available to campers, who search by location and book on Hipcamp's website and mobile app.

**100**

### 100% free to use

Listing your property is completely free with no strings attached. We only charge commission on the bookings we generate, investing our share back into supporting you.



### \$1 million USD insurance policy

We take safety and liability seriously. Feel secure knowing that our insurance coverage protects you in the rare event of an accident. It only takes a few minutes to qualify.



### Money and tax management

Hipcamp supports you in collecting the appropriate occupancy taxes from your bookings. It's easy to add the amount required by your state or county.



### Calendar management software

Sync your calendar with as many external calendars as you'd like. Your Hipcamp calendar will automatically update when your other calendars do.



### Professional photography

In some regions, we offer a free professional photography service to help showcase your Land. You'll be alerted if this service is available near you.



### Exclusive hosting resources

Want to specify quiet hours or other rules for staying on your property? No problem. We'll show them to all Hipcampers when they book with you.



### Support 365 days a year

Our passionate, US-based support team is on call for you 7 days a week, whether you need help with a booking or just have a quick question.



### Fire ban notification tool

Easily toggle a fire ban on or off for your property at any time—all Hipcampers with a booking at your place will be alerted immediately.



### A community of over 7 million

We spread the word about your listing via newsletters, social media, and PR – our dedicated audience loves finding new places to connect with nature.



## BUSINESS INSIDER

HOME TRAVEL

**Hipcamp saw its traffic double this year, generating new revenue streams for the 50% of its hosts that are also farmers and ranchers**



Catherine LeClair 1 hour ago

It's a bright August night on Smithereen Farm in Pembroke, Maine. I've pulled my camping chair out into

# **Hosting campers is a critical source of revenue for many landowners in California**

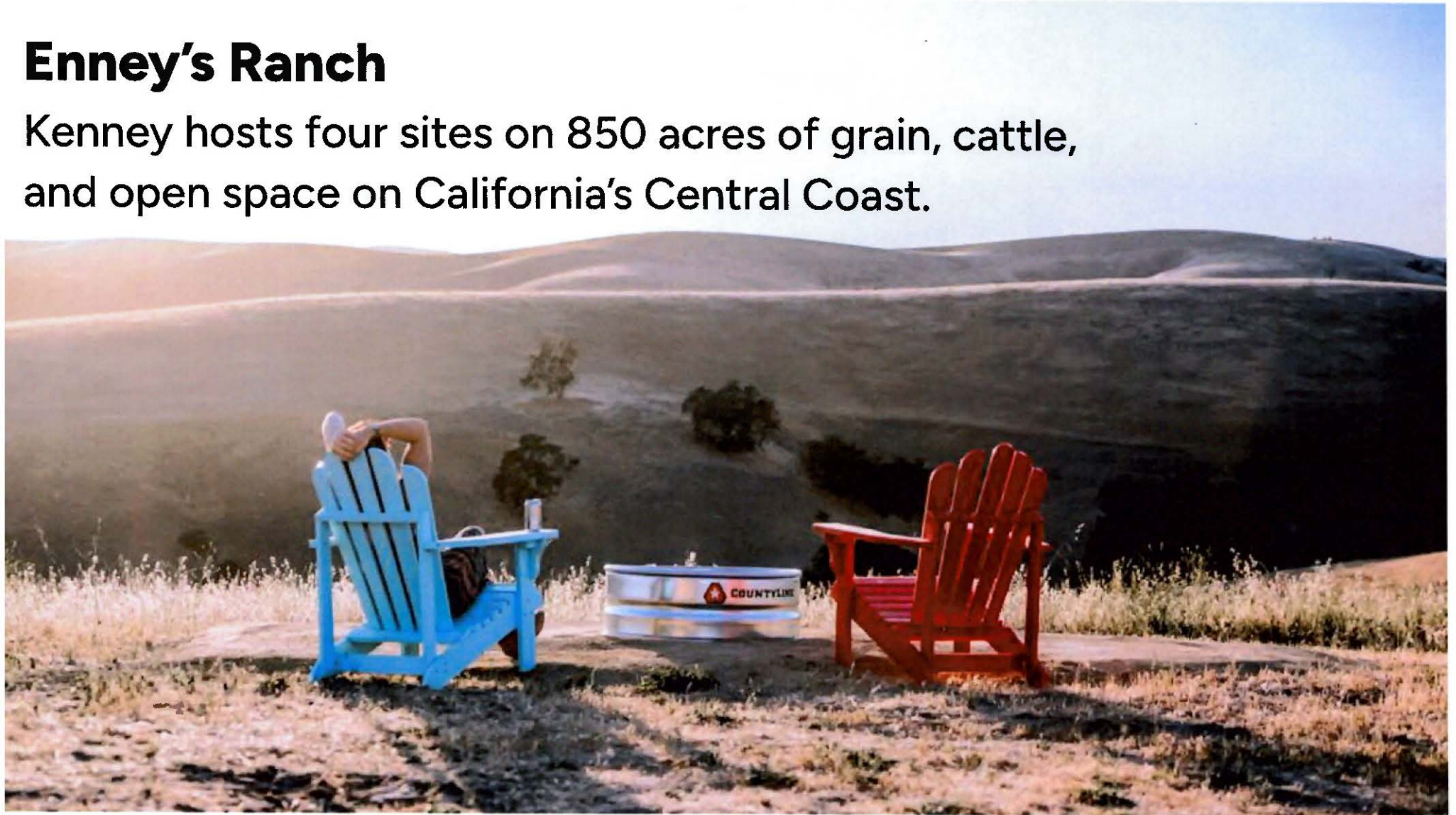
**In the last year, private landowners in California  
hosted more than 165,000 campers with Hipcamp**

**Their guests generated \$11+ million in direct sales  
and drove \$65+ million in additional economic  
benefit to their surrounding communities**



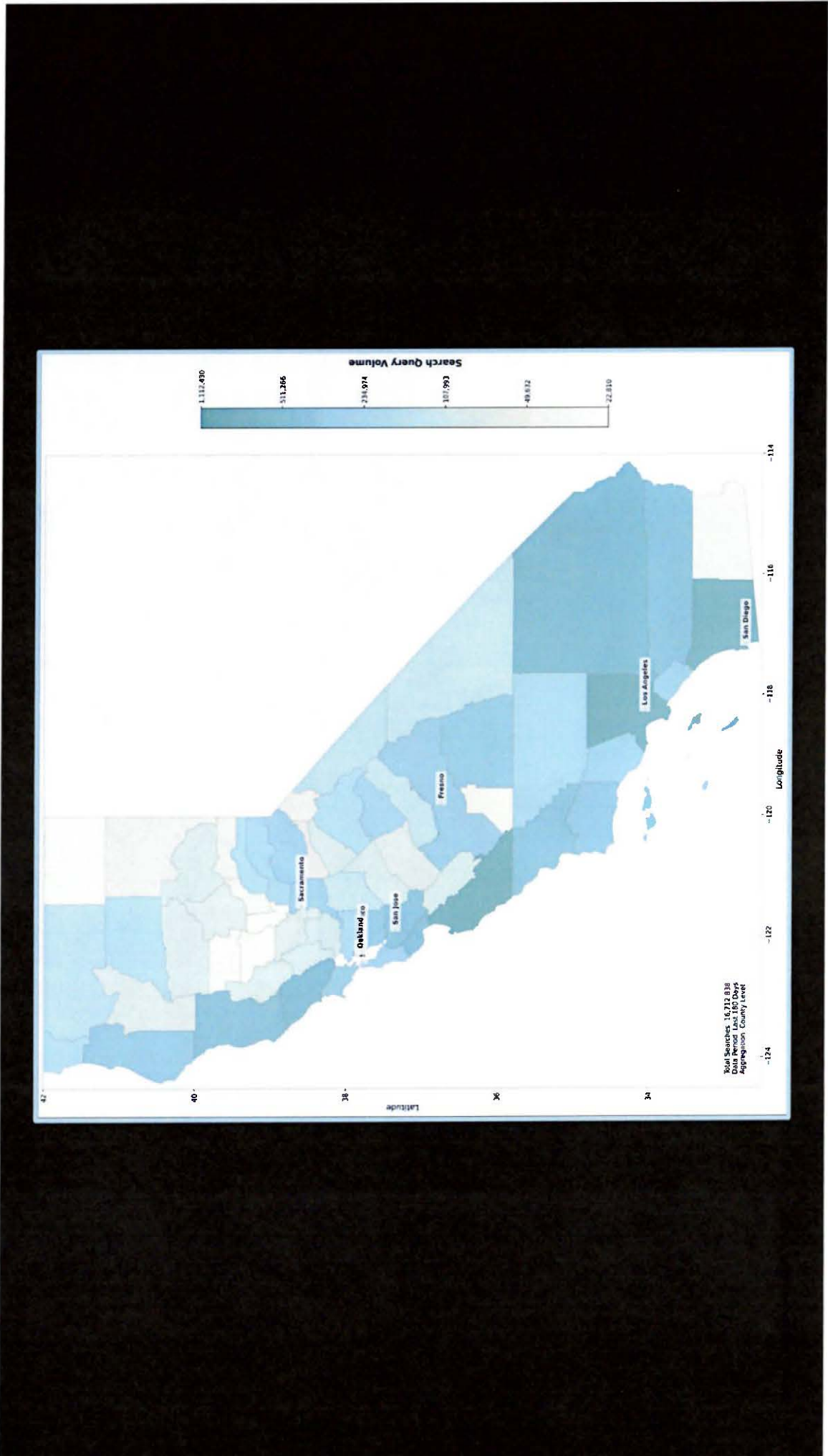
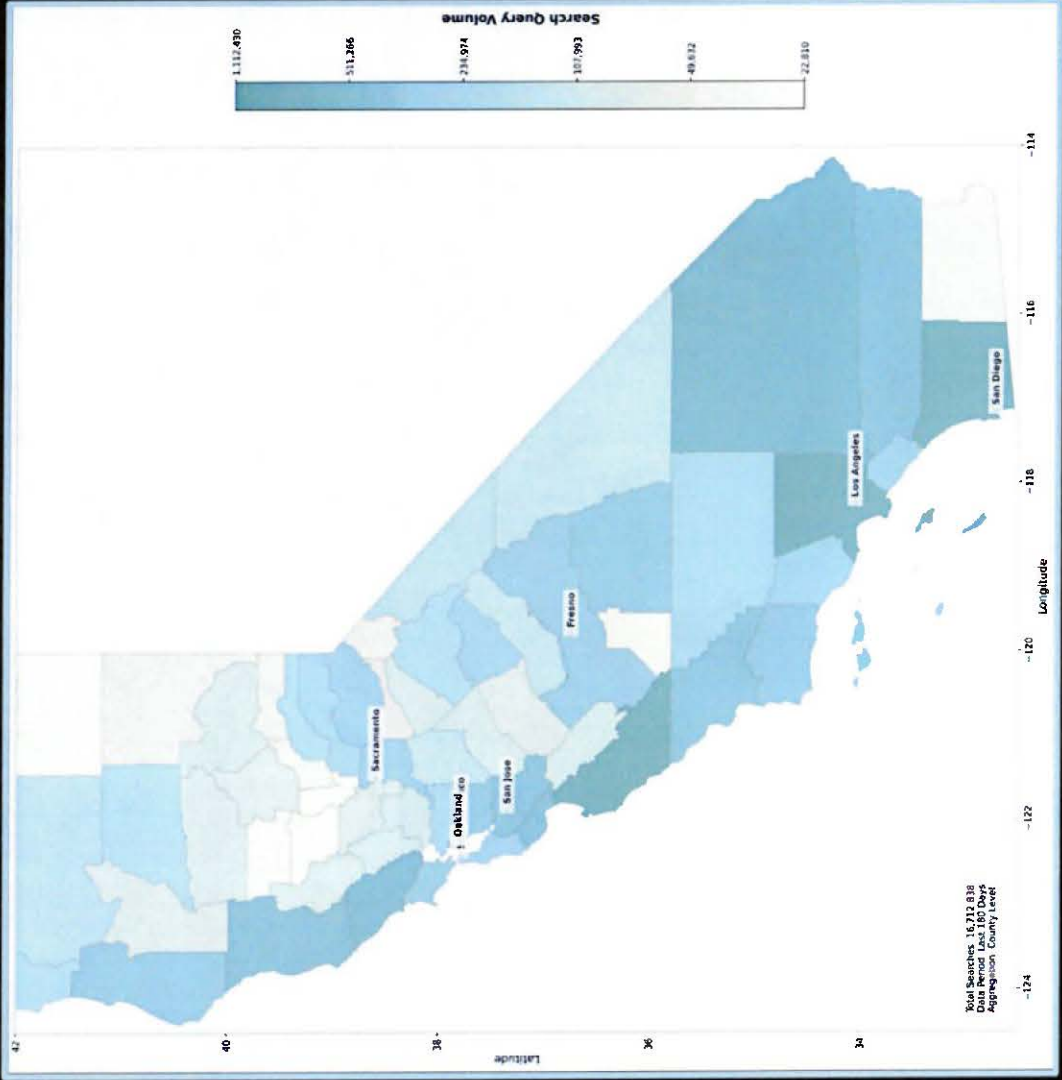
## Enney's Ranch

Kenney hosts four sites on 850 acres of grain, cattle, and open space on California's Central Coast.



"I'm looking at the **future of agriculture** in California. To keep the rangeland rangeland, to keep it from getting gobbled up, to try to be a **good steward** of the land, **camping's an easy way to do it** ."







## Agritourism Identified as Development Priority or Asset

- Both CA Jobs First & Visit CA
- CA Jobs First
- Visit CA



# Agritourism is a \$100,000,000 industry in California.

Regulations, permitting, and zoning are the leading challenges identified by farmers and ranchers:

- Permitting process is unclear
- Permits are not “right-sized” for agritourism activities, creating a barrier to entry

A photograph taken from inside a tent, looking out through the circular opening. The tent's white fabric and orange trim are visible around the edges of the opening. The landscape outside is a wide, open field of dry, golden-brown grass and low-lying shrubs. In the distance, there are rolling hills under a clear, bright blue sky. The overall scene is peaceful and natural.

**Assembly Bill 518:  
The Low-Impact Camping Areas  
Act**

**AB 518 defines and creates standards for “low-impact camping areas” – and removes state permit requirements**









CALIFORNIA



## **“Low-impact camping areas”**

**are:**

- Max number of sites: **9 or fewer**
- Acreage minimum: **2 acres**
- Density limit: **1 campsite/acre**



- ❑ **Parking:** No on-street parking
- ❑ **Setbacks:** 200 feet from offsite residences, 30 feet from adjoining properties or roads
- ❑ **Location:** Not within an urban or suburban area
- ❑ **Hosted:** A property manager or operator must be available 24/7
- ❑ **Health and safety:** Complies with all local requirements
- ❑ **Maximum length of stay:** 14 nights

## What do “low-impact camping” regulations look like in California?

- Rural Recreation and Camping
- Agri-nature Tourism
- Low-intensity Camping
- Incidental Camping
- Outdoor Stays
- Low Impact Camping Areas









#### **NEXT STEPS FOR COUNTIES**

- 1. Review AB 518's statutory language.**
- 2. If not already in place, develop local regulations based on the model framework provided.**
- 3. Pass a resolution notifying the California Department of Housing and Community Development to establish your county's exemption from the Special Occupancy Parks Act for low-impact camping areas.**



## **“Low impact camping” in San Benito County**

- **Occupancy:** 6 campers per site
- **Setbacks:** At least 100 feet from property lines
- **Fire safety:** Only 1 communal fire pit per low impact camping area
- **Permitting:** Business license and TOT



## **“Small-scale campground” in Santa Barbara County**

- **Zoning and acreage restrictions:** AG-II
- **Occupancy:** Up to 8 campers and 2 vehicles per site
- **Setbacks:**
  - 100 feet from lot line
  - 400 feet from existing off-site residences
  - 200 feet from food crops, orchards, vineyards
- **Hosted:** On-site supervision required

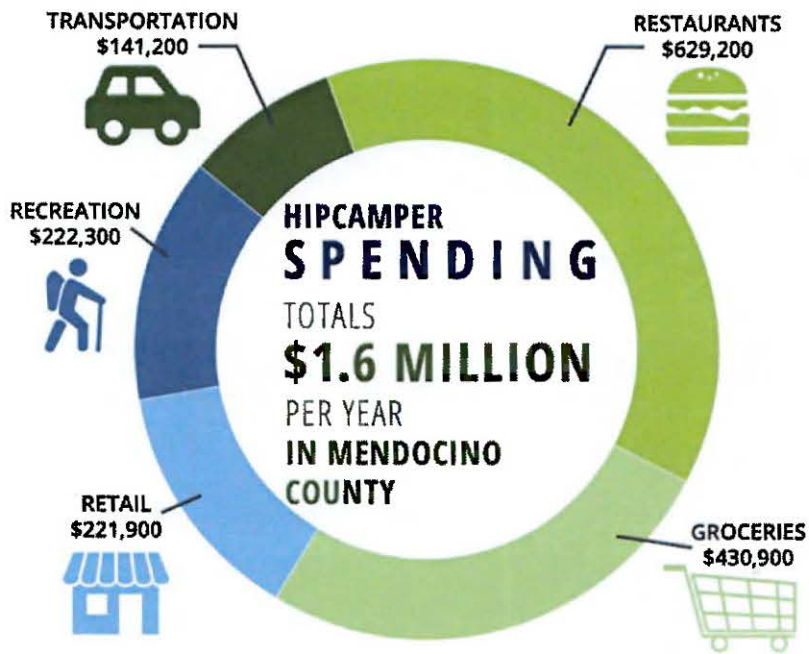
## **Local ordinances address:**

- Setbacks
- Zoning
- Acreage minimums
- Amenity requirements
- Permit level and process
- And more!



## **Low-impact camping can –**

- **Support and grow** El Dorado County's tourism and outdoor recreation economies
- Enable rural and agricultural landowners to **generate sustainable revenue**
- Take pressure off of public lands and resources by dispersing use to **locally-run, well-managed** sites on qualifying private lands



Every dollar spent by Hipcampers results in \$1.39 in spending within the county.



Spending in the community supports 15.25 jobs, with an average wage of \$29,800.



The average host earned \$7,500 in supplemental income.

<sup>1</sup> The estimates presented here track spending over 2020 and 2021, and have been re-scaled to annual values.



#20

 Outlook

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## SEED recommendation on 20, 26-0731, Agricultural Lodging

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From Dspaur <davidspaur@comcast.net>

Date Mon 4/27/2026 3:39 PM

To BOS-Clerk of the Board <edc.cob@edcgov.us>; BOS-District I <bosone@edcgov.us>; BOS-District II <bostwo@edcgov.us>; BOS-District IV <bosfour@edcgov.us>; BOS-District III <bosthree@edcgov.us>; Brian K. Veerkamp <Brian.Veerkamp@edcgov.us>; George Turnboo <George.Turnboo@edcgov.us>; Brooke Laine <Brooke.Laine@edcgov.us>; BOS-District V <bosfive@edcgov.us>; Greg P. Ferrero <Greg.Ferrero@edcgov.us>; Lori Parlin <lori.parlin@edcgov.us>; Hernandez Lauren <lauren@ouregg.org>; Ribaldo Carl <carl@smgonline.net>; Spaur David <davidspaur@comcast.net>; David Bolster <DBolster@c21selectgroup.com>; Charles Mansfield <cmansfield@goldebudfarms.com>; Ranalli Mike <Mike@ranallivineyard.com>

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20,26-0731,Agricultural Lodging.docx;

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### This Message Is From an External Sender

This message came from outside your organization.

[Report Suspicious](#)

Dear Clerk of The Board and Honorable Supervisors,

Please see the attached recommendations from the SEED sub-committee submitted as a public comment on item 20, 26-0731, Agricultural Lodging.

A working group was formed at the last SEED committee meeting held on April 16, 2026 with a presentation by Planning and Building Director, Karen Garner seeking the Board of Supervisors direction on four specific options concerning tourism, hospitality and Agricultural.

As a sub-committee of SEED we respectfully submit our perspective and recommendations on the four options in the attached memo.

Respectfully submitted,

Dave Spaur  
Vice Chair SEED

## **Strategic Economic Enhancement and Development Committee (SEED)**

### **Letter to the Board of Supervisors**

**Subject:** Recommendation by the SEED Sub-Committee on Ag lodging item 20, 26-0731

As Vice Chair and sub-committee member of SEED we have warmly received the power point presentation from Karen Garner and realize that she is asking direction from Board on four options listed below,

1. Tourism Improvement District
2. Agricultural Homestays/Ag Lodging
3. Discretionary Transient Occupancy Tax on campgrounds
4. Discretionary Transient Occupancy Tax increase

During a lengthy discussion at our April 16th SEED meeting we discussed these four options and the conversation led us to the conclusion that... SEED is charged to recommend to the BOS options for generating short-term and long-term revenue and to support existing and future hospitality opportunities.

SEED is therefore focused on two paths.

1. Revenue generation, and,
2. Lodging. This simply is to means all types of lodging and not just Ag or Farm lodging.

Below are our Sub-Committee recommendations on the four options from today's presentation:

1. TID formation. Yes, Direct staff, Ad-Hoc committee, Ag and SEED committees to work together and return to the Board with a resolution to form a TID,
2. Ag Lodging. SEED recommends that the Board take action today directing staff to concentrate on non-CEQA - lodging opportunities and State adopted low-impact camping or Hip Camp programs that do not require CEQA. We further recommend that the Board direct staff to work with the Ag Commission, SEED, Farm Bureau, EGG and the public to further develop, refine and a recommendation to bring back to the Ag Commission/SEED subcommittee and the Board's Ad-Hoc committee to finalize.
3. TOT on Campgrounds, Yes. SEED encourages and supports TOT collections for campgrounds and recommends the formation of a TID to support the development of an ordinance to do so. The formation of a TID could benefit this option through the same committee support as in option number 2 above, and, would benefit from the formation of a Tourism Improvement District to lend support for a discretionary TOT on campgrounds.
4. TOT increase, Yes, to support the increase in TOT please direct staff to work with the committees and Ad-Hoc already formed and bring back direction to the Board with the support of a Tourism Improvement District to aid in building broad-based support to help justify a TOT increase.

The Strategic Economic Enhancement and Development (SEED) sub-committee includes Mike Ranalli, Lexi Boeger and me.

We respectfully suggest our recommendations above as a simplified direction to assist county staff, all committee members and the public process to move this forward in a swift and productive manner.

Respectfully submitted,  
*Dave Spaur*, EDcD, EDFP  
SEED Committee Member

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