

HouseBill545-OCRVShow-JSEvans.pdf

Uploaded by: Jennifer Evans

Position: FAV



OC RV
SHOW



OCRVSHOW.COM

February 14, 2023

Environment and Transportation

Room 251

House Office Building

Annapolis, MD 21401

Re: HB0545 Vehicle Laws - Annual Vehicle Shows - Motor and Trailer Homes

Dear Members of the Environment and Transportation Committee,

Travel and tourism is a critical driver of economic growth and employment in Maryland. Millions visit Ocean City each year, drawn by the promise of unrivaled destinations and experiences, whether touring for pleasure, visiting friends and family, or conducting business. Whether exploring our 10 miles of beautiful coastline and state parks, cultural heritage or immersing themselves in what makes this destination unique, our visitors bring an immense economic benefit to Maryland. Not to mention, what they take home when they leave is just as important as the jobs and growth their visits create, as many return year after year.

RV and Van Life Travel have become very desirable after COVID-19. According to the 2022 KOA Camping Report RV ownership has increased by 62% in the last 20 years. In 2021, camping accounted for 40% of all leisure trips, with more than half of the travelers including camping in some or all of their travels. In addition, 56% of campers are interested in an RVing experience in 2022, including 47% who would like to experiment with full-time RVing and 43% who want to live the "van life." Families are discovering new ways to live, work and play, and COVID-19 has instilled a sense of adventure and a desire to get out and explore now.

People want to network with like-minded travelers when creating their next mobile adventure, and Ocean City is one of the best places to learn and experience RV Life because of what surrounds us. Ocean City, MD, has over 20 + Campgrounds within a 60-mile radius and 18+ RV Dealerships within a 60-mile radius. Our destination also embraces all the outdoor activities that RV Life seeks: bike riding, fishing, canoeing/kayaking, birdwatching, hiking, and more.

Currently, the law restricts any outside MD licensed dealer (anything that needs a title and tag from the MVA) from displaying in the state of Maryland. Unless the vendor owns and operates a business in the State of Maryland, they cannot display their product at the Convention Center, which limits the depth of what we can provide for those seeking these experiences. Most of what we consider "local RV dealers" are located in Delaware and Virginia, followed by Maryland's 8 RV dealers on the other side of the Chesapeake Bay Bridge (outside the 60-mile radius). There are also many RV brands not sold in Maryland, limiting the choices we can offer at our show – like Airstream, located in VA and NJ.

The Ocean City East Coast traveler is from Maryland, DE, VA, PA, NJ, NY, OH and more and we would like to include surrounding RV and trailer dealers at our show, increasing the diversity and product mix, in turn giving the consumer more options, and more reasons to visit our town for the RV Show. There will be businesses from many different states showcasing their products, destinations, and inventive solutions for life on the road and we would like to include the RV Dealers and trailer dealers who make it possible for them to travel to different places to also be able to display.

I strongly and respectfully request that this committee provide House Bill 545 with a favorable report.

Sincerely,

Jennifer Sabini Evans

Marketing Director - OC RV Show

Beach Chicken Productions LLC



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Address.
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HB0545 Vehicle Laws - Annual Vehicle Shows - Motor

Uploaded by: Richard Meehan

Position: FAV



TOWN OF OCEAN CITY

The White Marlin Capital of the World

February 14, 2023

Environment and Transportation Committee
The Honorable Delegate Kumar P. Barve, Chair
Room 251
House Office Building
Annapolis, Maryland 21401

Re: HB0545 Vehicle Laws - Annual Vehicle Shows - Motor and Trailer Homes

Dear Chairman Barve and Members of the Environment and Transportation Committee,

In Ocean City, tourism is our only economic engine, driving fiscal growth and employment in our town, as millions of visitors travel to our coastal community each year. To grow this economic engine, we must continue offering various accommodations, activities, and events year-round.

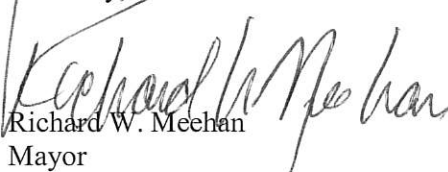
Ocean City has a great partnership with the State of Maryland and the Roland E. Powell Convention Center. Hosting an event show of this type at the convention center will attract more visitors to town, creating more revenue for the convention center and the State of Maryland. RV and Van Life travel became very desirable after COVID-19. According to the 2022 KOA Camping Report, RV ownership has increased by 62% in the last 20 years. In 2021, camping accounted for 40% of all leisure trips, with more than half of the travelers including camping in some or all of their travels. In addition, 56% of campers were interested in an RVing experience in 2022, including 47% who would like to experiment with full-time RVing and 43% who want to live the "van life."

Travelers are discovering new ways to visit places like Ocean City, however; currently, Maryland law restricts purchases of these vehicles from out-of-state dealers within the State. To clarify, an RV licensed dealer needs to own and operate a business in the State of Maryland to display their product at venues such as the Convention Center, which is looking forward to hosting its first-ever RV show in the fall.

To offer Ocean City's 8 million visitors the most variety and for the Town to have the ability to host events such as the OC RV Show, we respectfully ask for you to include the RV licensed dealers and trailer dealers who make it possible for them to travel to different places also to be able to display.

On behalf of the Town of Ocean City, I would like to express our support for House Bill 545.

Sincerely,


Richard W. Meehan
Mayor

MAYOR
RICHARD W. MEEHAN

CITY COUNCIL

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HB_545_Sponsor Amendment_Hartman

Uploaded by: Del. Wayne Hartman

Position: FWA



HB0545/243529/1

AMENDMENTS
PREPARED
BY THE
DEPT. OF LEGISLATIVE
SERVICES

16 FEB 23
13:04:39

BY: Delegate Hartman

(To be offered in the Environment and Transportation Committee)

AMENDMENTS TO HOUSE BILL 545

(First Reading File Bill)

AMENDMENT NO. 1

On page 1, strike beginning with “creating” in line 7 down through “vehicles;” in line 8.

AMENDMENT NO. 2

On page 2, in line 22, strike the first set of brackets; in line 23, strike “Class G” and substitute “RECREATIONAL”; and in line 32, strike “**CLASS G**” and substitute “RECREATIONAL”.

On page 3, in line 10, strike “**CLASS G**” and substitute “RECREATIONAL”.

MD RV Dealers-HB 545-2023-4.pdf

Uploaded by: James Doyle

Position: UNF

HB 545 (2023 session)

OPPOSITION BY THE MARYLAND RV DEALERS ASSOCIATION

(Requesting Unfavorable Report)

This Bill would **exempt an out-of-state RV dealer** from all Maryland MVA license requirements to sell motor homes and travel trailers at a vehicle show in the state of Maryland. It would **also exempt the salespersons of the out-of-state dealer** from the requirement of obtaining a MD MVA license. This exemption from licensing discriminates against MD based dealers, and their salespersons, who must be licensed in MD, while giving preferential treatment to unlicensed out-of-state dealers and salespersons who would be exempt from MVA licensing requirements.

I. THE BILL IS GROSSLY UNFAIR AND DISCRIMINATES AGAINST MARYLAND-BASED DEALERS

Maryland law requires that any dealer who wishes to sell a vehicle in Maryland, including RVs, must first obtain a license from MVA. In addition, MD law requires that each salesperson must also be licensed. These licensing requirements apply to sales at vehicle shows, which are popular venues for the sales of RVs.

MD RV Dealers and their sales agents comply with all MD law and obtain the required licenses from MVA. They have paid the required fees, posted required surety bonds, comply with all the requirements of MD law required for vehicle contracts and disclosures, sales practices, and collect and remit to MD state sales tax in accordance with MVA rules on calculation of taxes. These MD dealers, located in MD, are also audited or inspected by MVA for compliance with the various legal requirements of licensees. Noncompliance can result in fines, penalties, or suspension or revocation of a license by MVA.

MD RV Dealers and their sales agents pay MD the required annual licensing fees, pay MD taxes, and comply with MD vehicle sales laws. MD Dealerships pay thousands of dollars to license their dealership and sales employees in MD. They pay for required surety bonds under MD law. They primarily employ MD residents. They collect and remit to the state hundreds of thousands in sales taxes. **MD licensed dealers have a strong financial commitment to this state, it's laws, and it's consumers.**

Yet HB 545 discriminates against MD based businesses. While MD RV businesses are fully licensed, this bill will allow unlicensed, out of state dealers to come into MD and sell RVs without obtaining a MD license for the dealer or its salespersons, pay required fees, or comply with MD law. There will be no way to determine whether these out-of-state dealers comply with MD's legal requirements for sales, and no way for MVA to later audit for

compliance with MD laws. And since the dealers are unlicensed, MVA would have little or no authority to take any action against an out of state dealer or its salespersons even if it determined that violations of MD law had occurred. A clear double standard, favoring out-of-state dealers over MD businesses.

And if that is not bad enough, all MD RV Dealers would still be required to obtain licensing from a surrounding state if a MD dealer wishes to show and sell vehicles in that other state. MD dealers are required to be licensed by other states in order to sell in those other states, (Delaware, for example), yet under HB 545 out-of-state dealers would be exempted from all MVA licensing requirements in MD. Grossly unfair to Maryland businesses, and frankly, impossible for MD dealers to understand why such a one-sided and unfair arrangement would be promoted.

II. HB 545 WOULD ELIMINATE OR WEAKEN THE LEGAL AND REGULATORY REQUIREMENTS PUT IN PLACE FOR PROTECTION OF CONSUMERS

MD legal requirements that apply to licensed dealer businesses are extensive. Just a few: persons who are untrustworthy, lack competence, or convicted of certain crimes may not be licensed; prohibitions on false or misleading ads; misrepresentations in obtaining sales contracts; willful failure to perform sales contracts; failure to comply with terms of warranties; notice requirements concerning dealer arranged financing; requirements of the reasonableness of dealer processing charges; contract requirements regarding clear disclosures of total amount charged, interest on principal amount, processing and other charges; statement of the base price of the vehicle, specific description of each extra charge; a required surety bond based on vehicle sales at a location; a fixed business location in MD for the execution of contracts and delivery of the vehicle; proper repair facilities for servicing. In addition to these consumer protections, MD has an interest in ensuring that sales taxes are properly calculated, collected and remitted.

HB 545 will essentially eliminate these requirements for out of state dealers, because there will be no effective enforcement of MD's legal requirements. With no licensing by MD MVA of out of state dealers, MVA will have no effective way of enforcing the legal rules that apply to the sales of vehicles.

In fact, MVA itself has indicated in a filing with this committee the effects that enactment of this bill will have on consumer protection in this state. MD RV Dealers urge an Unfavorable report.

Contact: James J. Doyle

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443-676-2940

HB0545 - MVA - Motor and Trailer Dealers - LOI FIN

Uploaded by: Patricia Westervelt

Position: INFO

February 16, 2023

The Honorable Kumar P. Barve
Chair, House Environment and Transportation Committee
Room 251, House Office Building
Annapolis MD 21401

RE: Letter of Information – House Bill 545 – Vehicle Laws - Annual Vehicle Shows - Motor and Trailer Homes

Dear Chair Barve and Committee Members:

The Maryland Department of Transportation (MDOT) takes no position on House Bill 545 but offers the following information for the Committee's consideration.

House Bill 545 would remove certain restrictions and requirements around dealers and licensed salesmen at vehicle shows featuring motor homes and trailers. It would also allow licensed out-of-state dealers and salesmen to participate and allows for the sale of used motor homes and trailers.

The MDOT Motor Vehicle Administration (MVA) oversees dealership regulations and enforcement along with licenses for salesmen. The MVA only has the authority to enforce Maryland laws around vehicle and trailer sales for businesses and salesmen licensed in Maryland. Any dealers and their salesmen who are not licensed in Maryland and conduct business at vehicle shows in the state would not be subject to consumer law enforcement for any sales made at those shows as a result.

In addition, any purchases of such motor homes and trailers made at vehicle shows by Marylanders from an out-of-state entity at the show would bear the responsibility of any tax liabilities along with registration and title paperwork and fees. These are matters generally handled as a service by licensed Maryland dealers who calculate and arrange payment of relevant excise taxes along with assisting in completing and submitting the required title and registration paperwork when purchasing from them.

The Maryland Department of Transportation respectfully requests that the Committee consider this information when deliberating House Bill 545.

Respectfully submitted,

Christine E. Nizer
Administrator
Maryland Motor Vehicle Administration
410-787-7830

Pilar Helm
Director of Government Affairs
Maryland Department of Transportation
410-865-1090