SenateBill642-TeamProductions.pdfUploaded by: Bob Rothermel

March 1, 2023

Judicial Proceedings Committee
The Honorable Senator William C. Smith, Jr.
2 East
Miller Senate Office Building
Annapolis, Maryland 21401

RE: SB 642 Vehicle Laws - Annual Vehicle Shows - Motor and Trailer Homes

Dear Chairman Smith and Members of the Judicial Proceedings Committee,

Recreational Vehicle shows (RV) are traditionally the best place to allow consumers to personally "kick all the tires" at one location. Currently, Maryland law restricts any outside MD licensed dealer (anything that needs a title and tag from the MVA) from displaying in the state. Unless the vendor owns and operates a business in the State of Maryland, they cannot display their product in our state which of course limits consumer choices.

Maryland, as well as the Town of Ocean City has invested millions in developing not only the Roland E Powell Convention Center but the travel and tourism industry. Amending the current law to allow for RV shows with out of state vendors would allow Worcester County to host these shows at the Roland E. Powell Convention Center.

Currently the closest RV dealerships, in relation to Ocean City, MD are located in Delaware. Six of the top ten closest dealerships are less than 45 miles away from Ocean City, MD. The only Maryland Eastern Shore RV Dealership is BOE RV and they are 74 miles away. The remaining Maryland RV dealerships are 90-140 miles away from Ocean City, MD. Why wouldn't we want to increase Maryland's influx of tax,tag and title fees.

Being able to host an RV Show in Ocean City, MD will eventually encourage those visiting the show to return to Worcester County. Ultimately it will increase the establishment of businesses servicing the RV industry and more employment.

I strongly and respectfully request that this committee provide Senate Bill 642 with a favorable report.

Sincerely,

Bob Rothermel
CEO T.E.A.M. Productions
3 Dorchester Street
Ocean City MD, 21842

OCTourism-JEvans.pdfUploaded by: Jennifer Evans Position: FAV



March 1, 2023

Judicial Proceedings Committee
The Honorable Senator William C. Smith, Jr.
2 East
Miller Senate Office Building
Annapolis, Maryland 21401

RE: SB 642 Vehicle Laws - Annual Vehicle Shows - Motor and Trailer Homes

Dear Chairman Smith and Members of the Judicial Proceedings 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.

MAYOR

RICHARD W. MEEHAN

CITY COUNCIL

MATTHEW M. JAMES President

ANTHONY J. DELUCA Secretary

PETER S. BUAS JOHN F. GEHRIG, JR. J. FRANKLIN KNIGHT CAROL L. PROCTOR WILLIAM C. SAVAGE III

CITY MANAGER
TERENCE J. MCGEAN, PE

CITY CLERK DIANA L. CHAVIS, CMC

Page 2

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 Senate Bill 642 with a favorable report.

Jennifer Sabini Evans Social Media & Digital Manager Ocean City Tourism

SB 642 Vehicle Laws - Annual Vehicle Shows - Motor

Uploaded by: Melanie Pursel



Office of Tourism & Economic Development 107 West Green Street, Snow Hill, MD 21863 (410) 632-3112 · www.MarylandsCoast.org

March 1, 2023

Judicial Proceedings Committee
The Honorable Senator William C. Smith, Jr.
2 East
Miller Senate Office Building
Annapolis, Maryland 21401

Re: SB 642 Vehicle Laws - Annual Vehicle Shows - Motor and Trailer Homes

Dear Chair Smith, Vice Chair Waldstreicher and Members of the Senate Judicial Proceedings Committee,

My name is Melanie Pursel, Director of Tourism and Economic Development for Worcester County, which of course includes Ocean City. I am here today respectfully asking for your support of SB 642 Vehicle Laws - Annual Vehicle Shows - Motor and Trailer Homes.

Worcester County is home to about 54,000 residents; however, we host nearly 8 million guests per year. Travel and tourism is a critical driver of economic growth and employment in Worcester County.

Over the past 3 years, we have seen a tremendous shift in travelers' choices, interests and values when it comes to making a vacation decision. Outdoor recreation, adventure and unique and authentic experiences have become a priority for couples, families and even business travel. We are truly blessed to have so many of these assets in our region and as a result, we have recovered quickly from the economic downturn that the pandemic caused. Tourism in our state has seen more than 90 % of pre-pandemic figures (tourism tax codes). In order to continue on this path to a healthy economy, including job growth, it is critical that we enthusiastically attract visitors and offer what they are seeking.

In that arena of outdoor recreation, RV and Van Life Travel have become even more attractive and popular. 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.

With an array of camping experiences in Maryland, from the mountains to the beaches, we want to be able to cater to these travelers.



Office of Tourism & Economic Development 107 West Green Street, Snow Hill, MD 21863 (410) 632-3112 · www.MarylandsCoast.org

Worcester County alone has over 20 + Campgrounds within a 60-mile radius. As a result, Ocean City has planned a RV show in the newly expanded Convention Center. However, the success of the show may be diminished due to lack of participation from dealers outside of Maryland.

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 participate in this type of show, which limits the variety of what we can provide for those seeking these experiences. As amended, this bill would address the number of shows allowed for vendors as well as only allowing out of state dealers to display products- no deposits or point of sale would be allowed.

We feel that this would be a reasonable local bill that would bring additional visitation, room nights, tax revenue back to the state and more.

As a result, I respectfully ask for a favorable report for SB 642. Thank you.

Sincerely, Melanie Pursel, Director

SenateBill642-OCRVShow-RichHutchins.pdf Uploaded by: Rich Hutchins







March 1, 2023

Judicial Proceedings Committee
The Honorable Senator William C. Smith, Jr.
2 East
Miller Senate Office Building
Annapolis, Maryland 21401

RE: SB 642 Vehicle Laws - Annual Vehicle Shows - Motor and Trailer Homes

Dear Chairman Smith and Members of the Judicial Proceedings Committee,

The internet has created a new normal for the way consumers search for RV and automobiles. We are now only a click away from purchasing an automobile on google. Though many sales are still made in the traditional fashion, the influence of the internet has led many consumers to not only shop online but also do their research prior to making a purchase. This can result in not only a faster transaction but also a more educated consumer.

RV shows are the best place to allow consumers to physically look at lots of options in one location. However, Maryland does not have all manufacturers accounted for in their dealerships to be able to display at the show. Airstream, Scamp, Oliver, ATC, Road Trek, are a few of the 45 different manufactures not represented in the state of Maryland.

As the RV/Van Life movement continues to expand, we want to feature Worcester County as a must-visit destination for those seeking to explore life in an RV or Van. Amending this law would allow our region to be able to showcase the vast amount of RVs available to live on the road. Currently, the closest RV dealerships are located in DE. Six of the top ten closest dealerships are less than 45 miles from Ocean City, MD. The closest and only Eastern Shore MD Licensed Dealership is BOE RV, and they are 74 miles away. The remaining MD dealers are 90-140 miles away from Ocean City, MD.

Anyone who wants to purchase an RV from a dealer at our show will not be leaving with an RV. The final paperwork will take place at the dealership to insure laws are followed. And similar to those purchasing a vehicle out of state, that dealer (whether in or out of state) will process all of the MD taxes, titles and tags necessary for the state of Maryland. Maryland will not lose out on state taxes.

Our goal is to bring more diversity to the state and showcase what our options as an RV/Van Life destination are, putting Maryland on the map for more ways to enjoy living on the road and off the grid, which will bring repeat visits to Maryland for vacation, more service and warranty work, new dealerships and expanding product lines, in turn creating more opportunities for repair facilities, part shops, and technicians in Worcester County and Maryland.

I strongly and respectfully request that this committee provide Senate Bill 642 with a favorable report.

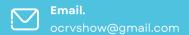
Sincerely,

Show Promoter for OCRV Show

Rich Hutchins

Beach Chicken Productions LLC







SB 642 Vehicle Laws - Annual Vehicle Shows - Motor

Uploaded by: Richard Meehan



OCEAN CITY

The White Marlin Capital of the World

February 28, 2023

Judicial Proceedings Committee
The Honorable Senator William C. Smith, Jr.
2 East
Miller Senate Office Building
Annapolis, Maryland 21401

Re: SB 642 Vehicle Laws - Annual Vehicle Shows - Motor and Trailer Homes

Dear Chairman Smith and Members of the Judicial Proceedings 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.

MAYOR RICHARD W. MEEHAN

CITY COUNCIL

MATTHEW M. JAMES President

ANTHONY J. DELUCA Secretary

PETER S. BUAS JOHN F. GEHRIG, JR. J. FRANKLIN KNIGHT CAROL L. PROCTOR WILLIAM C. SAVAGE III

CITY MANAGER
TERENCE J. MCGEAN, PE

CITY CLERK DIANA L. CHAVIS, CMC

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 Senate Bill 642.

Richard W. Meehan

Mayor

Sincerely,

Amendment #1.pdf
Uploaded by: Senator Mary Beth Carozza
Position: FAV



SB0642/183420/1

AMENDMENTS
PREPARED
BY THE
DEPT. OF LEGISLATIVE
SERVICES

16 FEB 23 16:42:11

BY: Senator Carozza
(To be offered in the Judicial Proceedings Committee)

AMENDMENTS TO SENATE BILL 642

(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".

Senate Delegation Support - Committee Requirement.Uploaded by: Senator Mary Beth Carozza

Mary Beth Carozza

Legislative District 38

Somerset, Wicomico,
and Worcester Counties

Education, Energy, and the Environment Committee

Executive Nominations Committee



THE SENATE OF MARYLAND Annapolis, Maryland 21401

11 Bladen Street, Room 316 Annapolis, Maryland 21401 410-841-3645 · 301-858-3645 800-492-7122 *Ext.* 3645 *Fax* 410-841-3006 · 301-858-3006 MaryBeth.Carozza@senate.state.md.us

Annapolis Office
James Senate Office Building

March 1, 2023

The Honorable Will Smith Senate Judicial Proceedings Committee 2 East Miller Senate Office Building Annapolis, Maryland 21401

Dear Chairman Smith,

The Worcester County Delegation supports Senate Bill 642 – Worcester County – Motor Home and Recreational Trailer Shows – Out-of-State Dealers. I thank you for your committee's consideration of this bill and request a favorable report.

In Service,

MARY BETH CAROZZA

May Set Carossa

State Senator – District 38

Somerset, Worcester, and Wicomico

MD RV DEALERS_MVA.pdf Uploaded by: James Doyle Position: UNF



Wes Moore Governor Aruna Miller Lieutenant Governor Paul J. Wiedefeld Acting Secretary

February 16, 2023

The Honorable Kumar P. Barve Chair, House Environment and Transportation Committee Room 251, House Office Building Annapolis MD 21401 CROSS FILE SB 642

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.

nd ild

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

MD RV Dealers-SB 642-2023.pdf Uploaded by: James Doyle Position: UNF

SB 642 (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. 1. 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. 2. It is non-reciprocal; MD dealers would be required to obtain licenses in the other states. And 3. **As pointed out by MD MDOT and MVA, it would eliminate the numerous consumer protection provisions relating to the sales of these vehicles by out of state dealers.**

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 pay 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.

HB 545 discriminates against MD based businesses. While MD RV Dealers are fully licensed by MVA, this bill will allow out-of-state dealers, unlicensed by MD MVA, 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 licensed, MD businesses.

II. AND IF THAT IS NOT BAD ENOUGH, ALL MD RV DEALERS WOULD STILL BE REQUIRED TO OBTAIN LICENSING FROM SURROUNDING STATES IF A MD DEALER WISHED TO SHOW AND SELL VEHICLES IN THAT OTHER STATE.

This bill is a one-way street. It permits out-of-state dealers, unlicensed in MD, to come into MD and sell vehicles in MD. Yet, MD dealers would still be required to be licensed by other states if the MD dealer wished to sell in those other states, (Delaware, for example). This bill is grossly unfair to Maryland businesses, and frankly, it is impossible for MD dealers to understand why such a one-sided and unfair arrangement would be promoted to the detriment of licensed MD Dealers.

III. FINALLY, CONSIDER THE STARK WARNING OF MD MVA AND MDOT THAT SB 642 (HB 545 Cross-file) WILL ELIMINATE THE CONSUMER PROTECTION REQUIREMENTS OF MD LAW REGARDING THE SALES OF THESE VEHICLES.

As MDOT and MVA has stated so clearly in its informational letter on the cross-file of this bill:

The MDOT Motor Vehicle Administration (MVA) overseas 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. MDOT letter, 2/16/2023

MD legal requirements that apply to MD licensed dealers and salesmen are extensive. SB 642 will essentially eliminate these requirements for out of state dealers, because there will be no enforcement of MD's legal requirements for the sales of these vehicles. The MDOT/MVA letter says it all: with no licensing by MD MVA of out of state dealers, MVA will have no way of enforcing the legal rules that apply to the sales of vehicles, or to audit sales, or to ensure that sales taxes are remitted to the state. MD MVA intends to send the same warning letter to this Committee.

The MD RV Dealers Association urges an Unfavorable report.

Contact: James J. Doyle

Jimdoyle3@comcast.net

443-676-2940

SB 642 - MADA Testimony - Unfavorable.pdf Uploaded by: Travis Martz

Position: UNF



DATE: March 2, 2023

TO: Senate Judicial Proceedings Committee

FROM: Travis Martz (General Counsel)

RE: SB 642 (Senator Carozza)

POSITION: OPPOSE

The Maryland Automobile Dealers Association (MADA) represents over 300 franchised new car and truck dealers, and their 24,000 employees. We oppose SB 642.

The Maryland Motor Vehicle Administration ("MVA") regulates a comprehensive vehicle sales licensing program to ensure consumer protection is maintained. Any individual involved in the inducement of vehicle buying and/or selling on three vehicles a year must obtain a salesman's license. A license can only be obtained through employment by a licensed motor vehicle dealer. This double licensure obtains background checks on all individuals involved in commercial vehicle sales for consumer protection purposes.

SB 642 will allow out of state dealers to send salesman into Maryland to engage in the selling process. Since Maryland does not regulate these out of state dealers, we do not control what, if any, standards are used to properly license sales persons. This is a significant consumer protection issue that will leave the MVA in a position it is unable to enforce.

Further, Maryland dealers are not afforded the reciprocal benefit of participating in shows in neighboring states as unlicensed sales persons. SB 642 is a unilateral measure that lacks consumer protection provisions necessary when purchasing a vehicle the size of a motorhome.

MADA respectfully asks the Senate Judicial Proceedings Committee to give SB 642 an unfavorable report.

SB0642 -MVA - Motor and Trailer Homes - LOI_FINAL.

Uploaded by: Patricia Westervelt

Position: INFO



Wes Moore Governor Aruna Miller Lieutenant Governor Paul J. Wiedefeld Acting Secretary

March 2, 2023

The Honorable William C. Smith, Jr. Chair, Senate Judicial Proceedings Committee 2 East, Miller Senate Office Building Annapolis, MD 21401

RE: Letter of Information – Senate Bill 642 – Vehicle Laws - Annual Vehicle Shows - Motor and Trailer Homes

Dear Chair Smith and Committee Members:

The Maryland Department of Transportation (MDOT) takes no position on Senate Bill 642 but offers the following information for the Committee's consideration.

Senate Bill 642 would remove certain restrictions and requirements around dealers and licensed salesmen at vehicle shows featuring motor homes and trailers and 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 initiated at those shows as a result. The transaction would be completed in the state in which the dealership is located and are subject to those jurisdiction's laws. This is the case when Marylanders purchase vehicles in other states as well, such as a passenger sedan bought at a dealership in South Carolina.

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. This will instead fall on the purchaser.

The Maryland Department of Transportation respectfully requests that the Committee consider this information when deliberating Senate Bill 642.

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