



OC RV & Van Lifestyle Show
PO Box 1656 Berlin, MD 21811
410-808-6486
www.ocrvshow.com

Delegate Marc Korman
Room 251
House Office Building
Annapolis, Maryland 21401

RE: SUPPORT - SB60/HB56 Worcester County - Motor Home and Recreational Trailer Shows - Out-of-State Dealers

Dear Delegate Korman and Members of the Environment and Transportation Committee,

I am advocating for House Bill 56, which seeks to enable out-of-state recreational vehicle (RV) dealers to participate in shows within Worcester County, Maryland. This initiative is aimed at adapting to the modern consumer shopping trends shaped by the internet. Today's consumers often arrive at dealerships with a specific brand or model in mind, having conducted extensive online research. RV shows play a crucial role in their decision-making process, allowing them to validate this research, directly compare models, and explore new options.

RVs, akin to luxury items, attract consumers with disposable income, much like boat enthusiasts. Maryland already permits out-of-state boat dealers to engage in sales at state shows, benefiting from licensing and tax revenues without harming local businesses. The proposed bill intends to offer a similar platform to RV dealers, with restrictions in place to safeguard Maryland's interests. Out-of-state RV dealers would be permitted to display their products at Maryland shows, with sales activities conducted back in their home states, ensuring compliance with Maryland's tax, title, and licensing regulations.

By inviting a wider range of dealers to showcase their RVs, we aim to create a more inclusive and competitive environment. This helps consumers make informed decisions by offering a one-stop comparison of various models and brands while also providing new opportunities for Maryland dealers to connect with potential buyers. This amendment also responds to the needs of Maryland consumers, particularly those on the Eastern Shore, who currently face limited options due to geographical and online search constraints.

The closest in-state dealer is 90 miles away from Ocean City, MD and most RV website's max search ranges are 100 miles. The eight other in-state dealers do not populate in the search results as they are more than 100 miles away and therefore, not "available" to many Eastern Shore consumers. By comparison, there are 7 RV Dealerships from Delaware and Virginia's Eastern Shore at are within 70 miles of Ocean City, MD and they also sell brands that Maryland RV dealers do not.



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The success of the inaugural OC RV Show, attracting over 7,500 visitors from seven states (MD, DE, VA, NJ, PA, OH, WV), highlights the potential of this event to significantly boost Maryland's economy. By expanding the variety of RVs displayed, we anticipate even greater attendance, benefiting Maryland RV dealers and the state's overall economy.

This amendment represents a proactive approach to the evolving consumer landscape, enhancing the RV show experience and fostering a more dynamic marketplace for the benefit of Maryland's economy and its residents.

I strongly and respectfully request that this committee provide SB60/HB56 with a favorable report.

Jennifer Evans

Jennifer Evans
OC RV Show
Social Media Manager