



OC RV & Van Lifestyle Show
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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,

The internet has changed how people shop for RVs, making it possible to buy one with just a click. While traditional sales are still common, many buyers now research and shop online before buying. This leads to quicker sales and better-informed consumers.

RV shows offer an ideal setting for consumers to physically explore a variety of RV options in one convenient location. However, Maryland's current dealership offerings do not fully represent all manufacturers, leaving out brands such as Airstream, Scamp, Oliver, ATC, RoadTrek and 45 other manufacturers not present in the state.

As the popularity of RV and van life continues to grow, our goal is for Worcester County to become a key destination for RV and van enthusiasts. To achieve this, amending the current law would enable Worcester County to showcase a broader spectrum of RVs available for purchase.

At present, there are no RV dealerships within Worcester County, with the nearest Maryland dealership located 90 miles away. Interestingly, 6 of the closest 10 dealerships are within 45 miles of Ocean City, MD but are located outside of Maryland. The other 8 dealerships in Maryland are 110-140 miles away. This shows that Worcester County has a big opportunity to host an RV show that includes more options and fills a gap in the market.

Amending this law would let dealers from other states just show their RVs, with no sales happening at the show. All sales and paperwork would be done back at their dealerships to follow the law. Just like buying a car from another state, these dealers will handle all Maryland taxes, titles, and tags. So, Maryland won't miss out on any state taxes.

Our goal is to diversify the products at our show, attracting more tourists to Worcester County. This not only boosts tourism but also sets the stage for long-term benefits like new job opportunities. As we expand our product range, we foresee the establishment of more RV dealerships and repair facilities in the county, further enhancing local employment and economic growth.

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

Richard Hutchins Jr.
OC RV Show Promoter
Beach Chicken Productions LLC