

# Evans-Support.pdf

Uploaded by: Jennifer Evans

Position: FAV



OC RV & Van Lifestyle Show  
PO Box 1656 Berlin, MD 21811  
410-808-6486  
[www.ocrvshow.com](http://www.ocrvshow.com)

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

RE: SUPPORT - HB840/SB0976 Vehicle Laws - Annual Vehicle Shows - Motor and Trailer Homes

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

As the Social Media Manager for the Ocean City RV (OCRV) Show, I'm writing to address a current limitation that impacts Maryland's RV industry and the overall success of RV shows within our state, including the one I proudly promote in Ocean City.

Under the current Maryland laws, RV dealers are limited to participating in just two shows per year, unless they have more than one dealership location. This has become a challenge with the addition of our OCRV Show to the existing lineup of shows in Timonium. Most dealers, operating from a single location, find themselves in a difficult position, having to choose between these opportunities, which may limit their ability to reach new customers and grow their sales.

We aim to complement the existing shows, not compete with them. We believe in expanding opportunities for the RV community to come together, offering more chances for dealers to connect with customers. By updating the law to allow dealers to participate in more shows each year, we can create a more vibrant and inclusive environment for RV enthusiasts in Maryland, enriching the RV lifestyle for all involved.

This change would benefit not only the dealers by broadening their exposure and potential for sales but also the consumers by offering them a wider array of choices. Moreover, it would positively impact Maryland's economy through increased sales and tax revenue.

I strongly and respectfully request that this committee provide HB840/SB0976 with a favorable report.

*Jennifer Evans*

Jennifer Evans  
OC RV Show  
Social Media Manager

# Hutchins-Support.pdf

Uploaded by: Rich Hutchins

Position: FAV



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 - HB840/SB0976 Vehicle Laws - Annual Vehicle Shows - Motor and Trailer Homes

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

As the organizer of the Ocean City RV (OCRV) Show, I'm writing to address a current limitation that impacts Maryland's RV industry and the overall success of RV shows within our state, including the one we proudly host in Ocean City.

Maryland's existing regulations restrict RV dealers to participating in only two shows per year unless they operate multiple dealership locations. This rule poses a significant challenge, especially with the introduction of the OCRV Show alongside the two existing shows in Timonium. The majority of dealers, having just one location, are forced to choose, missing out on the opportunity to engage with a broader audience and potentially increase their sales.

The OCRV Show has been designed to complement, not compete with, the established Timonium shows. Our goal is to expand the RV community's reach, offering dealers and consumers more opportunities to connect. By amending the current rule to allow dealers to participate in more than two shows annually, we can foster a more vibrant, inclusive, and economically beneficial RV market in Maryland.

This change would not only benefit dealers by increasing their exposure and sales opportunities but also enhance the consumer experience by providing more options and access to the RV lifestyle. Furthermore, it would contribute positively to Maryland's economy by driving up sales, generating additional tax revenue, and creating a more dynamic market.

We kindly request your support in revising this regulation to allow for greater dealer participation in RV shows across Maryland. Such an amendment would be a significant step forward for the RV industry and the many Maryland residents who enjoy the freedom and joy that RVing offers.

I strongly and respectfully request that this committee provide HB840/SB0976 with a favorable report.

*Rich Hutchins Jr.*

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

**Verbal HB840Support.pdf**

Uploaded by: Ruth Toomey

Position: FAV



February 23, 2024

The Honorable Marc Korman Chair  
House Environment & Transportation Committee

Re: HB-840

Position: Support

Chair Marc Korman and Committee Members:

On behalf of the Maryland Tourism Coalition (MTC) and our members, I am writing to express our **SUPPORT** for Vehicle Laws – Annual Vehicle Shows – Motor and Trailer Homes, HB840. The Maryland Tourism Coalition is a 5016C, representing all sectors of the Tourism industry across the state including the Maryland Association of Campgrounds, the Town of Ocean City, Worcester County Tourism and many other small businesses that would benefit from the passing of this bill that lie within the town of Ocean City.

Allowing MD dealers to participate in more than 2 annual RV shows will bring more dealers, customers, and visitors to the OCRV Show. Doing this will generate additional revenue for the OC Convention Center and the State of MD, increase tourism to Ocean City, and generate more business for restaurants, room rentals, and more. Enhancing the OCRV show will be beneficial to tourism and economic development in Ocean City and throughout Maryland. Outdoor recreation in the state of Maryland generates \$8.3 billion. RVing is listed in the top five (5) industries 2<sup>nd</sup> to boating/fishing and followed by hunting/shooting/trapping, motorcycling/ATVing and equestrian.

RVs cater to the recreational consumer with disposable income and are often considered luxury purchases. As a point of comparison, boats also cater to the recreational consumer with disposable income and are often considered luxury purchases. In Maryland, boat dealers already have the opportunity to display in multiple shows around the state. Boats are licensed by DNR and RVs are licensed by MVA, but the intent of the consumer purchasing either product is the same. Currently Maryland only holds 3 show RV shows. Two in Timonium, one in the Spring and one in the Fall. And the OCRV show that occurs in the Fall. A time when the visitor numbers and hotel rooms are down in Ocean City.

The closest in-state dealer is 74 miles away from Ocean City and therefore, many out-of-state dealers from Delaware and Virginia are physically closer and more accessible. There are also makes and models of RV's that are not represented by Maryland dealers including Air Stream, Scamp, Oliver, and the Aluminum Trailer Company, to name a few.

These changes are intended to capitalize on Ocean City's reputation as a tourist destination in order to increase sale opportunities for the nine RV dealerships in Maryland, eight of which are on the other side of the Chesapeake Bay Bridge and much farther away from the Eastern Shore market than many out-of-state dealers.

Tourism is a very important part of Maryland's economy. In fact, it is the 10<sup>th</sup> largest private sector employer, creating 187,296. Tourism generates \$2.3 billion in state and local taxes saving Maryland households nearly \$1,000 annually in state taxes. For every \$1 spent on marketing tourism by the Maryland Office of Tourism, \$31 comes back to the Maryland economy. According to RVPark.com, Maryland is home to 89 RV Parks. These parks attract visitors that are both Maryland residents and out of state residents, who are spending money and making an economic impact, statewide.

When we invest in tourism, we all win. We urge you to approve this bill. Please feel free to reach out to me directly with any questions.

Respectfully Submitted,

*Ruth Toomey*

Ruth Toomey, Executive Director  
Maryland Tourism Coalition

[ruth@mdtourism.org](mailto:ruth@mdtourism.org)

Cell: 336-254-2648