

HB0056_OCChamber_Thompson_FAV.pdf

Uploaded by: DENNIS RASMUSSEN

Position: FAV



Ocean City, Maryland Chamber of Commerce

410-213-0144 | info@oceancity.org
oceancity.org | 12320 Ocean Gateway, Ocean City, MD 21842

TESTIMONY OFFERED ON BEHALF OF THE GREATER OCEAN CITY MARYLAND CHAMBER OF COMMERCE

IN SUPPORT OF:

HB0056 – Worcester County - Motor Home and Recreational Trailer Shows - Out-of-State Dealers

Before:

Environment and Transportation Committee

Hearing: 2/29/2024 at 1:00 PM

The Greater Ocean City Chamber of Commerce, representing more than 700 regional businesses and job creators, **SUPPORTS House Bill HB0056 – Worcester County - Motor Home and Recreational Trailer Shows - Out-of-State Dealers**. This legislation would authorize out-of-state motor home or recreational trailer dealers to display motor homes and recreational vehicles at vehicle shows in Worcester County.

Shows like these bring visitors to our region and contribute to Maryland's economy with consumer spending (overnight stays, meals, retail, and other shopping) – the higher quality and quantity the vendors, the more visitors these shows will attract. Under current law, we are limited to use only in-state motor home or recreational trailer dealers, and given our proximity to both Delaware and Virginia, Ocean City would be an attractive location to nearby vendors to enhance these shows.

The Greater Ocean City Chamber respectfully requests a **FAVORABLE REPORT for HB0056**. Please feel free to contact the Chamber directly at 410-213-0144 should you have any questions.

Respectfully submitted,

Amy Thompson
Executive Director
amy@oceancity.org

Joe Schanno
Legislative Committee Chair
joe.schanno@gmail.com

01-16-24 Support to include Surrounding Area RV an

Uploaded by: Diana Purnell

Position: FAV

January 22, 2024

Delegate Marc Korman
Environment and Transportation Chair
House Office Building, Room 251
Annapolis, Maryland 21401

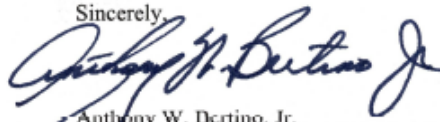
RE: Support – SB60/HB56 Worcester County - Motor Home and Recreational Trailer Shows - Out-of-State Dealers

Dear Environment and Transportation Chair Mark Korman and members,

On behalf of the Worcester County Commissioners, I would like to express our full support for state legislation that would allow out-of-state RV dealers to participate in RV shows that take place in Worcester County. This move would enhance the annual Ocean City RV Show that takes place each fall at the Roland E. Powell Convention Center in Ocean City and increase area tourism by attracting greater dealer participation and providing shoppers with access to a far greater selection of adventure travel vehicles and merchandise geared toward outdoor lifestyles.

We thank you in advance for your support of this much-needed legislation.

Sincerely,



Anthony W. Dertino, Jr.
President

cc: Senator Mary Beth Carozza
Delegate Wayne Hartman
Delegate Charles Otto

Support for RV Bill - Evans.pdf

Uploaded by: Jennifer Evans

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 - 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.



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

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

HB56 Testimony_MTC.pdf

Uploaded by: Matt Libber

Position: FAV



February 27, 2024

Maryland House of Delegates
Delegate Korman, Chair
Environment and Transportation Committee
121 House Office Building
6 Bladen Street
Annapolis, MD 21401

RE: Support of HB 56 - Worcester County - Motor Home and Recreational Trailer Shows - Out-of-State Dealers

Chairperson Korman and Members of the Committee,

My name is Matt Libber, and I am the Legislative Committee Chair for the Maryland Tourism Coalition (MTC). I am writing to you today to express MTC's support for House Bill 56. The Maryland Tourism Coalition is a trade organization with members representing all areas of tourism in the State of Maryland. Our mission is to support businesses and organizations that cater to the tourism industry through education, networking, and advocacy. As such, MTC asks the committee to vote in favor of this bill.

Worcester County host nearly 8 million guests per year. Travel and tourism are a critical driver of economic growth and employment in Worcester County. Over the past few 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.



**MARYLAND
TOURISM
COALITION**

Worcester County alone has over 20 + Campgrounds within a 60-mile radius. As a result, Ocean City is again planning to host an RV show in the 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 display their product at the Convention Center, which limits the variety of what we can provide for those seeking these experiences. Many dealers are located in Delaware and Virginia, followed by Maryland's 8 RV dealers on the other side of the Chesapeake Bay Bridge. The closest Maryland RV dealer to Ocean City is 106 miles away. In addition, there are also many popular RV brands not sold in Maryland, limiting the choices we can offer – like Airstream, located in VA and NJ.

For these reasons, the Maryland Tourism Coalition asks this committee to provide a favorable report of this legislation and forwarded it a full vote within the House of Delegates.

Respectfully submitted,

Matt Libber
Legislative Chair
Maryland Tourism Coalition
mllibber@mdsoccerplex.org
301-528-1480

Support for RV Bill - Hutchins.pdf

Uploaded by: Rich Hutchins

Position: FAV



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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

HB56 Support Letter.pdf

Uploaded by: Ruth Toomey

Position: FAV



February 29, 2024

The Honorable Marc Korman Chair
House Environment & Transportation Committee

Re: HB-56

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 Worcester County – Motor Home and Recreational Trailer Shows – Out-of-State Dealers bill, HB56. The Maryland Tourism Coalition is a 5016C, representing all sectors of the Tourism industry across the state.

This local, enabling courtesy legislation, would allow out-of-state RV dealers to participate in vehicle shows for motor homes or recreational trailers that take place in Ocean City. The bill does not allow deposits or point of sales from out-of-state dealers but does allow them to display their products. The intent of this bill is to increase economic tourism to Ocean City. Outdoor recreation in the state of Maryland generates \$8.3 billion. RVing is listed in the top five (5) industries 2nd 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, out-of-state boat dealers already have the opportunity to display, take deposits, and complete points of sale at boat shows within the State. These out-of-state dealers pay Maryland Licenses and Taxes on the registration of the boat for the Maryland resident, so tax dollars are not lost. Boats are licensed by DNR and RVs are licensed by MVA, but the intent of the consumer purchasing either product is the same.

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 10th 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

Cell: 336-254-2648