

**SB 60 Testimony - House - Carozza\_FINAL.pdf**

Uploaded by: Senator Mary Beth Carozza

Position: FAV

MARY BETH CAROZZA  
Legislative District 38  
Somerset, Wicomico,  
and Worcester Counties

Education, Energy, and  
the Environment Committee

Executive Nominations Committee



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THE SENATE OF MARYLAND  
ANNAPOLIS, MARYLAND 21401

March 27, 2024

The House Environment and Transportation Committee

SB 60 – Worcester County – Motor Home and Recreational Trailer Shows – Out-of-State  
Dealers

Statement of Support by Bill Sponsor Senator Mary Beth Carozza

Thank you, Chair Korman, Vice Chair Boyce, and members of the distinguished House Environment and Transportation Committee for allowing me to present Senate Bill 60 – Worcester County – Motor Home and Recreational Trailer Shows – Out-of-State Dealers, which unanimously passed the Senate on February 14.

This local bill would allow out-of-state recreational vehicle dealers to participate in vehicle shows for motor homes or recreational trailers that take place within Worcester County. The bill would not allow deposits or point of sales from out-of-state dealers but does allow them to display their products at these Maryland shows. Our intent is to increase economic tourism to Maryland's Coast through the growing consumer demand for recreational vehicles.

RVs cater to the recreational consumer with disposable income and are often considered luxury purchases, similar to how boats are sold to consumers. In Maryland, out-of-state boat dealers already have the opportunity to not only display but 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.

This bill is fully intended to prioritize the Maryland consumer. The closest in-state dealer is 90 miles away from Ocean City and most RV websites max search ranges are 100 miles. The eight other in-state dealers would 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 that are within 70 miles of Ocean City, and they also sell brands that Maryland RV dealers do not.

By allowing out-of-state RV dealers to participate in the OC RV Show, this would increase sales to in-state dealers. Maryland has one of the strongest consumer protection reciprocity laws in place, making it a valuable selling point to buy an RV from a Maryland Dealership. In addition to these strong reciprocity laws, all RV Dealerships must follow strict contracts from their manufacturers, which are the same across state lines. These contracts are extremely stringent to ensure their brand reputation and consumer satisfaction under the customer satisfaction index. Should this not be met, the manufacturer would revoke their contracts with that local dealership.

Ocean City is already a tourist destination and this legislation is fully intended to increase sale opportunities for the nine recreational vehicle dealerships within Maryland. The success of the inaugural OC RV Show, which was held October 12 through October 15 and attracted over 7,500 visitors from across Maryland, Delaware, Virginia, New Jersey, Pennsylvania, and Ohio, underscores the value this event brings to Maryland's Coast and the entire State of Maryland.

By allowing more available, diverse options with out-of-state dealers being able to display their products at vehicle shows for motor homes or recreational trailers, while at the same time continuing to allow Maryland RV dealers to display, take deposits, and complete points of sale, these RV Shows in Worcester County would increase attendance and sales for Maryland RV dealers.

I truly appreciate your kind attention and consideration, and I respectfully ask for a swift and favorable report on SB 60.

**Bill 6056.pdf**

Uploaded by: Jennifer Bradley

Position: UNF

Jennifer Bradley

9830 Reisterstown RD

Apt 176

Owings Mills, MD 21117

To Whom it May Concern,

I am opposing Bill SB60/HB56, authorizing out-of-state motor home or recreational trailer dealers that are licensed by the licensing authority of another state to display motor homes and recreational vehicles at vehicle shows in Worcester County. I think it is a terrible decision.

It takes away jobs for people, fun and excitement for buyers and the joy of getting out and seeing what's new!

Thank you,

*Jennifer Bradley*

# **SB60\_Shanholtzer\_UNF**

Uploaded by: kelly shanholtzer

Position: UNF

To the house of delegates

KELLY SHANHOLTZER president of Beckley's camping center is opposing house bill 56. This law change makes no sense to the dealerships in Maryland allowing out of state dealerships to show rv's in ocean city this is just the start this opens the door for dealerships from all states to setup a show anywhere in Worchester County robbing business from Maryland dealerships that advertise and invest millions of dollars in their dealership locations. We provide a service to our customers through parts and warranty and any aftermarket accessories. These out-of-state dealers will leave the consumers high and dry with their servicing and their warranty needs, unlike cars your service on rv's is less costly to the consumer at their purchasing dealer. The verbiage the dealer may not execute a buyer's order or accept a deposit is total baloney who's going to police this mva for an hour or two of the entire show weekend dealers don't care they will pay the thousand dollar fine if they get caught. What about the brands the Maryland dealers have agreements with for the entire state of Maryland who's going to police this? The fact is Maryland dealers can't show product in any other states either so why allow this.

# **SB60.pdf**

Uploaded by: Rob Lentz

Position: UNF





Senator Mary Beth Carozza District 38  
James Senate Office Building Room 316  
Annapolis, MD 21401

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

Dear Senator Carozza and Members of the Judicial Proceedings Committee,

I would like to voice my concern for legislation that is coming under review (SB60/HB56). I feel very strongly that it would be detrimental to business owners and employees within the state of Maryland, who ardently support Maryland causes and contribute to the betterment of the state through various means and endeavors. In addition to the potential exposure to harm to Maryland consumers via unlicensed or unregulated entities operating out-of-state. As some entities do not ascribe to the same standards required within the scope of Maryland State regulations, business ethics notwithstanding.

Senator I humbly ask that this legislation be looked upon unfavorably, and request that it is opposed strongly.

Sincerely,

A handwritten signature in blue ink, appearing to read 'Rob Lentz', is written over a large, light blue circular scribble.

Rob Lentz  
Project Manager – Chesaco RV



Senator Mary Beth Carozza District 38  
James Senate Office Building Room 316  
Annapolis, MD 21401

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

Dear Senator Carozza and Members of the Judicial Proceedings Committee,

It is my wish to strongly oppose SB60/HB56 based on several factors. First and foremost, the detriment that will befall the Maryland Recreational Vehicles Dealers Association and the members within, and the State of Maryland. This legislation will have far reaching negative consequences for both parties, some even unquantifiable. There is no state that currently offers reciprocity in this fashion, in no way do I feel that we, the State of Maryland should set this ill-founded precedent for the benefit of so few, while harming itself and its' citizenry innumerable so.

I have compiled a list of items which would only scratch the surface on how we as employers, employees, business owners, and residents will be unfavorably affected. In addition to the protections for Maryland consumers and constituents.

- Lost Revenue and Business Opportunities for business owners and employees alike within the state.
- Out-of-State Dealers operating outside of the scope of Maryland State Licensing and Regulations.
- Employees of said Dealers operating without State required licensing and of unknown background.
- Consumers outside of the scope of Maryland Consumer Protection Laws and regulations.
- After-Sale service concerns negatively affecting Maryland consumers.
- Income tax revenue vanquished for businesses and individuals alike.

These are just a few ways this legislation would harm us within the state, and I have a legitimate concern that this precedent would open the floodgates and inflict further harm upon local dealers, and their employees. I implore you to look upon SB60/HB56 unfavorably, and strongly oppose this amendment.

Respectfully,

A handwritten signature in blue ink, appearing to read 'Steve Shapiro', written over a horizontal line.

Steve Shapiro  
President – Chesaco RV

**Letter to MD General Assembly REF SB0060.pdf**

Uploaded by: Scott Purcell

Position: UNF



25 March 2024

From: Economy RVS, LLC  
To: Maryland General Assembly Ref SB0060

Dear Members of the Judicial Proceedings Committee,

As the owner of a small RV dealership located in Southern Maryland, I would like to express my concerns towards allowing out of state dealers into Maryland RV shows. Allowing this to happen would hinder Maryland businesses and send business across state lines for other states to profit. It was stated that out of state dealers would be for display and showing of the RVS only, but no dealer is going to incur the costs of doing an RV show without sales in mind, thus taking away from dealerships in Maryland. My dealership years ago attempted to display RVS in a Virginia RV show and was removed from that show with the Virginia reasoning being "Virginia business needs to stay in Virginia!!". I believe Maryland should without a doubt follow suit. It's already tough enough being a small business owner in Maryland, and this bill would open doors for out of state businesses to steal deals that would have stayed in the state to begin with.

I, respectfully, am unfavorable to this proposal and believe Maryland RV shows should only host Maryland RV dealerships.

Sincerely,  
Scott Purcell  
Owner

A handwritten signature in black ink, appearing to be "SP" or similar initials, written in a cursive style.

# **SB\_60\_UNF\_LateTestimony\_SteveShapiro**

Uploaded by: Steve Shapiro

Position: UNF



Senator William C. Smith, Jr. /  
Senator Mary Beth Carrozza District 38 - et al  
Senate Office Building  
Annapolis, MD 21401

RE: Unfavorable/Oppose SB60/HB65 Worcester County – Motor Home and Recreational Trailer Shows –  
Out-of-State Dealer

My name is Steve Shapiro, and I am the owner of Chesaco RV. A family business based in Maryland for nearly 77 years, with nearly 100 employees. Similarly, the majority of Maryland RV Dealers are independent family-owned businesses, employing Maryland residents within the state for many years. On behalf of myself, and the other members of the MDRVDA, (Maryland RV Dealers Association), which has been in existence since 1965 to promote ethical, fair business practices and unity amongst MD RV dealers. Kelly Shanholzer, proprietor of Beckley's RV, is the current President of the association.

A major component to consider in this decision is fairness in business. We as Maryland dealers are in no way allowed to display or sell RV's in other states or attend show events. These show events are limited in nature, and crucial for the sustenance of our businesses and employees' livelihoods. If we permit dealers from other states to participate, the losses we will suffer would be substantial.

Impacting Maryland business owners and employees aside, this would also negatively impact Maryland consumers. The citizens and our mutual constituents will have to go out of state to sign paperwork, have warranty and repair work performed, and worst-so be outside of the protections offered by the MD Consumer Protection Act. Being at the mercy of entities sometimes hundreds of miles away from our state, without the same avenues of recourse and business ethics standards.

The final aspect I would present is licensure within the state. MD law and the Motor Vehicle Administration both regulate the sales of RV's. By sending MD residents to DE, PA, etc., to make purchases - not only does that send business directly out of MD and hurt Maryland dealers, but as above, dealers in other states will not be subject to MD's protective laws and regulations.

The reasons cited had prevented this legislation from moving forward last year, and still have the same negative impacts to both Maryland dealers and its' residents.

I humbly ask that this measure is looked upon unfavorably, and is again stopped from moving forward.

Respectfully,

A handwritten signature in blue ink, appearing to read 'Steve Shapiro', written in a cursive style.

Steve Shapiro

Contact Information

Steve Shapiro

Chesaco RV – Owner

410-908-3017

[sshapiro@chesacorv.com](mailto:sshapiro@chesacorv.com)

# **SB60.pdf**

Uploaded by: Tiffani Mercado

Position: UNF



Senator Mary Beth Carozza District 38  
James Senate Office Building Room 316  
Annapolis, Maryland 21401

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

Dear Senator Carozza and Members of the Judicial Proceedings Committee,

I strongly oppose SB60/HB56. I have been in the RV industry for more than 24 years and I can testify that the passing of the bill will cause irreversible damage to the local Maryland RV Dealers and to the Maryland RV Dealers Association.

If we allow other states to partake in the shows in Maryland this can cause harm to our employment and our job security. I strongly oppose this bill and implore you to look upon SB60/HB56 unfavorably and oppose this amendment.

Sincerely,

Tiffani Mercado  
410-913-0441

