

# **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

Senator William C. Smith, Jr.  
2 East  
Miller Senate Office Building  
Annapolis, Maryland 21401

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

Dear Chairman Smith and Members of the Judicial Proceedings Committee,

RV Shows serve as crucial drivers for local economies, enhancing community engagement and contributing significantly to state and local revenues. In recent years, the way RVs are marketed has evolved, with digital platforms playing a key role. However, the unique, hands-on experience offered at RV shows remains unmatched, providing consumers with the opportunity to explore a variety of RV models in one convenient location.

Ocean City, MD, renowned for its family-friendly atmosphere and scenic beauty, has proven to be an ideal host for such events, drawing thousands of attendees from across the East Coast. The success of Ocean City's first RV and Van Lifestyle Show, which attracted over 7,500 visitors (from MD, DE, VA, NJ, PA, OH), underscores the demand for these events and the potential for even greater diversity in exhibits. Feedback from attendees and exhibitors alike points to a desire for an expanded range of offerings, which is currently hindered by state regulations that restrict non-Maryland licensed dealers from participating.

Revising the current law to allow dealers from beyond the region to showcase their RVs, similar to the display-only model of auto shows, would significantly expand the range and allure of these events. This adaptation for Worcester County would respond to the surging interest in RV and van lifestyles, notably among families and the younger demographic. It would also enhance the local economy by drawing a larger number of visitors and potential buyers. Presently, Worcester County has no RV dealerships, with the nearest Maryland dealership, BOE RV in Kent Narrows, MD, more than 90 miles away, and the remaining Maryland RV Dealerships ranging from 110-150 miles from the Roland E. Powell Convention Center. Conversely, Ocean City, MD, is within a 70-mile radius of 7 RV dealerships situated on the Delmarva Peninsula.

At this time, Ocean City is the ONLY RV Show on the Delmarva Peninsula, so amending this legislation would position Ocean City, MD, to host a premier event for the entire Delmarva Region, thereby boosting tourism revenue for the state of Maryland. By passing this amendment, we could include the local Delmarva area dealerships, and brands currently not offered in Maryland (like Airstream), substantially diversifying and enhancing the product selection at the show, which in turn would enrich the consumer experience, boost tourism, and ultimately contribute to the economic vitality of Ocean City and the surrounding region.

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

Jennifer Sabini Evans  
OC RV Show Event Staff

# **SB060 Testimony\_MTC.pdf**

Uploaded by: Matt Libber

Position: FAV



**MARYLAND  
TOURISM  
COALITION**

January 30, 2024

Maryland Senate  
Senator William Smith, Chair  
Judicial Proceedings Committee  
Miller Senate Office Building  
Annapolis, Maryland 21401

RE: Support of SB 060 - Worcester County Motor Home and Recreational Trailer Shows Out of State Dealers

Chairperson Smith 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 Senate Bill 060. 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.

This bill will provide much needed diversity of options for residents of the eastern shore interested in purchasing a recreational vehicle (RV). Currently there are limited options on the lower shore for residents to purchase a RV and require them to drive longer distances to find a dealer. This bill will allow dealers, mainly from Delaware, to display their vehicles during the Motor Home and Recreational Trailer show in Ocean City. Increasing the number of Maryland residents that own motor homes and RVs would have a positive impact on the tourism industry. It would lead to an increase in the use of the campgrounds around the state and the tourism-related businesses that exist around those campgrounds, including restaurants, retail stores, and state parks.

For these reasons, the Maryland Tourism Coalition asks this committee to vote in favor of this legislation and forward it for a full vote within the Senate of Maryland.

Respectfully submitted,

Matt Libber  
Legislative Chair  
Maryland Tourism Coalition  
[mllibber@mdsoccerplex.org](mailto:mllibber@mdsoccerplex.org)  
301-528-1480

# **Support for RV Bill -Hutchins.pdf**

Uploaded by: Rich Hutchins

Position: FAV



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Senator William C. Smith, Jr.  
2 East  
Miller Senate Office Building  
Annapolis, Maryland 21401

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

Dear Chairman Smith and Members of the Judicial Proceedings 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, and Road Trek, among others 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 75 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 90-140 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

# **MD Tourism Investment FINAL.pdf**

Uploaded by: Ruth Toomey

Position: FAV

# Maryland's Tourism Industry

## A Sound Investment



**\$1 = \$31**  
 SPENT RETURNS

### Why Invest in Tourism?

Visitor spending funds government priorities and citizen services, including transportation, education, and public safety.

Our return on investment is strong. Every dollar spent on tourism marketing results in an increase in state and local tax revenue, jobs, and economic impact.

\$1 spent on tourism marketing = \$31 for state and local economies.

Source: Destination Analysts

### Economic Impact

The travel sector is an integral part of Maryland's economy. In 2022, Maryland attracted 43.5 million visitors who spent \$19.4 billion, supporting the following economies:

**24%**  
 FOOD & BEVERAGE



**13%**  
 RETAIL



**12%**  
 RECREATION



**19%**  
 LODGING



**30%**  
 TRANSPORTATION



Because of rounding, percentages do not equal 100%.

**\$19.4 Billion**  
**Visitor**  
**Spending**

*Could pay every Ravens and Orioles player 68 times!*

Reduces each Maryland household's state tax burden by \$1,000 annually.

**187,296**  
**Employed**

*Standing shoulder to shoulder, workers would span the OC boardwalk 14 times!*

Making the tourism industry Maryland's 10<sup>th</sup> largest private-sector employer.

**\$2.3 Billion**  
**in Taxes**

*Would cover the average salaries of 30,900 MD public school teachers!*

Generates income for both state and local taxes, that is used for education and public safety.

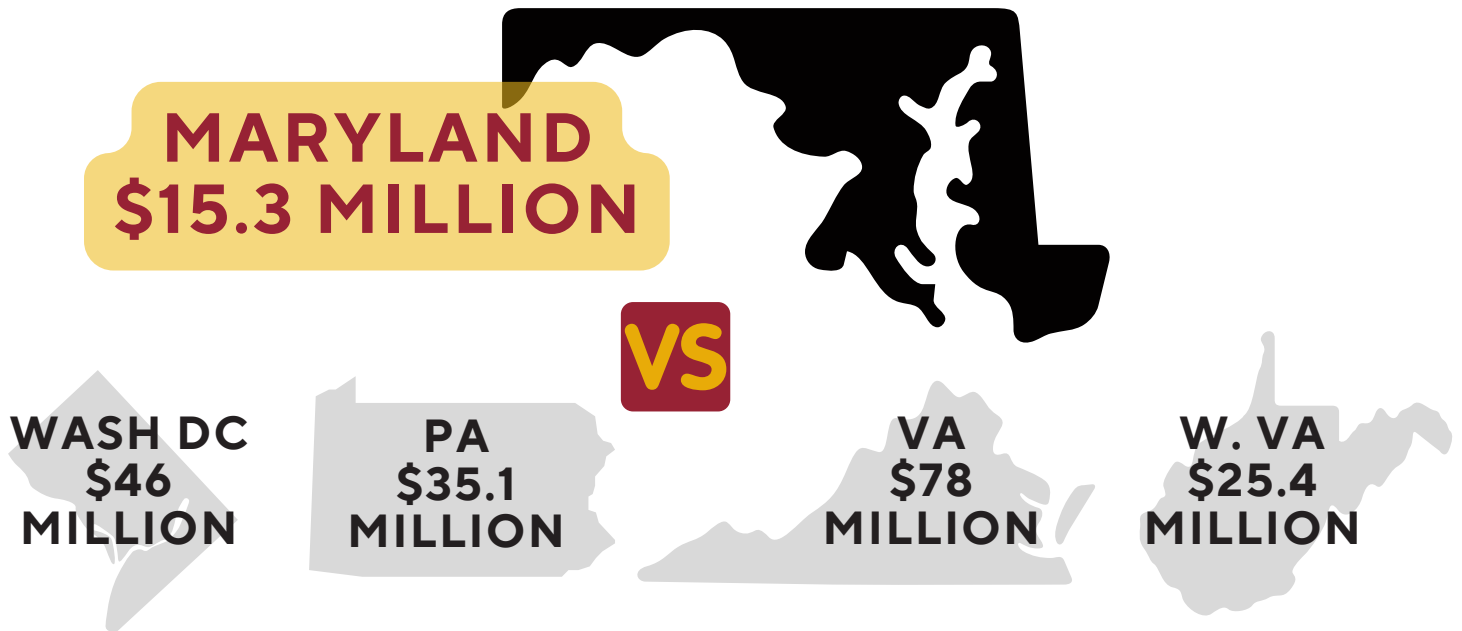
Source: Tourism Economics, Economic Impact of Tourism in Maryland – 2022



## Maryland Tourism Funding v. Competing States

The Maryland Office of Tourism Development (OTD) receives \$15.3 million through the Maryland budget.

\$12.5 million is disbursed to the Maryland Tourism Development Board (MTDB) for the purpose of tourism promotion. Of that \$12.5 million, \$2.5 million is distributed to the 25 State of Maryland-recognized Destination Marketing Organizations (DMOs) through a competitive grant formula.



Compared to neighboring states, Maryland spends less on marketing to attract visitors.

## Our Partners



### Maryland Office of Tourism Development (OTD)

OTD stimulates and drives Maryland's thriving tourism economy, with a primary goal of creating a great place for all Marylanders to live, work, and play.

### Maryland Tourism Development Board (MTDB)

With board members appointed by the governor and the legislature, MTDB guides activities to develop and market Maryland as a destination.



### Maryland Association of Destination Marketing Organizations (MDMO)

MDMO brings together Maryland's 25 officially recognized Destination Marketing Organizations (DMOs) to develop tourism in all Maryland localities and foster awareness of the industry. Each county has a designated DMO, as does Baltimore City and Ocean City.



### Maryland Tourism Coalition (MTC)

To elevate and improve the tourism industry statewide through advocacy, education, and connection.

# **SB60 Support Letter.pdf**

Uploaded by: Ruth Toomey

Position: FAV



January 31, 2024

The Honorable William C. Smith, Jr. Chair  
Senate Judicial Proceedings Committee

**Re: SB60**

Position: ***Support***

Chair Smith, Jr 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, SB60. 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 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, 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 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

**SB 60 Testimony - 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

January 31, 2024

The Senate Judicial Proceedings 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 Smith, Vice Chair Waldstreicher, and members of the distinguished Senate Judicial Proceedings Committee for allowing me to present Senate Bill 60 – Worcester County – Motor Home and Recreational Trailer Shows – Out-of-State Dealers.

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.

There was a previous issue that I want to clarify. During last year's hearing on SB 642, this Committee was told that Maryland law only allows RV dealers to participate in two annual vehicle shows per year, and allowing a third RV show to take place would negatively impact the existing marketplace. However, just as we exempted motorcycles from the 2 annual show cap in 2017, RV's are also already exempted under the law as seen in Transportation Article 15-304(c)(3)(i). I have submitted the Statute for reference along with my testimony.

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.

# **Transportation Article - Annual Shows.pdf**

Uploaded by: Senator Mary Beth Carozza

Position: FAV



Transportation Article §15-304 (c).

(c) Notwithstanding the provisions of this section:

(1) A new vehicle dealer, or a licensed vehicle salesman who is employed by the dealer, may participate in 2 annual vehicle shows for each dealer location.

(2) A display or exhibit of vehicles provided by a vehicle manufacturer is not a vehicle show under this section if buyers' orders are not executed and deposits are not accepted.

(3) (i) A new vehicle dealer franchised to sell Class M motor homes or Class G trailers, or a licensed salesman who is employed by the dealer, may participate in more than 2 annual vehicle shows, if the shows are limited to Class M motor homes or Class G trailers.

(ii) A new vehicle dealer franchised to sell motorcycles, or a licensed salesman who is employed by the dealer, may participate in more than 2 annual vehicle shows.

Class M motor homes is defined by Transportation Article §13-937 as:

(a) When registered with the Administration, every multipurpose passenger vehicle is a Class M (multipurpose) vehicle.

Class G trailers is defined by Transportation Article § 13-927 as:

(a) (1) When registered with the Administration, every trailer and semitrailer is a Class G (trailer) vehicle.

(2) A Class G (trailer) vehicle shall be classified as "freight" or "nonfreight."