



OC RV & Van Lifestyle Show
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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,

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