



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 - HB163/SB79 Motor Home and Recreational Vehicle Shows in Worcester County – Permit for Out-of-State Dealers

Dear Senator Smith and Members of the Judicial Proceedings Committee

I am writing to express strong support for SB79/HB163, which would allow out-of-state RV dealers to display—but not sell—their products at the Ocean City RV & Van Lifestyle Show in Worcester County. This amendment offers a tremendous opportunity to drive economic growth, expand tourism, and better showcase Maryland as a leading destination for outdoor recreation enthusiasts.

Ocean City is a nationally recognized tourist destination that attracts visitors from across the country. In just two years, the OC RV Show has drawn attendees from more than 15 states, including Maryland, Delaware, Pennsylvania, Virginia, and New Jersey, as well as visitors traveling from Florida, Texas, and Connecticut. By allowing out-of-state dealers to display a broader range of RV brands, we can significantly increase the event's appeal and drive even greater attendance—benefiting Maryland dealers through increased exposure and sales opportunities.

Currently, Maryland's RV dealership network does not fully represent the wide array of manufacturers on the market. Major brands such as Airstream, Scamp, Oliver, ATC, and RoadTrek are not available through Maryland dealers. While online research and virtual tours have become common tools for consumers, nothing compares to the experience of exploring an RV in person and engaging directly with manufacturer representatives. Expanding the product selection at the OC RV Show will give consumers a more comprehensive view of their options and empower them to make more confident purchasing decisions.

This diversity of products will not only attract more visitors but will also directly benefit Maryland dealers. More foot traffic at the event means greater visibility and more opportunities for Maryland dealers to connect with potential buyers—both in and out of state. In the first year of the show, 2 of the 6 Maryland RV dealerships participated. In our second year, that number grew to 3 of the 6 MD RV dealers, demonstrating increased interest and business potential. Allowing out-of-state dealers to display additional brands will further enhance the event's draw, leading to greater exposure and sales opportunities for Maryland-based dealerships. Many RV buyers choose to store their vehicles near their vacation destinations, and with over 18 campgrounds within a 60-mile radius of Ocean City, Maryland dealers are well-positioned to capitalize on this demand. This increased activity can lead to more sales and long-term customer relationships..

Worcester County currently lacks any RV dealerships, with the closest Maryland dealer located 90 miles away. Six of the ten nearest dealerships are located within 45 miles of Ocean City but are in neighboring states. This amendment helps address this market gap by allowing out-of-state dealers to display RVs, without conducting on-site sales, ensuring that all transactions comply with Maryland's tax, title, and registration requirements. As a result, Maryland will retain all state tax revenue while giving consumers access to a more diverse selection of RVs.

By enhancing the product variety at the OC RV Show, we create a more dynamic and attractive event that supports local businesses and strengthens Maryland's presence in the outdoor recreation industry. Over time,



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this increased interest can drive the development of new RV dealerships, repair shops, and related businesses in Worcester County, generating new jobs and stimulating local economic growth. The success of this show has the potential to position Maryland as a premier destination for RV enthusiasts and outdoor adventurers alike.

For these reasons, I respectfully urge the committee to issue a favorable report on SB79/HB163. This amendment will support Maryland dealers, drive tourism, and promote long-term economic growth in Worcester County and beyond.

I strongly and respectfully request that this committee provide SB79/HB163 with a favorable report.

Sincerely,

Jennifer Sabini Evans
OC RV Show Promoter
Beach Chicken Productions LLC