



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

Dear Delegate Korman and Members of the Environment and Transportation Committee,

I am writing to respectfully urge your support for SB79/HB163, a proposed amendment to permit 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 represents a significant opportunity to enhance local economic development, expand tourism, and better position Maryland as a leader in outdoor recreation.

Ocean City: A Premier Tourist Destination

Ocean City, Maryland, is one of the East Coast's most prominent vacation destinations, drawing visitors from across the country to enjoy its beaches, campgrounds, and family-friendly attractions. Since its inception only two years ago, the OC RV Show has attracted attendees from over 15 states, with the top five being Maryland, Delaware, Pennsylvania, Virginia, and New Jersey. Additionally, visitors have traveled from as far as Florida, Texas, and Connecticut, reflecting the show's growing national appeal. By allowing out-of-state RV dealers to participate, we can capitalize on Ocean City's tourism appeal to further boost visitor numbers and support local businesses.

Diversifying Product Offerings and Enhancing Consumer Experience

The current Maryland dealership landscape does not fully represent the breadth of RV manufacturers. Well-known brands such as Airstream, Scamp, Oliver, ATC, RoadTrek, and 45 others are not available through in-state dealers. Consumers increasingly rely on online research, 360-degree virtual tours, and YouTube videos to explore RV options, but nothing compares to the hands-on experience of stepping inside various models and speaking directly with knowledgeable representatives. Expanding the range of products at the OC RV Show provides consumers with access to a wider array of RVs and empowers them to make better-informed purchasing decisions.

By adding more product diversity at the event, we can attract more consumers to the show, allowing our Maryland dealers the opportunity to sell to more people both in and out of state, thereby increasing sales. Many RV owners prefer to store their RVs near their favorite vacation destinations. Given Maryland's reputation as a sought-after vacation spot—with over 18 campgrounds within a 60-mile radius of Ocean City—our Maryland dealers stand to benefit by making more sales to visitors who enjoy vacationing in their RVs along our coast.

Filling a Market Gap and Supporting Local Dealers

Currently, Worcester County lacks RV dealerships entirely, with the nearest Maryland dealer located 90 miles away. Notably, six of the ten closest RV dealerships are within 45 miles of Ocean City but are located in neighboring states. The remaining Maryland dealerships are 110-140 miles from Ocean City. This amendment would address a critical market gap by allowing out-of-state dealers to showcase RVs without conducting on-site sales. All transactions would occur at their respective dealerships, ensuring full compliance with



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Maryland's tax, title, and registration requirements. Consequently, Maryland would not lose any state tax revenue.

Additionally, this expanded showcase will shine a spotlight on our in-state dealers, highlighting Maryland's own outdoor recreational offerings in a region renowned for its beaches, campgrounds, and natural beauty—from the mountains to the coast.

Economic Growth and Job Creation

Diversifying the OC RV Show's offerings will attract more visitors to Worcester County, boosting tourism revenue and benefiting local hotels, restaurants, and small businesses. Over time, increased interest in RVs could incentivize the development of new RV dealerships, service centers, and related businesses in the area, creating sustainable job opportunities and stimulating the local economy.

Allowing out-of-state dealers to display RVs at the OC RV Show aligns with Maryland's broader economic and tourism goals. This amendment promotes consumer choice, supports local tourism, and paves the way for long-term economic growth in Worcester County.

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

Sincerely,

Richard Hutchins Jr.
OC RV Show Promoter
Beach Chicken Productions LLC