



Office of Tourism & Economic Development
107 West Green Street, Snow Hill, MD 21863
(410) 632-3112 • www.MarylandsCoast.org

February 6, 2025

**The House Environment and Transportation Committee
HB163 – Motor Home and Recreational Vehicle Shows in Worcester County – Permit for Out-of-State Dealers
Support**

Dear Chair Korman, Madam Vice Chair Boyce and distinguished members of the Environment and Transportation Committee.

I am here today, representing Maryland's Coast- Worcester County, to respectfully request your support for HB163: Motor Home and Recreational Vehicle Shows in Worcester County – Permit for Out-of-State Dealers.

This local bill would establish a reciprocal out-of-state motor home and recreational trailer vehicle show permit, issued by the Motor Vehicle Administration. The permit would allow out-of-state dealers to display motor homes and recreational vehicles at shows in Worcester County, specifically at our Annual OC RV Show. However, no sales or deposits would be permitted at the show; customers would need to visit the dealer in their home state for any transactions.

Additionally, the bill stipulates that the permit will only be issued if the dealer's home state reciprocally allows Maryland dealers to exhibit vehicles at shows in that state.

Worcester County, home to about 54,000 residents, welcomes nearly 8 million visitors annually. Travel and tourism are vital to our economy, generating over \$2.6 billion in visitor spending last year alone.

Over the past four years, travelers' preferences have shifted towards outdoor recreation, adventure, and unique experiences. Worcester County is fortunate to offer many of these assets, which have contributed to our swift recovery from the pandemic's economic impacts. To sustain this growth, we must continue to attract visitors by offering experiences they seek.

RV and van life travel have gained significant popularity, with travelers making substantial investments in this lifestyle. Maryland offers a wide range of camping experiences, from mountains to beaches, and Worcester County alone has over 20 campgrounds within a 60-mile radius. Ocean City is planning its 3rd Annual RV Show in the expanded Convention Center; however, its full potential has been hindered by the current law restricting participation from out-of-state dealers.



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Prohibiting these dealers from even displaying their vehicles drastically limits the variety, models and brand of product available to consumers. This bill would simply allow out-of-state dealers to display their vehicles, enhancing the diversity and appeal of the show. Increased participation would likely boost attendance, benefiting participating Maryland dealers through greater exposure and higher sales.

By offering a broader range of options to consumers—many of whom travel specifically for this event—this local bill has the potential to significantly boost visitation, increase overnight stays, and generate substantial tax revenue for the state through increased spending on accommodations, dining, retail, and amusements. This, in turn, strengthens Maryland's economy, supports local businesses, and creates new job opportunities.

Therefore, I respectfully urge a favorable report for HB163. Thank you.

Sincerely,

Melanie Pursel,
Director of Tourism and Economic Development