

HB0163 - Rec Vehicles - Motor Homes.pdf

Uploaded by: DENNIS RASMUSSEN

Position: FAV

HOUSE BILL 163

R4

(PRE-FILED)

5lr1685
CF SB 79

By: **Delegate Hartman**

Requested: November 1, 2024

Introduced and read first time: January 8, 2025

Assigned to: Environment and Transportation

A BILL ENTITLED

1 AN ACT concerning

2 **Motor Home and Recreational Vehicle Shows in Worcester County – Permit for**
3 **Out-of-State Dealers**

4 FOR the purpose of establishing the reciprocal out-of-state motor home and recreational
5 trailer vehicle show permit, to be issued by the Motor Vehicle Administration,
6 authorizing the holder to display motor homes and recreational vehicles at vehicle
7 shows in Worcester County; requiring a permit holder, after the permit is approved,
8 to file a bond with the Administration; and generally relating to the out-of-state
9 motor home and recreational trailer vehicle show permit.

10 BY adding to
11 Article – Transportation
12 Section 15–304.1
13 Annotated Code of Maryland
14 (2020 Replacement Volume and 2024 Supplement)

15 SECTION 1. BE IT ENACTED BY THE GENERAL ASSEMBLY OF MARYLAND,
16 That the Laws of Maryland read as follows:

17 **Article – Transportation**

18 **15–304.1.**

19 **(A) THERE IS AN OUT-OF-STATE MOTOR HOME AND RECREATIONAL**
20 **TRAILER VEHICLE SHOW PERMIT.**

21 **(B) THE ADMINISTRATION MAY ISSUE A PERMIT UNDER THIS SECTION TO A**
22 **DEALER OF MOTOR HOMES OR RECREATIONAL TRAILERS LICENSED IN ANOTHER**
23 **STATE ONLY IF THAT STATE RECIPROCALLY AUTHORIZES MARYLAND DEALERS OF**

EXPLANATION: CAPITALS INDICATE MATTER ADDED TO EXISTING LAW.

[Brackets] indicate matter deleted from existing law.



1 MOTOR HOMES AND RECREATIONAL TRAILERS TO DISPLAY OR EXHIBIT MOTOR
2 HOMES OR RECREATIONAL TRAILERS AT VEHICLE SHOWS IN THAT STATE.

3 (C) A PERMIT HOLDER:

4 (1) MAY DISPLAY OR EXHIBIT MOTOR HOMES OR RECREATIONAL
5 TRAILERS AT A VEHICLE SHOW FOR MOTOR HOMES OR RECREATIONAL TRAILERS IN
6 WORCESTER COUNTY; AND

7 (2) MAY NOT EXECUTE A BUYER'S ORDER OR ACCEPT A DEPOSIT.

8 (D) AN OUT-OF-STATE DEALER OF MOTOR HOMES OR RECREATIONAL
9 TRAILERS THAT IS LICENSED BY THE LICENSING AUTHORITY OF ANOTHER STATE
10 MAY APPLY FOR A PERMIT.

11 (E) THE ADMINISTRATION SHALL DETERMINE THE DURATION OF A PERMIT
12 ISSUED UNDER THIS SECTION.

13 (F) (1) AFTER A PERMIT HAS BEEN APPROVED BY THE ADMINISTRATION,
14 THE PERMIT HOLDER SHALL FILE A BOND WITH THE ADMINISTRATION.

15 (2) THE BOND SHALL BE ON A FORM PRESCRIBED AND FURNISHED BY
16 THE ADMINISTRATION, PAYABLE TO THE STATE, AND CONDITIONED ON
17 COMPLIANCE WITH THE CONDITIONS AND LIMITATIONS OF THE PERMIT.

18 (3) THE AMOUNT OF THE BOND SHALL BE DETERMINED BY THE
19 ADMINISTRATION.

20 (4) (I) LIABILITY UNDER THE BOND SHALL BE FOR THE DURATION
21 OF THE PERMIT.

22 (II) A BOND MAY NOT BE FULLY RELEASED UNTIL ALL
23 REQUIREMENTS OF THIS SECTION, REGULATIONS ADOPTED IN ACCORDANCE WITH
24 THIS SECTION, AND PERMIT CONDITIONS HAVE BEEN MET OR COMPLIED WITH.

25 (5) THE BOND SHALL BE EXECUTED BY THE PERMIT HOLDER AND BY
26 A CORPORATE SURETY APPROVED BY THE ADMINISTRATION.

27 (G) THE ADMINISTRATION MAY SUSPEND OR REVOKE A PERMIT IF THE
28 ADMINISTRATION DETERMINES THAT THE PERMIT HOLDER IS OUT OF COMPLIANCE
29 WITH THIS SECTION OR ANY PERMIT CONDITIONS.

30 SECTION 2. AND BE IT FURTHER ENACTED, That this Act shall take effect
31 October 1, 2025.

HB0163_OCChamber_Thompson_FAV.pdf

Uploaded by: DENNIS RASMUSSEN

Position: FAV



Ocean City, Maryland Chamber of Commerce

410-213-0144 info@oceancity.org
oceancity.org 12320 Ocean Gateway, Ocean City, MD 21842

TESTIMONY OFFERED ON BEHALF OF THE GREATER OCEAN CITY MARYLAND CHAMBER OF COMMERCE

IN SUPPORT OF:

HB0163 – Motor Home and Recreational Vehicle Shows in Worcester County – Permit for Out-of-State Dealers

Before:

Environment & Transportation Committee

Hearing: 2/6/25 at 1:00 PM

The Greater Ocean City Chamber of Commerce, representing more than 700 regional businesses and job creators, **SUPPORTS House Bill HB0163 – Motor Home and Recreational Vehicle Shows in Worcester County – Permit for Out-of-State Dealers**. This legislation would authorize out-of-state motor home or recreational trailer dealers to display motor homes and recreational vehicles at vehicle shows in Worcester County.

Shows like these bring visitors to our region and contribute to Maryland's economy with consumer spending (overnight stays, meals, retail, and other shopping) – the higher quality and quantity the vendors, the more visitors these shows will attract. The way the legislation is written presently, we are limited to use only in-state motor home or recreational trailer dealers, and given our proximity to both Delaware and Virginia, Ocean City would be an attractive location to nearby vendors to enhance these shows.

The Greater Ocean City Chamber respectfully requests a **FAVORABLE REPORT for HB0163**. Please feel free to contact the Chamber directly at 410-213-0144 should you have any questions.

Respectfully,

Amy Thompson
Executive Director
amy@oceancity.org

Bob Thompson
Legislative Committee Chair
bob@t1built.com

2025 Support for House RV Bill-JSE-rev.pdf

Uploaded by: Jennifer Evans

Position: FAV



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 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.



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PO Box 1656 Berlin, MD 21811
410-808-6486
www.ocrvshow.com

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, 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

2025 Support for House RV Bill-JSE.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 - 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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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

2025 Support for Senate RV Bill-JSE (1).pdf

Uploaded by: Jennifer Evans

Position: FAV



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 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..

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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

HB0163 - MTC Testimony.pdf

Uploaded by: Matt Libber

Position: FAV



**MARYLAND
TOURISM
COALITION**

February 4, 2025

Maryland House of Delegates
Honorable Marc Korman, Chair
Environment and Transportation Committee
250 Taylor House Office Building
Annapolis, Maryland 21401

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

Position: Favorable
Chairman Korman 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 House Bill 163. 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. Additionally, allowing out-of-state dealers to attend the RV show in Worcester County has the potential to bring more visitors to this show from outside the State of Maryland. This will provide additional tourism spending in the State. The RV show in Worcester County will likely be the closest show for residents in Delaware and the eastern shore of Virginia. Expanding the pool of dealers at this RV show makes it more attractive to potential attendees. This RV show occurs during the off-peak season for Ocean City, so an increase in attendance will be a welcome addition to the many businesses in Ocean City that would cater to the needs of these visitors, including hotels, restaurants, and retail shops.

This version of the bill contains the needed protections for Maryland based RV dealers as well as protections for consumers. These were some of the concerns voiced by the Committee when a previous version of the bill was introduced during the 2024 session. With these improvements in mind this bill is important for the tourism industry in Worcester County. For these reasons, the Maryland Tourism Coalition asks this committee for a favorable report of this legislation and forward it for a full vote within the House of Delegates of Maryland.

Respectfully submitted,

Matt Libber
Legislative Chair
Maryland Tourism Coalition
mllibber@mdsoccerplex.org
301-528-1480

HB163_Pursel Worcester County Tourism_FAV

Uploaded by: Melanie Pursel

Position: FAV



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.



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

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

HB0163 - LOS - Motor Home and Recreational Vehicle

Uploaded by: Patricia Westervelt

Position: FAV

February 6, 2025

The Honorable Marc Korman
Chair, Environment and Transportation Committee
250 Taylor House Office Building
Annapolis, MD 21401

RE: Letter of Support – House Bill 163 – Motor Home and Recreational Vehicle Shows in Worcester County – Permit for Out-of-State Dealers

Dear Chair Korman and Committee Members:

The Maryland Department of Transportation (MDOT) supports House Bill 163 as it will encourage tourism and economic growth in Maryland while ensuring reciprocity with neighboring states' laws.

House Bill 163 would establish reciprocal out-of-state motor home and recreational trailer permits available to applicants from states that establish reciprocity laws that would allow Maryland motor home and recreational trailer dealers to similarly exhibit at shows in those states. The show permit applications will be reviewed and approved by the Maryland Motor Vehicle Administration (MVA) who will issue approved permits and retain a bond payment for the duration of a permit's term. The bond operates as a consumer protection measure for any possible investigation by the MVA into allegations of misconduct.

Currently, the MVA only has the authority to enforce Maryland laws around vehicle and trailer sales for businesses and salesmen licensed in Maryland. Any dealers and their salespeople who are not licensed in Maryland and conduct business at vehicle shows in the state would not be subject to consumer law enforcement for any sales initiated at those shows. House Bill 163 will resolve these concerns for consumer rights while creating opportunity for economic growth through increased tourism in Maryland.

The proposal would require an out-of-state dealer operating in a state where reciprocity laws allow Maryland dealers the ability to exhibit at industry shows to strictly exhibit under a show permit in Maryland. Permit holders would then initiate and complete a sale solely in the state in which the dealership is located, with the sale being subject to those jurisdiction's laws. This is already the case when Marylanders purchase vehicles in other states.

For these reasons, the Maryland Department of Transportation respectfully requests the Committee grant House Bill 163 a favorable report.

Respectfully submitted,

Christine E. Nizer
Administrator
Maryland Motor Vehicle Administration
410-787-7830

Matthew Mickler
Director of Government Affairs
Maryland Department of Transportation
410-865-1090

2025 Support for House RV Bill-RH.pdf

Uploaded by: Rich Hutchins

Position: FAV



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



OC RV & Van Lifestyle Show
PO Box 1656 Berlin, MD 21811
410-808-6486
www.ocrvshow.com

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

20250204095503657.pdf

Uploaded by: Gregory Merkel

Position: UNF



RV Sales • Service • Access

Gambrills, MD 1.800.559.4793 www

"A Service Minded Dealer"

729 MARYLAND ROUTE 3 NBL *GAMBRILLS, MD 21054

I'M GREG MERKEL, OWNER OF LEO'S VACATION CENTER AND I'M OPPOSED TO SB079. I FEEL IT WOULD HAVE A NEGITIVE IMPACT ON THE INSTATE DEALERS SUCH AS MYSELF. IT ALLOWS OUT OF STATE DEALERS TO DISPLAY AND PROMOTE THEIR BUSINESS. WE, AS ARE ALL MARYLAND DEALERS, ARE LICENSED AND BONDED. WE PAY FEES AND EMPLOYEES THAT ABIDE BY ALL MARYLAND LAWS. IT ALSO MAKES IT ALMOST IMPOSSIBLE FOR MDOT TO INFORCE CODES AGAINST DEALERS FROM OUT OF STATE.

THIS BILL DOES NOT BENEFIT THE STATE OR THE CONSUMERS OF MARYLAND. IT WILL NOT PROTECT THE INSTATE CONSUMER BY PURCHASING FROM AN OUT OF STATE DEALER. THE CONSUMER WOULD NOT HAVE THE PROTECTION OF THE MARYLAND CONSUMER PROTECTION ACT. IT APPEARS THIS BENEFITS A VERY FEW AND COMPROMISES A MAJORITY OF DEALERS IN MARYLAND. IT SEEMS TO BENEFIT THE PROMOTER AND THE OCEAN CITY CONVENTION CENTER AND PENALIZES THE 300 EXISTING WORKERS IN THE RV INDUSTRY.

20250204112407297.pdf

Uploaded by: Gregory Merkel

Position: UNF



RV Sales • Service • Access

Gambrills, MD **1.800.559.4793** **www**

"A Service Minded Dealer"

729 MARYLAND ROUTE 3 NBL *GAMBRILLS, MD 21054

I'M GREG MERKEL, OWNER OF LEO'S VACATION CENTER AND I'M OPPOSED TO HOUSE BILL 0163. I FEEL IT WOULD HAVE A NEGATIVE IMPACT ON THE INSTATE DEALERS SUCH AS MYSELF. IT ALLOWS OUT OF STATE DEALERS TO DISPLAY AND PROMOTE THEIR BUSINESS. WE, AS ARE ALL MARYLAND DEALERS, ARE LICENSED AND BONDED. WE PAY FEES AND EMPLOYEES THAT ABIDE BY ALL MARYLAND LAWS. IT ALSO MAKES IT ALMOST IMPOSSIBLE FOR MDOT TO INFORCE CODES AGAINST DEALERS FROM OUT OF STATE.

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HB163_Shanholtzer_UNF

Uploaded by: Kelly Shanholtzer

Position: UNF

House Environment and Transportation Committee. We strongly oppose Bill HB163. Since our association's founding in 1965, we have established vital laws to protect Maryland RV dealers. One such law limits off-site shows to just two per year—spring and fall. This restriction is not arbitrary; it allows us to prioritize our customers and focus on serving them throughout the rest of the year. Allowing additional shows could severely jeopardize the service we provide to our valued clientele. By endorsing this bill, you are undermining the interests of Maryland dealers. We invest millions of dollars in advertising and promoting the Maryland market, only for one show promoter in a single county to propose bringing in out-of-state dealers who could siphon off our hard-earned customers. While our dealerships may be located miles away, the reality is that many of our brand dealer agreements cover the entire state of Maryland. The promoter assured us that if we could fill his venue with Maryland RV dealers, he would abandon his pursuit of this bill. We rose to the challenge and filled his show with our local presence, yet we still find ourselves facing this threat. Trust is essential in our business, but we cannot rely on this promoter. The retail RV industry is already beset by numerous challenges, particularly due to the influence of the internet, which has expanded our competition to RV dealers nationwide. Selling RVs today requires more than just the product; it demands that we effectively promote our dealerships and highlight what sets us apart. We cannot afford to add another layer of complexity that could further undermine our competitive position. We urge you to consider the implications of this bill and stand with Maryland dealers to protect our businesses and the customers we serve. Thank you for your consideration.

