

FRVTA News



APRIL 2022

MONTHLY NEWS CONCERNING
FLORIDA'S RECREATION VEHICLE INDUSTRY



JANUARY 2022 RETAIL SALES SECOND BEST EVER

With 24,637 retail registrations recorded across North America, January 2022 represents the second best on record for that particular month, according to Statistical Surveys Inc. However, the 24,637 figure does represent a 24% year-over-year decrease compared to the 32,455 registrations recorded in January 2021, which remains the month's all-time best.

For comparison, there were 53,290 wholesale shipments reported by the RV Industry Association (RVIA) for January 2022 – that month's best ever on record – meaning there were 28,653 more shipments than sales this past January. It's worth noting that each month last year was a shipment record for that respective month.

The retail breakdown by segment is as follows:

Among travel trailers, there were 14,755 retail registrations in January 2022, which is a 29% decrease from the 20,785 in the same period the prior year. THOR Industries led the segment with a 39.7% market share, followed by Forest River Inc. with 35.9% and Grand Design RV Co. collaring 8.2%.

Fifth wheels saw a 21.3% decline, going from 6,478 units this January to 5,099 units last January. Market share leaders were THOR at 45.1%, Forest River seeing 28.3% and Grand Design with 17.1%.

In camping trailers, there were 317 units reported in January 2022, a 20.6% drop from last January's 399 total. Forest River led the category with a 44.8% share, followed by Aliner obtaining 18.9% and Purple Line LLC at 14.5%.

Park model RVs saw a 9.1% gain, with 192 registrations this January compared to 176 last January. Market share leaders were Skyline Champion at 41.7%, Cavco Industries seeing 16.7% and Platinum Cottages at 9.9%.

The Class A segment saw a 22% drop, going from 1,119 registrations in January 2021 to 873 in the same month this year. THOR topped the segment with a 52.5% share, followed by Newmar with 15.2% and Forest River at 13.6%.

There was an 18.9% decrease among Class C's, with 1,441 units this January compared to 1,777 reported last January. Market share leaders were THOR with 60.9%, Forest River at 20.5% and Winnebago Motorized seeing 6%.

There was a 43.1% increase in the Class B segment, with 999 retail registrations this January versus 698 from the same month last year. THOR again led the category with 40.1% followed by Winnebago seeing 34.1% and Forest River at 7%.—RVBusiness



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PRESIDENT'S MESSAGE...

The Silent Pay Cut

As I sit here at my dealership, Copley's RV, with the doors and windows open on a breezy and warm Saturday afternoon, I am thinking this will probably be our last cold front of the year. This reminds me that change is in the air.

April is one of my favorite months to fish offshore. The swells lay down and the afternoon storms are not slamming you like what happens during summer. We are in for a hot one as temperatures have already broken 90 this year in South Florida. But for now, I will enjoy the fresh air and the cool nights.

Change can come in many forms; change is good for us even if we resist it. However, the new change that has been happening since the first of the year I could do without. Of course I am talking about inflation.

There is no quicker way to take a pay cut than to have inflation and we have a bad case of it. We have not seen inflation like this in 40 years and it is not going away anytime soon. I did some research on fuel prices because this is a major issue linked with RVs.

The average fuel cost in 1994 was 99 cents a gallon. In 2008, it got to \$4.11 a gallon. It was back to \$2.00 per gallon in 2020 and has now jumped to \$4.32 per gallon as of this writing.

The war in Ukraine is speeding up fuel prices even more. Diesel was at \$5.20 a gallon recently at my local Race Trac, which got me hyperventilating! To make me feel better, I checked California's diesel prices—now at \$6.40 per gallon!!

So here is the kicker—with very high diesel costs, everything will be more expensive. Over 70% of goods in the store, at the pump, in the mall, even on Amazon for that matter, arrive by truck. With this in mind, I expect we will be over 10% inflation before too long.

Most people in our industry are doing quite well with the surge in RV interest, but unless you're making at least 10% more, you just took a pay cut. I believe the Federal Reserve needs to move quickly to get this under control, but I've read a bunch of opinions that say they are already a year too late.

To put all of this in perspective, let's hope and pray for peace in Ukraine for the sake of all those who are suffering. Maybe such an end will alleviate the many domestic issues we have here.

Until next month I wish you all happy customers and brisk sales.

BRIAN COPLEY
FRVTA State President



2022 FRVTA REMAINING SHOWS

SUPERSAVER RV SHOW* • APRIL 22-24 (CANCELED)

Lee County Sports Complex • 14400 Ben Pratt Six Mile Cypress Pkwy • Ft. Myers

TAMPA BAY SUMMER RV SHOW* • JUNE 9-12

Florida State Fairgrounds • 4800 US Highway 301 North • Tampa

**Exhibitor space still available-contact anac@frvta.org*

Shows Still Being Discussed: Region 2: Spring • Region 4: Spring

ARVC Issues 2022 Trends and Insights Report

The 2022 Industry Trends and Insights Report, recently released by the [National Association of RV Parks and Campgrounds](#) (ARVC), includes data that shows that the outdoor hospitality industry is continuing to grow as the nation comes out of the COVID pandemic.

Besides growth, the report provides industry-first data on how outdoor hospitality businesses are preparing for the introduction of electric vehicles (EVs) and electric RVs to the market.

ARVC's survey sampled outdoor hospitality owners and operators from across the country on expansion trends and plans, along with campground profiles, guest demographics, amenities, sites and accommodations and rates. The findings of the survey, which are broken down by region, provide relevant insight into the state of the industry, which can be used as a valuable resource for all campground owners and operators when making business decisions.

"Our industry has been through this pandemic and has come out strong on the other side," says ARVC President and CEO Paul Bambei. "While none of us wish to ever experience another pandemic-level event, the experience has definitely introduced millions more American families to just how easy and fun it is to create lasting memories in the outdoors. For 90 percent of survey respondents that has translated into the past year being profitable, and for 44 percent it meant one of the best years ever."

The survey results continue to provide numerical data to support anecdotal evidence of the campground industry expanding rapidly in the past five years and an expectation of growth in the next 12 months. Almost half



of respondents indicate the park's owner plans to expand or open a new park in the coming year.

From this information, ARVC estimates more than 81,000 new sites will be constructed in the next 12 months. These numbers continue to contradict anecdotal comments made previously in the industry suggesting private campgrounds were running out of room to grow.

"The outdoor hospitality industry has been experiencing rapid growth for the past decade, and while the COVID-19 pandemic caused a minor dip, the number of people interested in camping rapidly expanded as a result which is driving the growth we will see in 2022," says Bambei. "Campground owners need to be prepared to expand and improve their parks to keep up with this increased demand and changing technologies— and they need to know the data so that their parks are prepared to accommodate a new brand of camper."

An increasing number of those campers will be arriving in an electric vehicle of some sort in 2022, so in this year's study ARVC added some questions surrounding the industry's preparations for electric vehicles.

"Combined with the panel we hosted at OHCE2021 in Raleigh, we think this data will help provide the knowledge needed to prepare our industry for the electric wave," Bambei says. "Right now, park owners are already seeing an increased number of EVs plugging into pedestals and there will be electric RVs on the market in the near future. We have to be ready for what's coming and ARVC is providing that spark." —ARVC

FIRST TWO MONTHS OF 2022 REGISTER RECORD SHIPMENTS



Following record shipments of 53,290 units in January for a 16% increase over 2021, February's survey of manufacturers determined that total RV shipments ended the month with 53,722 units. This was an increase of 11.3% compared to the 48,286 units shipped during February 2021. Through February, RV shipments are up 13.6% against the same point last year with 107,012 wholesale shipments.

"Our latest shipment report shows the RV Industry is continuing its strong start to 2022," said RV Industry Association President & CEO Craig Kirby. "While the pandemic has had an impact on people's desire to purchase an RV, our data shows the increased interest in RVing is being driven by changing attitudes around the increased importance consumers are placing on the health benefits of getting outdoors. We expect this trend towards an active outdoor lifestyle to continue into the foreseeable future."

Towable RVs, led by conventional travel trailers, ended the month up 10.9% against last February with 48,220 shipments. Motorhomes finished the month up 14.5% compared to the same month last year with 5,502 units.

Park Model RVs ended the month down -17.2% compared to February 2021 with 309 wholesale shipments. Through February, park model RVs are down (-8.9%) with 641 shipments.—RVIA


FINANCIAL CHECK-UP • by JERRY MANN, FRVTA Benefit Consultant

Do not think about it, just do it! Traditional or ROTH contribution?

If you are younger and are in a relatively low tax bracket for 2021 (less than 22%), this is something you should give lots of thought to.

It is quite simple. If you think tax rate brackets are headed higher in the future and you like the idea of owning a fountain gushing a stream of TAX-FREE income during your retirement years, a ROTH IRA is your best option. It's pretty much a no brainer. And if this thought has not crossed your mind, this would be a good idea to ponder.

You know, the ROTH IRA can disappear just as quickly as it appeared, and with it that fountain of TAX-FREE income until it is all gone. Think not...review the TAX REFORM ACT OF 1986 (TRA 86) with your tax advisor. Grandfathering (those who took advantage of actions that were allowed under previous IRA rules) is not guaranteed. Ouch!

That does not mean Traditional IRAs are bad, it just depends on the facts and circumstances that affect you at the time you must make the decision. Roth or Traditional? And, whether you think income taxes are headed higher [(yeah, like that's not going to happen)].

Now, I'm not a CPA or tax practitioner, but I am a history buff. With about 30 TRILLION dollars of national debt that is ever growing, with our nation's deteriorating infrastructure in such lousy condition, and the grid being barely adequate now and leadership talking about the future of electric cars, trucks and other vehicles bringing more pressure on the grid, what do you think?

SO, just do it, dang it! Swallow hard, decide, and make your IRA contribution for 2021 before it's too late.

Uncertain about which way to go? Another option is to split your contribution into two parts— perhaps half in a ROTH, the other half into a traditional IRA, or however you choose to divide it.

ROTH IRAs are also available for TAX FREE withdrawals, such as putting a down payment on a home, paying off student or other debt, paying higher education costs, having or adopting a child and more. Special rules apply, so be certain to consult a tax practitioner.

This year, those under age 50 may contribute as much as \$20,500.00 to a Traditional or ROTH 401k plan. Compare that to the paltry amount allowed to an IRA of any kind. And, for solo business owners or practitioners, this is a HUGE advantage. Especially since ROTH contributions require NO required minimum distributions (RMDs). Talk about a planning opportunity to build and perhaps one day distribute large amounts of TAX-FREE income to heirs. WOW!

Suppose you participate in a 401k, 403b or other tax-favored plan that permits employee contributions. If your plan does not allow for ROTH contributions, speak with your plan trustee about amending the plan to allow ROTH contributions.

“Why?” you may ask. Because you may defer up to \$27,000.00 into a ROTH account assuming you will be 50 years or older in 2022; \$21,500.00 if not attaining the age of 50 years in 2022.

Now, a word about required minimum distributions (RMDs). Things have changed from previous IRS rules. This is no time to put your head in the sand. The RMD rule effective in 2022 comes on the heels of recent IRS changes that include the RMD waiver for 2020, the 10-year pay-out rules for non-spouse beneficiaries and increasing to age 72 (from 70 and one half) to begin taking RMDs. Failure to take the required amount will result in a

50 percent IRS tax penalty on the amount not taken. BOY, that will clear your sinuses!

The rules for 2022 governing RMDs will be calculated using current life expectancy tables that allow for a lower RMD than 2021 and prior years. This means your money can be earning TAX FREE gains for an additional time period. Consult with your tax professional regarding whether this change applies to your situation.

Since the IRS code is ever changing, one must stay abreast of current rules. And remember the sage advice of Jerry Mann...pay no tax before it's time! Best wishes to all.

Jerry Mann, owner of Mann and Associates, Inc., has been a member of FRVTA Region 3 since 1996 and has served as Regional Treasurer three times. For other tax-saving ideas and insurance solutions, contact Jerry at 813-541-6071 (cell) or 813-769-1829 (office). You can also reach Jerry online at Jerry@mann-benefits.com.





LEGISLATIVE UPDATE • by Marc Dunbar, Legislative Consultant

2022 Legislative Session Wrap-up

The Legislature finished its regular session and *adjourned sine die*, Monday March 14 afternoon after completing a one-day overtime session to vote on the budget. Lawmakers took more than 4,300 votes in 39 floor sessions. Out of over

3,700 bills filed, only 285 passed both chambers.

House Bill 7071, Taxation, which passed the legislature, delivers \$1.1 billion in broad-based tax savings to families across the state over two years, with a focus on long- and short-term sales tax relief.

Those measures included are:

Establishes the 2022 Gas Tax Holiday

The legislation creates a month-long fuel tax holiday from October 1 – 31, 2022. The holiday will reduce the tax on motor fuel by \$0.25 per gallon.

Establishes the 2022 Disaster Preparedness Sales Tax Holiday

The legislation creates a 14-day “disaster preparedness” sales tax holiday from May 28 – June 10, 2022, for disaster preparedness supplies. Some examples of tax-free items include: flashlights and lanterns costing \$40 or less; radios costing \$50 or less; tarps costing \$100 or less; coolers costing \$60 or less; batteries costing \$50 or less; smoke detectors, fire extinguishers, and carbon monoxide detectors costing \$70 or less; and, generators costing \$1,000 or less. The holiday also includes a number of items related to the safe evacuation of household pets.



Establishes the 2022 Freedom Week Sales Tax Holiday

During the week of July 1 – 7, 2022, purchases of admissions to music, sporting, and cultural events; tickets to movies and museums; single admission or season tickets to theatre and dance performances; state park admission and annual passes; and use of fitness facilities will be tax free. Tickets, memberships and passes, purchased during the Freedom Week Sales Tax Holiday for use from July 1 – December 31, 2022, are tax free.

The Freedom Week Sales Tax Holiday also applies to sales of boating and water activity supplies, camping supplies, fishing supplies, general outdoor supplies, and sports equipment.

Establishes the 2022 Skilled Worker Tools Sales Tax Holiday

The legislation creates a seven-day sales tax holiday from September 3 – 9, 2022, for certain tools used by skilled trade workers. Tax-free items include certain hand and power tools, work boots, safety equipment, shop lights, toolboxes and belts, plumbing and electrical equipment, and industry textbooks and codebooks.

While the regular session has ended, there is a chance that the legislature will return in a few weeks for a special session on the once-every-ten-year process of drawing the U.S. Congressional maps. The legislature did pass maps; however, Gov. DeSantis has promised to veto them.

Through PAC contributions, FRVTA is able to cultivate and strengthen relationships with lawmakers, which allows us to articulate the Association's priorities to elected officials to help move our legislative agenda forward. Without member contributions, these efforts would not be possible. Thank you for your continued support of our advocacy efforts on your behalf.

J.D. Power Expects Pricing Trends to Continue in 2022

As we all know, RV's exploded in popularity in 2020 and 2021. It didn't take long for new and used vehicle inventory to dry up as ongoing parts shortages curtailed production. Buyers new to the category got used to high pricing in 2021.

Looking at individual segments, the most recent 10 years of standard-hitch travel trailer values averaged 32.8% higher in calendar year 2021 compared to 2020, and 42.5% higher than 2020. Fifth wheels averaged 25.9% higher year-over-year and 43.2% higher than 2019.

For Motorized inventory, Class A values averaged 19.7% higher year-over-year and 25.6% higher than 2019. Class C values averaged 25.3% higher in 2021 than 2020 and 32.1% higher than 2019.

Camping trailers brought 36.8% more money year-over-year and 40.3% more than 2019. Truck camper values averaged 30.5% higher in 2021 than 2020 and 39.8% higher than 2019.

New and used vehicle supply still lags demand and will continue to into the spring selling season. Expect continued strong pricing in the 1st quarter.—RV Executive Today Online



DEALER DETAILS • by EJOLA COOK, J.D.

How to Fight Unfair Lawsuits

The Florida Unfair and Deceptive Trade Practices Act is a favorite go-to for Florida Consumer Attorneys. It's a catchall that may trap the unsuspecting dealer. Case law, in essence, now states that a Dealer does not even

have to have broken a law to have a practice or procedure considered a violation of Chapter 501. So as a Dealer you think that so long as you follow the law you will be protected—well not so fast!

While there are specific requirements a Claimant must prove, including actual damages, this does not stop a savvy attorney from filing suit. One tool Dealers can use to protect themselves is to include language from Florida Statute 501.98 into their sale paperwork. The Statute provides that before a Consumer can initiate any civil litigation or arbitration “a claimant must give the dealer a written demand letter at least 30 days before initiating the litigation.” The law is specific in both the content and the breakdown of the alleged damages.

A Dealer is then afforded the opportunity to accept the amount sought. By doing this, attorneys are unable to ratchet up their fees as they are capped at \$500 or 10% of the damages claimed. The Dealer and its employees, agents, principles, sureties and insurance are then released from any claim, suit or other action arising out of, or in connection with the underlying event or transaction. This is great news, because it stops a lawsuit before it can even happen. Also, if a case is initiated without the letter, the case must be stayed until the claimant complies.

The important step to trigger this statute, though,

is that the Dealer must provide written notice to the consumer. This must be acknowledged by the consumer and must be in a font no smaller than the font on the rest of the page, or at least 12 point.

Per the statute, the disclosure must read:

“Section 501.98, Florida Statutes, requires that, at least 30 days before bringing any claim against a motor vehicle dealer for an unfair or deceptive trade practice, a consumer must provide the dealer with a written demand letter stating the name, address and telephone number of the consumer; the name and address of the dealer; a description of the facts that serve as the basis for the claim; the amount of damages; and copies of any documents in the possession of the consumer which relate to the claim. Such notice must be delivered by the United States Postal Service or by a nationally recognized carrier, return receipt requested, to the address where the subject vehicle was purchased or leased or where the subject transaction occurred, or an address at which the dealer regularly conducts business.”

The best practice is to make sure this language is included in the paperwork your customer takes home. This one little addition may save you thousands of dollars in needless legal fees simply by stopping a lawsuit before it starts. Happy Selling!

Ejola Cook, J.D. is the Managing Member of ECook Consulting LLC. Her boutique firm offers full service legal representation in the matters of business, automotive and equine, as well as compliance consulting and training. Ejola is credentialed by the Association of Finance and Insurance Professionals (AFIP) and has lectured nationally on legal and compliance matters affecting the automotive market. She can be reached at Ejola@ecookconsulting.com or by phone at (954) 990-3622.

Time for Service Writer/Advisor Online Training

Get ready for the spring and summer camping season with service writer/advisor online training available through the Mike Molino RV Learning Center.

Developed by RV Industry service management experts, the online course is divided into training modules covering a variety of topics including managing appointments and workflow, generating additional revenue and enhancing communication with customers.

Fully interactive and easy to navigate, the course is an ideal way to jump-start the knowledge base of new employees or provide a refresher for more experienced fixed operations professionals. Modules reinforce the customer service skill sets service writers/

advisors are required to perform every day.

The course concludes with a comprehensive final assessment to test knowledge and skills learned in the course. The course is excellent preparation for the RV Learning Center's Service Writer/Advisor Certification Test, which is separate from the online training program.—RVDA





TRAINING NEWS • by Veronica Helms, Training Director

Announcing a NEW FREE Member Benefit for all Technicians!

ONE DAY SUPPLIER TRAINING WORKSHOPS

Workshops kick-off in April and run through July 2022

What is the purpose?

To ensure Florida RV Technicians have the opportunity for hands-on training to keep their skills relevant and effective for your business while minimizing your training budgets. The training could also benefit other members of the service department, helping you provide equal training opportunities for your staff.

Does the training count towards recertification?

YES! The Demco workshop provides 12 CEUs (Continuing Education Credits) required to maintain the RV Technician Certifications through RVTI. In addition, these credits may apply towards RVDAs Fixed Operations professional recertification program for RV Professionals.

What will the trainer teach?

We will cover install training tips and tricks for the Demco fifth wheels, Demco tow bars and baseplates, and towed vehicle wiring. The braking systems we do are the Air Force One, Stay 'n play duo, and the Delta Force.



We are hosting training at the following locations:

- **TAMPA:** April 12 from 8am-5pm
Hilton Garden Inn Tampa East Brandon 10309 Highland Manor Dr, Tampa, FL 33610
[Click for room block link](#)
- **GAINESVILLE:** April 21 from 8am-5pm
Fairfield Inn & Suites Gainesville I-75 3877 SW 37th Boulevard, Gainesville, FL 32608
[Click for room block link](#)

****Room blocks are available if a stay is needed!*

For the registration details: <https://form.jotform.com/220545610387151>

If you have any additional questions email me at Veronica@FRVTA.org or call (813) 702-1113.

RV Technical Institute Makes RV Tech Training More Affordable

It's never been easier or more affordable to receive the gold standard RV Technical Institute (RVTI) training with the launch of its new subscription model. The new plan allows RV dealerships to train all technicians either through the online program or in-person at RVTI's Elkhart headquarters for \$1,200/location. This includes both Level 1 and Level 2 online training, or in-person classes.



For individuals, either mobile technicians or those seeking to become an RV technician, there is a \$300/year option. This plan also provides access to RVTI's Level 1 and Level 2 online training or in-person classes in Elkhart.

This new, lower price for training is possible due to a decision from industry leaders on the RV Industry Association Board of Directors, National RV Dealers Association Board of Directors, RV Technical Institute Board of Directors, and Go RVing Board of Directors to subsidize the cost of training.

A subscription plan is also available for the RVTI's Authorized Learning Partners, a network of regional training partners approved to deliver the Institute's standardized training on a local or regional basis. Authorized Learning Partners pay \$2,500/year for access to the curriculum and ability to conduct the training.

RV dealerships that would like access to both the online training options and in-person Elkhart training, as well as access to the curriculum to train their own, can select the Authorized Learning Partner Plus program.

For more details visit RVTI's website to sign up for the subscription at www.rvti.org/catalog.-RVIA

REGION 1 HOSTS DMV LEADER

Region 1 recently hosted Kyle Cockream, Region 8 Regional Administrator of the Florida Department of Highway Safety and Motor Vehicles (FLHSMV) Bureau of Dealer Services at their March 3 meeting.

Kyle introduced members to the various services his office provides, detailing that they do much more than just issue off-site permits for dealer show participation. He said he saw the meeting as a good opportunity to address permitting requirements that may not be clear to dealers and RV owners.



(l to r) Region 1 President Everett Henkel III, FLHSMV Region 8 Administrator Kyle Cockream and FRVTA Executive Director Dave Kelly

“This time of year there are several RV Trade shows going on throughout the state and some RV dealers are unclear about the requirements for an off-site permit,” he said. “Many times the applications are incomplete and additional documents are needed.”

By reaching out to those in attendance at the shows, Kyle said he is able to form long-lasting, professional relationships with dealers – a clear “win-win” situation.

“If we can better educate them on what is required, it makes everyone’s job easier and far more efficient,” he said. “Dealers are busy trying to shuffle around hundreds of vehicles and manage all that comes with operating a dealership. If we can streamline the application process then they can focus on their business. It’s beneficial for everyone when we form these types of partnerships.”

FRVTA Executive Director David Kelly echoed those sentiments.

“These types of relationships are very important to the Association and its members,” Dave stressed. “The FRVTA is very active throughout the state and is constantly seeking ways to make the industry better while maintaining a high level of professionalism. Any time the Association can enhance partnerships like this, the industry and consumers are better off.”

Kyle said he and his staff will work closely with the Association to ensure that dealers receive their application packets and all of the required forms in advance via email. He also plans to conduct additional outreach projects with other entities that FLHSMV works with.

“I think it’s just good business, and it certainly helps to put a face and name with the organization,” Kyle said. “People feel that they have someone they can reach out to, and that they are valued because someone from the FLHSMV is paying attention to the needs of their industry.” – *FLHSMV News Wheel*

My RV Resource Offers New Services for RV Service Pros

My RV Resource, cofounded by FRVTA Region 3 members Jason and Lisa Carletti, recently announced they are providing website design services built by RV service pros for RV service pros all at a fraction of the cost of traditional website builds. Services include web hosting, continuous updates and search engine optimization (SEO).

Additionally, My RV Resource provides specialized offerings for RV inspectors using HomeGauge software, the preferred report writing software of NRVIA.



These unique services are the first of their kind and include:

- Monthly video meetings to allow RV inspectors to gain valuable insight from Master Certified RV inspectors
- Personalized virtual mentorships and RV inspector consultation and coaching
- HomeGauge online Inspector Dashboard set-up services to get RV inspectors up and running quickly
- White label HomeGauge templates for inspection report writing specifically for the RV industry
- RV inspection report review services to help inspectors feel confident when delivering inspection reports to customers.



My RV Resources acts as a “Yellow Pages” for RV Services with an online directory matching RVers with RV service pros across the United States and even a few in Canada. The directory lists over 6,000 companies across 15 categories, including RVs for Sale and RV-related job postings.

For more information, please send email to Lisa@MyRVResource.com or call them at (724) 858-9974. – *news release*

NEW MEMBERS

DJ'S RV SERVICES

David Kuiper
 Babcock Ranch, FL 33982-5089
 PH: 616-835-8500
 Website: www.djsrvservices.com
 Email: dave@djsrvservices.com
 Service, Region 1

"MURBLES" KRAMER KREATIONS

Murray Kramer
 Pensacola, FL 32506-9754
 PH: 850-390-0858
 Website: www.murblegame.com
 Email: murblegame3@gmail.com
 Supplier, Region 5

PASSTIME GPS

Blair Witter
 Ft Myers, FL 33913-6780
 PH: 239-240-6913
 Toll Free PH: 800-865-3260
 Website: www.passtimegps.com
 Email: bwitter@passtimegps.com
 Supplier, Region 1

FRVTA Scholarship Applications Now Available!



Another great membership benefit from the Florida RV Trade Association is the annual FRVTA Scholarship. A mailing with scholarship requirements and applications was recently sent to all members.

The FRVTA Scholarship Committee encourages you to alert all your employees so their dependents can apply for this outstanding program, which has been designed to allow students to achieve their dream of an undergraduate degree.

All you need to do is display the posters and applications that were mailed to you in an area where your employees will see it (time clock, break room, etc.)

The scholarship is open to any of your employees or their dependents who are working toward an undergraduate degree at one of Florida's state colleges/universities. Part-time students can apply as well.

This is a wonderful opportunity for you to offer a scholarship to your employees without any cost or obligation to your company!

So, please display the materials as soon as possible, and mention the scholarship to those employees you know who have children in college or are getting ready to graduate from high school.

Here are the requirements for a student to be considered:

1. Applicant must be an employee or dependent of an employee.
2. Employer must be an FRVTA member in good standing on the date an application is submitted.
3. Applicant must have and maintain a 3.0 or better GPA and/or hold a 1000 SAT score if a high school senior.
4. All accredited two- and four-year Florida universities are acceptable.
5. \$2000 awarded per applicant per year for a maximum of four years.
6. For undergraduate study towards a bachelor's degree only.
7. Applicant can be a full-time student (nine or more hours/semester) or part-time student (eight or fewer hours/semester).
8. Applicant must submit a copy of their most recent high school or college transcript.
9. Applicant must submit an essay of not more than 500 words entitled "My Goals and Objectives for Attending College."
10. Scholarship effective Fall 2022 semester.
11. Must show proof at the end of each semester to verify GPA to retain the Scholarship Award.
12. **Applications must be received by JUNE 3, 2022.** Awards presented by July 29, 2022.

Go to <https://www.frvta.org/members/scholarship-program/> for more information and the application. Thank you for your help in making our scholarship program successful!

MEETING DATES



Region 1 • April 7 • Twin Isle Country Club • 301 Madrid Blvd • Punta Gorda

Region 2 • April 13 • Duffy's Sports Grill • 11588 US-1 • North Palm Beach

Region 3 • April 12 • Florida State Fairgrounds • 5025 Orient Road • Tampa

Region 4 • April • To Be Determined

Region 5 • April • To Be Determined

Region 6 • NO MEETING • Bonefish Grill • 10950 San Jose Blvd • Jacksonville

Region 7 • April 26 • Braised Onion • 754 NE 25th Ave • Ocala

ALL MEETINGS: Cocktails 6:30 PM • Dinner 7:00 PM