



Put on the Glitz as We Roar into the 20's!!

Make sure you book your trip to the glitz at this year's 40th Annual FRVTA State Convention! We're Roaring into the '20s at the tropical Wyndham Grand Orlando Resort Bonnet Creek in Orlando, September 9-12. It's been two years since the membership gathered together, so please make sure you're heading our way as we celebrate the return of the popular and educational FRVTA Annual State Convention!

As you know, the RV Industry in the '20s is roaring and this three-day conference is designed to bring fellow industry friends and members together to build leadership, expand knowledge, develop new ideas and share experiences all designed to help your business become even more successful as we continue to travel into the decade.

This is also one of the best ways to meet FRVTA members from around the state and country in a casual and comfortable atmosphere, something we all need following last year's pandemic.

All industry members are welcome! This includes RV Dealers and Manufacturers, Campground owners/operators, Supplier companies, Financial institutions, Insurance firms and Service providers, as well as their spouses and management employees. To encourage participation, this year we're offering a special BOGO invitation so you can encourage more employees to attend. Purchase two registrations and your third one is FREE!

"No baloney here!!"



NOTE: Many regions provide reimbursement, so check with your region treasurer for their specific policy.

We have assembled a variety of speakers to supply you with ideas and information to make your business more effective and profitable. Special functions are planned throughout these three days along with plenty of leisure time for you to enjoy fun activities or simply relax by the pool.

During this convention we also hold the annual meeting and witness the installation of the incoming FRVTA Board of Directors. Come learn more about your Association, and how the RV Industry is growing and changing as we ***"Roar into the RV Future!"***

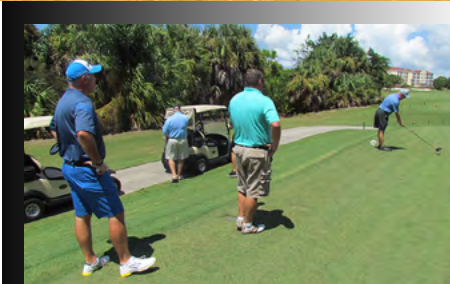
The convention opens with the "Puttin' on the Ritz" Reception Thursday evening from 5pm to 7pm. Dip your bill while enjoying cocktails and hors d'oeuvres in a relaxed and social atmosphere while you catch up with old friends. ***Make sure a flapper doesn't lift a c-note from you or we'll have to call the fuzz and take her to the hoosegow!***

Of course, the ***"Speakeasy"*** Hospitality Room is the best place at the convention to make new friends and catch up with old ones. Take pleasure in a complimentary beer, cocktail or soft drink, enjoy snacks and get to know fellow industry members in a laid back atmosphere. It's open every night until midnight, so be square and avoid the Mickey Finn!

Friday morning (and every morning!) you can savor a full breakfast buffet with all amenities starting at 7am before the convention officially starts. A hot cup of java always gets things started right!

Friday morning early 8am is when the roaring really starts as we journey into the '20s. Make sure you're on time to win some lettuce—not the eating kind, but the folding kind so ***"Bee on Time!"*** The Big Cheese himself, FRVTA State President Brian Copley, will open the convention followed by presentations from both RVIA and RVDA that will update members on the overall state of the nation's RV Industry.

Friday afternoon will be time for leisure activities. Don't take a powder, but instead



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VICE PRESIDENT
Joey Schneider
TREASURER
Ken Loyd
SECRETARY
Sean Thompson
CHAIRMAN OF THE BOARD
Rob Cochran

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Paul Graef - DIRECTOR
REGION 2
Craig Waits - PRESIDENT
Susan Squillace - DIRECTOR
REGION 3
Pete Ackerman - PRESIDENT
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SHOW COORDINATOR
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Sharlene Nelson
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PRESIDENT'S MESSAGE...

August has arrived, and two words come to mind, hot and humid. This time of year I wish to be in the water either by pool or boat, but alas I usually have to work. I did take a trip to Kalkaska, Michigan, at the end of June to visit my wife's childhood lake where they had a cabin. I didn't realize how clear a lake could be, but Bear Lake had visibility to 35 feet and was not even too cold!

While driving to the cabin I was amazed at the amount and eclectic mix of RVs on the road. It was nice to see all the state and private campgrounds the Upper Peninsula has to offer. It is a "must do" for a camping adventure in the near future. Hopefully, I will have enough products coming that I can find something to travel with!

I was checking out the May publication from RV Pro where they highlighted leading women in the RV Industry, so I thought it was a good idea to rave about some of the women in our FRVTA Association with whom I have had the pleasure of working.

First off would be Lesia Colvin. Lesia has been with the FRVTA for 34 years and is the longest tenured employee in the history of the FRVTA, beating Dave Kelly by a couple of months. Lesia started in 1987 when I was a sophomore in high school and the only thing I knew about RVs was how to wash them. Lesia is the Show Director for the FRVTA and does many things no one sees except her coworkers. She is the "RV SuperShow Queen" having helped grow the show over the last several decades. Lesia works with all the manufactures to make sure they get the space they need at the SuperShow while making sure they follow the rules. So, follow the rules unless you want to hear from Lesia!

Next up is Patty Flanagan who has served the FRVTA for 15 years. Patty is FRVTA's Regional Show Coordinator and believe me she has a tough job. Patty loves when everyone turns in their paperwork for the show draws and calls her back when she needs them to. Unfortunately, that is not always how it works! Patty works with the venues to set up contracts and negotiates on the regions behalf. She also must chase down the stragglers for payment and paperwork. I have seen her hard at work when many would throw in the towel.

Ana Correa works with the booth vendors to get them the space they need for both the RV SuperShow and regional shows. She also handles many day-to-day office duties.

Sharlene Nelson, who happens to be Patty's mom, takes care of membership services and does whatever she can to help her coworkers.

Jerilyn Connetti is FRVTA's controller and is the newest member of our FRVTA family. Jerilyn handles all of the financials and compliance for the Association and you don't want to be on her radar. She is the hammer of the FRVTA and we do not want to see you get squashed, so please do as you're told!

Veronica Helms is FRVTA's educational director and as Jim Carr once told me, she is quite an upgrade. Veronica has really brought new and innovative processes that will help the FRVTA reach new heights in the education side of our organization. She works closely with our service members, dealers and the state for compliance. If you haven't already, please invite her to one of your regional meetings and bring paper and pen—you will want to take notes.

All silliness aside, these ladies work hard every day to make sure the FRVTA runs smooth and efficient. Please take time out to thank them the next time you see them—hopefully at September's annual convention!

Now, we also have some great women on the board that deserve a mention. First



PRESSIDENT MESSAGE

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up is Deanna Pearce who is the Region 3 Director. Deanna has been a fixture on the board for as long as I can remember. If you attend the regional meetings, you probably have seen her. Deanna not only sells ads for the RVers Guide and RV SuperShow Directory, but she has helped develop it from the beginning. Deanna is extremely passionate about all the publications. She is always a huge help around the office and at our annual convention.

Next up is Traeanne Reynolds the current Region 4 President. Traeanne has been very active on the board for many years. She also runs the FRVTA social media and digital campaigns. Traeanne creates the FRVTA YouTube channel with videos of the upcoming shows and campground reviews. I would like to personally invite all members to subscribe to our YouTube channel and Facebook page. You will be amazed at how much new information Traeanne produces.

Finally, there is Susan Squillace the current Director for Region 2. I have worked with Susan the most over the years because we are in the same region. There is no one who works harder or is more organized than Susan. I think she was Secretary for Region 8 and 2 for 10 years. Even when she was not secretary, she still made sure the job was getting done. Susan has kept me straight, especially when I was younger. I like to think of her as the glue that keeps Region 2 together.

I'm sure there are others I am missing, but I would like to thank all the women on this list since they are not only huge assets to the FRVTA, but also my friends.

BRIAN COPLEY
FRVTA State President



FRVTA State Elections Set for September

It's Your Chance to Make a Difference!

The annual election of FRVTA State Officers will take place at the State Convention (September 9-12 at the beautiful Wyndham Grand Orlando Resort Bonnet Creek, a Disney Gateway Hotel in Orlando) in accordance with the FRVTA By-Laws. The Nominating Committee would like to hear from any qualified candidates (see below) who would like to submit their name for nomination to State Office.

Those candidates nominated thus far are:

President: BRIAN COPLEY, Copley's RV Center

VP: JOEY SCHNEIDER, Ocean Grove RV Resort

Treasurer: KEN LOYD, Keystone Heights RV Resort

Secretary: SEAN THOMPSON, RV Master, LLC

Other members interested in running for state office should contact the Nominating Committee Chairman, Rob Cochran, at (407) 908-9283.

ARTICLE VI SECTION III

VOTING: Voting on all questions or issues submitted to a vote of the members, shall be done in such a manner as is determined by the person presiding at the meeting, or by a majority vote of the members. In connection with any secret ballot vote, the person presiding at the meeting where the vote is to be taken shall appoint two tellers to distribute, collect and count the ballots.

SECTION IV

PROXIES AND ABSENTEE BALLOTS: There shall be no voting by proxy at any meeting of the FRVTA. Absentee ballots may be cast for the election of State Officers, which will be held at the Annual General Membership Meeting or Convention. It will be the responsibility of the Chairman of the Nominating Committee to see that absentee ballots containing the nominations for all officers are mailed to all voting members who have provided written notice that they will not attend the General Meeting.

All absentee ballots must be returned to the Chairman of the Nominating Committee in adequate time to allow the sealed votes to be presented to the teller prior to the voting at the General Meeting.

ARTICLE VII SECTION II

ELECTION AND TERM OF OFFICE: All officers of the State shall be elected by a majority vote of the members present at the Annual Meeting except where previously noted. All officers will be elected to serve a one-year term of office. Any officer can be nominated for an additional term of office with no more than two (2) consecutive years being served in any one office. No member shall serve in the State Office of President, Vice President, Treasurer or Secretary unless they previously have served on the Board of Directors for a minimum of one year. Only an owner, corporate officer, sole proprietorship or its assigned designee is eligible to run for State Office.



FRVTA BOARD OF DIRECTORS MEET

By Dave Kelly, FRVTA Executive Director

The FRVTA Board of Directors held its quarterly meeting at the Marriott Beach Resort in Fort Lauderdale on Saturday, July 10. Here are some items that came out of that meeting:

- The Finance Committee reported the FRVTA is in great financial shape since we were able to hold the 2021 SuperShow. The Committee reported that the investment portfolio is doing well but the money market and T-Bills are not paying much. They will investigate other options for those investments.
- The PR Committee reported that visits to our YouTube channel and Facebook pages continue to increase. Traeanne continues to create original content for our social media channels. We will also add a TikTok account in the near future. FRVTA has agreed to continue the RV Guide distribution in 26 Florida and south Georgia Flying J's for the next year. They will also be available at interstate rest areas and in five turnpike rest areas as well. The billboard program will look at ways to promote that the RV industry is hiring in Florida.
- The Scholarship Committee reviewed all the applications for the FRVTA Scholarship and awarded scholarships to seven new students. For 2021-2022, the FRVTA Scholarship program will have 25 fulltime students and three parttime students. Each will receive \$1,000 per semester for up to \$8,000 total over four years.
- The 2021 FRVTA State Convention will be held at the Wyndham Grand Orlando Resort Bonnet Creek in Orlando. The dates for the convention are September 9-12. The theme for this year's convention is the "ROARING TWENTIES!"
- The location for the 2022 Convention will be the Sawgrass Marriott Golf Resort and Spa just south of Jacksonville. The 2023 Convention will be held at the Marriott Resort Fort Lauderdale Harbor Beach and the 2024 Convention will be held at the Renaissance Orlando at Sea World.
- Enrollment in the FRVTA Distance Learning Program is strong. Veronica is still attending regional meetings and making sure all dealers and service centers are aware of the LP Gas licenses that will need to be in place by August 1. Steve Roddy has held a class to prepare techs for taking the new RV LP Gas qualifier exam. This course will be taped and added to the Distance Learning Network (DLN) over the next couple of weeks. Veronica is working on a new knowledgebase website and will update the current video library.
- Legislative Consultant Marc Dunbar brought everyone up-to-date on the current Legislative Session. Marc stressed the importance of the PAC Fund and encouraged all regions to increase their annual donations. 2022 will see another historic state election as new district lines will be drawn and the Governor and the entire cabinet are up for re-election. It will be important for FRVTA to make donations to those candidates who support our industry.
- Regions 1, 2, 3 and 6 will decide in the coming months whether or not they will hold their fall shows. Inventory issues remain a concern.

FRVTA ANNUAL CONVENTION

CONTINUED FROM PAGE 1

enjoy a special Paint 'N Sip adventure great for both adults and kids over 13. Or, if an outdoor activity is your desire, you can participate in the "Fox Trot" 9-hole Golf Outing. It will be the cat's meow! For just plain relaxing, enjoy a spa massage or unwind by one of the many resort pools or waterpark.

Whatever you choose to do that afternoon, get ready to roar Friday night at the "The Great Gatsby" Costume Dinner Party starting at 7pm! We're partying like there's no prohibition this year with flappers, gangsters, bathtub gin and a variety of other giggle juices! Food, drinks, games and prizes all combine to make this a fun and memorable evening. No clip joint here so dress your swankiest best!

After so much roaringly good fun, the convention continues Saturday morning at 8am with more cabbage for you if you can "Bee on Time"! Following a brief general session and overview, we'll adjourn to allow members to attend various breakout seminars and other informative bull sessions. Attendees can choose from a variety of interesting topics, including Dealer Compliance topics, Statistical Surveys, Personal and Business Safety issues and more! Do you mugs and molls understand?

Following the educational breakout sessions, it's time

for the "Moonshiners Run" Game Show Luncheon! Join the head enforcer, "Dave the Goon," and drop the heebie-jeebies as audience contestants vie for cash and prizes during this delicious and fun lunch. Regional Awards also will be presented.



The final convention events start with the Silent Auction, with proceeds benefitting the Political Action Committee (FRVPC). It features a variety of unique items any pushover would love! Doors will close prior to Awards Banquet so be a wise head and start early!

Wear your glad rags to the cocktail reception since it's a semi-formal hotsy-totsy event. Get your complementary photos taken and tip a few of the hooch of your choice as you compare notes from a weekend of roaring.

The "Bootleggers Ball" Awards Banquet features music, dancing and a dinner that's sure to be the bee's knees! We'll also introduce our new State Officers, as well as announce those who won Silent Auction items. Finally, raffle winners will be drawn. That's a lot of dingus here so are we square on this?

Our industry is rapidly moving forward with increased public interest and sales, so your participation is critical to continued growth and development—be sure to join us as we dig deeper into the Roaring Twenties!



LEGISLATIVE UPDATE • by Marc Dunbar, Legislative Consultant

Legislative Panel Featured at Convention

On Friday September 10 at 11am during the upcoming FRVTA State Convention we will facilitate a legislative panel to update members on Florida's political climate and upcoming elections as well as the 2022 Legislative Session.

Joining us are members of the legislature who have championed our issues or are RV enthusiasts themselves. Expect a robust conversation about where Florida is headed that will discuss infrastructure, tourism, water, parks and recreation, as well as transportation.

We anxiously anticipate expanding our knowledge, developing new ideas as well as sharing experiences that

will help the RV Industry as it continues to grow in the Sunshine State.

I look forward to seeing each of you at the convention in September where we will host the annual silent auction to benefit the PAC Fund. Our ability to support candidates and speak with a unified voice for our industry is dependent on your continued contributions to the PAC. Thank you for your continued support of our efforts!

Have a great summer and thanks for always working with me, the FRVTA State Board and staff to help keep Florida on top in the RV Industry.



Legislation to Fix Floorplan Financing Introduced in U.S. Senate

Senators Joni Ernst (R-Iowa) and Angus King (I-Maine) recently introduced a fix for the critical floorplan deductibility issue affecting the RV Industry. This is the Senate companion to the [House bill](#) introduced last month by Rep. Jackie Walorski (R-Ind.) and Rep. Dina Titus (D-Nev.), according to the RV Industry Association (RVIA).

The new bill will fix an error in the tax reform bill that inadvertently removed travel trailers from the definition of "motor vehicle" for the purposes of floor plan financing interest deductibility. Though a small fix, this bill ensures that motorized and non-motorized campers and travel trailers are treated the same under the U.S. tax code.

The proposed changes impact RV trailer dealers with more than \$25 million in annual sales, whose net interest deduction is currently limited to 30 percent of earnings before interest, taxes, depreciation, amortization and depletion. It is estimated that four out of every 10 dollars spent at an RV retail establishment is generated by a dealer with \$25 million or more in annual sales.

Dealers of similar types of vehicles including boats, motorhomes, conversion vans, motorcycles and automobiles, can fully deduct interest paid on their inventory floor plans. Ensuring that RV trailer dealers can fully deduct their interest will ensure that RV trailers remain competitive with these other recreation products.

"We're pleased Congress is acting to fix the quirk in current law that treats the towable trailer segment and motorized segment of the RV differently," said RVIA Senior Manager of Government Affairs Samantha Rocci. "We want to thank Senators Ernst and King for introducing the *Travel Trailer and Camper Tax Parity Act.*" –RVIA

RV Technical Institute To Offer Level Two Courses For RV Technicians

The RV Technical Institute is offering Level Two courses both online and in-person at its campus in Elkhart, Indiana. This four-week course, which takes place **August 2-27, 2021**, is for RV technicians seeking Level 2 certification. Subjects covered will include electric, water, appliances, propane tank, generators and chassis.

There are **two** ways to complete the course. The first option is to attend all four weeks in-person at RVTI, which includes classroom instruction and hands-on labs. Alternatively, you can take the course online for the first three weeks and then attend in-person during the fourth week to perform the hands-on labs and activities.

Review and proctored certification testing will occur on the last two days of class, August 26-27.

Keep in mind that online classes will automatically "open" for students on August 2 and will appear in the learner's RVTI dashboard. It will take a student approximately 27.5 hours each of the first three weeks to complete the coursework. A detailed schedule of course completion milestones is provided in confirmation.

For more information on the in-person four-week course, check out the webpage [here](#). For more information on the hybrid course, check it out [here](#). There is additional information on the RV Technical Institute's online catalog, which you can find [here](#). –RVIA





TRAINING NEWS • by Veronica Helms, Training Director

LP Gas Licenses and Master Qualifiers/Qualifiers Update

HELLO MEMBERS!
August is here and LP Gas Licenses and Master Qualifiers/Qualifiers are TOP priority. As you prepare for the next 30 days to meet the state's September 1 deadline, here are questions you should focus on:

1. Is the dealership/business license current and does the license category reflect the type of LP Gas business you work on today? Use this link to read over the differences.
<https://www.fdacs.gov/Business-Services/LP-Gas-Licenses>

- Category I LP Gas RV Dealer (LR) is the new category I established for the RV Industry.
- Each license category has different requirements for Qualifier and Master Qualifier. To understand these details, click on the APPLY link in each category—the state department attached a PDF in this section.
- If your license is expiring, please ensure you send a current application, pay the registration fee and add the appropriate Master Qualifier and/or Qualifiers to the form. The technicians in these fields should have a current certification with the state.

**As a reminder, one Qualifier will cover nine (9) unqualified technicians.

2. Locating CEU's for the Master Qualifier or Qualifier is simple!

- The state will require 16 hours of approved CEU's for renewal.
 - The state sends the renewal application directly to the technician. This renewal application has a unique identification number to make the process easy. Check with your technician to see if they have received this email. If not, please contact the state office renewal department at (850) 921-1600.
 - FRVTA's RV Distance Learning Network (DLN) is approved for the following three courses:
 - Access the DLN here: <https://rvtraining.fgc.edu/login/>
 - To sign up for the DLN, fill out this application to gain FREE access to our training: <https://form.jotform.com/201484771532960>
- CAT – 1: RV Master/Qualifier Test Prep – Course ID#LP2407 (4 CEUs)

- Attend a LIVE Course and/or online course, which is coming soon to the DLN. *Target for completion was end of July 2021.
- Upon completion of the LIVE course, I (Veronica) will send out the course certificate of completion.
 - LP-RV-1: Recreational Vehicle Propane Systems – Course ID#10164 (4 CEUs)
- Watch the Part 1 & Part 2 videos on Level 1.
- Complete the following: Using the Mentor Information tab on the DLN > Section 3 > Open Level 1 Student Roll Pages (click enable editing) > indicate the dates you completed the videos > save & send to Veronica@FRVTA.org to receive the course certificate of completion.
 - LP-RV-2: RV LP Gas Appliances – Course ID#10165 (4 CEUs)
- Watch the RV Water Heaters, Heating Appliances, Ranges and Cooktops and Refrigerators videos on Level 1 or Level 2.
- Complete the following: Using the Mentor Information tab on the DLN > Section 4 > Open Level 2 Student Roll Pages (click enable editing) > indicate the dates you completed the videos > save & send to Veronica@FRVTA.org to receive the course certificate of completion.
- The following state website provides a list of additional vendors offering state-approved courses for CEU's. Click below to see the providers. <https://csapp.800helpfla.com/cspublicapp/CEProviders/providers.aspx?type=LQ>
- The Florida Propane Gas Association also offers online training courses. You simply purchase the course, sign into their learning environment, take a short quiz and print out the certificate upon completion. Click below to see the list of courses. <https://florida-propane-gas-association.myshopify.com/collections/continuing-education-courses?page=1>

You can find additional information on our member website at <https://www.frvta.org/members/lp-gas-licenses-rv-dispensing-repair/>

You can also find more information on the state's training website at <https://www.fdacs.gov/Business-Services/LP-Gas-Licenses/LP-Gas-Training>

As always, if you have any additional questions or need help, please email me at Veronica@FRVTA.org or call me directly at (813) 702-1113.

RVPro Podcast Features Dave Kelly

FRVTA Executive Director Dave Kelly was the featured guest of a recent *In Tow with RV PRO* podcast. In the presentation, Dave talks about getting back to in-person shows, the encouraging news he's seeing on the campground front and where his go-to getaway spot is when he can get away from the office.

If you'd like to listen, go to your podcast site or check out <https://rv-pro.com/media/podcast/ep-18-dave-kelly-has-a-sunshine-state-perspective>.



DEALER DETAILS • by S. ALLEN MONELLO, D.P.A. AICE

Review of IRS Form 8300 Cash Reporting Requirements

It's been a while so it's time to review the IRS requirements for reporting cash transactions. Here are some of the highlights taken from IRS Publication 1544. Please be sure to click on the link below for more information.

What Payments Must Be Reported?

You must file Form 8300 to report cash paid to you if it is:

1. Over \$10,000
2. Received as: a. One lump sum of over \$10,000; b. Installment payments that cause the total cash received within one (1) year of the initial payment to total more than \$10,000; or c. Other previously unreportable payments that cause the total cash received within a 12-month period to total more than \$10,000
3. Received in a single transaction or in related transactions (defined later).

What Is Cash?

1. The coins and currency of the United States (and any other country), and
2. A cashier's check, bank draft, traveler's check or money order you receive, if it has a face amount of \$10,000 or less and you receive it in:
 - a. A designated reporting transaction (e.g., you sell an RV to a buyer), or
 - b. Any transaction in which you know the payer is trying to avoid the reporting of the transaction on Form 8300.

Cash does not include a check drawn on an individual's personal account. A cashier's check, bank draft, traveler's check or money order with a face amount of more than \$10,000 is not treated as cash.

What Is a Related Transaction?

Any transactions between you and a buyer (or an agent of the buyer) that occur within a 24-hour period are related transactions. If you receive over \$10,000 in cash during two or more transactions with one buyer in a 24-hour period, you must treat the transactions as one transaction and report the payments on Form 8300.

Taxpayer Identification Number (TIN)

You must furnish the correct TIN of the person or persons from whom you receive the cash. If the transaction is conducted on the behalf of another person or persons, you must furnish the TIN of that person or persons. If you do not know a person's TIN, you have to ask for it. You may be subject to penalties for an incorrect or missing TIN.

When and What to File

The amount you receive and when you receive it determine when you must file. Generally, you must file Form 8300 within 15 days after receiving a payment. If the Form 8300 due date (the 15th or last day you can timely file the form) falls on a Saturday, Sunday or legal holiday, it is delayed until the next day that is not a Saturday, Sunday or legal holiday.

Required Statement to Buyer

You must give a written or electronic statement to each person named on any Form 8300 you must file. You can give the statement

electronically only if the recipient agrees to receive it in that format. The statement must show the name and address of your business, the name and phone number of a contact person and the total amount of reportable cash you received from the person during the year. It must state that you are also reporting this information to the IRS. You must send this statement to the buyer by January 31 of the year after the year in which you received the cash that caused you to file the form. You must keep a copy of every Form 8300 you file for five (5) years.

Penalties

There are civil penalties for failure to:

- File a correct Form 8300 by the date it is due, and
- Provide the required statement to those named in the Form 8300.

If you intentionally disregard the requirement to file a correct Form 8300 by the date it is due, the penalty is the greater of: 1. \$25,000; or 2. The amount of cash you received and were required to report (up to \$100,000).

There are criminal penalties for: Willful failure to file Form 8300, Willfully filing a false or fraudulent Form 8300, Stopping or trying to stop Form 8300 from being filed, and Setting up, helping to set up or trying to set up a transaction in a way that would make it seem unnecessary to file Form 8300. If you willfully fail to file Form 8300, you can be fined up to \$250,000 for individuals (\$500,000 for corporations) or sentenced to up to five (5) years in prison, or both.

Reference: [IRS Publication 1544 \(Rev. September 2014\)](#)

Here are the most common mistakes I find that Finance Managers make when completing this form:

1. Failing to obtain the Taxpayer Identification Number (Social Security Number for individuals, FEIN for companies).
2. Failing to enter all the information regarding the buyers ID on IRS Form 8300.
3. Failing to identify all parties involved in the transaction. This requires more discussion. For example, even if a person is not a buyer, co-buyer or co-signer, he or she may have been the one who handed the cash to the Finance Manager. In that case, that person's information must be entered in Part I of the form and the buyers' information would be entered in Part II of the form (Person on Whose Behalf This Transaction Was Conducted).
4. Failing to properly complete Part III – Description of Transaction and Method of Payment.

Not completing IRS Form 8300 properly and not sending it to the IRS (and Florida Department of Revenue) in a timely manner has consequences. So please make sure your Finance Managers are well trained in completing this form and your accounting office sends the form to the IRS and Florida DOR in a timely manner.

NOTE: This article is not intended to provide legal or financial advice. It is for informational purposes only.

S. Allen Monello, D.P.A., CPFS, is the Managing Member of the Automotive Industry Center for Excellence, LLC. Allen provides compliance consulting and training services to dealerships and is certified as a "Consumer Credit Compliance Professional" by the National Automotive Finance Association. He also is credentialed by the Association of Finance and Insurance Professionals (AFIP) as a Certified Professional in Financial Services. He can be reached by email at Allen@TheAICE.com or by phone at (727) 623-9075. Please visit his website at www.TheAICE.com.

RV Technical Institute Names New Director of Education



The RV Technical Institute (RVTI) welcomes Bill Stewart as the new director of education. Stewart joins RVTI with 32 years of automotive and RV experience according to the RV Industry Association (RVIA).

Besides being a Level 4 Certified RV technician, Stewart holds certifications from Cummins, Grand Design, Heartland and several others. He is master certified in both Mercury Marine and ASE automotive, and light-duty trucks.

“With over two decades of training and RV technician leadership, Bill is the perfect candidate to help RVTI understand the needs of our dealer partners,” said RVTI Executive Director Curt Hemmeler. “And Bill is no stranger to RVTI. He participated in the creation of the RVTI curriculum, and as the previous head of training for General RV, he has been training technicians using the new curriculum for a while now.”

Stewart attended the University of Michigan and graduated from General Motors Institute with a degree in Electrical Engineering Technology. In his previous roles as a general manager, general sales manager, and parts and service director, Stewart has a proven track record of maximizing profitability in various types of business.

You may get in contact with Stewart at bstewart@rvti.org or (330) 417-3658. —news release

FL ARVC Adds New Staffer



Jennifer Germain Johnson is the newest member of the Florida and Alabama RV Park and Campground Association team, Bobby Cornwell, president of the association recently announced. She will help association staff to coordinate and manage their Florida RV SuperShow outside booth, develop an RV Dealer program, and assist with various sales, membership and marketing duties.

Jennifer is well known to Florida’s RV Industry and has been involved with FRVTA’s Region 7 while regularly assisting with the Ocala RV Show on locating show food vendors and entertainment.

She started at Monaco Coach in Wildwood and 10 years later was the Operations Manager for American Adventures RV. While Jennifer has experience on the dealer side, she also has experience in the campground side of the industry and currently manages Wildwood RV Village Campground and the rental program for Central Florida RV Rental. A native of Key West, she is married and has four children. —news release



Convention Sponsorships Available!



Looking for increased visibility, recognition and sales for your product or service?

Reach an affluent and targeted audience of RV Dealers, Manufacturers, Suppliers and others at FRVTA’s upcoming 40th Annual State Convention. For only a few dollars (based on the total number of targeted attendees), your business will be able to deliver its sales message to potential customers over a three-day period.

A variety of sponsorship opportunities are available, including prize donations for the Silent Auction and the Game Show Luncheon. Need something more? Your business can benefit from the staging of an informational table display.



FOR MORE INFORMATION ON THE SPONSORSHIP THAT BEST FITS YOUR BUSINESS’ NEEDS, CONTACT DAVE KELLY AT THE STATE OFFICE, (813) 741-0488.

NEW MEMBERS

ARCADIA RESORTS

Genece Gautreau
14100 Walsingham Rd, Ste 20
Largo, FL 33774-3228
PH: 727-953-8444
Website: www.newhotelcollection.com
Email: genece@arcadiaresorts.com
Campground, Region 3

E-COOL OF FLORIDA

Gary Rapoport
210 W Louisiana Ave
Tampa, FL 33603-2016
PH: 813-843-4780
Website: www.e-coolofflorida.com
Email: ecoolfl@gmail.com
Supplier, Region 3

If you have a story or item of interest concerning your business that you would like to share with the FRVTA membership, please contact Dave Kelly at davekelly@frvta.org in the State Office.

REACH YOUR AUDIENCE BY ADVERTISING IN THE ONLY RV DEDICATED PUBLICATIONS IN FLORIDA!

The 2022 RVer's Guide to Florida and Florida RV SuperShow Program are your best advertising expenditure to reach a yearlong audience of RV owners and first-time buyers.

The RVer's Guide to Florida is our annual membership directory. It gives advertising members the opportunity to have a FREE logo added to their member listing(s) when a full-page ad is purchased. Advertisers purchasing smaller ads can have their logo listed for a nominal fee. This increases the visibility of your listing while providing consumers with recognition of your logo.



Our Guide covers a variety of stories on points of interest throughout the Sunshine State. Give the reader—your customer—a publication they will hold on to and refer to throughout the year.

This publication is available across the state at 29 Interstate Rest Areas & Tourist Information Centers, six Turnpike Service Plazas and 26 Pilot Travel Centers in Florida.

The RV SuperShow Program is the official publication of the greatest RV Show in the country, now celebrating 37 years! The program includes everything consumers need to know as they navigate the show. It features a complete list of participating RV Manufacturers and Supplier exhibitors, plus a pullout show map to assist consumers in navigating the show.

Additionally, the publication's editorial covers premier products available from RV Manufacturers and Suppliers, some of which are being seen by consumers for the first time. A variety of stories relevant for RVers are included again as well as Tampa Bay area points of interest, all giving show attendees a publication to keep.

Our website, www.FRVTA.org, has been designed for the RV consumer seeking information on upcoming shows, member businesses and more. Tile advertising is available on our home page, RV SuperShow, RV Shows and Blog pages for a six- or 12-month term.

Deanna Pearce of Elite Marketing handles all advertising sales. For any questions, or to reserve your advertising space, contact Deanna directly at (863) 318-0193 or by email at dlpearce7@gmail.com.

Advertising information for the publications is also available on the website, www.FRVTA.org. Click on the Members icon on the top right of the home page. Click on the blue "Advertising" bar, on the top right. You will find the 2022 Advertising Information, along with links to the advertising agreements for each of the publications and website. Also, page 10 of this newsletter includes a promotional page with an active link that will take you to the advertising page on the website.

MEETING DATES



Region 1 • NO MEETING • Twin Isle Country Club • 301 Madrid Blvd • Punta Gorda

*Region 2 • August 11 • PGA National Members Club, 400 Avenue of the Champions
• Palm Beach Gardens*

Region 3 • August 10 • Florida State Fairgrounds • 5025 Orient Road • Tampa

Region 4 • TBD • American Social Orlando • 7335 W Sand Lake Rd, #101 • Orlando

Region 5 • TBD • Tuscany Italian Bistro • 36178 Emerald Parkway • Destin

Region 6 • August 17 • Bonefish Grill • 10950 San Jose Blvd • Jacksonville

Region 7 • August 24 • Braised Onion • 754 NE 25th Ave • Ocala

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

These are the only publications dedicated to RVing in Florida.

RVers GUIDE TO FLORIDA

Our annual membership directory showcases seven Florida regions and one out-of-state region. Each regional section includes member listings by category, engaging stories, current events, maps, photos plus advertising from regional members.

All advertising members can have a FREE logo added to their member listing when a full-page ad is purchased. Advertisers purchasing smaller ads can have their logo listed as well for a nominal fee which increases visibility while providing consumers with your logo recognition. The publication is available to consumers at regional RV Shows, Member businesses and mail, email or website request plus 'rack' locations statewide.

Circulation: 110,000+

Total Audience: 240,000+

Interstate distribution of the RVers Guide to Florida currently includes twenty-four (24) racks at Rest Area locations on I-10, I-75, I-95 and I-4. Three (3) Official Visit Florida Welcome Centers, six (6) Turnpike Service Plaza locations, two (2) Tourist Information Centers. In 2014, FRVTA and Pilot Flying J Travel Centers began a rack program that continues to be a valuable and ongoing partnership with over 31 racks in Florida and South Georgia.

RV SUPERSHOW PROGRAM

Celebrating its 36th year and considered the greatest RV Show in the country. The publication is filled with everything the consumer attending the show would need. The SuperShow Program also includes editorial on "points of interest" throughout the state making the publication "A Year-Round Keeper" magazine. Get your message in the hands of thousands of qualified RV buyers during this five day show!

Circulation: 35,000+

(at both show entrances)

Total Audience: 74,000+

WEB & SOCIAL MEDIA

FRVTA's website has been designed for the consumer looking for information on upcoming RV Shows and the Florida RV Lifestyle. The site also features our members by region, points of interest and stories related to Florida for the RV consumer.

Members who advertise in the publications can advertise on the website for a discounted rate. Tile advertising is offered on the Home, SuperShow, RV Shows and Blog pages. The cost ranges from \$250 to \$600, depending on the contract term. We have added a rate for FRVTA members that only want to advertise on the website.

Avg. Unique Monthly Users: 25,500

Avg. Monthly Page Views: 82,000+



SOCIAL FOLLOWING:

13,592+

Source - Google Analytics, 3/31/20



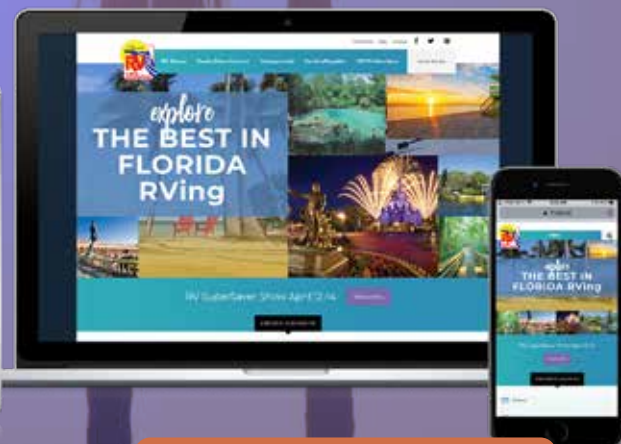
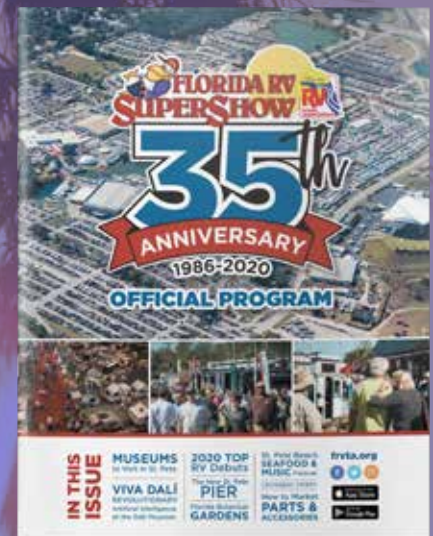
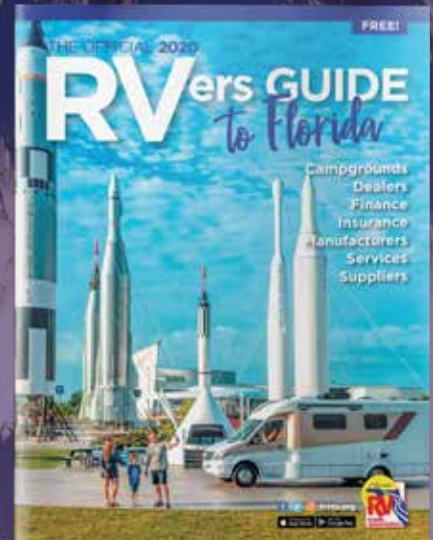
FRVTA.org

For additional information or to reserve your advertising space, contact Deanna Pearce directly at **(863) 318-0193** or by email at **dlpearce7@gmail.com**

ADVERTISING

Opportunities

NO RATE INCREASE FOR 2021



CLICK HERE TO DOWNLOAD OUR 2021 MEDIA KIT - RATES, DISTRIBUTION, DEADLINES, AD SPECIFICATIONS