



## *Roaring into the 20's... We're Puttin' on the Glitz!*

**Attend this year's 40th Annual FRVTA State Convention at the tropical Wyndham Grand Orlando Resort Bonnet Creek in Orlando, September 9-12.**



After two years of suffering through first a hurricane and then the pandemic, we're proud to announce the return of the popular and educational FRVTA Annual State Convention! If you've never been to the FRVTA Convention this is a three-day conference designed to bring fellow industry friends and members together to build leadership, expand knowledge, develop new ideas and share experiences that will help your business become more successful. This is one of the best ways to meet FRVTA members from around the state and country in a casual and



comfortable atmosphere. *No baloney here!*  
All members are welcome including RV Dealers and Manufacturers, Campground owners/operators, Supplier companies, Financial institutions, Insurance firms and Service providers, as well as their spouses and management employees. During this convention we hold the annual meeting and witness the installation of the incoming 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!"*



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

### **HOTEL INFORMATION**

In the heart of the Orlando theme-park area sits the beautiful 62-acre Wyndham Grand Orlando Resort Bonnet Creek set within a 500-acre wooded enclave. Five pools, a poolside concierge, two lazy rivers, a mini-golf course and more round out the resort's offerings. From the picturesque landscape of Bonnet Creek to the tranquility of the Blue Harmony Spa to the magical adventures of nearby Walt Disney World Resort, this upscale resort hotel delivers unforgettable moments that will make you smile for a lifetime. Rag attire is resort casual, so err on the side of spiffy. *Definitely the bee's knees!*



### **REGISTRATION PROCEDURE**

Complete the Registration Form ([www.frvta.org/members/state-convention](http://www.frvta.org/members/state-convention)) in full by indicating the names of all attendees and their participation in the functions as this allows us to plan accordingly for meals and activities. (Changes may be made at a later date, if needed). Children 12 and under will receive alternate kids meals. Full registration fees are required in advance with your registration form. If you wish to pay by credit card, contact our state office to obtain a payment form.

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website: www.frvta.org

## YOUR PERSONAL INVITATION...

### *Make Plans NOW to Attend the FRVTA Annual State Convention!*

*We would like to take this time to personally invite you to the 40th Annual FRVTA State Convention, "Roaring into the RV Future." This fun and educational convention will be held this year at the beautiful and spacious Wyndham Grand Orlando Resort Bonnet Creek, September 9-12.*

*It will be two years since we were able to hold our annual get-together. In 2019, we were forced to cancel due to Hurricane Dorian. In fact, we were scheduled to go to this same hotel that year! And of course, the 2020 convention was canceled due to COVID.*

*We know there are many members who have missed the convention and being able to get together with old friends. So, if there is one convention you don't want to miss this is the year!*

*This year's confab pays tribute to the Roaring '20s and opens with the "Puttin' on the Ritz" Welcoming Reception Thursday evening, followed by "The Great Gatsby Costume Dinner Party" on Friday night and ending with the "Bootleggers Ball" Awards Banquet on Saturday evening. Throughout the convention, the "Speak Easy" Hospitality Room will be open each evening for members to gather and catch up on old times.*

*Much has changed over the past two years. FRVTA's Executive Director Lance Wilson retired last year after 27 years at the helm. Also Jim Carr, FRVTA Education Director, retired and Veronica Helms was hired to carry on as the new FRVTA Training Director. Another staff member to retire was Controller Mike Ryan who served FRVTA for seven years with Jerilyn Connetti replacing him. If you haven't had a chance to meet these new staff members, the convention is a great place to get acquainted!*

*This year we've previewed the slate of speakers and believe we have something for everyone no matter what your position is in the RV Industry. The diligent FRVTA State Staff has worked hard to make this a memorable event, so please read the front page article for all the details.*

*Many of the regions pay for members to attend and to encourage more of your staff to attend we are offering this year a "buy two, get one free" registration offer. We want this year's convention to be the biggest and best convention ever and that only happens with your participation.*

*We both look forward to personally meeting everyone and catching up with our old friends while meeting new ones. Please make plans to attend this year—we are sure you'll be glad you did!*



*Brian Copley*  
**BRIAN COPLEY**  
FRVTA State President



*Dave Kelly*  
**DAVE KELLY**  
FRVTA Executive Director

## FRVTA ANNUAL CONVENTION

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New this year is a special BOGO invitation in which you can encourage more employees to attend. Purchase two registrations and your third one is FREE.

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

### REGISTRATION DESK

This is where you'll pick-up your credentials, get all your questions answered and buy some raffle tickets. The desk will be open the following hours:

*Thursday: Noon - 5PM  
Friday: 7:30AM - Noon  
Saturday: 7:30AM - Noon*

### HOSPITALITY ROOM

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.

*Thursday: 1PM - 5PM; 7:30PM - Midnight  
Friday: 1PM - 6PM; 10PM - Midnight  
Saturday: 10PM - Midnight*

### SILENT AUCTION

This is one of the highlights of the FRVTA Convention. Check out numerous fun and useful items and place a bid. Proceeds benefit the Political Action Committee (FRVPC). Doors will close prior to Awards Banquet on Saturday night.

### WELCOME RECEPTION:

*Thursday 5pm-7pm*

Meet the FRVTA staff and fellow members at the "Puttin' on the Ritz" Reception. Dip your bill while enjoying cocktails and hors d'oeuvres in a relaxed and social atmosphere while you catch up with old friends.

### BREAKFAST BUFFET:

*Friday & Saturday 7am*

Enjoy a full breakfast buffet with all amenities starting each morning before the general educational presentations and sessions begin. A nice cup of joe always gets things started right!

### GENERAL SESSION:

*Friday 8am*

"Bee on Time" to win cash! This is the official opening of the convention by the Big Cheese himself, FRVTA State President Brian Copley, followed by industry update presentations from both RVIA and RVDA.



### AFTERNOON ACTIVITIES:

*Friday 1pm-5pm*

Friday afternoon is time to relax by one of the many resort pools or waterpark, enjoy a spa massage or take part in a special Paint 'N Sip adventure great for both adults and kids over 13. If an outdoor activity is your pleasure, you can participate in the "Fox Trot" 9-hole Golf Outing. *It will be the cat's meow!*

### COSTUME DINNER PARTY:

*Friday 7pm*

We're partying like there's no prohibition this year! "The Great Gatsby" Costume Dinner Party will feature flappers, gangsters and bathtub gin! No clip joint here! Food, drinks, games and prizes all combine to make this a fun and memorable evening. *So don't be a bluenose and dress your roaringist best!*

### SATURDAY BREAKOUTS:

*Saturday 8am*

"Bee on Time" for more cash! Following a brief general session and overview, we'll adjourn to allow members to attend various breakout seminars and other 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 ya follow?*

### GAME SHOW LUNCHEON:

*Saturday Afternoon*

Get ready for more excitement with the "Moonshiners Run" Game Show Luncheon! Cash and prizes could be yours during this delicious and fun lunch. Regional Awards will be presented.

### COCKTAIL RECEPTION:

*Saturday Evening*

Dress in your semi-formal attire, get your complementary photos taken and tip a few of the beverages of your choice as you compare notes from a weekend of adventure. The Silent Auction will end prior to the banquet, so make your selections and name your price quickly! *Are we square on this?*

### AWARDS BANQUET:

*Saturday Evening*

Join us for a lovely dinner as we wrap up the weekend and announce our new State Officers at the "Bootleggers Ball" Awards Banquet. The winners of the Silent Auction items will be recognized and raffle winners will be drawn. *Everything will be copacetic.*



## 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.

## 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.**



## LEGISLATIVE UPDATE • by Marc Dunbar, Legislative Consultant

### Governor DeSantis signs State Budget and Freedom Week Sales Tax Holiday Legislation

On June 3, Gov. DeSantis signed the \$101.5 billion state budget giving the OK in spending for public works, the environment, education and health care. A \$10 billion boost in federal COVID relief money allowed for a budget setting out 10% more in spending than the current

year. Besides federal money, the budget was bolstered by stronger-than-expected revenue collection as the state emerges from the COVID pandemic. The budget is by far the largest in our state's history.

General Revenue collections are steadily on the rise with revised April revenues coming in at \$797.2 million. This is by far the greatest overage since the pandemic began. Slightly more than 56 percent of the total gain for April came from sales tax general revenue.

Gov. DeSantis signed a tax relief package into law that includes the state's first-ever Freedom Week and extends the state's Back-to-School tax-free period. The new [tax-free period during the first week of July](#) eliminates sales taxes on items like museum, movie and music tickets, fishing and camping gear, bicycles, kayaks and surfboards. Tickets purchased during Freedom Week could be used for future events during the year.

Consumers can purchase qualifying recreation and outdoor items exempt from tax during the 2021 Freedom Week Sales Tax Holiday. The sales tax holiday begins Thursday, July 1 and extends through Wednesday, July 7.

Our office worked with a coalition of outdoor recreation interest groups to secure a sales tax holiday dedicated to outdoor recreation. We hope this can become an annual tax holiday that will continue to stimulate consumer spending in the outdoor recreation space. This, of course, has a direct impact on Florida's RV economy.

During the 2021 Freedom Week Sales Tax Holiday, qualifying recreation and outdoor items, and admissions to entertainment and cultural events are exempt from sales tax. Exempt items can be found here: [https://floridarevenue.com/taxes/tips/Documents/TIP\\_21A01-05.pdf](https://floridarevenue.com/taxes/tips/Documents/TIP_21A01-05.pdf).

**2022 Legislative Session dates also have been announced. The dates are as follows:**

- September 20-24 Interim Committee Week 1
- October 11-15 Interim Committee Week 2
- October 18-22 Interim Committee Week 3
- November 1-5 Interim Committee Week 4
- November 15-19 Interim Committee Week 6
- January 11, 2022 Regular Session Convenes
- March 11, 2022 Last day of Regular Session

On June 1, Commissioner of Agriculture Nikki Fried joined former Florida Governor and current U.S. Congressman Charlie Crist as a Democratic challenger to DeSantis. Gov. DeSantis' PAC fund currently has around \$31 million on hand, but needs to raise \$100 million for his 2022 Gubernatorial re-election.

*In 2022, Florida will see elections for both the cabinet and governor, as well as for all 160 legislative seats due to redistricting. It is thus vital to fully fund the FRVTA Political Action Committee (PAC). The convention's Saturday evening silent auction is one way to support these efforts. This is important as our contributions ensure and solidify relationships between the Association and elected officials in Florida. Thank you for realizing the importance of the PAC and contributing. As always, we appreciate your strong, continued support and generosity to the PAC.*



### RV Tech Institute and Florida Trade School Announce Partnership

The RV Technical Institute (RVTI) recently announced its partnership with Jones Technical Institute (J-Tech) in Jacksonville. While RVTI has dozens of partnerships with organizations across the country, this is RVTI's first partnership with a trade school. "As a well-respected trade school, J-Tech is an ideal partner for RVTI," said Curt Hemmeler, RVTI Executive Director.



"Their state-of-the-art facility and excellent reputation combined with RVTI's gold standard curriculum will result in many more trained RV technicians entering the industry."

As RVTI's newest Authorized Learning Partner, J-Tech now has access to RVTI's curriculum for its Marine & RV Technology Program, which will prepare J-Tech students for a career in the RV Industry. While RV sales are increasing, the number of proficient, well-trained RV technicians is steady or declining. With this partnership, RVTI and J-Tech are working together to address the RV Industry's shortage of experienced technicians.

RVTI's syllabus includes hands-on modules, instructional materials, and various lesson plans that will be incorporated into the Marine & RV Technology Program at J-Tech. The school's Marine & RV Technology Program is currently in its fourth term of enrolling students. The relationship with RVTI overall produces higher quality technicians for not only northeast Florida but provides J-Tech graduates employment opportunities across the RV Industry. -RVIA



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

**Things You Have Forgotten or Never Knew, Part 2**

*In a follow-up to last month's article, here are additional laws you need to be aware of.*

**Notice to Co-signer**

When a lender requires a co-signer, you must provide written notice to the co-signer. Basically, the

notice should state that the co-signer is taking on the responsibility of repaying the loan should the primary borrower default. By signing, the co-signer agrees to not only take responsibility, but to also have their credit affected if they don't repay the loan. The written notice must be in the same language as the Retail Installment Sale Contract.

**Disparate Pricing**

Dealers must be very careful not to charge a higher markup to someone in a protected class. It is recommended that finance managers use a dealer participation rate modification form to document the markup. The Association of Finance and Insurance Professionals (AFIP) recommends that every customer should be charged the maximum buy rate. However, if you deviate downward, you should document why you charged a lower markup. For example: "Credit Union offered buyer a competitive rate." Once you document this you have to be able to defend it.

**Record Retention**

Credit applications must be retained for a period of 25 months. This includes credit applications that didn't result in a finalized deal.

**Credit Score Disclosure Notice**

This notice must be given to the buyer (who finances) as soon as possible, but always BEFORE the Retail Installment Sale Contract or lease agreement is disclosed.

**Privacy Notices**

Dealers must give every customer a privacy notice, in writing. Safe Harbor is to use the format and wording provided by the Federal Trade Commission on their website ([www.ftc.gov](http://www.ftc.gov)).

*More to come next month!*

**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](mailto:Allen@TheAICE.com) or by phone at (727) 623-9075. Please visit his website at [www.TheAICE.com](http://www.TheAICE.com).*

**RV Shipments Projected to Surpass 575,000 Units in 2021**

Strong growth through the remainder of 2021 will push RV wholesale shipments to their highest historical total ever, according to the Summer 2021 issue of "RV RoadSigns," the quarterly forecast prepared by ITR Economics for the RV Industry Association (RVIA).



"What RV manufacturers and suppliers have accomplished over the past year is nothing short of incredible. And our new forecast shows the industry will continue its record-breaking streak through the rest of the year," said RVIA President and CEO Craig Kirby. "Even with other types of travel returning, the demand for RVs continues to climb as people want to get outdoors and experience the joy of an active outdoor lifestyle alongside friends and family."

The latest projection shows total 2021 RV shipments ranging between 565,848 and 586,281 units with the most likely year-end total being 576,065 units. That total would represent a 33.8% increase over the 2020 year-end total of 430,412 units. It would also be a 14.1% gain over the current comparable record high of 504,600 units in 2017.

According to ITR Economics, the primary factor influencing the robust rise in the forecast is the increased production capacity in the face of ongoing strong consumer demand, as well as dealer inventory shortages. This is evidenced by RV shipments setting monthly shipment records

in each of the past six months and hitting an all-time high in March with 54,291 units shipped, more than 5% above the previous record.

ITR further indicated that these records continue to be set despite lingering supply chain constraints. If supply chain woes increase, particularly chassis constraints, shipments could end the year towards the bottom of the forecast range. Given the exceptionally strong consumer demand and limited inventories at dealers, the upper end of the forecast range is also a possibility.—RVIA

## Dealer Registration Now Open for 2021 RV Dealers Convention/Expo

Registration for the 2021 RV Dealers Convention/Expo, set for November 8-12 at Paris Las Vegas, is now open. The convention/expo will be returning to an in-person format and bring together dealers, manufacturers, and RV Industry business partners for the premier dealer education and networking event of the year. [Click here](#) to register.

The RVDA Convention/Expo Committee and staff are working hard to bring dealers relevant educational content and new speakers. Updates are available on the [convention website](#), Facebook, LinkedIn and Twitter.

### RVDA | RV DEALERS CONVENTION/EXPO

“RVDA volunteer leaders and staff are looking forward to seeing everyone at Paris Las Vegas in November,” said RVDA President Phil Ingrassia. “It’s been an extraordinary period of expansion and change since dealers last met in person at the convention in 2019. This year’s RV Dealers Convention/Expo will be an ideal way to share ideas on how to keep the momentum going in 2022 and beyond.”

Book your room with the RVDA room block – stay at Paris or stay at Bally’s. Companies interested in partnership, sponsorship, exhibiting, and Vendor Training +Plus opportunities can contact Julie Newhouse at [jnewhouse@rvda.org](mailto:jnewhouse@rvda.org).

The RV Dealers Convention/Expo is presented by RVDA, RVDA of Canada, and the Mike Molino RV Learning Center. Follow the convention on social media using #RVDAConEx and visit [www.rvda.org/convention](http://www.rvda.org/convention) for regular updates. –RVDA



## RV/MH HOF Induction Dinner Reservations Now Open

*A reminder that reservations are now being accepted for the RV/MH Hall of Fame Induction Dinner, which will be held Monday, August 16.*



Following last year’s forced cancellation because of the COVID-19 pandemic, Hall of Fame President Darryl Searer said he and his team are happy to once again welcome friends, family and the RV and MH communities back to Elkhart. For reservations or more information, please go to [www.rvmhhalloffame.org](http://www.rvmhhalloffame.org).

“We are extremely excited to have settled on a date and are looking forward to once again gathering in person to honor these deserving and patient individuals from both classes,” Searer said.

“With honoring both classes in one evening, this promises to be the largest, most attended, and most anticipated Induction dinner of all time. We are ready to return to a sense of normalcy and

attending this event is a fantastic place to start. It is vital that you register early as seating may quickly become limited.”  
–news release, RVPro



## RV Mania Triggers Rush To Build New RV Resorts

RV shipments, which are forecasted to reach record highs in 2021, are not the only numbers going up this year. The places for consumers to enjoy their RVs are also increasing.

There is a tremendous amount of new RV resort development and RV park expansions taking place in Florida, and throughout the Southeast. This was underway before the pandemic, but the pace of new development and park expansions and improvements is intensifying.

### OK FINE! I'LL GO CAMPING



And it is not just a regional trend. The National Association of RV Parks and Campgrounds (ARVC) estimates that more than 53,000 new RV sites will be built across the country this year. An estimate based on a survey of 516 campgrounds and RV park operators throughout the U.S.

According to Bobby Cornwell, Executive Director and CEO of the Florida and Alabama Association of RV Parks and Campgrounds, 16 RV parks or resorts, mostly in Central Florida, have either just opened or are under construction. The result of these new and expanded parks will be to add about 5,000 new RV sites to Florida’s campsite inventory this year and next.

Besides expanding their RV resorts, park operators are also investing in higher end amenities, like zero-entry swimming pools and elegant clubhouses with resort-style swimming pools.

“RV parks are becoming destinations in themselves, much like regular resorts,” says Amir Harpaz, a 20-year veteran of the Florida RV park business and co-developer of Torrey Trails RV Resort in Palmetto. “Based on RV manufacturing numbers, for the foreseeable future, we’re going to continue seeing a need for more RV parks. There are already more RVs than sites in America.”

There are another 20-plus RV parks across the state that are collectively adding over 2,000 RV sites, bringing a total of 7,000 new RV sites available in Florida by the end of 2022. And, while many Florida RV parks and resorts cater to 55+ snowbirds, there are a host of new RV resorts designed to appeal to families with children, too. –RVIA

## Go RVing RV Owner Demographic Profile Study Provides In-Depth Insight And Analysis On Changing RV Consumer

Last year, Americans took to RVing in near record numbers. However, 2021 will exceed that enthusiasm with more RVs set to be manufactured this year than at any time in the RV industry’s history. Now, thanks to the newly released [Go RVing RV Owner Demographic Profile Study](#), we know not only who is buying RVs but why.

According to the study, RV ownership is at a record high with 11.2 million households owning an RV in 2021—up 62% over 6.9 million households in 2001 and 26% higher than 8.9 million RV-owning households in 2011. The results prove that RVing continues to attract a younger audience with 51% of RV owners now under the age of 55.

In fact, 22% of RV owners are now between 18-34 years old. The study also showed Millennials and Gen Zers are becoming RVers for life with an impressive 84% of 18-to-34-year-olds planning to buy another RV in the next 5 years.

“This is the most comprehensive study we have ever done on the RV consumer,” said Go RVing Vice President of Brand Marketing Karen Redfern. “The insight into the motivations and habits of RV consumers will allow us to more effectively target like-minded owner prospects with customized messaging designed to draw them into the purchase decision by mirroring their lifestyle needs and creating a desire for the benefits of RVing. Armed with this data and the advances of digital marketing, Go RVing can effectively reach individuals that have never been on our radar in the past, allowing us to continue expanding the marketplace for our members and the overall industry.”

“This study provides tremendous insight into the

purchasing patterns and intentions of prospective and current owners,” said RV Dealers Association President Phil Ingrassia. “This new Go RVing data can help dealers more effectively target promotional and advertising efforts in their market areas.”

In an industry with such a wide variety of products catering to a diverse range of consumer tastes and needs, the RV industry needs to be able to dissect the market into distinct, meaningful subgroups to take appropriate, targeted action. After an extensive analysis, seven distinct clusters of RV Owners have been identified.

Ranging across demographics, attitudes, RV usage habits and motivations, these seven clusters help to understand variances in RV owners across more than the type purchased, instead shedding light on the unique motivations, needs, and habits of each buyer group. Using this data, the industry can better understand the target market for each RV model, hopefully increasing the likelihood that a person purchases the best RV for their usage, travel, and family needs.

“The data revealed by this study provides fascinating insight, not only into the RV industry, but into the ways in which Americans have changed how they work,

play, and enjoy the great outdoors,” said RV Industry Association President & CEO Craig Kirby. “For the first time, we have detailed data on the distinct subgroups that make up the current RVers and RV intender groups, allowing RV manufacturers and dealers to maximize the effectiveness of their communications with their customers and prospective customers.”—RVIA



### RVIA Hires New Senior Director of Standards

The RV Industry Association (RVIA) welcomes to the team Bryan Ritchie, the new Senior Director of Standards. Bryan comes to the Association with 22 years of experience in service, sales and application engineering from converters, inverters, to transfer switches and power generation systems.

“I’ve had an aspiration to be more centric to the RV Industry over the past several years,” Bryan said. “When I was made aware of this opportunity, I felt it was a great fit for my technical background and experience. It’s a gift to have a role where you’re able to work with the RV Industry as a whole.”

Prior to joining RVIA, Bryan had an extensive 15-year career with Cummins Inc. in the power generation business serving marine, RV, commercial mobile, and home and small business segments. Over the past eight years, he was director of sales on the distribution side of the business.

“Bryan’s appointment to the team is instrumental in the continued transition and succession plan of the Standards team,” said RVIA Senior Vice President of Standards Curt Hemmeler. “He brings a wealth of knowledge and experience to this critical position within the Association.”

Bryan’s goal with RVIA is to ensure the Association can effectively create and manage the standards surrounding upcoming advanced technologies to ensure consumers’ safety and positive experiences. Long term, Bryan plans to lead the standards team in the promotion and training of standards to Association members, as well as help maintain the Association’s accreditation and self-regulatory positions.—RVIA



## TAMPA BAY SUMMER RV SHOW SETS NEW ATTENDANCE RECORD



The recent Tampa Bay Summer RV Show enjoyed a record-breaking opening day, with more than 1,800 people passing through the gates to see a wide array of recreational vehicles on display. Dealers reported brisk sales at the first public RV show to take place in Tampa since January's RV SuperShow.

Lazydays RV Center, as well as Gerzeny's RV World, General RV Center, RV One Superstores, Freedom VanGo and even the local RAM Truck dealer, took part in this year's show, which attracted more than 11,200 visitors to the Florida State Fairgrounds from Thursday through Sunday, June 10-13.

"The crowds were incredible," said Dennis Charon from Lazydays. "A lot of younger families are now looking into RVing as a travel option, which is great for the future. They have done their homework as they came in and asked for specific units. We tried to accommodate this surge in interest the best we could."

More than 300 new RV units were on display, and even though some dealers were low on inventory, the show filled both the Expo and Entertainment Halls as well as the outside of both buildings.

"We were anticipating an increase in attendance, but nothing like this," said FRVTA Show Coordinator Patty Flanagan. "Saturday's attendance topped 4,700 people and the concession stands sold out of just about everything. I think the suppliers and dealers did as well!"

"Having the show also gave us all a great feeling that things are getting back to normal," Flanagan said. "Some people still felt comfortable wearing masks, but most did not. We did provide additional sanitizer stations and encouraged only one family in the RVs at a time. It really felt like the good old days."

## Storage Works Inc. Announces Opening of New Fort Myers Facility

Storage Works Inc. opened their newly constructed vehicle storage facility RV Boat Storage Works this past May. With over 200 spaces, the secure facility offers both covered and open storage options, pull-thru spaces ranging up to 65-feet in length, 60-degree angled parking for easier maneuverability and 24/7 availability for customers.



The facility is conveniently located at 2950 Work Drive, just north of the new Hanson Street extension to Ortiz Blvd.

"Four lanes of brand new road to I-75 exits north or south allows for ideal, quick and easy access for our customers" said owners/operators Sal and Ginny Dickinson.

Facility amenities include 30-amp or 20/15-amp electric for all covered parking, a wash down area, dump station, and free air and ice, plus several state-of-the-art technology solutions for customers. RV Boat Storage

Works offers online reservations, a smartphone app for contactless gate entry, and motion activated, high definition 4K digitally recorded security camera surveillance.

For more information call 239-333-4444 or go to [www.RVBoatStorageWorks.com](http://www.RVBoatStorageWorks.com).

## MEETING DATES



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

*Region 2 • NO MEETING • PGA National Resort • Members Club, 400 Avenue of the Champions • Palm Beach Gardens*

*Region 3 • July 13 • Florida State Fairgrounds • 5025 Orient Road • Tampa*

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

*Region 5 • NO MEETING • Tuscany Italian Bistro • 36178 Emerald Parkway • Destin*

*Region 6 • July 20 • Bonefish Grill • 10950 San Jose Blvd • Jacksonville*

*Region 7 • NO MEETING • Braised Onion • 754 NE 25th Ave • Ocala*


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


**TRAINING NEWS • by Veronica Helms, Training Director**


## *Deadline for Florida LP Gas Licensing Approaching*

*Hello members! We are approximately one month away from the August 1 deadline for the Florida LP Gas license requirements. Here are the Category I details defined by the Florida Department of Agriculture and Consumer Services (FDACS). As you can see, there are two Category I options that are based on the type of activities taking place at the business location.*

### 1. Category I LP Gas Dealer (LG)

- **Activities Included:** Selling LP gas; exchanging cylinders; selling or leasing LP gas appliances or equipment; installing, servicing, and repairing LP gas appliances and equipment; selling and installing carburation equipment; requalifying cylinders.
- **Registration Fees:** One-year license: \$400; two-year license: \$800; three-year license: \$1,200
- **Other Requirements:** Must provide proof of \$1 million (minimum) bodily injury and property damage liability insurance covering the products and operations of the business; must pass state-administered examination; must provide proof of construction of an 18,000-gallon water capacity bulk plant as applicable; must provide proof of registration of all vehicles used to transport LP gas.
- **Apply:** [LP Gas Category I Dealer License Application](#) [  ]

### 2. Category I LP Gas RV Dealer (LR)

- **Activities Included:** Operating an LP gas dispensing unit to serve the consumer for industrial, commercial or domestic use; selling or leasing LP gas appliances or equipment; installing, servicing or repairing recreational vehicle LP gas appliances and equipment.
- **Registration Fees:** One-year license: \$400; two-year license: \$800; three-year license: \$1,200
- **Other Requirements:** Must provide proof of \$1 million (minimum) bodily injury and property damage liability insurance covering the products and operations of the business. Must pass state-administered examination; must maintain and identify to FDACS one master qualifier who is a full-time employee at the licensed location.
- **Apply:** [LP Gas Category I RV Dealer License Application](#) [  ]

Each business location must have a Master Qualifier and a Qualifier.

#### • What if I am a “Mobile” business (technician)?

As a “Mobile” business you **MUST** apply for your LP Gas License and you **MUST** pass the “[Qualifier](#)” exam first and then sit for the “[Master Qualifier](#)” exam in order to service/repair LP Gas systems.

- **As part of the LP Gas Category I Dealer License Application, you must submit proof of insurance or bond. Do I need to add a certificate holder on the Certificate of Liability Insurance (COI) document?**

**Yes.**

It is a division policy that the Certificate of Liability Insurance (COI) is completed to include the certificate holder as FDACS to ensure the state is notified if the policy cancels prior to expiration per 527.04.

Use the following information for the Certificate Holder section:

**Florida Department of Agriculture & Consumer Services (FDACS)**

**Bureau of LP Gas**

**2005 Apalachee Parkway Tallahassee, FL 32399**

## Qualifiers

Every licensed business must employ at all times a full-time qualifier. A qualifier is someone who has successfully completed an examination in the license category held by the business. On successful completion of the examination, the Florida Department of Agriculture and Consumer Services (FDACS) will issue a qualifier certificate to the examinee.

### • How many unqualified technicians are covered by my Qualifier?

*For every nine unqualified technicians you **MUST** have one (1) Qualifier (the Qualifier is considered the 10th technician).*

Qualifier certificates will expire three years after date of issuance. Renewals will be required with a \$20 renewal fee and proof of 16 hours of approved continuing education hours.

## Master Qualifiers

Each Category I Liquefied Petroleum Gas Dealer (LG), RV Dealer (LR) and Category V Liquefied Petroleum Gas Installer (LI) licensee must identify to FDACS one master qualifier who is a full-time employee at the licensed location. The master qualifier must be a manager, owner or someone otherwise primarily responsible for overseeing the operations of the licensed location, and must provide documentation to FDACS.

To apply for certification as a master qualifier, each applicant must:

- Be employed by a licensed Category I Liquefied Petroleum Gas or RV Dealer, or Liquefied Petroleum Gas Installer or by an applicant for such a license,
- Be a registered Category I Liquefied Petroleum Gas or RV Dealer qualifier, or Liquefied Petroleum Gas Installer qualifier for three years or hold a professional certification by an LP Gas Manufacturer, and
- Pass a Master Qualifier competency examination.

## Training Requirements

- Training is required for ALL employees whether or not they are qualifiers, and refresher training must be conducted at three-year intervals. Documentation must be retained on file.
- All Q1, Q2 and Q5 qualifiers must renew their qualifications every three years, pay \$20 and submit 16 continuing education credits.
- All master qualifiers (M1 and M5) must renew their qualifications every three years, pay \$30 and submit 16 continuing education credits.

Renewal notices will be mailed to all qualifiers prior to expiration. **NOTE:** Renewal notices are sent as a courtesy ONLY. Failure to receive a renewal notice does not relieve the qualifier or master qualifier of the obligation to timely renew. Failure to timely submit proof of completion of all required continuing education hours will result in cancellation of the qualifier/master qualifier status. If this status is cancelled, the state examination must be retaken.

### • What should technician expect on the Exam?

*[Click here](#) & [Click here](#).*

### • How do I sign up for the exam?

*Go to the [Florida Department of Agriculture and Consumer Services](#) website. Create a login or use your previous login credentials.*

### • Where can I find courses to fulfill my required CEU's?

*a. The State is offering CEU's online. The courses are not RV specific, but they will cover the 16 hours of required CEU's to maintain the certification. [Click here](#).*

*b. For additional vendor courses: [Click here](#).*

*c. FRVTA offers two courses on the DLN for FREE. The courses will give you a total of eight (8) CEU's. We are developing more courses and they should be completed by July 1.*

### • [Access the DLN here](#).

-Propane Systems (4hrs.)

-LP Gas Appliances (4hrs.) = RV Refrigerators; Water Heaters; Ranges and Cooktops; Heating Appliances (Furnaces)

*If you have any additional questions, please feel free to review our [Frequently Asked Questions \(FAQs\)](#) on our [website](#). You can also reach me directly at (813) 702-1113 or at [Veronica@FRVTA.org](mailto:Veronica@FRVTA.org)*

*All the Best!*

*Veronica Helms, Director of Training*

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