

# FRVTA News



JUNE 2021

MONTHLY NEWS CONCERNING  
FLORIDA'S RECREATION VEHICLE INDUSTRY



## *We're Puttin' on the Glitz!*

*After two years of suffering through a hurricane and then the pandemic, we're proud to announce the return of the FRVTA State Convention! This year's 40th Annual confab takes place at the lovely Wyndham Grand Orlando Resort Bonnet Creek in Orlando, September 9-12.*



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 annual get-together is one of the best ways to meet FRVTA members from around the state and country in a casual and comfortable atmosphere.

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. Like previous conclaves, this year's event will feature the brightest and best minds in the RV Industry to bring FRVTA members up-to-date on the state of the industry and what to expect in the coming months.

During the convention we also 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 go **"Roaring into the RV Future!"**

Everyone gathers at the **"Puttin' on the Ritz"** Welcome Reception on Thursday evening. Meet the FRVTA staff and fellow members while you dip your bill and enjoy cocktails and hors d'oeuvres in a relaxed and social atmosphere.

Afterwards, the party continues at the **"Speakeasy"** Hospitality Room. This is probably 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.

Friday morning the convention kicks off with the informative general session. **"Bee on Time"** to win cash! The Big Cheese himself, FRVTA State President Brian Copley, officially opens the convention. This forum also features representatives from RVIA and RVDA to update everyone on the record-setting year the RV Industry is enjoying.

Friday afternoon is time for the leisure events, including a **"Sip 'N Paint"** adventure in which adults and kids over 13 receive lessons from an instructor while enjoying an afternoon of wine, snacks and other refreshments. You can continue to enjoy your new work of art since all paintings can be taken home!

The annual golf **"Fox Trot"** outing features a 9-hole tournament with prizes awarded at every hole. This includes closest-to-the-pin, straightest drive, most accurate drive and other challenging contests sure to make your putter dance!

Of course, you can always choose to enjoy the resort's many amenities, which includes five pools, a poolside concierge, an onsite spa, two lazy rivers and a mini-golf course. There's just about something for everyone!

Whatever you choose to do that afternoon, be ready to party like there's no



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## PRESIDENT'S MESSAGE...

### *A Roaring Good Time While Networking and Learning*

*June is here and it's time to make sure your hurricane plan is in place. The National Hurricane center is changing how they figure the average hurricane season. The new 30-year period for configuration of what's average is from 1991- 2020.*

*The updated averages for the Atlantic hurricane season have increased with 14 named storms and seven hurricanes. The average for major hurricanes (Category 3, 4 or 5) remains unchanged at three. The previous Atlantic storm averages, based on the period from 1981 to 2010, were 12 named storms, six hurricanes and three major hurricanes according to NOAA.*

*This year is forecast to be an above average hurricane year. So as all Floridians know, we will be spending some time this summer listening to our favorite forecasters pretend to know where the said storm is going. Let us hope we have a below average hurricane season to make up for last year's record one!*

*One great thing about owning a RV is when the storm is coming most RVers opt to leave the affected area until power is restored. The other benefit is when you get back and your neighbors are sweating you have a house with hot water and A/C if you have a portable or onboard generator. I remember in 2004 when we had three storms in a row, I was the envy of my neighbors with my 40' diesel in the driveway!*

*Ok, enough with the doom and gloom about the upcoming hurricane season. I would like to personally invite all members to join the FRVTA Board of Directors and staff at the 40th Annual FRVTA State convention to be held at The Wyndham Grand Orlando Resort Bonnet Creek. The resort is located on 62 acres in the heart of the Disney property and is close to everything. It offers five pools, two lazy rivers, mini golf and the Blue Harmony Spa for those who need a little relaxing. No need to fight the traffic as a Wyndham resort transportation shuttle will take you to all the theme parks and Downtown Disney.*

*For those who have never been to a convention before, let me tell you that it is filled with fun, laughs, entertainment and learning. I love the family atmosphere the convention creates and I always meet new people every year.*

*There will be industry updates from both RVIA and RVDA. We will have breakout learning sessions covering social media, compliance, FRVTA distance learning program, Statistical Surveys trends, personal and workplace safety to name a few. It's a bit early to tell, but FRVTA General Counsel Marc Dunbar usually has a couple of surprise state representatives lined up for Friday's legislative roundup. For entertainment, we'll have a Roaring '20s costume theme party Friday night with a formal dinner Saturday night.*

*These are great events to get to know your fellow FRVTA members and sponsors as well as a great place to dance! Now one of my favorite things is the 9-hole scramble golf we play and I hope to see some new blood out on the course this year. For those not wanting to sweat it out on the course, we have paint and sip afternoon planned. Be sure to sign up early for that one because it fills up quickly. Whether it is golf, dancing, relaxing by the pool or learning opportunities, the FRVTA State Convention has it all and I hope to see you there!*

**BRIAN COPLEY**  
FRVTA State President



*Enjoying Reception crab races with two of my children.*

## FRVTA ANNUAL CONVENTION

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prohibition this year! *“The Great Gatsby”* Costume Dinner Party will feature flappers, gangsters and bathtub gin! Music, food, games and prizes all combine to make this a fun and memorable evening. So don't be a bluenose and dress your swankiest best!

Saturday morning you can earn more cash if you're on time! Following a brief general session and overview, the breakout sessions will bring detailed information to attendees in smaller, more intimate classroom settings. Attendees can choose from a variety of interesting topics, including Dealer Compliance topics, Statistical Surveys, Personal and Business Safety issues and more!

Following all that knowledge, a nice, quiet lunch is just what's needed—NOT! More excitement and fun is on the way at the *“Moonshiners Run”* Game Show Luncheon! Cash and prizes could be yours during this delicious and fun lunch. Regional Awards also will be presented.

The convention wraps up that evening with the



*“Bootleggers Ball”* Awards Banquet and Silent Auction. Of course, the auction benefits the FRVPC Fund and will feature a variety of unusual and useful items. Silent Auction winners and their items will be recognized while raffle winners will be drawn.

To attend this year's convention, please complete the Registration Form ([www.frvta.org/members/state-convention](http://www.frvta.org/members/state-convention)) in full and indicate the names of all attendees and which function they to participate. 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.

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.*



## RVDA President Ingrassia Looks at Go RVing Study

It had been 10 years since the last comprehensive RV owner/prospect demographic report – and the Go RVing RV Owner Demographic Profile Study released last month is certainly an eye-opener.

The study shows RV ownership at a record high with 11.2 million households owning an RV in 2021. That's up 62 percent over the 6.9 million households it reported in 2001 and 26 percent higher than the 8.9 million RV-owning households in 2011, the last time a survey like this was conducted.

### Younger Buyers

With travel trailers dominating unit volume, the industry's youth movement has accelerated over the past decade. Just more than half (51 percent) of RV owners are under age 55, with 22 percent of RV owners between the ages of 18 and 34.

The study indicates Millennials and Gen Zers are becoming RV owners – with an impressive 84 percent of 18-to-34-year-olds planning to buy another RV in the next five years.

### Dealers Have a Big Edge Over Private Sales

Nearly 60 percent of all RV sales transactions are now going through dealers, according to this study. Only 28 percent of owners reported buying used units through private sellers. This is a big change from previous consumer studies that showed that most RV owners bought their unit used through a private transaction.

It was also interesting to see that consumers had a very positive perception of RV pricing, with 77 percent saying the cost was at or below the price they expected. For the most part, consumers are not sticker-shocked when they go into the dealership, which shows the industry is offering a strong value proposition to consumers.

Using data from the study and advances in digital marketing, Go RVing will use the results to continue to reach new buyers and retain current owners.

This study provides tremendous insight into the purchasing patterns and intentions of prospective and current owners and can help dealers more effectively target promotional and advertising efforts in their market areas.

The nearly 200-page report is available to RVDA members via PDF at [www.rvda.org](http://www.rvda.org) as well as in the Industry Portal on the Go RVing website. Ipsos, a multinational market research and consulting firm, did the study. – *RV Executive Today* magazine





**LEGISLATIVE UPDATE • by Marc Dunbar, Legislative Consultant**

**2021 Florida Legislative Session Passes Numerous Initiatives**

“Sine Die” (a legislative term that indicates a final adjournment) was an early afternoon celebration on Friday, April 30. Of the 3,140 bills and proposed committee bills (PCBs) filed, only 275 bills crossed the finish line to become

matters for the Governor to act on. Gov. DeSantis came out a clear winner with the Legislature passing all of his priorities.

It was projected lawmakers would face a \$3 billion shortfall this session. A state economy that began recovering much quicker than anticipated and a massive influx of federal aid allowed lawmakers to pass a record

budget and keep a record amount of reserves.

The Florida Legislature successfully passed a \$101.5 billion state budget built with billions of dollars in federal stimulus. Legislators outlined how \$6.7 billion of those funds will be spent. This includes \$2 billion for transportation, \$1 billion for a new Emergency Preparedness and Response

Fund, \$400 million for education facilities, \$1,000 bonuses for first responders, \$100 million to clean up the Piney Point phosphate site and \$1.4 billion for water quality, beach renourishment and sea-level rise. The \$3.5 billion in unallocated stimulus dollars will go into General Revenue.

It is uncertain when Florida will receive all these funds, but if you count the unallocated dollars Florida’s reserves approach \$10 billion.

*Here are some of the biggest issues from this year’s 60-day session.*

- COVID-19 liability protection as well as a permanent ban on vaccine “passports”
- Online sales tax – requiring out-of-state online retailers to collect sales tax on purchases made by Floridians
- Personal-injury-protection for motorists replaced with bodily injury coverage
- Anti-protest bill as well as a police reform bill in response to events throughout 2020
- Crackdown on social media companies requiring social media companies to more specifically spell out what would get someone “de-platformed” or kicked off the service, and to tell people whose accounts have been suspended why they were
- Banning transgendered female athletes from competing on high school and college women’s sports teams

Legislation heading to the Governor includes SB 2006 Emergency Management. This amends the State Emergency Management Act to better address the threat posed by a pandemic or other public health emergencies. This legislation authorizes the Governor, the presiding officers of the Legislature, the Lieutenant Governor, the Surgeon General and the Director of the Division of Emergency Management to disseminate public service announcements during an emergency.

- Changes the bill provisions targeting potentially burdensome county ordinances, orders or other exercises of police power by political subdivisions. Limits emergency orders to seven (7) days instead of 10, and limits renewals of an order to five (5) for a total of 42 days.
- Authorizes the Governor to invalidate an order that unnecessarily restricts individual rights or liberties.

*As always, thank you for realizing the importance of our PAC and your continued support. We appreciate your strong and continual generosity to the PAC since your contributions ensure and solidify relationships between the Association and elected officials in the Florida Legislature.*



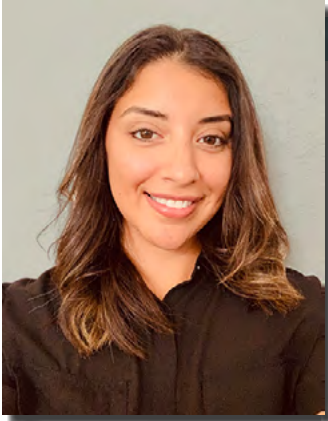
**RVs Move America Week Canceled Due To Restrictions in Washington, D.C.**

After a careful internal review and discussion with our Board of Directors, the RV Industry Association has decided to cancel RVs Move America Week and Advocacy Day scheduled for June 6-10, 2021 in Washington, D.C.



The ongoing restrictions in Washington, DC due to both COVID-19, as well as the restricted access to House and Senate buildings in response to the January 6 events at the U.S. Capitol, make it impossible for the organization to move forward with the event.

The RV Industry Association’s Government Affairs team will continue to monitor developments around future access to House and Senate offices. If it is determined that a modified version of Advocacy Day could be successfully held in the fall of 2021, we will explore the possibilities of rescheduling that portion of the event.—RVIA



## TRAINING NEWS • by Veronica Helms, Training Director

### *Deadline Fast Approaching for Gas Qualifying Requirements*

We are three months away from the August 1 deadline for the Florida Department of Agriculture and Consumer Services requirements for Qualifiers and Master Qualifiers in Category I. As a member

of the Florida RV Trade Association, we have answered many of the questions regarding this requirement on our website: <https://www.frvta.org/members/lp-gas-licenses-rv-dispensing-repair/>

*You will find the answers to common questions, such as:*

- What are the requirements for LP Gas Qualifiers and Master Qualifiers?
- How do I sign up for the exam?
- What books do I need for the exam(s)?
- Where can I find courses to fulfill my required CEUs?
- Can a Master Qualifier be anyone of my choice?
- My Master Qualifier left the dealership, now what?
- My Qualifier left the dealership, now what?
- How many unqualified technicians are covered by my Qualifier?
- What if I am a “Mobile” business (technician)?
- 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?

Legislation created a Category I section specifically for RVs in 2021. We are prioritizing training for our members to ensure we properly prepare everyone for the requirements and the deadline.

#### *Category I LP Gas RV Dealer means...*

“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.”

If you previously had the normal Category I LP Gas Qualifier and/or Master Qualifier, you may keep these credentials. Be aware that you will need to complete 16 Cebu’s every three (3) years to maintain the certification(s). The state does not require you to change the name of your certification.

#### *Category I LP Gas Dealer means...*

“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.”

Each month we host an exam prep course for our members to help understand the requirements of the exams. We are communicating all classroom-training dates via email. We will start hosting the Master Qualifier Test Prep course in June. Feel free to contact me directly at 813-702-1113 to answer any and all questions.

*Thank you,*  
VERONICA HELMS, FRVTA Director of Training

## **RV Learning Center College Scholarship Seeking Applicants for 2021-2022**



The Mike Molino RV Learning Center College Scholarship Program is now accepting applications for the scholarship through July 5. Applications may be submitted [online](#). The scholarship is available for current undergraduate students who are employed in the RV Industry, are a dependent of an RV Industry employee, and to those seeking a career in the RV industry after graduating. The \$2,500 award will be applied to the cost of tuition for the 2021-2022 school year.

#### **APPLICANTS MUST:**

- Have a 2.8 or better cumulative grade point average and a 1050 minimum SAT score (1575 minimum on the 2400-point scale; a minimum ACT composite score of 22 is also acceptable).
- Be a rising sophomore, junior, or senior in an accredited four-year college or university.
- Provide a 500-word essay on their goals and objectives for college and career.
- Submit a copy of their Free Application for Student Aid (FAFSA) form, which is completed online at <http://fafsa.ed.gov>.
- Demonstrate the ability and willingness to fund a portion of their educational expenses on their own.
- Submit a fully completed application with supporting documentation.

*All materials noted above must be received by the center no later than JULY 5, 2021. Dealer principals, and their families and dependents, are not eligible for the award.*

For more information, go to [www.rvlearningcenter.com](http://www.rvlearningcenter.com), send an email to [info@rvda.org](mailto:info@rvda.org), or fax to (703) 591-0734.–RVDA





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

**Things You May Have Forgotten or Never Knew**

*I recently completed my Senior Professional in Financial Services certification through the Association of Finance and Insurance Professionals (AFIP). Much information regarding federal and state laws was covered. It occurred to me there are many laws*

*many of you don't know or have long forgotten. So, here are a few (by no means all) laws you will want to brush up on:*

**Right of Rescission**

Customers DO NOT have the right to rescind a Retail Installment Sale Contract. HOWEVER, under Florida law if you have not yet delivered the unit AND you have not given a copy of the Retail Installment Sale Contract (RISC) to the customer, the customer WOULD have the right to rescind.

**TILA Disclosures and Other Requirements**

The federal Truth in Lending Act (TILA) requires a series of mandated disclosures: APR, finance charge, amount financed, total of payments, total sales price, number of payments.

You must provide these TILA disclosures PRIOR to consummating the deal (having the customer sign the RISC). This can be done by either providing the customer with a separate form (Pre-Sale Credit Disclosure) that informs the customer about all of the finance terms or by handing the RISC to the customer and allowing them to review all the terms before signing it. The law also states you must allow customers to take a copy of the unsigned RISC with them

if they wish to shop around for better terms with other lenders.

DO NOT mark on the RISC. That means no highlighting, circling, placing Xs, etc.

If you must re-contract the customer, the date must be the date that the deal was re-contracted. NEVER BACK DATE.

Finance Managers may be held criminally liable for violations with a fine of up to \$5,639.00, a year in jail or both.

**Record Retention for RISCs and leased deals –**

Two years after the date the disclosures are required to be made or two years from when action is required to be taken relative to that deal, whichever is later.

*There's much more, but I will end here and give you time to process this information. I hope this helps!*

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



**RVIA Study: 56 Million People Planning a Summer RV Trip**

A recent survey of America's 180 million leisure travelers found that 31% plan to go RVing this summer, reports Craig Kirby, president and CEO of the RV Industry Association (RVIA).

"More and more Americans are ready to travel this summer and 56 million of them plan to go RVing in an RV they rent, own or borrow," detailed Kirby. "Even with other forms of travel returning, the desire to use an RV and experience an active outdoor lifestyle is stronger than ever. RVing has been cemented as a mainstream travel option that is here to stay."



Asked their reasons for considering RV travel, respondents cited an interest in exploring the great outdoors, flexibility to work or attend school remotely, and a desire to travel with children and family members as their top three motivations. The least popular response was they are not ready to take other kinds of trips.

The survey data reveals 90% of leisure travelers plan to travel this summer and 60% of leisure travelers plan to travel more or the same in the next six months. The desire to travel is even stronger among RVers, 91% of whom said they plan to travel more or the same in the next six months.

"Interestingly, a full 10% of current non-RVers plan to travel in an RV this summer," said Kirby, who noted that a quarter of leisure travelers are considering the purchase of an RV in the coming months. "That's great news for the RV Industry as it strives to meet the record-breaking demand for RVs."

The survey also showed that RVing is a year-round activity with 65 million Americans planning to take an RV trip in the next year and 34% of leisure travelers planning to rent an RV in the next year.—RVIA

## Florida ARVC, Alabama ARVC Host Record-Breaking Conference

The Florida Association of RV Parks and Campgrounds and Alabama Association of RV Parks and Campgrounds celebrated its biggest Outdoor Hospitality Conference and Expo with the largest attendance in the association's history. Roughly 330 people attended the May 11-13 event, including representatives of more than 100 parks and 58 campground industry vendors.

"This conference broke attendance records," said Thomas Sparrow, who serves as chairman of the two-state association that is headquartered in Tallahassee. He noted during the association's annual breakfast meeting that the group has kept its focus on achieving three objectives. These include stepping up park operator involvement in state and local government races; working to pass legislation in both states to protect park operator interests; and increasing the association's investments in CampFlorida.com and CampInAlabama.com to promote parks in both states.

Working with David Eastman, outside legal counsel, and lobbyist Marc Dunbar (who also works for FRVTA), the association secured passage of House Bill 343 and Senate Bill 422, which revised existing Florida state law to benefit RV park operators in three important ways.

First, the new law, which took effect last July 1, 2020, transfers the permitting of RV parks and campgrounds from cities to the Florida Department of Health and to county health departments. It also makes it easier and less costly to rebuild RV parks after a storm event or other natural disaster by allowing park operators to rebuild their parks with the same density that was approved and permitted before the storm event.

Bobby Cornwell, the association's executive director and CEO, said the legislation was needed because local governments were preventing park operators from rebuilding parks with the same number of campsites after major storms.

HB 343 also clarifies Florida regulations to give park operators and law enforcement agencies much greater clarity in identifying the specific situations in which park guests can be removed from RV parks and campgrounds.

On the marketing front, Sparrow said association members have reaped benefits from increased

investments in website marketing, scoring a 33% increase in visitors to CampFlorida.com from 1,533 to 2,037 per day. "They're not clicking on there to wish somebody happy birthday," Sparrow said. "They're clicking on there to find a place to camp in Florida."

Sparrow said the association plans to increase its investments in marketing and public relations efforts. Jeff Crider, the association's publicist, told conference attendees that media outlets are especially interested in information about new and expanding/improving parks, as well as interesting information about the changing demographics of RVers.

Financially, the association is on strong footing, thanks to increased park membership, which has increased association revenues higher than expected, said Pat O'Neill, association treasurer. The two-state association currently has 475 members.

The three-day conference included several educational talks on topics involving online marketing and media relations, legal issues, as well as sessions involving what it takes to build and operate a successful RV park and how park operators can use technology, equipment and services to grow their business.

While the RV Industry is experiencing record growth right now, which has been fueled by the pandemic, the industry also has to work harder to hang on to newcomers to camping and RVing, said Sandy Ellingson, a strategic business and technology consultant based in Columbus, Ga., who gave the keynote address.

Stephen Hudson, president and CEO of Jacksonville-based Digital Mark Company, discussed a new downloadable app he developed for association members, which gives them the ability to provide mobile messaging to guests for real-time information on activities, local attractions and other information.

Sparrow, the association's chairman, said park operators in Florida and Alabama have an unprecedented market opportunity with the influx of record numbers of new RV owners. "We are the epicenter of the North American RV market," Sparrow said, noting that the demographics of RVers are becoming younger.

-RVBusiness



## RVDA/Baird Dealer Survey: Outlook Remains Positive

Dealers remain optimistic about current conditions, as well as in the three- to five-year time period, based upon the latest dealer survey conducted by financial services firm Baird in conjunction with the RV Dealers Association.

Results of the April Baird RV Dealer Index found that the dealer favorability rating was 80 out of 100 when rating current market conditions, down slightly from 81 for the month of March. The dealer favorability rating for the three- to five-year outlook for April is 60 out of 100, which is down slightly from 64 out of 100 for March. (Any reading above 50 is positive.)

The dealer market outlook for April represents a welcome turn from the same period a year ago, when dealer favorability numbers for the then-"current conditions" plunged to less than 30 percent as the COVID-19 pandemic took hold and the country's outlook became uncertain. -RVDA





## FRVTA Scholarship Applications Due June 4!

Applications for the annual FRVTA Scholarship are due June 4. This is another great membership benefit from the Florida RV Trade Association.

The FRVTA Scholarship Committee encourages members to alert all employees so their dependents can apply for this outstanding program.

### *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 2021 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 4, 2021.** Awards presented by July 31, 2021.

*Thank you for your help in making our scholarship program successful!*

## Elkhart RV Open House Confirmed for Week of September 27

*After several months of speculation within the ranks of the RV Industry about the status of this year's key industry trade show – the Elkhart RV Open House – Forest River Inc. President and CEO Pete Liegl has confirmed that this year's Open House will kick off on September 27, a week later than what it was usually held prior to the global pandemic.*

Liegl, whose publicly held company first launched the unique wholesale event as a corporate Forest River function in 2008 before it evolved into a national-scale show, consulted as usual with other key manufacturers before reaching a consensus decision on this year's Open House date.



This new late September timing gives companies a week's break between the final day of the Pennsylvania Recreational Vehicle and Campground Association's (PRVCA) popular trade-and-retail Hershey Show and the first day of the Open House.

"What we want to announce is that we're going to have it this year, providing there's no problems with COVID-19 and we can do it safely, and without causing anybody any undue exposure to that virus," Liegl said, noting that he personally sees the Open House decision as another signal of a potential return to normalcy for the industry.

Having said that, Liegl is pretty confident the Open House will come off as planned, despite pandemic obstacles that prompted its cancellation last year as well as some of the supply chain and inventory issues that still exist within the industry.

THOR Industries Inc. President and CEO Bob Martin also likes the breathing room this year's Open House date – the latest ever – provides for everyone involved.

"We tried to work with everybody (other OEM's) and move back the date this year and kind of put a buffer between Hershey and the Open House," stated Martin. "It allows more East Coast dealers who are heavily involved in the Hershey Show to attend the Open House. And it also gives our sales staff members who are out there in Pennsylvania for 10 days a chance to catch their breath before the dealer Open House starts up."

So, Martin, too, is looking forward to the Open House, even if – for obvious reasons – the crowds are a little smaller than they used to be as THOR does everything it can to follow health and safety protocols. In fact, he said, dealers with whom he's spoken are excited to see a revival of a full-winded Open House and a chance to visit with old friends in what essentially is a relationship-based industry.

"That's probably one of the biggest things our industry is built on – relationships," added Martin. "They want to see products and to be able to come walk the units and once again see their industry partners. I think that's probably the biggest impetus for a return of the Open House." –RVBusiness





## FRVTA LAST SHOW OF 2021 SEASON

### TAMPA BAY SUMMER RV SHOW

**JUNE 10 – 13**

*Florida State Fairgrounds*

4800 US Highway 301 North • Tampa

## 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

#### CAMP OKEECHOBEE, LLC

Jeff Wait  
6537 NE 48th St  
Okeechobee, FL 34972-8114  
PH: 863-357-4445  
Website: [www.campokeechobee.com](http://www.campokeechobee.com)  
Email: [jeff@campokeechobee.com](mailto:jeff@campokeechobee.com)  
Campground, Region 2

#### LONE PALM LEATHER

Mark Ellis  
Merritt Island, FL 32953-6054  
PH: 321-261-9535  
Email: [info@lonepalmleather.com](mailto:info@lonepalmleather.com)  
Supplier, Region 4

#### LENDING ASSOCIATES

Mike Lynch  
200 Beach Dr NE, Ste 6  
St Petersburg, FL 33701-3417  
PH: 727-623-0496  
Website: [www.lending-associates.com](http://www.lending-associates.com)  
Email: [mike.lynch@lending-associates.com](mailto:mike.lynch@lending-associates.com)  
Finance, Region 3

#### RV GLASS MASTERS, LLC

Ranay Richards  
Lakeland, FL 33810-5353  
PH: 863-777-0753  
Email: [rvglassmasters@gmail.com](mailto:rvglassmasters@gmail.com)  
Service, Region 3

#### RV NUTS?

Tara Knight  
Winter Haven, FL 33881-1129  
PH: 863-508-8376  
Website: [www.rv-nuts.com/](http://www.rv-nuts.com/)  
Email: [tara@chainoflakespringing.com](mailto:tara@chainoflakespringing.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](mailto:davekelly@frvta.org) in the State Office.*

### MEETING DATES



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

*Region 2 • June 9 • PGA National Resort • Members Club, 400 Avenue of the Champions • Palm Beach Gardens*

*Region 3 • NO MEETING • Florida State Fairgrounds • 5025 Orient Road • Tampa*

*Region 4 • June 16 • Zoom meeting to be determined*

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

*Region 6 • June 15 • Bonefish Grill • 10950 San Jose Blvd • Jacksonville*

*Region 7 • June 22 • Braised Onion • 754 NE 25th Ave • Ocala*

**ALL MEETINGS: Face Masks Required • Social Distancing Observed**  
**Cocktails 6:30 PM • Dinner 7:00 PM**