



APRIL 2018

FRVTA news

MONTHLY NEWS CONCERNING FLORIDA'S RECREATION VEHICLE INDUSTRY

FRVTA Scholarship Applications Now Available!



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

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

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

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

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

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

Here are the requirements for a student to be considered:

1. Applicant must be an employee or dependent of an employee.
2. Employer must be an FRVTA member in good standing on the date an application is submitted.
3. Applicant must have and maintain a 3.0 or better GPA and/or hold a 1000 SAT score if a high school senior.
4. All accredited two- and four-year Florida universities are acceptable.
5. \$2000 awarded per applicant per year for a maximum of four years.
6. For undergraduate study towards a bachelor's degree only.
7. Applicant can be a full-time student (nine or more hours/semester) or part-time student (eight or fewer hours/semester).
8. Applicant must submit a copy of their most recent high school or college transcript.
9. Applicant must submit an essay of not more than 500 words entitled "My Goals and Objectives for Attending College."
10. Scholarship effective Fall 2018 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 8, 2018**. Awards presented by July 27, 2018.

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



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IacoNOTES...

The National Sleep Foundation sponsors Sleep Awareness Week every March to educate Americans on the importance of sleep to their overall health and well-being. The Center for Disease Control (CDC) has linked insufficient sleep to the development of chronic diseases and conditions, including diabetes, heart disease, obesity and depression.

Do you struggle to get a good night's sleep? If so, you're likely feeling fatigued throughout your day, which can cause serious problems for your health, your job and your life.

Symptoms of Fatigue

Fatigued individuals typically experience drowsiness, mood changes, loss of energy and appetite, headaches, and a lack of motivation, concentration and alertness. Men and women often differ in their symptoms—men may become angry, while women more often feel sadness.

Fatigue in the Workplace

Going to work fatigued even occasionally impairs your ability to perform your job at the highest possible level. The above symptoms are obviously not conducive to productivity and can also create a safety hazard depending on the job.

Health Concerns

Studies show that fatigue can lead to other medical conditions, such as depression, anxiety, high blood pressure and diabetes. Similarly, many health conditions can cause the poor sleep that produces fatigue.

In addition, while many people suffer simply from trouble sleeping, others have more serious sleep disorders such as sleep apnea or insomnia.

In honor of Sleep Awareness Week that took place this past March 11-17, try adopting the following healthy sleep habits, known as "sleep hygiene":

1. Strive for seven to eight hours a night. This may involve changing the schedule you're used to, but it's vital to make sleep a priority.
2. Keep a regular schedule—try to go to bed and wake up at the same time each day, including weekends.
3. Create a good sleep environment, including comfortable/cool room temperature, minimal noise and sufficient darkness.
4. Keep track of habits that help you fall asleep, like relaxing music or reading before bed. Repeat those activities each night.
5. Avoid caffeine and nicotine three to four hours before going to bed.
6. Limit alcohol before bed, as it can reduce sleep quality.
7. Eat nutritiously. Good eating habits can help you sleep better and feel energized all day. Also, avoid big meals right before going to bed.
8. Exercise regularly. This also helps your sleep quality and daytime energy level. Just be sure to avoid vigorous exercise close to bedtime.

Here are some sleep-inducing foods that help your muscles relax, quiet your mind and produce sleep-inducing hormones to help you fall sleep.

- Bananas
- Warm Milk
- Chamomile tea
- Almonds
- Whole Wheat bread

I hope this excellent information from the Insurance Office of America's (IOA) Live Well, Work Well March 2018 issue is of help. I know Allie and I need to adopt more of these habits for getting a better night's sleep.

"Sweet dreams and don't let the bed bugs bite!" (Quote from my Grandma and Mom.)

NELDA IACONO
FRVTA PRESIDENT



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

The Tax Reform Act—How Will it Affect You?

Now that the Tax Reform Act has been passed, this would be a great time to determine what changes to the law, if any, will impact your personal financial plan, your business planning, even

your estate planning.

This article should not be construed as tax advice—that should come from your tax counsel. You should seek advice based on your particular circumstances and you should consider visiting with your tax advisors SOON to see what planning opportunities may be available for you.

Some of the changes effective in 2018 are temporary, going away at the end of 2025. But here are some changes that may impact you this year:

- The elimination of some personal deductions and credits.
- Changes to education funding.
- The elimination of personal exemptions.
- Caps on the deduction for state and local taxes (income, sales and property taxes), now capped at a combined \$10,000.
- An increase in the standard deduction for single filers to \$12,000 and \$24,000 for those who are married filing jointly.



So, what are some of the things you may want to consider? Here are a few:

- Be sure to review your withholding amounts and make any changes using Form W-4.
- When possible, move income from one year to another through acceleration or deferral techniques.
- Reconsider your tax filing status.
- Consider multi-year tax planning by maximizing itemized deductions where possible to exceed the standard deduction. Then, take the standard deduction in the following year.
- If local law permits, pay two years of property taxes in one year.

- Donate to charity the amount you would normally donate in two years or more in the year you itemize deductions.
- For 2017 and 2018, the floor for itemizing medical expenses is reduced from 10% to 7.5% of adjusted gross income (AGI). Complete qualifying medical procedures and make large prescription drug purchases (when possible) in years where there are large medical expenses.
- If considering divorce, or if divorce is imminent, finalize in 2018 to take advantage of current alimony deduction rules that go away after 2018.
- If you converted your IRA to a ROTH IRA in 2017, you have until October 15, 2018 to re-characterize the conversion if it is warranted.

For business owners, the new tax law brings new lower tax rates for business income and planning options. Some of the changes are permanent, including lowering the Corporate tax rate to 21%, and the corporate alternative minimum tax (AMT) was repealed. It also provides benefits to the owners of “pass-through” businesses (like

sole proprietors, partnerships and S Corporations). However, not all business owners will benefit, and it is temporary.

Owners should understand there is no one determining factor in choosing the type of entity for a business. Both tax and non-tax considerations such as liability protection, the type of business, management structure and other factors deserve consideration.

Finally, consult with your insurance and investment advisors about how to make certain insurance premiums deductible and how to take investment returns without incurring taxable income.



Jerry Mann, owner of Vantage Benefits Solutions, Inc., has been a member of FRVTA Region 3 since 1996, and has served as Regional Treasurer three times. For other tax-saving ideas and insurance solutions, contact Jerry at 813-541-6071, toll free at 866-529-1618 or Jerry@vantage-benefits.com as soon as possible.

LEGISLATIVE UPDATE • by Marc Dunbar, Legislative Consultant
On to the silly season...


The Florida Legislature quietly adjourned sine die its 2018 session on a late afternoon on Sunday, March 11. It was a couple of days over the constitutional limit of 60 days, but fortunately was with considerably less acrimony than in previous years.

The nearly \$89 billion state spending bill that was passed included increases in education spending, nearly \$400 million to address issues related to the tragic Parkland school shooting and more than \$300 million in tax and fee reductions. The Republican-led House and Senate are able to claim victory on a host of issues including increased funding for environmental land buying programs and treatment for the opioid crisis as well as an overhaul of some of Florida's environmental and development regulations.

For the RV Industry, we saw another good legislative session. Bad bills were killed or withdrawn, and the tax package has a couple of items of interest such as a further reduction in the tax on commercial leases and tax relief for those affected by Hurricane Irma.

With the session closed, all eyes now move to the upcoming special elections, the candidate qualifying weeks and the August and November elections. Continuing with the record cycle of special elections, these will be held on April 10 and May 1.

On April 10, Palm Beach County voters will elect the Senator for District 31 to replace Sen. Jeff Clemens who resigned last year following revelations of an extramarital affair with a lobbyist. On May 1, replacements for Rep. Neil Combee, who resigned to take a position within the Trump Administration, and Rep. Daisy Baez, who was forced to resign to face misdemeanor perjury charges related to her

legal residency. Combee's House District 39 covers parts of Osceola and Polk counties, including Polk City, Auburndale and the outskirts of Kissimmee at its eastern border, and northern Lakeland along the district's southwestern edge. Baez's District 114 covers an enclave of Miami-Dade County.

For those seeking federal office, May 4 is the deadline for filing the paperwork to qualify for federal elected office. For Gov. Rick Scott, state Senators Greg Stuebe and Jose Javier Rodriguez, Rep. Mike Miller and others, this will be the time to file their "resign to run" paperwork. All are widely expected to seek federal office and create vacancies in their seats, which will be filled during the 2018 election cycle.

For the Governor, it creates a unique circumstance whereby, if he is successful in unseating incumbent Sen. Bill Nelson, Lt. Gov. Carlos Lopez Cantera will actually be sworn in as the 46th Governor of Florida for a brief time before Florida's next elected governor officially takes office January of 2019.

As it relates to qualifying for state office, June 22 is the deadline for those candidates. On that date, we will know who is running to be the next Governor of Florida. We will also know the candidates for Attorney General and Agriculture Commissioner. In addition, we will find out who will challenge our good friend Jimmy Patronis in the Chief Financial Officer's race. At least six members of the Florida Legislature have announced early retirement and more are expected. All of this adds up to a very, very busy election cycle.

All this means the FRVTA PAC needs you more than ever this year. We have a lot of work ahead of us as we go into the silly season of campaigns. I hope you will keep spreading the word so that we can find and elect solid, pro-RV members to these offices! Best wishes and here's to the official start of the 2018 election cycle and working with you for a successful 2018 election season for the RV Industry.


Open House Bumped Back


According to multiple sources, this year's Elkhart Open House Week where manufacturers show off their newest models has been pushed back to Sept. 24-27.

The show traditionally has been held the third week in September, which made for a busy calendar. The annual FRVTA Convention is held the weekend following Labor Day. The PRVCA Hershey Show in Pennsylvania, which combines a manufacturer day with a consumer show, is held Sept. 12 to 16, as is the Southwest RV Supershow, which is in Dallas.

Giving dealers the extra week between those events could result in even larger attendance for Open House Week, especially now that the RV Industry Association's annual show has been rescheduled for spring and likely will have more of a consumer flavor to it than the traditional Louisville, Ky.-based National RV Trade Show it replaces.—RV Pro



TRAINING NEWS • by Jim Carr, Training Director

Here's an interesting article from the recent issue of RVIA Today Express on how the Recreation Vehicle Industry Association (RVIA) is working hard to ensure technician training is top notch. I thought I would share it so you can see what's occurring on the national level with this important issue.

Tech Training Revamp to Meet Industry, and Consumer, Demands

Recognizing that the need is urgent and must be addressed, the RV Industry Association's (RVIA) Board of Directors passed the following motion in October 2017: "By Committee Week June 2018, present to the RVIA board a comprehensive strategic plan leveraging all RVIA departments for increasing technical training, certification and employment in anticipation of making a significant investment in re-inventing RV technician recruitment and training."

According to Matt Wald, RVIA vice president of strategic initiatives, the first step the Association took to meet this goal was to convene a focus group with its members (OEMs and suppliers) who are subject matter experts in the field of technician training – the people providing product-specific training.

That group then mapped the current landscape of RV technician training, and, analyzing that map, identified the key areas requiring improvement:

1. lack of standardized, centrally managed training
2. no focused efforts to identify and recruit technicians to the career
3. no clear career path for a new or existing RV technician to take to become proficient in the RV field.

The group then created a future state mission:

"Improve the consumer experience by providing as many RV technicians as quickly as possible with the knowledge, skills and abilities to diagnose and "fix-it-right the first time," reducing repair event cycle time."

At the heart of this future state vision is an RV Technician Database. Similar to the approach used by the aviation repair and maintenance industry, the RV Industry Association would assign each new and existing RV technician with a permanent Technician Number. This will allow the database to track all approved training and certifications the technician has achieved regardless the source.

"This database is envisioned as a market-based tool that will allow dealers, OEMs and suppliers total transparency into the training and certifications of the technicians who work for them or on their products," said Wald. "It will allow each stakeholder to make business decisions about what that technician can work on, what facilities can be authorized service centers, or whom dealers or independent service centers should hire."

Wald added that the question of what training is offered through what mechanisms remains on the table as the Association opens this strategic planning process up to the entire industry for input.

"There are strategies and tactics that must be developed around training curriculum, training delivery, course accreditation to qualify for inclusion in the database, issuing credentials and badges, recruiting new technicians, defining the technicians customer journey and career path, and educating consumers," Wald said. "We are currently reaching out to and working with every segment of the industry to develop strategies and tactics around these requirements."

Much has happened in the training arena since last October and the RV Industry Association is committed to meeting the future challenges created by its members' success. The end goal is to improve the consumer experience by providing as many RV technicians as quickly as possible with the knowledge, skills and abilities to diagnose and "fix-it-right the first time."

With record numbers of RVs being produced and sold to an ever-expanding demographic of RV consumers, it is more important than ever that RV buyers know that there are efficient, well-trained technicians available to keep their RVs safe and operational within reasonable repair cycle time-frames.





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

Compliance and Good Business Practices Check

It's time to take a step back and look at how your business operates to see if it's in compliance with state and federal laws, and if you have good business practices in place. This is a list of some, but not all, of the compliance requirements and good business practices you should have in place:

1. Have you started using the new Federal Trade Commission Buyers Guide for motorized units? You should have started using the new Guide no later than January 28.
2. The DMV electronic temporary registration (ETR) system has gone down at least two times recently, as of this writing. When the system goes down you are authorized to issue pre-printed temporary tags, but you must do two things afterwards: first, you must enter the information into the ETR system regarding the issuance of the pre-printed temporary tag within *one business day* of issuing it; second, you must complete form HSMV 82082 and retain a copy in your records for five (5) years.
3. Anyone from your dealership who is authorized to issue electronic temporary registrations (ETR) must have undergone a criminal background check and that check must be reported to your ETR provider (vendor).
4. Speaking of criminal background checks, do you conduct one on all new employees? That's great if you do, but do you repeat the criminal background check on all current employees at least once per year? If not, there may be little, if any, chance of knowing if your employee has been arrested while employed by you.
5. Are you doing everything possible (and succeeding) to apply for titles and registrations on behalf of your customers within 30 days of the delivery date? If you want to be removed from DMV's 'most watched dealers' list, you need to shoot for less than 30 days. Failing to do so, and consistently remaining on the list, could lead to administrative action being taken against your dealership's license.
6. Do you provide a Risk Based Pricing Notice to all of your financed customers? Do you have a copy of this form signed by the customer acknowledging receipt of it in your deal jacket?
7. Do you provide a Privacy Notice to all of your customers and anyone who is applying for a loan (even if they weren't approved)? Do you have a copy of this form signed by the customer acknowledging receipt of it in your deal jacket?
8. Are you conducting an OFAC check (Office of Foreign

Assets Control) on all of your customers (cash and financed) to make sure they don't appear on the List of Specially Designated Nationals and Blocked Persons? Do you have documentation in your deal jacket to prove you conducted the check?

9. Are you conducting Red Flag checks on all financed customers? Do you have documentation in your deal jackets to prove the check was conducted (including responses to out-of-wallet questions when the identity theft risk score was rated as "high")?
10. Do you provide training to all new employees on Safeguards Rule requirements?
11. Do you provide training to all new applicable employees on Red Flags Rule requirements?
12. Do you provide refresher training on the Safeguards and Red Flags Rules requirements to all applicable employees at least once per year?
13. Do you have written Safeguards Rule and Disposal Rule policies?
14. Do you have a written Red Flags Rule (Identity Theft Protection Program) policy?
15. Do you have strong practices in place that will reduce the chances of you doing business with an identity thief? One dealership sold a unit (\$88,000) to a person who had stolen an identity. The entire transaction was conducted over the phone and through email and the unit was shipped to the identity thief.
16. Do your ads meet the requirements of the federal Truth in Lending Act (TILA) to ensure that all finance terms are properly disclosed?



17. Do you have someone doing spot checks of deals to ensure that all sales and F&I staff are completing all the required paperwork correctly, and that customers are signing all applicable forms?

Having good compliance and business practices in place takes constant effort and monitoring. Doing so will bring many benefits. Not doing so could lead to dire consequences.

Is there any compliance topic on the FRVTA Knowledge Base that's missing? If so, please let me know. I will be sure to add it.

I wish you great business and compliance success!

NOTE: This article is not intended to provide legal or financial advice. It is for informational purposes only. Please consult your attorney if you have any questions requiring legal advice.

S. Allen Monello, D.P.A. 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 can be reached by email at Allen@TheAICE.com or by phone at (727) 623-9075. You may visit his website at www.TheAICE.com.

Go RVing Dealer PROGRAM INCLUDES NEW 20TH ANNIVERSARY POSTERS... Sign Up for the Dealer Tie-In Program

Dealers signed up for the 2018 Go RVing Tie-In Program will receive colorful new posters celebrating Go RVing's 20th Anniversary. The posters are 22" x 28", each with a unique theme - Wonder, Splendor & Freedom – focusing on the joy of RV travel in the great outdoors.

"These beautiful posters are ideal for display at dealerships, at retail shows or at other events," said RVDA President Phil Ingrassia. "The messages are aimed squarely at conveying the timeless appeal of RV travel."



The 2018 Go RVing Tie-In Program is available for dealers to leverage the power of the national advertising and promotion campaign at the local level. For an additional cost, dealers signed up for the program can access digital stock footage to create local advertisements. The price for the program is only \$250.

In addition, there are taggable versions of the Go RVing national commercials, vinyl window clings, 15' pennant strings and vinyl 'Go RVing' banners (24" X 60") available to Go RVing dealers at an additional charge.

The industry's national advertising and marketing campaign has generated more than 56 billion consumer impressions since it was created 20 years ago. During that time, Go RVing

has delivered the RV message through popular magazines and TV shows, online and at special events like state fairs and country music festivals.

Purchase rates for new RVs were twice as high through leads produced by Go RVing - in comparison to the rate among the total universe of U.S. households - according to a sales match analysis by global marketing and data solutions firm IHS.

The Go RVing Coalition consists of RV manufacturers, component suppliers, dealers and campgrounds. Go RVing works to provide the public and media with general information about the benefits of RV travel and camping.

The Coalition was formed by representatives of the Recreation Vehicle Industry Association (RVIA), Recreation Vehicle Dealers Association (RVDA), National Association of RV Parks and Campgrounds (ARVC), and leading state RV and campground associations to distribute information about the benefits of RV travel and ensure the quality of RV products and services.

To sign up, visit www.rvda.org, email Chuck Boyd at cboyd@rvda.org or call him at (703) 591-7130, x113. –RVDA

GOOD NEWS FOR TOWABLE SALES



Pickup truck sales are the hottest they've been in a decade and it's no wonder: Driving one is no longer a bumpy, jarring experience that you have to endure.

According to Consumer Reports, truck makers today are building pickups with broader appeal, with a softer ride and more safety, convenience and comfort features. As a result, pickups are now attracting more buyers, including those who like the addition of backseats and more cab space, and don't seem to mind sacrificing some truck bed length for the extra room inside.

Although the pickup market remains overwhelmingly dominated by male buyers, the number of women who registered full-sized pickups increased 67% from 2008 to 2016 (reaching more than 470,000 trucks in 2016), based on data from IHS Markit.

"Family trucks are 40% to 50% of our mix," says David Elshoff, Ram brand spokesman. In the industry, a family truck is one with four full-sized doors in a midlevel or higher trim.

Additional seating has been a trend over the last 10 years, and those bigger cabs mean more space for adults as well as kids, says Jen Stockburger, director of operations at Consumer Reports' Auto Test Center in Connecticut. "In our tests, crew-cab pickups typically offer generous rear-seat room to install child seats," she says. –RVBusiness





Walworth Approves of GOP Tax Legislation

Editor's Note: Tom Walworth, former president of Grand Rapids, Mich.-based Statistical Surveys Inc., offers a historical perspective on the tax cut and how it will impact the RV Industry. Walworth currently serves as an RV Industry retail consultant and market analyst.

Industry tracking retail sales you pick up a few observations. So, I have become somewhat of a historian of the RV Industry.

RVBusiness Publisher Sherman Goldenberg and I were discussing if the Trump administration's tax cut would be a positive factor for the RV Industry. As a point of comparison, I reviewed tax cuts that have taken place in the last 90 years.

During that time, we have had several tax cuts and a number of tax increases. The RV Industry did not have good shipment numbers until the mid-1970s, so I will try to fill in the gaps. In addition to the tax cuts, we have a large population bubble going through the RV Industry, as the Baby Boomers continue to have a very positive effect on the industry.

The tax cuts of the 1920's dropped the personal rate from 70% to less than 25% federal. Revenues grew from \$719 million in 1921 to \$1,164 million in 1928. This caused capital to be invested into business, creating jobs and profit to the corporations. In the 1930's, the government raised taxes to more than 90% that hindered the economy.

In the 1960s, which is when the RV Industry exploded, President Kennedy proposed an across-the-board reduction from 90% to 70%. The result was that tax revenues climbed 33% after adjusting for inflation. This also increased individual and corporate income.

In the late '70s, which is when I started gathering data, the RV Industry was doing very well, shipping 412,000 units. Then we had the crash of 1979 and 1980. This was due to high inflation and an increased interest rate designed to roll back inflation, along with a personal tax rate in the 90% range. In 1980, shipments crashed to 107,000 units.

In the 1980s, thanks to "bracket creep" and the inflation of the 1970s, people were pushed into the higher tax brackets. To offset this, President Reagan proposed tax reductions to improve the economy, which resulted in federal revenues rising 28% after adjusting for inflation. Individual income increased as well.

The reduction in taxes in the 1980s increased RV shipments from 107,000 to 215,000, and in 1988 totals represented an increase of over 100% in eight years. In addition to the tax cut, there were other factors such as

interest rates and monetary policy that would factor into the increase.

The country has been in a flat growth mode since the early 2000s, exacerbated when the housing bubble burst in 2008 with the retail bottom occurring in 2010. The RV Industry, however, roared back and has seen a rapid rise from a low of 165,000 units in 2009 to a projected 2017 number of 509,000 units. This represents a 308% gain in wholesale shipments.

Baby Boomer Bubble Still Drives Industry

The RV Industry has also been riding the population demographics bubble that has been occurring in other industries over the years. The Baby Boomers are responsible for a large percentage of the growth the RV segment has enjoyed since 2009. This age group is currently responsible for 46% of the purchases in the RV Industry.

The fact is that if you were born in 1953 you may have already started your retirement. The peak of the Baby Boomers birth occurred in 1957. That would mean that we have four more years of Baby Boomers growing in our industry.

Now what does all this mean to the RV Industry? The new tax rate will occur in 2018, and we have seen in history that the tax cuts will increase personal incomes and increase capital to businesses. This has been verified by the three tax reductions that occurred since the 1920s.

The Baby Boomers have been a primary factor in the industry's growth from 2009 to current. In addition, we now are seeing more demographic groups entering and enjoying the lifestyle including Gen Xers and Millennials, a segment the industry is targeting to replace the Boomers.

As of this writing, companies said they would increase wages after the announcement of the tax cut. AT&T said it would pay a \$1,000 bonus to more than 200,000 employees, while Boeing will invest \$100 million in employee retirement match — \$100 million for workplace training and development, and \$100 million for future enhancements in the workplace. Fifth Third will raise its minimum hourly wage to \$15 per hour for its 3,000 hourly employees, and Wells Fargo has indicated it will hike its hourly wage 11% while also donating \$400 million to community and nonprofit organizations.

To all RV Dealers, continue to monitor YOUR market and focus inventory on your hot models and price points. 2018 is forecasted to be another record year prior to the notice of the tax cut. I believe shipments and sales will surpass the forecast as, in line with similar scenarios in our history, the RV Industry will benefit from the tax cut.—*RVBusiness*

NEW MEMBERS

CHILLINGTHEMOST.COM

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Campground, Region 5

FRVTA REMAINING SHOW SCHEDULE



RV SUPERSAVER SHOW

April 20-22 • CenturyLink-Lee Sports Complex

WEST PALM SUMMER RV SHOW

May 10-13 • South Florida Fairgrounds

TAMPA BAY SUMMER RV SHOW

June 7-10 • Florida State Fairgrounds

Campers Inn Sponsors Jax Icemen Hockey Team

Campers Inn RV recently announced it is sponsoring the inaugural season of the Jacksonville Icemen, a professional hockey team associated with the East Coast Hockey League (ECHL).

"As a Jacksonville-based company, we are proud to support our city's newest pro sports team," said Ben Hirsch, COO of Campers Inn RV. "We are thrilled hockey is back in Jacksonville and we believe strongly in the Icemen's commitment to bolstering our local community. We feel their values mirror our own, and we know our investment in the team will help them continue to offer fun activities for Jacksonville families."



Campers Inn RV is an Official Jersey Sponsor and an official tailgate sponsor of Fanfest, the team's outdoor pre-game celebration, for the 2017-2018 season.

The Jacksonville Icemen, who play at the Jacksonville Veterans Memorial Arena, were launched in October 2017 as the first ECHL franchise in the city since 2000. The team aims to provide an affordable family experience featuring competitive, high-level hockey. It is affiliated with the NHL Winnipeg Jets and the AHL Manitoba Moose.

"Campers Inn RV is a great example of how local businesses have supported the return of the professional hockey in Jacksonville," said Bob Ohrablo, team president. "We ask our thousands of loyal fans to support Campers Inn RV and make sure that you are a part of the Icemen family as well."—news release

MEETING DATES



Region 1 • April 3 • Twin Isle Country Club • 301 Madrid Blvd • Punta Gorda

Region 2 • April 11 • PGA Nat'l Resort & Spa Members Club • 400 Ave. of the Champions • Palm Beach Gardens

Region 3 • April 10 • Rusty Pelican • 2425 North Rocky Pointe Drive • Tampa, FL

Region 4 • April 11 • Bonefish Grill • Sand Lake Rd • Orlando

Region 5 • NO Meeting • Tuscany Italian Bistro • 36178 Emerald Parkway • Destin

Region 6 • April 17 • Copeland's of New Orleans • 4310 Southside Boulevard • Jacksonville

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

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