

FRVTA News



MARCH 2019

MONTHLY NEWS CONCERNING
FLORIDA'S RECREATION VEHICLE INDUSTRY



Following great Florida winter weather for the RV SuperShow, Mother Nature turned the tables on the next two FRVTA-sponsored events: The 34th Annual Fort Myers RV Show and the 2019 Jacksonville RV MegaShow.

Opening day for the Fort Myers RV Show, held January 24-27 at the Lee Civic Center, was basically a washout, said Region 1 President Everett Henkel III. "We had hoped for a big crowd on opening day since we offer a discount, but we got a full morning of heavy rain instead," he explained. "Fortunately those patrons came back on Friday at which we had record-breaking crowds."

This year, the Fort Myers RV Show featured 11 dealers from along the Gulf Coast, two manufacturers and one dealer from Florida's East Coast all displaying new 2019 models. Additionally, 85 vendors staffed booths that featured everything from RV resorts, RV insurance and various other specialty items designed to enhance the outdoor experience.

In fact, according to Region 1 Show Manager Jack Carver, Friday and Saturday were the best days for interested RVers to come out and see what's new. "We had great traffic both days with lots of interested patrons who enjoyed beautiful sunny weather that's more typical of Florida's winter rather than the rain we had Thursday," he said. "Many deals were made by both dealers and vendors, so show participants were happy!"

Unfortunately, Mother Nature pulled a fast one on Sunday during which record rains fell the entire day. "While Sunday wasn't a complete wash-out—we did attract almost 1000 patrons—I did shut the show down early to avoid customer slips & falls as well as dirtying the coaches," Jack said. "It was just one of those cold, rainy days that hit us hard."

Nevertheless, the show attracted over 10,550 paid customers, many of whom left with either a new RV or needed product. "Overall, while we didn't set any attendance records, from what I was told and heard, all participants had a successful show," Everett said.

Likewise, weather played a part in attendance at the 2019 Jacksonville RV MegaShow, held the weekend of February 7-10. About 8,000 visitors attended at the Jacksonville Equestrian Center, down from last year, but dealers reported good sales. A total of seven dealers took part along with over 40 vendors.

"Even though we fell short on attendance compared to last year's record 10,000 visitors, it appears those who came were enthusiastic and showed up to buy RVs," said Ken Loyd, Region 6 president. "Many dealers I spoke to reported good sales and vendors were also happy for the most part."

As with any outdoor event, Loyd said weather played a key factor in overall attendance. "Saturday was cool and windy with occasional rain and Sunday was warmer, but gloomy with the threat of rain all day," he said. "Despite that, the weekend was filled with families looking to make their first RV purchase to begin making memories."

For the first time, Region 6 donated a portion of the admission price to a nonprofit organization. This year's selection was Hoods For Heroes, which raises money to provide protective hood gear for firefighters.

Besides receiving just under \$8,000, Region 6 members also voted to make a direct donation of \$12,500 and a check presentation was made during the show.

"We deeply appreciate the donation from the FRVTA members whose generosity makes it possible for us to protect many more firefighters," said Hoods For Heroes co-founder Bill Hamilton. "These hoods are a lifesaver."

As we move into the second quarter of 2019, weather may continue to play a spoiler due to the El Niño effect. Upcoming shows include the Ocala RV Show, February 28-March 3, the RV SuperSaver Show in Fort Myers, April 12-14 and the Tampa Bay Summer RV Show, June 6-9.

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PRESIDENT'S MESSAGE...

How to Stay Relevant in Today's Fast-Paced World

I can honestly say I never knew how fast months could disappear until I started writing this monthly newsletter. I have been accused of being a creative thinker, but I have never been much of a writer. So inevitably, I get a gentle reminder to get this message produced and I immediately sit down and punch it out.

I typically consider my next topic throughout the month (or several topics) and have mentally build materials along the way. So, when the reminder comes along, I've done the research and just need to sit down, do the typing and submit.

Much thought and effort go into bringing you something useful each month and I certainly hope you find it helpful. I have had a few people compliment me on some of the information I have shared, but I'm not actually sure how many people read this and how many do not. I also have no way of knowing if the ones who read it find it useful. It would be great if I had some feedback to let me know how I'm doing and if you find these messages useful, which brings me to my topic this month of How to Stay Relevant.

I've always believed that everything can be and should be improved in every area of your business. Time, analysis, course correction and monitoring are always the main components of an improvement plan, but I'd like to focus on the monitoring today—and specifically feedback.

It really comes down to two questions:

- 1. Are you asking the right people the right questions?*
- 2. Are you carefully listening to the answers?*

Once these happen you can then begin to take corrective action and monitor the results.

So now I'd like to aim this question at you: "How does your Association stay relevant?"

I've watched RVIA make some bold moves recently and time will tell if the changes produce the desired outcomes. But I have seen them actively reach out to industry stakeholders (including me) and work to gather the information from the folks who know what is happening in their specific area of the industry.

As stated in our mission statement, the purpose of the FRVTA is to lead, educate, protect and promote the RV Industry in the State of Florida. I'm fortunate to spend time with the dedicated staff and Board of Directors that oversee your Association and I personally believe they do an incredible job for the membership.

I can only see through my small window, however. So, let me ask you—dealer, campground operator, financial institution or supplier, etc.: Do you believe we are leading, educating, protecting and promoting the RV Industry in Florida?

You have a president, board and staff ready to help serve you to meet FRVTA's mission. I urge you to give us some feedback and let us know how we're doing. We're also open to suggestions or ideas and we encourage your input. Feel free to call the office or email us at info@frvta.org.

Thank you for being a valued member and I look forward to hearing from you!

ROB COCHRAN
FRVTA State President



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



Consider Tax-Deductible Business Insurance

About this time of the year, most people are mindful of the IRS tax-filing deadline for personal tax returns. And while it may be too late to do anything for your corporate tax return if your corporate year end is December 31, it may not be too late to take

a significant deduction on your corporate tax return if your corporate year end is March 31 or later.

Most business owners own personal or business life insurance on their life. They understand the value of and need for liquidity for their heirs if they die. And, if they are a “Rain-Maker” for their business, they understand how their death could cripple their business.

But, many business professionals and business owners haven’t protected their business in the event they become disabled. And, the odds are typically much higher that a disability will occur rather than death during ones working career. Enter “Disability Overhead Expense” (DOE) insurance for business owners.

This type of policy helps protect against financial loss created by business expenses, which continue during a period of total or partial disability. Typically, this type of policy covers business expenses like employee wages, advertising, debt repayments on a business loan or depreciation, utility bills, rent, real estate tax and much more. And, here is the best news...the premium for this type of insurance is fully tax deductible.

Now, I understand this is another expense. However, if you will be in a 24% tax bracket this year that means “Uncle Sam” is subsidizing 24% of the cost. And, while the benefits received are taxable, the eligible business

expenses offset them. So maybe it makes sense to ask yourself a question: If you are not going to shut your business down while disabled, does it make good sense to have this type of insurance, because business expenses continue whether you can work or not.

These policies usually have a benefit period of 12 or 24 months. Benefits begin after a waiting period (typically 60-90 days). The benefit can be used however the owner decides, as long as one has eligible expenses. Although some business expenses are not eligible, the list of eligible expenses is extensive. Some insurance companies will cover up to \$60,000 a month for 12 months (\$720,000).

To qualify as an “eligible expense” most insurance companies require that the expense be:

- Normal and customary in the continued operation of the insured’s business
- An expense that will continue to be incurred if the insured becomes disabled, and
- Is an expense the business was periodically liable for prior to the commencement of the disability.

A disability of six to 12 months can be devastating to a small business owner. If your injury or illness is serious, the additional income from a DOE policy can buy some time to determine if recovery is possible or arrange for a sale without having to accept a “fire sale” price. Why take the risk, especially when the premiums are a tax-deductible expense?

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.



Florida’s National Parks Face \$254 Million Backlog



It’s high season at Florida’s Everglades National Park, the cool months when tourists finally start to outnumber mosquitoes, and the simple construction of sawgrass, sky and clouds appears most beautiful. But not everything is so pretty.

According to the *Miami Herald*, near the main entrance in Florida City, drivers head into a visitor center parking lot worn down to gravel. Picnickers lunch near barricades and caution tape blocks steps to a shuttered dining hall.

On the southwest coast, a trailer greets visitors at the Everglades City entrance rather than a new welcome center first approved, but left unfunded, since the first Bush presidency.

Since Hurricane Irma, the state’s busiest national park is still recovering. But shoddy conditions date way before the storm. Over the decades, the park and two other south Florida national wilderness areas have amassed huge maintenance backlogs, from derelict ranger stations and research buildings to rundown visitor centers and weathered chickees.

Everglades National Park claims the largest backlog by far, with the last official tally in July 2017 calculated at \$88 million. With lost revenue following Irma and the recent government shutdown, that’s now likely higher. Across the state, the tab amounts to \$254 million, according to an analysis by the Pew Charitable Trusts, with the cost to totally replace aging facilities soaring into the billions.—*Woodall’s Campground Management*





LEGISLATIVE UPDATE • by Marc Dunbar, Legislative Consultant

The 2019 Legislative Session Underway

The Florida House of Representatives and the Florida Senate have commenced their constitutionally required regular session. If all goes well, they will convene sine die on the first Friday in May. With Republicans firmly in control of both chambers

and with a new Republican in the Governor's mansion, the prospects of smooth sailing are high. The hopes are also buoyed by a budget surplus that presents a possible spending plan for the 2019-2020 budget of more than \$90 billion dollars.

Newly elected Gov. Ron DeSantis has indicated he expects record spending on education and on the environment as he looks to make good on his campaign promises. All indications are that the governor will get his wishes as the two chambers attempt to tap into his high approval ratings and high marks for his first few months in office. Look for "red meat" Republican issues such as deregulation, tax reductions, education reform initiatives and insurance reforms to highlight the legislative news for the next 60 days.

As mentioned last month, the Florida House of Representatives will be a little short as three members of the chamber accepted positions in the DeSantis

administration. District 7 (spanning Calhoun, Franklin, Gulf, Jefferson, Lafayette, part of Leon, Liberty, Madison, Taylor and Wakulla counties), District 38 (Pasco County) and District 97 (Broward County) will have their special primary elections on April 9 followed by their special general elections on June 18.

Each seat consists of hyper partisan apportionment with District 7 and 38 solidly Republican and District 97 solidly Democratic. While the races will basically be decided on April 9, constituents for these districts will not have representation during the regular legislative session due to the June 18 general election.

The lobbying team is currently tracking 21 pieces of legislation. As of the writing of this article, legislators have filed 1648 pieces of legislation. It is expected that another 1000 will be filed before the legislative session is over. We expect to be quite busy with all of the new ideas from this latest crop of legislators as well as with the special primary elections that will occur during the middle of the legislative session.

The PAC will certainly get involved the special elections as well as helping fortify the campaign coffers of the RV-friendly legislators in the legislature. Thanks for all the great feedback on the current members as well as those considering a run in 2020.

Keep the insights coming, as they are invaluable to us as we try to maintain a solid bench of legislators who help ensure that Florida continues as a top RV state.



RV Learning Center College Scholarship Available

College undergrads can start getting their finances in order for the fall semester by applying to the Mike Molino RV Learning Center's scholarship program.



RV-related company employees and their dependents, who are working toward a degree in a business-related field or a major applicable to the RV Industry are eligible to apply for the \$2,500 scholarship.

One of the factors considered when choosing the recipient is whether he or she has previous experience working in the RV business or a desire to do so after graduation. Individuals must be a rising sophomore, junior or senior at an accredited four-year school and have a 2.8 or better grade point average.

The scholarship program is made possible through the generosity of the Newt and Joanne Kindlund family. Unfortunately, Mrs. Kindlund recently passed away, but thankfully her and her husband's generosity continues. For complete requirements and to apply, [click here](#).—RVDA



TRAINING NEWS • by Jim Carr, Training Director

Florida Tech Qualifies as Finalist for RVIA's Top Tech Challenge

Congratulations to Tom Gordon, Camping World in Ocala for being chosen as one of the eight finalists in the 2019 RVIA Top Tech Challenge. Tom is a Master Certified Technician and

has been the Distance Learning Mentor at his site for many years as well as Shop Forman.

Over a year ago Tom and his Service Manager, Victor Koester launched a bold new approach to their in-house DLN training program. They offered training four days a week, 8:00 a.m. to noon and then assigned new trainees to work with seasoned veteran tech's for afternoon in-shop hands-on activities to put their newly-acquired knowledge to work. Tom found he could complete the entire DLN Registered Curriculum in just 2 ½ weeks and test for the Registered Technician certification at the local college. To-date they have achieved 100% success in obtaining certifications for their trainees.

This "out of the box" training approach that Tom conducted and Victor supported has proven extremely efficient, effective and well received by all participants. They have turned their new hires into productive and skilled service professionals adding positively to the overall "shop" mission in a very short period of time. This is one example of Tom's contributions to his dealership and, combined with his high level of technician skills, aided his outstanding performance as a Top Tech candidate. Since Tom's application, he has been promoted to Service Manager at Camping World's America's Choice RV in Ocala.

We wish you well in Salt Lake City in March Tom, and please know how proud we are that you are representing Florida as one example of the quality personnel we have in our RV service operations.

GENERAL INFORMATION ABOUT THE RV TECH PROGRAM FROM RVIA:

Eight RV service technicians will showcase their skills as they compete in a winner-take-all contest to find the best tech in the country. The [2019 RV Technical Institute Top Tech Challenge](#), slated for the Salt Palace Convention Center in Salt Lake City, 4pm – 6pm on Wednesday, March 13, will take place live at [RVX: The RV Experience!](#)



Held in front of an excited industry audience full of dealers, manufacturers, suppliers and the media, the Top Tech Challenge will highlight the industry-wide need for skilled labor and how we can work together to bring in more qualified technicians to the industry. These technicians will aid us in helping improve the consumer RV experience. The winner will go home with a \$10,000 cash prize to be shared by the tech and their dealership, as well as the title of Top Tech Champion!



Besides the cash prize, the winner will receive marketing materials to display at their dealership that recognizes their achievements, as well as promotional content for

their local website and social media platforms.

"The RV Technical Institute Top Tech Challenge represents the industry's continued commitment to providing quality service to consumers," said Liz Crawford, RV Industry Association senior vice president of trade shows and events. "We're excited to showcase the exemplary work from service techs in the business, while having some fun as well. "



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

Compliance Check 2019

When looking back at 2018 you should be able to immediately identify your successes and some setbacks that you want to avoid this year. From that perspective, you will be better positioned to set goals to achieve greater financial milestones in 2019 while taking steps to lessen

the potential for setbacks, such as a regulatory action against your dealership or encounters with plaintiffs' attorneys.

With the latter in mind, I'll review some of the compliance responsibilities you have as a dealer. Although this "compliance checklist" is daunting, it does not address all your compliance responsibilities. So, let's begin:

1. *Maintaining Data Security and Protecting Customer Nonpublic Personal Information*

- a. Gramm-Leach-Bliley Act and Safeguards Rule – Do you have a written plan to protect customer information? Do you regularly train your employees? Do you review your written policies and procedures at least once every year? Is access to customer information restricted only to those persons with a business reason to know?
- b. Florida Information Protection Act of 2014 – Do you know what to do if 500 or more customers' information is breached?

2. *Red Flags Rule* – Do you have written procedures in place to prevent, detect and mitigate identity theft? Do you regularly train your employees? Are your business managers requiring documentation to overcome high identity theft risk scores? Are they asking the out-of-wallet questions and documenting the responses?

3. *Are you applying for title and registration on behalf of customers within 30 days of sale or delivery?*

4. *Office of Foreign Assets Control (OFAC)* – Do you check all buyers and co-buyers names against the list of Specially Designated Nationals and Blocked Persons on every sale? When a purchase is made in the name of a company do you also check the company name against the list? When selling wholesale to other dealers are you checking the dealer representative and the dealership name against the list?

5. *Regulations M and Z* – Do you follow all federal requirements concerning financing and leasing?

6. *Used Car Rule* – Are you using only the new version of the Buyers Guides on those motorized units that fall under the Used Car Rule?

7. *Disposal Rule* – Do you properly dispose of all documents containing customer nonpublic personal information?

8. *Adverse Action Notices* – Are you providing these notices to customers when you are making lending decisions resulting in the refusal of credit to a customer or the

granting of credit on different terms than the customer requested?

9. *IRS Form 8300 Cash Reporting* – Are you following all the requirements for reporting cash transactions over \$10,000 and are you submitting reports to the IRS and Florida Department of Revenue in a timely manner?
10. *Wage and Hour Laws* – Are you paying salaried employees the minimum amount required based on the latest Department of Labor requirements?
11. *Do You Know How You Are Affected, and Must Comply With:*
 - a. Magnusson-Moss Warranty Act;
 - b. Americans with Disabilities Act (ADA);
 - c. Occupational Safety and Health Administration (OSHA) Requirements;
 - d. Equal Credit Opportunity Act;
 - e. Fair Credit Reporting Act;
 - f. Credit Practices Rule;
 - g. Telemarketing Sales Rule;
 - h. Truth in Advertising laws;
 - i. Family Medical Leave Act (FMLA); etc.?
12. *Are you aware of the latest county local discretionary sales surtax rates? Are you charging the correct rates based on county in which the unit will be registered?*
13. *Are you aware of the latest state sales tax rates and are you charging out-of-state customers the correct sales tax when they take delivery from your store?*
14. *Are all of your licenses current?*
 - a. Dealer license
 - b. Motor Vehicle Retail Installment Sellers license
 - c. Automotive Repair license
 - d. GAP insurance (credit insurance) sales license
 - e. Motor Vehicle Service Agreement Sellers license
 - f. City and/or county business licenses
15. *Are you complying with the Military Lending Act (MLA) by not selling credit insurance products (e.g., GAP) to active service members and their dependents without calculating the Military Annual Percentage Rate (MAPR) and making other disclosures?*

This is a lot to ponder. But now is a good time to review your policies and procedures to ensure you are in compliance in 2019.

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.

Holiday Superstores Co-Founder Joanne Kindlund Passes



Joanne Weber Kindlund, who with her husband, Newt, cofounded Holiday RV Superstores, passed away this past January after a long fight with cancer. She was 69. Holiday RV Superstores was the RV Industry's first publicly owned company and is the sponsor of the annual Mike Molino RV Learning Center's scholarship program.

A journalism graduate of the University of Florida, Joanne was extremely active during the mid-1980s in a variety of philanthropic endeavors, including serving as an executive board member of the Orlando Museum of Art and as a parent alumni admissions representative for Phillips Academy Andover for over 20 years. Joanne was honored throughout her career by Inc. Magazine, Fortune, Florida Trend and various RV Industry publications for her business accomplishments.

Besides her husband Newt, she is survived by her son Darien (Kathy Wang), daughters Erika (Garry Trigger) and Kirsten (Larry Erdosh), and several grandchildren as well as her brother Owen (Donna Weber).

The FRVTA Board of Directors, membership and staff express their deepest gratitude for her invaluable industry service and a memory that will keep on giving via her scholarship generosity

RVDA to Recognize Manufacturers with Dealer Satisfaction Index (DSI) Quality Circle Awards

RVDA will honor RV brands built by 12 manufacturers with its Quality Circle Award during the RV Industry Awards Celebration on Thursday, March 14, in downtown Salt Lake City. These brands/manufacturers/product categories received at least 15 dealer responses and scored 4.25 or above on a 5-point scale in overall dealer satisfaction in the association's 25th Annual Dealer Satisfaction Index (DSI) survey.

"Quality Circle Awards recognize manufacturers that dealers rated the highest in several important areas of dealer and customer support in the DSI survey," said RVDA Chairman of the Board Mike Regan of Crestview RV Center in Buda, TX.

Towable RV Manufacturers/brands receiving awards are (in alphabetical order by manufacturer): Airstream; Coachmen(Brookstone/Chaparral fifth wheels); Forest River (Flagstaff travel trailers and fifth wheels/Shamrock expandables, Sierra/Sandpiper); Grand Design (Imagine, Momentum, Reflection, Solitude, Transcend); Gulf Stream (Vintage Cruiser/Vista Cruiser, Innsbruck/Amerilite/Conquest/Kingsport); Heartland

(Big Country/Elk Ridge, Cyclone/Torque, Landmark, North Trail/Wilderness, Prowler/Trail Runner, Road Warrior, Sundance/Gateway); Keystone (Montana/High Country), and Lance travel trailers and toy haulers.

Motorized RV Manufacturers/product categories receiving awards are (in alphabetical order): Airstream; Gulf Stream; Leisure Travel Vans/Triple E; Newmar; Pleasure-Way and Tiffin.

When rating their brands/manufacturers, RVDA asks dealers to express, confidentially, their level of satisfaction on four core issues:

- Reliability/quality
- Parts
- Warranty
- Sales

The annual survey was conducted between October 2018 and January 2019. A total of 525 U.S. and Canadian dealers responded to the survey this year and provided 2,371 brand ratings, an average of almost five per dealer. A summary of the DSI survey aggregate results will appear in the April issue of RV Executive Today.—RVDA



RVIA's Second Annual 40 Under 40 Winners

In 2017, the RV Industry Association launched a program to identify future leaders in our industry 40 Under 40. The goal was not simply to create a one-time ceremony, but to engage the next generation of innovators in the RV Industry and to build on the initiative each year. Anyone who demonstrated a commitment to our amazing industry at any level within their organization was eligible to be recognized for this honor.

Congratulations to the following Second Annual 40 Under 40 award winners from Florida:

JOEY SCHNEIDER - Ocean Grove RV Supercenter

DEVIN BURTON - Giant Recreation World

General RV Opens new Ocala Site

General RV Center Inc.'s recently announced the opening of a new dealership in Ocala/. This location will be its largest project to date and third in the Sunshine State. Currently, the Michigan-based company operates 13 stores in six states that besides Florida and Michigan, includes operations in Ohio, Illinois, Utah and Virginia.

General RV President Loren Baidas says the company chose the Ocala location due to its prime positioning along Interstate 75.

The new dealership sits on 60 acres while the sales and service facility encompasses 90,000 square feet that houses 40 service bays; 20,000 square feet of retail space with a wide selection of parts and accessories; a state-of-the-art service department with paint facility; and a customer lounge area with amenities.

"This location also provides synergy for our other Florida stores in Jacksonville and Tampa, which was key," Baidas explained. He expects to have an estimated 150 employees as the dealership develops. *-RVBusiness*



RV One Celebrates Tampa Store Openings

Marked by fireworks rivaling what many cities put on for the Fourth of July, company officials, employees and their families along with invited guests gathered in Florida this past January to celebrate the grand opening of the all-new RV One of Tampa and Airstream of Tampa dealerships.

Separated by wetlands and a lake, the two facilities occupy a sprawling 37 acres—not including another 94 undeveloped acres—fronting what has essentially become the nation's "RV Super Highway" on I-4 east of downtown Tampa. The RV One/Airstream of Tampa complex is within a stone's throw of Camping World and General RV stores, and Lazydays RV is just one exit to the west.



RV One, which came under the ownership of Fort Lauderdale-based RV Retailer LLC late last year, now operates seven locations in New York, Iowa and Florida. President and CEO Don Strollo said they wouldn't have made such a significant investment in its operations in 2018 — five of its seven locations are brand new facilities — had they not been "very bullish" in the RV industry's growth potential.

Replacing what had been a doublewide trailer set on gravel, the RV One of Tampa facility is a 40,000-square-foot, two-story building that includes 32 covered service bays with additional uncovered service areas. Besides a cavernous indoor showroom flanked by a parts and accessories area, RV One of Tampa's inventory will range from Rockwood folding campers to Newmar Dutch Star Class A motorhomes.

As for Airstream of Tampa, the 17,500-square-foot standalone features an Airstream travel trailer lifted off its chassis in the two-story showroom, plus a display recounting the history of the company that includes a life-size statue of founder Wally Byam as well as 3D-printed and hand-painted scale models of Airstream's iconic units over the years. *-RVBusiness*

Lazydays Creates Buccaneers Street Team RV

The Tampa Bay Buccaneers and Lazydays RV recently unveiled a new Street Team RV. "We are excited to unveil this one-of-a-kind team vehicle that will take our community outreach to the next level," said Atul Khosla, Buccaneers chief corporate development and brand officer. "The Buccaneers have a deeply-rooted connection with our fan base, and our Street Team RV plays an important role in allowing us to engage with our fans."

The Buccaneers Street Team was created in 2014 as a grassroots program designed to engage fans and rally excitement for Buccaneers football. The customized RV will make visits throughout the year at community-based events as well as Buccaneers home games.

The RV is a 30-foot customized Thor Outlaw Class C motorhome. Features include:

- Exterior interactive games that simulate a tailgate experience
- Two 65-inch wall-mounted exterior smart TVs with surround sound for video and gaming
- A back patio with awning and LED lighting added to increase outside entertainment capabilities.
- Buccaneers exterior graphics

"We are thrilled to provide this state-of-the-art customized RV," said John Lebbad, Lazydays chief marketing officer. "Our RV experts worked hard to tailor every detail of the RV design and technology to provide an authentic Buccaneers experience at the many events in the community." *-news release*



NEW MEMBERS

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LITTLE CHARLIE CREEK RV PARK

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RV Professional Certification Week is March 17-23

The week of March 17–23 has been designated RV Professional Certification Week by the Society of Certified RV Professionals and the Mike Molino RV Learning Center.



“This week is about recognizing your certified professionals by celebrating their achievements and encouraging others to begin the process of certification through the RVDA-RVIA Tech Certification Program or the RV Learning Center’s parts and service management certification programs,” said RVDA President Phil Ingrassia.

Fixed ops professionals can earn certifications as parts managers, parts specialists, service writers/advisors, service managers, and warranty administrators through the Mike Molino RV Learning Center.

The Mike Molino RV Learning Center is supported by dealers, manufacturers, suppliers, distributors and other RV industry members who are committed to dealership education and the high level of customer service that is provided by educated employees. It supports both the Society of Certified RV Professionals and the Young RV Executives program. For more information about the RV Learning Center, go to www.rvlearningcenter.com.—RVDA



2018-19 FRVTA SHOW SCHEDULE

RV SUPERSAVER SHOW

April 12-14 • CenturyLink-Lee Sports Complex

TAMPA BAY SUMMER RV SHOW

June 6-9 • Florida State Fairgrounds

MEETING DATES



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

Region 2 • March 13 • PGA National Resort • Members Club, 400 Ave. of the Champions
Palm Beach Gardens

Region 3 • March 12 • Rusty Pelican • 2425 North Rocky Pointe Drive • Tampa

Region 4 • NO MEETING

Region 5 • March 19 • Tuscany Italian Bistro • 36178 Emerald Parkway • Destin

Region 6 • March 19 • Copeland's of New Orleans • 4310 Southside Boulevard • Jacksonville

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

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