

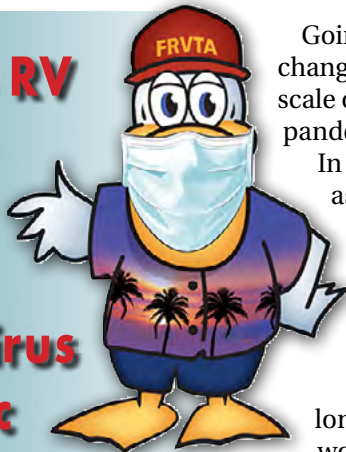
FRVTA News



MAY 2020

MONTHLY NEWS CONCERNING
FLORIDA'S RECREATION VEHICLE INDUSTRY

Florida's RV Industry Reacts to Coronavirus Pandemic



Going from full run to full stop, Florida's RV Industry has had to adapt and change ways of doing business to keep their livelihoods alive. The speed and scale of job losses, stock market turmoil and business disruptions from the pandemic are unprecedented in our nation's history.

In response, President Trump signed a \$2.2 trillion economic plan known as the CARES Act designed to provide immediate economic stimulus funding. Business losses are combined with huge numbers of infected residents and deaths. As of this writing, the United States has registered 870,468 coronavirus cases with 50,031 deaths. It's estimated that the coronavirus, also known as COVID-19, is three times more infectious than regular flu.

Like others, the RV Industry is scrambling to reinvent itself for long-term survival so the pandemic doesn't destroy what many have worked hard to achieve. The way varies in which each segment—dealers, manufacturers, suppliers and campgrounds/resorts—have adapted.

Matt Gerzeny of Gerzeny's RV World staffs four locations from Bradenton through Fort Myers. He has shortened business hours to 9 am to 5 pm and closed their service and parts department on Saturdays. "We are following all procedures and policies recommended by the government to deal with the virus' impact," he explained. This includes disinfecting each dealership twice a day and sanitizing all used and trade units. "Lot traffic has declined, so we are emphasizing virtual selling and phone sales to make up the difference," Matt detailed. "People seem to have lots of time with the quarantine and are looking for travel ideas since they want to get away."

The same thinking is taking place at SWFL RV Rentals and Sales. Based in Fort Myers and operated by Tom and Peggy Grimm, the business has aggressively pursued customers via email and other marketing efforts. "We did an email blast concerning our RV rental business in an effort to help older folks with medical complications that cannot fly or stay in hotels," Tom said. "We also stress to customers that an RV offers six to 10 feet of social distance, so the protection is much greater than exposure in airports, restaurants, hotels and taxis/shuttles."

Meanwhile, Rob Smith of Fortune Real Estate, operator of several RV Resorts in west central Florida, confirmed that traffic has decreased, but those RVers that do stay are staying longer. Additionally, staff is following all recommended CDC rules and FRVTA recommendations concerning sanitization. "Our operating hours have not changed, nor has staff changed," he said. "We have decreased our local marketing efforts, but increased efforts around holidays and seasonal stays, which has generated bookings we may not normally have had."

Flamingo Lake RV Resort's Ken Loyd, who also serves as FRVTA Region 6 President, stressed that they are taking all necessary precautions regarding the virus while following CDC advice. This includes closing early at 8 pm, completely closing their swimming pool, and triple cleaning and sanitizing. Marketing is on hold except to let people know they are open for monthly residents. "To minimize unnecessary contact, we've closed our rental cabins and yurts except to those in the medical field," Ken explained. "Additionally, we've closed all but one bathhouse and canceled all activities through May. We've maintained regular café hours, and the lake is available for swimming as long as there is no congregating."

At Class B manufacturer Coach House in Nokomis, vice president Steve Gerzeny said through mid-March they had had a strong first quarter. "We're

Gerzeny's RV World in Nokomis



Tom Grimm



Sunshine Village



Flamingo Lake RV Resort

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PRESIDENT'S MESSAGE...

Pandemic Continues its Grip on Our World

It's hard for me to believe it's already been a month since I wrote last month's message. Social distancing was just beginning to become a reality and the talk of shutting down businesses was picking up speed. At the time of this writing, many non-essential businesses have remained closed and they're hoping they can reopen again soon.

There have been some terrible stories to come out of this crisis. Several industries and businesses have been permanently damaged, and many lives have been lost to COVID-19. There have also been many more stories of the heroic nature. Communities and nations have found common ground and are working together to overcome this worldwide threat.

I'm also hearing a lot of positive stories of how families are becoming closer. Board games and puzzles have become commonplace once again. And when is the last time families were cooking and eating at home together every night? I think we're all finding out that maybe some of the things we thought were so important aren't so important after all.

There's a lot of predictions that RV sales and use will surge once we get through this mess, with the thought we will once again value the most important things in life--like family and relationships. I think there's a good possibility of that. I also know that a lot of people in the hospitality industry will suffer financial hardships that will most certainly have a ripple effect on the overall economy.

On the RV front, I'm hearing a mixed bag. We were fortunate to have associations on the local and national level that worked quickly to insure that dealers could keep their doors open, if they so choose. As we all know, RV's are not just for vacations. We have many that call their RV home.

RV's may not selling at the rate they might be otherwise, but sales are happening, and often creating needed assistance toward getting through this difficult time. There's a strong feeling that RV manufacturers will be hustling to fill orders as soon as they reopen. There are also reports that parts distributors are very active.

I'm hopeful that we will soon be selling a lot of RV's again and having dinner with friends at our favorite restaurant again. I'm also certain that some things will never be the same again once we get beyond this pandemic. Some good and some not so good.

Wishing you, your family and your business a healthy outcome during this time.

ROB COCHRAN
FRVTA State President



LAST SHOW OF THE SEASON!

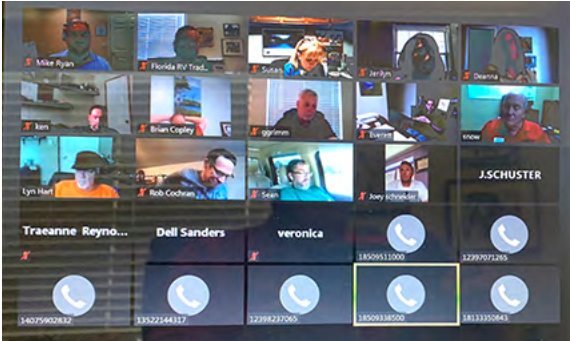


Tampa Bay Summer RV Show

JUNE 18-21

Florida State Fairgrounds

4800 US Highway 301 North • Tampa, FL 33610



FRVTA Board of Directors Meet via Video Conference

The FRVTA Board of Directors held its quarterly meeting via the Zoom video conferencing platform on April 14. “There were a few bugs that needed to be worked out, but overall I feel the meeting went very well,” said FRVTA Executive Director Lance Wilson. “This might provide the regions a chance to hold meetings in place of monthly face-to-face meetings.”

Here are some things that came out of that meeting:

- The Finance Committee reported the FRVTA is in great financial shape following a record setting SuperShow. Jerilyn Connetti is getting comfortable as the new Controller of FRVTA and excited about the new position. The Committee reported that the investment portfolio will take a hit, but not as bad as most as it is in very conservative stocks.
- The State Office in Riverview is looking into getting quotes on building a storage unit and a covered area to store the show trailer. This would move all storage onto the State Office property.
- The PR Committee reported the advertising rates in both the RVers Guide and the SuperShow Program will not be increased for 2021. FRVTA has begun a public service campaign to remind RV owners that RVs make a great place to isolate in comfort.
- FRVTA Scholarship Applications were mailed to all members. Please display the poster and applications in an area where your employees will see them. The deadline to apply is Friday, June 5.
- The 2020 FRVTA State Convention will be held at the Sawgrass Marriott Golf Resort and Spa in Ponte Vedra Beach just south of Jacksonville. The dates for the convention are September 10-13.
- Enrollment in the FRVTA Distance Learning Program is strong and the transition from Jim Carr to Veronica Rivera is going smoothly. They continue to work with the RV Technical Institute (RVTI) coordinating curriculum. Steve Roddy will be used again to update some of the programs.
- Legislative Consultant Marc Dunbar brought everyone up-to-date on the recent Legislative Session. Marc discussed the recently passed legislation regarding LP Gas. It sits on the Governor’s desk awaiting his signature. Right now all focus is on fighting the virus so a lot is being put on the back burner. He feels the upcoming elections and qualifying will continue as planned. Marc stressed the importance of the PAC Fund and encouraged all regions to make a donation. It’s important that the FRVTA supports those candidates that are for an open and competitive marketplace.
- It was announced that RV Week that takes place in Washington D.C in early June has been cancelled.
- Region 1 had to cancel the SuperSaver RV Show scheduled for March due to the corona virus. Also, Region 2 cancelled/postponed their May show.
- Contracts for booth exhibitors for the 2021 Florida RV SuperShow have gone out and are coming back in strong. Manufacturer’s contracts will go out in May.
- The FRVTA staff will work from home and will be in the office a couple of times a week. They are trying to make sure no more than two or three are in the office at a time. The phones will be forwarded and answered as usual as will all emails.

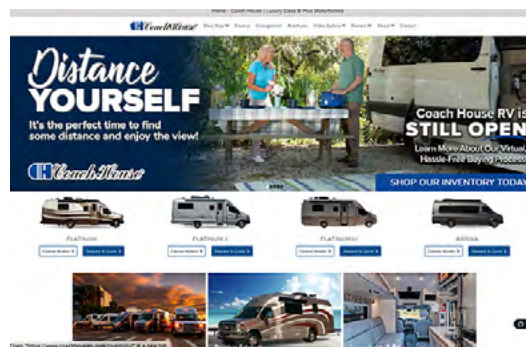
PANDEMIC

CONTINUED FROM PAGE 1

backed up until the fall, but have slowed down a bit due to the pandemic,” he said. “We also had several susceptible employees take voluntary leave in an effort to avoid any type of illness.” To mitigate internal problems, Steve said two employees sanitize all units before and after customer visits as well as making sure the plant’s rooms, railings and more are all disinfected. “We are considered an essential business since we provide transportation services, so we want to make sure all is properly sanitized,” he detailed. “We’ve also made masks

available for employees and have mandated that only two employees at a time can assemble a coach for proper social distancing.” Steve believes the pandemic has affected everyone and every business to some degree, no matter what type. “We’re just glad to be healthy and to be open for business,” he emphasized.

All aspects of Florida’s RV Industry are feeling the affects of the pandemic. Each has taken a similar approach to keep things moving until a normal business climate returns. So, stay safe, wash your hands and wait for the day when the pandemic ends and we all get back to doing what we do best.



Coach House’s homepage



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

Tips to Navigate the New Stimulus Programs

There is a lot of confusion and misinformation on the web and in the media concerning the recent \$2 trillion (that's right trillion!) stimulus package recently passed by Congress. It's not just about applying for the Payroll Protection Act (PPA) that offers an opportunity for

a small business owner to get a loan to help cover payroll costs and a few others also, with the possibility of having the loan completely forgiven.

Before doing anything, a prudent small business owner should put together a strategic plan with input from their advisors. There are multiple strategies that can be employed to seek relief, and the law allows you to take advantage of them. You will likely want to include your CPA, attorney or your business advisor if you have one. And, don't just look to the Payroll Protection Act (PPA) and the Economic Injury Disaster Loans (EIDL) for relief.

Stimulus checks, SBA Loan forbearance, unemployment compensation, paid sick leave, FMLA, and increased access to retirement accounts are all possibilities when putting your strategy together. Those who have not yet filed their 2018 and 2019 tax returns will not qualify for stimulus checks. And, if you gave the IRS your banking information in the past, that is where your check will be deposited. So, if your home address or banking information has changed be sure to notify the IRS. If you haven't filed your 2019 tax return, you should at least file a "simple return" now. See your tax advisor for details.

Many will not get a stimulus check, including:

- Single individuals making more than \$99,000 (phase out starts at \$75,000)
- Married couples making more than \$198,000 (phase out starts at \$150,000)

- Children age 18 or younger
- College students between 18 and 24 that are claimed as dependents on their parent's tax return
- Nonresident alien

While one may be tempted to apply for the PPA loan immediately since they can be forgiven, it may not be in your best interest. You can obtain an EIDL loan and use it for a different purpose. You do not have to talk to a banker, and you can receive up to \$10,000 much more quickly by applying online and possibly get this amount forgiven as well.

EIDL loans can be approved by the SBA based solely on one's credit score (no tax return or repayment ability is required). EIDL loans for less than \$200,000 can be approved without a personal guarantee. It includes sole proprietors or independent contractors and non-profits, including 501(c)(6)'s.

The \$10,000 emergency cash grants are very interesting. Borrowers can receive \$10,000 in an emergency grant cash advance that can be forgiven if spent on paid leave, maintaining payroll, mortgage, or lease payments and more. Applicants can get the emergency cash even if they don't qualify for additional funds.

File for the EIDL \$10,000 emergency funds immediately. Then, continue uploading information to get a bigger loan if necessary. Plan to use these funds for things other than the PPP loan if you are applying for it also.

And, finally, things like this will pass. Think for a minute.... If you die today or suffer a serious disability, things won't pass. Be smart, be sure you have planned for such an event.

Jerry Mann, owner of Mann and Associates, 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 or 813-769-1829. You can also reach Jerry online at Jerry@mann-benefits.com.

CARES Act Provides Floorplan Financing Relief

This past March President Trump signed the Coronavirus Aid, Relief, and Economic Security Act (CARES Act) into law. Section 2306 of the bill temporarily increases the amount of interest expense businesses are allowed to deduct on their tax returns by increasing the 30 percent limitation to 50 percent of taxable income for 2019 and 2020.

Since 2018, the RV Industry Association, RV Dealers Association, and RV Caucus members have been lobbying to allow non-motorized RV inventory to be exempt from limitations placed in the 2017 tax legislation.

Restrictions on the net interest deduction were significantly tightened in the 2017 Tax Cut and Jobs Act, which reduced the limit on the deduction for net interest from 50 percent to 30 percent of adjusted taxable income (income before taxes, interest deductions, and depreciation, amortization, or depletion deductions). Certain businesses were exempt from the 2017 changes, including motor vehicles.

However, due to a drafting error the exception did not apply to vehicles that are not self-propelled. Since about 85 percent of RVs sold are non-motorized travel trailers, almost an entire class of RVs was excluded from the exemption. As a result, dealers are forced to adopt different accounting rules for trailer and motorhome inventory.

This CARES provision allows businesses to increase liquidity with a reduced cost of capital. -RVIA



TRAINING NEWS • by Veronica Rivera, Training Director

Distance Learning Update

We know these are extremely difficult times for everyone trying to maintain their daily routines both at work and at home and pray that you, your colleagues and families remain safe and secure. We also know that “this too shall pass” and when all is said and done life will return

to a normal pace and our business lives will resume.

In that spirit, we wish to address the many questions we’re receiving about the future of training in the RV Industry, specifically to the future of the Florida Distance Learning Network.

As you know we have spent the past year welcoming the new RV Training Institute (RVTI) in Elkhart, Indiana, and hoping all would be in place for us (the Florida DLN) to be on board as an authorized licensed partner ready to launch the 20/21 school year on August 1, 2020.

The RVTI training program and the DLN training program are moving forward and will provide exceptional opportunities for technicians to train with certification as their goal.

The DLN will continue to offer quality technician training to all RV Dealerships wanting and needing us and to work in tandem with RVTI to become a licensed partner when the time is right. We will continue in our current DLN model

of training; instructor-led video content, mentor managed onsite, dealership delivered via the web and supported solely by the same Florida RV Trade Association training team.

Here are a few items we are currently working on:

- Upgrading our current videos to closely match the new RVTI national certification tests, levels 1 and 2.
- Adding three new programs for the coming school year; RV Body, Hydraulics and Towing that will align with the RVTI program.
- Re-film our Plumbing program.
- Offering all the RVDA Mike Molino RV Learning Center newly formatted (in progress) e-learning modules: Service Writer/Advisor; Parts Manager; Warranty Clerk and Service Manager
- Redesign the DLN website.
- Offer all DLN forms electronically via the web.
- All dealerships will enjoy accessing the “Mentor’s Guide” via the web.

We will continue a regular update on Training issues and initiatives throughout the coming months and come August 1 we’ll launch our new DLN, bigger and better than ever!

We’re still available at our regular phone and emails so please stay in touch and send those questions and any comments you have. Thank you all for your continued support and hopefully we’ll be back in the office full time soon and ready to go!

RVTI Offers Level 1 Training Online via New Website

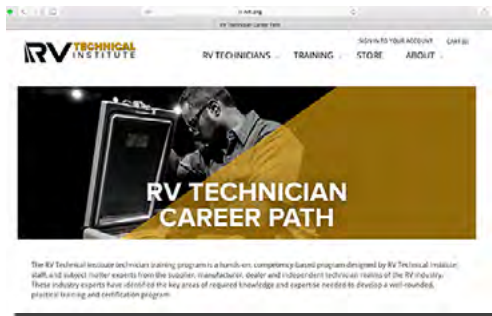
The RV Technical Institute began offering the Level 1 training course online through Zoom this past April. The rollout of this new interactive curriculum delivery system allows RV technicians to continue to be trained and receive the only industry-wide certification while following appropriate social distancing guidelines.

Due to overwhelming interest, a second session will be offered starting May 18.

The new course is offered through RVTI’s new website and learning management system (LMS) that allows RV technicians to register for upcoming online classes. Textbook support material for the upcoming classes is delivered electronically through the new LMS.

As RVTI moves to this virtual setting, hands-on training remains a cornerstone of the curriculum, according to RVIA. Hands-on labs are demonstrated during the online instruction class and students then perform these labs on their own.

Class participants are given two weeks to complete their certification testing, included in the \$275 course fee, via an on-line system using Proctor U. Those that pass the test will then become RV Technical Institute Level 1 certified.



Additionally, the online test will be available to experienced RV technicians who choose to test after reviewing the Level 1 curriculum without participating in additional training. This will allow experienced RV technicians to use their existing knowledge and skills to obtain the Level 1 certification.

“Now is a great time for current RV technicians to invest in their future by becoming Level 1 certified RV technicians,” said RVTI Executive Director Curt Hemmeler. “Our new website and online training platform allows RV technicians to continue to be trained and receive the only industry-wide certification while following appropriate social distancing guidelines.”—RVIA



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

Are You Vetting Your Service Providers?

I want to alert you to action taken by the Federal Trade Commission (FTC) against a company that provides Dealer Management Software and payroll services to auto dealers. This is a summary by the FTC regarding the action it took:

“Today’s announcement reflects significant improvements to the FTC’s data security orders that will further protect consumers and deter lax security practices,” said FTC Chairman Joe Simons. “The settlement with DealerBuilt imposes more specific security requirements and requires company executives to take more responsibility for order compliance.”

DealerBuilt develops and sells dealer-management system software and data processing services to auto dealers nationwide. The software collects large quantities of personal information about dealership consumers. According to the FTC’s complaint, a DealerBuilt employee connected a storage device to the company’s backup network without ensuring it was securely configured, leaving an insecure connection for 18 months.

The FTC alleges that DealerBuilt failed to take steps to protect personal data stored on its network such as developing, implementing or maintaining a written information security policy and training for employees; using security measures to monitor its systems and assets; and imposing reasonable data access controls.

The FTC alleges these failures led to a breach of DealerBuilt’s backup database in late October 2016 when a hacker gained access to the unencrypted personal information of about 12.5 million consumers. DealerBuilt did not detect the breach until notified by one of its auto dealer customers.

As dealers, you are required to comply with the Federal Safeguards Rule. The Safeguards Rule requires dealers (considered to be financial institutions because you assist customers with obtaining credit) to do several things.

The Safeguards Rule requires a financial institution to develop, implement and maintain a comprehensive information security program that consists of the administrative, technical and physical safeguards used to access, collect, distribute, process, protect, store, use, transmit, dispose of or otherwise handle customer information...The safeguards must also be reasonably designed to ensure the security and confidentiality of customer information, protect against any anticipated threats or hazards to the security or integrity of the information, and protect against unauthorized access to or use of such information that could result in substantial harm or inconvenience to any customer.

To develop, implement and maintain its information security program, a financial institution must identify reasonably foreseeable internal and external risks to

the security, confidentiality and integrity of customer information that could result in the unauthorized disclosure, misuse, alteration, destruction or other compromise of such information, including in the areas of: (1) Employee training and management; (2) information systems, including network and software design, as well as information processing, storage, transmission and disposal; and (3) detecting, preventing, and responding to attacks, intrusions or other systems failures.

The financial institution must implement safeguards to control identified risks through the risk assessment, and must regularly test or otherwise monitor the effectiveness of the safeguards’ key controls, systems and procedures. The financial institution is also required to evaluate and adjust its information security program due to this testing and monitoring, as well as any material changes in its operations or business arrangements, or any other circumstances it knows or has reason to know may have a material impact on its information security program. The financial institution must also designate an employee or employees to coordinate the information security program.

Finally, the Safeguards Rule requires financial institutions to take reasonable steps to select and retain service providers capable of maintaining appropriate safeguards for customer information and require those service providers by contract to implement and maintain such safeguards. (emphasis added)

I recently completed a written Safeguards Rule plan for a dealer. I contacted one of the dealer’s vendors who provides a website where the dealer’s customers can complete credit applications. I asked the vendor to provide me with documentation showing how they comply with the Federal Safeguards Rule and what they do to monitor and test their system to prevent data breaches. I haven’t received a reply, so If I don’t hear from them soon, I will recommend that the dealer find a different vendor for his protection.

Have you vetted your service providers?

References: <https://www.ftc.gov/news-events/press-releases/2019/06/auto-dealer-software-provider-settles-ftc-data-security>

<https://www.federalregister.gov/documents/2020/03/06/2020-04610/public-workshop-examining-information-security-for-financial-institutions-and-information-related-to>

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

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

MEMBER SPOTLIGHT

Johnny Martinez Celebrates 51 Years in RV Industry

It all started at a small RV Dealership in east Tampa 51 years ago. A 15-year-old kid walked into Slade's RV seeking an RV repair job. Johnny was taking night classes at Tampa Bay Tech, but wanted hands-on experience. The dealer took a chance and he learned many things about repairing RV's...painting, fabricating hitches, plumbing, electrical, LP appliance repairs, air conditioners, refrigerators and more.

After 10 years at Slade's, Johnny started RV Mobile Medic, a fully equipped mobile service. Back then there weren't RV technician schools or training, so Johnny learned a lot by trial and error. "Some of the distributors put on clinics, but there was no place to get bumper-to-bumper training," he explained.

"I opened on Busch Boulevard in 1982 and that's when things took off," said Johnny. "The industry was very young and there weren't many repair centers let alone mobile technicians. I filled a need at the right time." He converted part of the building into living quarters to eliminate having two mortgages and there raised his family and business, including selling King of the Road 5th wheels and trailers in 1987. It was then that he served as Treasurer for FRVTA Region 3.

"My relationship with FRVTA has been on-going ever since and is a big part of our success. My daughter was the recipient of a Trade Association scholarship, which, having four kids to put through college was a great help."



Johnny and his wife Patty



Johnny on a mission trip to Cuba

It was not always easy. Johnny suffered though the gas crisis, oil shortages, recessions—he even lost everything in a fire in 1990. "We were days from closing on a new house when we lost everything—all our belongings, business equipment, inventory, everything was gone," he reminisced. "The support from the industry was amazing and I still think about that."

In 1993 once his building was repaired, they re-opened the Busch Boulevard property exclusively as an RV repair shop. He added a parts and accessories store in 2003.

After 50 years, Johnny had to prove to himself that he really did know as much as he thought, so he took the Master Certified test and passed in January. "I thought I knew enough to pass, but had

never taken the test. This was my farewell to the industry and the crown to my career," he said.

"As my career winds down and this 65-year-old body has its share of aches, I've come to realize a few things in life. It's not about the money. It's all about the relationships along the way... the customers, the friends we've made, and my family that has hung in there with me. The RV Industry has enabled me to have a very satisfying career, and for

that I am grateful! The friendships I've made through the FRVTA and this industry I will cherish the rest of my life. I highly encourage members to get involved and run for office, the rewards are immeasurable."

Congratulations!

I have known Johnny Martinez for over 40 years. When we first met he was a young RV service guy for Slade's RV and I was learning the RV business working for my father-in-law at Foss RV sales. I quickly learned that if I had a service problem my guys couldn't handle I could call Johnny and he would help out. In short order, this young guy went out on his own, but his knowledge and willingness to help never changed. In my mind, he is the best RV technician I have ever known and he has remained one of the nicest, most generous people I have ever met. Congratulations Johnny on your 51 years in the RV business! Thanks for all your work on behalf of the Florida RV Trade Association. I am proud to call you my friend. –Lance Wilson

Johnny--Congrats on over half a century of within "the business." November 11, 1977 changed my life. First day at Slade's RV when you and Bob hired me. First job that taxes were taken. I was 14. You taught me to think outside the box and get it done. Whether steps, bumpers, A-frames, sway bars, hitches...make them new. Dealing with Lois. Setting park models. Washing units. Lizzie's for lunch. Leaving Slade's to work with you at your mobile service. Being there for me. YOU have always been a mentor and a true friend. Next to my brother...you are my brother. THANK YOU. Love--Tom Jones

Good morning Johnny and congratulations my friend! 51 years in this RV racket—good for you!! Thank you for teaching me all that you did when I worked for you and not only just the RV business, but life itself! I learned a lot working for you. Thank you and happy anniversary buddy. And thank you for being my friend! –Lucky Chuck

FARVC Convention Canceled



The Florida Association of RV Parks and Campgrounds has been forced to cancel their spring convention, which had been planned for May 13-15 at the Doubletree Hilton at SeaWorld in Orlando. “We have no choice but to reschedule the event due to obvious reasons: the virus and escalating traveling difficulties,” said Executive Director Bobby Cornwell. “Over the coming weeks, we will work out details with the hotel and speakers to find the most appropriate place and time to reschedule both the conference and expo.”—*news release*

Cyber Florida Launches Online Cybersecurity Advisory Center

Prompted by the explosion in COVID-19-related cybercrime, the Cybersecurity Advisory Center provides resources for both IT professionals and non-technical computer users

To help Floridians combat the proliferation of online scams, phishing emails and fraudulent malicious websites stemming from the COVID-19 pandemic, Cyber Florida has created an online Cybersecurity Advisory Center at www.cyberflorida.org/cac.

The site offers technical threat advisories for IT professionals as well as non-technical threat awareness bulletins, articles and best practices for end-users. Technical advisories are produced by Cyber Florida’s Security Operations Center, a dedicated team of University of South Florida cybersecurity students who analyze real-time data under the supervision of seasoned professionals. Visitors can sign up to receive email alerts for both technical and non-technical content, and cybersecurity professionals are encouraged to share the site and its content freely with end-users.

In a recent news release, Cyber Florida Executive Director Vice Admiral Mike McConnell, USN, Ret., remarked, “This crisis has initiated a cultural shift in our society. People who may have been reluctant to adopt connected technologies are suddenly finding themselves working, learning, grocery shopping—even dining, in a sense—online. That’s millions of new devices and potential victims for cybercriminals to target. Learning basic cyber hygiene practices now can significantly reduce your risk of becoming a cybercrime victim.”—*news release*

Storage Works Inc. Announces New Fort Myers Facility Groundbreaking

Storage Works Inc. recently announced the groundbreaking of their Fort Myers-based vehicle storage facility. The new business is located at 2950 Work Drive and is scheduled to open in the fall of 2020.



With just over 125,000 square feet under development, the facility will offer both covered and open storage options, pull-thru spaces ranging up to 70 feet in length and 60-degree angled parking to make it easier for customers to maneuver while parking or exiting.

“Four lanes of brand-new roadway to I-75 exits north or south will make it that much more convenient for our customers,” shared Ginny Dickinson, president and general manager.

Facility amenities will include 30-amp electric for all covered parking, and a wash down area and dump station. It will also feature several state-of-the-art technology solutions for customers, including online reservations, a smartphone app and monitored security with high definition 4K security cameras that offers facial recognition capability.

For more information call 239-333-4444 or go to www.RVBoatStorageWorks.com. — *news release*

SSI Ranks Lazydays as the No. 1 RV Dealer in Florida



Lazydays has been ranked as the No. 1 RV dealer in Florida across multiple categories. The annual rankings are compiled and published by Statistical Surveys Inc. According to a press release, Lazydays of Tampa was the top-ranked Florida RV dealer in the following categories:

- No. 1 dealer
- No. 1 travel trailer dealer
- No. 1 Class A dealer
- No. 1 towable dealer
- No. 1 fifth-wheel dealer.
- No. 1 Class C dealer
- No. 1 motorized dealer
- No. 1 fifth-wheel toy hauler dealer

“We are honored to once again receive these award designations,” said Lazydays Vice President and National General Manager Ron Fleming. “Our partnerships with the top RV manufacturers in the world continue to be an integral part of our ability to provide the top selection of the nation’s leading RV brands, and to provide customers with the best buying experience in the industry.” —*RVBusiness*

NEW MEMBERS

AL'S TV ANTENNA & SATELLITE

Andrew Arevalo
11928 N Williams St
Dunnellon, FL 34432-5824
PH: 352-489-5676
Toll Free: 844-489-5676
Website: www.alstvdish.com
Email: alstv.andy@gmail.com
Supplier, Region 7

CRV & MARINE

Mark Connetti
6509 US Highway 301 S
Riverview, FL 33578-4358
PH: 813-671-2300
Fax: 813-671-6800
Website: www.crvmarine.com
Email: crvandmarine@yahoo.com
Dealer, Region 3



FRVTA Scholarship Applications Due June 5!

Applications for the annual FRVTA Scholarship are due June 5. 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 2020 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 5, 2020. Awards presented by **JULY 31, 2020.**

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

MEETING DATES



Region 1 • No Meeting until October • Twin Isle Country Club • 301 Madrid Blvd • Punta Gorda

Region 2 • May 20 TENTATIVE • PGA National Resort • Palm Terrace Room, 400 Avenue of the Champions • Palm Beach Gardens

Region 3 • No Meeting • Westshore Grand • 4860 W Kennedy Blvd • Tampa

Region 4 • May 13 TENTATIVE • Tony Roma's • 8560 International Dr • Orlando

Region 5 • No Meeting, Possible Conf. Call • Tuscany Italian Bistro • 36178 Emerald Pkwy • Destin

Region 6 • May 19 TENTATIVE • Bonefish Grill • 10950 San Jose Blvd • Jacksonville

Region 7 • No Meeting, Possible Conference Call • Braised Onion • 754 NE 25th Ave • Ocala

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

MARK YOUR CALENDARS NOW!



It's not too early to start thinking about the upcoming 39th Annual FRVTA State Convention!

Hurricanes and virus problems notwithstanding, this annual event will resume its place on our calendars SEPTEMBER 10-13, 2020 when we return to the outstanding Marriott Sawgrass Resort in Ponte Vedra just south of Jacksonville. Many of you will remember that this was the site for the 2017 convention when Hurricane Irma forced the event to be canceled. Your FRVTA Staff has just picked up where they left off in September with the same speakers and theme of "It's an RV Jungle Out There." So, brush off your pith helmets and set your compass to Ponte Vedra!