



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 2017 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 9, 2017**. Awards presented by July 28, 2017.

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





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IacoNOTES...

I recently read this interesting article issued by our state's Chief Financial Officer, Jeff Atwater. Although Jeff has recently resigned his position, this message highlight's the state's various information offerings, especially when it comes to finances. I hope you find this as enlightening as I did!

Nelda

Dear Fellow Floridians:

Every April, our Department recognizes Financial Literacy Month. We know the positive impact that sound financial practices have on individuals and families and, inversely, the negative impact that poor financial choices bring.



We know that, sometimes, people wind up in financial trouble because they make decisions before they have all of the facts. This can happen to anyone, regardless of age, socioeconomic status or ability. Think about when you first financed a car. Did you know you could shop around for the best interest rate? Or, did you ever miss a credit card payment without

realizing that it could leave a mark on your credit report for up to seven years?

What about your home? Did you know how much you could personally afford or did you trust that the bank wouldn't approve you for more than you could handle repaying?

Now, imagine that you made fewer, if any, financial blunders because you were well informed about most of the variables for each of your financial decisions before you made them. Imagine that your children can have that experience. We want to help bring this image to reality for the next generation of Florida's youth.

That's why we created and recently launched **Finance Your Future**. The program offers a comprehensive look at what it takes to manage personal finances, from writing a budget to selecting insurance. While it's geared toward teens and young adults, older adults can also benefit from the information covered. Finance Your Future, just like all of the other financial education programs we offer, is free and available to every Floridian online.

Having the right information can help prevent financial missteps that can have lasting effects. That's why the Department has put together a multitude of resources to help Floridians learn as much as they can about the financial decisions they are considering.

Our **Your Money Matter\$** website is an excellent resource for the wide range of financial decisions you may be facing. From information on purchasing a home, to credit card management and identity theft, to everyday saving and spending, information on Your Money Matter\$ can help prevent financial problems that can occur as a result of gaps in your financial understanding.

I encourage you to take advantage of the many resources on Your Money Matter\$ and to share Finance Your Future with a young person you love. Make your financial decisions with confidence. Let us help provide the information you need to do that.

Sincerely,

Jeff Atwater
Chief Financial Officer
State of Florida

37TH ANNUAL FRVTA STATE CONVENTION UPDATE



Marriott Resort Sawgrass

SEPTEMBER 7-10 • 2017

1000 PGA Tour Blvd. • Ponte Vedra Beach, FL 32082
(904) 285-7777



The Convention is designed to give you a chance to share your thoughts with fellow industry friends and members while providing a fun and relaxed atmosphere. We've assembled a variety of speakers that will supply all attendees with ideas and information to make your business more successful. It's a wonderful three-day conference full of seminars, networking and not to forget...lots of fun!

Everyone who has an interest in the RV/camping Industry, such as RV Dealers, Manufacturers, Campground & Resort owners/operators, Supplier companies, Financial institutions, Insurance firms and other special services should attend.

We welcome your company, spouses and management employees. FRVTA members are encouraged to attend the annual meeting and witness the installation of the incoming Board of Directors that takes place during this Convention.

Plenty of leisure activities and special functions have also been planned throughout these three days. This is your best chance to meet other FRVTA members from around the state and get to know your Association better.

This industry will continue to move forward because of your attendance and input!

Rates: \$142.55 per night includes tax and self-parking

Exclusive for our Members, your room rate includes:

- Enhanced guestroom Internet access
- Unlimited local & US domestic long distance calls
- Free self-parking or \$10 reduced Valet
- Two (2) bottles of water in-room daily
- Two (2) complimentary cocktails in lobby bar per stay
- Private access to Cabana Beach Club, including beach shuttle service
- Complimentary Spa fitness classes
- Complimentary miniature golf access
- Annual subscription to Golf Digest

On-Line Reservations: Coming soon; read FRVTA News for updates!

FRVTA Registration Form: Coming soon; read FRVTA News for updates!



SPONSORSHIP OPPORTUNITIES AVAILABLE

The 37th Annual FRVTA State Convention is the perfect opportunity to increase your company's recognition through reaching a targeted audience of RV Dealers, Manufacturers and Suppliers. Sponsorship opportunities and prize donations for both the silent auction and the game show luncheon are now available. For more information or to make a donation, contact the Florida RV Trade Association at (813) 741-0488.


TRAINING NEWS • by Jim Carr, Training Director

New Edition of Distance Learning Network Taking Shape...Debuts August 1, 2017

Since September 2016, we have been working on replacing our current DLN RV Technician Training Program with a new and improved version. Our current, five-year-old,

web-based program is moving to a new archived platform at Florida Gateway College (FGC) from USF with a new curriculum structure, more and varied presenters and given a general modernized update throughout.

The new web-based video platform will increase our output strength, which means higher resolution and generally overall better reception quality. Added to that, the video production studio at FGC has all new high-def cameras and editing capabilities that will give us a state-of-the-art video production and transmission capability.

And if that's not enough, our new production studio has a RV-friendly door that allows us to bring in up to a 40-foot motorhome for training purposes, all in air conditioned comfort.

In late March, we activated our FRVTA Service Committee of Excellence. This committee features eight professionals that have over 150 years of RV Technician, Service Management, Training and Mentoring experience. They were charged with sitting and reviewing the current training program, realigning and updating content and delivery structure as needed.

The following is a meeting summary of what was achieved through consensus and an overview of our new DLN training program:

1. DLN Format: keep the program format as is beginning with the "foundation" or registered level course content: Propane, Electricity, Plumbing, PDI, Preventive Maintenance, Interior Components, General Knowledge and Technical skills. Then move on to all other skill levels as outlined in remaining texts.
2. Deliver entire content in all of the above cited texts, not just beginning level material; Rational: Teaching part of a text book or course is not sufficient to build required knowledge of the material. A thorough understanding and application of Propane and Electricity is essential as a solid foundation for all succeeding lessons; e.g. Appliances, Refrigeration & A/C, Plumbing, Slide Rooms, Multi-Media Technology, etc. etc. Committee agreed that "over

teaching" at the "foundation" level is better than "under teaching." Those wishing to test for the Registered Certified level will certainly be over prepared, and that's a good thing.

3. The Sign-Off sheets should not only continue to be mandated, but strengthened and validated documentation necessary to satisfy program completion requirements. A credential should be looked at that would signify more than just attendance, with possible on-site review (Florida only) of candidates' abilities to satisfactorily complete some or all of the "hands-on" skills as outlined in the Sign-Off sheets.
4. Add a live demonstration into the programming at the appropriate place in the curriculum of actually conducting the Sign-Off sheet applications and requirements. E.g. When discussing the TIME PROPANE PRESSURE DROP TEST, the instructor will demonstrate what the Sign-Off sheet requires and all aspects of the Why and How of the application. This will not only show the student, but also the Mentor of what is expected during this hands-on review of the material.
5. Continue to use the RVIA/RVDA DACUM Texts and Tests as the basis for all instruction in the DLN and encourage their continued updating as required in the DACUM process. However, if there are new materials identified as essential to a technicians continued high level of proficiency and productivity, we will edit and amend our DLN program upon receipt of verification of such material by the "Committee of Experts."

The overall goal of our Distance Learning Network (DLN) programming will still maintain its' basic core philosophy of delivering a quality web-based, instructor-led, mentor-managed comprehensive training program presented as a group learning experience in the dealership.

The DLN training is designed to take new technician hires from basic ability to quality, highly productive, career minded RV Technicians aware of their role in providing maximum customer satisfaction.

We look forward to continuing to serve the entire RV Industry, making a special impact on the people and processes of the RV Service Center.

Look for an update to our DLN transition progress in the July FRVTA newsletter.





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

Are You Experiencing Technical Issues When Processing Deals Through Your EFS Provider?

In my travels around the state, I have encountered all types of dealers (RV, franchise, independent) who are experiencing technical issues with their Electronic Filing System (EFS). The

complaints range from the processing of the deal has become more cumbersome (extra steps, sometimes a slower response), to not being able to do certain transactions they used to be able to perform.

Some of these issues, however, are the result of the state Division of Motorist Services (DMS) changing the EFS system (now ORION) and changing the ability to make inquiries on titles. For example, you will no longer be able to run a VIN (such as on a trade-in) through your EFS provider unless the inquiry is part of the deal you are processing. So, if you need to know something about the trade before you begin processing the deal, you will have to make a separate inquiry and you will be charged for it.

Another issue has been the delay in processing EFS transactions at the tag office. Some counties were not finalizing your deals for several weeks after you submitted the deals electronically.

Finally, the DMS has increased its scrutiny over dealers who are past the required 30-day period for applying for title and registration on behalf of customers. The delays in EFS processing contributed to this problem. Some of you may already have received a “not so nice” letter from the DMS asking you to explain the reasons (and to provide documentation) that your deals listed on their

printout were processed well past the 30-day period.

If you are having issues with your EFS, the FRVTA wants to know about them. Please send me an email at: Allen@TheAICE.com. The email should be detailed and include the following:

- a thorough description of the technical issue(s) you are experiencing;
- the date on which it/they occurred;
- and the name of your EFS provider.

I will review each message and forward all of your issues and concerns to the FRVTA.

If you aren't already signed up to receive email notifications from the DMS, I strongly recommend you subscribe. By being on the list, you will receive notifications from DMS when a form or DMS procedure changes or if changes are being made to the EFS or ETR (Electronic Temporary Registration) systems. There is no charge to subscribe. To do so, click on this link: <http://www3.flhsmv.gov/dmv/Proc/Revisions/subscribe1.cfm>.

I look forward to hearing from you.

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.

Allen is certified as a “Consumer Credit Compliance Professional” by the National Automotive Finance Association. He provides compliance consulting and training services to dealerships. Allen 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.

Elkhart’s 2017 RV Open House Set for September 18-22



In what has become an annual rite of early fall, the 2017 Elkhart RV Open House will be held the week of Sept. 18-22 around the north side boulevards of the RV-building center of Elkhart, spokesmen for Berkshire Hathaway Inc.’s Forest River Inc. subsidiary have confirmed.

The Open House has evolved since 2008 into one of the North American RV Industry’s two key annual trade venues at which substantial amounts of RV rolling stock are displayed and sold — the other being the Recreation Vehicle Industry Association’s (RVIA) traditional National RV Trade Show slated this year for Nov. 28-30 at the Kentucky Exposition Center in Louisville.

There aren’t any details regarding the Open House, which was initially spearheaded by Forest River but isn’t sponsored today by any one organization, company, association or governing board. Yet, the Open House continues to draw most North American manufacturers as exhibitors and thousands of retail dealers interested in securing inventory for the year ahead at volume buying discounts.—RVBusiness

MEMBER SPOTLIGHT

Independence RV Builds Success on Knowledge, Training and Experience

Ken Gifford is the sales manager at Independence RV in Winter Garden. The dealership, which has been in business for 31 years, currently staffs 30 employees. Ken has been a longtime Independence RV employee, having been there for 26 years, but his career path started out in a different industry.

"I was a sales representative with Lane Furniture for many years," he informs. "The furniture industry had me on the road covering a large sales territory and attending trade shows. I had a desire to stay closer to home, so I transitioned to Holiday RV SuperStores that was owned by RV Industry icon Newt Kindlund. It provided the perfect opportunity to apply my salesmanship skills to the RV Industry. Soon after, I moved to Independence RV. I started as a sales rep and during my tenure, I've held positions as finance and insurance manager, and my current role as sales manager."

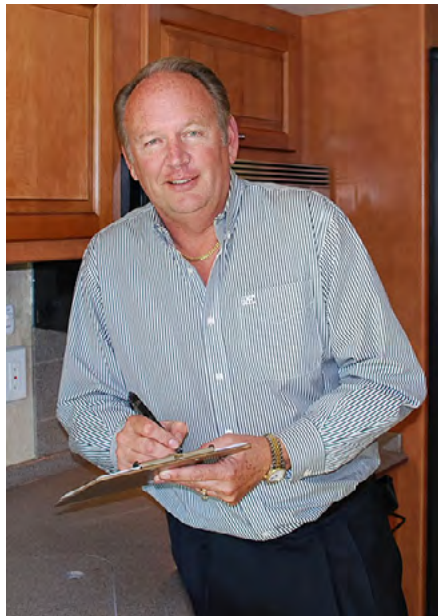
Independence RV has followed the same path as many long-term, family-owned RV businesses, says Ken. "It started with travel trailers and fifth-wheels. Then, we made an upgrade in our product mix to include heavier-weighted fifth wheels. In 1991, Independence RV was the first Florida RV Dealership to stock a Newmar gas motorhome with a slide-out."

Independence RV joined FRVTA in 1985. Ken says events, annual meetings and conventions provide the forum for open discussion regarding issues facing everyone in the Florida's RV Industry.

"Relationships have been struck with other dealers and common issues come to light. This has led to improved lobbying in the political arena, as well as greater territorial protection among dealers offering the same manufacturer and model RV products," he explains.

One of the important lobbying efforts that have assisted all Florida RV Dealers, adds Ken, is implementing taxation on the trade difference of an RV sale, not the entire retail sale. He says many dealers he speaks with in other states, such as Pennsylvania and Michigan, wish they had a strong-enough lobbying effort to affect these tax changes.

Ken has served as FRVTA Region 4 treasurer, director, vice president and president. "The leadership positions I have held with FRVTA have opened my eyes to larger issues affecting the Florida's RV Industry. I can sit around a table of my industry peers discussing our business in general and be able to empathize with them on situations and issues we have faced at Independence RV," he details.



"I quickly realized we are not alone in our concerns regarding where the industry has been from 2008 to 2012 and where it may be going in the future."

That future may well grow brighter as the population disperses more broadly. Ken believes that as the country's citizens move out of the major metropolitan areas and spread throughout the United States, the mobility afforded by the RV Lifestyle allows RV owners to visit friends and family who have migrated to other areas of our amazing country.

"The opportunity to view the more than 400 U.S. National Parks along the way enhances and enriches these travels," offers Ken. "Many people are choosing to retire to a full-time RV Lifestyle, so their front door faces new and beautiful landscapes as often as they wish."

The RV Industry is a very competitive one, so it's essential that a business in the industry set itself apart from competitors. Ken notes the key qualities that distinguish Independence RV from other sales and service businesses, namely the professionalism and knowledge exhibited by each and every member of the Independence RV team.

"It's the sum of our individual parts that makes this dealership one of the most admired in the RV Industry and among our RV customers," he says.

He goes on to say that the extensive Newmar and Freightliner training required of each and every Independence RV sales representative puts the Independence RV team in a knowledgeable position to sell the amenities and benefits of their product lines.

"Also, the stability of our parts and service departments with Certified

Master Technicians, who individually have nearly 40 years of experience, makes our diagnosis and repair a trusted and consistent process," Ken says.

"Knowledge, training, and experience are the building blocks of a successful dealership," continues Ken. "This is proven by the awards bestowed upon Independence RV by RV Manufacturers and, most importantly, RV owners."

One such award is Newmar's coveted Mahlon Miller Service Excellence Award, which has been given to the Independence RV Service Department six times in the "Large RV" category in the past eight years.

"Above all else, Independence RV is honest and straightforward," concludes Ken. "We treat people the way we would want to be treated. You're never wrong if you do the right thing."



Ingrassia: Outdoor Rec Stepping Forward in D.C.

The following column by Recreation Vehicle Association (RVDA) President Phil Ingrassia, appearing in the April issue of RV Executive Today, reports on the progress made for key industry issues through the recently formed Outdoor Recreation Industry Roundtable.

As great as business has been for the RV Industry over the past few years, there are outside factors that do impact our business. That's why one of RVDA's key organizational values is advocating on public policy issues that affect RV Dealers, and it's why we're excited about the formation of the Outdoor Recreation Industry Roundtable (ORIR) with RVIA, NMMA and many others.

Putting the business of outdoor recreation front and center is important in today's political environment. In an era of shrinking federal budgets, many departments that manage public lands vital to outdoor recreation are rewarded for closing campgrounds, reducing hours of operation, and limiting access. This goes on despite the fact that recreation is the leading revenue driver for many national parks and forests.

Dealers across the country are well aware of the need to modernize campgrounds on federal lands and improve roads and bridges in national parks and forests. Allowing public-private partnerships to bring campgrounds up to today's standards will alleviate some of the budget problems on federal lands, help revive the economy in many rural "gateway" communities, and provide more opportunities for owners of the hundreds of thousands of new RVs that are sold each year.

Earlier this year, I was talking to California dealers at the CalRVDA annual meeting – folks who are at ground zero of attempts to limit access. Closing off areas used by off-highway vehicles (OHVs) limits their use and affects

dealers who sell toy haulers. ORIR has made it clear that it's important to protect our national public lands, but it's also important to balance protection with common sense and responsible use.

Last month, ORIR briefed Congressional representatives on some of its priorities, including:

- Prioritizing recreation-related infrastructure improvements in federal agency budgets.
- Establishing more public-private partnerships to address maintenance backlogs on public lands.
- Achieving better balance between recreation and conservation in federal agency decisions.
- Developing and deploying a digital information strategy for outdoor recreation on federal lands.

The groups coming together through ORIR represent diverse outdoor recreation interests and have found common ground in many areas when it comes to trying to change the mindset of those charged with managing our public lands.

"As an outcome of cuts in federal spending, many federal agencies are reducing or eliminating recreational opportunities," says ORIR member and Archery Trade Association President Jay McAninch. "The ORIR member industries believe this is tragic, and are offering private investments on public lands as a way to provide all Americans with the chance to recreate outdoors – an American birthright. Our industry's view is this is a much-needed stimulus for the federal lands, which are sorely lacking in welcoming our citizens outdoors."

These well-attended briefings have opened doors to improved communication and partnerships between ORIR and Congressional offices that will continue to raise lawmakers' awareness of the importance of outdoor recreation and encourage actions to improve recreational opportunities on America's public lands and waters.

RVDA will keep members informed on these important issues moving forward and will be in touch when it's time for you to get involved in these issues driving the future of outdoor recreation in the United States.—RV Executive Today, RVBusiness

The dates are set for this year's RV Dealers International Convention/Expo, November 6–10, at Bally's on the Las Vegas Strip. This is the premier education event of the year for North American RV Dealers and their staff.

The convention is sponsored by RVDA–The National RV Dealers Association, RVDA of Canada, and the Mike Molino RV Learning Center.

The RVDA Convention/Expo Committee is working to provide an array of workshops and networking events that will help dealers and their personnel build on an expanding market and "Gear Up for Success."

The convention will feature an expo of the RV Industry's leading companies offering products and services to help dealers improve profitability. Companies interested in partnership and sponsorship opportunities and exhibitor information can contact Julie Newhouse at (703) 364-5518 or send an email to jnewhouse@rvda.org.

Visit www.rvda.org/convention for regular updates as the convention approaches. You can also get convention updates on LinkedIn, Twitter, Facebook, and the RVDA mobile app available for Android and Apple device.—RVDA



House RV Caucus Co-chair Advocates to Upgrade National Parks for RV Use



During a hearing on how to improve visitors' experiences in national parks, Rep. Dennis A. Ross (R-FL-15) recalled staying in National Parks in his family's recreation vehicle as a boy not only because it was more convenient, but it had full hookups while private campgrounds did not. Unfortunately, this is no longer the case, Ross stated, citing that overnight stays at national park campgrounds have declined from 4.5 million overnight stays in the 1980s to fewer than 2 million overnight stays in 2013.

"These opportunities are being missed not only by the national parks, but by the citizens of the United States because they don't have the chance to enjoy those phenomenal natural resources," said Rep. Ross. When discussing the use of RVs, Rep. Ross stated, "Facilities in national parks just can't accommodate them. We have to put in the infrastructure to allow them."

Rep. Ross, who co-chairs the House RV Caucus and owns three RVs himself, encouraged federal land agencies to work with the RV industry and the Outdoor Recreation Industry Roundtable to address these concerns.—RVIA Today Express April

Searer: Hall of Fame Could be Debt-Free by 2018

Recovering from daunting financial straits a few years ago, the RV/MH Hall of Fame's debt is expected to drop below the \$1 million mark by this year's August 7 induction ceremonies, reports Darryl Searer, president of the RV/MH Heritage Foundation Inc.

"When I volunteered for this position five years ago on the 18th of March, the debt was \$5.5 million," said Searer, who plans to double up payments to \$40,000 a month for the time being. "Today, the debt is at \$1,121,000, and we've been able to double up on our payments for the last three years."



And prospects look good beyond August as well for the HOF, a shrine of sorts to the RV Industry on the northeast side of Elkhart, Ind., that includes a museum, library, offices and event rental facilities doing business as the Northern Indiana Event Center.

"Just on the manufacturing housing side, which we call the Kevin Clayton Debt Elimination program, we have pledges in the amount of \$340,000 due in the next two years against our final million," he explained. "In August of 2018 our goal is to be completely out of debt."

This is well ahead of Searer's original projections in stepping into the job – a position the former Dometic and Ultra-Fab exec accepted on a pro bono basis — when it looked as if the target for eliminating the debt was 2033.

As the debt is paid off, he added, the RV/MH Hall of Fame's next "new vision" phase will commence with plans now in place for a rally site including a 20,000-square-foot pavilion and a 60,000-square-foot event center to the east side of the current building near the Indiana Toll Road.

"This time," Searer noted, "we are going to collect the funds before we break ground because our board of directors has signed a charter stating we will get out of debt and never be in debt again."—RVBusiness, news release

Region 1 Hosts Hall of Fame President



Region 1 President Tom Wegge (left) welcomes RV/MH Hall of Fame President Darryl Searer (center) to the April monthly region meeting as FRVTA State Vice President Chris Morse (right) looks on. Darryl informed members about the various programs the Hall offers as well as the outstanding efforts made to eliminate the Hall's debt. Darryl and his wife Judy winter in Fort Myers and this is their second appearance at a Region 1 function.

Alliance Coach Expanding Wildwood Location

Alliance Coach recently announced it has signed a lease agreement allowing the company to significantly expand its road frontage on State Route 44 in Wildwood.



Beginning in June, Alliance Coach will have more than nine acres of space to devote to additional inventory and a new sales office easily accessible from the roadway.

"Gaining all this road frontage will provide us with much better exposure for higher traffic and give our sales department room for future growth," Wildwood Sales Manager Tom Peterson says. "At the same time, it will make much-needed space available for the service and collision centers."—news release

MEMBERSHIP INFORMATION

Giant Recreation World in Palm Bay Now Offers RV Rentals

Giant Rec World recently announced their Palm Bay location now rents RVs in addition to sales. The state-of-the-art dealership is located at 1355 Culver Drive NE. The multi-location business is family-owned and operated, and has been in operation since 1976 with three current Central Florida locations.—*news release*

Camping World to Sponsor Orlando Bowl Game

Camping World Inc. has extended its brand reach in Orlando by finalizing an agreement with Florida Citrus Sports to become the new title sponsor of one of the three bowl games in Orlando.



According to a press release, Camping World Bowl will replace the game previously known as the Russell Athletic Bowl. The game will continue to feature tie-ins with teams from the ACC and Big Ten conferences and will take place sometime in mid-December.

“We’re excited to extend our successful partnership with Florida Citrus Sports and the collegiate partners who participate in this great game each year,” said Marcus Lemonis, chairman and CEO of Camping World and Good Sam Enterprises LLC. “The core platform we have in Orlando with the stadium naming rights and Camping World Kickoff game makes this expansion a natural fit.

Florida is a key market for us and that coupled with the nationwide exposure of this post season bowl game, makes it an ideal opportunity.”

Camping World had previously partnered with Florida Citrus Sports to secure the naming rights to the stadium as well as naming rights to several neutral-site matchups to take place at the venue. —*RVBusiness, news release*

RV Learning Center Scholarship Program Now Available

Applications are now available for the Mike Molino RV Learning Center’s Scholarship Program. Deserving college undergraduates majoring in business, finance, economics, accounting or other RV industry-related subjects are eligible to apply for the \$2,500 award for the 2017-2018 school year. The deadline to apply is **June 30, 2017**.



Posters publicizing the scholarship are available through the RV Learning Center so dealers can display them in the workplace to alert employees to the opportunity. To obtain an application, poster, or more information, click [here](#). Dealer principals, their family and dependents, are not eligible.

Applicants must:

- Attend an accredited four-year college or university and be a rising sophomore, junior or senior undergraduate student as a condition of receiving the scholarship.
- Have a 2.8 or better cumulative grade point average, and a 1050 minimum SAT score (1575 minimum on the 2400 point scale). A minimum ACT composite score of 22 is also acceptable.
- Complete a 500-word essay on their goals and objectives for college and career.
- Submit a copy of their Free Application for Student Aid (FAFSA) form, which is available from guidance counselors or for download at no charge from the U.S. Department of Education at <http://fafsa.ed.gov>.
- Demonstrate the ability and willingness to fund a portion of their educational expenses on their own.

For more information on the RV Learning Center, go to www.rvlearningcenter.com, send an e-mail to info@rvda.org, or fax to (703) 359-0152—*news release*

MEETING DATES



Region 1 • No Meetings until October

Region 2 • May 2 • Red Lobster • 6638 Lake Worth Rd, Lake Worth

Region 3 • May 9 • Rusty Pelican • 2425 North Rocky Pointe Drive, Tampa

Region 4 • May 10 • Bonefish Grill • 7830 W Sandlake Rd, Orlando

Region 5 • No Meeting May or June

Region 6 • May 16 • Copeland’s of New Orleans • 4310 Southside Boulevard • Jacksonville

Region 7 • May 23 • Braised Onion • 754 NE 25th Ave • Ocala

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