

FRVTA News



MONTHLY NEWS CONCERNING
FLORIDA'S RECREATION VEHICLE INDUSTRY

JANUARY 2019



The Florida RV Trade Association is again looking for record crowds at the 34th Annual Florida RV SuperShow at the Florida State Fairgrounds in Tampa, January 16-20. Last year the RV SuperShow saw record attendance of 73,061, which topped the previous year by more than 2,500.

"What we are hearing and from what they did at the Hershey Show and at several of our fall shows in Florida, we are anticipating huge crowds this year," detailed FRVTA Marketing Director Dave Kelly. That, of course, depends on Mother Nature. "We're so dependent on weather conditions. If we get good weather, we'll hit those numbers easily," said FRVTA

Executive Director Lance Wilson. "We believe the strength the RV Industry showed throughout 2018 bodes well for the RV SuperShow and the industry as a whole going into 2019.

"There's no question about it," Wilson said. "Everything's moving in the right direction. There's a lot of positivity out there."

With more than 1 million square feet of show space, FRVTA show staff anticipates that over 1,500 RVs will be on display and about 450 vendors will offer a variety of services, equipment and supplies. A free shuttle service inside the SuperShow will carry visitors from exhibit to exhibit.

The theme of the 2019 Florida RV SuperShow is "This is How We Roll." The interest in outdoor recreation is at an all-time high and the phrase "This is How We Roll" relates to the fun and enjoyment RVers feel as they "Roll" through life.

And if you get tired of your view of your neighbors all you have to do is move on! **RV Industry Day will be Tuesday, January 15 from 10am-4pm.** Everyone involved in the industry is welcome to attend this day for FREE. Complimentary coffee and donuts will be served in the morning and lunch is also FREE. Since the Louisville Show is no longer being produced, this is a great time to view all the new RVs direct from the manufacturers. Register on-line at www.FRVTA.org or contact the FRVTA State Office for more information.

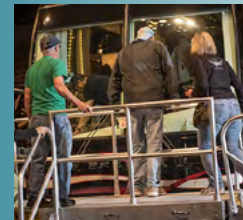
"RV Manufacturers love to come to the show because of its timing," Wilson said. "The public is there and there are a lot of sales made. In fact, the RV SuperShow gives manufacturers an idea of what to look for in the upcoming spring and the end of summer as far as what kind of sales are going to take place," Lance added. "It's kind of a bellwether for the industry."

Besides the display coaches, about 800 RVers are expected to attend the Super Rally at the fairgrounds held in conjunction with the show. Now celebrating its 32nd year, rally attendees are provided with free attendance every day of the show, free coffee and donuts each morning, free seminars and a variety of entertainment options during evening hours.

Seminars are presented throughout the day at the SuperShow making it easy to attend the ones you want to see. National RV Writer Bob Marx hosts two seminars daily. "RVing 101" helps you decide which RV is right for your particular lifestyle and "Full Time & Extended RV Travel" explains how RV travelers deal with banking, bill paying, telephone communications, e-mail, mail forwarding, medical care and other concerns while on the road for extended periods of time. Additional seminars include Nomadic Living, Weight and Tire Issues, and Generator Maintenance.

"We did some tweaking on the seminars and entertainment a little bit," Kelly explained. "And we also renewed the two-day pass so the public will have two full days to see everything at no additional cost."

For more information on the 2019 Florida RV SuperShow contact the Florida RV Trade Association at 10510 Gibsonton Drive, Riverview, Florida 33578, (813) 741-0488, or visit our website at www.FRVTA.org.



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PRESIDENT'S MESSAGE...

It's Time to Embrace your Millennial Buyers!

First, I want to wish you a happy and prosperous New Year! By all accounts, 2018 was a tremendous year for the RV Industry and I've already begun looking for new ways to keep the momentum going in 2019. Part of this momentum has to do with the latest demographic wave to hit our businesses— Millennials.

I guess I got a wake-up call on Millennials recently when my 38-year-old nephew asked me if I had Snapchat so he could send me some information. Of course I didn't!

It seems like only a few years ago that I approached lenders with Baby Boomer data to obtain a business loan. I would do my research and pull all the data about the next big wave of retirees that would show up at dealerships. And sure enough, they did! Boomers are still a major part of our business, but there's a new wave rolling in...and it's tidal!

In fact, 2019 will mark the first time Millennials will outnumber Baby Boomers in the adult population!

It's difficult to comprehend that adults under 35 (Millennials) are leap-frogging the rest of the population, but that's exactly what is happening. To be clear, Gen Xer's (ages 36-51) won't surpass the number of Boomers (ages 52-70) until 2028.

For Millennials, however, there has been plenty of reason to believe they are embracing the RV Lifestyle as recent headlines indicate:

- *RV Sales Boom Is Fueled By Millennials As They Overturn Stereotypes And Enjoy The Itinerant Life- Forbes*
- *'The RV space is on fire': Millennials expected to push sales to record highs- CNBC*
- *As millennials embrace RVs, next wave of travel trailers go hip- USA Today*
- *The RV Renaissance: How Millennials Are Reviving the Industry- usadventurerv.com blog*

I know there's been much talk about this over the last few years, but the Millennial Movement has arrived folks!

Have you embraced it yet? Have your hiring practices shifted to accommodate this new generation that thinks a little differently? Has your marketing efforts made a shift to capture this new, larger market segment? Has your show team looked at how they can setup to pull this group into the door of that RV?

I certainly don't have all the answers on how to best serve this younger group, but I've started working on it and I recommend you do the same. There are some stereotypes that Millennials are difficult to work with and tend to be demanding. I'm not positive that is the case, but I will tell you that the guy who finds a way to better serve the market will win every time. There's lots of great information available once you start digging. One of the best explanations I found was in a You Tube video by Simon Sinek titled "Most Leaders Don't."

Speaking of "Don't," please make sure you don't forget to register for the annual RV Industry Day at the 2019 RV SuperShow in Tampa held on Tuesday, January 15 from 10am to 4pm. Free admission, free complimentary coffee and donuts, and a free lunch are all available for you at the nation's largest RV Show. You just need to register at www.frvta.org or call the FRVTA State Office. I hope to see you at there!

ROB COCHRAN
FRVTA State President





December Board Meeting Recap

The FRVTA Board of Directors held their quarterly board meeting at the Embassy Suites in Brandon this past December at which the following topics were discussed:

- The Board welcomed new member Everett Henkel III, newly elected Region 1 President to the board.
- The Finance Committee reported that FRVTA is in very good financial shape and thanked FRVTA Controller Mike Ryan for the concise and accurate reports each meeting.
- Executive Director Lance Wilson reported the office staff is all doing well and working hard on the upcoming RV SuperShow. The office parking lot has been re-done and some trees have been removed due to concerns over their threat to the office building. Lance also reported the upbeat and positive RVDA meeting he recently attended. He updated everyone on the plans for RVX, the new RV show in Utah in March. FRVTA will have a booth to support the first year of the event.
- Marketing Director Dave Kelly reported on new seminars added to the SuperShow lineup including Nomadic Living, which is becoming very popular. We will be giving away two Jayco travel trailers as the grand prize at the SuperShow and RAM Trucks will have a special display in Lakeside South.
- Training Director Jim Carr talked about how many companies are on the Distance Learning Program for 2018-19 and that this a new record of sign ups. The Certified Service Center Program had 17 dealers qualify for the program for 2018-2020. FRVTA's experiment with Augmented Reality is still ongoing and Jim will update the Board at the April meeting.
- Legislative Consultant Marc Dunbar brought the Board up-to-date on the fallout following the November elections. He was pleased with the results for the most part and is already working with the DeSantis team on the transition to Governor. Marc also talked about the recount and how everything worked as planned and only a couple of issues with outdated equipment was an issue.
- The PR Committee reported ad sales on both the RV Guide and SuperShow Directory were off a little from last year's record sales. Also the website ads are all now tile ads, which should help with the click-thru rates. The statewide billboard campaign is still going on promoting the Certified Service Centers and the new FRVTA app.
- Show Director Lesa Colvin presented the new interactive SuperShow map. This will allow visitors to the SuperShow the chance to search the map by product, types and categories. This should help people plan their day and get around the show with greater ease.

2018-19 FRVTA SHOW SCHEDULE



FLORIDA RV SUPERSHOW

January 16-20 • Florida State Fairgrounds

FORT MYERS RV SHOW

January 24-27 • Lee Civic Center

JACKSONVILLE RV SHOW

February 7-10 • Jacksonville Equestrian Center

WEST PALM BEACH RV SHOW

February 21-24 • South Florida Fairgrounds

OCALA RV SHOW

February 28-March 3 • Florida Horse Park

RV SUPERSAVER SHOW

April 12-14 • CenturyLink-Lee Sports Complex

TAMPA BAY SUMMER RV SHOW

June 6-9 • Florida State Fairgrounds

LEGISLATIVE UPDATE • by Marc Dunbar, Legislative Consultant

2018 Elections Wrap-Up



Once again, the world watched as Florida counted ballots. But unlike in 2000, there were no hanging chads and the margins of victory were much larger. In the end, after three machine recounts and two hand recounts, the net gain for statewide seats for either party was zero.

Gov. Rick Scott is headed to Washington, after unseating incumbent Bill Nelson in the US Senate. Ashley Moody and Jimmy Patronis helped Republicans maintain the majority of the cabinet by winning the Attorney General and CFO races, respectively. Nikki Fried was able to upset Matt Caldwell in the race for Agriculture Commissioner, allowing Democrats to maintain a single statewide office holder. Fried focused on untraditional AG issues, like medical marijuana, and the gamble resonated with the voters.

For the sixth election in a row, Republicans maintained control of the Governor's mansion. Former U.S. Congressman Ron DeSantis was elected as Florida's 46th Governor, beating Tallahassee Mayor Andrew Gillum in a hard fought race. The margin of victory was approximately 33,000 votes. A machine recount had little effect on the outcome of the race and the Governor-elect has started the transition process. He has begun appointing top posts in the administration.

Governor-elect DeSantis has already tapped three returning house members to serve in his administration, leading to a potentially active 2019 special election calendar. It is critical to continue your support to the



PAC Fund for both the January inauguration and the upcoming special elections to protect our interests as a trade organization and ensure our voice is heard.

Down ballot races proved to be razor tight as well. In the most expensive race in State Senate history, former House minority leader Janet Cruz beat Tampa incumbent Dana Young by 0.16% of the vote. Going into the 2019 election, Senate President Bill Galvano will preside over the Senate with 23 Republicans and 17 Democrats, with Gary Farmer serving as Senate minority leader.

In the House, the Republican majority is just a touch weaker after the election, with a net loss of two seats. Two House races also endured post-election scrutiny. Republicans Elizabeth Fetterhoff and Mike Caruso join the freshman class after winning their races, Fetterhoff by 61 votes and Caruso by a mere 32 votes.

Turnout for this midterm election was historic, as 8.2 million Floridians came out to vote. To put this in perspective, more than 2 million voters showed up in 2018 than in the last midterm election. Only 300,000 more people voted in the 2012 presidential election than this November. Just weeks after Hurricane Michael devastated the panhandle, Bay County still came out strong beating its 2014 gubernatorial turnout by 5,000 voters.

The midterm results will likely lead to a review of current election laws in the upcoming legislative session. There were specific concerns related to oversight of elections in select counties. Also, they are determining if additional changes are needed related to the passage of Amendment 4, which restored voting rights for felons. Overall, the legislature will look for ways to improve the electoral system before we head into the next presidential cycle.

Florida workers' comp insurance rates cut 13.8%

Starting January, Florida businesses will get a break on their insurance bills. The state Office of Insurance Regulation announced it has approved an overall 13.8 percent decrease in workers' compensation insurance rates for 2019.

This is a slightly larger cut than a 13.4 percent decrease proposed in August by the National Council on Compensation Insurance (NCCI), an organization that makes rate proposals for the insurance industry. This reduction follows a 9.5 percent rate decrease that took effect this year.

NCCI said its proposed double-digit rate decrease was in line with trends in other states. It pointed to issues such as a long-term decline in the frequency of claims—an issue also cited in a 10-page order released by the Office of Insurance Regulation.

Bill Herrle, executive director of the National Federation of Independent Business in Florida, said the decrease in workers' compensation rates isn't a surprise and attributed the reduction to a "hot economy" with "record employment."

"It's insurance principle No. 1," Herrle said. "Premiums are flooding into the workers' compensation system and the risk is being spread around."—news reports



TRAINING NEWS • by Jim Carr, Training Director

Mentor Update

Greetings everyone, the holidays are now over, the snowbirds have landed and our great Florida RV SuperShow is almost here: January 16-20, Tampa Fairgrounds. I have spoken to most of you off and on these past months and know

from first hand discussion that everyone is still looking for technicians, coping with way too busy shops and just trying to keep your heads above water. I understand! Here are few tidbits of interest:

1. RVIA MAKING PROGRESS with new curriculum, texts and certification tests for the completely revised Tech Training and Certification program. In addition, plans are moving forward for the new RV Training Institute, a brick and mortar 100,000-square-foot technician training facility in Elkhart, Indiana, that will house both live instructor-led training for newbies and supplier training for veterans. Construction is scheduled for summer of 2019 or sooner if possible, and a new Director of the Institute is being hired as I write this.

The Question remains: how will this affect the Distance Learning Network? Hopefully very positively with a new curriculum so we can update all of our videos, new training materials for all to use, new certification tests with a possible hands-on component, and generally all new stuff that will make certification and training more closely aligned and certification testing more user friendly—something for everyone. I will continue to update all on this topic, giving it to you as succinctly and factual as possible.

2. CURRENT STATUS OF TECH CERTIFICATION TESTING: No changes until the complete new program rolls out later in 2019. Until then, business as usual; same certification tests, Registered and Certified, same study materials/texts, same pricing, and RVDA still handling all test registration and related issues.

3. ANNUAL LOUISVILLE RV TRADE SHOW is done; gone, outta here and replaced with a whole new format, the RVX or RV Expo. This event takes place in March and move around the country to three or more new venues, year-to-year. Look in any trade publication for all the facts on this new and exciting show or go to www.RVIA.org.

4. NEW LP GAS LEGISLATION FOR FLORIDA: Most of you in Florida have already heard of and even seen the new LP Gas legislation enacted last year and effective this coming year. The many license categories previously available to us have now been collapsed into just six License Categories, I-VI. Your previous 0605 dispenser and repair LP License is now a Category I license and your previous 0407 repair license is now a category V license. New also is that each qualifier that goes with each license is now time limited – good for three years and one must take 16 hours of in-service class credit prior to License Renewal. The good news is that the Dept. of Agriculture is “grandfathering” all current qualifier holders into the new system giving everyone three years to get their 16 hours and prepare for renewal.

Questions I get are: What are the courses eligible for renewal and where do I take them? Is there a test review process for newbies that can prepare them for the initial LP License Test? Is it still “open book”? etc., etc. Quick answer: Dept. of Agriculture, Division of LP Gas is the place to go. PHONE: 850-921-1600. A new Commissioner of Agriculture takes office after the first of the year with the possibility of some staff changes, so you may wait until the transition is complete to pursue your questioning.

5. ROLL PAGES PLEASE: Yes Judy is still collecting those student registration forms and supporting roll pages. That’s how we document who get a completion certificate so please keep them coming.

6. CERTIFIED SERVICE CENTER (Florida only): applications are close for the next two-year cycle, 2019-2020, and as usual the biggest stumbling block once again is having an active Master Certified Technician on staff. If you haven’t successfully qualified to-date, please don’t give up. If you meet all eight criteria, especially having that Master Tech, let my office know and we can prep you for the 2020 year.

QUESTIONS: Please call us at 386-754-4285.

Have a safe and happy Holiday Season! Unfortunately, the college that houses us will be closed from Dec. 19 thru Jan. 1. All training videos will continue to be available as will Judy and I. Just email me at jim.carr@fgc.edu or leave a message at the office and we will respond. Thank you for your continued support!





Ingrassia: Industry Commits to Parts, Service

The following column by Recreation Vehicle Dealers Association (RVDA) President Phil Ingrassia appeared in a recent issue of RV Executive Today and touts the industry's commitment to streamlining RV parts and service.

There's been no shortage of news about efforts to improve the RV service and parts supply chain in recent months.

The development of the RV Technical Institute (RVTI), approved by the RV Industry Association's (RVIA) board of directors and the RVDA board, is an important step forward as the industry works toward measuring and improving Repair Event Cycle Time (RECT). The Mike Molino RV Learning Center is updating training materials for fixed operations professionals with technician workload and scheduling first on the to-do list.

State RV Associations are also working with suppliers and others to enhance regional opportunities for service training, and the RV Learning Center recently renewed its Distance Learning Network partnership with the Florida RV Trade Association (FRVTA).

Beyond the associations' work, it's heartening to see individual dealers across the country invest in people, facilities, and systems to increase service capacity. Dealerships of all sizes, from multi-locations to single-point dealerships, are building new service facilities and upgrading existing ones.



More dealers and their employees are embracing technician certification. The total number of technicians who hold some level of RVDA-RVIA certification grew from just under 2,700 in October 2017 to more than 3,200 through mid-October of 2018.

Manufacturers are also making changes in the ways they handle service and parts support. For instance, KZ RV announced in September it has restructured its service department, dividing it into three highly specialized teams focused on dealer service, retail service and repairs/parts. KZ said it is "absolutely invested in the three-team structure, with dedicated managers and robust staffing, so that everyone receives the excellent service they expect and deserve, every time."

KZ's announcement followed similar news from Keystone RV in July. The company added staff to improve RECT for customers, focusing on repair order write-up, warranty claim submission and making the warranty processes more efficient.

Keystone said the company is focused on using the "best source" for timely parts acquisition and improving the tools available for parts identification, ordering and tracking. Also in development, according to KZ, is a parts stocking program for the most frequently needed parts so repairs can be completed faster and onsite warranty approval to resolve issues.

Of course, activity doesn't always mean progress, which is why the associations are working to develop the RECT measurement to use as an industry benchmark. If you would like to know about RECT and how your dealership can get involved, contact Ingrassia at pingrassia@rvda.org.—RVDA

RV Technical Institute names New Executive Director

The RV Industry Association recently announced that Curt Hemmeler has been hired to lead the Elkhart, Indiana-based RV Technical Institute's (RVTI) technical training and education teams. As executive director, Hemmeler will play a key role in establishing RVTI's new headquarters and training facility, as well as managing and executing RVTI's strategic business plan. He brings 20 years of professional experience in technical education and training to RVTI.



Hemmeler was selected after an exhaustive recruiting process led by RV Industry Association President Frank Hugelmeyer and a small team of RV industry executives. He will begin as executive director for RVTI in mid-January and will join the RV Industry Association's senior management team. Curt and his wife are expected to relocate to Elkhart by the end of February 2019.

"Curt is the perfect person to lead the RV Technical Institute," said RV Industry Association's Hugelmeyer. "He brings a high energy level and his strengths are in development and sales, recruiting candidates into technical trade careers and managing for success. These are precisely the areas that need the most attention for the Institute to deliver on its mission of improving the RV consumer experience by reducing repair event cycle times and aggressively growing the pool of trained service technicians."—RVIA



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

Please Look Into the Camera and Smile!

Some dealers have chosen to have their business (finance) managers and customers videotaped for the closing of a sale. Of course, the customer must be notified and sign a consent form agreeing to the videotaping. These dealers believe that by videotaping the review of all

the forms and disclosures, it will reduce the likelihood of civil litigation.

Other dealers are not very keen on this idea. They believe that the videotape could be used against the dealership if the business manager says or does something wrong. They believe the tape would speak for itself and clearly show any wrongdoings.

I have a client who has been videotaping closings for at least six years. In a recent conversation with the President/CEO of the company, he told me he has mixed feelings. In one example, a customer and her attorney were alleging all kinds of improprieties committed by the business manager, from failing to allow the customer to see certain documents to misstating certain details in response to the customer's questions. The attorney gave notice of his client's intent to sue and the dealer invited the attorney to the dealership to view the videotape. After the attorney did so – and after conferring with his client – all allegations were dropped and no lawsuit was filed. But in another example, the business manager clearly failed to disclose certain parts of the finance agreement and ancillary products included therein, and misstated other disclosures. In that case, my client wrote a check to the customer.

To give you a better idea of what could possibly happen, let's take a look at *Greene v. Alliance Automotive, Inc.* In this case, the customer claimed she was not given an opportunity to fully read and comprehend the arbitration agreement clause. The following transcript from the videotape was included in the findings by the Missouri Court of Appeals:

"Did you have any questions about the arbitration agreement?" Greene responds, "Um, no." The closing agent then presents the part of the Purchase Agreement containing the arbitration provision and states: "Ok. Here it is in legal terms. If you can't sleep one night I suggest this for reading. It will help you get there. Just need your initials there. I don't think I've ever got through the whole thing without passing out." Greene signed the paper and the closing agent set it aside. The aforementioned discussion and signing of the arbitration agreement took approximately 13 seconds.

Needless to say, the dealership lost this case.

I hope your takeaway from this article is that videotaping closings could work in your favor if your business managers are highly trained and disciplined, and do not make mistakes such as evidenced in this case. If, on the other hand, you don't have business managers who never make mistakes or state things incorrectly, then you may want to forego the videotaping of closings. In either case, please consult with your attorney before deciding.

But here is my question to you: If you do not have total faith in your business managers and if you don't believe they will say and do everything correctly in every closing, should those business managers still be working for you?

Reference:

[Greene v. Alliance Automotive, Inc., 435 SW 3d 646 - Mo: Court of Appeals, Western Dist., 2014](#)

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.



The FRVTA app is now available for both IOS and Android devices!

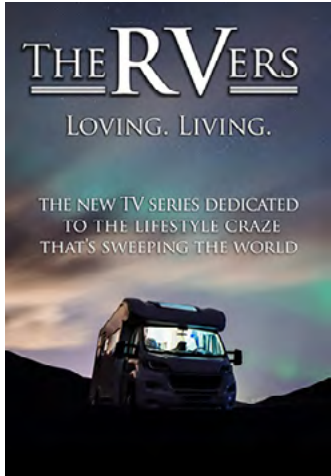
If trying to plan and navigate the RV SuperShow with a paper map makes you feel like you are searching for the fabled city of gold, take a peek at the FRVTA app! There are numerous cool features for attendees, exhibitors, dealers, service centers and manufacturers.

During the show, the show maps and event schedule are incredibly handy to have right on your phone. Turn on notifications for reminders for upcoming events you don't want to miss. This will keep your show day on track! After the show, stay in touch with us socially and stay on top of upcoming events.

The IOS version can be found by searching for FRVTA / Florida RV Trade Association or clicking on this link: [FRVTA IOS App](#).

The Android version can also be found by searching for FRVTA / Florida RV Trade Association or by clicking on this link: [FRVTA Android App](#).

Make sure to download the FRVTA app today and we'll see you at the show!



PBS Series "The RVers" Slated to Launch in 2019

Four Points Television recently announced it will launch a spin-off to its "Aviators" series with "The RVers." According to a press release, the show will feature RV celebrity hosts taking an in-depth look at every aspect of the world of RVing.

"The RVers" will cater to traditional RVers such as Baby Boomers and retirees, as well as contemporary and new RVers. The show will also cover every kind of RV from the tiniest teardrops to the biggest fifth wheels, and from the coolest camper vans to most luxurious motorhomes.

Four Points has launched The RVers Facebook page and has attracted over 2,000 followers. Proven YouTube RV stars will host the show bringing an instant audience of 550,000 RV-focused subscribers on the strength of 142 million YouTube plays.

The show is due to premiere on PBS in the U.S., Bell TV in Canada, and iTunes, Google Play, Amazon Prime, Microsoft Xbox and Vudu digitally in 2019. —RVBusiness

Prevost Opens New Service Center in Florida

Prevost recently opened a new service center in Winter Garden near Orlando. With this addition, the company's Parts & Service Network is growing again after the opening of four new service centers in North America last year. Prevost now has 15 service locations.



The Orlando service center is a full-service facility and staffed by technicians who are factory trained to work on Prevost, Nova Bus and Volvo motorcoaches, as well as other motorcoach brands.

"The opening of this service center is a new demonstration of our commitment to get closer to our customers, meet their needs efficiently and better serve them," said François Tremblay, vice president and general manager for Prevost. "The Orlando location brings the total of Prevost owned and operated service centers to 15, nearly double the size of the largest competitor network in the North American Market." —RVBusiness



Calling All Hearts!

Please take a moment to read about this great organization in need of any and all charitable contributions. There is truly NO better time or place to give!

Our longtime "National Anthem Singer" Pam Giordano has partnered with Care Net Manasota, a not-for-profit Christian-based organization, to assist in their fundraising and awareness efforts.

Care Net Manasota aids women who may not be aware of alternatives when faced with an unexpected pregnancy. By providing information, encouragement, practical help and counsel as they sort through their anxieties and fears, Care Net Manasota is a place they can find life-changing answers.

All of our services are free and confidential:

- Free pregnancy tests
- Ultrasounds upon qualification
- One-on-one, caring and emotional support
- Medical, legal & social service referrals
- Post abortion support, healing, and recovery
- Medically accurate education on all pregnancy choices available
- Maternity & baby clothing and supplies through our "Earn While You Learn" program
- Sexual Integrity Education and STD/STI prevention
- Adoption support and referrals
- Men's Knighthood Program

Your tax-deductible donation of \$20/mo. provides baby wipes for a new baby; \$50/mo. provides much needed diapers; and \$100/mo. provides all the basic needs for a new mom.

You may also consider a one-time donation of your choosing OR enjoy a night out for this great cause by attending our Annual Gala for Life, to be held at Michael's on East in Sarasota on Friday, January 25. Attire is semi-formal and a silent auction will be held starting at 6 pm with dinner and a program from 7 pm to 9 pm.

Go to www.carenetmanasota.com for more information or to donate as we enter a new year.

FRVTA Region One has challenged all other regions to donate funds as they have done. Thank you in advance! Pam

NEW MEMBERS

ALLSTATE INS – RODERICK CRABBE
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 Insurance, Region 1

JOE'S RV INSPECTIONS, LLC
 Joe Shirey
 17575 Hammock Ln
 Fort Pierce, FL 34987-3115
 PH: 772-342-3140
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 Service, Region 2

BY THE YARD FLORIDA, INC
 Laura Vick
 17965 Courtside Landings Cir
 Punta Gorda, FL 33955-1986
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www.bytheyardflorida.com
info@bytheyardflorida.com
 Supplier, Region 1

Lazydays RV Donates \$5,000 to RV Learning Center

Lazydays RV recently contributed \$5,000 to the Mike Molino RV Learning Center, bringing the dealership's total giving to \$30,000.

"Lazydays' generous gift to the Learning Center makes a strong statement about their commitment to industry excellence," said RV Learning Center Chairman of the Board Jeff Pastore of Hartville RV Center. "The Learning Center appreciates Lazydays' financial support and their dedication to employing industry certified personnel."



The RV Learning Center is supported by dealers, manufacturers, suppliers, distributors and other RV Industry members committed to dealership education and the high levels of customer service provided by educated employees.

For more information go to the RV Learning Center's website and learn more about what the RV Learning Center does for dealers and how you can help keep it going. The RV Learning Center is a tax-exempt organization as described in section 501(c)(3) of the Internal Revenue Code. Contributions may be tax deductible as charitable donations. - news release



FRVTA Region 1 celebrated the holidays once again with their annual toy drive to make some Christmas magic for underprivileged boys and girls in Southwest Florida. This annual fun event, which grew out of a member gift exchange, obtains hundreds of gifts that spread holiday cheer far and wide. Region 1 Vice President Brett Howard stands in front of just some of the many items donated. *Merry Christmas and a Happy New Year!*

REMEMBER TO REGISTER FOR INDUSTRY DAY!



RV Industry Day will be Tuesday, January 15 from 10am-4pm.

Everyone involved in the industry is welcome to attend this day for FREE. Complimentary coffee and donuts will be served in the morning and lunch is also FREE. If you haven't been to a major RV show this year, now is the time to see all the new products. Register at www.frvta.org or contact the FRVTA State Office.

MEETING DATES



Region 1 • January 10 • Twin Isle Country Club • 301 Madrid Blvd • Punta Gorda

Region 2 • January 9 • PGA National Resort & Spa Palm Terrace • 400 Ave of the Champions Palm Beach Gardens

Regions 3 - 5 • No Meetings

Region 6 • January 8 • Copeland's of New Orleans • 4310 Southside Boulevard • Jacksonville

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

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