

**RV** INDUSTRY  
ASSOCIATION



***RVs* MOVE  
AMERICA.ORG**

2019 POLICY AGENDA







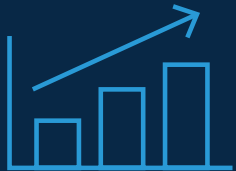
# WHO IS THE RV INDUSTRY ASSOCIATION?

The RV Industry Association is the national trade association representing the businesses who build more than 98% of all RVs produced in the U.S.—including motorhomes, travel trailers, fifth wheel travel trailers, folding camping trailers, park model RVs and truck campers. We are the unifying force for safety and professionalism within the RV industry and work with federal and state policymakers to promote and protect the RV industry and our members.



## **Government Affairs:**

Advocates for the RV industry at the federal and state level to create a favorable business environment, protect against onerous legislation and regulations and make it easier for consumers to buy, drive and own an RV.



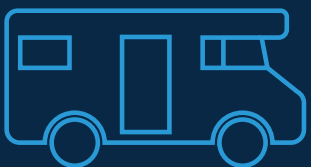
## **Statistics & Research:**

Drives new research on industry trends and consumer behaviors by providing the most up-to-date industry trends, forecasts and market information.



## **Industry Standards & Inspection Program:**

Utilizes a team of inspectors who audit all member manufacturers' compliance with industry standards and educates member manufacturers on certain existing, future and revised regulations.



## **Go RVing:**

Engages with consumers to build interest in the RV lifestyle.

# ECONOMIC IMPACT OF THE RV INDUSTRY

## AN AMERICAN INDUSTRY AND ECONOMIC ENGINE

### ANNUAL ECONOMIC IMPACT

**\$114 Billion**



**\$68 Billion**

RV Manufacturers  
& Suppliers



**\$20 Billion**

RV Sales &  
Services



**\$26 Billion**

RV Campgrounds  
& Travel

### SUPPORTS



**596,355**

Total Jobs



**30,363**

RV Businesses



**\$32 Billion**

Wages



**482,389**

RVs Made in the  
USA



**98%**

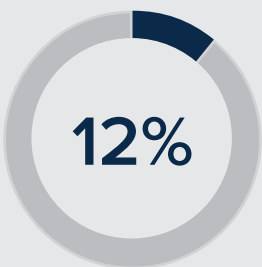
Of RVs Sold in the USA  
are Made in the USA



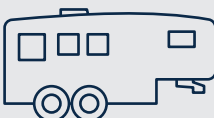
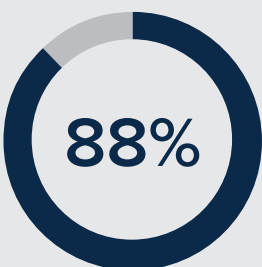
**\$12.2 Billion**

Total Taxes Paid by the  
RV Industry

### MOTORIZED



### TOWABLE



See the impact of the RV industry in each state and congressional district at [www.RVsMoveAmerica.org](http://www.RVsMoveAmerica.org)





# 25M

AMERICANS WHO GO RVING EACH YEAR—CAMPING, HIKING, BOATING, FISHING—ARE A CRITICAL PART OF THE OUTDOOR RECREATION ECONOMY

OUTDOOR RECREATION IS

# 2.2%

OF THE U.S. GDP

# \$734B

IN DIRECT ECONOMIC OUTPUT

# 4.5M

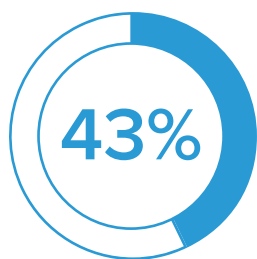
U.S. JOBS



# TAX

While comprehensive tax reform and the lowering of the corporate tax rate has benefited the American-made RV industry and its employees, an inadvertent definition change has led to segments of the industry being treated inequitably under the tax code.

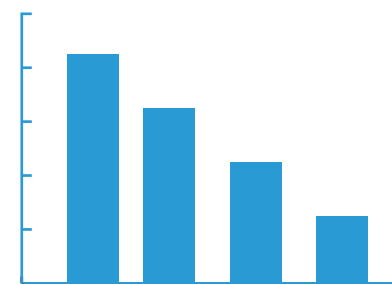
Because of a change in the definition of “motor vehicle,” floor plan financing interest charges on motorhomes remain fully deductible, but towable RVs are now limited to deductions of only 30 percent of interest expenses based on earnings before interest and taxes.



RV Dealers affected by this change generate 43 percent of total annual sales



RV travel trailer dealers are at a competitive disadvantage



Manufacturers are reporting fewer travel trailer shipments as a result of this inequality

## ACTION ►

Support the Travel Trailer and Camper Tax Parity Act (S.1543) and its House companion bill, or a technical corrections bill amending the definition of “motor vehicle” to ensure that towable RVs are once again fully included in floor plan interest financing deductibility.



# TRADE

Free and fair trade benefits American businesses, workers and consumers. Trade policies should focus on specifically targeting bad actors, not allies, and should not place additional strain on American manufacturing.

## TARIFFS

Tariffs negatively impact the American-made RV industry by targeting not only bad actors, but trade allies, disrupting supply chains and increasing manufacturing costs.

- Domestic steel and aluminum prices have already risen as a result of the tariffs, causing domestic component prices to rise.
- Section 232 tariffs indirectly subsidize the American-made RV industry's foreign competitors.
- The RV industry is facing increased costs not only due to the steel and aluminum tariffs, but also the additional tariffs being imposed on goods imported from China.

## ACTIONS ▼

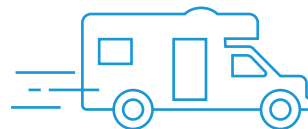
- ① Support American-made RVs by voicing your concern to the Department of Commerce and members of Congress on the downstream impacts steel and aluminum tariffs have on U.S. manufacturing industries.
- ② Advocate for trade policies that specifically target bad actors in foreign trade—not all trading partners.

## USMCA

The U.S. is the world's largest producer of RVs, producing twice as many RVs as the rest of the world combined. The RV industry has strong trade relations with Canada and Mexico, and the 30,363 RV related businesses depend on the continuation of a strong trilateral agreement. Uncertainty surrounding the renegotiation of the North American Free Trade Agreement has negatively impacted U.S. manufacturing.



Over **90 percent** of all RV exports go to Canada



In 2018 over **57,000 RVs** were exported to Canada



RV exports to Canada in 2018 exceeded **\$1.67 billion**

## ACTION ►

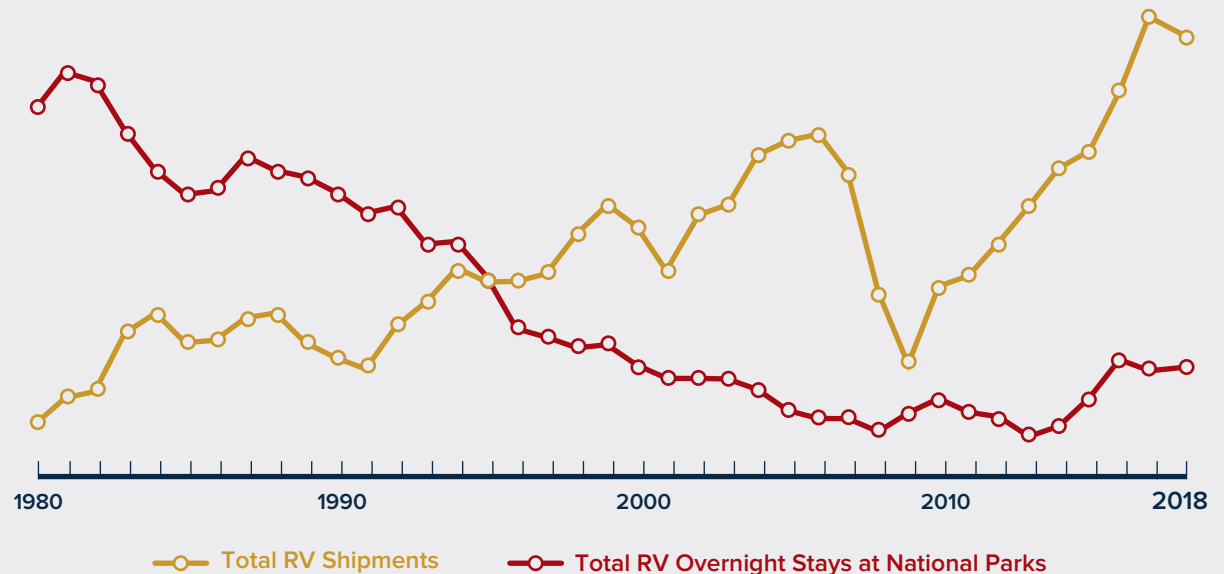
Support passage of implementing legislation to allow the USMCA to take effect and restore certainty to American manufacturing.

# CAMPGROUND MODERNIZATION AND EXPANSION

Public lands and waters managed by federal agencies cover nearly one-third of the nation's surface and host more than one billion visits annually. Outdoor recreation is the number one driver of economic activity on federal lands and campgrounds are sound investments that generate revenue for the federal government and are often affordable ways for Americans to experience our nation's iconic public lands and waters.

RV consumers rely on federal infrastructure for safe and enjoyable experiences, but deteriorating and inadequate campgrounds, roads, bridges, water systems and other utilities reduce enjoyment and add safety concerns. Many federal campgrounds were constructed more than 60 years ago and were not built or equipped to accommodate today's more advanced and larger RVs and inventory needs have not kept up with demand from the growing RV industry.

At the same time that RV sales and ownership grew at record levels, RV stays at National Park Service campgrounds drastically declined—despite state and private campgrounds continuing to post significant growth.



## ACTIONS ▼

- ① Help grow rural prosperity by supporting increased federal investment in campground modernization and expansion on public lands. Utilize volunteers, partnerships and concessioners to help address this need.
- ② Support the Restore Our Parks and the Restore Our Parks and Public Lands Acts (S. 500/H.R. 1225). These bipartisan bills offer innovative solutions that will address the deferred maintenance backlog on federal lands, which is critical to improving and expanding federal campgrounds.







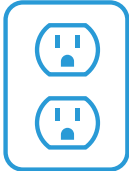



# GROW RURAL PROSPERITY THROUGH CAMPGROUND MODERNIZATION AND EXPANSION

Rural communities often act as gateways to parks, forests and waterways. Strong partnerships between rural communities and outdoor recreation opportunities—including modernized campgrounds—bring jobs, tourism and commerce into these rural areas. This economic development can help revitalize rural America, especially areas that may be losing other industries. Balancing the potential for outdoor recreation with respect for the local community can lead to fruitful partnerships for all stakeholders.

A recent study confirmed that **for every dollar Congress invests in the National Park Service, \$10 is returned to the U.S. economy**, directly benefitting our nation’s rural areas and gateway communities.

## HOW TO IMPROVE FEDERAL CAMPGROUNDS:

 <p>Adoption of the nationally recognized NFPA 1194: Standard for RV Parks and Campgrounds</p>	 <p>Wider, longer and level campsites for modern RVs</p>
 <p>Pull-through RV campsites to accommodate larger RVs</p>	 <p>Improved bathing facilities with hot showers, sinks and flush toilets</p>
 <p>More campgrounds and RV-accessible campsites to accommodate the growing demand from the RV industry while producing additional revenue for federal agencies</p>	 <p>Wi-Fi throughout campsites to provide enhanced programming and safety while also appealing to current and next-generation campers and mobile professionals</p>
 <p>Campsites with site-specific hookups, including 50-amp electrical service, water and sewer, as well as modern dump stations</p>	 <p>Address the nearly \$20 billion deferred maintenance across federal lands and waterways</p>

89% of consumers purchase RVs to go camping

# RECREATION INFRASTRUCTURE

Any infrastructure-related legislation must include funding to address the crumbling outdoor recreation infrastructure on our nation's iconic public lands

An infrastructure package represents an extraordinary bipartisan opportunity to not only rebuild our crumbling roads, bridges and airports, but also to improve the beloved infrastructure on federally managed lands and waters. Simply put, we have Eisenhower-era recreation infrastructure at a time when visitors depend on safe roads and bridges, attractive open spaces, clean public waters and 21st century amenities.

The last significant investment Congress made in the National Park Service (NPS) was over 50 years ago. As a result, infrastructure on public lands is crumbling due to decades of backlogged and deferred maintenance. This backlog negatively impacts critical aspects of public land management, including wildfire fighting, day-to-day operations and access for the hundreds of millions of Americans who depend on the public lands for their livelihoods and recreation each year.



NPS has **\$12 billion** in deferred maintenance costs—over half are transportation-related costs: roads, bridges, tunnels, trails and parking lots



Campground-specific deferred maintenance exceeds **\$78 million** on NPS lands



NPS has over **\$700 million** of deferred maintenance affecting vital waste water and water systems which are critical to clean water and adequate RV dump stations for campgrounds



The Forest Service has accumulated **\$5.2 billion** in deferred infrastructure maintenance costs



# WHEN WE INVEST IN OUTDOOR RECREATION, WE ALL WIN

The benefits of expanding and improving the outdoor recreation economy are clear and compelling. When Americans participate in outdoor recreation, they purchase gear and equipment, food and lodging and contribute \$65.3 billion in annual tax revenue to federal coffers.

Much of America's recreation infrastructure on federally managed lands and waters is also directly linked to revenue streams – fishing and hunting licenses; entrance and activity fees; campground, slip and launch fees; recreation permits and registration fees and excise and fuel taxes.

National park sites are revenue generators for communities and regions: In 2018, park visitors spent over \$20.2 billion in towns and cities near park sites, generating over 329,000 jobs and providing a total boost of \$40.1 billion to the national economy.

A recent study confirmed that for every dollar Congress invests in the National Park Service, \$10 is returned to the U.S. economy, directly benefitting our nation's rural areas and gateway communities.

## ACTIONS ▼

- ① Support the inclusion of a “Recreation Title” in any infrastructure-related legislation. This will address federal land agency roads, bridges and crumbling campground infrastructure so Americans can continue to enjoy these iconic places for generations to come while also supporting and expanding American jobs and our economy.
- ② Support a comprehensive package of outdoor recreation-related legislation so all Americans have access to safe public lands and waters infrastructure and healthy outdoor recreation experiences.
- ③ Support the Restore our Parks and the Restore our Parks and Public Lands Acts (S. 500/H.R. 1225). These bipartisan bills offer innovative solutions that will address the deferred maintenance backlog on federal lands, which is critical to improving and expanding the \$734 billion outdoor recreation economy.
- ④ Support the bipartisan Recreation Not Red-Tape Act, which offers sensible, non-controversial proposals to update processes and policies on our nation's public lands and waters to improve access and experiences for all forms of outdoor recreation.

# RV CAUCUS

The House and Senate RV Caucus Members champion the RV industry and RV lifestyle on Capitol Hill and beyond by raising awareness of this uniquely American-made industry and supporting critical legislative and regulatory issues.

The RV Industry Association provides the House and Senate RV Caucuses opportunities for Senators, Representatives and their staff to learn more about the vital role RVs play in the outdoor recreation and travel industries through up-to-date industry information, news stories, briefings and educational events throughout the year.

## ACTIONS ▼

Support the \$114 billion American-made RV industry and families that enjoy the RV lifestyle by joining the Senate or House RV Caucus.

- **Senate:** Contact the office of the Senate RV Caucus Chair, Senator Joni Ernst (R-IA).
- **House:** Contact the offices of the House RV Caucus co-chairs, Representatives Dina Titus (D-NV-1) and Jackie Walorski (R-IN-2).

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