

## **RV Industry COVID-19 Talking Points**

### **Essential Businesses:**

- The RV Industry Association encourages our member companies to follow guidance from federal, state and local governments as it pertains to operational decisions. As an organization, our focus right now is on working with policymakers to recognize how imperative it is that RV businesses are classified as essential, allowing RV dealers to remain open and able to provide RVs for the emergency response and RV parks and campgrounds to continue serving their customers, many of whom are providing vital services during this national health crisis.
- RVs are uniquely able to be used as mobile staging units, testing facilities, command centers, sleeping units, mobile medical clinics, bathroom trailers, laundry facilities, and more. RV dealerships must be able to perform critical maintenance and repairs for consumers who are currently RVing and provide liquified petroleum gas refills for heat and refrigeration. Moreover, there are RV mobile medical clinics already on the road now that may need service. Additionally, RV parks and campgrounds play a vital role as for traveling medical personnel as their only source of temporary accommodations.
- The RV industry has offered RVs for government use during the crisis and states have already made purchases, realizing the need RVs can fulfil. The state of Louisiana purchased 80 RVs for such surge capacity and the state of California has purchased over 1,300 RV trailers to provide emergency isolation for the most vulnerable.
- Traveling Nurses often travel in RVs, providing a critical service in this crisis, and can be deployed in hard hit and rural communities.
- Aftermarket suppliers and distribution services must be allowed to operate so they can support and supply local dealers. Moreover, there are emergency personnel and mobile RV medical clinics already on the road now that may need service.

### **Private Campgrounds and National Parks:**

- The RV industry is working closely with federal, state and private campgrounds providers and strongly urges that campgrounds continue to remain open and accessible to RVers as long as the providers are following all appropriate guidelines and there's no threat to the health and safety of visitors, employees, and natural resources.
- Federal agencies and private campgrounds are interested in helping to redirect camping demand from limited-capacity or closed parks to local private campgrounds, so RV families aren't trapped without overnight accommodations. These agencies should also provide increased access to dispersed or boondocking campsites, where appropriate, to alleviate campground overcrowding at many of the popular national park locations and to help with social distancing.
- The RV industry is fully dependent upon these iconic federal lands and accessible state and private campgrounds for recreation, conservation, enjoyment and overnight camping.
- Members of the Traveling Nurses program often stay in campgrounds and can be deployed in hard hit areas related to the crisis.
- Traveling families and American's in between homes commonly utilize campgrounds as their only source of temporary accommodations.

### **Donation to Pence Task Force:**

- The RV industry has written a letter to VP Pence and offered to donate 20 RVs to the most critical health care settings in the country, as determined by the Task Force. We will provide an additional 100 RVs, at below market cost, to the settings deemed most critical by the Task Force.

### **RV Industry Financial Support**

- RVs are a uniquely American, \$114 billion dollar industry, built, bought and used in the U.S., providing paychecks for hundreds of thousands of Americans.
- Our products are consumer discretionary items which are severely affected by economic conditions.
- Multiple months or even weeks without production will be crippling to the industry

- If additional restrictions are implemented this all-American industry will need the financial support of the US government in this crisis and MUST be included in any industry-specific stimulus package.
- In addition to industry-specific financial support, Congress should also include within the next stimulus package, the RV dealer floorplan financing fix (H.R.4349/S. 1543). It is an easy fix that would help save RV dealers money that they can use to mitigate any slowdowns or setbacks they experience due to coronavirus.

#### **Outdoor Recreation Roundtable:**

- The Outdoor Recreation Roundtable is working with federal land agencies and policy makers to help sustain quality of life and the \$778 billion outdoor recreation economy.
- Goals are to keep outdoor areas open and accessible if it can be done safely, work with local private partners before making closure decisions to solicit support and help, provide tariff relief for outdoor businesses and include the outdoor industry in stimulus packages moving forward.
- ORR has sent a letter to the White House outlining our industries needs and ways to support.

#### **Great American Outdoors Act**

- Until COVID-19 struck, one of the RV industry's top priorities is addressing the \$20 billion deferred maintenance debt plaguing the iconic federal lands where RVers travel, a situation that Congress has failed to address, creating problems for future generations. This will only get worse if it's not addressed without delay.
- The RV industry requests that the Senate support and encourage the swift passage of the Great American Outdoors Act (S.3422), which already has the support of nearly 60 senators, Majority Leader McConnell and the President. It will use non-taxpayer dollars to provide an influx of funding to the federal land agencies to address the crumbling roads, bridges, campgrounds, marinas, historical sites, visitor centers and more, at a time when the American public needs the great outdoors the most.
- The bill will also fully fund the Land and Water Conservation Fund, which will help increase access to outdoor recreation opportunities for all Americans and support key conservation and deferred maintenance projects at the federal, state and local level.

#### **RVs as Americans Seek to Get Back Outdoors**

- Americans love the freedom of the outdoors and the enrichment that comes with living an active outdoor lifestyle. RVs provide travelers control, and allow people to travel where they want, when they want, and offer a unique travel experience that allows us to pursue our favorite activities, while connecting with family and friends.
- We strongly encourage Americans to follow federal and state guidelines, but as we emerge as a nation from today's stay at home orders, we are very confident that consumers are going to want to get outdoors again.
- There could be significant changes to how people travel. RVs provide a wonderful opportunity for people to continue to enjoy vacations with their families, while still adhering to social distancing which will likely be around in some form for the foreseeable future.
- We expect not only strong business from current RVers looking to upgrade their current models, but also an increase in new customers looking at RVing as a way to get out and recreate, but to do so on their own terms.
- There is such a variety of products available in the RV space to rent or own, that there truly is an RV for every price point.