



BULLETIN #63/2020 MAY 12, 2020

_CORONAVIRUS UPDATE #49

PREPARATION IS NEVER TIME WASTED

COVID-19 SAFETY PRODUCTS FOR YOUR DEALERSHIP

KPA'S RETURN TO WORK SAFELY PROGRAM

OCD WEBINAR ON PPP LOAN FORGIVENESS - FRIDAY, MAY 15, 11AM

NADA PRES. WELCH ANNOUNCES RETIREMENT

**U.S. HOUSE DEMS RELEASE \$3 TRILLION COVID-19 RELIEF PACKAGE – VOTED
SLATED FOR FRIDAY**

NADA DEALERSHIP LIFELINE WEBINARS FOR THIS WEEK

MASSACHUSETTS COVID-19 DAILY TRACKER

[This bulletin supplements our previous bulletins #11 and #16 through #62 on this subject matter. These bulletins are intended to be cumulative so we can avoid repeating the same information.]

Preparation Time

As we reported in Bulletin #62 yesterday, Gov. Charlie Baker has announced a four-phase approach to re-opening the Massachusetts economy. As part of the re-opening process, the governor issued 13 specific, mandatory safety standards for workplaces to implement when they are allowed to re-open. There are four categories of safety standards: social distancing; hygiene protocols; staffing and operations; and cleaning and disinfecting. If you missed the list in yesterday's bulletin, here it is again:

Gov. Baker's Mandatory Workplace Standards for Re-Opening in Phase One

Here are the mandatory safety measures, as released by the Baker administration, businesses will need to follow if they are allowed to re-open in Phase One:

For social distancing:

- All persons, including employees, customers, and vendors should remain at least six feet apart to the greatest extent possible, both inside and outside workplaces
- Establish protocols to ensure that employees can practice adequate social distancing
- Provide signage for safe social distancing
- Require face coverings or masks for all employees

For hygiene:

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- Provide hand washing capabilities throughout the workplace
- Ensure frequent hand washing by employees and adequate supplies to do so
- Provide regular sanitization of high touch areas, such as workstations, equipment, screens, doorknobs, restrooms throughout work site

For staffing and operations:

- Provide training for employees regarding the social distancing and hygiene protocols
- Employees who are displaying COVID19-like symptoms do not report to work
- Establish a plan for employees getting ill from COVID-19 at work, and a return-to-work plan

For cleaning and disinfecting:

- Establish and maintain cleaning protocols specific to the business
- When an active employee is diagnosed with COVID-19, cleaning and disinfecting must be performed
- Disinfection of all common surfaces must take place at intervals appropriate to said workplace

Your Association has participated in the governor's re-opening commission review process to discuss how and when dealership showrooms could be safely re-opened. As soon as we have an answer, we will provide that information to our members.

In the meantime, dealerships can prepare to fully implement the 13-point mandatory safety standards – now for service/repair and parts operations, which have been allowed to operate all along, and for the future once showrooms are re-opened (many of these protocols should be followed for any sales activities occurring as a result of the governor's May 4 directive covered in Bulletin #57).

As you can see in the list, there are requirements for masks, gloves, cleaning/disinfecting, hand washing, and informational signage. It is never too early to prepare and stock these mandatory items, especially since we do not know for how long the mandatory safety standards will be in place. I am sure you are all being hammered by emails from vendors selling these products since the pandemic emergency commenced. You can find information below from two vendors who are our associate members – Leader Auto Resources (LAR) and Reynolds & Reynolds.

COVID-19 Safety Products to Help Your Dealership Keep Running

Leader Auto Resources: Your Association's endorsed provider for shop and dealership supplies, LAR is offering for sale gloves and 3-ply masks. Orders can be placed online [here](#) or by calling 877-527-8729. More health and hygiene promos will be following as LAR builds out its inventory offerings to more closely align with dealership needs. LAR will do its best to find alternate sources for hard to come by inventory such as masks, gloves, hand sanitizer, etc.

Reynolds and Reynolds: R&R, your Association's endorsed provider for dealership documents, has created a new line of products to help keep your employees and customers safe during this pandemic crisis. From face masks and hand sanitizer to safety shields and social distancing signage, Reynolds is offering these products exclusively to their dealership partners and can be your one-stop shop for safety-related products. To order such products, contact your Reynolds sales rep, or call (800) 344-0996, or contact by email at RDS@reyrey.com.



KPA's Return to Work Safely Program

MSADA associate member KPA has announced its [Return to Work Safely Program](https://www.kpa.io/return-to-work-safely-program), which provides dealers with an online toolset of assets, training, and everything they will need to help safely guide their return to normal operations and ensure they stay compliant with stringent state and federal COVID-19 regulations. Information about the program can be found at: <https://www.kpa.io/return-to-work-safely-program>.

KPA also has added additional webinars to its "Return to Work Safely Webinar Series" to prepare dealerships for the "new normal." All webinars are complimentary. The webinars can be accessed at: <https://info.kpa.io/kpa-coronavirus-video-resources>.

O'Connor & Drew Webinar: PPP Eligibility and Forgiveness – Friday, May 15, 11:00 a.m.

In anticipation of new forgiveness guidance, O'Connor & Drew, our accounting partner, is planning to present a webinar this **Friday, May 15, at 11:00 a.m.** We are hopeful that the SBA/Treasury will provide guidance surrounding self-certification and loan forgiveness as we approach the previously announced May 14 safe harbor date for borrowers to return funds.

NOTE - If no new information is available, OCD may reschedule the webinar for a later date.

Webinar information:

Please click this link to join the webinar: <https://us02web.zoom.us/j/84978027347?pwd=T1RMRkVhVkd6Q2ZEBXVsNERQcVVKQT09>

Telephone Dial-in (for higher quality, dial a number based on your current location):

US: +1 312 626 6799 or +1 929 436 2866 or +1 301 715 8592 or +1 346 248 7799 or +1 669 900 6833 or +1 253 215 8782

Webinar ID: 849 7802 7347

Password: 364681

Please plan to join the Zoom webinar a few minutes early to reserve your spot, the link will be active **15 minutes before the webinar begins.**

Please note that the live webinar's attendance is limited to 1,000 guests.

_If you are unable to attend, OCD will also be recording the webinar and posting it to the OCD website at <https://www.oed.com/covid-19/>.

NADA President Peter Welch Announces Retirement

This afternoon NADA President Peter Welch announced he will be retiring from his post at the end of the year. In addition, Welch stated, "Of course, I will continue to work full-time through the remainder of the year to help guide us through the challenges of the pandemic and nasty economic turndown, and will do whatever it takes to insure a seamless transition for my successor. The NADA Board of Directors has been advised of my decision, NADA Chairman Rhett Ricart has already appointed an Executive Search



Committee, and a professional search firm has been selected to spearhead a comprehensive search for my successor. It has been an honor and pleasure to work alongside many of you for nearly 30 years.”

U.S. House Dems Pack \$3 Trillion into Phase 4 Relief Bill - Appetite for More Relief Uncertain in Washington

[Courtesy of *State House News Service*]

Today Congressional Democrats unveiled the most expansive COVID-19 bill to date, calling for nearly \$3 trillion in spending to support Americans in dire financial straits and assist state and local governments facing extreme budget pressures.

Stretching across more than 1,800 pages, the legislation that emerged from the Ways and Means Committee would direct massive amounts of federal dollars toward hospitals, education, tracing the spread of infections, unemployment programs, election funding, direct aid to individuals and families, and more.

The colossal bill, which would serve as the "Phase Four" of federal relief, would surpass the \$2.2 trillion CARES Act as the largest stimulus package in U.S. history if it passed in its entirety. That outcome appears unlikely at this time with Republican Senate leaders and the White House seemingly not on board, although officials from both parties will face continued pressure from dislocated constituents this election year.

Among the largest proposed allocations would be \$500 billion to help state governments grapple with the financial impacts of the pandemic. Local governments would also receive \$375 billion for the same reason, with another \$20 billion going to tribal governments and \$20 billion more for territories.

The legislation, which authors dubbed the HEROES Act, would create a \$190 billion fund to provide premium pay for essential employees on the front lines of fighting the COVID-19 outbreak, according to the [71-page bill summary](#).

Qualifying workers whose employers apply for federal grants would receive \$13 per hour on top of their regular wages, up to \$10,000 for the period between Jan. 27 and 60 days after the state of emergency ends.

House Democrats also called for sending another round of direct payments to Americans following the first set authorized in the CARES Act. Each eligible family member would receive a \$1,200 payment, capped at \$6,000 per household, under the updated plan, and eligibility would expand to include college students and non-child dependents.

Expanded unemployment benefits, including an additional \$600 per week per recipient and access to aid for previously ineligible individuals such as gig workers, would last through January 2021 under the bill.

The sweeping bill also proposes hundreds of billions of dollars to cover financial impacts the pandemic inflicted on a range of industries and sectors: \$100 billion for K-12 schools and higher education, \$100 billion for hospitals and health care providers that lost revenue amid cancellation of elective procedures, \$100 billion to help low-income renters avoid eviction, \$75 billion to help homeowners in need and \$75 billion to expand testing and nationwide contact tracing.



Transit agencies, which received a \$25 billion boost from the CARES Act, that need assistance to maintain service would get another \$15.75 billion in grants, while the United States Post Office would see a \$25 billion infusion.

States and municipalities, many of which are required to file balanced budgets even as they face historic tax revenue shortfalls stemming from the public health emergency, have been pushing for significant federal aid.

Gov. Charlie Baker [filed](#) a \$1 billion supplemental budget Tuesday to cover COVID-related spending, and his office said the proposal would "result in no net cost" following anticipated federal reimbursement.

The outbreak of the highly infectious virus has already killed more than 80,000 Americans, and the widespread shutdowns aimed at limiting an even higher death toll have created widespread economic strain.

In April, the U.S. unemployment rate [jumped](#) to 14.7 percent in the largest one-month increase on record.

"People across our nation are hurting, and Congress must take extraordinary, immediate action to provide them with relief," House Ways and Means Committee Chairman Richard Neal said in a [press release](#) alongside the bill. "Families are feeling the pain of a terrible one-two punch -- a national public health emergency coupled with a historic economic downturn. The gravity of our new reality demands substantial solutions, and that's what Ways and Means Democrats offer in this latest response package."

Neal plans to promote the bill at an 11 a.m. press conference outside U.S. District Court in Springfield tomorrow.

House Speaker Nancy Pelosi reportedly intends to bring the more than 1,800-page [bill](#) to the House floor for a vote on Friday.

However, while the legislation signals what Democrats hope to see in the next round of relief, Republican leaders foreshadowed they do not share the same priorities at this time.

Senate Majority Leader Mitch McConnell previously called for a pause before embarking on any additional action, and on Monday, he said he would coordinate with the Trump administration about what comes next, according to [multiple](#) media [reports](#).

"I don't think we have yet felt the urgency of acting immediately," McConnell said. "That time could develop, but I don't think it has yet."

NADA's Lifeline Series Webinars for This Week

NADA is working around the clock to make sure dealers have the information they need to combat COVID-19 disruptions. Here is next week's schedule:

- **Wednesday, May 13, 1pm-2pm ET:** [Payment Automation: Your Dealership's Continuity Plan](#). Pam Cichoke, VP of sales at Nvoicepay, will discuss how payment automation can ensure accurate and timely payments to your suppliers and secure your payment data, security and availability.
- **Thursday, May 14, 1pm-2pm ET:** [Proactive Recovery: Comprehensive Planning for Reopening Your Dealership](#). Ian Grace, senior manager of Partner Performance, will share his approach for reopening



dealerships, detailing specific and actionable measures you can take now.

· **Friday, May 15, 1pm-2pm ET:** [*The Best Ideas from ATD 20 Groups, Part 2: In Times of COVID-19 Pandemic*](#). ATD 20 Group consultant Ray Grapsy will review best ideas on business development, marketing, sales, parts and service and communications and discuss key short- and long-term strategy initiatives as dealers recover from the economic damage of the pandemic.

Recordings of all webinars in NADA's Lifeline Series are accessible to NADA and ATD members 24/7, free of charge. Click [here](#).