WVADA
WEST VIRGINIA AUTOMOBILE DEALERS ASSOCIATION

August Newsletter

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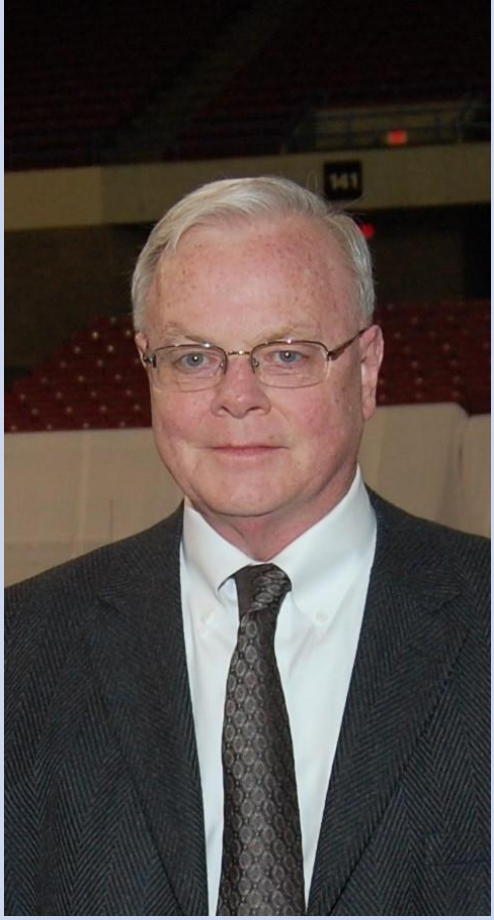
WVADA 2020-2021 Board of Directors and Officers

The WVADA full Board met virtually for our Annual Meeting last week and approved the new 2020-2021 Executive Committee and Board of Directors. T.R. Hathaway, Superior Toyota Hyundai in Parkersburg, is our new Chairman. Roberta Olejasz, is now our Vice Chair, Charles Rashid is the new Secretary/Treasurer, and Chris Miller is our Immediate Past Chairman. Tim Matheny will be replacing his father Mike Matheny, as our Exclusive Truck Dealer, and Bill Cole has been appointed as the new WVCAR PAC Chairman. In addition, we have two new directors this year, Keith Powell for District 5 and Jonathan LeRose, Director At-Large.

The WVADA Executive Committee lost two great members this year, Robin Blankenship and Mike Matheny. Robin Blankenship, I-77 Auto Group and Immediate Past Chair, has taken time away from running three stores and six brands and dedicated herself to our Association for the past four years. Robin has been instrumental during her time on the board, playing a crucial role in the passage of the “As Is” bill thanks to her persistence and positive relationship with the current Senate President, Mitch Carmichael. Robin, on behalf of WVADA and all its members, thank you for serving and it was a pleasure working with you!

Secondly, Mike Matheny, the most tenured member of the Board, turned over the reins to his son, Tim. This newsletter article will not do justice to Mike's 37 plus years of service to WVADA and I plan to elaborate more fully on his accomplishments in the next edition of the *WVADA News* magazine. Mike, a third generation, joined Matheny Motors in 1969 and has held various National Dealer council positions for both General Motors and Volvo Trucks of North America. In addition, Mike is a past President of WVADA and was the American Truck Dealers Line Rep for General Motors. Mike joined the WVADA Board in the early 1980s and has dedicated countless hours of his time to this Association. When Mike first came onto the board, he said, "The Association was renting office space and we did not a have a dedicated Executive Director. Several Directors plowed the ground to own our current facility and Ruth Lemmon became our Executive Director." Mike, WVADA and myself greatly appreciate your commitment and decades of support. Mike's time as a member of the board has been a great ride for him and he has said, "I appreciated working with Mrs. Lemmon and the board members through the years, where I have met a lot of dealers that I might not have otherwise gotten to know."



I know you are all very busy running dealerships and employing West Virginians; however, it is very much appreciated that you take the time to be involved with WVADA. I would like to thank every member who has been on or is currently serving on the WVADA board – THANK YOU!

-Jared Wyrick

WVADA
WEST VIRGINIA AUTOMOBILE DEALERS ASSOCIATION

Executive Committee

T.R. Hathaway
Chairman
Superior Toyota Hyundai
Parkersburg, WV

Roberta Olejasz
Vice Chair
Bob Robinson Chevrolet, Buick, GMC, Cadillac
Triadelphia, WV

Charles Rashid
Sec/Treasurer
Charleston Mitsubishi
Charleston, WV

Chris Miller

Richard Stephens

Wally Thornhill

Immediate Past Chair
Dutch Miller Auto Group
Barboursville, Charleston &
Huntington, WV

NADA Director
Stephens Auto Center
Danville, WV

NADA PAC Chair
Thornhill Auto Group
Chapmanville, WV

Tim Matheny
Exclusive Truck Dealer
Matheny Freightliner
Kenova, WV

Bill Cole
WV Car Chair
Bill Cole Automotive
Bluefield, WV

Board of Directors

Ginger Fato
District 1 Director
Straub Automotive Group
Triadelphia, WV

Robert Hunnell
District 1 Director
Auto Choice
Moundsville, WV

Jason Minsker
District 2 Director
Buckhannon Toyota
Buckhannon, WV

Nick Green
District 2 Director
Harry Green Chevrolet
Nissan
Clarksburg, WV

Austen Weimer
District 3 Director
Weimer Auto Group
Moorefield, WV

Fred Timbrook
District 3 Director
Timbrook Ford & Chevrolet
Keyser, WV

Don Warner
District 4 Director
Warner Kia
Parkersburg, WV

Paul Astorg
District 4 Director
Astorg Motor Company
Charleston & Parkersburg,
WV

Suzanne Persinger
District 5 Director
Moses Honda Volkswagen
Huntington, WV

Keith Powell
District 5 Director
Yes Chevrolet/Ford
Hurricane, WV

Dennis Sheets
District 6 Director
Sheets Chrysler Dodge
Jeep Ram, LLC
Beckley, WV

Steve Talbott
District 6 Director
Greenbrier Ford & Chevrolet
Lewisburg, WV

Directors At Large

Jonathan LeRose
Director At Large
Midstate
Automotive/Northside
Sutton & Mt. Hope, WV

Matt Jenkins
Director At Large
Jenkins Subaru Hyundai
Bridgeport, WV

Rodney Lerose II
Director At Large
Midstate
Automotive/Northside
Sutton and Mt Hope, WV

WorkForce West Virginia

Subject: Reminder: Apply for $5,000 CARES Act Small Business Grant

When you fall on hard times, it's reassuring to know that you have someone to help you get back on your feet. If your business has been affected by the COVID-19 pandemic, you may be eligible for up to $5,000 in financial relief through Governor Jim Justice's West Virginia's CARES Act Small Business Grant Program. If you have not already applied for or received this grant, you can apply today at www.grants.wv.gov

Applying for CARES Act Small Business Grant funding

Here's a few things you need to know about the application:

- The grant provides up to $5,000 to colver losses and expenses that have not otherwise been recovered through other federal CARES Act programs or private insurance.
- You need to apply by the deadline on Sept. 30, 2020
- You must be a registered vendor in the wvOASIS system.
- Payments should be completed approximately three weeks after your application is received.
- Updates about your grant status will be sent by email.

Is your business eligible?

Your business is eligible to receive funding through the West Virginia CARES Act Small Business Grant Program if it:

- Has between 1 & 35 full time employees, based on the number of employees reported to WorkForce West Virginia in the most recent filing prior to March 1, 2020
- Its principal place of business is in West Virginia
- Is qualified to do business in West Virginia and in operation as of March 1, 2020
- Is qualified to do business in West Virginia and intends to remain qualified and in operation for at least the next 12 months
- Is in good standing with the State Tax Department and WorkForce West Virginia
- Is a for-profit business
- is not in violation of any state order or decree (e.g., mine safety, DEP citations, etc.)
- Is not presently suspended, debarred, proposed for debarment, declared ineligible or otherwise excluded from participation in any federal grant program, and is not presently a debtor in any pending bankruptcy (including any owners of the business)
- Has suffered eligible expenses and/or losses because of the COVID-19 pandemic

The state of West Virginia is committed to providing this assistance to all eligible small businesses in West Virginia. All you need to do is submit your application. Learn more about this grant or apply today at www.grants.wv.gov.

1900 Kanawha Blvd. E * Building 3 Suite 300 * Charleston, WV 25305

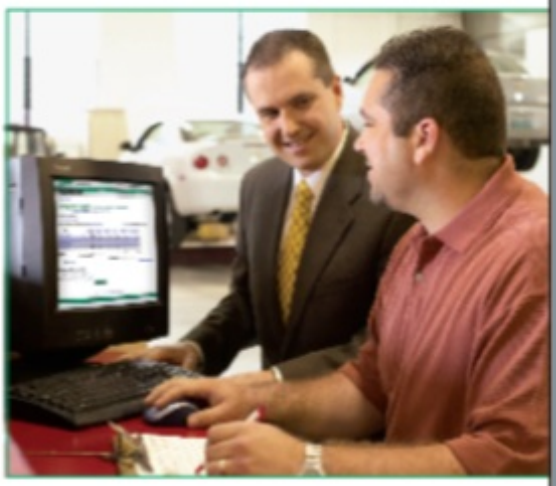
An agency of the Department of Commerce
An equal opportunity employer/program and auxiliary aids are available upon request to individuals with disabilities.
www.workforcewv.org
A proud partner of the AmericanjobCenter* network

Enterprise Has The Experience To Help Your Business Grow.

By paying close attention to our customers, we have earned our place as an industry leader. We offer loaner fleet solutions, customized marketing programs and free technology, like the ARMS® Dealership Application,* to meet your needs.

Contact Brett Webster at 304 720-6899 to learn more about how Enterprise can pick you – and your customers up.

PROUD SERVICE PARTNER OF WVATDA.



nterprise rent-a-car
We'll pick you up.

*Does not participate in the program. Pick-up subject to geographic and other restrictions.

FTC Adds Charges Against Auto Marketer For Deceptive "Prize" Mailers

August 13, 2020

New administrative complaint includes prior charges of misleading COVID-19 claims

he Federal Trade Commission has issued an administrative complaint against a marketer, Traffic Jam Events, LLC, and its owner, David J. Jeansonne II, charging multiple counts of deceptive conduct. The administrative complaint mirrors a prior federal court complaint, which the Commission voluntarily dismissed to pursue a broader administrative proceeding.

The administrative complaint alleges that the respondents have deceived consumers with mailers supposedly directing them to obtain federal COVID-19 stimulus benefits. The complaint also alleges that, in addition to the misleading COVID-19 mailers, respondents sent flyers to consumers containing matching numbers indicating that consumers had won a valuable prize. Consumers were then told...continue reading

FEDERAL TRADE COMMISSION
PROTECTING AMERICA'S CONSUMERS

DMV Update
Driver's license expiration dates extended through the end of the year

Customers are encouraged to renew online or at a local kiosk

CHARLESTON, WV – The West Virginia Division of Motor Vehicles announced today that any driver's license, instruction permit, Graduated License (level 1, 2, or 3), or Commercial Driver's License (CDL), as allowed by the Federal Motor Carrier Safety Administration (FMCSA), with an expiration date of March 1, 2020 or later, will be extended until December 31, 2020. Identification cards are included in the extension as well.

This announcement revises the July memorandum that extended the expiration date on the face of these documents until September 30th. Additionally, this new extension applies to driver's license and ID card transactions only. Customers are encouraged... continue reading.

West Virginia dmv
Keeping West Virginia on the move.

Federated Insurance Claim of the Month

Could it happen to you?

It's Our Business to Protect Yours
FEDERATED INSURANCE®

In anticipation of a hurricane, a dealership moved more than 200 vehicles inland and out of a possible flood area. The dealership itself flooded in the deluge; water was 18 inches high throughout the property. However, the business avoided millions of dollars in damaged vehicles thanks to their quick reaction. Plus, the $4,000 in labor and gas expenses they paid to transport the vehicles was covered by the Preservation of Autos language built into its insurance policy. The provision can provide coverage to help reimburse businesses that incur expenses as result of... continue reading.

JACKSON KELLY PLLC

Proposed Regulations Provide Guidance on Entities That Can Use Small Business Accounting

August 31, 2020
By: Rebecca G. M. Krehbiel and Trinity J. Gray

Recent IRS proposed regulations outline new accounting method procedures for businesses who want to use the cash method for accounting and how they can qualify to do so under expanded statutory requirements.
The IRS recently issued proposed regulations to implement changes made to the permissible accounting method used by small businesses under the Tax Cuts and Jobs Act of 2017 ("TCJA"). While these new proposed regulations are not final, taxpayers may rely on them. Prior to these proposed regulations, preliminary guidance in light of the TCJA changes was issued in Revenue Procedure 2018-40, which contains the procedures for changes in accounting method under the new... continue reading

NADA

DOL: OEM Incentive Payments to Dealership Employees Count Toward Minimum Wage

The U.S. Department of Labor said in a recent opinion letter that dealerships may be able to count manufacturer incentive payments against their obligation to pay employees

applicable minimum wage.
DOL's decision hinges on whether the third-party payments are an explicit or implied part of the employment agreement, saying that if "employees know of the specific incentive program terms, which are established by the sponsoring manufacturers and communicated by the dealerships to their sales consultants in advance of performing their sales work … given these facts, the incentive payments will be considered part of the employment agreement and... continue reading.

WVADA NEEDS YOUR HELP!

While NADA PAC is one of the strongest political entities in Washington, we need your help to maintain this position. NADA PAC represents the interest of all dealers of new cars and trucks by supporting pro-dealer congressional candidates of both political parties. Currently, we are at 50% of our overall goal!

WVADA is asking WV Dealers to step-up and contribute $2,500 this year. If you are unable to contribute $2,500, please contribute what you can! WV Dealers stepped up and rose to the WVCAR PAC ask, we now need everyone to do this for the NADA PAC. This is an ABSOLUTE CRITICAL ELECTION!

There have been several pro-dealer actions on Capitol Hill in the last few years. Without members of Congress engaged with dealers, these results never could have happened.

In the last several years, NADA has:

- Preserved dealer-assisted financing and consume discounts when Congress revoked flawed CFPB auto finance guidance
- Protected full deductibility of floor plan interest for dealerships in tax reform
- Preserved state motor vehicle franchise laws in self-driving cars legislation
- Fought regulatory overreach regarding recalls
- Led the trucking industry in supporting legislation to repeal the truck federal excise tax

One hundred percent of every dealer donation goes toward contributions to federal candidates. All administrative and fundraising expenses incurred by NADA PAC are paid by NADA, not out of fundraising receipts.

Please see below the NADA PAC Contribution form. This helps ensure that our voices are heard in Washington. One stroke of a pen with the wrong legislation could cost you more than you could imagine.

NADAPAC | Contribution and Pledge Form

Count me in! I want to become involved with NADA PAC to help provide franchised new-car and -truck dealers with a stronger and more effective voice in Washington. Enclosed is my personal check or personal credit card donation made payable to NADA PAC.

Complete this form and mail it with your personal check to NADA PAC, 8484 Westpark Drive, Suite 500, Tysons, VA 22102 or fax with your personal credit card information to 202.627.6750. You may also contribute securely online at www.nada.org/nadapac.

- ☐ $5,000 Presidents Club
  - ☐ $2,500 Presidents Club Renewal
- ☐ $1,000 Gold Eagle
- ☐ $500 Silver Eagle
- ☐ $250 Bronze Eagle

$_____ NextGen Leadership Club (minimum $500 donation)

$_____ Other

For young dealers and dealership successors that meet one or more of the following criteria:
- Is a current dealer principal or successor
- Holds a managerial position at a dealership
- Is a graduate of NADA Dealer Academy

☐ My personal check made payble to NADA PAC is enclosed.

☐ Please charge my personal credit card.

☐ American Express ☐ Discover ☐ Mastercard ☐ Visa

☐ Please automatically charge my personal credit card untill I change or revoke my pledge.

☐ Annually ☐ Semiannually ☐ Quarterly

Credit Card # _____ Exp. Date _____

Name on Card _____

Billing Address _____

Signature _____

Dealership name _____

Title _____

Email _____ Cell Phone _____

You may also contribute securely online at nada.org/nadapac.

Contributions to the National Automobile Dealers Association Political Action Committee (NADA PAC) are voluntary. You have the right to refuse to contribute without fear of reprisal. Any contribution guidelines or suggestions for giving are merely a suggestion provided for your convenience. You may give more or less than the suggested amount. The amount you give, or your decision not to give, will not benefit or disadvantage you. Only U.S. citizens and persons lawfully admitted for permanent residence in the United States may contribute to NADA PAC. Contributions to NADA PAC must be made with personal funds (*no corporate funds*) and may not be expensed to or reimbursed or paid by another person or entity. Federal law requires that political action committees report the name, mailing address, occupation and name of employer for each individual whose contribution(s) aggregate in excess of $200 in a calendar year.

Contributions to NADA PAC are not deductible as charitable contributions for federal income tax purposes.

NATIONAL AUTOMOBILE DEALERS ASSOCIATION POLITICAL ACTION COMMITTEE

8484 Westpark Drive | Suite 500 | Tysons, VA 22102 | 202.627.6755 | f 202.627.6750 | nadapac@nada.org | nada.org/nadapac

In The Community

Ball TOYOTA OF CHARLESTON

A special Thank You to Ball Toyota for storing hundreds of thousands of MRE's to help The Department of Homeland Security and FEMA!

STEPHENS AUTO CENTER

Governor Jim Justice presents fleet of food trucks to support West Virginia senior nutrition meal delivery programs at Stephens Auto Center.

MOSES AUTO GROUP

Thank you to Moses Toyota for contributing $2000 to the New Outreach Center. Outreach Center are feeding over 100 people a day. Contributions like this help make sure the programs get meals in

the right places.

It is with a sad and heavy heart to hear of the passing of two very important dealers to WVADA through the years, BJ Hathaway and Gary Smith.

BJ Hathaway was very active in her community and was surrounded by many loved ones. Please keep her family and friends in your thoughts and prayers as they are going through this hard time. In lieu of flowers, family and friends may make a donation to the Parkersburg High School Foundation, in BJ's memory.

Gary R. Smith was the owner of Royal Automotive in Charleston, WV. During Gary's time as owner at Royal Automotive, he served on the Board of Directors at WVADA and very generously always gave back to his community. He will be missed by many; please keep his friends and family in your thoughts and prayers as they go through this difficult time.
In lieu of flowers the family suggests donation to Hubbard Hospice House, In Memory of Gary R. Smith, 1001 Curtis Price Way, Charleston, WV 25311-1824

WVAS

WEST VIRGINIA
AUTO SHOW

SAVE THE DATE!

FEBRUARY 26 -28, 2021

CHARLESTON COLISEUM AND CONVENTION CENTER
200 CIVIC CENTER DRIVE,
CHARLESTON, WV 25301

The Greenbrier Resort

WVADA 87th ANNUAL FAMILY CONVENTION

SAVE THE DATE

June 13 - 16

OPEN REGISTRATION NOW - JUNE 1, 2021

REGISTER BY APRIL 30TH TO RECEIVE A 10% DISCOUNT

Sunday: Evening -Welcome Reception & Casino Night

Monday: Day - Golf Scramble OR Scavenger Hunt

Evening - Block Party

Tuesday: Day - Sporting Clay Tournament OR Bowling

Evening - Chairman Dinner/Reception

For more information visit our website at www.wvcar.com

Forms for WVADA 2021 Convention:

- WVADA Registration Form
- Greenbrier Room Reservation Fom
- Sponsorship Form
- Exhibitor Registration Form

Visit WVADA's COVID-19 Resource Page