WVADA
WEST VIRGINIA AUTOMOBILE DEALERS ASSOCIATION

September Newsletter

In This Issue:

- WVCar Candidate Pictures
- NADA: Feds New COVID-19 Guidance
- Federated Insurance Webinar
- Heavy Trucking FET Letter
- DMV Update
- Kids Connect
- Title Packets
- Federated Insurance Claim of the Month
- Jackson Kelly New Safe Harbor Provisions
- NADA PAC
- In The Community
- Save the Date

WVCar, West Virginia Automobile and Truck Dealers Political Action Committee, is an important component in order for us to have a voice at our state capitol in Charleston. WVCar is the best platform for our message to be heard by legislators and signify our value in West Virginia communities. This year WVADA members have participated and contributed more than any other year by far. We would like to thank everyone who has been a part of this record breaking year!

WEST VIRGINIA
WVCAR
POLITICAL ACTION COMMITTEE

BE PATIENT

MOSES

*****If anyone in the above pictures would like a digital copy for your personal use please contact WVADA.**

NADA

Feds Issue New COVID-19 Guidance

New guidance from the Department of Labor and the Equal Employment Opportunity Commission is designed to assist employers address important employment issues related to COVID-19.

FFCRA Rule Revisions

DOL has revised its rules on the emergency paid sick leave and expanded family and medical leave provisions of the Families First Coronavirus Response Act (FFCRA). DOL's revisions, which take effect immediately, largely focus on health care workers:

1. clarify that employees must provide employers with required documentation supporting the need for FFCRA leave as soon as practicable; and
2. correct an inconsistency as to when employees may be required to provide notice to their employers of a need to take expanded family and medical leave.

For more information on the FFCRA and how the emergency leave provisions impact dealers, see NADA's FFCRA FAQs.

New EEOC Publications

The EEOC has updated its technical assistance document, " What You Should Know About COVID-19 and the ADA, Rehabilitation Act, and Other EEO Laws" to:

1. incorporate 18 questions and answers from its " Pandemic Preparedness in the Workplace and the Americans with Disabilities Act" and a March webinar; and
2. modify two existing Q&As to provide clarifications that reinforce prior EEOC statements about COVID-19 and the EEO laws.

The revised EEOC document serves as a useful guide to common issues involving COVID-19 and federal equal employment opportunity laws.

Risk Managing Your Fleet – Leadership and Changing Behavior

Tuesday, October 6, 2020 (1 PM CT)

45 minutes | Complimentary | Advance registration required

Driving-related incidents continue to be a massive problem for businesses and our society as a whole. With a fresh approach toward the continued efforts to reduce driving-related incidents, the presentation discusses the role of leadership within a company, and how that relates to changing/improving driving behaviors. Join us for this webinar, and we will give you some unique concepts to take back to your businesses to fine-tune and implement. Do not wait for a tragedy to take action. Commit to making a difference right now.

WHO SHOULD ATTEND

- Risk Managers
- Operations Managers
- HR Professionals
- Owners/Operators
- Fleet Managers

WHAT YOU WILL LEARN

- Why we still need to talk about driving
- Why leaders have an opportunity (or obligation) to effect positive change
- What the "human element" is, and why it matters most
- Specific strategies for changing/improving behavior within the context of fleet/driver management
- Why you need to take action now

After registering, you will receive a confirmation email and calendar appointment.
You may access this and other webinars on federatedinsurance.com.

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Link To Register:

RMA Complimentary Webinar Invitation

Heavy Trucking FET letter from WV Delegation

On September 4th, 2020 WV Congress members wrote a letter to Speaker Nancy Pelosi and Minority Leader Kevin McCarthy of the U.S. House of Representatives requesting consideration in temporarily suspending the

12% federal excise tax (FET) on the purchase of heavy-duty trucks until the end of 2021.

Suspending the FET would incentivize the purchase of newer, cleaner, and safer trucks to replace an aging fleet, create jobs, and expand the economy... **continue reading here.**

DMV Update

KIDS CONNECT: Broadband Expansion

West Virginia dmv
Keeping West Virginia on the move.

Governor Justice announced that in order to ensure all West Virginia students have the access to broadband that they need to participate in virtual or remote learning, he is committing $6 million to his new *Kids Connect* initiative.

Under this program, the Governor's Office of Technology will work alongside the WVDE and the Higher Education Policy Commission to establish over 1,000 free wireless internet access points statewide by Sept. 8, with locations in all 55 counties.

The DMV in Charleston is a host location for Kids Connect, **if your dealership is**

interested in being an access point for students to utilize free wireless internet please contact Andrea Greene, agreene@wvcar.com.

West Virginia DEPARTMENT OF EDUCATION

TITLE WORK - 10 PER PACKET

The DMV will be accepting title work from dealers and you are able to drop off the title work at the regional offices. **You are only allowed to have 10 titles in a packet.** You can have as many packets as needed, but each packet may only contain **10 titles.** Due to COVID, the DMV is still behind on work; the normal turn around time for titles to be processed is about 72 hours, but now may take a little longer. We thank you for patience as we work through this.

Federated Insurance Claim of the Month

It's Our Business to Protect Yours
FEDERATED INSURANCE®

Could it happen to you?

A pair of potential customers impersonating local celebrities requested a test drive of a high-end vehicle. Before giving them the keys, a sales representative performed an online search, which revealed that the customers were not who they claimed to be. The information they provided, which included email and physical addresses, was fabricated. The dealership declined to release the vehicle for a test drive.

LOSS AVOIDED: $84,000

The possibility of a big sale can cloud the judgment of even the most experienced professionals. That's why it's important to do your research if something seems off. A simple online search is quick, and can be done without alerting customers. False-pretense schemes, in which fraudsters use fake information to get a business to willingly part with their merchandise, can be difficult to detect. But if you keep your eyes out for a few red flags, you can save your dealership a lot of headache — and money.

- If something seems fishy, it's worth checking out.
- Check IDs of all customers who test drive your vehicles. Make sure photos match.
- If IDs are temporary, require your staff to do extra research to verify the information is valid.
- Run a quick web search if the address the customer gives is not from the local area.

Fraudsters can be crafty, so doing extra research doesn't guarantee that you can avoid a false-pretense theft. The key to reducing your susceptibility to crime is making it harder for criminals to succeed. So, be rigorous in creating and enforcing your policies and procedures — and always trust your gut. If something *seems* off, chances are good something *is* off.

Federated Mutual Insurance Company is recommended by 19 state and national auto dealer associations for customized insurance programs and value-added risk management services, such as mySHIELD℠, the Risk Management Resource Center, and the Federated Employment Practices Network®. Visit federatedinsurance.com or contact your local marketing representative for resources you can use to create or enhance your own risk management program.

This article is for general information and recommendations for risk prevention only and should not be considered an offer of insurance or legal or other expert advice. The recommendations herein may help reduce, but are not guaranteed to eliminate, any or all risk of loss. Coverage will be determined by the facts of the claim and the terms of your policy, if approved for issue. All products and services not available in all states. Qualified counsel should be sought with questions specific to your circumstances and applicable laws. © 2020 Federated Mutual Insurance Company.

JACKSON KELLY PLLC

A Common Sense Solution to a Common Litigation Trap for Employers: The New Safe Harbor Provision under the Wage Payment and Collection Act.

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On March 25, 2020, Governor Justice signed into law an amendment to the West Virginia Wage Payment and Collection Act ("WPCA") that provides a "safe harbor" provision which allows employers an opportunity to correct underpayment or nonpayment of wages and fringe benefits due to former employees.[1] This safe harbor provision has the potential to save employers the hassle and extraordinary cost of predatory litigation tactics.

Prior to the adoption... **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

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In The Community

Thank you to Thornhill Ford-Lincoln for hosting Governor Jim Justice as he presented fleet of food trucks to support West Virginia senior nutrition meal delivery programs!

Thank you to the Ball Toyota Family of Dealerships including Ball Toyota Charleston, L&S Toyota of Beckley and Advantage Toyota of Barboursville for your partnership with Handle With Care and United Ways of West Virginia.

Without a sigh, Jonnie Mae (Priestley) Green, removed this earthly yoke and ran into her savior Jesus Christ's arms, on September 7, 2020. Glory to God! He led her through 92 years of life and protected her. He gave her a life blessed beyond words. In all things beautiful, we will always see her.

Jonnie has been reunited with her husband Harry, son Chris, her five sisters, and many

other family and friends. Her surviving children, Karen, Peggy, and Hal, spent the final days at her side and were with her until the end.

Jonnie loved her flowers and gardening....
continue reading

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