



April 10, 2020

While business remains difficult and challenging, Virginia's franchised auto dealers continue to adhere to governmental requirements, practice social distancing and enhanced sanitization, and operate sales and service departments for the betterment of many.

Governor Ralph Northam's Executive Orders allow our stores to remain open but with crucial stipulations to mitigate the spread of the coronavirus. In response, VADA members have taken appropriate action to comply with those orders and other governmental directives. Social distancing, enhanced sanitization, and a mandate for many to "stay at home" requires new business practices. But that's not a task too tall for the new car and truck dealers of Virginia. I've seen and heard numerous ways dealers are changing their showrooms, their waiting areas, and their methods of sales and service to fit customer needs while promoting health and safety.

Through it all, I remain proud of and impressed by the members of this association. With your continued leadership, we'll get through this.

In today's message, read about a new lending program from the Federal Reserve and U.S. Treasury. See NADA alerts on guidance and materials from the U.S. Department of Labor's Occupational Safety and Health Administration (OSHA). Check out an interview CBT News conducted with VADA friend, Bloomberg's Kevin Tynan. See how Pomoco Nissan in Hampton and Parks Chevrolet in Richmond have modified their stores to effect social distancing and enhanced sanitization. If your curious about how Virginia's Executive Orders square up with those around the country, see the latest chart from NADA, reflecting a nationwide comparison. Lastly, see past and future webinars from Dixon Hughes Goodman LLP (DHG), SESCO, and NADA.

Federal Reserve and U.S. Treasury announce Main Street Lending program, a new payroll loan option for businesses affected by COVID-19.

In a [press release](#) yesterday, the Federal Reserve and U.S. Treasury announced a new Main Street Lending program to provide further payroll assistance for small and midsized businesses affected by the coronavirus. NADA put together an [informative summary](#) of the new program, writing, "Eligibility for the Main Street Loan will be broader than under the Paycheck Protection Program (PPP)."

How does this work with the financial aid made available by the Coronavirus Aid, Relief, and Economic Security (CARES) Act? The Federal Reserve indicated PPP loan recipients may obtain Main Street Loans. In its summary, NADA adds, "While these loans will not have the extraordinarily favorable terms (such as forgiveness) found in the PPP loan program, the Main Street Loan program will provide another source of liquidity to keep people on the payroll." The national association says we can expect further guidance from both the Federal Reserve and Treasury.

NADA alerts franchised dealer community to guidance and reminders from OSHA.

In an email yesterday to dealers nationwide, NADA mentioned [recent guidance](#) from OSHA on preparing workplaces for COVID-19. As NADA provided, OSHA has also offered a bulletin on [Worker Exposure Risk to COVID-19](#) and videos on [Ways to Increase Social Distancing at Work](#) and how to [Use the Right Tools to Clean Your Workplace](#).

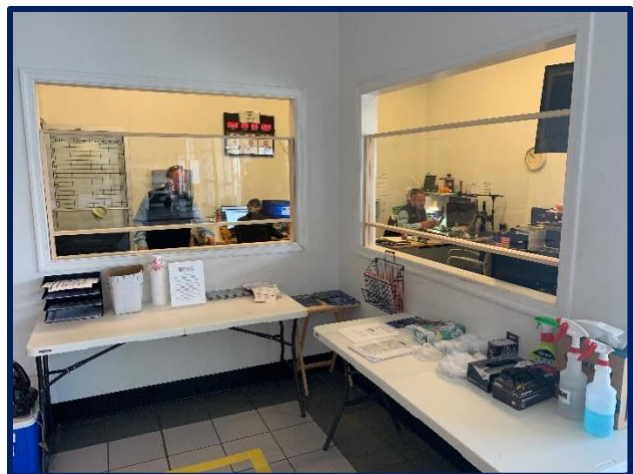
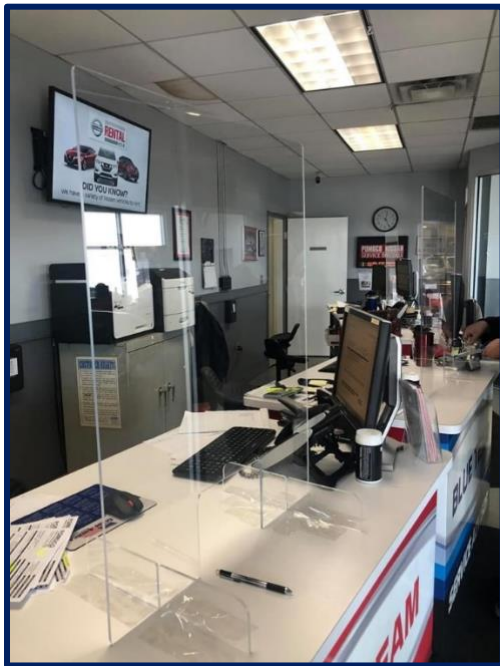
NADA also noted that OSHA "is reminding employers that it is illegal to retaliate against workers because they report unsafe and unhealthful working conditions during the coronavirus pandemic." Be sure to check out OSHA's [Whistleblower Protection Program](#) for more information.

CBT News interviews auto industry analyst and friend of VADA, Bloomberg’s Kevin Tynan.

A frequent speaker at VADA’s annual family convention, Kevin Tynan of Bloomberg Intelligence joined CBT News’ Jim Fitzpatrick to provide his take on the auto industry relative to the coronavirus. Always perceptive and articulate, Tynan comments on manufacturers, dealers, and the entire auto industry in a world disrupted by the coronavirus. Watch the [full interview](#).

Pomoco Nissan in Hampton and Parks Chevrolet in Richmond show how they’re practicing social distancing and enhanced sanitization.

Since the start of the pandemic, and in response to Governor Northam’s Executive Orders [53](#) and [55](#), Virginia’s franchised auto dealers have creatively supplied sales and service to customers and implemented new measures to exercise social distancing and enhanced sanitization. With glass for employees across departments, Pomoco Nissan in Hampton (top) and Parks Chevrolet in Richmond (bottom) provide two examples of how dealers throughout Virginia are doing their part to help flatten the curve.



[Email us](#) to share how your store is combating the virus' spread and/or otherwise working to help your employees, customers, and communities.

How do Virginia's Executive Orders compare to those around the country?

Each day, NADA sends to automotive trade association executives a list of Executive Orders in place around the country. You know about Executive Orders [53](#) and [55](#), as well as VADA's [related analysis](#). Fortunately, with important stipulations, the Commonwealth's franchised auto dealerships remain open for business. [See how the Virginia directives stack up](#) with those in other states across the nation. *(Document last updated April 10, 2020.)*

Dixon Hughes Goodman to conduct webinar on steps after applying for, and receiving, your PPP loan.

Last week, DHG conducted an educational webinar on "The CARES Act and Its Impact on Dealerships." If you missed it, view the [slide deck](#) or watch the [recorded presentation](#).

This coming Monday at 1 p.m., DHG is conducting another virtual seminar titled "**You've Applied for – and Hopefully Received – Your Paycheck Protection Loan, Now What's Next?**" Only 3,000 slots exist for the live webinar, so click [here](#) to register. You can also expect a recorded version to be made available on the firm's [website](#).

Watch SESCO's recorded webinar on the FFCRA.

Earlier this week, SESCO conducted a webinar on the Families First Coronavirus Response Act (FFCRA). SESCO has since uploaded the recorded presentation to its [COVID-19 resources webpage](#). If you have questions about employee paid sick leave, expanded family and medical leave, or the FFCRA in general, this webinar is a great reference.

NADA Dealership Webinar Lifeline Series

NADA has been conducting COVID-19 webinars almost daily from 1-2 p.m. At the moment, no webinars are scheduled, but previously recorded webinars are available on the paywall-protected area of [NADA's website](#).

Let us know what we can do for you. More than ever, it is a pleasure to serve the new car and truck dealers of Virginia.

Sincerely,



Donald L. Hall
President and CEO