



April 7, 2020

In our Tuesday message, read the latest on the Coronavirus Aid, Relief, and Economic Security (CARES) Act. Check out upcoming webinars, including tomorrow's presentation from SESCO on the Families First Coronavirus Response Act (FFCRA). Watch how one Northern Virginia dealer is helping customers through enhanced sanitization and social distancing, and see DOL guidance for the Pandemic Unemployment Assistance (PUA) Program.

CARES Act

While the U.S. Small Business Administration (SBA) began accepting PPP loan applications last Friday, many lenders waited until yesterday to help borrowers. See the following resources, as your business considers financial assistance made available by the CARES Act. More is available on the [Federal Legislation and Regulation webpage](#) within our [VADA Coronavirus \(COVID-19\) Resource Center](#).

- [PPP Borrower Application Form](#) (updated April 2, 2020). The [SBA website](#) has more information on the PPP and other loan options.
- **Can your bank help you?** Only certain lenders have been approved by the SBA to help facilitate PPP loans. Find eligible lenders in your area using [this tool](#) on the SBA website.
- **Still have questions about the PPP?** Reference [NADA FAQs](#) (updated April 6, 2020).
- The U.S. Treasury has [FAQs](#), plus information on its [CARES Act webpage](#) under "Assistance for Small Businesses."
- **After talking with the SBA, NADA offers help for organizations with 500 employees or more.** NADA's Andy Koblenz and Doug Greenhaus spoke yesterday with a key SBA affiliation attorney. Today, Doug provided [draft Addendum A language](#) for potential use in responding to Question 3 on the borrower application. It is NADA's recommendation that borrowers also list businesses under common management and control and that you should modify NADA's draft Addendum A language as you see fit.
- **The PPP lender application** requires that you represent to the lender that the applicant business is a franchise listed in the SBA's franchise directory. See [Box G of the lender application](#) and [NADA's updated list](#) of manufacturers with franchise identifier codes (FIC) and those with applications pending.

Upcoming Webinars

- **SESCO to conduct FFCRA Client Update tomorrow, April 8 at 11 AM EDT.**

SESCO has been a valuable partner in helping us provide guidance and materials for your consideration. Continuing its good work, SESCO will present a YouTube live stream update on the U.S. Department of Labor's (DOL) latest rulemaking on the FFCRA. The company will discuss "employers' obligations for paid leave under FFCRA and share best practices for managing employees during the COVID-19 pandemic."

We encourage VADA members to watch SESCO's presentation. [Click here](#) for the live stream and [here](#) for our mention of the new DOL Temporary Rule in our April 2 memo.

- **NADA Dealership Webinar Lifetime Series, 1 PM daily**

- April 8: [Build a 60 Day Profit Protection Plan](#)
- April 9: [Managing Service Operations: Making it through the COVID-19 Pandemic](#)
- April 10: [The Best Ideas from NADA 20 Groups: In Times of COVID-19 Pandemic](#)

You can access NADA's recorded webinars on the paywall protected area of its [website](#).

NBC4 Washington features Alexandria Hyundai, as Virginia dealers continue service amidst crisis.

For more than a century, franchised auto dealerships have met various challenges to serve the transportation needs of their communities. One of the current challenges for franchised dealers everywhere is to operate businesses amidst economic uncertainty and in compliance with applicable state and federal government directives.

Thankfully, once again, dealers are rising to the occasion, and others are noticing. In a segment entitled "Car Dealerships Are Getting Creative to Stay Open," NBC4 Washington captures some of the enhanced sanitization, social distancing, and customer service measures Alexandria Hyundai is undertaking to safely provide vehicles and service to consumers. The video cuts off toward the end but is available on the news station's [website](#).

Alexandria Hyundai isn't the only dealership taking governmental requirements and recommendations seriously. According to [Edmunds](#), one customer had this to say about Haley Toyota in Roanoke: "Great as always, even with everything going on. I appreciate Haley Toyota keeping service open and making sure everything is sanitary." Another said this about Mechanicsville Toyota: "Been taking my '11 Toyota Camry there ever since purchase. Was extremely impressed with their measures concerning the COVID-19 pandemic."

Last week, [we shined a light on the work of Umansky Auto Group](#), which is offering \$250 to a customer's favorite restaurant for each car sold. And we know others throughout the Commonwealth are doing all they can to assist their neighbors, friends, and the general public. [Email us](#) to share your good news. Keep up the good work!

DOL issues new guidance for Pandemic Unemployment Assistance (PUA) Program.

In an April 4 news release, DOL published [Unemployment Insurance Guidance Letter \(UIPL\) 15-20](#), "providing guidance to states for Federal Pandemic Unemployment Compensation." [Read the full release](#).

As part of a separate [news release](#) on April 5, DOL also published [Unemployment Insurance Letter \(UIPL\) 16-20](#), "providing guidance to states for implementation of the Pandemic Unemployment Assistance (PUA) program." According to the agency, "PUA provides up to 39 weeks of benefits to qualifying individuals who are otherwise able to work and available for work within the meaning of applicable state law, except that they are unemployed, partially unemployed, or unable or unavailable to work due to COVID-19 related reasons, as defined in the CARES Act."

More than ever, it is a pleasure to serve the new car and truck dealers of Virginia.

Sincerely,



Donald L. Hall
President and CEO