



**August 27, 2020**

Greetings from VADA,

In today's message, read about VADA's involvement in the Virginia General Assembly's Special Session and watch our virtual testimony on your behalf in House and Senate committees. Catch the latest VADA High Octane Podcast, featuring Buddy Dearman of accounting firm Dixon Hughes Goodman (DHG). If you missed it, listen to the *Automotive News* "Daily Drive" podcast episode featuring VADA President & CEO Don Hall. See that the DMV Sterling Customer Service Center (CSC) will be open for in-person salesperson testing every Wednesday from Sept. 2 to Oct. 14, with potentially other locations to follow, as the DMV, Motor Vehicle Dealer Board, and VADA pursue ways to streamline the salesperson licensing process. Lastly, note an additional Dealer Board-approved vendor for the background check requirements dealers have as of Aug. 1.

**As session continues, VADA gets involved in legislation addressing civil liability and COVID-19.**

In this second week of the General Assembly's Special Session, the House of Delegates and Senate respectively addressed legislation that could impact all businesses in the Commonwealth, including Virginia's more than 450 franchised auto dealerships.

The bills initially drew from language passed in North Carolina that would provide a business immunity from civil liability from injury claims stemming from alleged exposure to or contraction of COVID-19 at the business. In other words, if a customer walked into your store and later alleged they were exposed to or contracted the virus at your dealership, you would be protected from civil lawsuits unless you committed willful misconduct or gross negligence. In addition to the legal consequences for not complying with COVID-19 rules and regulations, the North Carolina language is effectively an incentive for further compliance.

In Virginia, the House of Delegates Committee on Courts of Justice has approved a bill carried by Del. Rip Sullivan (D) that goes a bit further, which would make it noticeably more difficult for businesses to claim the sort of immunity mentioned above.

In the Virginia Senate, the Judiciary Committee approved a version much more akin to the North Carolina language and, as such, much more favorable to the business community.

The Senate bill is in a much better position largely due to the efforts of its patron, Senate Majority Leader Dick Saslaw (D). Once again, Sen. Saslaw has proven himself a friend of the new car and truck dealers of Virginia, and we are tremendously grateful for him working with us and others on this important legislation.

VADA testified in both virtual committee hearings on behalf of our members and tens of thousands of employees. (See videos below). We expressed support of a measure that would inspire further compliance with laws thoughtfully designed to protect people from COVID-19 but that, at the same time, would provide a fair protection for businesses that have worked incredibly hard to create healthy and safe environments for their employees and customers.

Of course, we will keep you posted on these bills and session generally, as the Virginia legislature continues its work in Richmond, both virtually and in person.

**Watch:** [House Courts HB 5074](#) | [VADA Testimony in House Courts](#)  
[Senate Judiciary SB 5067](#) | [VADA Testimony in Senate Judiciary](#)

## **DHG's Dearman gives thoughts on industry future, PPP loan forgiveness.**

In our latest High Octane video and audio podcast, DHG Dealerships' Buddy Dearman offers up his frontline insights on the state of the Paycheck Protection Program (PPP) loan forgiveness process, PPP tax implications, and his thoughts on inventory and the U.S. presidential elections.

"Dealers are the epitome of optimism. That's one of the reasons I love working with them," says Dearman, a friend of VADA and managing partner of DHG Dealerships. The Memphis, Tenn. accounting firm has more than 160 professionals overseeing various accounting and financial services for 3,000+ auto dealership rooftops nationwide. Buddy has more than 30 years of experience working with dealerships and their owners, and focuses primarily on all aspects of tax planning and structuring with medium and large dealership groups.

"Family ownership of dealerships still is a very viable business (model) for the next several years," Dearman says. In terms of personal ownership of vehicles, "if anything, this pandemic has taught us that people find themselves nowhere safer than in their own personal vehicle. ... I see the business remaining strong here for the next two or three years, at least."

Watch the interview with Buddy or listen on your podcast service of choice.

[Video](#) | [Apple Podcasts](#) | [Google Play](#) | [Spotify](#)

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## **Don Hall joins *Automotive News* podcast "Daily Drive."**

VADA President & CEO Don Hall was a guest on Automotive News' Daily Drive podcast with publisher Jason Stein.

Don's message: Disruptors may be changing the industry again — but that's okay. Disruptors are here to stay, and so are franchised new car and truck dealers. As dealers, we are innovating, adopting new technologies, and meeting new customer needs. Click [here](#) to listen.

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## **DMV Sterling location available for salesperson testing every Wednesday, September 2 through October 14.**

For months, VADA has collaborated with the Motor Vehicle Dealer Board and DMV to streamline the salesperson licensing process, including making testing more broadly available to prospective salespeople statewide. Testing has been especially difficult during the pandemic, during which DMV CSCs have been closed or crowded with thousands of customers seeking appointments.

Nevertheless, we thank the agencies for their continued work to try and find solutions for VADA members and their prospective salespeople, and we learned positive news earlier this week: DMV is making *all* appointments at its Sterling CSC available for salesperson testing in person every Wednesday from Sept. 2 through Oct. 14.

Appointments must be requested by the Friday before the desired testing date, meaning those wishing to have individuals sit for the test on Wednesday, Sept. 2, must submit required information by tomorrow (Aug. 28). You must email Ann Majors at [ann.majors@mvdv.virginia.gov](mailto:ann.majors@mvdv.virginia.gov) with this information for the individual who will be testing:

1. Last Name, First Name
2. Email Address
3. Cell/Phone Number
4. Desired Time Slot (first come, first serve)

Testing will be available every half hour from 8 a.m. to 12:30 p.m. and from 2-4:30 p.m. After submitting the necessary information, each testing applicant will receive an email with a reservation confirmation. **You cannot go directly to the Sterling CSC or DMV website for this, so please adhere to the above process.** The process is subject to change.

The Dealer Board is reaching out to other DMV CSCs around the state to get additional dedicated slots for testing, so it's our hope what is happening in Sterling will begin at a CSC near you. Of course, we'll keep you posted.

Lastly, the Dealer Board will continue its remote testing by appointment, which several dealers have used in recent months. To schedule an appointment for remote testing at a dealership, call Ann Majors at (804) 367-1100, ext. 3016#.

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**Dealer Board approves additional background check vendor.**

As you know, effective Aug. 1, 2020, dealers are responsible for completing the required background checks for initial salesperson licenses through a Dealer Board-approved vendor. Initially, the Board had approved only Screening One and Accurate (formerly Careerbuilder) to conduct checks; it added Reliantcy to the list this week.

We have submitted to the Dealer Board information on other providers of background checks referred to us by dealers. The Dealer Board staff is reviewing those providers and expects that some or all will eventually be approved. However, in the meantime, please use one of the three providers listed below:

**Screening One**

Paul Craddock  
919-533-5005  
[Paul.Craddock@screeningone.com](mailto:Paul.Craddock@screeningone.com)

**Accurate**

Employment Screening  
866-255-1852  
[clientservices@careerbuilderscreening.com](mailto:clientservices@careerbuilderscreening.com)

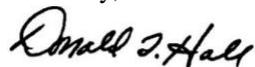
**Reliantcy**

800-649-1243  
[support@reliantcy.com](mailto:support@reliantcy.com)

For some time, dealers have had the option of conducting background checks, and many have elected to do so. The new requirement should speed up the salesperson licensing process for everyone. Also, it should benefit dealers, who will know whether an applicant has a criminal history that might delay licensing. Contact our Director of Legislative and Legal Affairs, [Anne Gambardella](#), with any questions.

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

Sincerely,



Donald L. Hall  
President and CEO