



KANSAS AUTOMOBILE DEALERS ASSOCIATION

March 18, 2020

Governor Laura Kelly
300 SW 10th Ave, Ste 241S
Topeka, KS 66621

Governor Kelly,

These are unprecedented times for our state and our country. On behalf of the Kansas Automobile Dealers Association, I wish to extend to you and your staff my sincere appreciation for your leadership in dealing with the Coronavirus Pandemic and its impact on the health and welfare of all Kansans.

I have followed your communications and paid close attention to your executive orders and circulated them to our dealers. As you are aware, KADA represents all of Kansas' franchised new car and truck dealerships. As you are also aware, within our rural state, the only practical mode of transportation for both people and goods are personal automobiles and heavy trucks.

Given the rapidly escalating trends of states closing everything from gyms to restaurants, we are concerned a successive executive order could extend to dealership operations. From a policy standpoint, we believe the ability to maintain adequate transportation to obtain or deliver essential items such as groceries and healthcare products is paramount to supporting a healthy population. In addition, first responders, medical professionals, food distribution personnel and many other individuals who perform critical services are dependent upon adequate transportation.

KADA and the dealers we represent are committed to public safety and the health and well-being of our citizens, particularly our most vulnerable population. Personally, as the President of KADA, I am communicating with my peers in other states and at the Federal level with the National Automobile Dealers Association, members of our congressional delegation and others. The information I receive is shared with our dealers, who in turn communicate it to their employees, family and friends.

Should your office believe further restrictions are necessary to protect the health and well-being of our state's citizens in a manner that could impact dealer operations, KADA would respectfully request the opportunity to meet with you and your staff to discuss the potential impact on our dealers and see if we can work towards solutions that are both reasonable and workable. Should the impact of the Coronavirus pandemic warrant further action by your office, specifically, I would respectfully request that our dealerships be considered "essential" businesses in the event an executive order is issued to shut down "non-essential" businesses.

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Rest assured, we will continue to actively communicate with our dealerships regarding the proactive measures they should take in order to provide a safe environment for both our customers and employees.

I would be very happy to visit with you, should you have any questions. My personal cell is: (785) 224-0029. Thank you for your consideration.

On behalf of myself, my family and the Kansas Automobile Dealers Association, thank you again for your leadership on this difficult issue and thank you for your consideration of my concerns.

Sincerely,

A handwritten signature in blue ink, appearing to read "Don McNeely", with a stylized flourish at the end.

Don McNeely
President/CEO

CC: Mr. Will Lawrence, Chief of Staff, Office of the Governor
Mr. Mark Burghart, Secretary of Revenue
Mr. David Harper, Director of Motor Vehicle