



Welcome,  
Members

## EARLY BIRD RATES END TOMORROW

**EARLY BIRD - Thru October 29 -**  
discount shows in cart - Team pricing  
includes **FIVE** from the same  
company.

- Individual UMA Member \$99
- Team UMA Member \$219 *Best value!*

**ADVANCE:** December 1 Deadline

- Individual UMA Member \$129
- Team UMA Member \$259

**NON-MEMBER:** *Why not join?*

- Individual \$229
- Team \$449

**GOLD SPONSOR**



MEMBER OF GREAT AMERICAN INSURANCE GROUP

# UMA SAFETY MANAGEMENT SEMINAR 2021

December 7, 8, 9 online!

[www.uma.org/safety](http://www.uma.org/safety)

# Bus & Motorcoach NEWS

BUS INDUSTRY

POWERED BY

OPERATOR NEWS • THE DOCKET • OPINION • CONTACT US • CALENDAR • ADVERTISE

HOME

2022 EXPO

ARCHIVE

ADVERTISE

SHARE YOUR STORY IDEA WITH US

SUBSCRIBE

 FACEBOOK

 TWITTER



Read Bus & Motorcoach News **online 24/7** at [www.busandmotorcoachnews.com](http://www.busandmotorcoachnews.com)

# Today's Agenda

- 1—Welcome & Intro**  
Larry Killingsworth
- 2—Motorcoach Minute**  
*Featuring Kevin Creighton*
- 3—Legislative & Regulatory Report**  
Ken Presley  
Becky Weber
- 4—UMA Elections**  
Scott Michael
- 5—CBA Meeting Report**  
Larry Killingsworth
- 6—Building Profitable Sales: The 5 Keys to Success**  
Larry Killingsworth  
Roxana Melgar, General Manager, BusRates.com
- 7—Overdrive**  
*Time to visit with friends*



# Tax Exemption for CERTS Grants

[Edit Campaign](#)[View Live Campaign](#)

ID 107784

[Legislator Contact Campaign - Aero](#)

Advocates

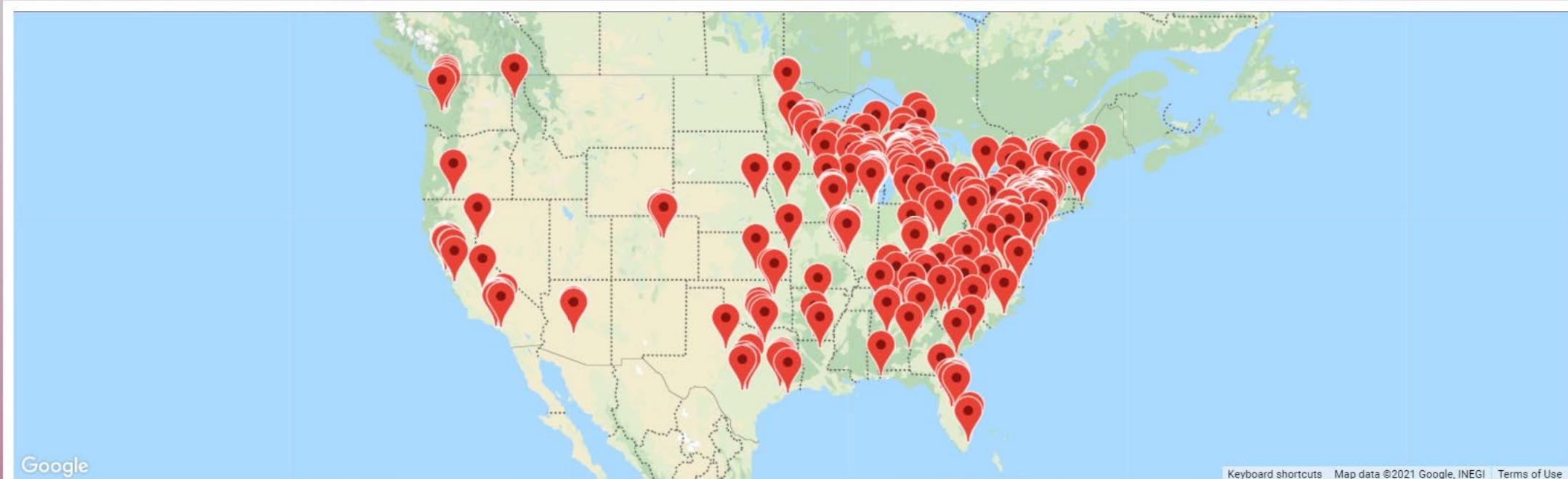
**953**

Connections

**1,388**

## Tax Exemption for CERTS Grants

**953** advocates  
**1,391** messages sent

**Advocates**

Ryan, David, Doreen, Lisa, Nicole, michael, Erin, Scott, Melanie, Jay, Mary, Matthew, Brenda, Anthony, Ron, Matt, Dan, Jacobs, James, McMullin, Robert, Kelvin, Hov



STATE	ADVOCATES		
	Monday	Wednesday	Growth
CALIFORNIA	105	113	up 8
NEW JERSEY	55	76	up 21
MICHIGAN	23	66	up 43
PENNSYLVANIA	48	56	up 8
ILLINOIS	49	53	up 4

Rep. Terri Sewell  
Rep. Brian Fitzpatrick  
Rep. Zoe Lofgren  
Rep. Ed Case  
Rep. Mike Kelly  
Rep. Doug LaMalfa  
Rep. Andy Harris  
Rep. Michael Bost  
Rep. Chris Smith

so far, including the original champions of this measure, Rep. Judy Panetta, Rep. Albio Sires, and Rep. John Rose. This is a great start. Please get your Representative on board or thank them. We are in the homestretch!

75

Rep. Joe Courtney  
Rep. Kathy Manning  
Rep. Madeleine Dean  
Rep. Antonio Delgado  
Rep. Rash Gottheimer  
Rep. Brian Lowenthal  
Rep. John Hagedorn  
Rep. Dean Phillips  
Rep. Bill Pascrell  
Rep. Mariannette Miller-Meeks  
Rep. Ilhan Omar  
Rep. Jeff Van Drew  
Rep. Matt Cartwright  
Rep. Eleanor Holmes Norton

<https://admin.phone2action.com/p/107784>

Apps

New Tab

49 CFR § 37.3 - Defi...

Coronavirus Econo...

New Reporting Req...

Virginia unitary bus...

Reading list

## Support making CERTS grants tax-exempt

Urge your U.S. Representative (no Senators!) to support making CERTS grants tax-exempt for recipients. In support of this, four U.S. Representatives are circulating a letter seeking bipartisan HOUSE support for this relief. Please urge your Representative to sign this letter in support of this important tax exemption to help our companies.

Remember, other industries' grants, like those for venues and restaurants, received this treatment and our motorcoach companies deserve parity for our industry. We have sustained so much loss from this pandemic, and still face so many challenges, that this relief is essential.

You should not contact your Senators; this is a House-only effort, and when you click this campaign will go to YOUR REPRESENTATIVE.

Thank you!

Click, send and SHARE!



Send an email to your officials with one click!

Title \*

Full Name \*

Address \*

Zip \* city and state not required

Phone \*

Email \*

Company name

Send Email

Representatives Jimmy Panetta (D-CA), Darin LaHood (R-IL), Albio Sires (D-NJ), and John Rose (R-TN) are leading an effort seeking bipartisan support to make the Coronavirus Economic Relief for Transportation Services (CERTS) Act grants exempt from federal taxation in the first available legislative vehicle.

Send me emails about this campaign  
 Send me text messages about this campaign

<https://p2a.co/f758rU6>



# INFRASTRUCTURE BILL

# UMA Elections



- November - Introduce candidates on Town Hall during November for the competitive races
- December 2 - Online Elections Begin

# UMA Motorcoach EXPO



- February 23-26, 2022
- Registration is open
- Hotels are listed with links
- Go to [www.motorcoachexpo.com](http://www.motorcoachexpo.com)

UMA EXPO EXPRESS

# A SALUTE TO OUR INDUSTRY'S COMEBACK

OUR PEOPLE | OUR TECHNOLOGIES | OUR FUTURE

OPPORTUNITIES TO BE PART OF THIS KEEPSAKE EDITION

A celebration of the motorcoach industry's **comeback**.

## Five Keys to Building Profitable Sales



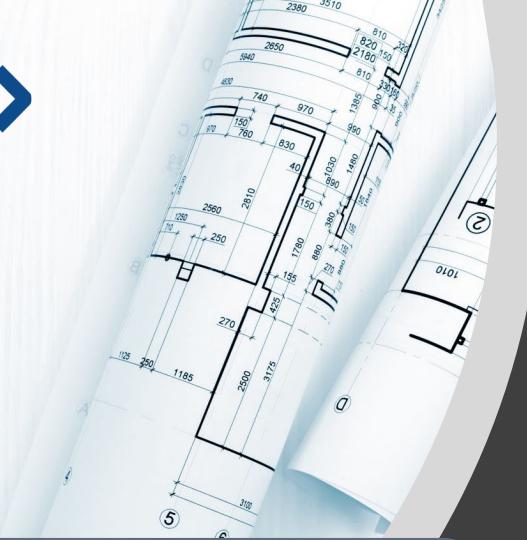
1st

- Speed!



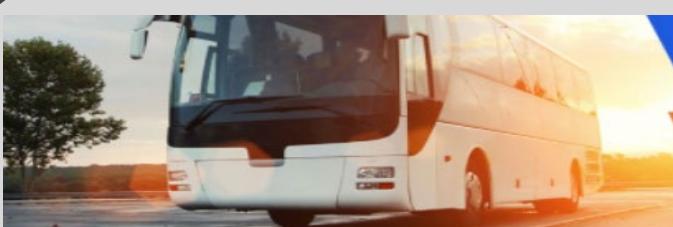
2nd

- Seek to Understand!



3rd

- Deliver Accurate and Clear Proposal



Connecting people and places

Dear {{first\_name}},  
Thank you for contacting us and for the opportunity to work with you on such an amazing project.

4th

FOLLOW-UP



- Follow up... follow up

5th

- Stay Connected!

# Want more sales opportunities?

# Roxana Melgar

## General Manager

[roxana.melgar@busrates.com](mailto:roxana.melgar@busrates.com)

**703.838.2958**

# BusRates >>