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# MotorcoachNI NDUSTRY

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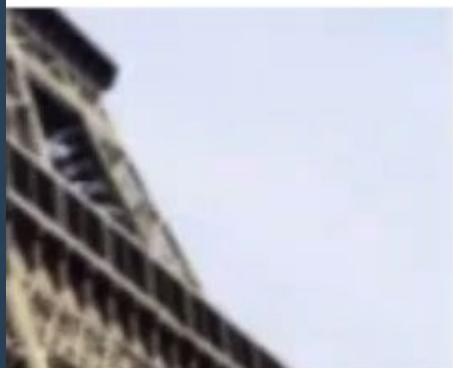
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## A REMINDER:

- Please keep your **microphone muted**.
- Please **do not use the group chat for sales** or promotional purposes.
- Please remember to pay your UMA dues!



# UMA Board of Directors

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**Mr. Dennis Streif**  
Vandalia Bus Lines  
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Great Canadian Holidays &  
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Director, Pre Owned Coach Sales  
PREVOST

**Mr. Mike Denny**  
(Coachbuilder Representative)  
Vice President and General Manager  
MCI

**Mr. Bryan O'Connell**  
(Coachbuilder Representative)  
Senior Vice President, Western Sales  
ABC Companies

## Associate Member Representative

**Mr. Bob Greene (2023)**  
(Non-Cochbuilder Representative)  
Sales Representative, Amaya-Astron Seating

# Today's Agenda

**1—Welcome & Intro**  
Larry Killingsworth

**2—Motorcoach Minute #50**  
*Featuring Kevin Creighton*

**3—UMA Legislative Update**  
Ken Presley

**4—Sneak Preview: Sales Summit**  
Larry Killingsworth

**5—Driver Recruitment Preview**  
Adam Hall, Bridgestone Americas  
Mike McDonal, Saucon Technologies

**6—Mid-Year Finance Checkup**  
Tracy Fickett, Bus Books

**7—Overdrive**





The logo features the letters 'LMA' in a blue, stylized, blocky font. To the right of 'LMA' is the word 'Online' in a green, sans-serif font. Below 'LMA' and 'Online' is the word 'TOWN HALL' in a large, bold, blue, blocky font. The entire logo is set against a white background with thin green horizontal lines separating the text elements.

# LMA Online TOWN HALL

**Ken Presley**  
Legislative Update

# CERTS Act

**Have your income statements ready (2019 and 2020).**

**Payroll information (2019 and 2020).**

**Total of any previous aid (PPP, EIDL, MSLP, grants, etc.)**

**Debt on Equipment (how much do you owe)**

**Be certain operating authority is current.**

**Register on CERTS website**

**Register with ID.me**



## POLICY ISSUES

### [COVID19 Economic Relief](#)

Assistance for American Families and Workers

Assistance for Small Businesses

Assistance for State, Local, and Tribal Governments

### [Assistance for American Industry](#)

Airline and National Security Relief Programs

### [Coronavirus Economic Relief for Transportation Services \(CERTS\) Program](#)

Payroll Relief Programs

Tax Policy

Economic Policy

Terrorism and Illicit Finance

Financing the Government

Financial Markets, Financial Institutions, and Fiscal Service

Financial Sanctions

# Coronavirus Economic Relief for Transportation Services (CERTS) Program

The Coronavirus Economic Relief for Transportation Services (CERTS) Program is providing eligible transportation service companies with resources to help to maintain payroll, hire back employees who may have been laid off, and cover applicable overhead and operational expenses.

Established by the Consolidated Appropriations Act, 2021, the Coronavirus Economic Relief for Transportation Services (CERTS) Program was created to support transportation service providers affected by the COVID-19 pandemic, including motorcoach, school bus, passenger vessel, and pilot vessel companies.

Under the program, Treasury will provide up to \$2 billion in grants to eligible companies that certify they have experienced an annual revenue loss of 25 percent or more as a direct or indirect result of COVID-19. CERTS grant funds are primarily to cover payroll costs, but may also be used to cover the acquisition of services, equipment, including PPE and protection measures from COVID-19 for workers and customers; continued operations and maintenance of existing equipment and facilities; rent, leases, insurance, and interest on regular debt service.

## CERTS Guidelines

### PROGRAM INFORMATION AND APPLICATION PROCEDURES

Treasury will post program guidelines, applications procedures, and other materials on this website, and open the CERTS application portal to begin accepting applications in the future. Please check this site regularly for updates.

- [CERTS Guidelines Issued May 6](#)

## CERTS Updates

[RECEIVE CERTS UPDATES](#)

<https://portal.treasury.gov/cares>

Sign in to ID.me

New to ID.me?  
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Email

Password

[Sign in to ID.me](#)

[Forgot password](#)

Or sign in with

 Facebook  Google  LinkedIn

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https://help.id.me/hc/en-us/categories/360004467533-Accessing-Treasury-with-ID-me

CERTS@treasury.gov

ID Accessing Treasury with ID.me - X +

https://help.id.me/hc/en-us/categories/360004467533-Accessing-Treasury-with-ID-me

ID.me

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Having Trouble Verifying?

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## Accessing Treasury with ID.me

Verifying My Identity at Treasury

Can I use Native American / Tribal documents as a form of evidence for identity verification?

How do I verify my identity to access my Treasury account?

How do I take and submit a selfie or video selfie?

How do I 'upgrade my credential' with a video selfie?

Managing My ID.me Account for Treasury

How do I change the email address in my ID.me account?

What if I no longer have access to the email address or phone number I used to create my account?

How do I reset my ID.me password?

What do I do if I don't receive an email confirmation link?

How do I close / delete my ID.me account?

Securing My Treasury Account with Multi-Factor Authentication (MFA)

What is multi-factor authentication (MFA)?

What happens when I select "Text Message or Phone Call" for MFA?

How do I change the phone number I use for multi-factor authentication?

What happens when I select "Push Notification" for MFA?

What happens when I select "Code Generator" for MFA?

What happens when I select "FIDO Security Key" for MFA?

See all 8 articles

Type here to search

10:08 AM  
6/2/2024

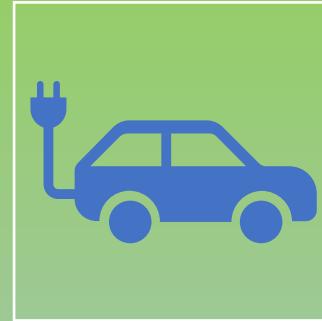


## Economic Injury Disaster Loan

- SBA is currently accepting new COVID-19 EIDL applications from all qualified small businesses.
- 24-months of economic injury with a maximum loan amount of \$500,000.
- Up to 30-year repayment
- [CovidEIDLIncreaseRequests@sba.gov](mailto:CovidEIDLIncreaseRequests@sba.gov)
- SBA Application No.
- SBA Loan No.
- Business name:
- Business address:
- Business owner name(s):
- Phone number:



**Infrastructure bill**



**Surface Transportation Reauthorization  
bill**

Additional Industry CERTS Grant Funding

CDL Requirement for 9-15 passenger vehicles  
Mandatory State Inspections  
Obstructive Sleep Apnea  
School Bus Mandates  
Charter Service Rule

# Questions





*Online July 13-15*

BUS & MOTORCOACH

# **INDUSTRY SALES SUMMIT 2021 REBOUND↑**



**Keynote Speaker  
Meridith Elliott Powell**

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**Sales Redefined:  
Engage, Connect, and  
Thrive in Uncertain Times**



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# **REBOUND!**

## Registration is open for the 2021 Bus & Motorcoach Industry Sales Summit

Dynamic, expert presenters



**Nancy Friedman**  
The Telephone Doctor



**Brent Maitland**  
Motor Coach  
Industries



**Jim McCann**  
Spader Business  
Management

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**TEAM PRICING: Back by Popular Demand!**

Teams of 5 (SAME operator company):

- \$199 UMA Member Team of 5
- \$399 Non-Member

Invest in essential professional  
development for your team.

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**Member & Non-Member Pricing**

**Early Bird Member Rate:** \$79 per person by June 21  
After June 21: Members \$109 | Non-Members \$219

**Limited Seating!**

Register now because our  
seating is limited to 300 registrants.

**UMA** *Online July 13-15*  
BUS & MOTORCOACH

**INDUSTRY SALES  
SUMMIT 2021  
REBOUND**

# Session Topics include

- Sales Defined: Engage, Connect and Thrive
- Sales Process-Driven Leadership
- Golden Nuggets to WOW Your Customers
- DISC as a Sales Tool
- Communicating Safety and Security in 2021 & Beyond
- Elevate Your Online Presence: Website Tips and Social Media Strategies
- How to Create Proposals that Win More Business
- Powerhouse Panel: How to Make it Happen



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The logo features the letters 'UAMA' in a blue, stylized, blocky font. A thin green horizontal line is positioned below 'UAMA'. To the right of this line, the word 'Online' is written in a large, bold, green sans-serif font. Below 'Online', the words 'TOWN HALL' are written in a large, bold, blue sans-serif font. A thick green horizontal line runs across the bottom of the logo, separating it from the speaker information below.

# UAMA Online TOWN HALL

**Adam Hall**

*Bridgestone Americas*

**Mike McDonal**

*Saucon Technologies*



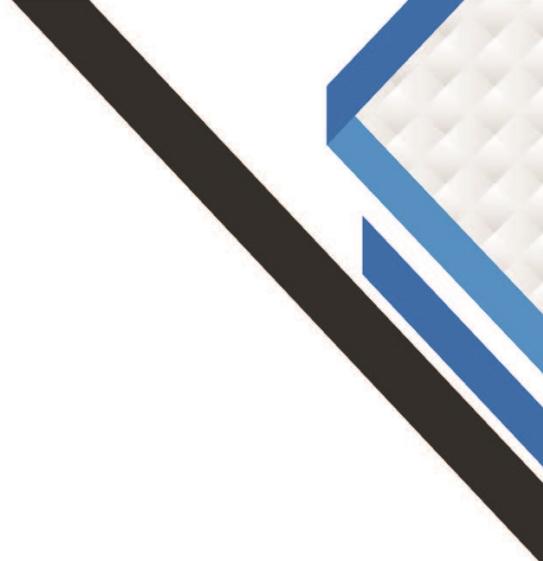


The logo for LMA Online Town Hall. It features the letters 'LMA' in a blue, stylized, blocky font. A thin green horizontal line extends from the right side of the 'L' to the right edge of the image. To the right of the line, the word 'Online' is written in a large, green, sans-serif font. Below 'Online', the words 'TOWN HALL' are written in a large, bold, blue, sans-serif font. A thick green horizontal line extends from the left side of the 'T' to the right edge of the image, crossing the 'Online' text.

# LMA Online TOWN HALL

**Tracy Fickett**

*Bus Books*



## *Employee Retention Tax Credit*

6/17/21



Are you eligible for a payroll tax credit?  
It could be worth up to **\$5,000** per employee  
for **2020** and up to **\$28,000** per employee for  
**2021!**

# What is the Employee Retention Credit?

A payroll tax credit  
paid by eligible employers  
based on qualified employee wages  
calculated at 50% or 70%  
of qualified wages  
depending on period claimed.

# When can I claim it?



If a company is eligible, it may be claimed from March 13, 2020 through December 31, 2021.

## Time Frames:

March 13 –December 31, 2020  
January 1 – June 30, 2021  
July 1 – December 31, 2021

# Gross receipts definition

*Includes:*

All operating revenues

*Not included:*

Dividends  
interest income  
Rents  
Sales of fixed assets / equipment / investments

# Eligible Employers

March 13 –December 31, 2020

**Become eligible:** when decline of gross receipts from 2019 to 2020 of more than 50% in a quarter /

**No longer eligible:** when decline of gross receipts from 2019 to 2020 of 20% or less in a quarter

AND/OR

Eligible in any quarter in which a business was fully or partially suspended

# Eligible Employers

January 1 – June 30, 2021 and July 1 – December 31, 2021

Decline of gross receipts from 2019 to 2020 of more than 20% in a quarter

# Qualified Wages

- Wages / salaries / compensation
- Amounts paid by an eligible employer to provide and maintain a group health plan allocable to an employee
  - Can not have been used for: PPP
  - /FFCRA/WOTC/FMLA /R & D/Indian Employment/Veterans/Empowerment Zone/Shutter
  - Does include owners and owner spouse wages
  - Does not include wages paid to grandchildren, children, siblings, parents

# Qualified Wages Limitations

Wages used for any of the following are not eligible for ERC:

- PPP (all periods) • Indian Employment (2021)
- FFCRA (all periods) • Veterans (2021)
- WOTC (all periods) • Empowerment Zone (2021)
- FMLA (all periods) • Shuttered Venue Operators Grants (7-12/2021)
- R & D (2021) • Restaurant Revitalization Grants (7-12/2021)

# Qualified Wages Limitations

*Maximum qualified wages by period:*

*March 13 – December 31, 2020 - \$10,000 for the entire period per employee*

*January 1 – June 30 and July 1 – December 31, 2021 - \$10,000 for each quarter per employee*

# Qualified Wages Limitations

*March 13 – December 31, 2020:*

*Employers with 100 or fewer average full-time employees in 2019 – all wages and employer paid healthcare are qualified wages EXCEPT wages and healthcare costs used under PPP or FFCRA*

*Employers with more than 100 full-time employees in 2019 – all wages and employer paid healthcare for employees **NOT PROVIDING SERVICES***

# Qualified Wages Limitations

*January 1 – June 30, 2021:*

*Employers with 500 or fewer average full-time employees in 2019 – all wages and employer paid healthcare are qualified wages EXCEPT wages used for other credits/programs*

# Qualified Wages Limitations

*July 1 – December 31, 2021:*

*Employers with 500 or fewer average full-time employees in 2019 – all wages and employer paid healthcare are qualified wages EXCEPT wages used for other credits/programs*

UNLESS considered “severely financially distressed employer” defined as:

Gross receipts decline over 2019 of over 90%

# How to claim 2020 ERC now

- Interim Final Ruling advises to amend 4Q2020 form 941 to claim all eligible ERC for 2020
- Amend appropriate form 941 for 2021
- Let your payroll company know you want to use the ERC for current payroll (once your PPP portion has been used up)

# Questions?

Tracy Fickett, MBA, CPA

[tracy@busbooks.co](mailto:tracy@busbooks.co)

602-218-8880



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