

**FEBRUARY 23 - 26, 2022**  
**LONG BEACH, CALIFORNIA**

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*California  
Dreamin'*

# S&M Motorcoach NEWS

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# Today's Agenda

## 1—Welcome & Intro

Scott Michael

## 2—Motorcoach Minute

*Featuring Kevin Creighton*

## 3—Legislative & Regulatory Report

Ken Presley

Becky Weber

## 4—EXPO News

Dave Petrillo, Naylor Association Solutions

Mitch Guralnick, UMA EXPO Committee Co-Chair

## 5—Inflation and Its Impact on the Motorcoach Industry

Scott Michael

## 6—Overdrive

*Time to visit with friends*



A white electronic calculator is positioned on top of a document with some text and numbers visible. A black pen lies next to the calculator. The background is a dark, solid color.

- CERTS Refill (\$6 billion)
- CERTS Tax Exemption

- **Sen. Jack Reed (D-RI)**
- **Wednesday Jan. 19, 2022, at 2:30 PM (ET)**
- **Original sponsor of CERTS**
- **Appropriations Committee**
- **Transportation, Housing, and Urban Development Subcommittee**
- **Peter Pan Bus Terminal**
- **One Peter Pan Way**
- **Providence, RI**



# 2022 DOT Random Testing Rates

The following outlines the annual minimum drug and alcohol random testing rates established within DOT Agencies for 2022.

2022 Random Drug Testing Rate – 50%

2022 Random Alcohol Testing Rate – 10%

We can do this. Find COVID-19 vaccines near you. Visit [Vaccines.gov](#).[HOME](#) > [POLICY ISSUES](#) > [COVID19 ECONOMIC RELIEF](#) > [ASSISTANCE FOR AMERICAN INDUSTRY](#) > [CORONAVIRUS ECONOMIC RELIEF FOR TRANSPORTATION SERVICES \(CERTS\) PROGRAM](#)**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

Download Payroll Provider Letter Needed for CERTS Application

Information for companies applying from U.S. Territories

Payroll Relief Programs

Tax Policy

Economic Policy

Terrorism and Illicit Finance

Financing the Government

Financial Markets, Financial Institutions, and Fiscal Service

Financial Sanctions

Consumer Policy

International

Small Business Programs

Tribal Affairs

**PROGRAM INFORMATION**

- Format for CERTS Quarterly Report \*new\* (12/10/2021)
- CERTS Program Guidelines \*Updated\* (08/12/2021)
- CERTS Frequently Asked Questions \*Updated\* (12/10/2021)
- Information on the ID.me Identity service
- Information for companies applying from U.S. Territories
- IRS information on the tax treatment of CERTS grants
- Form of Standard CERTS Grant Agreement for All Approved Grantees
- CERTS Employee Recall and Rehire Information
- List of CERTS Participants with Amounts Provided
- Treasury Completes \$2 Billion in Recovery Fund Payments to Transportation Businesses



## 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.

### UPDATES ON CERTS QUARTERLY REPORTING

The draft format for the required CERTS quarterly report is posted below under PROGRAM INFORMATION. This PDF document presents the information and questions expected to be included in the official CERTS quarterly report that will be made available to Grantees for completion in the CERTS portal no later than Monday, January 3, 2022.

All Grantees are encouraged to review the draft report format and to submit any questions they may have to Treasury. Based on questions received, Treasury may update the report format before it goes live in the CERTS portal, and will publish a new Frequently Asked Questions to aid Grantees in completing the report.

Grantees are required to submit their [first](#) CERTS quarterly report by February 15, 2022, which will cover grantee activities during the time period from the effective date of the CERTS grant agreement through the fourth quarter of calendar year 2021 (December 31, 2021).

The report has two primary purposes. One, it will require grantees to report on how they spent their CERTS award from the date they first received funds through December 31, 2021. Two, it will require Grantees to make certain certifications required by the CERTS statute. Treasury will use the certified data provided to monitor Grantee compliance with the CERTS statute and Grant Agreement.

As noted above, Grantees will need to complete the report on-line using the official CERTS portal through treasury.gov in January 2022. Treasury will never attempt to solicit Grantee information from a webpage not hosted on Treasury.gov, a website not utilizing Treasury's official verification service (ID.me), or from an email address not ending in @treasury.gov or @dgt.treas.gov.

For more information on the quarterly reports, you may also refer to paragraph 12 of the CERTS Grant Agreement.

Format for CERTS Quarterly Report \*new\* (12/10/2021)

# February 15, 2022



### Section 1: Verification of Grantee Information

### Section 2: Total Funds Used On or Before December 31, 2021

### Section 3: Organizational Use of Funds

### Section 4: Detail on Use of Funds

### Section 5: Recalls & Rehires Certification

### Section 6: Other Certifications

### Section 7: Changes in Control, Bankruptcy, and Legal Actions

### Section 8: Feedback

### Section 9: Certified Submission



# Russian Cyber Attacks

- *Six recommendations:*
  - Require multi-factor authentication for all users, without exception.
  - Require accounts to have strong passwords and do not allow passwords to be used across multiple accounts or stored on a system to which an adversary may have access.
  - Enable strong spam filters.
  - Update software, including operating systems, applications, and firmware on IT network assets, in a timely manner.
  - Disable all unnecessary ports and protocols.
  - Use industry recommended antivirus programs.

# 2022 UMA INTERNATIONAL DRIVER COMPETITION

## FEBRUARY 24-25

# REGISTRATION IS NOW OPEN!!

[https://docs.google.com/forms/d/e/1FAIpQLSeMH\\_dEEZLAmiTNU1r8Km8jA8B-TpWTUrrZjfZ1IKUqLyFRO/viewform?usp=sf\\_link](https://docs.google.com/forms/d/e/1FAIpQLSeMH_dEEZLAmiTNU1r8Km8jA8B-TpWTUrrZjfZ1IKUqLyFRO/viewform?usp=sf_link)



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**Mitch Guralnick**

UMA EXPO Co-Chair  
Prevost

**Dave Petrillo**

Naylor Association  
Solutions

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**EXPO protocols at this time:**

- Masks required
- No vaccine proof
- No testing

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**Renaissance Long Beach Hotel**  
UMA Rate: \$179/night

**Hyatt Regency Long Beach,  
Long Beach, CA**  
UMA Rate - \$199/night

*Booking more than two rooms at the Hyatt?  
Call (800)233-1234.*



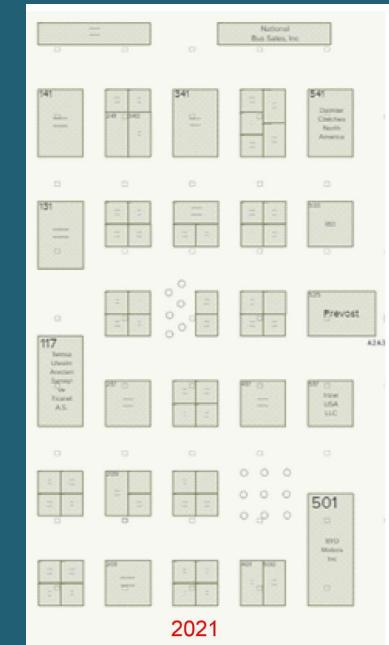
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**LONG  
BEACH  
2022**



**ORLANDO  
2021**



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## **LONG BEACH 2022**

Nearly **100 & counting**

Total exhibit space **40,000 sq feet**

**24,000** sq feet by OEMs

**15-20 coaches** on the floor

*Five times  
more coaches!*

## **ORLANDO 2021**

About 70 exhibitors

Total exhibit space **13,000 sq feet**

**4,600** sq feet by OEMs

**3-4 coaches** on the floor



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5Star Specialty Programs  
ABC Companies  
Amaya Astron Seating  
AMBEST Inc.  
American Bus Association  
Amerifuel  
Atlantic City/Meet AC  
Atlantic Union Equipment Finance, Inc.  
Auto-Motion Shade Inc  
Bitimec International Inc  
BITZER US Inc.  
Bridgestone Americas Tire Operations, LLC  
(BATO)  
Budget Truck and Auto, Inc  
Bus & Motorcoach News  
BUSBooks  
BusGraphix  
busHive  
BUSTEXTIL  
BusRates.com

BYD Motors Inc  
Camira Fabrics  
Carolina Casualty  
CommercePayments Prepaid Expense Card  
Cummins Inc.  
Curved Glass Distributors  
Daimler Coaches North America  
DIA Solutions Inc.  
Distinctive Systems Inc.  
Executive Coach Builders, Inc.  
Gerflor  
Global Charter Services, Inc.  
Huntington  
Icomera US  
Interclean Equipment  
Irizar USA LLC  
Kelly Anderson Group  
Kiel NA LLC  
Kirk's Automotive Inc.  
Lancer Insurance Company

Lang US LP  
MASATS S.A.  
Motor Coach Industries  
Museum of Bus Transportation  
National Association of Motorcoach  
Operators  
National Interstate Insurance  
Odyssey Battery  
Pana-Pacific  
Power Trade Media  
Prestolite Electric  
Prevost  
Proheat  
Rally OurBus  
REI  
Relational Bus Systems  
RLI Transportation  
Rosco Vision  
RRL Insurance Agency  
Saucon Technologies Inc.

Scalabros SRL  
Schaeffer's Specialized Lubricants  
Shriver Transportation Insurance Agency,  
LLC  
SPAL USA  
Stertil-Koni USA, Inc.  
SubOut  
Temsa Skoda Sabancı Ulaşım Araçları A.Ş.  
TIB Transportation Insurance Brokers  
Transportation Advisors / EZ-DrugTest  
Turbo Images  
Turbo Studio  
United Motorcoach Association  
Vignal Sesaly  
Webb Wheel Products  
Wells Fargo Equipment Finance  
Worldwide Monochem

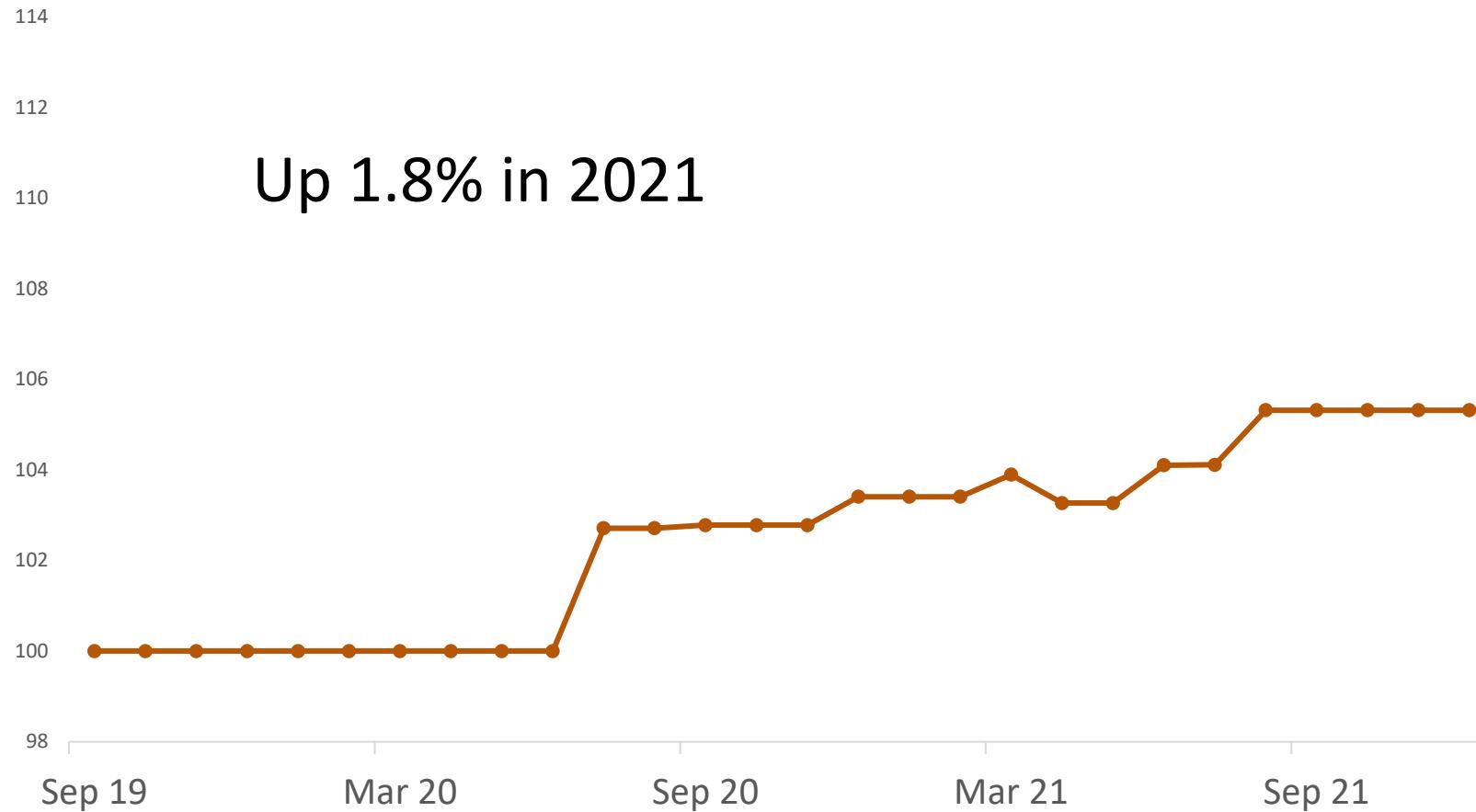


# Inflation

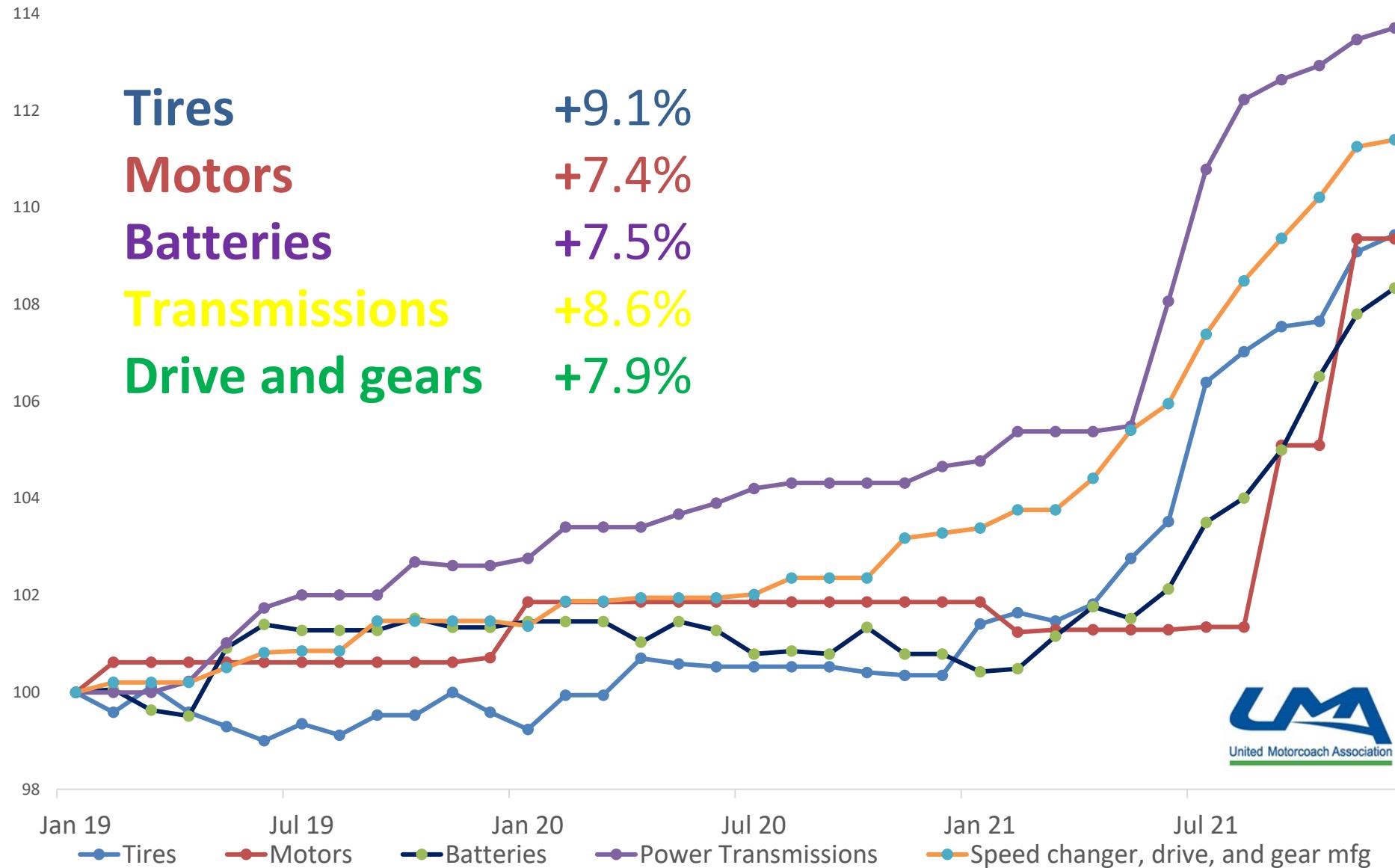
Impact on the Motorcoach Industry

January 2022

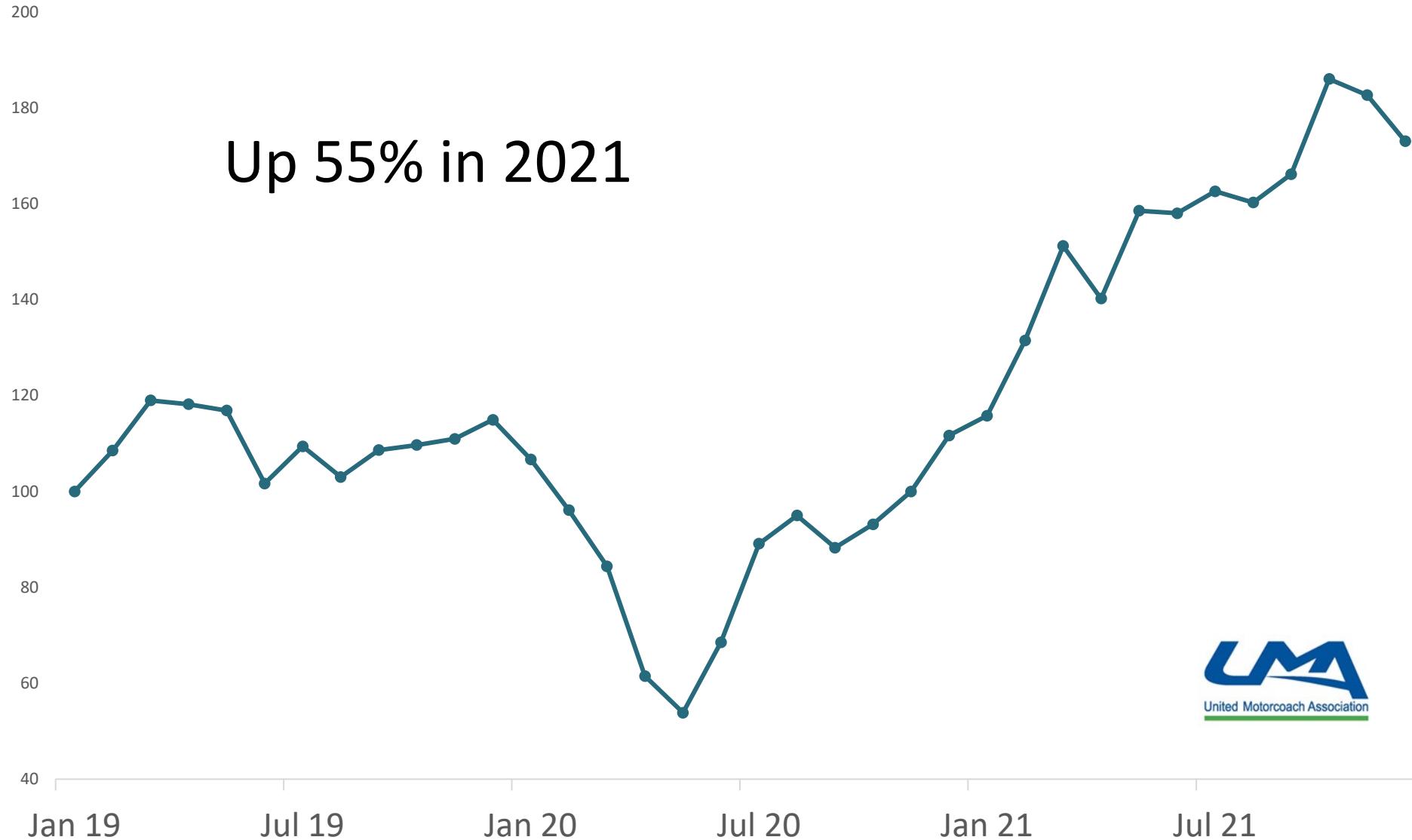
# Cost of Motorcoaches



# Cost of Motorcoach Parts



# Cost of Diesel



# Insurance Cost



120

**Commercial Multiperil Insurance +0.7%**

**Commercial Auto Insurance +3.8%**

**Workers' Comp**

**-3.7%**

110

100

90

Jan 19

Jul 19

Jan 20

Jul 20

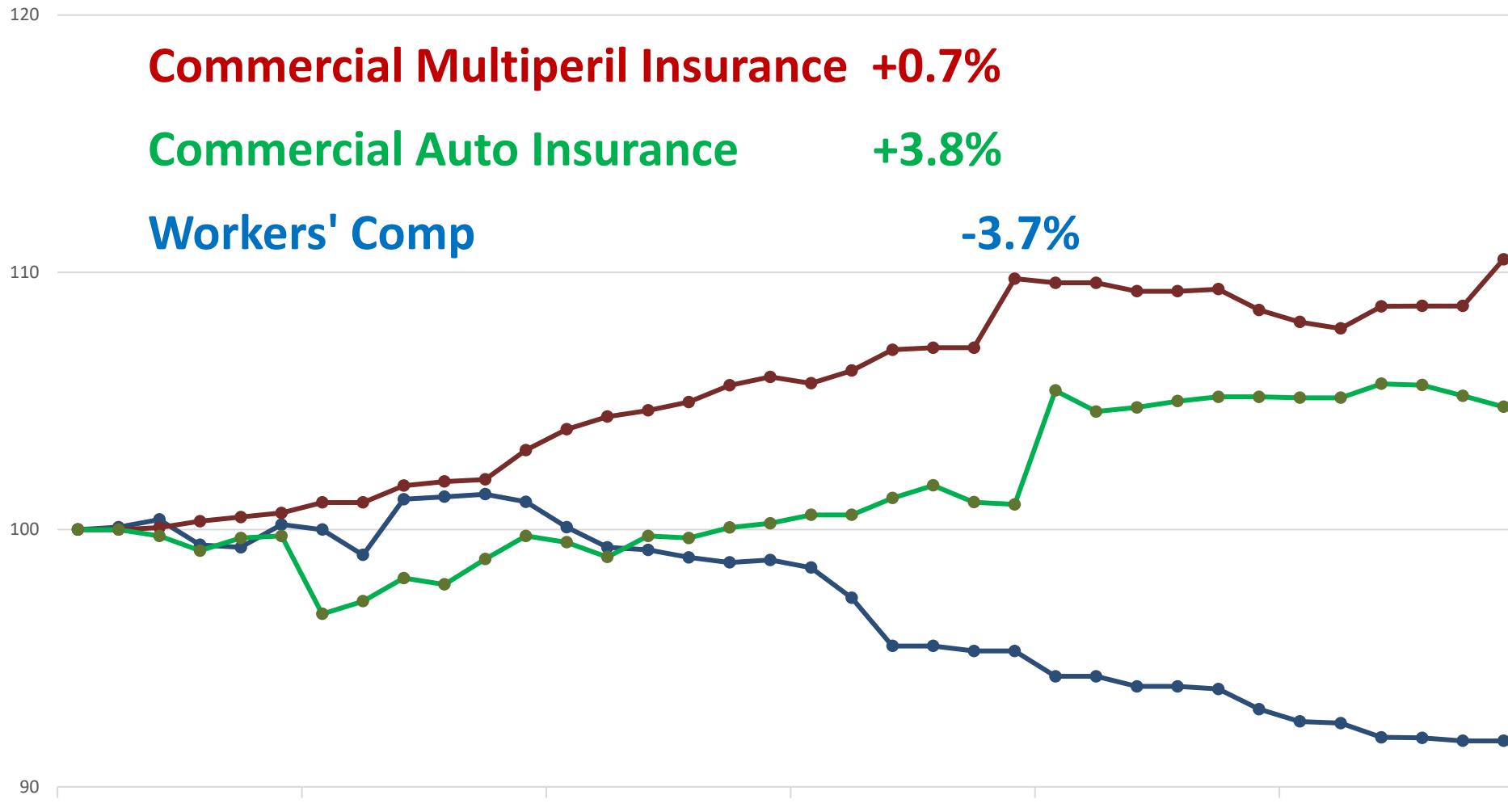
Jan 21

Jul 21

Workers' Comp

Commercial Multiperil Insurance

Commercial Auto Insurance



# Region 1



**Tie – Runoff election ends January 21, 2022**



**Tom Giddens**  
Pacific Coachways



**Lisa Allen**  
Amador Stage Lines