



UMA program updates & upcoming events for Members





Housekeeping

- Please keep your microphone muted.
- Please refrain from sales/promotion in the chat room.
- Thank you! Enjoy the meeting.



Today's Agenda

1—Motorcoach Minute *featuring the voice of Kevin Creighton*

2—Welcome & Intro

- Larry Killingsworth, UMA President/CEO

3—Legislative Update & Regulatory Outlook

- Ken Presley, UMA

4—Paycheck Protection Program 2.0

- Tracy Fickett, CPA, MBA of Bus Books

5—UMA Program Updates and 2020 Highlights

- Jeff Polzien, UMA Chairman of the Board

5—Operator Spotlight

- Northeast Charter and Tour Company

6—EXPO Excitement: Tour the Floor

- Larry Killingsworth

- **7—Overdrive**

- *Featuring all of you*

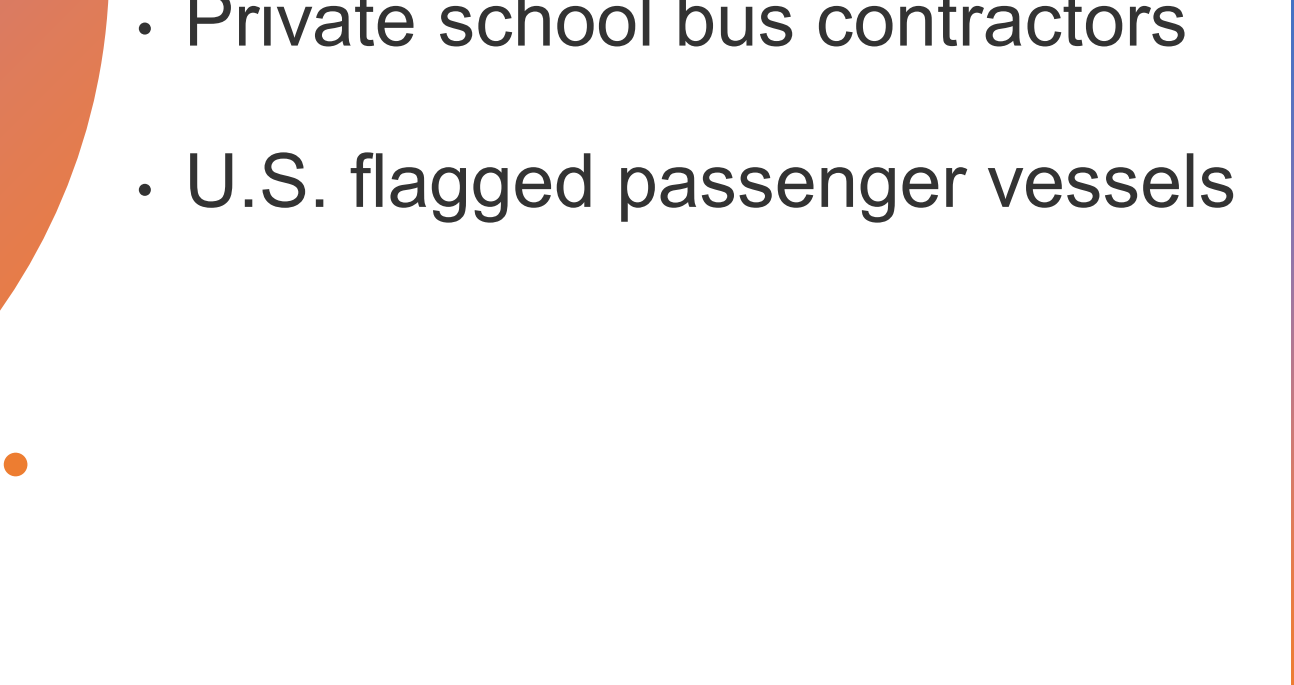


LEGISLATIVE UPDATE

+ • Coronavirus Economic Relief for Transportation Services (CERTS) Act + •



Coronavirus Economic Relief for Transportation Services (CERTS) Act


- \$8 Billion fiscal year 2021
 - Over-the-road bus
 - Private school bus contractors
 - U.S. flagged passenger vessels
- 



Coronavirus Economic Relief for Transportation Services (CERTS) Act




Secretary of the Treasury will consider information provided by the provider of transportation services, including—

- The amount of debt owed on major equipment.
 - Other sources of Federal assistance provided.
 - Other information as the Secretary may require.
- 



Coronavirus Economic Relief for Transportation Services (CERTS) Act



- The Secretary of the Treasury shall ensure that *not less than 50 percent of the amounts made available are used to provide grants.*
- 

Coronavirus Economic Relief for Transportation Services (CERTS) Act

- 60 percent of the funds, on payroll costs of the provider of transportation services.

Coronavirus Economic Relief for Transportation Services (CERTS) Act

- Recipients will commence using the funds— on a priority basis and to the extent available, to maintain through the applicable covered period, expenditures on payroll costs for all employees as of the date of enactment.

Coronavirus Economic Relief for Transportation Services (CERTS) Act

Other eligible expenses for assistance includes -

- Acquisition of services, equipment (including PPE and other measures needed to protect workers and customers from COVID–19).
- Continued operations and maintenance during the applicable covered period of existing capital equipment and facilities including -
 - rent,
 - leases,
 - insurance,
 - interest on debt service.

Coronavirus Economic Relief for Transportation Services (CERTS) Act



Coronavirus Economic Relief for Transportation Services (CERTS) Act

2019 financials (including quarterly payroll)

2020 financials (including quarterly payroll)

Vehicle list



PPP 2.0

Continuing the Paychex Protection Act???



Eligibility Changes

Fewer than 300 employees

Have 30% loss of revenues in any 2020 quarter

Potential new eligible expenses

PPE

Filtration systems

Sneeze guards

Looting expense

Supplier costs under contract

Simplified Forgiveness

For loans under \$150,000



Tax Deductibility

Language is included to allow PPP expenses to be tax deductible

Questions?

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M O T O R C O A C H
A S S O C I A T I O N

2020 RECAP

INDUSTRY WORKING TOGETHER

25,215 106,979

ADVOCATE
PARTNERS

ADVOCACY EMAILS
SENT

OUR ONLINE PLATFORM HELPED
UMA MEMBERS LEVERAGE THE
POWER OF THEIR NETWORKS

ad vi'-tam ant cul'-p
lifetime or until fault.
ad'-vo-cate, n. c
of another (esp. in
-ca-ted, -ca-t



33

TOWN HALLS
MEETINGS

1,191

TOWN HALL
PARTICIPANTS

208

DAILY NEWSFLASH
EMAILS OPENED BY

1,342

MEMBERS EACH DAY

401

NEWS ARTICLES
PUBLISHED IN **BUS &
MOTORCOACH NEWS**
DIGITAL EDITION



16%

OPERATOR
GROWTH

MORE OPERATORS JOINED OUR
RANKS AND WE ARE **STRONGER
TOGETHER**

1,235

ALL MEMBERS

271

**VIRTUAL
RESTART/SALES
SUMMIT
ATTENDEES**

287

**SAFETY
MANAGEMENT
SEMINAR
ATTENDEES**



158

**UMA ASSURCLEAN
PARTICIPANTS**

By vote of the UMA Board of Directors . . .

UMA's Operator Member dues waiver is extended from December 31 until March 31, 2021.



If you are not yet a Member, please be sure to apply for Membership. In the near future, Town Hall and other exclusive UMA programs will be limited to Members-only.

**Let's hang out IN PERSON in
2021, March 3-7, in Orlando**



www.motorcoachexpo.com



OVERDRIVE

**Past UMA Motorcoach
EXPO**

2020
Nashville, TN

2019
Fort Lauderdale, FL

2018
San Antonio, TX

2017
St. Louis, MO

2016
Atlanta, GA
January 31 – Feb 4, 2016

2015
New Orleans, LA
January 17-21, 2015

2014
Los Angeles, CA
February 16-20, 2014

2013
Orlando, FL
January 20-24, 2013

2012
Long Beach, CA
February 8-12, 2012

2011
Tampa, FL
January 19-23, 2011

2010
Las Vegas, NV
February 23-27, 2010

2009
Orlando, FL
January 21-25, 2009

2008
San Francisco, CA
January 16-20, 2008

2007
New Orleans, LA
January 16-21, 2007

2006
Tampa, FL
January 18-22, 2006

2005
Las Vegas, NV
February 23-25, 2005

2004
Atlanta, GA
February 8-10, 2004

2003
Orlando, FL
February 19-23, 2003

2002
Indianapolis, IN
January 19-23, 2002

2001
Atlantic City, NJ

2000
Orlando, FL

1999
Houston, TX

1998
Sacramento, CA
February 1-3, 1998

1997
Charlotte, NC
January 12-14, 1997

1996
Albuquerque, NM
January 28-31, 1996

1995
Columbus, OH
January 29- February 1,
1995

1994
San Antonio, TX
January 16-19, 1990

1993
Miami, FL
January 18-20, 1993

1992
Chicago, IL
February 10-13, 1992

1991
New Orleans, LA
January 28-30, 1991

1990
Dallas, TX
January 21-24, 1990

1989
Louisville, KY
January 17-20, 1989

1988
Las Vegas, NV
January 11-14, 1988

1987
Tampa, FL
January 21-24, 1987

1986
New Orleans, LA
January 14-16, 1986

1985
Nashville, TN
February 27 – March 1,
1985

1984
Nashville, TN
April 18-20, 1984