us&MotorcoachNEWS

G ON IN THE BUS INDUSTRY

POWERED BY U

Today's Agenda

LMA Online TOWN HALL

1—Welcome & Intro
Larry Killingsworth

2—UMA Legislative Update
Ken Presley

3—EXPO Preview Video

4—New Security Law Overview
Col. Mike Licata, Community Anti-Terrorism Training Institute

5—Security Grant Overview
Katelyn Sanchez, Grantabilities

6—Prepping Drivers for Returning to the Road
Bob Crescenzo, Lancer Insurance

www.motorcoachexpo.com

BusRates »

NEXT GENERATION
LEAD GENERATION

www.busrates.com

CERTS Act Update

Reminder...

Have your income statements ready (2019 and 2020).

Payroll information (2019 and 2020).

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

Summary of All PPP Approved Lending

Loans Approved	Total Net Dollars	Total Lender Count
7,341,398	$678,702,450,013	5,469

Summary of 2021 PPP Approved Lending

Loans Approved	Net Dollars	Lender Count
2,194,420	$156,253,510,068	5,185

U.S. Small Business Administration

Loan Size for 2021 PPP

Loan Size	Loan Count	Net Dollars	% of Count	% of Amount
$50K and Under	1,592,793	$27,543,243,730	72.6%	17.6%
>$50K - $100K	256,136	$18,333,643,461	11.7%	11.7%
>$100K - $150K	128,269	$15,903,621,644	5.8%	10.2%
>$150K - $350K	133,337	$30,177,602,754	6.1%	19.3%
>$350K - $1M	66,113	$36,905,982,911	3.0%	23.6%
>$1M - $2M	17,566	$26,448,309,153	0.8%	16.9%
>$2M - $5M	145	$464,450,597	0.0%	0.3%
>$5M	61	$476,655,819	0.0%	0.3%

* Overall average loan size is: $71K.

$284 billion (allocated)
$156 billion (loaned as of 2/28)
_____

$128 billion available

SBA
U.S. Small Business Administration

Additional funding for industry…

Current relief bill has sailed.

Infrastructure bill.

Surface Transportation bill.

Discussing prospective cosponsors

Strategies for the best possible outcome.

Private Charter Operator Registration Search Results

Criteria: None specified.

There are 421 results.

Company Name	State	City	Email Address	Phone Number
Premier Alaska Tours	AK	ANCHORAGE	josh@touralaska.net	907-279-0001
Jat Inc. dba Thrasher Bros. Trailways	AL	Birmingham	alyce@thrashertrailways.com	205-591-8811
HTRC INC	AL	Cropwell	helen@camelotcharters.com	205-473-6066
Tuscaloosa Charter Service LLC	AL	TUSCALOOSA	tuscaloosabuses@bellsouth.net	205-799-5757
Covenant Elite Charters & Tours, LLC	AL	Loxley	covenantelitecharters@gmail.com	251-279-9225
Spirit Coach LLC	AL	Madison	Bryan@Spirit-Coach.com	256-772-7751
Spirit Coach LLC	AL	Madison	Bryan@Spirit-Coach.com	256-772-7751

UMA Motorcoach EXPO | April 21 – 25, 2021 | www.motorcoachexpo.com

Use code EXPO2021-EXPO50 to *save $50*

Breakfast
With The
Buses

Save $50 with code:
EXPO2021-EXPO50

Wednesday, April 21
1:00 - 3:00 PM
State Association Regional Meetings
3:00 - 5:00 PM
State Association Summit
5:30 PM – 7:00 PM
Welcome Reception

Thursday, April 22
Continental Breakfast
9:00 AM – 11:00 AM
Opening Session Speaker: Wayne Smith
11:15 AM – 12:15 PM
Concurrent Solution Sessions
•*One Day at a Time*
•*The Rules of Engagement*

Thursday, April 22 (cont)
12:30 PM– 1:45 PM
Luncheon with Speaker: Harris Rosen
2:00 PM – 3:00 PM
Concurrent Solution Sessions
•*Flip or Fly*
•*Efficiency is King*
3:15 PM – 4:15 PM
Afternoon Session Speaker: Jim Pancero
Pulling it All Together
4:30 PM – 6:30 PM
Exhibit Hall Sneak Preview
7:00 PM – 10:00 PM
Sneak Preview After Party (casual outdoor dinner)

Friday, April 23
8:00 AM – 5:00 PM
Registration/Information Desk Open
8:00 AM – 8:45 AM
Continental Breakfast
8:45 AM – 9:45 AM
General Session: Stephen Shapiro
Solving Difficult Problems During Difficult Times
10:00 AM – 5:00 PM
Exhibit Hall Open
12:00 PM – 2:00 PM
Lunch
6:30 PM – 9:00 PM
Outdoor BBQ

Saturday, April 24
8:00 AM – 10:00 AM
Breakfast with the Buses
9:00 AM – 12:00 PM
Registration/Information Desk Opens
10:00 AM – 12:00 NOON
Exhibit Hall Open

Sunday, April 25
8:00 AM – 5:00 PM
UMA Annual Golf Outing

50 YEARS

EXPO SCHEDULE

Meeting the requirements of the new Security Law

New TSA Training Rule: *Who*

- **Fixed route or scheduled service to 11 major cities**

- **NYC, Newark, Boston, Philadelphia, Washington DC, Houston, Dallas-Fort Worth, Chicago, Los Angeles, San Diego, San Francisco**

- **Applies to Drivers, Mechanics, cleaners, dispatchers, management and any other employees that interact with public; (ticket sales, terminal employees, security officers, baggage handlers etc.) will have to undergo security training every 3 years.**

New TSA Training Rule:
What

- **Must register with TSA**

- **Must submit a training syllabus every year**

- **Must train most employees every 3 years**

- **Must maintain training records for 5 years**

New TSA Training Rule: *What Else*

- Must have a security coordinator and alternate 24 x 7

- Must have procedures to report suspicious activity

Hidden?
- Has it been concealed or hidden
- Bombs are unlikely to be left in locations such as this – where any unattended item noticed quickly.

Obviously suspicious?
- Does it have wires, circuit boards, batteries, tape or putty-like substances?
- Do you think the item poses an immediate threat to life?

Typical?
- Is the item typical of what you would expect to find in this location?
- Most lost property is found in locations where people congregate

New TSA Training Rule: *When*

- June 22, 2020: Effective date
- July 22, 2020: Register bus operations with TSA
- July 29, 2020: Submit names of bus company Security Coordinator and alternate to TSA
- June 20, 2021: Submit training program syllabus and plans to TSA
- August 31, 2021: Have all employees trained
- Continue training employees upon hire every 3 years

New TSA Training Rule: *Where*

STEP ONE: USER PROFILE

Sub step 2A Security Program

Sub-step 2B Security Training Program
(lesson plans)

Step 2C Implementation Schedule, Measure of Effectiveness and appendices

Step 3 await for TSA Approval and make recommendations

Little more info

Sub step 2A Security Program

SECURITY PROGRAM

1) Name, Title, telephone number, and email address of primary and alternate contact for the security training program
2) Location where training program records will be maintained.
3) Plan for ensuring supervision of untrained security-sensitive employees
4) Plan / Procedures for notifying employees of changes to security measures for National Terrorism Advisory System Alerts
5) Documentation in relation to other training requirements
6) Provide guidance on Protection of Sensitive Security Information (SSI)
7) Provide guidance on Reporting Significant Security Concerns
8) Security Program Requirements

Security Program requirements

• procedures to prevent and detect unauthorized access to restricted areas

• procedures to notify all employees of changes in alert level status & requirements to implement specific actions

• Coordinated response plans in the event of a terrorist threat, attack, or other transportation security-related incident.

• procedures to a terrorist attack, including evacuation and communication plans that include individuals with disabilities.

• Additional measures to be adopted to address weaknesses in emergency response procedures identified during regular drills

• Redundant and backup systems to ensure the continuity of operations of critical assets

• Documentation on Memorandums with External Support Organizations, and Mutual Aid Agreements (if applicable)

Sub-step 2B Security Training Program
(lesson plans)

SECURITY TRAINING PROGRAM

Curriculum or lesson plan, learning objectives, and method of delivery (such as instructor-led or computer-based training), for each course used to meet the requirements.

5. Security Training Program Curriculum and lesson plan

Security Training Program Curricula Evaluation Criteria/Training Requirements (Prepare, Observe, Assess, and Respond)

The core of any security training program is the content and quality of the lesson plans included within it. When developing lesson plans for the security training elements required by the regulation, follow the steps below:

A. **Learning Objective Development & Assessing Training Lesson Plans** – There are 5 steps in developing an effective lesson plan. They are:

1. **Learning objectives are the heart of a lesson plan.**

   What makes a good learning objective? It should answer the question 'By the end of this lesson the employee will be able to do what? (fill in the blank) _____'.

   Examples –

   a) 'will know how and when to report internally to other employees, supervisors, or management.'

   b) 'will be able to recognize the signs of equipment tampering or sabotage.'

   c) 'will know how/be able to communicate with passengers on evacuation procedures.'

2. **Specific learning activities.**

   If the learning objectives are sound, do the identified learning activities included in the lesson plans to meet those objectives appear reasonable? The learning activities listed usually will fall into one of a few training delivery methods such as:

5. Security Training Program Curriculum and lesson plan

3. **Method to assess student understanding.**

> 3. Plan to assess student understanding

Each lesson plan must include the method(s) for evaluating the effectiveness of the security training. Acceptable examples may include written tests (pre/post), operational tests conducted by supervisors, drills and exercises, and/or any combination of the three. **[Note: There may be other acceptable methods not listed here]**

4. **Create a realistic lesson timeline.**

> 4. Create a realistic lesson timeline

A realistic timeline is one which allots just the right amount of time to meet the lesson plan objectives.

5. **Plan for lesson closure.**

> 5. Plan for lesson closure

Closure is where you wrap up a lesson plan and help students organize the information in a meaningful context in their minds.

Security Training Topic	49 CFR	The Trainee Can Successfully:[6]
1. Employees with responsibility for transportation security equipment and systems are **aware of their responsibilities and can verify the equipment and systems are operating and properly maintained**	§ 1580.115(c)(1)(i) § 1582.115(c)(1)(i) § 1584.115(c)(1)(i)	• List their core security-related job duties and responsibilities • List any security-related equipment they are authorized to use on the job • Verify, or explain how to verify, that security-related equipment is operating properly and correctly maintained
2. Employees with other duties and responsibilities under the company's security plans and/or programs, including those required by Federal law, **know their assignments and the steps or resources needed to fulfill them**	§ 1580.115(c)(1)(ii) § 1582.115(c) (1)(ii) § 1584.115(c) (1)(ii)	• List their additional security-related duties and responsibilities under: ○ Federal law (such as the duty, if any, to report suspicious events) ○ The company's security plan and program • Recite security-related assignments and the steps they must perform to complete them
3. Inspecting rail cars for signs of tampering or compromise, IEDs, suspicious items, items that do not belong	§ 1580.115(c)(2)(i)	• Perform, or explain how to perform, a security inspection of a rail car for: ○ signs of tampering or compromise ○ presence of an IED ○ presence of other suspicious items ○ presence of items not typically found in that location
5. **Identification of rail cars** that contain rail security-sensitive materials, including:		
a. The owner/ operator's procedures for identifying rail security-sensitive material cars on **train documents**	§ 1580.115(c)(2)(ii)	• Identify, or explain how to identify, railcars that contain rail security-sensitive materials (RSSM) based on: ○ Documents carried aboard the train ○ Shipping papers ○ Information stored in computer train/ railcar management systems
b. The owner/ operator's procedures for identifying rail security-sensitive material cars on **shipping papers**	§ 1580.115(c)(2)(ii)	
c. The owner/ operator's procedures for identifying rail security-sensitive material cars **in computer train/car management systems**	§ 1580.115(c)(2)(ii)	
6. Procedures for completing transfer of custody documentation	§1580.115(c)(2)(iii)	• Explain the company's procedures for completing transfer-of-custody documentation for railcars that contain RSSM
7. Knowledge of the observational skills necessary to **recognize suspicious and/or dangerous items (such as substances, packages, or conditions)**, for example:	§ 1580.115(d)(1); 49 CFR 174.9 § 1582.115(d)(1); § 1584.115(d)(1);	• List or explain the observational skills, such as careful listening, attention to visual detail, and perception of things or persons out of place, necessary to recognize suspicious or dangerous items or situations in general, and with specific reference to:

[6] To identify topics addressed in the TSA security awareness training video developed to support regulatory compliance, see appropriate modal Training Element Allocation document.

TSA External Stakeholder Resource - *49 CFR Part 1500, Part 1520, Part 1570, Part 1580, Part 1582, and Part 1584 Security Training for Surface Transportation Employees* https://www.tsa.gov/for-industry/surface-security-training-rule; https://hsin.dhs.gov/collab/TIB/surface/ Contact TSA - SecurityTrainingPolicy@tsa.dhs.gov or (571) 227-5563   15

8. **Characteristics of an IED**	§ 1580.115(d)(1) § 1582.115(d)(1) § 1584.115(d)(1)	○ the presence of an IED ○ signs of tampering or sabotage ○ actions, behaviors, or combinations of actions or behaviors by persons that should be recognized and reported as suspicious, dangerous, threatening, or inappropriate ○ malicious attempts to gain access to sensitive information related to security ○ security vulnerabilities and how they might be used by an adversary to cause harm to company personnel, the public, or company operations
9. **Signs of equipment tampering or sabotage**	§ 1580.115(d)(1) § 1582.115(d)(1) § 1584.115(d)(1)	
10. Knowledge of the observational skills necessary to recognize **combinations of actions and individual behaviors that appear suspicious and/or dangerous, inappropriate, inconsistent, or out of the ordinary for the employee's work environment which could indicate a threat to transportation security**	§ 1580.115(d)(2) § 1582.115(d)(2) § 1584.115(d)(2)	
11. Knowledge of the observational skills necessary to recognize **how a terrorist or someone with malicious intent may attempt to gain sensitive information**	§ 1580.115(d)(3) § 1582.115(d)(3) § 1584.115(d)(3)	
12. Knowledge of the observational skills necessary to recognize **how a terrorist or someone with malicious intent may attempt to take advantage of vulnerabilities.**	§ 1580.115(d)(3) § 1582.115(d)(3) § 1584.115(d)(3)	
13. Knowledge necessary to **determine whether the item, individual, behavior, or situation requires a response as a potential terrorist threat based on the respective transportation environment**	§ 1580.115(e)(1) § 1582.115(e)(1) § 1584.115(e)(1)	• Explain how to decide whether a suspicious person, item, or event requires an immediate response on the part of the employee and, if so, what that response should be
14. Knowledge necessary to **identify appropriate responses based on observations and context**	§ 1580.115(e)(2) § 1582.115(e)(2) § 1584.115(e)(2)	• Explain how to select an appropriate response among a set of possible responses based on observations about the immediate environment and the context in which the response will take place
15. Knowledge of how to **appropriately report a security threat**, including:		• Explain when and how to report a perceived or potential security threat: ○ internally through company procedures ○ externally to appropriate local, state, or Federal authorities or first responders
16. Knowing how and when to **report internally** to other employees, supervisors, or management	§ 1580.115(f)(1) § 1582.115(f)(1) § 1584.115(f)(1)	

17. Knowing how and when to **report externally** to Employer, state, or federal agencies **according to the** owner/operator's security procedures or other relevant plans	§ 1580.115(f)(1) § 1582.115(f)(1) § 1584.115(f)(1)	

18. Knowledge of **how to interact with the public and first responders at the scene of the threat or incident,** including:	§ 1580.115(f)(2)
	§ 1582.115(f)(2)
	§ 1584.115(f)(2)
		• Explain how to interact with the public, and with first responders, at the scene of a perceived or potential security incident or threat, including:
		  o orderly evacuation of the immediate area of concern
		  o special procedures for assisting persons with disabilities, the elderly and infirm

19. **Communication with personnel on evacuation**	§ 1580.115(f)(2) § 1582.115(f)(2) § 1584.115(f)(2)	
20. **Any specific procedures for individuals with disabilities and the elderly**	§ 1580.115(f)(2) § 1582.115(f)(2) § 1584.115(f)(2)	

21. Knowledge of **how to use any applicable self-defense devices or other protective equipment provided by the owner/operator**	§ 1580.115(f)(3)
	§ 1582.115(f)(3)
	§ 1584.115(f)(3)
		• List all "self-defense devices" and protective equipment the trainee is authorized to use, and explain:
		  o the circumstances under which use is authorized
		  o the proper manner of use of each self-defense device or item of protective equipment that the trainee is authorized to use

Step 2C Implementation Schedule, Measure of Effectiveness and appendices

Implementation Schedules & Measures of Effectiveness

1) **Number, by specific job function category, of Security-Sensitive Employees (SSE) trained or to be trained**
2) **Implementation Schedule**
3) **Method(s) for evaluating the effectiveness of the security training program**

8. Security Training Program

Method(s) for evaluating the effectiveness of the security training program

Metric Collection – Measures of Effectiveness

The following section provides an overview of examples for collecting program metrics.

Metric Name	What Is Measured	How It is Tracked/ Measured	When Is It Measured	Who Measures	Additional Details
☐ On-the-Job Training (OJT) ☐ In-Person Training ☐ Group Trainings ☐ On-Line Training ☐ HSIN Online – TSA Observe, Assess, and Respond (OAR) Security Training ☐ Short 5-10-minute module presentation(s). ☐ Paper Hand-out /Online Survey	☐ Existing knowledge of subject material. ☐ Benefit of Training, Knowledge and/or Interest in future materials. ☐ Benefit of Training, Knowledge and/or Interest in future materials. ☐ Attendance Count. ☐ Usefulness of information just presented. ☐ Completion Count presented.	☐ Functional Exercises ☐ In-person Knowledge Check / Quiz ☐ Oral Test ☐ Written Test ☐ Online Survey ☐ Sign-in Sheet/ Certificates ☐ OJT Coach Signature sheets to ensure untrained SSEs are supervised prior to their receipt of security training.	☐ Pre-Test: 1 week before In-Person Training ☐ Immediately after In-Person Training ☐ Post-Test: 1 week AFTER In-Person Training ☐ Post-Test: 1 month AFTER In-Person Training (Knowledge Retention)	☐ Supervisor ☐ Trainer ☐ OJT Coach ☐ Human Resources ☐ Security Coordinator ☐ Security Training Program POC	☐ Questions about training topics will be asked in order to judge the need for future trainings. ☐ Short 5-10 minute modules are presented. ☐ A pre-post training survey will measure the student's knowledge of the subject material before the In-Person Short Training is done. ☐ The Online Survey will measure the effectivity of the training in order to create the metrics for the training. ☐ When security operations change owner/operators SSE's are provided with the information within 90 days of the change; §1570.111(b)(2).

- **CAT Eyes can develop all mandatory security programs**
- **Set up a web-based Trainer that will enable employees to train anywhere**
- **covered by grant if you need to have security training**

Current Courses

Current Courses Suspicious Packages and Pedestrian Awareness, Workplace Violence and Proper Turning Techniques, How to Conduct a Bomb Threat Exercise, FMCSA Drug and Alcohol Clearinghouse, Servicing Travelers with Disabilities, Company Safety and Workers' Comp Policies, Company Anti-Harassment Policies, Sexual Harassment in the Workplace (meets State requirements), Active Shooter in the Workplace, Spotted Lanternfly Laws and Guidelines, Workplace Violence Training for Employees, How to Design a Bomb Threat Exercise, Workplace Violence Prevention and Training (Management and Human Resources), Active Shooter on a School Bus, Terrorism Awareness Course (1-hour), How to Avoid a Winch-Out

Future Courses

FMCSA Theory training, Security Training 101: Basic Introduction for All Employees, Blood-Borne Pathogens, Pre-trip and Post-trip Inspections, Tire Inspection, Intersections, Right Turns and Left Turns, Railroad Crossing, Backing Basics, Hazardous Materials Incidents, ADA Compliance

On Line Trainers

- Management Loves them – easy to get everyone trained
- Drivers Love them – can train on any smart phone, laptop or ipad
- Government loves them – excellent validation that training was done

Contact me if you think this applies and consider getting a Grant for training

Want more info on training contact me

Colonel Mike
(609) 273-7922

OR

MikeL@cateyes.us

2021 Security Grant Overview

GRANTABILITIES

Grant Overview

- **Why Bother to apply?**

- **Before your grant**

- **During your grant**

- **Grant Writers**

- **Questions**

- **Next Step**

GRANTABILITIES

Why bother to apply?

Your company can receive $20,000 **or more** for various security related items and services that your company needs. Use the grant to help cover 50% of your costs!

GRANTABILITIES

The Bus Security Grant has 4 categories for projects

- **Facility Security**
- **Vehicle Security**
- **Training (including Cyber security)**
- **Cybersecurity**

GRANTABILITIES

Security Grants - Facility

Facility Security Enhancements

- lighting

- fencing

- securing gates: automatic devices to close gates with RFID (like an EZ pass) readers, cipher locks, proximity readers

GRANTABILITIES

Security Grants - Facility

Facility Security Enhancements

- door locks: access codes and proximity readers (ID Cards that open locks)

- security cameras (must be monitored 24 x 7 or have motion sensors that can detect motion and call or text someone to respond)

- alarm systems (must be monitored 24 x 7 or have motion sensors that can detect motion and call or text someone to respond)

GRANTABILITIES

Security Grants - Vehicle

Vehicle/Driver Security Enhancements   GPS

Security Grants - Vehicle

Vehicle/Driver Security Enhancements on board cameras

GRANTABILITIES

Security Grants – Training
For companies with line runs
Required by law

- Develop any required training plans

- Employee Security Awareness Training

- Employee pay to attend Security Awareness Training

GRANTABILITIES

Security Grants

Company Security Plans and Training (required by law)

- Company Security Plan

- Company Security Assessment

- Exercise plans

- Security Officer

Security Grant - Cybersecurity

- Any project that enhances the cybersecurity of the functions of your company such as: access controls, security cameras, process monitors and controls (such as firewalls, network segmentation, predictive security cloud, etc.)

- Passenger/vehicle/cargo security screening equipment

GRANTABILITIES

Only 1 project

Facility Security

Vehicle Security

Training

GRANTABILITIES

Each Project can have different parts

Facility Security: Gates, Fence and Facility Cameras

Vehicle Security: GPS and Vehicle Cameras

Training: Contractor to oversee training and employee pay

50% Match

How much can I get?

As much as you want

BUT

Grant gets graded on cost effectiveness

$500,000 Facility Security Improvement for a Fleet size of 2 buses is not very cost effective security improvement

How much can I get?

- **No guarantees one way or the other**

- **These numbers are a guide based on experience**

- **Minimum around $20,000 maximum $250,000**

- **Depends on Fleet size use about $2,500 per bus**

- **10 buses = $25,000 budget**

- **100 buses = $250,000 budget**

NOTE: THESE NOT RULES THESE ARE JUST GUESSES BASED ON EXPERIENCE

Cloud Silver Lining

I am short of funds because of COVID

- **No upfront fees**
- **Pay only if you get awarded a grant**
- **You have 2 years (possibly 3 with an extension) to spend the funds**
- **If you still can't afford the project in 2 years, I can apply for an extension or turn down the grant in the future with no penalties**

Grant Overview

- **Why Bother to apply?**

- **Before your grant**

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GRANTABILITIES

Before the Grant

- **How to obtain a Dun and Bradstreet Data Universal Numbering System (DUNS) Number**

- **How to obtain an Employer Identification Number (EIN)**

- **How to obtain Register with the System for Award Management (SAM)**

- **How to conduct a Security Assessment**

- **How to develop a security plan**

- **How to write a grant**

GRANTABILITIES

PRE-GRANT PAPERWORK

- **Please do not pay anyone to do these things**

- **They are all free and easy**

- **Call me with any questions I will assist at no charge**

Writing a grant

Follow Guidance in Grant Application Kit (About 50 pages pamphlet)

GRANTABILITIES

Grant Writing

<u>Bus Company Owner:</u> " I want a Fence, 1,000 feet long, 6 foot high with an electric gate"

Versus

<u>Security Grant:</u> Translate to 5 written pages: Must describe the fence, describes its uses, describe its cost effectiveness, describe how it supports National Security Goals, develop a time table for installation, lay out a budget and describe a plan to support your ability to maintain the fence in the future…..

Once approved need an Environmental and Historical review to ensure you are not disturbing nature putting in fence posts and you are not destroying the historical significance of your maintenance yard.

Grant Overview

- **Why Bother to apply?**

- **Before your grant**

- **During your grant**

- **Grant Writers**

- **Questions**

- **Next Step**

GRANTABILITIES

During Your Grant: Forms

- **Grant Acceptance Forms**
- **Budget Revision**
- **Environmental Forms**
- **Grant Adjustment Notices**
- **Quarterly reports**
- **Semi-annual reports**
- **Grant close out forms**
- **Desk Review**

GRANTABILITIES

Grant Overview

- **Why Bother to apply?**

- **Before your grant**

- **During your grant**

- **Grant Writers**

- **Questions**

- **Next Step**

GRANTABILITIES

Grant Writers

- **Fees can range between $2,000 to $10,000 to write grant!**
- ***No Guarantee of getting any funds awarded!***
- **Most grant writers do not do any grant paperwork after the award of the grant**

GRANTABILITIES

GRANTABILITIES Grant Writer

- Started my grant writing career with CAT Eyes which has written over $5 Million in Motorcoach Security Grants for over 75 bus companies
- GRANTABILITIES started in 2018 have over 30 bus companies
- GRANTABILITIES takes care of all paperwork from cradle to grave… before, during and after the grant
- Your only responsibilities:
  -- Decide what you want and get estimates
  -- Provide any information required for the grant to GRANTABILITES in a timely manner

REFERENCES AVAILABLE

GRANTABILITIES

GRANTABILITIES Grant Writing Fee

- Nothing up front

- $3,000 only if you are awarded a grant

- $1,500 grant writing fee is an allowable expense for the grant

- You pay NOTHING if you are not awarded grant

- All administrative work is included for the lifespan of the 2021 grant at no additional cost

GRANTABILITIES

Full Grant writing service
From cradle to grave

- **Assists with all pre grant requirements (Grants.gov, Duns Number, System for awards management)**

- **You tell us in plain language what you want we turn it into 5 written pages and assist with the other forms required to submit the grant**

- **All post grant paperwork: Environmental and historic approval, budgets revisions, quarterly reports, semi annual report, assist with audits, and grant close out forms**

Bottom Line

1. You tell me what you want in plain English
2. Spend a couple of hours getting quotes and supplying me information
3. Only pay if you are awarded funds

If your company is not awarded a grant – you do not owe me anything. Apply for a grant at no risk to you!

GRANTABILITIES

Only caveat for $0 upfront deal

- **If your company asks for too much**

- **If your company asks for something not a priority**

- **I will ask you to reduce or pick something else**

- **If you insist with the size or scope of your project <u>then you must pay $1,500 up front (non-refundable) with the remaining $1,500 due only if a grant is received</u>**

- **Last year only 2 companies agreed to this and one got it!**

GRANTABILITIES

Great year to get funds applications were severely down from last year

If you can't use it in 2 or 3 years turn, turn down grant in future

If you are unsure about what your company is eligible for, please feel free to reach out. That is what I am here for!

Time is of the essence

Grant applications are due by May 14

All grants completed by April 30 are guaranteed to be submitted by the deadline. Any grants being completed between May 1 – May 14 are likely to be submitted on time, but NOT guaranteed.

GRANTABILITIES

Next Step

Call **(609) 445 2250** to discuss over phone
Or
Contact **ksanchez@grantabilities.com** for any further
information or to get a grant agreement and get started
today!

ANY QUESTIONS?

GRANTABILITIES

UMA Town Hall

Managing Returning Drivers
UPDATE

Bob Crescenzo

Vice President

Lancer Insurance Company

bcrescenzo@lancerinsurance.com

Employees

- Decide which employees are actually returning and when - staggered or in stages
- Update job descriptions and responsibilities
- Keep employees apprised of situation
- Develop protocols based on federal and state guidelines to provide a safe environment and communicate with employees
- Ensure employees have PPE and supplies
- Check in with employees frequently; adjust accordingly

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Drivers

- Make sure all driver records (license, medical, D&A, clearinghouse) are up to date
- Determine if drivers have driven or worked for other companies within 7 days for correct HOS
- Review and complete all necessary D&A testing
- Check MVRs and DAC reports, road test
- Provide refresher safety and operating training; have maintenance retrain drivers on vehicles
- Focus on drivers' health and safety on the road
- Review company policies including accident scene management

Vehicles

- Verify proper insurance coverage - call your broker!
- Perform detailed vehicle inspections and complete all PM and service intervals
- Review and update maintenance files
- Inventory parts and reorder as necessary
- Confirm state, federal and CVSA inspections, registrations and permits are current
- Verify ELDs, telematics and cameras are working and software is up to date
- Confirm insurance and necessary paperwork is available on each vehicle

Returning Drivers

- Assume driver is almost like a new driver
- Interview and inquire about driving work (if any) since shutdown
- Assess driver's reaction to COVID-19 and its impact on their driving and being with passengers
- Administer a road test - acuity, decision making, and agility may have changed
- Train all drivers regarding new PPE routines, routes, vehicles, and managing passengers and public places

Returning Drivers

- Review policies on loading luggage, boarding and alighting the bus
- Review procedures on handling difficult passengers
- Update all communication procedures, phone numbers
- Have driver test ELD, camera and telematic hardware and software
- Review all routing, road construction and venue parking, dropoff/pickup and loading procedures

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Driver Concerns

- Risk of being exposed to virus at work

- Taking care of personal and family needs while working

- Managing a different workload, vehicle pr assignments

- Uncertainty about future of workplace and/or employment

Bus Fires

- Separate vehicles in yard as best you can based on available space to help reduce fire spreading from vehicle to vehicle

- Park vehicles away from buildings, whenever possible, to help lessen likelihood of fire spreading from building(s) to vehicle(s)

- Keep combustible materials, including shrubbery, trees and dry grass, away from vehicles and structures, particularly in areas prone to wildfires

- Position vehicles as far away as practicable from power lines

Bus Fires

- Implement fire prevention policies and procedures, and make sure employees know what to do if there is a fire

- Review/update company's crisis management plan (or develop one) to identify current threats, minimize likelihood, and improve company's response

- Maintain proper insurance coverage, including adequate limits, on all vehicles; consult with broker and carrier to ensure you are adequately protected

- Consult with local fire department for more ways to help prevent yard fires at your facility

Valuable Information

- Lancer's Safety Stop blog at www.lancerinsurance.com/safety-stop

- Go to www.lancerinsurance.com, click:

  - *Are You Ready to Reopen?*

  - *Coronavirus Resources*

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LANCER & UMA
Driver Training EXPO 2021

- 3 Hours of Driver Training on Friday, April 23rd from 9 am -12 pm ET

- This will be a Virtual Program and available to all registrants and online

- For NEW and EXPERIENCED drivers

- Multiple topics will be covered with feedback and discussion groups

- REGISTER FOR EXPO today and take advantage of this driver training opportunity!

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Thank You for Your Time!

OVERDRIVE