

Dealer Advisory

April 13, 2020



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A regularly updated "**Coronavirus Toolkit**" is available within the MADA website. [Click here](#)

FAQs about the Governor's Extended "Stay Home, Stay Safe" Order

The governor's office has created an FAQ document to answer some of the questions related to [Executive Order 2020-42](#), which temporarily suspends activities that are not necessary to sustain or protect life. EO 2020-42 is in place through April 30, 2020 at 11:59 pm.

As a reminder, in this amended and updated version of the governor's "stay home, stay safe" order, workers at motor vehicle dealerships are deemed critical infrastructure workers if they are necessary to facilitate remote and electronic sales or leases, or to deliver motor vehicles to customers. The order stipulates that showrooms are to remain closed to in-person traffic. [Section 9(i)]

There are three FAQs that discuss dealership sales and service operations:

Q: Are automotive dealership workers considered critical infrastructure under Executive Order 2020-42?

A: Under Executive Order 2020-42, showrooms of automotive dealerships are closed, but the automotive repair and maintenance components of a dealership can remain open for in-person work. Additionally, workers at auto dealerships who are necessary to facilitate remote and electronic sales or leases, or to deliver automobiles to customers are permitted. All work under the order must be performed remotely to the greatest extent possible, and any in-person work must be done in accordance with the mitigation measures required under section 10 of the order.

Q: Can vehicles under an existing contract be delivered to police departments?

Under the revised executive order, workers at auto dealerships are allowed to leave the home for work as necessary to facilitate remote transactions and to deliver cars to customers. Under the order, all work must be carried out remotely to the greatest extent possible, and any in-person work that is permitted must be done in accordance with the mitigation measures required under section 10 of the order.

Q: May a company that performs oil changes and other routine automotive maintenance services provide those services in person to the public?

Workers that provide auto repair and maintenance services constitute critical infrastructure workers and may perform that work in person as needed. All work under the order must be performed remotely to the greatest extent possible, and any in-person work must be done in accordance with the mitigation measures required under section 10 of the order.

[Full FAQs relating to Executive Order 2020-42](#)

New NADA Driven Guide: Safely Operating your Dealership during a Pandemic



NADA's new *Dealer Guide to Safely Operating Your Dealership During a Pandemic* helps dealers maintain essential operations while minimizing unnecessary risks. The guide provides information from reliable sources including

the Centers for Disease Control and Prevention for keeping employees and customers safe during the pandemic; cleaning and disinfecting dealership facilities and vehicles; and safely handling service and sales operations. [Download the Guide](#)

Updates on CARES Act Paycheck Protection Program

NADA has updated its [CARES Act FAQ](#) (dated April 13) that includes information on the Paycheck Protection Program (PPP). The FAQs incorporate the new guidance on PPP loans and information on SBA Economic Injury Disaster Loans, tax provisions and changes to unemployment assistance.

The Treasury Department also released updated [FAQs on the PPP](#) (dated April 10).

On April 2, the Small Business Administration [issued an interim final rule](#) on the implementation of the PPP of the Coronavirus Aid, Relief, and Economic Security Act (CARES Act).

More information from the federal government...

- [Temporary SBA funding programs](#)
 - [PPP information from the Treasury Department](#)
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Webinars from NADA This Week

Apr. 14 -- Keeping the Wheels Turning in the Accounting Office with a Remote Workforce
Tuesday, April 14 | 1pm-2pm ET ([register](#))

Ways to keep your accounting office running smoothly with most or all of your staff working remotely or on staggered shifts. Information on maintaining financial integrity and cash flow, along with daily, weekly and monthly processes to ensure your back-office procedures continue without interruption.

Apr. 15 -- Legal and Regulatory Implications of Online Sales – What Dealers Need to Know
Wednesday, April 15, 2020 | 1pm-2pm ET ([register](#))

In today's world, online sales and remote deliveries have taken on a vital new importance for many dealers, and whether you are new to online sales or have been doing them for years, there are a number of critical issues to consider and pitfalls to avoid. Discuss a number of important legal and regulatory issues and concerns dealers must know to stay compliant in this new atmosphere.

Apr. 16 -- NADA All Dealer Townhall Meeting

Thursday, April 16, 2020 | 1pm-2pm ET ([register](#))

NADA is hosting a live townhall meeting with NADA Chairman Rhett Ricart, a multiline dealer from Columbus, Ohio; and NADA President and CEO Peter Welch. Ricart and Welch will review current NADA initiatives to help dealers manage the coronavirus pandemic, including government assistance and loan programs, and take questions in a live Q&A format.

Apr. 17 -- The Best Ideas from ATD 20 Groups: In Times of COVID-19 Pandemic

Friday, April 17, 2020 | 1pm-2pm ET ([register](#))

Review best ideas on business development, marketing, vehicle sales, parts and service operations, and dealership communications during these unprecedented times.

Recordings of all Dealership Lifeline Webinars to date are available to NADA and ATD members at www.nada.org/coronavirus/webinars.

Resources from Plante Moran

[COVID-19 Resource Center](#)

Plante Moran has assembled a COVID-19 task force of leaders from across the firm who are sharing insights about how to monitor, address, and mitigate risks and the changing guidelines presented by the virus. The resource center covers relevant economic analysis, crisis management guidelines, notices of changing regulations, and more.

CARES ACT Resource Center

The CARES Act Resource Center breaks down the complexity of the emergency tax and financial relief bill. This resource center explains the array of forgivable loans, tax relief, and cash assistance available to help businesses through this crisis.

Preparedness Assessments

Service industry preparedness assessments help businesses evaluate their current crisis management response in six critical business areas. When you take the assessments, you'll find out what you're doing well, what is helpful to improve, and what you may have not even considered.

Please feel free to contact DADA at (248) 643-0250 or MADA at (800) 292-1923 if you have any questions.

*This advisory has been prepared in conjunction with
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