

WELCOME!



NOTICE: Portions of the UMA Town Hall are recorded.

Recording is available afterwards on the www.uma.org Member's Section of the website.

"Overdrive" is not recorded.

Today's Agenda



A G E N D A

1. **Welcome & Intros – UMA CEO, Scott Michael**
2. **The *Motorcoach Minute***
3. **Legislative & Regulatory Update**
Ken Presley
Becky Weber
4. **Guest Presenter: Sharon Broo, USI Travel Insurance**
 - How UMA's Travel Insurance program can enhance your image and generate revenue
5. **Guest Presenter: Tracy Fickett, BUSBooks**
 - Preparing now to file your tax returns and budget for 2023 to maximize your money
6. **Overdrive** - Time to visit with friends: *Tips, Trends & Tons of Inspiration*



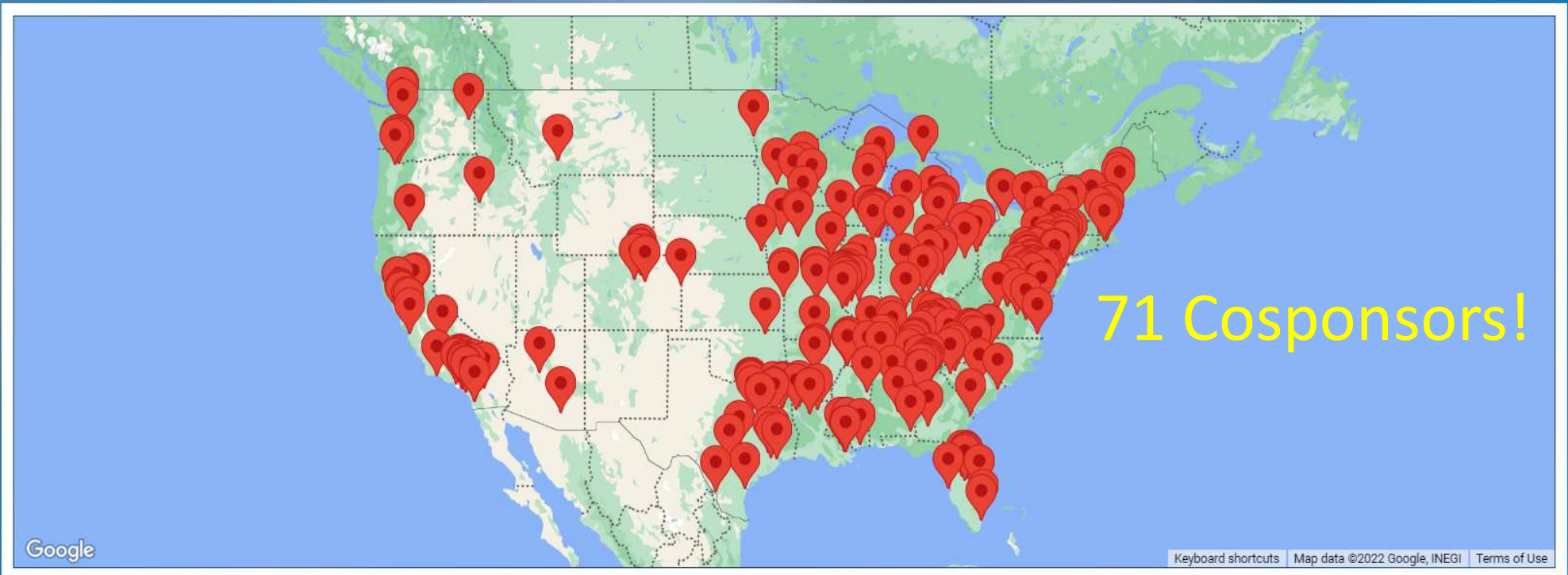
Legislative & Regulatory Update



H.R. 7477 - CERTS Tax Exemption Act

UMA Members, write you House Representative today!

376 advocates
616 messages sent



Advocates

oby, Maurice, Roxanne, Linda, Nicholas, John, Drew, Bill, Patricia, Jack, Savannah, Emin, Tom, Deborah, Jill, Paul, Alan, Howard, Cindy, Connie, /

<https://p2a.co/6Yz8h5e>



Ask your U.S. House Representative to support a bill that exempts CERTS relief funds from taxation - H.R.7477, CERTS Tax Exemption Act.

Ask your U.S. House Representative to support a bill that exempts CERTS relief funds from taxation -H.R.7477, CERTS Tax Exemption Act.

Send an email to your officials with one click!

Title

Title ▼

Your full name

Street address

Zip code

city and state not required

Phone number

Email address

Send Email

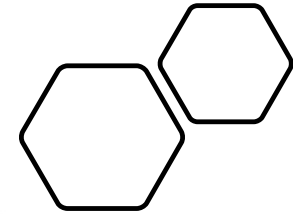
Enter your message

Rep. Panetta (D-CA), Rep. LaHood (R-IL), Rep. Sires (D-NJ), and Rep. Rose (R-TN) introduced H.R. 7477, the CERTS Tax Exemption Act.

When passed, this important legislation would provide relief to the motorcoach, school bus, and

☒ Send me emails about this campaign

☒ Send me text messages about this campaign





U.S. Department
of Transportation

**Federal Motor Carrier
Safety Administration**

Unique Electronic Identification of Commercial Motor Vehicles

FMCSA requests public comment:

- Should every CMV operating in interstate commerce to be equipped with electronic identification (ID) technology?
- Capable of wirelessly communicating a unique ID number when queried by a Federal or State motor carrier safety enforcement personnel.
- Would it improve the efficiency and effectiveness of the roadside inspection program by more fully enabling enforcement agencies to **focus their efforts at high-risk carriers and drivers.**

<https://www.regulations.gov/document/FMCSA-2022-0062-0008>

Comments must be received on or before **November 22, 2022.**

ELDs

FMCSA solicits public comment on ways to improve the **clarity of current regulations** on the use of electronic logging devices (ELD) and address certain concerns about the technical specifications raised by industry stakeholders.

The Agency seeks comment in five specific areas in which the Agency is considering changes: applicability to pre-2000 engines; addressing ELD malfunctions; the process for removing ELD products from FMCSA's list of certified devices; technical specifications; and ELD certification.

Comments on this notice must be received on or before **November 15, 2022**.



Out of everyone who testified at the MTA's hearings, approximately:

74%

Oppose NY and the MTA's Congestion Tax

*They Oppose Because...

 JOSH GOTTHEIMER
New York's 1st District



*out of all who oppose

NYC Congestion Pricing

- **NJ Gov. Murphy asks Biden to block NYC congestion pricing: 'We will not relent'**
- **Gov. Murphy calls for federal study on congestion pricing**
- **Rep. Gottheimer Releases Radio Ad Against the MTA's Congestion Tax**





Providing Travel-Related Insurance Solutions for Individuals,
Groups & Organizations Worldwide



Sharon L. Broo, CTA

Vice President

Travel Insurance Services

sharon.broo@usi.com

(770) 905-4065

Proud partner of the UMA.



- In 2017, we became an official partner of the United Motorcoach Association, offering an exclusive travel protection program to UMA member companies at no cost.
- The UMA travel protection program includes two products
 1. Comprehensive Travel Protection Plan for Individuals
 2. Group Charter Medical & Evacuation Plan

Comprehensive Tour Protection Plan for Individuals



Offer your clients a travel protection plan—designed for UMA Tour Operators. Reliable products for your clients, additional revenue for you: **30% for all sales!**

Plan Details/Coverage	Limits
Trip Cancellation	100% of Trip Cost
Trip Interruption	125% of Trip Cost
Trip Delay (12 hrs)	\$2,000 per Trip (\$150/day)
Baggage and Personal Effects	\$1,500; Per article Limit: \$250, Combined Max for Described Articles: \$500
Baggage delay (12 hrs.)	\$500
Missed Connection (3 hrs)	\$750
Emergency Accident & Sickness Medical Expense (Excess Coverage)	\$150,000
Dental	\$500
Emergency Medical Evacuation & Repatriation of Remains	\$250,000
Non-Medical Emergency Evacuation	\$50,000
Accidental Death & Dismemberment	\$25,000
Pre-Existing Conditions Waiver	Included when conditions are met
Cancel For Any Reason (CFAR) Upgrade	70% of Trip Cost (Must purchase within 14 days of initial deposit)

Boost Your Revenue with Travel Insurance Sales Commissions



**Example based on 30% commission.*

Typical Travel Insurance Revenue for PASSIVE Tour Operator:

Total Customers:	1,428
Average Trip Cost:	\$2,500
Average Travel Insurance Total Premium per Insured Sale:	\$212.50
Annual # of Travel Insurance Sales (7% participation):	100
Annual Commission Revenue from Travel Insurance:	\$6,375

Typical Travel Insurance Revenue from EDUCATED & TRAINED Tour Operator Team:

Total Customers:	1,428
Average Trip Cost:	\$2,500
Average Travel Insurance Total Premium per Insured Sale:	\$212.50
Annual # of Travel Insurance Sales (50% participation):	714
Annual Commission Revenue from Travel Insurance:	\$45,517.50

Bottom Line Additional Revenue to Tour Operator:	<u>\$39,142.50</u>
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**We can offer training to help you increase your take-up rate and, thus,
your BOTTOM LINE.**

Comprehensive Tour Protection Plan for Individuals: Covid-19 FAQs



For more FAQs, please contact us.

Q. If I become ill with COVID-19, am I covered?

- A. If you become ill with COVID-19 prior to your departure and after the effective date of your plan, you may be eligible for Trip Cancellation coverage. These claims will usually require a confirmed diagnosis from a physician with proof of illness that states you are medically unable to travel at the time of departure or evidence that you are subject to quarantine.

If you become ill with COVID-19 while on your trip and your plan includes medical expense coverage, you may be covered for Medical Expense and Trip Interruption benefits with a confirmed diagnosis, including proof of illness from a doctor, or evidence that you are subject to quarantine. Please review your specific plan for the details and limits of such coverage.

Q. If I am quarantined before or during my trip, because of COVID-19 exposure or illness, am I covered?

- A. If you are quarantined while on a trip due to COVID-19 exposure or illness, your travel protection plan will usually continue in effect during such quarantine.

Medically imposed quarantine may be a covered reason for Trip Cancellation, Trip Interruption or Medical Expense benefits depending on the terms of your specific plan. Please refer to your specific plan for the details and limits of such coverage and a description of covered expenses.

Group Plan (Includes CFAR Option)



If you're seeking group coverage with the option to add Cancel For Any Reason (CFAR) coverage, we can offer you our Travel Insurance Select plan.

Coverage	Plus	Elite
Trip Cancellation	100% of Trip Cost	100% of Trip Cost
Trip Interruption	125% of Trip Cost	150% of Trip Cost
Travel Delay (12 hrs)	\$200/day (\$1,000 max)	\$250/day (\$2,000 max)
Baggage and Personal Effects	\$250/article (\$1,000 max)	\$500/article (\$2,500 max)
Baggage delay (12 hrs.)	\$300	\$500
Missed Connection (3 hrs)	\$1,000	\$1,500
Emergency Accident & Sickness	\$100,000 (Excess Coverage)	\$150,000 (Primary Coverage)
Dental	\$750	\$1,000 (Primary)
Emergency Medical Evacuation & Return of Remains	\$500,000	\$1,000,000 (Including Choice of Hospital)
Worldwide Assistance Services	Included	Included
Cancel For Any Reason/Interrupt For Any Reason Upgrade (CFAR Not available in NY/IFAR not available in NY or WA)	75% of Trip Cost (Must purchase within 21 days of initial deposit.)	75% of Trip Cost (Must purchase within 21 days of initial deposit.)

How to Sign Up



Sign-up is simple, and you can be up and running within 30 days.

**Travel
Insurance Services**

Travel Insurance Sign-Up Form

Company Name:

Contact Person Name:

Company Address:


Address Line 2:

City/State/Zip:

Phone:

Contact Email:

Website:


United Motorcoach Association

INCOME TAX UPDATE & BUDGET OVERVIEW

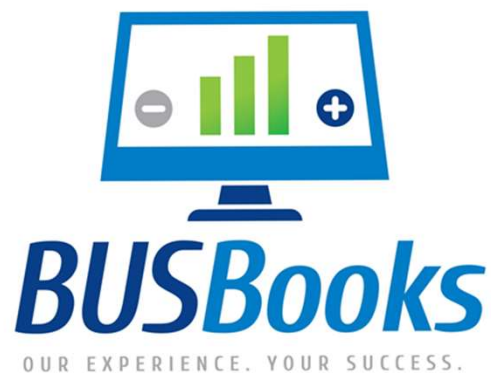


BUSBooks

OUR EXPERIENCE. YOUR SUCCESS.



Moderator:
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October 6, 2022

CERTS Reporting

- July 2022 through September 2022 CERTS related **spending**
- **Due to be reported** by October 17, 2022



CERTS & HR 7477

If this bill is **passed**,

the receipt of a CERTS grants will be **tax exempt**.



COVID tax penalty relief

- Applies to 2019 and 2020 businesses and individuals
- Applies to failure to file penalty
- IRS is calculating and refunding
- IRS is expected to refund (or credit) \$1.2 billion

Filing Tax Relief – 2/15/23

- North Carolina
- South Carolina
- Florida

Dyed Diesel Penalty Relief

No penalty for selling dyed diesel for emergency vehicles in Florida from September 28 to October 19, 2022



Improperly forgiven PPP Loans

IRS advises that **improperly forgiven
PPP loans are taxable**



2023 Budget

WHY?

To **PLAN** for future performance.



The Budgeting Process

1. Determine your financial goals
2. Determine other relevant factors
3. Develop based on all information (not just historical)
4. Monitor the results periodically
5. Evaluate the results – find out why
6. Take Corrective Action



Determining Financial Goals

EXAMPLES:

Increase Net Income by 10% over the prior year

Achieve \$7.00 revenue per mile on motorcoach charters

Increase a particular type of business by \$250,000



Determine Other Relevant Factors

EXAMPLES:

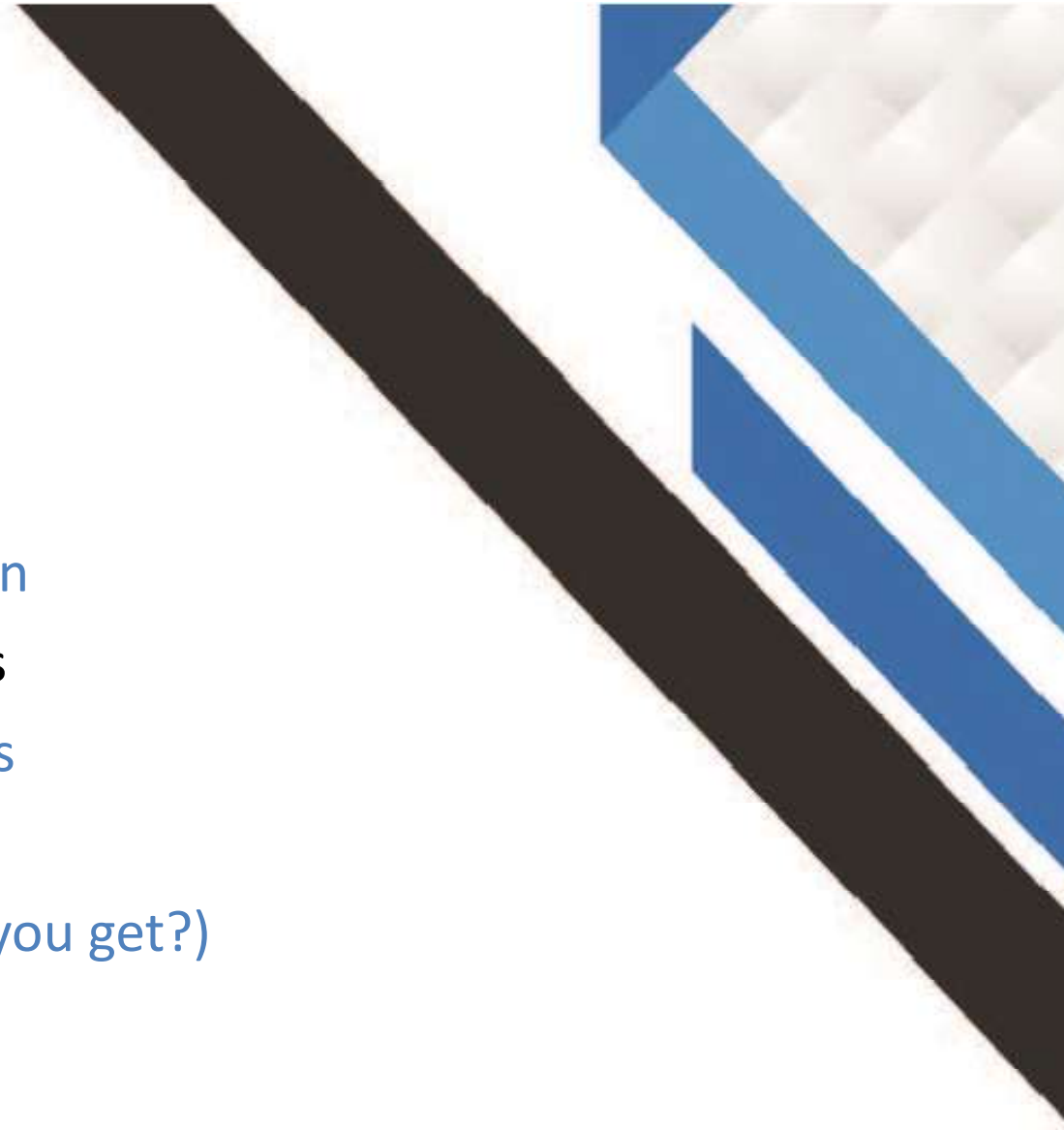
Reduced competition

Fuel Price Increases

Other cost increases

Labor Shortage

Fleet Expansion (when can you get?)



Develop Budget

Use prior year information as a base

Adjust budget amounts for desired financial goals

Adjust budget amounts for other relevant factors

Consider all ripple effects



Monitor Results

Establish a method and time frame for monitoring the results

Make monitoring a priority

Schedule and perform regular periodic monitoring



Evaluate Results

Did your company meet/exceed your financial goals?

Did your company fall short of your financial goals?

Why or why not?

Investigate

Keep Reference Notes



Take Corrective Action

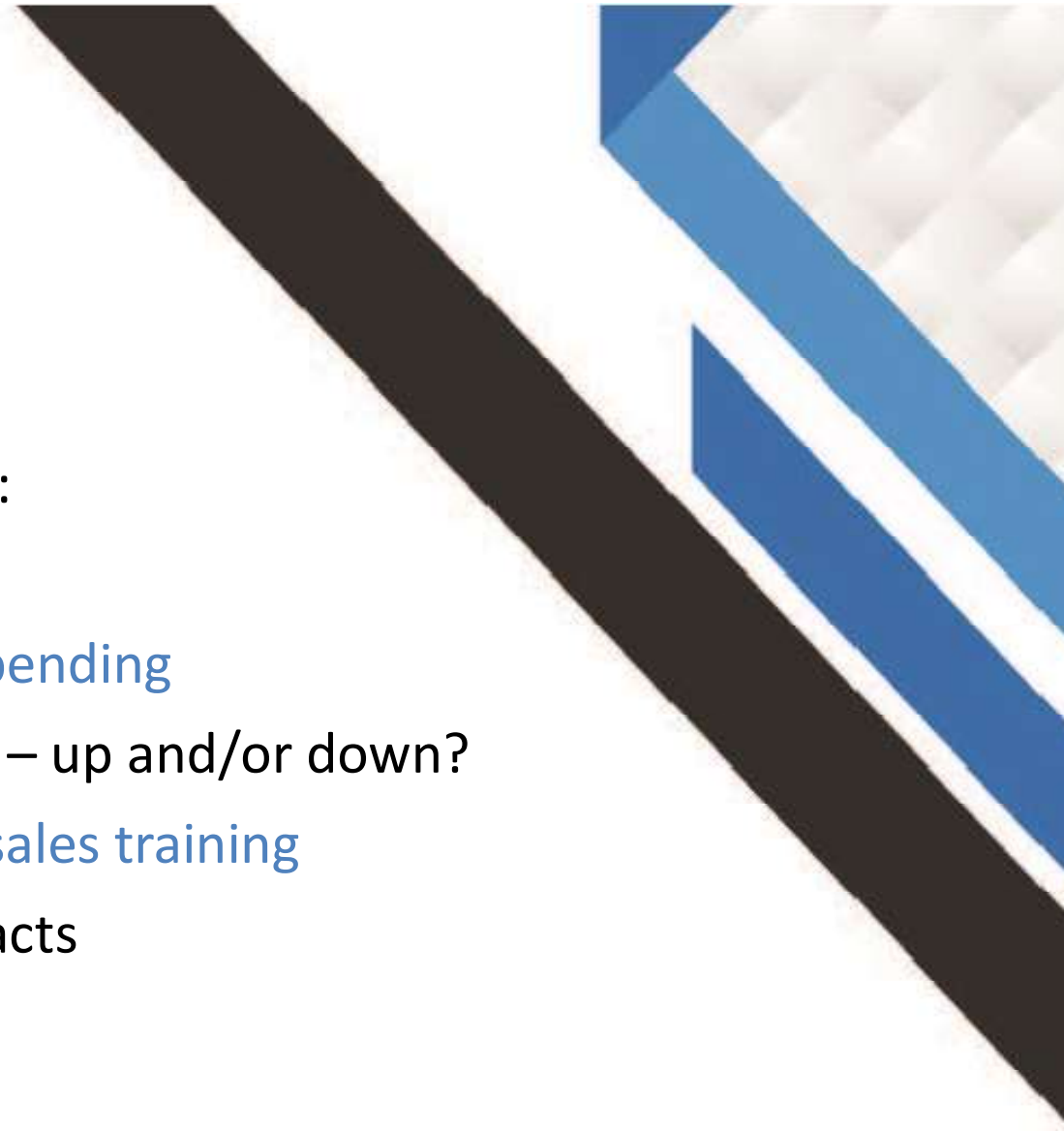
Options include:

Adjust discretionary spending

Make revenue pricing adjustments – up and/or down?

Increase marketing efforts/sales training

Renegotiate contracts



Remember This:

If you can't MEASURE IT,
You can't MANAGE IT.



Thank you for your participation!

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Email us to receive our Nerd News:

peter@busbooks.co



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PUT EXPERIENCE IN YOUR CORNER

