WELCOME!

UMA Online
TOWN HALL

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

UMA Online TOWN HALL

AGENDA

1. **Welcome & Intros – UMA CEO, Scott Michael**

2. **The *Motorcoach Minute***

3. **Legislative & Regulatory Update**
   Ken Presley

4. **Security Grant Overview**
   Katelyn Sanchez from Grantabilities

5. **Overdrive -** Time to visit with friends: *Tips, Trends & Tons of Inspiration*

Bus & Motorcoach NEWS

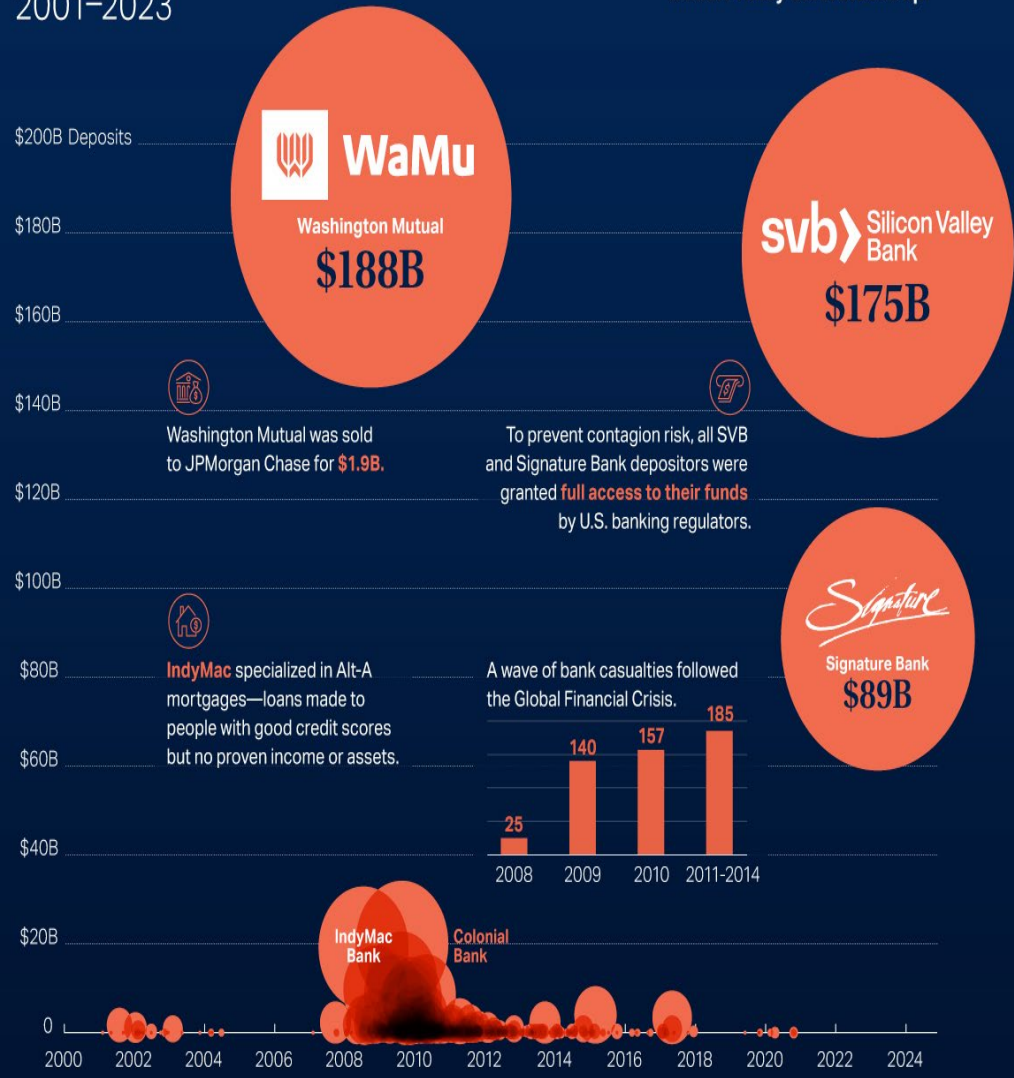
Legislative & Regulatory Update

VISUAL CAPITALIST DATASTREAM

U.S. Bank Failures

2001–2023

Since 2001, there have been 563 bank failures. Here's how Silicon Valley Bank stacks up.



Source: Federal Deposit Insurance Corporation, CNN, Reuters, Wall Street Journal. Deposits are estimated figures.

Locate a Training C...
Imported From IE
US Debt Clock.org
Debt
DEBT PER CITIZEN
$94,500
DEBT PER TAXPAYER
$246,867
FEDERAL BUDGET DEFICIT (OFFICIAL)
$1,411,284,174,490
US FEDERAL BUDGET DEFICIT (ACTUAL)
$1,580,638,284,556
TO GDP RATIO
58.75%
NOW•
120.36%
US FEDERAL TAX REVENUE
$4,611,174,289,963
REVENUE PER CITIZEN
$13,797
INCOME TAX REVEN
$2,607,688,196
TOTAL STATE REVENUE
$2,231,375,873,898
TOTAL LOCAL REVENUE
$1,276,009,384,967
CORPORATE T
$439,220
STATE DEBT
$1,247,807,239,028
DEBT PER CITIZEN
$3,733
LOCA
$2,325,24
US GROSS DOMESTIC PRODUCT
$26,270,399,558,351
TOTAL FEDERAL/STATE/LOCAL SPENDING
$9,690,374,828,097
IAL SECURITY
,330,033,970
DEFENSE/WAR
$779,843,966,846
INTEREST ON DEBT (NET)
$543,806,971,391
US POPULATION
334,510,316
US INCOME TAXPAYERS
127,692,578
US WORKFORCE NOW
161,017,456
US WORKFORCE 2000 *
160,236,411
ST PER ADULT
4,287
US TOTAL DEBT
$94,625,427,469,163
SAVINGS PER FAMILY
$4,475
K INTEREST PAID
288,215,486
TOTAL PERSONAL DEBT
$24,455,775,833,220
PERSONAL DEBT PER CIT.
$72,952
PRIVATE SECTOR JOBS
127,358,317
US SELF-EMPLOYED
8,918,805
NOT IN LABOR FORCE NOW
100,293,288
NOT IN LABOR FORCE 2000 *
81,882,899
PER STUDENT
$39,824
CREDIT CARD DEBT
$1,213,806,493,492
PER HOLDER
$7,439
US UNION WORKERS
15,378,145
GOVERNMENT EMPLOYEES
23,774,215
MEDIAN INCOME NOW
$35,757
MEDIAN INCOME 2000 *
$31,701
Search

THE NATIONAL
DEBT IS
$31
TRILLION
AND GROWING

Compliance
Regulations

Robin Hutcheson

Administrator

Federal Motor Carrier Safety Administration

Safety Measurement System Revision

FEDERAL MOTOR CARRIER SAFETY ADMINISTRATION

FMCSA

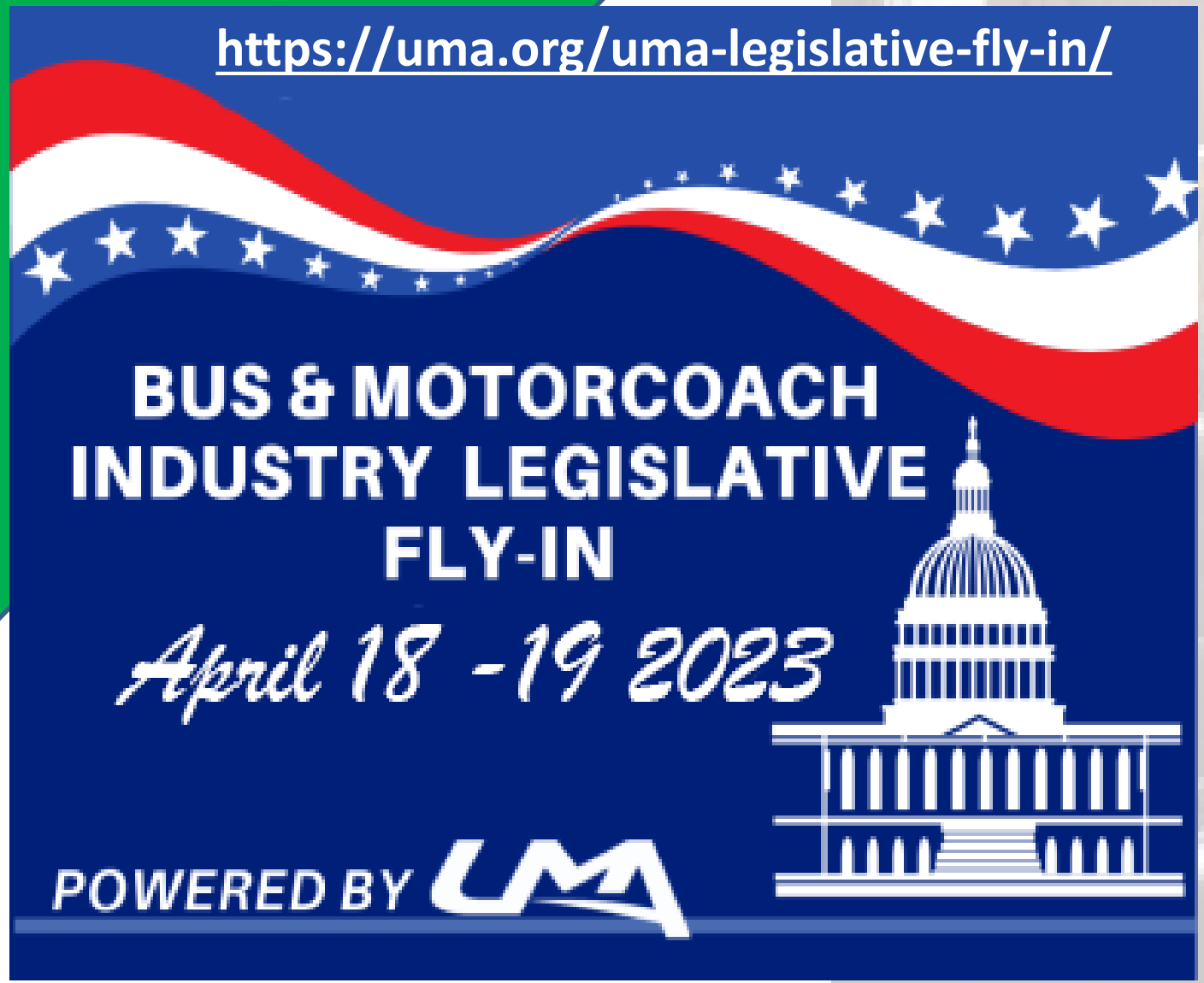
The National Research Council of the National Academy of Sciences (NAS) recommended on June 27, 2017, that *FMCSA develop and test a new statistical model*.

This notice explains FMCSA's analysis and the Agency's proposed changes to SMS, announces FMCSA's preview of the proposed changes, and *requests comments and input* on the Agency's system to identify motor carriers for safety interventions.

Comments must be received on or before *May 16, 2023*.

https://www.federalregister.gov/documents/2023/02/15/2023-02947/revised-carrier-safety-measurement-system

https://uma.org/uma-legislative-fly-in/



- ✓ Registration
- ✓ Hotel Link
- ✓ Schedule

Renaissance Arlington Capital View Hotel

Maryland Motorcoach Association

2023 Winter Operators Meeting

March 21, 2023 · Ocean City, MD

Thanks!

United Motorcoach Association

2023 Security Grant Overview

GRANTABILITIES

Grant Overview

- **Why Bother to apply?**
- **Before your grant**
- **During your grant**
- **Grant Writers**
- **Questions**
- **Next Step**

GRANTABILITIES

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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

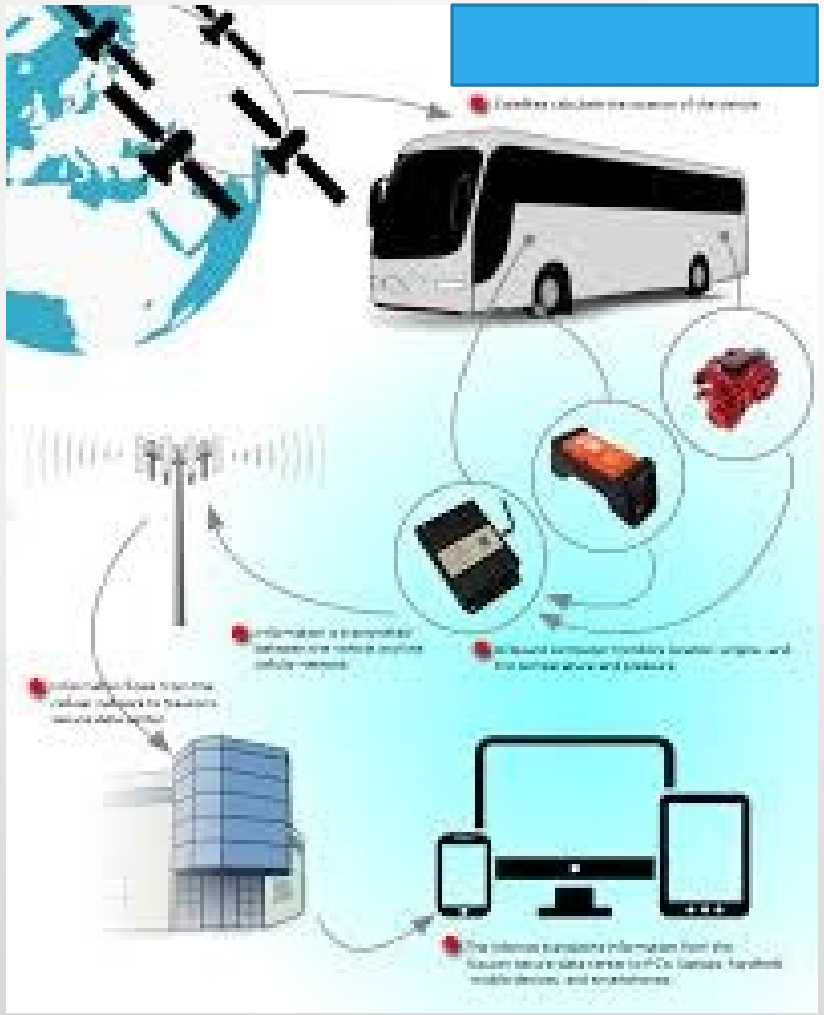
Facility Security Enhancements

- 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



GRANTABILITIES

Security Grants - Vehicle

Vehicle/Driver Security Enhancements on board cameras

GRANTABILITIES

Security Grants – Training

- Develop any required training plans
- Hiring a contractor to develop, deliver and evaluate training
- Employee Security Awareness Training
- Employee pay to attend Security Awareness Training

GRANTABILITIES

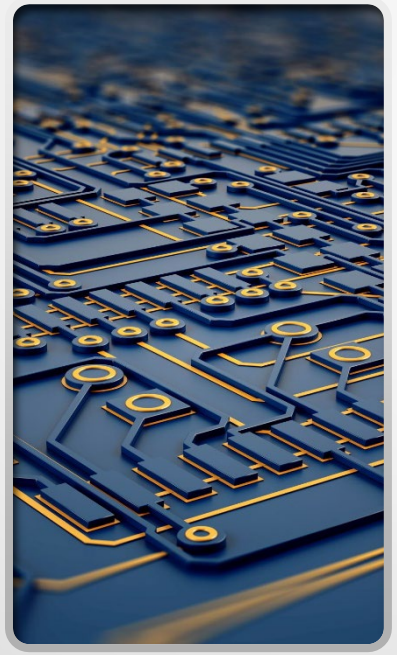
Security Grants - Training

Company Security Plans and Training (required by law)

- Company Security Plan
- Company Security Assessment
- Exercise plans
- Security Officer

GRANTABILITIES

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

Cybersecurity

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

GRANTABILITIES

50% Match

GRANTABILITIES

How much can I get?

We can request as much as you want

HOWEVER

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

GRANTABILITIES

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 GUIDELINES BASED ON EXPERIENCE

Grant Overview

- Why Bother to apply?
- Before your grant
- During your grant
- Grant Writers
- Questions
- Next Step

GRANTABILITIES

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Before the Grant

- How to obtain a Unique Entity ID (UEI) - Dun and Bradstreet Data Universal Numbering System (DUNS) Number no longer used
- How to obtain an Employer Identification Number (EIN)
- How to obtain Register with the System for Award Management (SAM)
- How to conduct a Vulnerability 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**

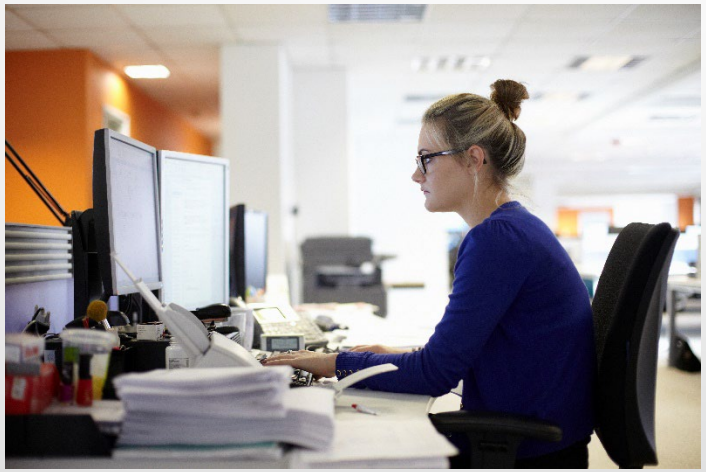
Before the Grant

- How to obtain a Unique Entity ID
- 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

Unique Entity ID (UEI)

1. New identifying system started April 4th 2022
2. Applicants are automatically assigned a UEI through SAM.gov. If you had an active SAM account through April 3, 2022 you were automatically assigned a UEI



GRANTABILITIES

Before the Grant

- How to obtain a Unique Entity ID
- How to obtain an Employer Identification Number (EIN)
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- How to develop a security plan
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GRANTABILITIES

Employee Identification Number

- **Obtain an Employer Identification Number (EIN):** Prospective applicants should plan on a minimum of **two full weeks to obtain an EIN**. If you need assistance registering an EIN, please go to http://www.irs.gov/Businesses/Small-Businesses-&-Self-Employed/Apply-for-an-Employer-Identification-Number-(EIN)-Online.

IRS
Department of the Treasury
Internal Revenue Service

GRANTABILITIES

NOTES

- **Copy and paste the link into your browser.**
- **Go to the very bottom of the page and click: Apply online now.**
- **The form must be completed in one session. After 15 minutes of inactivity, you will be kicked out of the session and must start the process over**

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

System for Awards Management

1. **Register/renew with the System for Award Management (SAM):**
2. **Payments are contingent on the information submitted by the applicant in SAM**
3. **to register go to https://www.sam.gov.**

GRANTABILITIES

Login.gov

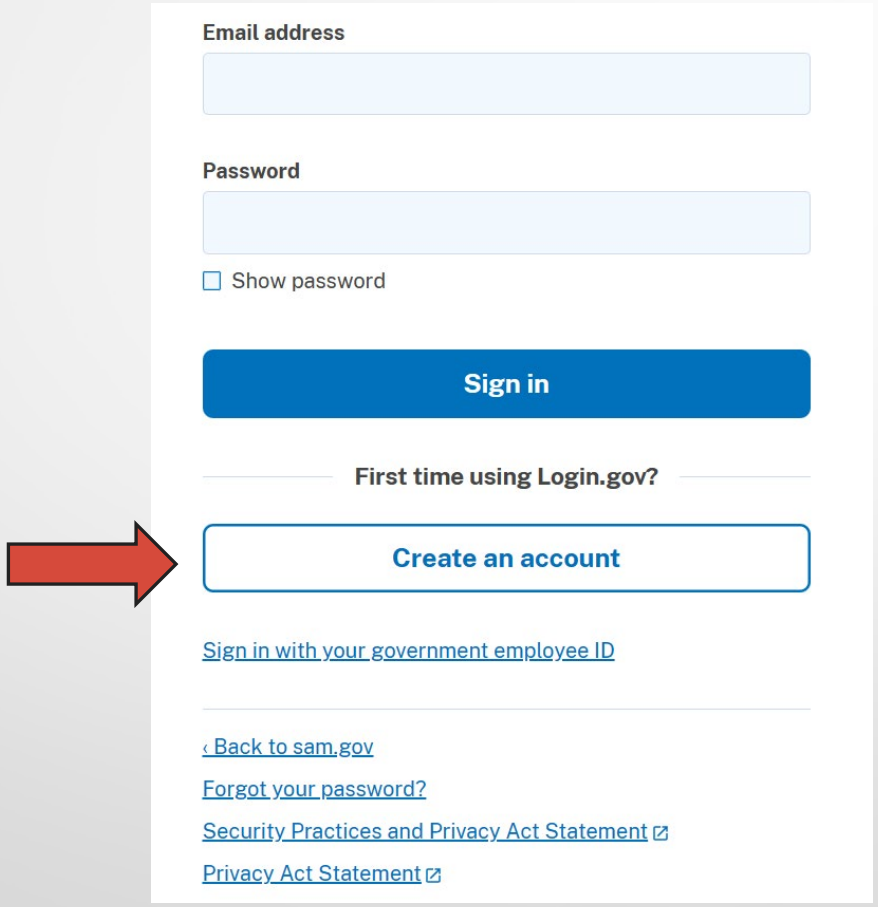
LOGIN.GOV | SAM.GOV®

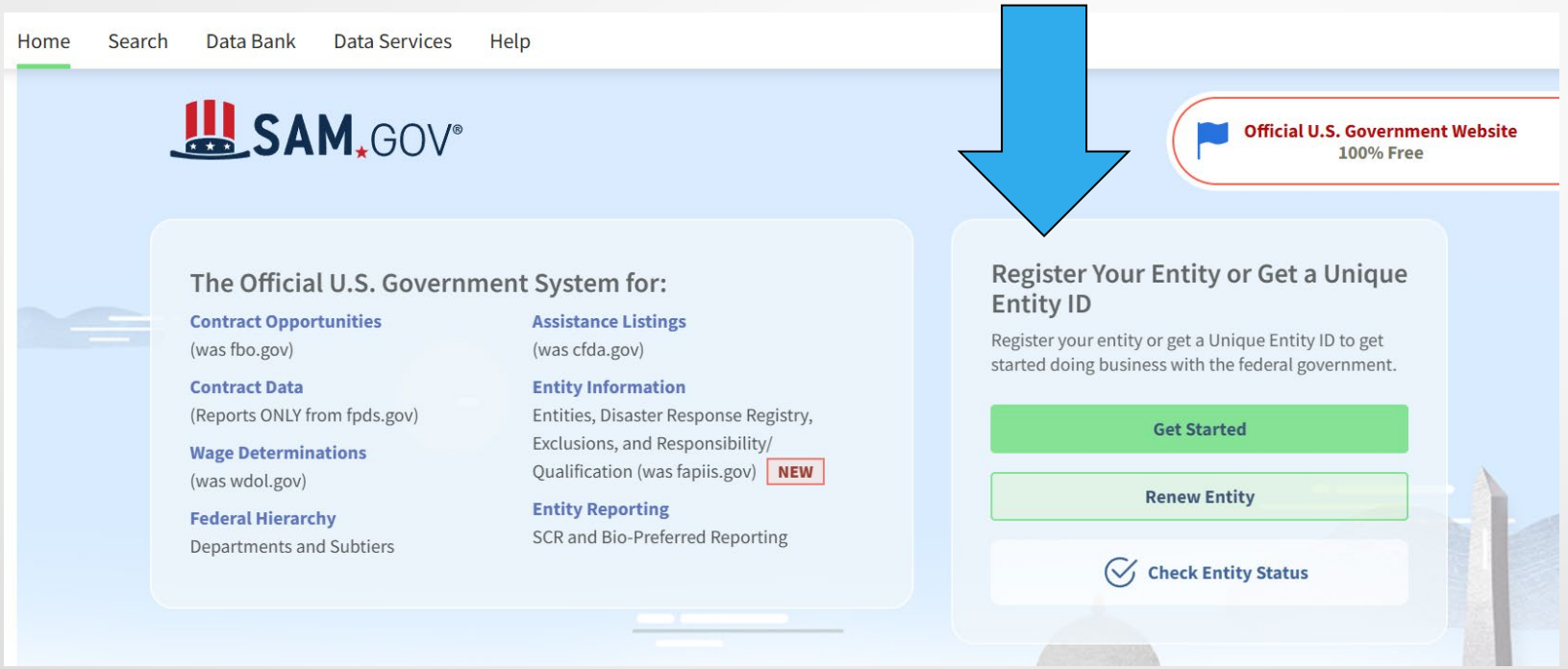
sam.gov is using Login.gov to allow you to sign in to your account safely and securely.

SAM.gov only recognizes one email address on Login.gov accounts. Adding email addresses to your Login.gov account may cause your SAM.gov login to fail.

Sharing your Login.gov password or using someone else's Login.gov account violates the rules of use.

Login.gov


Email address
Password
Show password
Sign in
First time using Login.gov?
Create an account
Sign in with your government employee ID
‹ Back to sam.gov
Forgot your password?
Security Practices and Privacy Act Statement
Privacy Act Statement



GRANTABILITIES

System for Awards Management

- **Register with the System for Award Management (SAM):** ***Payments are contingent on the information submitted by the applicant in SAM*** to register go to https://www.sam.gov.

NOTES

1. If you need assistance registering with SAM, please go to https://www.fsd.gov or call 1-866-606-8220.
2. If your company has had a DUNS number issued before 2014 it means you were registered in the CCR (Central Contracting Registry). SAM (System for Award Management) is basically the new CCR. You must create a user account in SAM and then you will be able to migrate your company's information over to SAM from CCR. it is explained on the sight. Once the information has migrated you can update the information
3. **Caution: Be aware of sites that charge a fee to help with SAM. There is no charge to register.**

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 Vulnerability Assessment
- How to develop a security plan
- How to write a grant

GRANTABILITIES

Vulnerability Assessment

- Must have an assessment that has been updated within 3 years
- Transportation Security Template and Assessment Review Toolkit (T-START)
- 99 Security questions that you should answer

GRANTABILITIES

T-START Vulnerability Self-Assessment Checklist

Company Name			Person Conducting Assessment	Date Conducted
<Enter Your Company Here>			<Enter Name of Assessor Here>	6/20/2014
<Enter Facility Name or Location Here>			<Enter Name of Facility Manager Here>	
Mode:	<Choose Mode from drop-down>			

Column A	Col B	Column C	Column D	Column E
SECURITY ACTION ITEMS (SAI'S)	SAI Component #	SAI COMPONENT	SAI COMPONENT STANDARD	Does your company or facility fully meet this standard? *(Yes, No, N/A)*
Management and Accountability Section				
SAI #1		**SAI Component**	**SAI Component Standard**	
SAI #1 – Have a Designated Security Coordinator	1	This entity designates a qualified primary Security Coordinator.	A qualified individual with this title must be identified (may be a shared title). PL 110, Sec. 1531 states "Qualified" means a citizen of the United States (unless waived by DHS). Recommended to also have law enforcement, private security, or appropriate military background; or adequate on-the-job experience.	
	2	This entity designates an alternate Security Coordinator.	A qualified individual with this title must be identified (may be a shared title).	
	3	This entity has policies that specify the transportation related duties of the Security Coordinator.	Should have documented specific transportation security related duties of Security Coordinator. May be found in job description, security plan, or other documents as appropriate. PL 110, Sec. 1531 states Security Coordinator duties include: Implement security actions under the security plan; coordinate security improvements; receive communications from appropriate federal officials.	
SAI #2		**SAI Component**	**SAI Component Standard**	
SAI #2 – Conduct a Thorough Risk Assessment	4	This entity recognizes they may have certain critical assets of specific interest to terrorists and considers this factor when developing transportation security practices.	Company has identified critical assets that may of interest to terrorists and considers this when developing security practices. *Assets* may include vehicles, platforms, stations, terminals, fueling depot, key personnel, information systems, cargo, passengers, storage areas, etc.	
	5	This entity has conducted a documented, site specific "Vulnerability Assessment" that addresses current threats, vulnerabilities and consequences.	Company has a documented "Vulnerability Assessment" that addresses T, V & C. The assessment must be current or reviewed at least annually. (NOTE: This exercise meets the expected level for a Vulnerability Assessment)	

Before the Grant

- How to obtain a Dun and Bradstreet Data Universal Numbering System (DUNS) Number
- How to obtain an Employer Identification Number (EIN)
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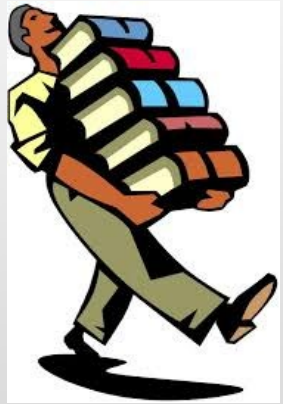
- How to conduct a Vulnerability Assessment
- How to develop a security plan
- How to write a grant

GRANTABILITIES

Security Plan

- Must have a plan that has been updated within 3 years
- If you have one look it over and if current sign and date, that is an update
- If you don't have one, I can give you a 32-page Security Plan with fill in the blanks



GRANTABILITIES

Company Logo Here

Your Bus & Truck Company - Security Plan

Security Sensitive Information

Company Logo

Security Plan

For

Your Bus & Truck Company

Headquarters Location
222 Main Street
Anywhere City, Any State, 09090
(If Plan is Corporate-wide)

OR

ABC Bus & Truck Auxiliary Facility
1400 Freeway Blvd
Anothercity, Anotherstate, 44444
(If for local location only)

[Date Created or Revised]

WARNING: This record contains Sensitive Security Information that is controlled under 49 CFR parts 15 and 1520. No part of this record may be disclosed to persons without a "need to know", as defined in 49 CFR parts 15 and 1520, except with the written permission of the Administrator of the Transportation Security Administration or the Secretary of Transportation. Unauthorized release may result in civil penalty or other action. For U.S. government agencies, public disclosure is governed by 5 U.S.C. 552 and 49 CFR parts 15 and 1520.

DRAFT

GRANTABILITIES

Before the Grant

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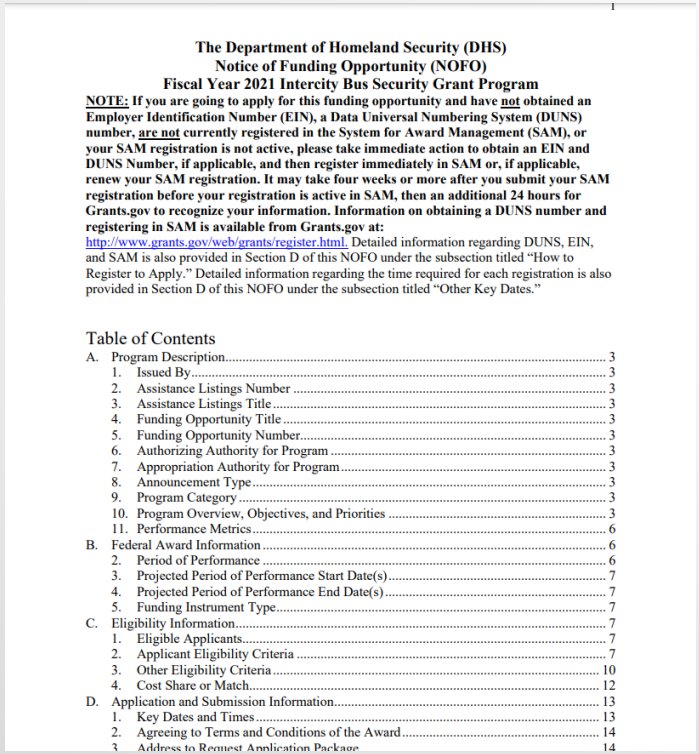
GRANTABILITIES

Writing a grant

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



The Department of Homeland Security (DHS)
Notice of Funding Opportunity (NOFO)
Fiscal Year 2021 Intercity Bus Security Grant Program

NOTE: If you are going to apply for this funding opportunity and have not obtained an Employer Identification Number (EIN), a Data Universal Numbering System (DUNS) number, are not currently registered in the System for Award Management (SAM), or your SAM registration is not active, please take immediate action to obtain an EIN and DUNS Number, if applicable, and then register immediately in SAM or, if applicable, renew your SAM registration. It may take four weeks or more after you submit your SAM registration before your registration is active in SAM, then an additional 24 hours for Grants.gov to recognize your information. Information on obtaining a DUNS number and registering in SAM is available from Grants.gov at:
http://www.grants.gov/web/grants/register.html. Detailed information regarding DUNS, EIN, and SAM is also provided in Section D of this NOFO under the subsection titled "How to Register to Apply." Detailed information regarding the time required for each registration is also provided in Section D of this NOFO under the subsection titled "Other Key Dates."

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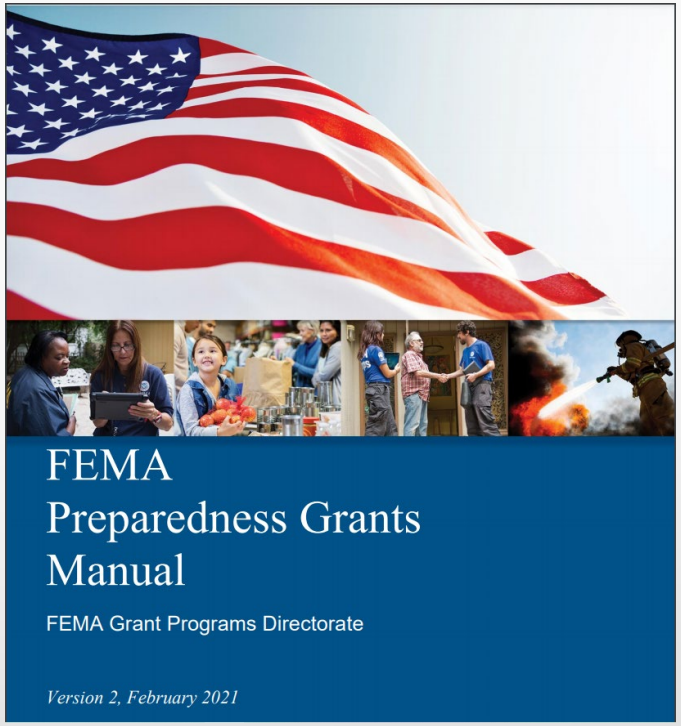

GRANTABILITIES

Grant Writing

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

Versus

Security Grant: 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…..

Grant Overview

- Why Bother to apply?
- Before your grant
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GRANTABILITIES

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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

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GRANTABILITIES

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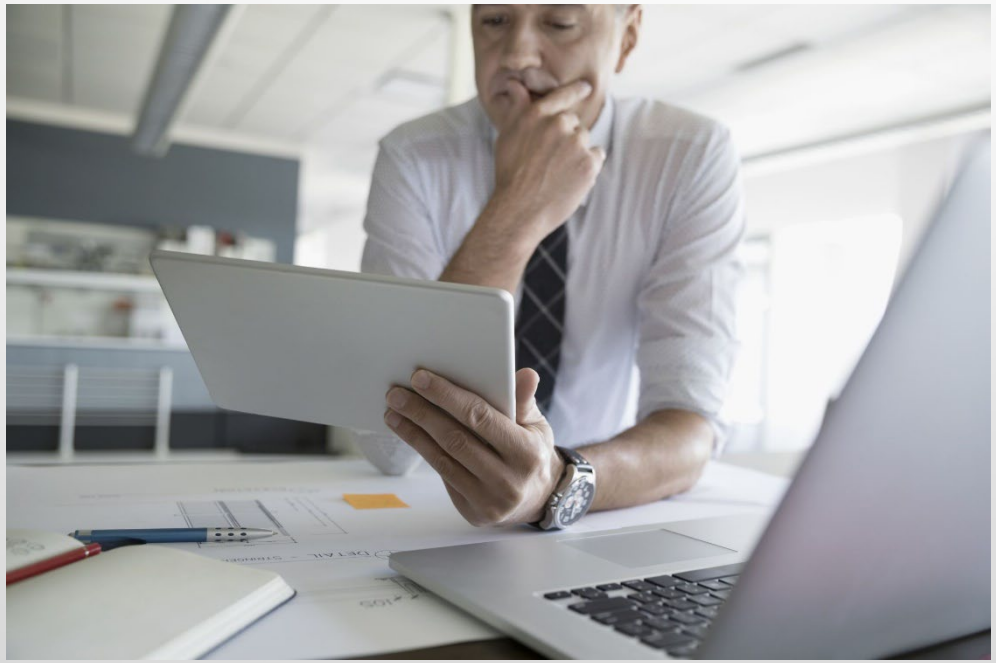
Grant Writers

- **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**
- **$3,250 only if you are awarded a grant**
- **Up to $750 is an allowable expense for the grant to put toward a grant writer**
- **You pay NOTHING if you are not awarded grant**
- **All administrative work is included for the lifespan of the 2023 grant at no additional cost**

GRANTABILITIES

Full Grant writing service
From cradle to grave

- Assists with all pre grant requirements (Grants.gov, UEI, System for awards management)
- You tell me in plain language what you want I 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

GRANTABILITIES

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 then you must pay $1,625 up front (non-refundable) with the remaining $1,625 due only if a grant is received
- I have companies who have taken a chance on a risky grant project in the past, and it has worked out in their favor!

GRANTABILITIES

Time is of the essence

Grant applications are due by May 18

All grants completed by May 11 are guaranteed to be submitted by the deadline. Any grants being completed between May 12 – May 18 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

Overdrive®