



April 29, 2020

DEALERSHIP INFORMATIONAL ADVISORY
COVID-19 UPDATE #18

**COVID-19 UPDATES AND AN ANNOUNCEMENT
FROM FEDERATED INSURANCE**

ECONOMIC RECOVERY TASK FORCE

On April 28, 2020, the second meeting of the Governor's Economic Recovery Task Force was held as well as the subcommittee meetings. A series of announcements will be given from the Governor regarding openings of businesses on May 4 beginning with a decision on restaurants. In anticipation of these potential openings, the Department of Health is working hard to draft guidelines on how to safely reopen businesses.

Chairman Walton reiterated that the goal of the task force is to provide guidance to businesses and employees of businesses as to when and how to safely reopen and in what environment; and to build employer, employee, and customer confidence.

AADA will continue to provide regular updates as to the work of the Governor and Task Force.

**FEDERATED INSURANCE ANNOUNCES COVID-19 RELIEF CREDIT /
BUSINESS SUCCESSION PROGRAM**

AADA's endorsed partner Federated Insurance made two announcements for dealers:

COVID-19 RELIEF CREDIT

Federated announced its COVID-19 Client Relief Credit, providing premium reductions for its customers. The company's COVID-19 Client Relief Credit will provide a 15% credit based on Business Auto premium, Auto Dealer/ Garage Coverage Part premium, and Business owners Policy (BOP) premium from March 15 to June 15. Policies must be in force at the time relief credit is applied. These actions are subject to regulatory approval. Policyholders will automatically see the COVID-19 Client Relief Credit applied in the upcoming months.

The COVID-19 pandemic has created a multitude of challenges for all of us. Through all of these issues confronting us today, our recommended partner, Federated Insurance, has worked closely with its customers to help them find their way through these unprecedented times.

Federated was founded on the four cornerstones of equity, integrity, teamwork, and respect, and has once again shown that they are dedicated to serving the needs of the members of this organization. This is one of the reasons that AADA recommends and endorses Federated Insurance.

To review the Federated announcement click [HERE](#).

BUSINESS SUCCESSION PROGRAM

In this time of uncertainty, families and businesses want to ensure that their financial affairs are in order. As a longstanding partner of the AADA, Federated Insurance Company is extending a unique opportunity to all association members: a **complimentary review** of business succession and estate plans by a member of their independent attorney network*. Whether you have a plan that is outdated, or no plan at all, a review via video conference with one of these attorneys can help provide you peace of mind.

Referrals to this independent attorney network are normally reserved for Federated Insurance clients, but are available to all AADA members during this time of crisis. If you and your family and/or business partners are interested in scheduling one of these video conferences, contact J.T. Booth by e-mail jtbooth@fedins.com or phone 615-648-9418.

Both Federated and AADA wish you and your family safety and peace during these troubling times.

*Please note that these services are provided by third parties wholly independent of Federated with the understanding that neither Federated nor its employees provide legal or other expert advice

UPDATED CDC AND NADA GUIDANCE

Please be advised that the Centers for Disease Control (CDC) has consolidated **coronavirus-related information for businesses** on this site, [HERE](#).

The link above replaces a CDC link, which was circulated last week, to guidance for employers reopening during the COVID-19 pandemic. When the Arkansas Department of Health releases updated information we will provide that to dealers.

Additionally, I have also attached a link to the most recently updated version of NADA's comprehensive [Dealership Health and Safety Concerns During a Pandemic \(revised Friday, April 24\)](#) which includes several current and useful links. I would recommend reviewing this updated document as it provides a quick way for dealers to find important information on navigating this pandemic.

NADA'S DEALERSHIP LIFELINE SERIES CONTINUES NEXT WEEK

Register today at the link below for the following webinar scheduled for this week:

[The Best Ideas from NADA 20 Groups, Part 3: In Times of COVID-19 Pandemic](#) (Friday, May 1, 1pm-2pm ET) Tom Carney, NADA 20 Group consultant, will review new ideas from NADA 20 Groups during these unprecedented times..

SHARE GOOD NEWS WITH US!

AADA knows that our dealers are helping in their communities in creative ways right now. Let us know how you're helping!

Whether it's providing vehicles to deliver food or supplies, supporting local businesses, providing meals or services to workers on the frontline, or something else, we want to know. Send your story to greg@arkautodealers.com.

We want to spread positive news and share your ideas and generosity with our state leaders and other dealers.

QUICK REMINDERS

AADA AND KATV MESSAGE PROMOTING ARKANSAS DEALERS

AADA and KATV ABC 7 in Little Rock launched an advertising campaign in partnership to promote Arkansas dealers. The commercial has been uploaded to YouTube and can be viewed here: [AADA Dealer Promotional Ad](#) .

This is a campaign all dealers can be proud to promote, and I would encourage each of you to promote the link on your social media outlets.

DEPARTMENT OF HEALTH MANDATED SIGNAGE

Each dealership should have on display at the entrance signage that indicates all employees, customers, and congregants should 1) Avoid entering the facility if they have a cough or fever; 2) Maintain a minimum six-foot distance from one another; 3) Sneeze and cough into one's elbow; and, 4) Not shake hands or engage in any unnecessary physical contact..

A template of this sign is included here, [DofH Required Business Signage](#).

ADDITIONAL AND HELPFUL LINKS

For additional information related to maintaining your dealership as safe, we would recommend monitoring updates from the CDC, [link](#) ,and OSHA, [link](#).

Please go to our website for links to information your dealership needs at [AADA coronavirus update](#).

AADA will work to keep you updated on this situation, but a firm commitment to maintaining a safe and clean work environment for your employees and customers will help you navigate this health crisis.

If you have any questions about this bulletin please don't hesitate to call, 501-372-2596, or email Greg Kirkpatrick greg@arkautodealers.com.