

# NEWS BULLETIN

## Maine Automobile Dealers Association

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October, 2022

### DISTRIBUTION

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## TIME AND ALLY FINANCIAL HONOR BANGOR DEALER

The nomination of Jay Darling, dealer principal at Darling's Auto Group headquartered in Brewer, for the 2023 TIME Dealer of the Year award was recently announced by TIME.

Darling is one of a select group of dealer nominees from across the country who will be honored at the 106<sup>th</sup> annual National Automobile Dealers Association (NADA) Show in Dallas Texas, on January 27, 2023. The TIME Dealer of the Year award is one of the automobile industry's most prestigious and highly coveted honors. The award recognizes the nation's most successful auto dealers who also demonstrate a long-standing commitment to community service. Darling was chosen to represent the Maine Automobile Dealers Association in the national competition – one of only 48 auto dealers nominated for the 54<sup>th</sup> annual award from more than 16,000 nationwide.

"As the fourth generation of our family business, it is profoundly meaningful to know that we are honoring the values of my father and grandfather – and continuing the legacy of my great grandfather", nominee Darling said. "Our success for more than a century has afforded Darling's the opportunity to give back to the communities in which we live and serve". Darling is a 1994 graduate of Husson University in Bangor, where he earned a B.S. in business administration. He also attended the NADA Academy in 1997 in preparation for a career at his family's dealership group. Darling has deep roots in Maine, as his descendants have been doing business there since 1899 when V.S. Darling opened a bicycle shop in Auburn.

"Early in my career, I worked my way up through the company, cleaning cars, delivering parts, being a service writer, coding warranties, selling cars and attending auctions", he said. "It was invaluable to gain firsthand experience in all the departments of Darling's". Darling attended NADA 20 Group peer meetings while still in high school and college. He even helped negotiate the purchase of a dealership with the company's treasurer during college and hit the ground running after graduating. "I have worked closely with my father, siblings and members of our dealership team to systematically grow Darling's family of brands, as well as diversify our business portfolio", he said.

By 2008, he was named president of Darling's Auto Group and today oversees 14 brands in six locations in Maine, representing Audi, Buick, Chevrolet, Chrysler, Dodge, Ford, GMC, Honda, Hyundai, Jeep, Nissan, Ram, Volkswagen and Volvo. "The complexity of managing 14 automotive brands and more than 500 employees is only possible when surrounded by an exceptionally strong team, and we are fortunate to have an amazing group here at Darling's", he said. "Now into our fifth generation, everyone here has great people to lean on. With all of this support, I have learned every lesson I could to help me guide our company toward a strong and lasting future".

An active member of the Maine Automobile Dealers Association, Darling has served on the Board of Directors since 2008 and was chair from 2014 to 2016 and vice chair from 2012 to 2014. He also contributes his time to the advertising boards for some of the carmakers he represents. "Supporting our state association has allowed me to bring my perspective and knowledge to the table to help advance the group's objectives and strengthen the automobile industry across Maine", he said.

Darling has also served on the Boards of Husson University; United Way of Eastern Maine (now known as Heart of Maine United Way); and Bangor Region YMCA. “In lending both personal support and financial resources, Darling’s has been able to help promote and advance hundreds of organizations throughout multiple communities”, he said. One such initiative is Darling’s Ice Cream for a Cause, a mobile ice cream truck that is stocked by Darling’s company and provides free ice cream for events in exchange for voluntary donations to help raise money for local charities, including Community Closet; Beth C. Wright Cancer Resource Center; Bess the Book Bus; Challenger Learning Center of Maine; and many more.

## **NEW IRS EMPLOYEE RETENTION TAX CREDIT GUIDANCE WARNS OF PITFALLS**

NADA continues to get inquiries from members on the potential application of the Employee Retention Tax Credit (ERC). These inquiries typically involve companies marketing ERC consulting services. In response, reference is almost always made to an [NADA blog on the topic](#) which was recently updated to include a link to an [October 19, 2022 IRS guidance](#) on the importance of consulting with competent tax counsel when evaluating the potential applicability of the credit. In its guidance, the IRS:

1. Warned employers to be wary of third parties advising them to claim the ERC when they may not qualify, Some third parties are taking improper positions related to taxpayer eligibility for, and computation of, the credit. These third parties often charge large upfront fees or a fee that is contingent on the amount of the refund, and may not inform taxpayers that wage deductions claimed on the business’ federal income tax return must be reduced by the amount of the credit.
2. Suggested that if a business filed an income tax return deducting qualified wages before it filed an employment tax return claiming the credit, the business should file an amended income tax return to correct any overstated wage deduction.

General questions regarding the ERC may be directed to [regulatoryaffairs@nada.org](mailto:regulatoryaffairs@nada.org) or your tax professional.

## **‘TIS THE SEASON**

Cold and flu season is now upon us, complicated by a rise in COVID-19 infections and the introduction of a serious respiratory illness. Medical experts predict that emerging variants and waning immunity are likely to lead to resurgent infection rates. It is recommended that businesses review their COVID-19 workplace policies as well as encourage employees to update vaccinations and get flu shots. Your MADA Insurance Trust and most health plans provide benefits to pay for vaccinations and flu shots.

## **MADA SAFETY AND LOSS PREVENTION WORKSHOPS**

MADA has begun its Fall season of Safety and Loss Prevention workshops. The enclosed list shows the locations, dates and times. You will note that we are utilizing local schools which offer automotive technology courses for these in-person meetings. This is intentional, as we want to encourage a strong dealership – school relationship. If your personnel have not yet registered, please do so today.

## **NOVEMBER 8 IS ELECTION DAY – PLEASE VOTE**

The second Tuesday in November is Election Day. We encourage you and your employees to know the candidates and what they stand for on issues important to you and your business. Most import = **VOTE.**

**MAINE AUTOMOBILE DEALERS ASSOCIATION, INC.  
FALL 2022 REGISTRATION FORM**

**SAFETY DIRECTORS LOSS PREVENTION WORKSHOP**

Kindly return this completed registration form if you are planning to attend the Safety & Loss Prevention workshop. Please check which meeting location you will attend, as well as name all individuals from your dealership who will be participating.

<b>PRESQUE ISLE</b>	Northern Maine Community College 33 Edgemont Drive	October 28	9:30 a.m.	# _____
<b>BANGOR</b>	United Technologies Center (UTC) 200 Hogan Road	November 1	9:30 a.m.	# _____
<b>WATERVILLE</b>	Mid Maine Technical Center 3 Brooklyn Avenue	November 1	2:30 p.m.	# _____
<b>AUBURN</b>	Central Maine Community College 1250 Turner Street	November 2	9:30 a.m.	# _____
<b>BRUNSWICK</b>	Region 10 Technical High School 68 Church Road	November 2	2:30 p.m.	# _____
<b>BIDDEFORD</b>	Regional Center of Technology 10 Maplewood Avenue	November 3	9:30 a.m.	# _____
<b>WESTBROOK</b>	Regional Vocational Center 125 Stroudwater Street (behind High School)	November 3	2:30 p.m.	# _____
<b>ROCKLAND</b>	Mid-Coast School of Technology 1 Main Street	November 4	9:30 a.m.	# _____

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| 1) _____ | 2) _____ |
| 3) _____ | 4) _____ |
| 5) _____ | 6) _____ |

We appreciate your help in getting this form back by October 25 so that proper arrangements can be made at the meeting sites. Kindly email ([info@maineautodealers.com](mailto:info@maineautodealers.com)) or fax (207 623-2318) your response.

**DEALERSHIP:** \_\_\_\_\_  
**MAILING ADDRESS:** \_\_\_\_\_  
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