

# NEWS BULLETIN

## Maine Automobile Dealers Association

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2023-5

### DISTRIBUTION

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### WORKSHOPS at MADA ANNUAL MEETING/CONVENTION

A major focus of your Association's 2023 annual meeting and convention will be workshops devoted to presenting and discussing information of interest and value to the MADA membership. To that end, we have changed the programming of events during our stay at the Harborside Hotel and Spa. We will be offering workshops open to MADA members on Wednesday afternoon and Thursday morning, and the annual meeting on Friday morning is open to everyone.

On Wednesday afternoon our workshop will be devoted to workers compensation issues. Our agenda that afternoon will review this year's significant legislation which likely will add costs to the system, recent claims trends, this year's Experience Modification Factor (MOD) calculations, Bureau of Insurance/Internal Revenue Service changes affecting the amount of reserves the Trust must hold and the resulting impact on premium, and the Maine Workers Compensation Board penalties being assessed on self-funded and insured plans. Most importantly to participating dealerships, we will discuss the likelihood of a **PREMIUM RETURN** in 2023.

On Thursday morning, our workshop will focus on health insurance. Items for discussion include current claims experience and the expected trend factors which influence premium charges, the recent contracting issues between hospital systems and insurers and the ensuing impact on claims cost, programs enhancing medical provider options which the MADA Insurance Trust expects to implement during the coming year, the myriad of 2023 legislative proposals mandating additional coverage, discussion of methods available to dealerships which can assist employees and dealerships with the ultimate out-of-pocket cost of medical care (Section 125 – Health Reimbursement – Health Savings), and early projections for 2024

Our Annual Meeting on Friday morning will offer presentations on Legal and Legislative developments affecting dealership operations, an update on LIFO and Federal Trade Commission rules (Safeguards Rule, F & I operations), an Economic projection and Investment update, and a report by Maine Secretary of State Shenna Bellows on Bureau of Motor Vehicle work on current title processing, electronic lien release (ELT) and e-titling plans, as well as the expected 2023 referendum questions. In addition, we are planning for presentations and discussion on workforce development.

### ENTERTAINMENT AND RECREATION

This year, on Wednesday evening, singer and lyricist Ethan Hanson, of Texas and Nashville fame will provide entertainment to MADA conventioners. Ally Financial is sponsoring this Texas Country evening for us, and also providing support to the Travis Mills Foundation during Mr. Hanson's visit to Maine. The enclosed page provides additional details.

## 2023 MADA CONVENTION

### PROGRAM OUTLINE

(Preliminary)

#### Wednesday --- JUNE 21

|             |      |  |
|-------------|------|--|
| 12:30       | p.m. | MADA Registration Opens  |
| 1:30 - 4:30 | p.m. | Workshop – Workers Compensation                                    |
| 5:30 - 6:15 | p.m. | Reception  |
| 6:15        | p.m. | Dinner   |
| 7:00        | p.m. | Entertainment – Ethan Hanson, country music singer and song-writer |

#### Thursday --- JUNE 22

|              |      |   |
|--------------|------|---|
| 7:00 - 8:30  | a.m. | Buffet Breakfast                                    |
| 8:15 - 10:30 | a.m. | Workshop – Health Insurance                         |
| 11:00 - 3:00 | p.m. | The Memorial Golf Tourney – Kebo Valley Golf Course |
| 4:00 - 5:00  | p.m. | Workshop: Topic To Be Determined                    |
| 5:45         | p.m. | Social Hour   |
| 6:30         | p.m. | New England Lobster Bake                            |

#### Friday --- JUNE 23

|               |      |  |
|---------------|------|--|
| 7:15 - 8:30   | a.m. | Buffet Breakfast                             |
| 8:15 - 9:00   | a.m. | Annual Membership Meeting of MADA            |
| 9:00 - 10:00  | a.m. | Workshop – Legal and Legislative Report      |
| 9:45 - 11:00  | a.m. | Spouse & Guest Program                       |
| 10:00 - 11:00 | a.m. | Workshop – Secretary of State Shenna Bellows |
| 11:00 - 12:00 | a.m. | Workshop – Workforce Development             |
| 12:00         | noon | Checkout                                     |
| 12:00 - 1:30  | p.m. | Luncheon (on your own)                       |

Dear Recipient,

Ally Financial is excited to announce that we will be sponsoring the Texas Country for the Travis Mills Foundation event featuring country singer Ethan Hanson. As a company driven by a mission to "Do It Right" and be a relentless ally for customers and communities, we are proud to be part of this event on June 21st, 2023, at the Maine Auto Dealers Association (MADA) Convention in Bar Harbor.

The Travis Mills Foundation is a non-profit organization that assists and supports post-9/11 recalibrated veterans through various programs. The foundation's mission is to empower and inspire veterans to overcome physical and emotional obstacles, strengthen their families and provide well-deserved rest and relaxation.

The music portion of this event will celebrate American country music and the brave individuals who have served our country. Ethan Hanson is a rising star known for his powerful voice and heartfelt lyrics. His performance is expected to be a highlight of the event and help raise awareness for an important cause supporting our nation's veterans.

Together, we can each impact the lives of those who have sacrificed so much for this country. We look forward to seeing you in Bar Harbor, Maine.

Sincerely,

Jeff Comeau

Ally Financial