Your Latest News & Updates for December 2017

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**ALERT**

**Changes to DMV's VSA 17A Form**

The VSA 17A Application for Certificate of Title and Registration has been changed effective January 1, 2018. The Virginia DMV will continue to accept the old version of the VSA 17A thru June 30, 2018.

Please click on the links below to view the changes and download the new form.

[Changes made to VSA 17A Form](#)

[New VSA 17A Form](#)

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**Powersports News**

**Breaking News: LDI Chairman Andre Lacy Killed in**
Motorcycle Accident in Africa

Andre B. Lacy, chairman of the board of Lacy Diversified Industries (LDI), which owns Motorsport Aftermarket Group and Tucker Rocky, was killed November 30 in a single-rider accident while on a private motorcycle tour in southern Africa, the company announced. Lacy was 78.

Read More

California Harley Dealer First to Accept Bitcoin Payments

Old Road Harley-Davidson of Santa Clarita, which is now accepting a new type of digital currency, recently sold what is believed to be the first Harley ever bought with cryptocurrency, according to a report in The Signal. Bitcoin is a digital, global currency that allows users to securely send or receive money across the internet. READ MORE...

Legal and Legislative Updates: Stuff You Need to Know

PSDVA Proposes New Laws to Protect Motorcycle Dealers

Over the last ten years, the automobile dealers of Virginia have pushed through numerous changes to the laws on franchise dealers and their relationships to manufacturers. The changes have brought more protection for Virginia's dealers.

PSDVA is promoting a bill in the General Assembly that puts the same protections in place for motorcycle dealers in their relationships with manufacturers. For example, the bill prohibits motorcycle manufacturers from discriminating against one dealer by selling to dealer one a product for a lower price than it does to dealer two. It prohibits a manufacturer from sending customer information for one dealer's relevant market area to another dealer. These protections are on the books for car dealers now.

The bill prohibits manufacturers from forcing a dealer to accept vehicles, parts or accessories that it hasn't ordered. The bill prohibits manufacturers from requiring showroom upgrades more often than every ten years.

The bill has increased protections against a manufacturer allowing a new competitor within the market area of a dealer. It also prohibits manufacturers from forcing a dealer to sign a waiver of its rights under the franchise laws, by threatening to withhold product.

The bill is some 25 pages long. Legislation this extensive can scare legislators. However, in this case, the bill does not create any new law. Instead, it only gives motorcycle dealers the same protections that car dealers in Virginia have today.

PSDVA's Off-Road, ATV Tax Bill

As too many dealers know, potential customers are willing to drive to North Carolina or West Virginia to buy a dirt bike or four-wheeler in order to avoid Virginia's sales tax. Last year, the Virginia Senate passed legislation unanimously that would rein this in. However, the House finance committee, worried that the bill would be perceived as a tax increase, rejected it.
This year, the Association has the Senate bill again, sponsored by Senator Rosalyn Dance, who was last year's patron. The Association also has a House version of the bill. The patron, Bobby Orrock, of the 54th House district, is a member of the House finance committee. It was in the finance committee that the confusion caused the bill problems.

To the members of PSDVA - on these bills, it really helps if you talk with your legislators to let them know that the bills are important protections for your businesses. When a legislator hears from a constituent, that makes a world of difference.

The General Assembly convenes on 10 January. If you know a legislator, contact him or her and ask for support for the PSDVA bills.

**High Tolls a boon for Northern Virginia Motorcycle Dealers?**

I-66, one of Northern Virginia's busiest commuter roads became a toll road inside the beltway on December 4. On the first day, tolls reached a high of $40 one way. The changeable tolls are set by computer, based on actual and expected demand.

Motorcycle riders are exempt from the tolls. Northern Virginia motorcycle dealers had already seen an increase in sales to commuters who wanted access to the High Occupancy Vehicle Lanes. The new, outrageously high tolls on I-66 may help more commuters decide that a motorcycle is the answer.

Legislators of the region have reacted harshly to the high tolls. Virginia's secretary of transportation defended the tolls. He argues that the tolls spread the traffic among the regions roads, as people look for alternative ways to get to work. The high tolls will also encourage 3 occupant car sharing and public transit. The negative reaction may indicate that the tolls will be lowered. If they are, the motivation to commuters to get to work on two wheels may diminish.

**INTERESTING LEGISLATION AROUND THE COUNTRY**

**No more wheelies, no more standing on the seat.**

Cleveland, Ohio mayor wants to rid the city of dirt bikes on the streets. Mayor Frank Jackson has sent legislation to City Council that would tighten controls on off-road vehicles such as dirt bikes and implement prohibitions against trick riding.

Activities that could constitute trick riding include:
- Lifting tires from the roadway
- Operating a vehicle while not in the driver's seat
- Driving two or more vehicles side by side where one vehicle is in a lane of oncoming traffic
- Driving too close to another vehicle, pedestrian, or fixed object without justification
- Weaving in and out of vehicular or pedestrian traffic
- Driving at an excessive speed.

Cleveland isn't the only city frustrated with the growth of urban dirt bike and four-wheeler riding. The Washington Post reported in June

- Nearly 100 dirt bikes and all-terrain vehicles roared through National Harbor in Maryland on Sunday evening, with riders popping wheelies, zipping across sidewalks and weaving through traffic for nearly a half-hour.
- The swarm of vehicles signaled the arrival of the annual battle between joy riders who say they're only having a little fun and police who say that buzzing through public streets on such vehicles is breaking the law and putting lives at risk.
- "This will not be tolerated," said George Nichols, Prince George's County deputy police chief. "Don't think you just got away with it."

In New York City, authorities very publicly used bulldozers to crush dozens of dirt bikes and four wheelers that the city had confiscated for riding on the streets. "We want to send out a very strong message to the nitwits and knuckleheads who insist on operating these illegal vehicles on the streets, sidewalks, parks, and housing developments of the city of New York, creating extraordinary danger not only for themselves but more importantly for the public," said the NYC police commissioner.
The Medical Loss Ratio "MLR" is a provision within the Affordable Care Act "ACA". It requires all health insurance carriers to spend a specific percentage of their fully insured individual and group insurance premium dollars to reimburse health care providers on claims submitted, as well as qualified programs that improve the quality of health care. The MLR requirement for individual coverage and small groups, those less than 100 employees, is 80% leaving the insurance company with 20% to pay all overhead expenses including profit. Large groups, those with 100 or more employees, have an 85% requirement leaving the insurance company with 15%. If a carrier’s overhead exceeds the 20% or 15% level, then the carrier needs to issue a rebate check. MLR rebate checks are typically issued in August and September and go to the employer. Employers need to follow strict guidelines on how the rebate money may be spent.

President Trump recently signed an executive order eliminating the cost sharing reduction "CSR" subsidies to insurers on behalf of individuals in the health benefit exchanges. Prior to the execution of this executive order, certain individuals, based on income, could qualify for premium subsidies to reduce their health insurance premiums, as well as CSR’s to reduce their deductibles and out of pocket maximums. Now consumers will no longer be eligible for CSR’s, however the premium subsidies remain in place at this point. Due to the changes in the individual market place carrier participation in 2018, and this executive order, I believe more individuals will be looking to employers for employer sponsored health coverage.

The Treasury Department and IRS has published 2018 guidelines for Health Savings Accounts "HSA"s"

**The 2018 guidelines are below:**

**HSA Contribution Limits**
- Individual Contribution Limit: $3,450
- Family Contribution Limit: $6,900
  (Age 55 catch-up provision 1k)

**HSA Deductible Amounts**
- Individual Minimum Deductible: $1,350
- Family Minimum Deductible: $2,700

**HSA Out-of-Pocket (OOP) Amounts**
- Individual OOP Maximum: $6,650
- Family OOP Maximum: $13,300

For more information on Health Care visit [APG, Inc.](mailto:info@apgroupinc.com) website or Contact Mr. Dise directly:

W. Montgomery Dise  
President  
14021 Charter Park Drive  
Midlothian, VA 23114  
804-423-7700 ext. 309 (office)  
804-423-7701 (fax)  
[www.apgroupinc.com](http://www.apgroupinc.com)

Federated Insurance
Attached are articles provided for you by Federated Insurance designed to be short awareness pieces for member education:

- **Risk Management Corner** - Property/Casualty and/or Workers Compensation subjects
- **HR Question of the Month** - a Human Resources-related question and answer from independent HR legal professionals
- **It’s Your Life** - concepts related to Life and Disability insurance

Federated Insurance appreciates our relationship both with your association and your members. We look forward to continuing to work with you to provide your members with the very best insurance and risk management services!

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**PSDVA NEWS AND UPCOMING EVENTS**

**PSDVA Annual Meeting is moved to February, 2018!**

Per suggestions of the dealers that attended last year’s meeting. PSDVA has moved the date to February. This is a slower time of year for the dealers and we want ALL the Virginia Dealers to be able to attend.

Final preparations are being made and the date and location will be announced in early January.

**PSDVA would like to wish everyone a Happy Holiday and a Joyous New Year!**

**Motorcycle Grand Tour of Virginia 2017 was a Success!!!**

The Grand Tour of 2017 turned out better than anticipated. After being on hiatus for 2 years, the numbers were over our projected goal. We had 162 participants and 30 sponsors. The receipts turned in by 49 of our participants totalled over $16,000 in additional revenue for our sponsors. A conservative estimate of total revenue would be at $24,000.

We are currently looking to expand the Tour with a goal of 40+ sponsors and 300 participants for 2018. I am currently working with several new counties that are interested in partnering with the Tour and we would like more of our Dealers to participate.

We are looking for events within different counties or Tri-Cities to implement weekend events for our participants. This would include special events held at our Dealers (i.e. **Motorcycle Grand Tour of Virginia 2017**).
customer appreciation, demo rides, etc.) then incorporate that with festivals, fairs, music venues within that area. This will not only allow our participants to get passports stamped, but will give them a weekend of activities.

With your sponsorships, we will be able to work on continued lobbying, keep membership dues down and to implement changes that affect all powersports businesses within the Commonwealth.

We are gearing up for the Motorcycle Grand Tour of 2018 would like ALL of the dealers to join this tour, in any way possible. If you would like to volunteer to help with the Tour, please contact, Valerie Gaghan at 240-258-5250 or email at val.psvda@gmail.com. What we need for the Tour is as follows:

1. Prizes
2. Talking to your business contacts to solicit sponsorship within your region, especially in the Northern Virginia and Eastern parts of Virginia for our 2018 Tour.

Each year, we anticipate this Tour to grow and become an integral part of the Association.

Find out more on our website Motorcycle Grand Tour of Virginia

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**Change to Form Replacement and Substitute Titles Application**

**New Form! MVDB 61**

Salesperson License Application

Please be aware that there is a new MVDB 61 form.

Click **HERE** to view/download/use the new form

**MVDB 61 - New Form**

*Effective 08/25/2017*

The MVDB 61 form, Salesperson License Application, replaces the DSD 7, Application for Certificate for Qualification/Salesperson license and MVDB 21, Criminal History Check. The MVDB 61 simplifies the salesperson license application process. Applicants will now use ONE form to apply for original (initial), transfer, and renewal sales license and consent for criminal background check by the Motor Vehicle Dealer Board. Dealers should immediately destroy all DSD 7 and MVDB 21 stock you may have at the dealership. Click here for the MVDB 61. The MVDB 61 form can be downloaded at www.mvdb.virginia.gov/forms. There is NO change in salesperson license application fees as follows (checks or money orders payable to Virginia Motor Vehicle Dealer Board:

- $30 - Salesperson License (initial, transfer and renewal)
- $10 - Criminal Background Check Application fees

MVDB 61 (along with any additional forms that may be required, i.e., dealer certificate renewals) should be submitted to the MVDB, 2201 W. Broad St. Suite 104, Richmond VA 23221. Upon
receipt, MVDB will process the application and if all review requirements are met, a sales license is usually issued within 7-10 business days to the dealership where you will be employed. Below is a summary listing of all recently revised forms, including new form MVDB 61. Dealers should immediately destroy all old stock they may have at their dealership. As a best practice, current forms are available to download and print a www.mvdb.virginia.gov/forms. As a reminder, forms should be completed accurately and complete, please do not mark “Same” on any field even if there is no change from previous year. On the MVDB 10 in Section 9 on the second page, we have added a question (I) regarding licensed manufacturers and distributors. This question is added to ensure licensed manufacturers and distributors do not own or operate dealerships in the Commonwealth.

Be sure to check out PSDVA's Associate Members and Partners

This is how we communicate with you!

It is important to us (and to you and your dealership) that you receive these communications! It is the only way we can quickly communicate changes and developments which affect your dealership.

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