

## COVID-19 THOUGHTS

### THE VIRUS OUTLOOK:

Daily Spread Tracker:

[https://rt.live/?fbclid=IwAR13n\\_43lZqcVhufGsjiKj16RKQmTY0BDXb1zu5AyALJD3UvfPh8ybN5VqQ](https://rt.live/?fbclid=IwAR13n_43lZqcVhufGsjiKj16RKQmTY0BDXb1zu5AyALJD3UvfPh8ybN5VqQ)

The spread of the virus by state, the base line of “1” means each person who has it gives it to one other person.

If your state is below 1 then the spread is slow or slowing. Above 1 it is moving fast or increasing.

How a Governor deals with quarantine seems to matter the most, for example:

Michigan: 2<sup>nd</sup> Lowest: <https://www.newsweek.com/michigan-governor-whitmer-stay-home-order-absolutely-necessary-1498926>

North Dakota: Highest: <https://www.usnews.com/news/best-states/north-dakota/articles/2020-04-08/north-dakota-covid-19-cases-up-by-14-half-in-cass-county>

The Gross Numbers are Gross: Sick Map: <https://coronavirus.jhu.edu/us-map>

The “Minority Problem”: Alexandria Ocasio-Cortez says: ***“Inequality is a comorbidity.”*** She is right.

Disproportionate effect on minorities: <https://www.aljazeera.com/indepth/features/doctor-note-coronavirus-risk-higher-ethnic-groups-200415072650734.html>

And That Means Us: As a majority minority industry, we are at very serious risk:

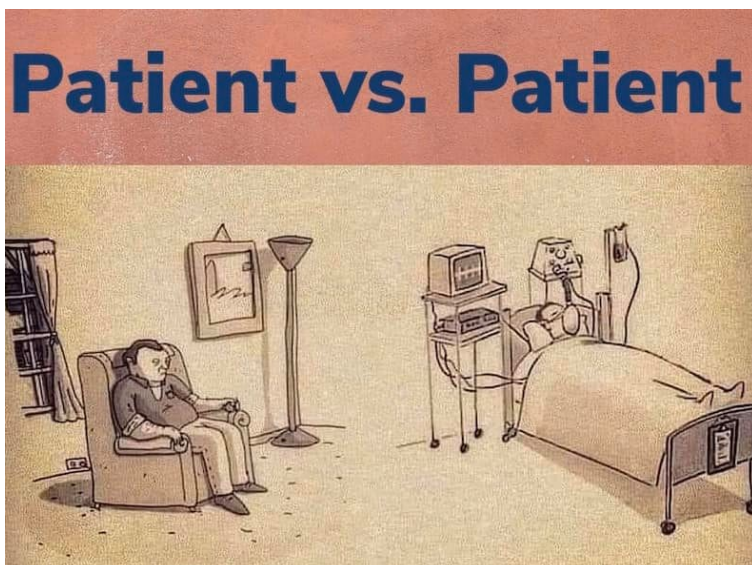
<https://www.theguardian.com/world/2020/apr/20/us-bus-drivers-lack-life-saving-basic-protections-transit-worker-deaths-coronavirus>

It Is Not Likely to Go Away Soon: There were three waves of the 1918 Flu Pandemic and the second wave was the deadliest. For us, that is when the kids go back to school in the Fall: <https://www.cdc.gov/flu/pandemic-resources/1918-commemoration/three-waves.htm>

This survivor says back then, it was 4 years before people felt safe in groups again:

[https://www.youtube.com/watch?v=owTz6lcec\\_U](https://www.youtube.com/watch?v=owTz6lcec_U)

Which means we will face a choice:



## **FRONT LINE PROTECTION:**

Nothing you can do will insure you or your drivers will survive if you are moving guests.

And yet, most of us will go on moving guests anyway. So now what?

The World Health Organization says: <https://www.who.int/emergencies/diseases/novel-coronavirus-2019/advice-for-public>

The Center for Disease Control says: <https://www.cdc.gov/coronavirus/2019-ncov/prevent-getting-sick/prevention.html>

## **AND HERE IS WHAT THE CDC IS TELLING YOU AS A PASSENGER TRANSPORT COMPANY TO DO:**

<https://www.cdc.gov/coronavirus/2019-ncov/community/organizations/rideshare-drivers-for-hire.html>

A Goff had to provide a military client with the safety protocols that we use, here is what we sent:

### *Corona Virus Protection Procedures*

*We have advised all to stay at home if they experience any symptoms or are sick.*

*We have advised all staff to maintain a distance of at least 6 feet (social distancing).*

*We have advised all staff to cover their mouth and nose with the inside of their elbow or a tissue if they cough or sneeze and to dispose of any used tissues.*

*After any cough or sneeze and several times a day we have advised all staff on the importance of washing hands thoroughly with soap and water for a minimum of 20 seconds.*

*We have supplied disposable gloves and hand sanitizer on each motor coach.*

*We have supplied hospital-grade cleaning solution to the maintenance and driving staff.*

*We have consulted with CDC on cleaning frequency guidelines and are following them.*

*We clean the buses at least daily, focusing on high contact areas.*

*We are employing cleaning products can also kill most, if not all flu virus, including products containing:*

*chlorine*

*hydrogen peroxide*

*detergents (soap)*

*iodophors (iodine-based antiseptics)*

*alcohols*

*We have notified all staff that the flu virus can survive on hard surfaces for up to 48-hours.*

*Additionally, we are:*

- Maintaining an adequate supply of disinfectant for cleaners. Monitor for use and resupply.*
- Reviewing proper dilution according to manufacturer specification.*
- Making sure there is an ample supply of hand sanitizer (when available) throughout the bus.*
- Reviewing cleaning procedures with cleaning staff for effectiveness and safety following Federal guidelines (29 CFR 1910.1030).*
- Using plastic trash liners for proper disposal.*
- Employing disposable gloves for drivers as well as cleaning staff.*
- Advising charter and tour groups to encourage passengers who are ill to remain home.*
- Discussing with drivers, procedures for handling passengers who become ill.*

*We believe that by employing these procedures properly, we can continue to provide the public and our contracted guests with a safe, virus-free environment.*

A Goff had to provide a corporate shuttle client with a signed daily physical cleaning report, here it is:

SCCA  
**INFECTION CONTROL DAILY SIGN-OFF SHEET**

DOR1  
5402

AM DRIVER: 10 AM

☒ Wipe down the high touch areas of the bus with sanitized wipes (i.e. rails, seat handles) *To be done twice per shift.*

SIGNATURE B. J. L. DATE 4/20/20

EVENING DRIVER: 2 PM

☒ Wipe down the high touch areas of the bus with sanitized wipes (i.e. rails, seat handles). *To be done twice per shift.*

☒ lightly spray the soft surfaces (upholstery) with Hydrogen Peroxide spray.  
*To be done at shift end.*

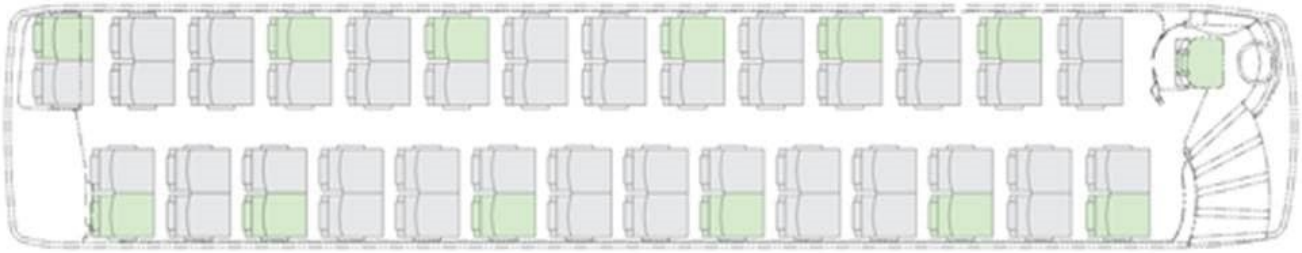
SIGNATURE B. J. L. DATE 4/20/20

May 2018

We also had to ensure social distancing on the buses, here is what they accepted:



Motor Coach Industries, a bus manufacturer, put out a social distancing recommendation for buses:



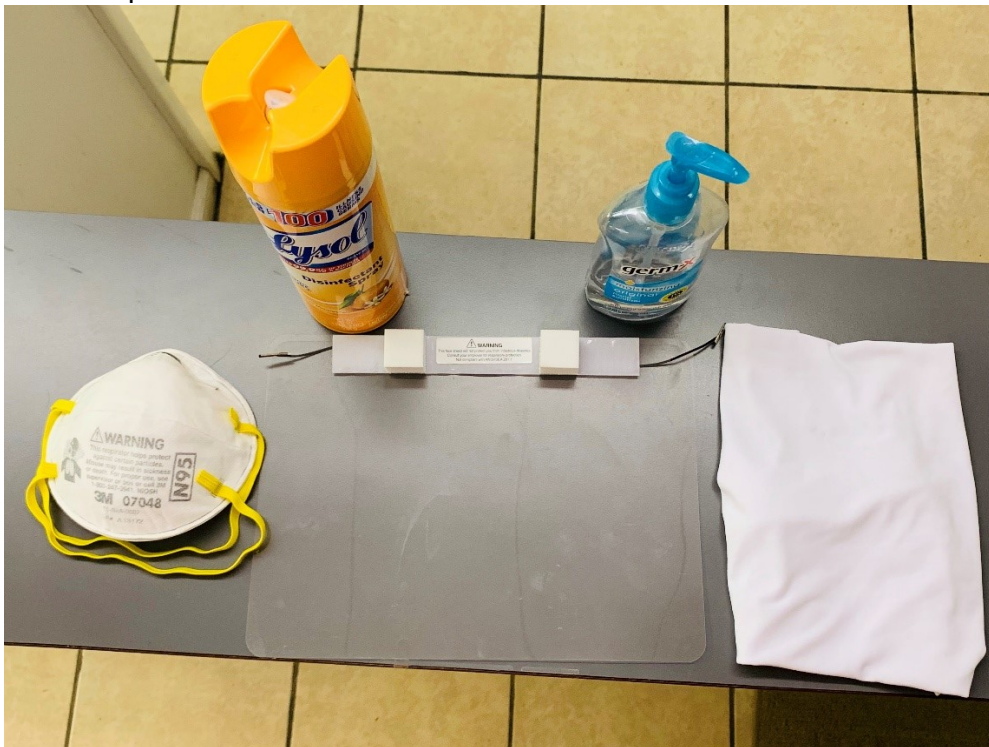
In addition to what we had to do for those clients, we also had to do our best for the driving staff.

Here is what we do in addition to following those protocols rigorously:

- The Bus Captain or Chauffeur always exits the vehicle completely before the client enters, waiting well away from the entrance door.
- The Bus Captain or Chauffeur always exits the vehicle completely before the client exits, waiting well away from the exit door.
- We were fortunate to find a large box of 3M N95 masks in our body shop supply closet. We issued one to each of the driving staff with instructions on how to keep them clean for re-use, including wearing a second microfiber or cloth mask covering over the N95 mask.
- We were also lucky to have friend who is a pharmacist and who was able to obtain disposable face shields. Directions were given on cleaning these as well.
- The driving staff were instructed to put on their PPE before exiting their vehicle in the morning and wait until exiting the building at the end of their shift to remove it.
- Hand sanitizer is provided to everyone and in every vehicle and at several points throughout the shop.

When we have someone report an illness; however slight, they are grounded until they get clearance from a physician, with a note. We pay for the physician visit.

A Bus Captain or Chauffeur kit looks like this:

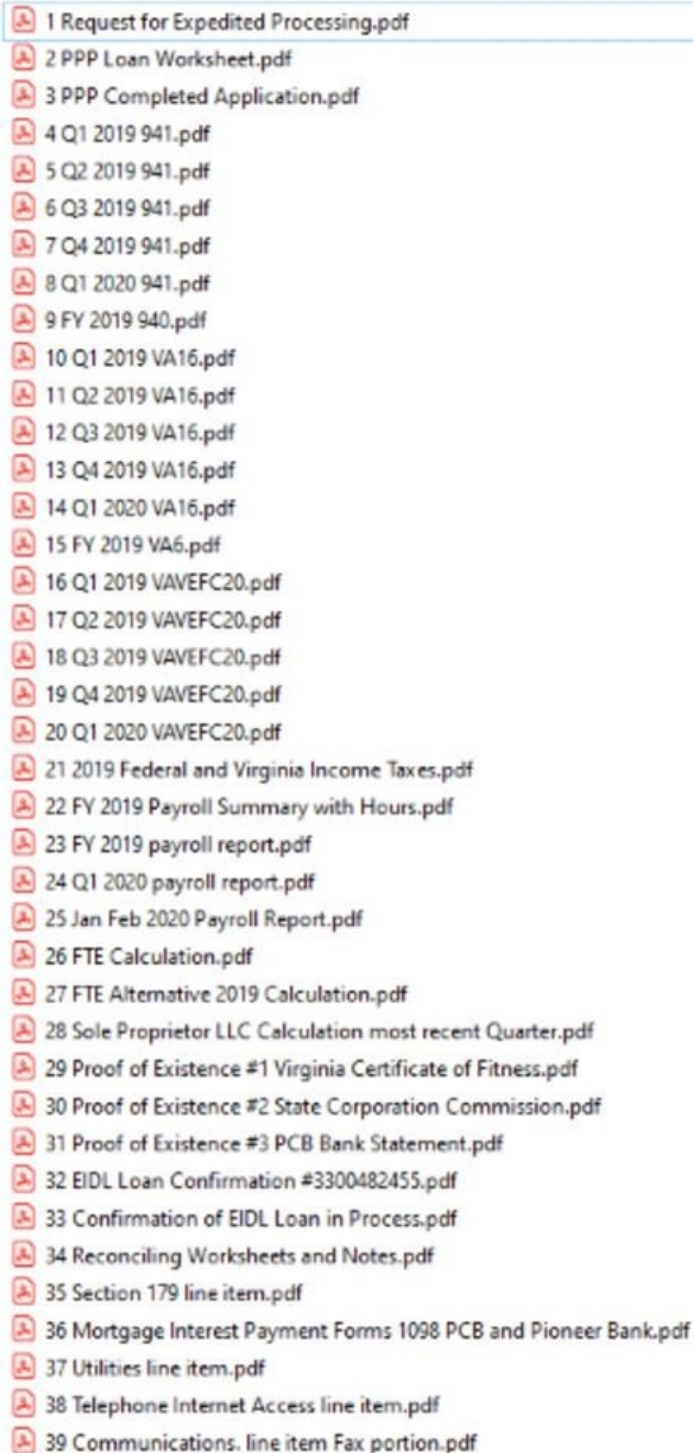


None of this will keep us from getting sued if and when a Bus Captain or Chauffeur catches the bug. Our best hope both for our co-workers and for future litigation is to do our best today and every day.

## THE MONEY:

There are several ways to get financial relief from the federal government including PPP loans, EIDL loans, tax deferrals, and tax credits, among others. Many states and municipalities also have programs. A Goff has either received money or commitments totaling \$979,550 not including any favorable tax treatment of losses or payroll credits. Approximately 25% of these funds have been collected to date.

Here is what we provided for backup:

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- 1 Request for Expedited Processing.pdf
  - 2 PPP Loan Worksheet.pdf
  - 3 PPP Completed Application.pdf
  - 4 Q1 2019 941.pdf
  - 5 Q2 2019 941.pdf
  - 6 Q3 2019 941.pdf
  - 7 Q4 2019 941.pdf
  - 8 Q1 2020 941.pdf
  - 9 FY 2019 940.pdf
  - 10 Q1 2019 VA16.pdf
  - 11 Q2 2019 VA16.pdf
  - 12 Q3 2019 VA16.pdf
  - 13 Q4 2019 VA16.pdf
  - 14 Q1 2020 VA16.pdf
  - 15 FY 2019 VA6.pdf
  - 16 Q1 2019 VAVEFC20.pdf
  - 17 Q2 2019 VAVEFC20.pdf
  - 18 Q3 2019 VAVEFC20.pdf
  - 19 Q4 2019 VAVEFC20.pdf
  - 20 Q1 2020 VAVEFC20.pdf
  - 21 2019 Federal and Virginia Income Taxes.pdf
  - 22 FY 2019 Payroll Summary with Hours.pdf
  - 23 FY 2019 payroll report.pdf
  - 24 Q1 2020 payroll report.pdf
  - 25 Jan Feb 2020 Payroll Report.pdf
  - 26 FTE Calculation.pdf
  - 27 FTE Alternative 2019 Calculation.pdf
  - 28 Sole Proprietor LLC Calculation most recent Quarter.pdf
  - 29 Proof of Existence #1 Virginia Certificate of Fitness.pdf
  - 30 Proof of Existence #2 State Corporation Commission.pdf
  - 31 Proof of Existence #3 PCB Bank Statement.pdf
  - 32 EIDL Loan Confirmation #3300482455.pdf
  - 33 Confirmation of EIDL Loan in Process.pdf
  - 34 Reconciling Worksheets and Notes.pdf
  - 35 Section 179 line item.pdf
  - 36 Mortgage Interest Payment Forms 1098 PCB and Pioneer Bank.pdf
  - 37 Utilities line item.pdf
  - 38 Telephone Internet Access line item.pdf
  - 39 Communications. line item Fax portion.pdf

Additionally, we have received a commitment from Ken Pressley at the United Motor Coach Association to provide a public letter for all operators directed to schools clarifying Section 18006 of the 3<sup>rd</sup> phase of the CARES Act as it pertains to the payment to school contractors for cancelled school transportation.

A Goff will be pressing claims in excess of \$250,000 for cancelled trips to its school clients.

The PPP loan program has many rules, often conflicting, as to forgiveness of debt. Here are the best resources to study those rules that I have found:

The Actual Text of the CARES Act: <https://www.documentcloud.org/documents/6819239-FINAL-FINAL-CARES-ACT.html?fbclid=IwAR0SAIrCaoptY-mNO8gi5dSghIKlnhnPFPkuss41KQvgWDDoZ3uceQNsFU>

The Problem With Non Business People Making Business Decisions:

[https://slate.com/business/2020/04/paycheck-protection-program-drained.html?fbclid=IwAR1IAvuggM9BZscXexQzOu2hL5i6l3fl6blIWWrhX0lz8gQWI\\_enAlyg9k](https://slate.com/business/2020/04/paycheck-protection-program-drained.html?fbclid=IwAR1IAvuggM9BZscXexQzOu2hL5i6l3fl6blIWWrhX0lz8gQWI_enAlyg9k)

Details For Business People Who Are Willing to Work The Program:

[https://www.forbes.com/sites/anthonymnitti/2020/04/15/ten-things-we-need-to-know-about-paycheck-protection-program-loan-forgiveness/?fbclid=IwAR1yst8NI7bzaP9nIMDP3IPKglFEX9y70-r3mwZ0w6kCQdLLsl\\_QpLCPfx4#58d357d13291](https://www.forbes.com/sites/anthonymnitti/2020/04/15/ten-things-we-need-to-know-about-paycheck-protection-program-loan-forgiveness/?fbclid=IwAR1yst8NI7bzaP9nIMDP3IPKglFEX9y70-r3mwZ0w6kCQdLLsl_QpLCPfx4#58d357d13291)

### **THE OPPORTUNITY:**

The Sales Pitch I Am Using at My Livery Dealership and Livery Auction:

*Baron Rothschild, an 18th-century British nobleman and member of the Rothschild banking family, is credited with saying that "the time to buy is when there's blood in the streets." He should know. Rothschild made a fortune buying in the panic that followed the Battle of Waterloo against Napoleon. But that is not the whole story. The original quote is believed to be "Buy when there's blood in the streets, even if the blood is your own."*

Do I believe it?

Yes, I Do and here is the dealership ad I started running this week:

## ***SALESPEOPLE NEEDED MOTOR COACH & MINIBUS***



SuperMax Motors is a consignment livery dealer & auction.  
Experienced bus salespeople have a new place to call home.  
Dan Goff 434-979-5466 or email [Info@SuperMaxMotors.com](mailto:Info@SuperMaxMotors.com)  
Background Info available here: <https://www.supermaxmotors.club/supermax-motors/>

Soon I will be running ads for livery charter service salespeople as well.

There is blood in the streets now and some of it is mine.

This is no time to sit on the couch and catch up with the latest streaming TV shows.

This is the time to earn my stripes as an entrepreneur.

Questions?