

INDUSTRY NEWS

April 2013



NADA Fights Back on Finance Reserves

The Federal Consumer Financial Protection Bureau (CFPB) launched an unprovoked attack against dealers last month. The National Automobile

Dealers Association (NADA) responded vigorously.

The stakes are high. If the CFPB has its way, dealer originators and vehicle finance companies would give up all discretion for interest rate markups. Only non discretionary flat fee payments would be permitted.

The CFPB issued a Bulletin on March 23, 2013 warning lenders that the Agency will take enforcement actions against lenders for compensating dealers in a manner that may result in violations of the Equal Credit Opportunity Act.

“Consumers should not have to pay more for a car loan simply based on their race,” said CFPB Director Richard Cordray. “Today’s bulletin clarifies our authority to pursue auto lenders whose policies harm consumers through unlawful discrimination.”

NADA promptly and vigorously responded that the current marketplace for vehicle financing is robust and competitive. NADA further chided the CFPB for announcing such an anti-competitive position without the Agency showing any real evidence that rate discrimination based on race is actually occurring.

According to NADA, “the CFPB guidance appropriately explains that unlawful discrimination has no place in the marketplace. However, it is relying on a theory of discrimination that is based on a statistical analysis of past transactions – not intentional conduct – and the CFPB has not provided any information about how it is conducting its analysis.”

Stay tuned. Federal bureaucrats have long memories. Dealers may recall the fight in Congress three years ago when dealers successfully lobbied to stay outside the direct supervision of the newly created CFPB.

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UPCOMING EVENTS

HR Breakfast Club
Wednesday, April 17

Certified Title Sales Tax/New to Fleet/MN Titles & Transfers
Tuesday, May 14

Sales Tax for Dealerships Roundtable Luncheon
Thursday, May 23 – Minneapolis
Thursday, June 6 – Brainerd

Title Basics
Wednesday, June 19

Additional Classes and Webinars
Watch for e-mail announcements from MADA Newslists or check out www.mada.org for a comprehensive list of all course listings.

MADA NEWS



Message From Your Executive Vice President

Phone Calls Matter. That's what I want to make clear to every member and dealership employee who reads this short message. As we approach the final weeks of one of the worst, most anti-business legislative sessions I've seen in my 25 years of lobbying, you need to know that your voice is still a powerful instrument. Legislators do keep note of their phone calls and contacts on issues; even a handful on a single topic can be impactful.

While we try not to sound the alarm too often, there will be times during these waning days of the 2013 Legislature that we will need a little help from the members. You represent jobs, taxes, commerce and strong community involvement. Legislators will listen when you call. Thank you.



Minnesota Automobile Dealers Association

The Minnesota Auto Dealers Association is a non-profit trade association dedicated to the progress of the retail auto industry in Minnesota.

President

Steve Brimhall, *Minnesota Motor Company, Fergus Falls*

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LEGISLATIVE NEWS

MADA Mid-Session Update

With the 2013 session still in progress, this mid-session summary from MADA's legislative team offers a recap of MADA's legislative focus, positions on bills under consideration and updates on progress.

MADA Opposes the Following Bills: City Street Improvement Fee Authority HF745/SF607

MADA leads a coalition of over two dozen organizations ranging from businesses to non-profits and faith communities in opposition to HF745 authored by Transportation Policy Chairman Rep. Ron Erhardt (DFL-Edina) and SF607 authored by Sen. Jim Carlson (DFL-Eagan). This bill would broaden city authority to impose fees on property owners for street improvement including:

construction, reconstruction, facility upgrade involving: right-of-way acquisition; paving; curbs and gutters; bridges and culverts and their repair; milling; overlaying; drainage and storm sewers; excavation; base work; subgrade corrections; street lighting; traffic signals; signage; sidewalks; pavement markings; boulevard and easement restoration; impact mitigation; connection and reconnection of utilities; turn lanes; medians; street and alley returns; retaining walls; fences; lane additions; and fixed transit infrastructure, trails, or pathways.

The legislation is a clear end-run around requirements designed to protect property taxpayers under the special assessment laws. The bill language includes no requirement that property owners actually benefit from the "improvements" that are funded by their street improvement fees. The legislation also allows cities to define a taxing district in almost any way, such as imposing higher taxes on business property than on other classifications or only on business properties.

Wheelage Tax Increase HF709/SF583

MADA opposes this bill to increase the county-imposed wheelage tax and expand the taxing authority to all 87 Minnesota counties. Each county would be able to impose a new fee on motor vehicle registrations.

LEGISLATIVE NEWS

Metro Area Sales Tax and Motor Vehicle Excise Tax Increase HF1044/SF927

Five metropolitan area counties now impose a .25% sales tax and \$20 excise tax on motor vehicle sales to pay for transit projects. Transit advocates hope to increase those tax rates to 1% sales tax and \$40 excise tax on motor vehicle sales in those counties, in addition to other local sales taxes that are already in place.

Sales Tax on Services HF677/SF552 MADA testified against the Governor's proposed sales tax on services which would expand to include business-to-business services such as accounting, advertising, legal, architectural, auctioneering, technology and other services. The bill would add more than \$10 million in new taxes on services purchased by MADA members. Despite the Governor's decision to drop the services tax from his revised budget proposal, a sales tax on auto repair services is still a potential since it is included in another bill (HF1449). Also, as MADA has warned in previous Legislative Bulletins, we have not yet seen budget proposals from the House and Senate DFL leadership. With DFL plans to increase spending by billions, another proposal to expand the imposition of the sales tax to certain services might still be possible.

Increased Motor Vehicle Registration Tax HF931/SF891

This bill would increase the motor vehicle registration tax rate to \$20 + 1.375% of vehicle base value from the current rate of \$10 + 1.25% of vehicle base value.

Consumer Fraud Claimants Entitled to Recovery of Attorney Fees HF642/SF1223

This scary one-sentence bill allows any individual who prevails in a consumer fraud claim to recover unlimited attorney fees and costs.

MADA Supports the Following Bills: Eliminate the Title Transfer Fee on Wholesale Transfers HF316/SF300

MADA's bill seeks to improve the ease of administration for dealerships and eliminate the \$6.50 Title Transfer Fee imposed on each dealer reassignment of an existing Minnesota title. The elimination of this unfair and confusing tax for customers would be offset by a corresponding \$2 increase in the Title Fee. This bill was heard in the House Transportation Committee and Ways and Means Committee and was passed to the House Floor for final consideration. It was passed

in the Senate Transportation Committee and now awaits a hearing in the Senate Finance Committee before final consideration on the Senate Floor.

Shop Supplies Taxed at Retail Instead of Wholesale HF426/SF326

MADA supports this bill to allow auto repair facilities to tax shop supplies at retail instead of at wholesale. This bill was heard and laid over for possible inclusion in the House Omnibus Tax bill. MADA will continue to advocate for this bill's inclusion.

Other Bills of Interest to MADA members:

Dealer Licensing/Tesla Legislation HF774/SF679

As previously reported, after an unfriendly amendment was approved by the Senate Transportation Committee to ensure Tesla's ability to open a factory-owned retail store, this bill has been removed from the schedule for the remainder of the 2013 legislative session.

Preserving Dealer-Owned Repair Shops' Ability to Sell Abandoned Vehicles for Scrap HF1214/SF934, SF923/HF1095, and SF1270

MADA is working to preserve dealer-owned repair shops' ability to sell vehicles to scrap dealers without having to produce a title or get clearance from lien holders. MADA has successfully added provisions to both bills that give special treatment to purchases of scrap vehicles from dealer-owned repair

Legislative Mid-Session Update..., continued on page 8...



INDUSTRY NEWS

FTC Sues Auto Show Directory Scammer

The Federal Trade Commission shut down Fair Guide - an Eastern European-based phony business directory - which targeted Twin City dealers and the Twin Cities Auto Show for years. Fair Guide solicits ads for a directory and when the dealer doesn't pay, the company follows up with an aggressive collections campaign.

On March 15, 2013 a federal judge temporarily halted the operation which according to the FTC has tricked small businesses and nonprofits into collectively paying millions of dollars to be listed in an online directory in which they had no interest. The FTC is seeking to permanently halt the alleged scam and require the defendants to refund the fees.

The Fair Guide defendants send mailings to retailers, home-based businesses, local associations, and others who attend trade shows. The mailings mention a specific trade show or exhibition and are designed to appear as though they are merely asking the recipient to update and check the accuracy of information for the "exhibitors directory" for the named trade show or exhibition. Some recipients do not notice a statement, buried in fine print at the bottom of the form, that by signing and returning the form they agree to pay the defendants \$1,717 per year for three years.



LEGAL NEWS

Dealerships Must Start Using New Form I-9

Beginning May 7, 2013, dealerships must use a new Employment Eligibility Verification I-9 form when making new hires or re-verifying existing employees. The revised I-9 form can be found here: <http://www.uscis.gov/files/form/i-9.pdf>

Changes to the I-9 form include extra data fields in Section 1 for foreign passport information (if applicable), telephone numbers, email addresses, etc. Extra space also was added for completion of "List A" documentation information. The form has expanded from one page to two.



COLLISION UPDATE

MADA

Collision & Service Council

A Clear Voice for Dealership Collision and Service Centers

I-CAR won't support OEM repair procedure initiatives requested by industry organizations, including SCRS, ASA, AASP and Assured Performance Network. I-CAR's Board of Directors acted March 7 to reject the stance that OEM repair procedures are the recognized industry repair standard.

The board's position is based on the I-CAR charter to represent the best interests of the industry in an unbiased manner. While OEM procedures are the recognized industry baseline, it's possible to identify repair processes that support or supplement those standards within a commitment to complete and safe repairs. Portions of the proposal that are consistent with I-CAR's strategic initiatives will go forward.

Minnesota Auto Outlook

Released by:
Minnesota Automobile
Dealers Association

Covering the Minnesota automotive market

Data thru February 2013

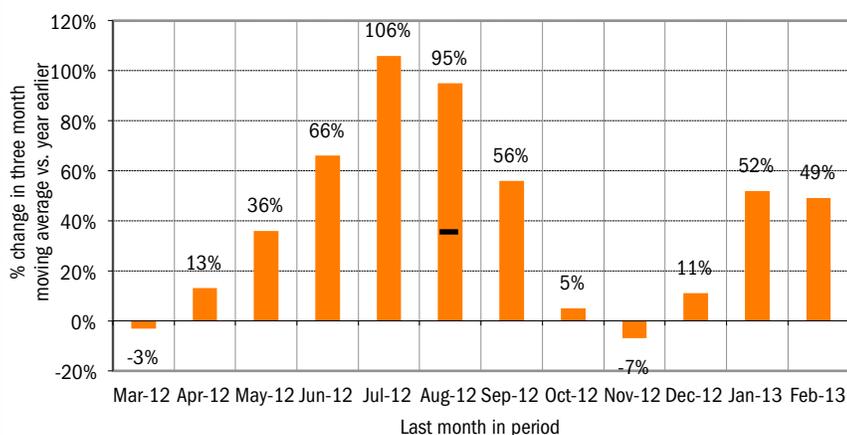
Minnesota New Retail Car and Light Truck Registrations

	Most Recent Two Months			YTD thru February			YTD Market Share		
	1/12 & 2/12	1/13 & 2/13	% change	2012	2013	% change	2012	2013	change
	Industry Total	25,749	38,842	50.8%	25,749	38,842	50.8%		
Cars	9,984	15,114	51.4%	9,984	15,114	51.4%	38.8	38.9	0.1
Light Trucks	15,765	23,728	50.5%	15,765	23,728	50.5%	61.2	61.1	-0.1
Japanese Brands	7,883	12,069	53.1%	7,883	12,069	53.1%	30.6	31.1	0.5
Toyota	2,687	4,634	72.5%	2,687	4,634	72.5%	10.4	11.9	1.5
Honda	2,329	3,025	29.9%	2,329	3,025	29.9%	9.0	7.8	-1.2
Nissan	1,427	1,851	29.7%	1,427	1,851	29.7%	5.5	4.8	-0.7
Other	1,440	2,559	77.7%	1,440	2,559	77.7%	5.6	6.6	1.0
Domestic Brands	13,845	21,320	54.0%	13,845	21,320	54.0%	53.8	54.9	1.1
General Motors	5,814	9,254	59.2%	5,814	9,254	59.2%	22.6	23.8	1.2
Ford	5,277	7,839	48.6%	5,277	7,839	48.6%	20.5	20.2	-0.3
Chrysler	2,754	4,227	53.5%	2,754	4,227	53.5%	10.7	10.9	0.2
European Brands	1,946	2,539	30.5%	1,946	2,539	30.5%	7.6	6.5	-1.1
Volkswagen	1,078	1,252	16.1%	1,078	1,252	16.1%	4.2	3.2	-1.0
BMW	383	537	40.2%	383	537	40.2%	1.5	1.4	-0.1
Mercedes	256	446	74.2%	256	446	74.2%	1.0	1.1	0.1
Other	229	304	32.8%	229	304	32.8%	0.9	0.8	-0.1
Korean Brands	2,075	2,914	40.4%	2,075	2,914	40.4%	8.1	7.5	-0.6

Brands included above: Domestic Brands: GM (Buick, Cadillac, Chevrolet, and GMC), Ford (Ford and Lincoln), Chrysler (Chrysler, Dodge, and Jeep). Japanese: Toyota (Toyota, Lexus, and Scion), Honda (Honda and Acura), Nissan (Nissan and Infiniti), Other (Mazda, Mitsubishi, Subaru, and Suzuki). European: VW (Audi, Bentley, and Volkswagen), BMW (BMW, Rolls Royce, and MINI), MB (Mercedes Benz), Other (Aston Martin, Ferrari, Fiat, Jaguar, Land Rover, Lotus, Maserati, and Volvo). Korean: Hyundai and Kia.

Data Source: AutoCount data from Experian Automotive.

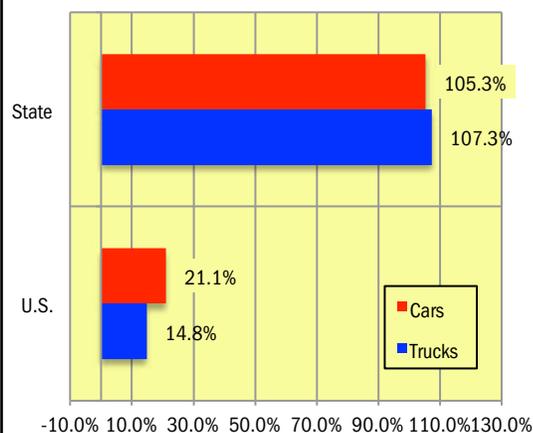
Percent Change in Three Month Moving Average of New Retail Registrations versus Same Period Year Earlier



The graph above provides a clear picture of the trending direction of the state market. It shows the year-over-year percent change in the three month moving average of new retail light vehicle registrations. The three month moving average is less erratic than monthly registrations, which can fluctuate due to such factors as the timing of manufacturer incentive programs, weather and title processing delays by governmental agencies.

Data Source: AutoCount data from Experian Automotive.

Percent Change in State and U.S. New Retail Light Vehicle Markets Jan '13 vs. Jan '12



The graph above compares the change in new retail car and light truck registrations in both the state and U.S. markets. **Note: percent change is for January 2013 vs. January 2012. Final U.S. figures for February 2013 were not available.**

Data Source: AutoCount data from Experian Automotive

Data Information

All data represents new vehicle retail registrations in Minnesota and excludes fleet and wholesale transactions. Monthly recording of registrations occurs when the data is processed by the DVS. Please keep in mind that monthly registration figures can occasionally be subject to fluctuations, resulting in over or under estimation of actual results. This usually occurs due to processing delays by governmental agencies. Data Source: AutoCount data from Experian Automotive.

Minnesota New Retail Light Vehicle Registrations					
	Registrations			Market share	
	YTD '12	YTD '13	% change	YTD '12	YTD '13
	thru Feb	thru Feb		thru Feb	thru Feb
TOTAL	25,749	38,842	51%		
Acura	151	235	56%	0.6%	0.6%
Audi	242	246	2%	0.9%	0.6%
BMW	292	453	55%	1.1%	1.2%
Buick	474	767	62%	1.8%	2.0%
Cadillac	181	361	99%	0.7%	0.9%
Chevrolet	4,229	6,525	54%	16.4%	16.8%
Chrysler	618	758	23%	2.4%	2.0%
Dodge	712	1,274	79%	2.8%	3.3%
Fiat	23	62	170%	0.1%	0.2%
Ford	5,126	7,579	48%	19.9%	19.5%
GMC	930	1,601	72%	3.6%	4.1%
Honda	2,178	2,790	28%	8.5%	7.2%
Hyundai	963	1,382	44%	3.7%	3.6%
Infiniti	111	195	76%	0.4%	0.5%
Jaguar	6	3	-50%	0.0%	0.0%
Jeep	830	1,122	35%	3.2%	2.9%
Kia	1,112	1,532	38%	4.3%	3.9%
Land Rover	50	95	90%	0.2%	0.2%
Lexus	259	380	47%	1.0%	1.0%
Lincoln	151	260	72%	0.6%	0.7%
Mazda	432	700	62%	1.7%	1.8%
Mercedes	253	442	75%	1.0%	1.1%
MINI	91	84	-8%	0.4%	0.2%
Mitsubishi	93	150	61%	0.4%	0.4%
Nissan	1,316	1,656	26%	5.1%	4.3%
Porsche	19	24	26%	0.1%	0.1%
Ram	594	1,073	81%	2.3%	2.8%
smart	3	4	33%	0.0%	0.0%
Subaru	864	1,627	88%	3.4%	4.2%
Suzuki	51	82	61%	0.2%	0.2%
Toyota/Scion	2,428	4,254	75%	9.4%	11.0%
Volkswagen	835	1,004	20%	3.2%	2.6%
Volvo	109	117	7%	0.4%	0.3%
Other	23	5	-78%	0.1%	0.0%

Top ten ranked brands in each percent change category are shaded green.

Data Source: AutoCount data from Experian Automotive.



ANSWERS DRIVE RESULTS.

You need insights into your marketplace to make the best decisions to maximize profits. The AutoCount® Dealer Report analyzes full details on new and used competitive dealer market share, down to specific areas you define. You bring the questions. We'll bring the answers.



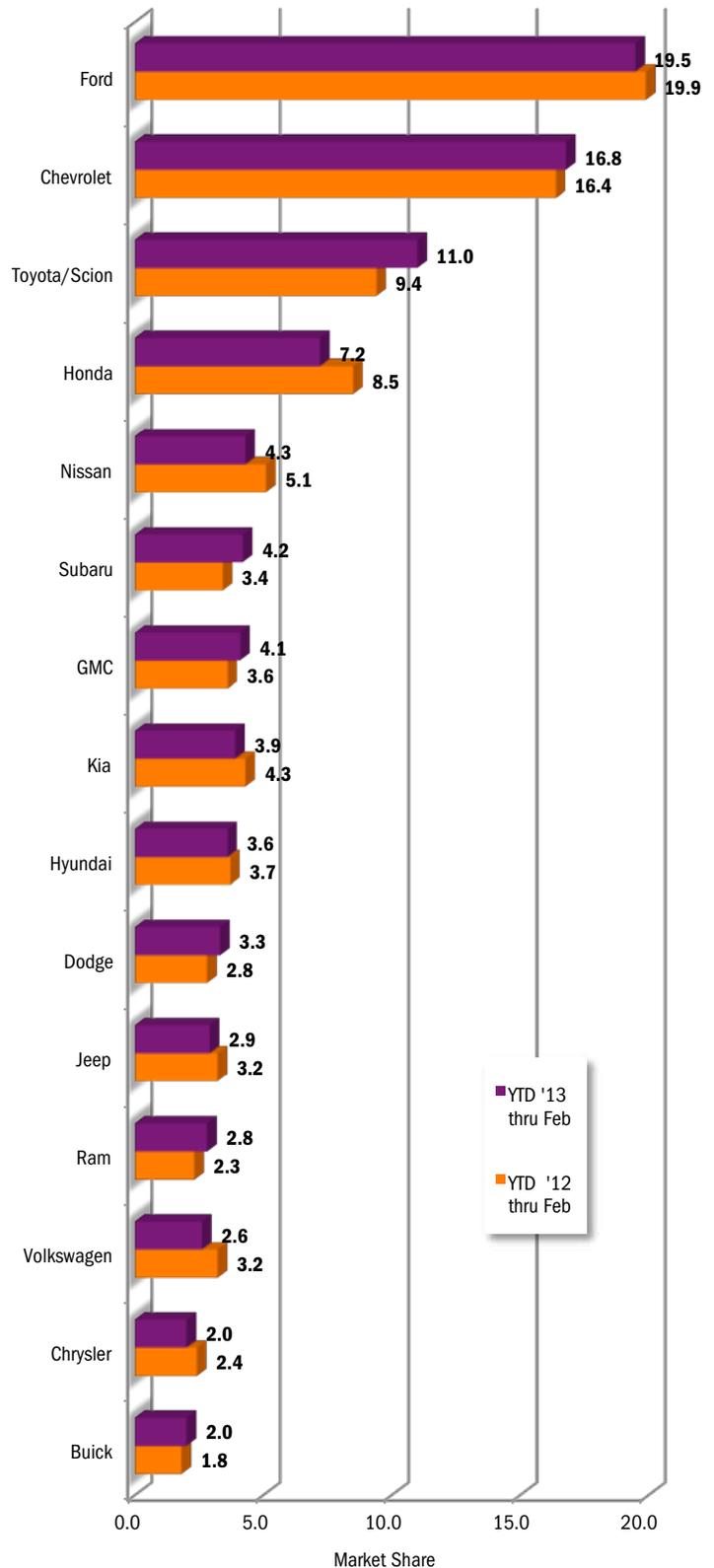
www.experianautomotive.com 888.211.5809

Experian Automotive is the data provider for Auto Outlook.

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**State Market Share for Top 15 Selling Brands
YTD '13 thru Feb. vs. YTD '12**



Data Source: AutoCount data from Experian Automotive.

Sales Tax Audit Seeks Six Figures

MADA received a member report that a Minnesota sales tax auditor is focusing on the tender question of the dealership's alleged failure to properly report and pay "use tax" on the operation of dealership owned vehicles.

Under Minnesota Statute §297B.035, if a dealer uses a vehicle from inventory, except for demonstration purposes, the dealer has a sales/use tax obligation. The dealer may elect to pay:

1. full motor vehicle sales tax to the Deputy Registrar; OR
2. use tax based on the reasonable rental value of the vehicle.

Here's the kicker: If the dealer fails to report use tax, the law presumes that the dealer elected to pay motor vehicle sales tax.

Examples of uses that do not trigger a sales/use tax obligation from the dealership:

1. Normal inventory functions – transporting vehicles, road testing, driving to an aftermarket installation location, etc
2. Customer test drive – any registration
3. ANY operation of a vehicle properly displaying a D-Plate
4. Customer no-charge service loaner for factory warranty repair
5. Customer-paid rental or lease where tax is collected from the customer

Examples of uses that do trigger a sales/use tax obligation from the dealer:

1. Dealership parts truck, tow truck and snow plow
2. Employee demo with regular registration plates
3. Trip to the bank with regular registration plates
4. Customer no-charge loaner provided for non-factory warranty repair
5. Professional golf event with no D-plate displayed

In the recently reported audit, the Department of Revenue uncovered short term uses of scores of new vehicles over a 2-year period. If it turns out that the dealership failed to elect the more modest use tax, the Department of Revenue may seek full motor vehicle sales tax on each of the vehicles.

This is one to watch out for. The issue has been around – but largely quiet – since 2005. There's much more information on the proper way to report use tax on dealer owned vehicles at www.mada.org in the legal/tax area.

visit us online at
www.mada.org

Data mining is key with strong forecast

Do you realize how quickly and easily your data can get dirty and become inaccurate? The average American moves 14 times in a lifetime; 45 million Americans change their address at least once each year. Most importantly, a third of these people will move across a county or state. Given these factors, 20% of your customer data will change naturally each year.

The impact of all this change is illustrated by the 1-10-100 rule: it takes \$1 to verify a record, \$10 to cleanse and de-dupe it and \$100 if nothing is done, because the ramifications of the incorrect data are felt over and over again.

Here are a few ways to keep your data clean, reduce waste and protect your brand:

- Append your data at least once a quarter
- Prevent customers from opting out of too many messages
- Use the customer's preferred method of communication
- Avoid spam traps and other online potholes





Minnesota Automobile Dealers Association

Endorsed Service & Vendors

Computerized Vehicle Registration
CVR

F&I Products
Protective

Dealership Marketing
Visible Customer

Group Health Insurance
Blue Cross Blue Shield of MN
Delta Dental
ReliaStar Life

Workers Compensation
Ensure Agency
Midwest Family Mutual

Dealer Bond Program
Ensure Agency

Collections
Springer Collections

Check Guarantee/Credit Card Processing
FIS / Certegy

Disability Income Insurance & Section 125 Cafeteria Plans
American Fidelity Assurance

OSHA, EPA & DOT Compliance/Training
ComplyNet Corporation

Fleet Fueling Program
SuperAmerica

Office Supplies
S & T Office Products

Uniforms and Linen Services
AmeriPride Linen & Apparel Services

Hole-In-One Insurance
Hole-In-One-USA

Pre-Paid Legal, Jim Gavin
Identity Theft Shield & Pre-Paid Legal Services



MADA Services sells a wide variety of products directly to the dealers including business forms, clothing and promotional items. For a full review of options, contact your sales representative at 651-291-2400 or go to www.mada.org

MEMBER NEWS

Ballweg Family of Dealerships has opened a new *Mercedes Benz* dealership at 4447 Canal Place SE, Rochester. The store will be doing business as *Mercedes Benz of Rochester*.

LEGISLATIVE NEWS

MADA Mid-Session Update (cont... from pg 3)

shops. The issue of requiring titles on vehicles sold for scrap is currently being negotiated in the context of three different bills, and MADA will continue to monitor any action on this issue.

Criminal History on Employment Applications HF690/SF523 This bill authored by Rep. Tim Mahoney (DFL-St. Paul) and Sen. Bobby Joe Champion (DFL – Minneapolis) prohibits private employers from asking whether an applicant has a criminal history on a job application. Opponents of the bill, including MADA, were able to secure amendment in both the House and Senate that will remove the cause of action created by the bill and instead replace the lawsuit authority with an administrative warning and specified fine.

Inflation Adjustment to Threshold Triggering Salvage Title Brand HF1036/SF871 Salvage title brand would apply to vehicles older than six years with value greater than \$9,000. Current law requires a salvage brand for vehicles older than six years old with value greater than \$5,000.

SERVICES NEWS



MADA Services has partnered with S&T Office Products Inc. as the newly-endorsed provider of office supplies and furniture. The partnership was implemented the first of the year. The program has witnessed substantial growth in that timeframe. Since S&T Office Products started working with Minnesota dealerships, many members have realized anywhere from 13 - 24 % savings when making a change.

To start your savings, contact S&T Office Products at 651-483-4411 or rburgwald@stoffice.com.



TITLE BASICS

This class prepares title clerks for the Certified Title Professional program.

This class is designed to familiarize new title clerks with the necessary forms, information and procedures required in this position. This hands-on training will broaden the understanding of state forms, their proper application and fee allocation.

TITLE BASICS* is intended to ease any anxiety associated with the sometimes complicated forms. Aly Quinn will work with you to help better understand the forms, fees, titles, transfers, etc. Aly, having done title work for a dealership as well as for the White Bear Licensing Bureau, has over 15 years of combined titling experience and is currently working with CVR.

This class will prepare title clerks for the Certified Title Professional program which is offered at MADA in conjunction with DVS. The class agenda is as follows:

- Hour one:** Getting to know the forms
- Hour two:** Understanding the fees
- Hour three:** Making sense of the information and a one-on-one Q & A

Participants will also receive a booklet with all of the forms and helpful hints

COST: \$199/person. Your MADA Services Account will be billed directly.

TO REGISTER: Register online at www.mada.org/training, e-mail to denise@mada.org or fax to MADA at 651-291-2894. MADA will send you a confirmation and directions prior to the class. Refunds only on cancellations 48 hours prior to the class.

Wednesday, June 19, 2013

Doubletree by Hilton - Park Place
1500 Park Place Blvd
Minneapolis, MN 55416

Name(s) _____

Name(s) _____

Dealership _____

e-mail _____ phone _____

Any questions, please contact Denise Anderson at 651-789-2950 or denise@mada.org

Become a Certified Title & Registration Professional

The Certified Title & Registration Program has been designed in a coordinated effort with MADA, Driver and Vehicle Services and the Deputy Registrars. Certified Title & Registration Professionals become eligible for CVR (Computerized Vehicle Registration) and will, therefore, be granted unique access to the state's e-support mechanisms with the ability to electronically communicate customer's information to the Deputy Registrar and the State.

All three classes** are mandatory and must be passed (with a test score of 70% or better) to become certified and eligible for CVR. Testing will be conducted by DVS following each class. Individuals who successfully pass the three subject areas will be certified for three years. Continuing education will be required to maintain individual certifications.

New to Fleet

This class addresses transfers which create the first Minnesota Certificate of Title. These include new vehicle sales, leases and transfers based on out of state titles. Also, learn about special situations including secure reassignments, secure powers of attorney, dealer conditionals and special plates.

Sales Tax

Minnesota motor vehicle sales tax requirements can be complex. In this class, \$10 and \$90 "in lieu" taxes, discounts, rebates, disabled modifications, gift exemption, divorce, trusts and many other special situations and exemptions will be covered. This class also explores the legal options for dealers titling vehicles for resale and dealership business use.

Minnesota Titles and Transfers

In this class, you will become proficient in the requirements for transferring ownership of Minnesota titled/registered vehicles; use of Minnesota secure power of attorney and reassignment forms; how to correct ownership, alterations or other incorrect information; and learn about common form attachments (transfer upon death, repossessions, grants or release of liens, and more).

Please refer to the reverse side of this form for dates and times of each class and for registration information.

**Important note: these classes are not designed to teach the titling process. The purpose is to improve accuracy and consistency of data, promote quality customer service and expedite the production of state titles. Certification is mandatory to obtain CVR. To participate in any of the title classes (New to Fleet, Sales Tax and Minnesota Titles and Transfers), it is suggested that participants have at least one month experience working directly with titles.

Please indicate the date and classes you wish to attend.

Minneapolis Doubletree by Hilton - Park Place 1500 Park Place Blvd Minneapolis, MN 55416 651-789-2950	Minneapolis Doubletree by Hilton - Park Place 1500 Park Place Blvd Minneapolis, MN 55416 651-789-2950	Minneapolis Doubletree by Hilton - Park Place 1500 Park Place Blvd Minneapolis, MN 55416 651-789-2950
Tuesday, May 14, 2013 <input type="checkbox"/> Sales Tax 9:00 am - 10:00 am <input type="checkbox"/> New to Fleet 10:30 am - 12:30 pm <input type="checkbox"/> MN Titles & Transfers 1:00 pm - 3:00 pm	Tuesday, July 9, 2013 <input type="checkbox"/> Sales Tax 9:00 am - 10:00 am <input type="checkbox"/> New to Fleet 10:30 am - 12:30 pm <input type="checkbox"/> MN Titles & Transfers 1:00 pm - 3:00 pm	Tuesday, September 10, 2013 <input type="checkbox"/> Sales Tax 9:00 am - 10:00 am <input type="checkbox"/> New to Fleet 10:30 am - 12:30 pm <input type="checkbox"/> MN Titles & Transfers 1:00 pm - 3:00 pm

Each class is \$99 and includes lunch sponsored by CVR. Your MADA Services Account will be billed for the class(es).

TO REGISTER: You may either fax this form to MADA at 651-291-2894, e-mail to denise@mada.org or register online at www.mada.org.

MADA will send you a confirmation and directions prior to the class. Refunds only on cancellations made 24 hours prior to class.

Name _____

Dealership _____

Phone _____

E-mail _____

PLEASE NOTE: State E-Support User-ID# is required to log on the DVS website. To obtain an E-Support User ID, go to the website: www.mndriveinfo.org. Click on DVS Resources on the left toolbar, click on Dealer Info., click on On-Line Access for the form(s).

Any questions, please contact Denise Anderson at 651-789-2950 or denise@mada.org



Dealership Sales Tax Roundtable Luncheon

No one knows how the Sales Tax issues circulating in the legislature will all shake out. But MADA's team is keeping a finger on the pulse and will be ready to share the outcomes with you at the upcoming Roundtable Luncheon. In addition, the Sales Tax experts at Clifton-Larson-Allen will describe the Sales Tax implications for dealerships, including the new policy on taxing optional maintenance agreements.

Roseville

Thursday, May 23, 2013
Roseville Radisson
11:30 a.m. - 3:00 p.m.

Brainerd

Thursday, June 6, 2013
Grand View Lodge
11:30 a.m. - 3:00 p.m.

As the State looks for ways to generate revenue, there is no doubt new sales taxes are going to be a source for revenue. There are a number of tax issues in play and circulating through the legislature, but by May 23rd, Alyssa Schlander, MADA's lobbyist and legislative guru, along with Jim Schutjer, MADA's Legal Counsel, will have concrete answers for you. Get the inside story on how these legislative decisions were made and find out what you need to do to be in compliance.

Then, after lunch, hear from the Sales Tax experts at Clifton-Larson-Allen. Mike Herold, CLA's Partner of State and Local Tax Group and Mrudel Sharma, Manager and CPA, will review tax rules and regulations to ensure that your dealership is collecting, remitting, and paying the appropriate use tax directly to the Minnesota Department of Revenue. Some of the topics that will be covered include:

- The audit process: how to prepare, gather data and interact with the auditor;
- Valid exemption certificates and retention requirements;
- Taxable services;
- Sales tax planning opportunities; and
- Detailed discussion on the DOR's new policy on taxing optional maintenance agreements and how this applies to dealerships.

Be sure your dealership has representation at this seminar to understand the new tax laws rules and regulations.

**Please refer to the reverse side for locations
and registration information**

**Dealership Sales Tax
Roundtable Luncheon**

Registration

**Roseville
Thursday, May 23, 2013
11:30 a.m. - 3:00 p.m.**

Roseville Radisson
2540 Cleveland Avenue North
Roseville, MN 55113

**Brainerd
Thursday, June 6, 2013
11:30 a.m. - 3:00 p.m.**

Grand View Lodge
Nisswa, MN

Cost of the roundtable luncheon is \$229 each. More than one representative from your dealership (rooftop) is \$199 each.

Your MADA Services Account will be billed directly.

TO REGISTER: You may either fax this form to MADA at 651-291-2894, e-mail to denise@mada.org or register online at www.mada.org.

MADA will send you a confirmation and directions prior to the class. Refunds only on cancellations made 24 hours prior to class.

Name _____

Name _____

Dealership _____

Phone _____

e-mail _____

Please indicate the session you wish to attend:

Roseville

Brainerd