

**Julie Enea**

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**Subject:** FW: Automotive Change in San Mateo County

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**From:** Rick Boyd

**Date:** Tuesday, May 19, 2020 at 1:56 PM

**To:** John Montag , "McGallian, Tim"

**Cc:** Valerie Barone , Supervisor Candace Andersen  
 , Gayle Israel Supervisor Mitchoff  
 , Anne O

**Subject:** RE: Automotive Change in San Mateo County

Thank you John as always.

I would love to do whatever I can to contribute to the discussions and add any perspective I can. As we have discussed, the primary point is we have been operating Service and Parts since the original shelter in place order with customers coming and going and waiting inside the facility. We have had no one contract or test positive at any of the dealerships. With service customers, they are waiting in our waiting areas and our showrooms with no issues. It only seems logical that we are ready to let vehicle purchasers in as well. Seems odd that we have to stop them at the door and have them sit outside while customers for service are sitting inside.

Supervisors Anderson and Mitchoff, if you could take a moment to read the original email I sent John below, that will give you some additional perspective on myself and the situation. We are now one of only 5 Counties in the State that are not allowing vehicle sales in showrooms. This is obviously costing us all revenue including significant tax revenues for the City and County. We feel we can go from outside and online sales to showroom sales safely with the protocol that has been put out by the State and OHSA.

Please let me know if I can help at all in providing any additional information. The San Mateo County change that went in to effect yesterday would keep our sales and tax dollars at home as opposed to going to neighboring Counties. They simply added: "any business that the State of California has identified as an essential critical infrastructure sector...can resume operations"

Thank you all for your time and consideration,

Rick

***Rick Boyd***



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**From:** Montag, John <[John.Montagh@cityofconcord.org](mailto:John.Montagh@cityofconcord.org)>  
**Sent:** Tuesday, May 19, 2020 1:21 PM  
**To:** Rick Boyd <[rboyd@futureautomotivegroup.com](mailto:rboyd@futureautomotivegroup.com)>; McGallian, Tim <[Tim.McGallian@cityofconcord.org](mailto:Tim.McGallian@cityofconcord.org)>  
**Cc:** Barone, Valerie <[Valerie.Barone@cityofconcord.org](mailto:Valerie.Barone@cityofconcord.org)>  
**Subject:** RE: Automotive Change in San Mateo County

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Hi Rick,

Thank you for your email and information concerning the impact the County health orders are having Future Ford, Future Lincoln, Future Hyundai and Future Chrysler Dodge Jeep Ram. Also thank you for your investment and contribution to Concord's economy.

The City does not have any specific responsibilities or influence with drafting the County Health Orders. Economic Development staff have been engaged with Concord businesses during the crisis to facilitate their business operations as well as advocating on their behalf. The County Board of Supervisors have established an ad-hoc committee that is meeting and advising the County Health Officer on reopening issues. Supervisors Candice Anderson and Karen Mitchoff are the committee members. You may want to reach out to them directly. Here are their respective contact info:

[supervisorandersen@bos.cccounty.us](mailto:supervisorandersen@bos.cccounty.us)

Phone 925-957-8860

Chief of Staff: Gayle Israel [gayle.israel@bos.cccounty.us](mailto:gayle.israel@bos.cccounty.us)

[SupervisorMitchoff@bos.cccounty.us](mailto:SupervisorMitchoff@bos.cccounty.us)

Phone 925-521-7100

Chief of staff: Annie O [Anne.O@bos.cccounty.us](mailto:Anne.O@bos.cccounty.us)

We will communicate these issues to our County counterparts as well. Also please feel free to reach out to me to discuss this matter further.

Regards,

John Montag  
Economic Development Manager  
City of Concord | Website: [www.cityofconcord.org](http://www.cityofconcord.org)  
☐ (925) 671-3082 | ☐ [john.montagh@cityofconcord.org](mailto:john.montagh@cityofconcord.org)  
1950 Parkside Drive, MS/01B, Concord, CA 94519  
<http://cityofconcord.org/169/Permit-Center>



Community and Economic Development

[www.cityofconcord.org](http://www.cityofconcord.org) | [www.concordfirst.com](http://www.concordfirst.com)

Your feedback on Community and Economic Development Department services would be appreciated.  
Please take a moment to complete our on-line surveys at <https://www.surveymonkey.com/s/DRS1>

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**From:** Rick Boyd <[rboyd@futureautomotivegroup.com](mailto:rboyd@futureautomotivegroup.com)>

**Sent:** Tuesday, May 19, 2020 11:41 AM

**To:** Montag, John <[John.Montagh@cityofconcord.org](mailto:John.Montagh@cityofconcord.org)>; McGallian, Tim <[Tim.McGallian@cityofconcord.org](mailto:Tim.McGallian@cityofconcord.org)>

**Subject:** Automotive Change in San Mateo County

Hi John and Mayor McGallian, I hope this finds you well.

Mayor, I had the chance to meet you at the Monument Crises Center Gala in February. I have been working and talking with John regarding getting up and back in business. As a background, I am the Managing Partner of Future Ford, Future Lincoln, Future Hyundai and we just acquired Future Chrysler Dodge Jeep Ram in January from Lithia, all here in Concord. We are also in escrow to buy the old Fitzpatrick Chevrolet property at 2121 Diamond to resurrect that back to Automotive Sales and Service. Before the shutdown, we employed a total of 190 people here in Concord with a monthly payroll of approximately one million dollars a month. Obviously we were also contributing significant tax and fee's to the City.

As an update to Automotive Sales and Leasing in Concord, revised guidelines were issued by Contra Costa County yesterday which relaxed some restrictions on some businesses, but left the language for Automotive Sales and Leasing the same. So unfortunately, as nearly every other County is now allowing showrooms to reopen for sales, we are still limited to online and outdoors. It should be noted that we have had service and parts customers in the dealerships during the entire shelter in place time, we just can't let someone inside to buy a car..... We are now one of only FIVE Counties in the entire state that still have showrooms closed to sales and leasing customers. This, even though vehicle sales and leasing is listed as an essential business by the Federal Government and the State of California, which is why the rest of the State is open.

San Mateo updated their order yesterday to read "any business that the State of California has identified as an essential critical infrastructure sector...can resume operations".

Since the State of California guidelines defines essential businesses as those listed by the Federal Government, Automotive Sales and Leasing is allowed.

See below from the California New Car Dealers Association:

***Bay Area Counties Issue New Shelter-in-Place Orders; San Mateo County Dealerships Can Open Their Showrooms to Vehicle Customers***

***Over the past few days, counties throughout the Bay Area have issued revised shelter-in-place orders. Most of these orders continue to restrict vehicle sales to outdoor or online operations. However, the San Mateo County order is more permissive, as it provides that "any business that the State of California has identified as an essential critical infrastructure sector ... can resume operations." (Click [here](#).) This provides dealerships in San Mateo County with a***

***good faith basis to resume vehicle sales in their showrooms, so long as statewide and local health requirements are observed.***

Here is the revised text issued by the CISA on **March 28, 2020** including sales and leasing:

***“Workers critical to the manufacturing, distribution, sales, rental, leasing, repair, and maintenance of vehicles and other transportation equipment (including electric vehicle charging stations) and the supply chains that enable these operations to facilitate continuity of travel-related operations for essential workers.”***

Who are the best people to reach out to at the City and the County?

We really need to get this updated for the financial future of our dealerships as well as the City and County to get the tax revenue that is now going to neighboring counties.

Thank you in advance!

Rick

***Rick Boyd***

***Direct 925-521-2129***

