

THE WANADA BULLETIN

NEWS AND INFORMATION FOR AND ABOUT FRANCHISED NEW CAR DEALERS IN THE WASHINGTON AREA

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Annual Space Draw Kicks off 2020 Auto Show Season



Washington Auto Show Chairman Jamie Darvish and WANADA President and CEO John O'Donnell enjoy a Washington Nationals game after the 2020 Auto Show Space Draw at Nationals Park last Thursday afternoon.

[The 2020 Washington Auto Show](#) season kicked off in earnest last week as WANADA hosted the annual Space Draw, where manufacturers and show-management representatives gather to select the location of their display space for the show.

Attendees representing nearly three-dozen manufacturers joined Auto Show staff at Nationals Park last Thursday, where they selected their floor space and then hung around to watch the Nationals (and ace pitcher Max Scherzer) face the Colorado Rockies on a beautiful midsummer afternoon, and to network with their auto-industry peers.

With the Auto Show set to open less than six months on January 24, 2020, WANADA will be providing member dealers with more information on the show as the event gets closer, including details on the WANADA Dealer Reception, Public Policy Days, and more.

Reminder to Dealers about D.C. Hybrid Excise Tax Exemption

District of Columbia drivers have to travel outside the city to buy new cars, but they remain eligible for an excise tax exemption with the DC DMV if they purchase a new hybrid vehicle that achieves 40 miles per gallon during city driving.

Purchasers of new hybrids also are eligible for a 50 percent discount on their annual registration fee in the District, cutting the cost from \$72 to \$36. WANADA encourages all dealers to visit the EPA's Fuel Economy website to see which vehicles achieve 40 mpg in city driving, and are therefore eligible for the credit in D.C., and to remind all of their sales and title staffers of this exemption.

Introducing Terry Pompey, Md. Dealers' Save the Bay Liaison



Terry Pompey

For decades, “Save the Bay” license plates have been ubiquitous in Maryland, and proceeds from the plates help support the Chesapeake Bay Trust, a non-profit organization devoted to helping keep America’s largest estuary clean and healthy. The state unveiled a new plate design in 2018, and Terry Pompey, the Bay Trust’s Marketing Officer, is the organization’s point-person for reminding dealerships to offer these plates to Maryland drivers during the tag and title process.

Pompey helps [recruit supportive dealerships](#) and [tag agents](#) around the Mid-Atlantic who sell to Marylanders to promote the license plates, which cost \$20 annually, and are paid for as part of a driver’s overall MVA registration bill. Pompey also helps manage the Bay Trust’s [Plate Perks program](#), which provides plate owners with discounts on goods and services at local retailers across the state.

Dealers who have any questions about the program can contact Pompey at tpompey@cbtrust.org, or by calling 410-974-2941 ext. 115. The Chesapeake Bay Trust is a WANADA Kindred-Line Member, and the organization encourages all dealerships to train their sales and title personnel to remember to offer the Bay Plates to all Maryland drivers.

Boys and Girls Clubs Honors WANADA’s Archie Avedisian for a Lifetime of Public Service

Archie Avedisian’s passion throughout his 91 years on Earth has been to help disadvantaged youth reach their full potential in life. A longtime program director at Boys and Girls’ Clubs throughout America, dating back to when they were segregated by gender, Avedisian has helped countless children and young adults find their purpose. And last week, he was honored by the Boys and Girls Clubs of Greater Washington for that selfless devotion that has been a hallmark of his life.



Archie Avedisian, center, was honored by the Boys and Girls Clubs of Greater Washington last week for his decades of service to the organization.

Long before he started working at WANADA, where he continues to work part time on the association’s Automobile Dealer Education Institute, Avedisian spent almost six days in various roles at Boys Clubs (and later Boys and Girls Clubs) chapters across the country. From helping desegregate chapters in places with fraught racial histories like East St. Louis, Ill., to helping grow chapters from San Francisco, to Seattle, and then the Washington area, Avedisian has helped keep kids in school, and make their communities safer.

Last Friday, the Boys and Girls Club of Greater Washington’s Germantown Branch honored Avedisian at a luncheon, after which they dedicated a room at the club in his honor. The entrance to the Germantown Branch was also dedicated as “Archie Avedisian Way,” serving as a permanent marker along Frederick Road that honors his decades of service to the organization.

Avedisian continues to play an invaluable role in keeping WANADA's Automobile Dealer Education Institute fiscally solvent, securing tens of thousands of dollars of donations each year through his vast network of connections through local Rotary Clubs and other civic engagement groups. This, in turn, has allowed ADEI to continue providing recent high school graduates, many from less-fortunate backgrounds, with a path towards a middle-class, upwardly-mobile career, while providing dealers with quality service technicians.

In addition to his decades of service to Boys and Girls Clubs across the nation and his work with WANADA and the Rotary, Avedisian continues to serve on a host of civic boards and other public service initiatives, both locally and across the country in places he previously lived. Avedisian is a living legend, and WANADA thanks him for not only his invaluable contributions to ADEI, without which the program likely might not have gotten off the ground, but for dedicating his life to serving those who need it the most.

Survey Finds Youthful Silver Lining to Dealership Turnover Issues

A survey from Cox Automotive, a WANADA Kindred-Line member, shows that there is a significant amount of staff turnover in dealerships nationwide, but that a lot of interest from younger generations may indicate that more stability is on the horizon.

According to the Cox Automotive 2019 Dealership Staffing Study, dealership turnover in 2018 reached 46 percent, more than double the rate across all sectors in the American economy, which was 19.3 percent. Sales staff turnover has gone up steadily in the past three years as well, reaching 80 percent in this year's study.

But young millennials and Generation Z may end up changing that trend. Cox estimates that nearly 1 in 5 members of the American workforce will be part of Generation Z by 2020, which is defined as those born after Jan. 1, 1997. The study reports that 32 percent of Gen-Zers and 36 percent of young millennials (born between 1991 and 1996) are interested in working for a dealership, compared to 21 percent of older millennials and 19 percent of Gen-Xers.

In a competitive market for labor, employees have much more flexibility than they did during the depths of the Great Recession, and a majority of dealership employees say they would like more job and skills development, more regular meetings with the supervisor, and of course, increased vacation time and a flexible work schedule that leaves nights and weekends open.

To read the full study, [click here](#).

Detect Car Dealership Red Flags

Note: This article was written by Ed Reinhard and James Bianchi of Crowe LLP, a WANADA Kindred-Line Member, and [originally appeared in WardsAuto](#). Reprinted with permission from WardsAuto.

As the auto industry responds to changing market conditions such as ebbing vehicle sales, dealership group chief financial officers, lenders and investors sharpen their focus on dealer profitability and overall financial performance.

That's particularly true for those dealerships that are highly leveraged due to rapid expansion in recent years. Knowing where to look, what to watch for and what questions to ask can help prevent unpleasant surprises.

To continue reading this article, please [click here](#).

Staying Ahead...

"We all run our own race. But you have to win your race and the biggest way you lose respect is when someone finds out you're really trying to run someone else's race. Run your own race, win your own race, that's integrity." – Manny Diaz