

THE WANADA BULLETIN

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

WANADA Bulletin # 18-19

September 11, 2019

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Staying Ahead...

Registration is Now Open for the WANADA Annual Luncheon



Charles Payne

Registration has opened for the 2019 WANADA Annual Meeting and Luncheon, which will take place Tuesday, Nov. 5 at the Ritz-Carlton in Tysons Corner. This year's guest speaker is Fox Business Network personality Charles Payne. Payne, who hosts *Making Money with Charles Payne* on Fox Business each weekday afternoon, will deliver a keynote address on the important political and business topics of the day.

WANADA Board of Directors Chairman John Bowis will also deliver an update on the state of the organization and the local automotive industry. Lunch and an open bar will also be provided at the event, which will run

from 11:30 a.m. to 1:45 p.m.

To register for the luncheon, please [click here](#). If you have any questions about the event, or regarding the registration process, please contact Kathy Teich at kt@wanada.org, or by phone at 202-237-7200.

Register Now for WANADA's Legal and Ethical Standards Training

For the first time, WANADA is offering a [Legal and Ethical Standards Training](#) course for Service Managers, in addition to a course for dealership sales personnel. Registration is now open for both courses, which will be offered on Tuesday, Oct. 22 at the WANADA headquarters in Friendship Heights.

Each compliance workshop will be conducted by staff from [JM&A Group](#), an automotive finance and insurance advisory group. Attendees will learn the best practices for compliance, paperwork reviews, sales ethics, and much more, with content specifically tailored to each audience. The course for sales managers will be held on Oct. 22 from 9 a.m. to 12 p.m. and the service managers course will run from 1 to 4 p.m.

Attendees at the events will have the opportunity to take an exam and earn JM&A's certification for legal and ethical standards. To register for the classes, each of which costs \$100 to attend, please [click here](#). If you have any questions, please contact Kathy Teich at kt@wanada.org, or by phone at 202-237-7200.

Reminder to Submit Updated EEO-1 Data by Sept. 30 if Required

In light of [a federal judge's ruling](#) in April that all employers with 100 or more employees must provide the Equal Employment Opportunity Commission (EEOC) with information on how they compensated their employees in 2017 and 2018, as it relates to their employees' race, sex, and ethnicity, dealers who employ 100 or more people must provide this data to the EEOC by the end of the month.

Last month, the EEOC [opened their online filing system](#) for large employers to provide their demographic data electronically. The ruling requires those employers to submit updates on EEO-1 Component 2 data, which covers employees' compensation and hours worked, broken down into the same race, gender, and ethnic data points required in EEO-1 Component 1.

An EEOC helpdesk for dealers with questions about the demographic data they are required to submit is open every Monday through Friday from 9 a.m. to 8 p.m. ET. Dealers can contact the helpdesk at 877-324-6214 during those hours, or email EEOCcompdata@norc.org to request more information.

While the Trump administration has appealed the April ruling in the District of Columbia, the appeal will almost certainly not be heard before the standing deadline has already passed, making it critical for employers to comply with the court order.

CBM President Peter Reilly Named Managing Partner of the Year by Professional Services Firm

Earlier this summer, the Rainmaker Companies, a professional services consulting and advisory firm, named [Councilor, Buchanan & Mitchell](#) president Peter Reilly their Managing Partner of the Year. In a release by CBM, a Bethesda-based CPA and business-advisory firm that is also a WANADA Kindred-Line member, the firm said Reilly received the award from Rainmaker "due to a recognition of CBM's growth, an increase in diversity in both leadership and the firm, professionalism, and excellence in management and staffing."



Peter Reilly

CBM has appeared in the Washington Business Journal's annual list of top accounting firms in the region each of the past two years, and the firm has experienced significant growth with Reilly at the helm.

WANADA congratulates Peter Reilly on his award, and thanks CBM for their years of service to area dealers and other businesses across the Mid-Atlantic.

Staying Ahead...

"It's one thing to have the data. It's another thing to know how to read the damn thing." – Jon Gruden