

THE WANADA BULLETIN

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

WANADA Bulletin # 19-19

September 25, 2019

Don't Miss the 2019 WANADA Annual Luncheon on Nov. 5!
Space Still Open for WANADA's Legal and Ethical Standards Training
Deadline to Submit Updated EEO-1 Data, if Required, is on Monday
WANADA Congratulates Pohanka Automotive on 100 Years of Success
WANADA Leadership Participates in MADA Golf Outing
Staying Ahead...

Don't Miss the 2019 WANADA Annual Luncheon on Nov. 5!



Charles Payne

WANADA would like to remind its members that registration is open 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.

The 2019 WANADA Annual Luncheon & Meeting is generously sponsored by the following: ACV Auctions, Armatus Dealer Uplift, BG Products, Penney Design Group, SunTrust, The Keats Group at RBC Wealth Management, and WellNet Healthcare.

Space Still Open for WANADA's Legal and Ethical Standards Training

There are still spots available for WANADA's first-ever [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.

Deadline to Submit Updated EEO-1 Data, if Required, is on Monday

WANADA would like to remind dealers with over 100 employees that, in light of [a federal judge's ruling](#) in April, all employers who fit that criteria must provide the U.S. 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, and must do so by September 30.

Earlier this summer, 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 9 p.m. ET, from 11 a.m. to 5 p.m. on Saturday, and from 1 p.m. to 6 p.m. on Sunday. Dealers can contact the helpdesk at 877-324-6214 during those hours, or email EEOCcompdata@norc.org to request more information.

WANADA Congratulates Pohanka Automotive on 100 Years of Success

WANADA would like to congratulate Pohanka Automotive on their 100th year of continuous operations in the Washington area. WANADA President and CEO John O'Donnell presented Pohanka Automotive president Geoffrey Pohanka with a plaque honoring the family chain's century of success earlier this week, and last week representatives from the offices of Sen. Chris Van Hollen and Gov. Larry Hogan presented Geoff and his father, John, with, respectively, Congressional and state proclamations celebrating their milestone.

Pohanka Automotive was founded in 1919, when Frank Pohanka opened a Chevrolet dealership in downtown Washington, after he took a job with General Motors that transferred him from his hometown New York City. After nearly 50 years downtown, Pohanka Automotive relocated to Marlow Heights, and eventually expanded to cover nearly a dozen dealerships across the Mid-Atlantic. The chain has stayed in the family for its entire existence,.



John Pohanka, left, and Geoffrey Pohanka, right, at a ceremony celebrating the 100th anniversary of Pohanka Automotive.

WANADA congratulates Pohanka Automotive on 100 years as a family-owned, family-run dealership that has embraced its local roots and provided jobs (and vehicles!) to countless residents of D.C., Maryland, Virginia, and beyond. Here's to 100 more!

WANADA Leadership Participates in MADA Golf Outing

WANADA leadership joined their counterparts from the Maryland Auto Dealers Association at MADA's Golf Outing and Crab Feast in Queenstown last Tuesday. WANADA President and CEO John O'Donnell and Board of Directors Chairman John Bowis joined Jim Torterella of Councilor, Buchanan & Mitchell, P.C. and Sam Weaver of Chevy Chase Acura for a round of golf at Queenstown Harbor golf course, before enjoying a crab feast in the clubhouse.

WANADA thanks MADA for their partnership on issues impacting dealers across Maryland, and for putting on such an enjoyable event, as they do every year.



L to R: John Bowis, Chevy Chase Acura; Sam Weaver, Chevy Chase Acura; Jim Torterella, Councilor, Buchanan & Mitchell, P.C.; John O'Donnell, WANADA

Staying Ahead...

"The U. S. Constitution doesn't guarantee happiness, only the pursuit of it. You have to catch up with it yourself." - Benjamin Franklin