



THE WANADA BULLETIN

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

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WANADA's New TV Commercial Reminds Region that Dealers Are Open for Business
Seeking Member Feedback on SBA Paycheck Protection Program
Maryland Delays Launch of Customer Connect Platform
Online Auto Auction Services Remain Available During Pandemic

WANADA's New TV Commercial Reminds Region that Dealers Are Open for Business

On Monday, WANADA launched a new television announcement, which [can be viewed at this link](#). The new commercial reinforces one of the organization's key message points throughout this pandemic: transportation services are essential operations, and WANADA member dealers are continuing to operate during this crisis, while placing paramount importance on safety, compliance, and social distancing.

The advertisement will run on local broadcast and cable outlets for the following two weeks, and includes a link to our enhanced [member dealer directory](#), which now features improved geographic search tools. As WANADA has consistently reinforced to our members, it's on all of us to prioritize safety and compliance with all federal, state, and local regulations and guidance around social distancing and cleanliness.

Seeking Member Feedback on SBA Paycheck Protection Program

WANADA is looking for feedback from our member dealers and Kindred-Line members about their experience with the Small Business Administration's [Paycheck Protection Program](#).

If you are a WANADA member and have applied for, or are considering applying for a PPP loan, [please click here to complete this brief survey](#) by 12 p.m. on Friday.

It is very evident that the PPP has been both very popular, and for many, very difficult to access. As Congress discusses adding \$250 billion to the loan fund, WANADA and our state-level association partners plan to use this information as we fight for improvements in this program, and additional federal resources made available through the [CARES Act](#).

If you have not yet applied for a loan and are planning on doing so, please act quickly as the initial \$349 billion fund is projected to deplete very shortly. Please contact your pre-existing SBA 7(a) lender for information, or complete the SBA's [Lender Match Tool](#) to find a qualified bank.

For more information on many of the federal resources available to small businesses, please visit the [SBA's COVID-19 information page](#). The Federal Reserve also announced it will be making hundreds of billions of dollars in loans available to medium-sized businesses through its [Main Street Lending Program](#). More details on that program are expected in the coming week, following the conclusion of the program's introductory [comment period](#), which ends Thursday.

You can also visit [WANADA's COVID-19 Information Library](#) to view detailed links about resources available to both employers and workers, at the federal, state, and local levels.

Maryland Delays Launch of Customer Connect Platform

Earlier this week, [the Maryland MVA announced](#) that the Phase I rollout of their Customer Connect service would be delayed indefinitely. The delay of [this service](#), which will both streamline MVA services online and make more of them accessible electronically, is particularly difficult given the cancellation of most in-person MVA services during this pandemic.

That said, the MVA has been very responsive to dealer needs throughout this process. We, and the state, encourage Maryland dealers to do as much of their work online as possible, and to be mindful of [past MVA Bulletins](#) which have noted [increased forgiveness for late titling and processing work](#), and also a continuation of [limited in-person services](#) at the Glen Burnie branch on select days.

Also, Gov. Larry Hogan [issued an executive order](#) this past weekend allowing for wills, powers of attorney, and advance directives to be witnessed remotely through video conferencing, provided that the witness is a Maryland resident. This provision, for now, will remain in effect through the length of the governor's declared state of emergency.

Online Auto Auction Services Remain Available During Pandemic

With nearly all commerce shifting online for at least the time being, WANADA Kindred-Line member [ACV Auctions](#) has been ahead of the curve in terms of offering necessary services that are accessible from the safety of one's home. Long a leader in the online auto auction marketplace, ACV continues to list and sell thousands of cars over the Internet during the COVID-19 crisis.

ACV is making it easier to liquidate inventory by providing contactless inspection and listing services to sellers, while providing an easy buyer experience through either their mobile app or on a computer. ACV's True360 vehicle information service also allows dealers to provide a robust history of the inventory they're auctioning.

To learn more about ACV Auctions' online platform, visit [acvauctions.com](#).