



# THE WANADA BULLETIN

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

WANADA Bulletin # 17-20

June 10, 2020

**Masks Required in the D.C. Area as Region Begins to Re-Open  
Va., Md. Motor Vehicle Offices Expanding In-Person Operations  
Md. MVA Hosting Customer Connect Training Sessions Next Week  
Financial Support Available for Small Businesses in Fairfax and Anne Arundel  
Important Resources on PPP Extension, Paid Leave Tax Credits  
In Memoriam: Bes Zourdos**

## Regional Re-Open Statuses Vary as No.Va. Readies for Phase 2

On Tuesday, Virginia Gov. Ralph Northam [announced that all of Northern Virginia](#) would enter Phase 2 of the Forward Virginia re-opening plan. Beginning Friday, the region will [adopt the guidelines](#) outlined by [Executive Order 65](#), which include a limited re-opening of indoor dining, fitness centers, and certain outdoor spaces including concert venues, botanical gardens, and museums.

All re-opened businesses will be subject to capacity limits as outlined in the state's [phase two guidelines](#); most will be limited to 50 percent of their lowest published capacity, while certain services like fitness centers will be able to re-open at 30 percent capacity. Telework will continue to be recommended where at all possible. Much of the commonwealth, outside of Northern Virginia and Richmond, entered stage two last week.

The phase two rules do not mark a major shift for auto retailers in Northern Virginia, which were already allowed to operate at 50 percent capacity, while encouraging social distancing through visible signage and floor spacing. Please review the [phase two guidelines for brick and mortar retailers](#), beginning on page 17, for the requirements under phase two. Masks remain mandatory, and these rules remain enforceable by the Virginia Department of Health, which has the power to shutter non-compliant businesses.

Under phase two, auto repair facilities, which are defined as "essential services," will be asked follow the state's phase two recommendations, but only as *best practices*, with less exposure to state enforcement (outside of the mask requirement). That said, we strongly recommend that *all* our Virginia members do everything they can to adhere to all safety guidelines as if they were mandated, particularly in retailers like auto dealerships that offer both essential and non-essential services.

In Maryland, every county except Montgomery and Prince George's, plus Baltimore city, have entered the state's version of "stage two" under the [Roadmap to Recovery](#) plan. [Maryland's "phase two" executive order](#) is more stringent than Virginia's version, as some services like indoor dining and fitness center use remain closed, but it does allow for many indoor retailers to operate at 50 percent of their normal patron capacity, while adhering to social distancing best-practices published [by the state](#).

Currently, Montgomery and Prince George's, which account for more than half of the state's [confirmed COVID-19 cases](#), are in a modified version of a stage one reopening. Non-essential retail is only available through curbside delivery, while essential retailers, which include auto dealerships, may conduct business by appointment only, as they have been allowed to throughout the pandemic.

Earlier this week, Prince George's County Executive [Angela Alsobrooks said](#) her county would potentially shift into a modified version of stage two next Monday, with more details forthcoming later in the week. In Montgomery County, which has produced [a data dashboard](#) to help determine re-opening next steps, county executive Marc Elrich has not given an indication as to when they would move into a modified stage two under the [Reopening Montgomery](#) plan.

In the District of Columbia, which proceeded to [their version of stage one](#) on May 29, city health director LaQuandra Nesbitt told [reporters late last week](#) that, if [community virus spread metrics](#) continue going in the right direction, the city could shift into phase two on June 19. Theoretically, the city could hit the benchmarks for phase two as early as this Friday, but Nesbitt and Mayor Muriel Bowser expressed skepticism that a quick move would be the right idea.

## Va., Md. Motor Vehicle Offices Expanding In-Person Operations

The Virginia DMV, and the Maryland MVA, have now opened several service centers across the region for in-person services on an appointment-only basis.

The Maryland MVA [resumed in-person services](#) on Monday at 17 branches in 15 counties, plus Baltimore City. The MVA is also accepting in-person drop-offs of tag and title processing work at [all branches throughout the state](#), including those that remain closed to the public. Tag and title personnel can drop off work between 9:30 a.m. and 2 p.m. Monday through Friday. Please read the MVA Bulletin regarding tag and title processing [at this link](#).

Some of the branches that are re-opened to the public include those in Gaithersburg, White Oak, Largo, Columbia, Glen Burnie, Waldorf, and Loveville. To register for an appointment, [please click here](#). VEIP stations remain closed, but customers can continue using any of the seven self-serve inspection stations [located around the state](#).

The Virginia DMV, which had opened a handful of Northern Virginia branches on May 29, has now officially resumed in-person operations at 24 centers, including locations in Arlington, Franconia, Tysons Corner, Leesburg, and Manassas. Please [click here](#) for a full list of open branches; you may register for a required appointment [at this link](#). Many Virginia DMV services can be conducted online, and we encourage you to continue taking advantage of the [online services portal whenever](#) possible.

## Md. MVA Hosting Customer Connect Training Sessions Next Week

As the state of Maryland prepares to rollout their new Customer Connect business services portal, the MVA will be offering two [online training sessions](#) for dealer tag and title agents. Agents can sign up for either session **on Tuesday, June 16 or Wednesday, June 17. [Please click here to register for the sessions.](#)**

Please note that the same subject matter will be covered on both days, so it's only necessary to register for one date or the other. The state is also offering a shorter training session for [driving school managers](#) on June 15.

The Customer Connect platform will modernize and streamline the state government's customer-facing IT systems. We encourage you to have your tag and title agents, and anyone else who might use the system when it launches on July 6, register for either of the available training sessions. According to the MVA, the session will walk tag and title agents through the new system, and cover the ways that it differs from the current procedure.

The original sessions had been scheduled for early April, but were postponed due to the COVID-19 pandemic. Please contact Katie Kuehn at the Maryland Department of Transportation ([kkuehn@mdot.maryland.gov](mailto:kkuehn@mdot.maryland.gov)) with any questions related to the training session or the rollout of the platform.

## Financial Support Available for Small Businesses in Fairfax and Anne Arundel

Two more counties in our region have begun accepting applications for grant funds, targeted towards small businesses making their way through the COVID-19 crisis.

Fairfax County is now accepting applications for the [Fairfax RISE COVID-19 Small Business and Non-Profit Relief Grant Fund](#), and will continue doing so through June 15. [Please click here](#) to view an FAQ page about the program, which will provide up to \$20,000 in grant funding for Fairfax County-based small businesses and non-profits with 49 or fewer employees. You may apply for the grant program [at this link](#).

Anne Arundel County is also offering up to \$10,000 in grant funding for county-based small businesses that need to buy personal protective equipment for employees. [Please click here](#) to learn more about the process, and for more information on qualifying expenses. You can apply for the program [at this link](#).

## Important Resources on PPP Extension, Paid Leave Tax Credits

Over the weekend, President Trump signed [the Paycheck Protection Flexibility Act](#), which [creates some important changes](#) to the SBA's [Paycheck Protection Program](#), including extending the length of time that forgivable loans can be spent from eight weeks to 24.

Our friends at the National Automobile Dealers Association have updated their [CARES Act guidance](#) to reflect the new legislation, along with their [PPP loan forgiveness information resource](#).

We anticipate that the Treasury Department will, at some point, update their [FAQ page on the program](#). You can view a full list of relevant PPP documents and guidance on the SBA's website [at this link](#). Please note that June 30 remains the deadline for applying for a PPP loan. As of May 30, more than [\\$510 billion in SBA 7\(a\) Loans](#) had been approved through the program, but tens of billions of dollars remain available.

In addition, the Internal Revenue Service [has published a helpful PDF summary](#) of some of the tax credits made available to businesses through the CARES Act and the [Families First Coronavirus Response Act](#) (FFCRA).

The IRS document includes an outline of the [Employee Retention Tax Credit](#), which is an alternative to the PPP created by the CARES Act, and the [paid sick and family leave credits](#) that were expanded through the FFCRA. We encourage you to print out and [review the PDF](#), which explains the parameters of these important tax credits in a very simple and straightforward manner.

## In Memoriam: Bes Zourdos

WANADA is sad to report the passing of Bes Zourdos, the widow of longtime WANADA member dealer Peter Zourdos. Ms. Zourdos passed away this past weekend at the age of 96.

According to an obituary published in [The Washington Post](#) earlier this week, Ms. Zourdos was a talented violinist, who often performed with her late brother George, who was an accomplished piano player. She also previously served as the president of the local chapter of the Daughters of Penelope, a philanthropic group focused on the well-being of women and children, with more than 400 chapters across North America, Europe, and Australia.

The family has not published any information regarding a memorial service at this time. However, those wishing to donate in Ms. Zourdos' honor can give a contribution to St. George Greek Orthodox Church of Bethesda, [by visiting this link](#). You may also sign the family guestbook on the [Pumphrey Funeral Home](#) website.

On behalf of Ms. Zourdos' children, grandchildren, and great-grandchildren, and all those who knew her, WANADA extends its condolences.