

THE WANADA BULLETIN

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

WANADA Bulletin # 3-21

February 3, 2021

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WANADA's ADEI Program Hosts Outdoor Kickoff Event for Spring Students

Last month, new enrollees in [WANADA's Automobile Dealer Education Institute](#) participated in an outdoor, socially-distanced kickoff event at Montgomery College in Rockville. Even amidst a global pandemic, registrations for ADEI have never been higher, and there was actually a wait list for applicants heading into this year.

Thanks to the great support from the Montgomery County Automotive Trades Foundation and Northern Virginia Community College, ADEI students have still been able to receive in-person training at the auto technician centers on the campuses of NOVA and Montgomery College.

WANADA would like to thank the numerous dealers who have supported the program, through sponsoring students and also by making charitable contributions to ADEI, which is a tax-exempt 501(c)(3) charitable organization. Donations to ADEI are tax-deductible, and they help defray some of WANADA's costs associated with hosting the program, including providing students with a high-quality set of tools, educational materials, and more, as they work diligently to grow into reliable, high-quality service technicians at dealerships across the region.

The association would also like to thank Erik Falk and Billy Painter, WANADA's in-house recruitment advisors in Maryland and Northern Virginia, along with Steve Boden from the Montgomery County ATF, for helping the program continue even as many in-person activities have remained shuttered across the region. We would also like to thank the program's excellent instructors, several of whom participated in the semester kickoff event in Rockville, for helping these young apprentices become top-notch service professionals.



WANADA ADEI instructor Jon Bourgstein (right), alongside WANADA's Billy Painter, speaks to ADEI students at the program's semester kickoff event in Rockville last month.

If you would like to sponsor service-tech apprentices, support the program through a donation, or just learn more about ADEI, please contact Joe Koch, WANADA's Vice President of Operations, at jk@wanada.org. You can also visit ADEI's website at adei-programs.org.

OSHA Updates COVID-19 Workplace Guidance

Last week, the U.S. Department of Labor announced that its Occupational Safety and Health Administration was updating workplace guidance related to COVID-19, as part of a directive from President Biden to provide clearer information to prevent viral spread in the workplace.

Please view the updated OSHA guidance [at this link](#). At this time, there are not any current penalties or enforcement mechanisms associated with this guidance, though many of the recommendations do broadly echo the robust workplace protection regulations in effect in Virginia and the largest suburban counties [in Maryland](#). Virginia's [final standard for COVID-19 protection in the workplace](#), which was launched on an emergency basis back in July, took permanent effect last month.

As vaccinations continue rolling out across the region, and eventually make their way to workers in essential transportation jobs like auto dealership employees, OSHA notes that these guidelines will change. WANADA will continue updating our members on the latest health and safety guidelines as they change to reflect the latest status of the pandemic.

NADA Show 2021 Less Than a Week Away

The all-virtual [2021 NADA Show](#) kicks off next Tuesday, Feb. 9, and there are opportunities not just for [networking](#), or to learn from more than 60 different [seminars and breakout sessions](#), but [to win prizes](#) as well. NADA show attendees can win one of several prizes, either for dropping off the most virtual business cards with exhibitors, attending the most show sessions, or viewing the largest amount of exhibitor-provided content.

[Click here](#) for more information about the contest, and to learn about the prizes up for grabs.

If you're interested in the show, but not sure if it's right for you, please join one of the two complimentary NADA Show orientation webinars, being held on [Feb. 4](#) at 3 p.m. ET and [Feb. 5](#) at 1 p.m. ET. No registration is required – simply click the Zoom link in the prior sentence that corresponds to each session at the time of the event. And if you're signed up but unsure how the show platform will work, the orientation sessions will guide you through everything you need to get the most out of your NADA Show experience.

While the show begins next Tuesday, there will be special pre-show events for registrants each day from Feb. 4 through Feb. 8. [Please click here](#) to learn more about pricing, and to sign up for this great event. WANADA encourages our member dealers to participate in this valuable event, and we thank our friends at NADA for their hard work in putting together a robust, informative show even amidst a pandemic.

Virginia LEV/ZEV Legislation Passes House of Delegates

Several bills, [supported by the Virginia Automobile Dealers Association](#), that would adopt California's vehicle emissions standards and require commonwealth dealerships to be given a larger stock of EVs, passed the state House of Delegates on a party-line vote earlier this week.

[HB 1965](#), sponsored by Del. Lamont Bagby (D-Richmond), now heads to the Senate, where it likely has enough votes to pass but faces the enemy of time (particularly if the Senate amends it), as the legislature is currently set to adjourn on February 27.

Del. Bagby's bill, as passed by the House, would require Virginia to adopt both California's low-emission vehicle (LEV) program and their zero-emission vehicle (ZEV) program no earlier than Jan. 1, 2024, and no later than 2025. The ZEV regulation requires that a certain percentage of vehicles sold in the state be electric, a number to be determined by the State Air Pollution Control Board.

[Please click here](#) to view VADA's outline of Del. Bagby's legislation and associated bills, including [HB1979](#), introduced by Del. David Reid (D-Ashburn), which passed an initial committee vote this week, and [HB2282](#), led by Del. Rip Sullivan (D-Arlington), which passed the House in January. VADA's document outlines the ways that these bills are designed to create robust purchase incentives to make EVs more accessible for Virginia consumers.

Electric Co-Op Group Seeks Dealer Partners in EV Education

Does your dealership sell electric vehicles? [D+R International](#), a WANADA Kindred Line Member, is working on behalf of 11 distribution electric cooperatives in Virginia, Maryland, and Delaware to identify local EV dealerships to publicize on the distribution cooperatives' websites. Combined, the electric cooperatives provide electricity to 1.5 million customers in Virginia, Maryland, and Delaware, and are investing in awareness and education around electric vehicles, including where to buy them.

Participation is free, you just need to confirm you sell EVs and provide general information about your dealership. For info, please contact Joe Koch at jk@wanada.org or 202-821-5824.

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