



THE WANADA BULLETIN

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

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WANADA Hosting Legal and Ethical Standards Training for Sales/Service Managers

With new federal, state, and local regulations and best practices potentially on the horizon, now is a great time to ensure that your sales and service managers are up to date on the latest ethics and compliance matters.

WANADA, in conjunction with Kindred-Line member [JM&A Group](#), is hosting [legal and ethical training seminars](#), specifically tailored to each group, on Wednesday, March 10. The four-hour sessions will be conducted virtually, and will cover important federal laws that regulate commercial advertising and compliance, along with important warranty and disclosure regulations that are integral to your businesses.

The sales manager compliance seminar will be held online from 8 a.m. to 12 p.m. next Wednesday, while the service managers session will run from 1 p.m. to 5 p.m. the same day.

Each session costs \$100 per registrant; to sign up, or to view more information about the event, [please click here](#). Please contact Kathy Teich at kt@wanada.org if you have any questions about the registration process.

Virginia Approves Several EV Bills, While Dedicated Funding Remains Absent

The Virginia General Assembly concluded their 46-day session last weekend, and nearly every major electric vehicle bill that was proposed has now been sent to Gov. Ralph Northam for his signature. Notably, however, the state budget lacks dedicated funding sources to help implement the EV tax credits that were authorized.

In the past two weeks, both chambers passed [HB 1965](#), the bill sponsored by Del. Lamont Bagby (D-Richmond) which would require automakers to guarantee Virginia dealers with a minimum amount of EVs based on overall annual sales.

[HB 1979](#) also passed, and it outlines a rebate program of \$2,500 per EV sold in the state, beginning in 2022, with additional rebates available for low-income families. However, the [associated impact statement](#) anticipates tens of millions of dollars in rebates each year, yet the

[final two-year state budget](#) stripped the mere \$5 million that had been budgeted for the rollout of the program, leaving the near-term future of the credit in significant doubt.

The General Assembly also passed [HB 2282](#), which ensures that the State Corporation Commission solicit input from a wide range of viewpoints, including those of franchised car dealers, when producing a required report on the best ways to accelerate electrification infrastructure in the state. That bill, if signed by Gov. Northam, requires the report to be published no later than May 1, 2022, and it was the only one of the four major EV-related bills to pass with any meaningful Republican support.

[SB 1223](#), which ensures that the state's plan to get to net-zero carbon emissions by 2045 includes an analysis of EV charging infrastructure, also passed both chambers right before the General Assembly adjourned.

The General Assembly also made some other noteworthy changes to state law during this session. Virginia, which has executed more prisoners since 1973 than any other state except Texas, will eliminate the death penalty. Lawmakers also approved a framework to legalize, tax, and regulate marijuana beginning in 2024.

All 100 members of the House of Delegates will be up for re-election this November, when the state also holds elections for governor, lieutenant governor, and attorney general. Members of the Senate are elected to four-year terms, and will not be up for re-election until November 2023.

Maryland MVA Restarting Dealer and Title Service Orientations

Earlier this week, the [Maryland MVA announced](#) that they are once again offering their monthly dealer orientations, which are a required event for new dealerships and tag/title businesses in the state. Businesses that received their licenses during the pandemic, when these orientations were halted, will need to attend one of the orientation sessions in 2021.

The MVA will be offering an orientation once per month for the rest of the calendar year, starting on March 24. The sessions, which are set to run from 9 a.m. to 1 p.m., will generally be held on the fourth Wednesday of each month. Please note that the sessions in September and December will be conducted on the 29th of each of those two months, while the November session will be held on the 17th.

Each session will be conducted virtually, using the Microsoft Teams platform; the MVA recommends that attendees use a PC (as opposed to a Mac or other similar device) to view and participate in the sessions.

To register for the sessions, please email Lakea Shelton at the MVA at lshelton1@mdot.maryland.gov, or Donnell Reeves at dreeves@mdot.maryland.gov. If you have any questions, please contact the MVA Business Licensing and Driver Instructional Services department at mvabldisd@mva.maryland.gov, or by calling 410-787-2952.

To view the latest MVA Dealer Bulletins, [please click here](#).

Additional Guidance on DC DMV Earned Income Tax Credit Claims

In the last issue of the WANADA Bulletin, [we reported](#) that the District of Columbia has changed their vehicle [excise tax rates](#) to comply with clean-energy legislation that was passed in 2018. The DC DMV has provided more clarification around the new rule that allows D.C. customers to claim the District's Earned Income Tax Credit when registering their vehicle.

According to information the DC DMV provided WANADA, dealers are required to ask customers who are registering their vehicles in the District whether they wish to claim the EITC at that time. However, according to the DMV, it is on the customer to provide the dealer with a "notice, letter or statement from the D.C. Office of Tax and Revenue that the customer qualified for the EITC."

WANADA has requested sample documentation from the District's office of Tax and Revenue and we will share it with dealer members once we receive it.

Please note that the DC DMV has informed us that, if paperwork is not submitted without this relevant document from the Office of Tax and Revenue, the buyer will not be able to apply an EITC discount to the vehicle purchase at a later date.

If you have any questions, or if you have encountered issues related to the new excise tax provisions that went into effect on Feb. 1, please contact Joe Koch, Vice President of Association Operations, at jk@wanada.org.

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