

# THE WANADA BULLETIN

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

WANADA Bulletin # 13-21

June 23, 2021

**WANADA Members and Friends Reunite at 2021 WANADA Open**  
**Register for WANADA's Flu Shot Program for Dealer Employees Before August 31**  
**Fitzgerald Auto Malls Awards New Car to Montgomery Co. Teacher of the Year**  
**Reminder: Va. Overtime Wage Act Takes Effect July 1**  
**Beltway/I-270 HOT Lane Plan Hits Another Major Snag**  
**DC DMV to Resume Walk-in Services for the Public on July 19**  
**John O'Donnell Attends Dealer Fundraiser for Md. Comptroller Candidate Brooke Lierman**

## WANADA Members and Friends Reunite at 2021 WANADA Open



It was sunny and warm last Monday when WANADA dealers, Kindred-line members, and other supporters and friends gathered at the Trump National Golf Club in Sterling for a day of golf and socializing. It was the first large WANADA-sponsored event in more than 15 months, and, judging by the many low scores posted on the course, a number of participants clearly didn't let the pandemic erode their golf skills.

The event featured 132 golfers, who played all 18 holes of the Championship Course in a staggered shotgun start. Participants in the foursome best-ball event were treated to lunch, plus a buffet dinner and reception following the conclusion of the tournament. You can view a photo slideshow of the day's events, including pictures of each golf foursome, [at this link](#). You may also view a full list of our WANADA Open sponsors [at this link](#).

The team from Jim Coleman Automotive Columbia won the tournament, shooting -14 as a best-ball foursome. Golfers Gregory Corbutt, Kevin Cohan, Nate Cohan, and Nick West (pictured at right with WANADA Vice Chairman Chip Doetsch) each received a \$100 American Express gift certificate and a sleeve of Titleist Pro V1 golf balls for their success on the course.



Finishing in second at -10 was the foursome of Tony Taylor, Louie Galbraith, Gardner Britt, and Kevin Nill, representing DHG Dealerships, Ted Britt Auto, and Haig Partners. In third place, shooting -9, was the grouping of Eric Garber and Jeff Hetzner of M&T Bank, along with Chris Whipple and Craig Frederick of Fred Frederick Chrysler Dodge Jeep Ram.

The always-popular 50-50 raffle, which raises funds for WANADA's [Automobile Dealer Education Institute](#), had a total pot of \$2,220 – the highest total in recent history. The institute received half of that total, and lucky winner Mike Duffy of BG Products walked away with the other half (\$1,110) in cash.



WANADA would like to thank all the participants and sponsors who made the 2021 Open such a success, particularly coming out of this pandemic. The association is extremely grateful for all those who took the time to travel to Sterling for this event, and for the nearly three-dozen sponsors who supported the Open.

Many thanks also go to the WANADA Executive Board and the Special Events Committee for their hard work in putting on this event. The Special Events Committee is chaired by Tom Parsons of B&R Associates, and the other members are Dwayne Cannon (JM&A Group), Jennifer Parsons (DARCARS), Peter Reilly (Councilor, Buchanan & Mitchell, P.C.), Alex Perdikis (Koons of Silver Spring), and Sam Weaver (Chevy Chase Cars).

Thank you to everyone who attended our flagship summer event. Everyone at WANADA appreciates your support, and we look forward to seeing you at future in-person member events, including the [2022 Washington, D.C. Auto Show](#) and next year's WANADA Open.

## Register for WANADA's Flu Shot Program for Dealer Employees Before August 31

Registration is now open for WANADA's seasonal flu shot program for dealership employees.

Once again, WANADA's flu shot program will be available on-site at WANADA dealerships and administered by Norvar Health Services. The on-site service will be available for adults aged 18 and older.

The fee will be \$33 for the vaccine with a minimum of twenty (20) participants required at each location. Locations with less than 20 participants will be billed as if 20 doses of vaccine were administered. The difference will be billed at a rate of \$26 per dose.

As usual, adults 65 and older have a choice of getting the high-dose flu shot, which offers better protection against the flu compared with the regular shot. The fee for the high-dose shot will be \$75. Human immune defenses become weaker with age, which places older people at greater risk of severe illness from influenza. In addition, aging decreases the body's ability to have a good immune response after getting influenza vaccine. A higher dose of antigen in the high-dose vaccine gives older people a better immune response against the flu. Data have shown that that leads to greater protection against influenza.

To have your dealership participate, please register online at [www.norvarhealthservices.com](http://www.norvarhealthservices.com), under “Scheduling”. Alternatively, you may call Norvar at 202-744-1360. Given the popularity of this program, you are encouraged to register early to guarantee the date of your choice. Any request received after August 31 may be subject to vaccine availability.

Norvar Health Services will begin conducting on-site visits starting October 1. All scheduling will be done by Norvar upon submission of your registration. Norvar will contact the dealer’s designated representative with the scheduled date/time and forward all appropriate forms. Norvar will invoice the dealership directly for all flu shots administered via the program, subject to the 20 dose-minimum.

If you have any questions, please contact Connie Ryan at WANADA at (202) 237-7200.

## **Fitzgerald Auto Malls Awards New Car to Montgomery Co. Teacher of the Year**

Last Friday, [Fitzgerald Auto Malls](#) presented Montgomery County Public Schools’ Teacher of the Year Joseph Bostic, Jr. with a lease on a new Hyundai Sonata in honor of his accomplishments. Bostic, an eighth-grade teacher at Martin Luther King, Jr. Middle School in Gaithersburg, [received the Teacher of the Year award](#) in a virtual ceremony back in April.

“We are always proud to recognize the best teachers in Montgomery County,” said Dottie Fitzgerald [in a press release](#) issued by Fitzgerald Auto Malls. “Not only as a great teacher – but also a mentor and coach. I have found in my own experience that people with coaching skills are the most memorable leaders and make the biggest impact on our bottom line as an organization.”

For more than two decades, Fitzgerald Auto Malls has been awarding prizes to the Montgomery County teacher of the Year. We at WANADA congratulate Mr. Bostic on his well-deserved award, earned during unprecedented times, and thank Fitzgerald Auto Malls for their continued support of worthy community programs.

## **Reminder: Va. Overtime Wage Act Takes Effect July 1**

As of next week, [Virginia’s Overtime Wage Act](#) will be in effect, imposing new state standards for calculating overtime pay that differ somewhat from the [Fair Labor Standards Act](#), particularly for [non-exempt](#) employees who are paid on salary or another fixed basis. Please [click here](#) to view the Virginia Department of Labor and Industry’s [frequently asked questions page](#) that covers the new law.

Under the new law, Virginia employers must calculate a non-exempt salaried employee’s hourly overtime-eligible wage as 1/40<sup>th</sup> of their total wages paid for a workweek, defined as any seven consecutive days. That portion of the law does not seem to include any kind of exemption for other amounts generally excluded from the regular rate under FLSA; the law does note the exemption when describing the OT-pay calculations for non-exempt workers who are explicitly paid hourly.

In addition, the law affords employees up to three years to file claims for back wages, if they believe their employer underpaid them, and establishes an 8-percent interest charge for any back

wages that a court determines the employer owns. As of last July, Virginia employers can, for the first time, file a civil suit on their own in a state court, and this bill provides for collective or class-action suits. Historically, the ability to file class-action lawsuits in state court has been heavily restricted in the commonwealth.

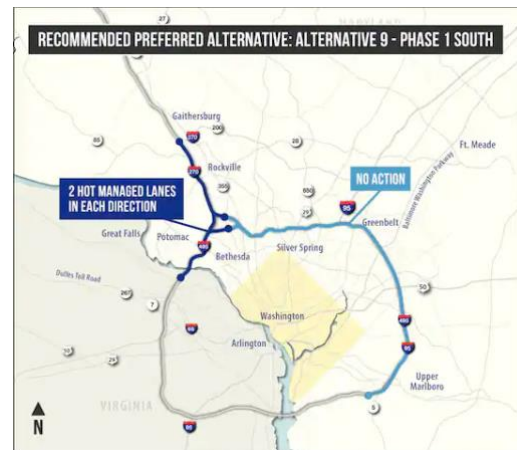
In addition, if a non-exempt employee is misclassified, the new Virginia law appears to entitle a successful claimant to recover not just the extra 50 percent hourly wage for any time that they had worked over 40 hours, but to fully claim the entire time-and-a-half for all hours worked over 40 in a week while they were misclassified.

We continue to encourage you to speak with your legal advisor to ensure you are prepared and in full compliance beginning next Thursday.

## Beltway/I-270 HOT Lane Plan Hits Another Major Snag

Earlier this year, Maryland Gov. Larry Hogan announced that the state was planning to [drastically scale back](#) an original plan to widen most of the Maryland side of the Beltway and also Interstate 270, to just focus on adding HOT lanes from the American Legion Bridge on the Beltway up to Gaithersburg. Now nearly four years after the governor unveiled the original widening plan, even the scaled-back version may be doomed after a local planning board voted to halt a federally-required environmental study necessary for the project to go forward.

The region's Transportation Planning Board, comprised of state, county, and local officials from the District, Maryland, and Virginia, [voted earlier this month](#) to halt a study that would examine the environmental impact of the plan to expand the American Legion Bridge and add HOT lanes to I-270. The move to kill the study, which likely halts the highway plan entirely for now, was supported by representatives from D.C., Arlington, Alexandria, and many Maryland localities.



Both Maryland and Virginia's state-appointed representatives on the board opposed the measure to halt the environmental study, as did representatives from Gaithersburg and Frederick. Virginia has added HOT lanes to nearly all of their portion of the Beltway in recent years as part of a larger plan supported by every governor since Mark Warner held the job nearly two decades ago. The HOT lanes have created chokepoints on the Legion Bridge at the state border. Maryland controls nearly the entire Potomac River, and, as result, the Legion Bridge.

As it stands now, Maryland state officials believe the move jeopardizes an agreement between Hogan and Gov. Ralph Northam to rebuild the aging bridge, not to mention the HOT lanes that, if built, would essentially connect northern Montgomery County all the way with areas south of the Occoquan River. The overall highway plan, which Hogan first announced in 2017, would have also added HOT lanes on nearly the entire Beltway, from the Legion Bridge all the way to State Route 5 (Branch Avenue) in Suitland.

## DC DMV to Resume Walk-in Services for the Public on July 19

The DC DMV announced yesterday that it will offer walk-in appointments at all service centers beginning on Monday, July 19. As part of the transition period, residents can still make specific appointments for any available date until that system closes on July 17. Earlier this month, the DMV announced that the grace period for IDs and driver's licenses has been extended until Sept. 9. Previously, all expired IDs and licenses needed to be renewed by July 1.

The DC DMV noted that the grace period for expired inspections and vehicle registrations ended back on June 1 and will not be extended. The DMV is extending hours at the inspection center at 95 M Street SW on select Saturdays and Sundays between now and mid-July, and there is a self-service kiosk in Takoma that is open 24/7.

As always, we continue to encourage dealers to avail themselves of the DC DMV's [Online Services Portal](#) wherever possible.

## John O'Donnell Attends Dealer Fundraiser for Md. Comptroller Candidate Brooke Lierman

Earlier this month, WANADA President and CEO John O'Donnell joined leadership from Fitzgerald Auto Malls at a fundraiser for Del. Brooke Lierman (D-Baltimore), who is currently running for Maryland Comptroller.

The 2022 election cycle marks the first time in 16 years that there is a wide-open race for the position, one of just three state offices that are elected statewide. The current comptroller, Peter Franchot (D), is running for governor.



Pictured in the photo at right are (from L-to-R): Dorothy Fitzgerald, Fitzgerald Auto Malls; Del. Brooke Lierman; John O'Donnell; Rob Smith, Fitzgerald Auto Malls. WANADA has a long legacy of working with state and local officials in D.C., Maryland, and Virginia, who we and our members believe will advocate on behalf of the best interests of our members.

## The WANADA Bulletin is Sponsored by the Following Kindred-Line Members:

---

The Keats Group

---



**Wealth  
Management**

A division of RBC Capital Markets, LLC,  
Member NYSE/FINRA/SIPC.

