



THE WANADA BULLETIN

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

WANADA Bulletin # 14-21

July 7, 2021

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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, 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.

Reminder: DC DMV Will Resume Full Walk-in Services on July 19

Beginning on Monday, July 19, the DC DMV [will offer walk-in appointments](#) at all service centers. As part of the transition period, the DMV is still honoring appointments that were scheduled for July 17 or earlier; no additional online appointments will be offered after that time. In the update announcing the resumption of walk-ins, the DMV also announced that the grace period for IDs and driver's licenses has been extended until Sept. 9.

The DMV's Southwest Service Center at 95 M Street NW is also offering walk-in appointments on the next two Saturdays (July 11 and July 18), from 8:15 a.m. to 4 p.m.

The DC DMV noted that the grace period for expired inspections and vehicle registrations ended back on June 1 and will not be extended. For those who need to get their vehicles inspected, the city's inspection station in Southwest is offering extended walk-in hours on Saturdays in addition to their [usual summer hours](#). There is also 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 Appears on Panel to Discuss Future of Large Public Events

Late last month, WANADA President and CEO John O'Donnell joined leaders from some of the largest tourism and convention organizations in North America for a panel discussion on what the future looks like for large public gatherings like [The Washington, D.C. Auto Show](#).

The event, which featured convention and events leaders from Washington, Las Vegas, Vancouver, and Newark, was hosted by the [International Association of Convention Centres](#) (AIPC), a Brussels-based trade group representing large events spaces, and supply-chain partners, across the world.



While the program was hosted virtually, and viewed by members across North America and the world, O'Donnell participated in the event at Studio 801 at the Walter E. Washington Convention Center, where he was joined by EventsDC President and CEO Greg O'Dell.

O'Donnell spoke optimistically about the future of large gatherings, particularly consumer-focused events. He noted the success the United States has had in distributing highly effective vaccines in a short period of time, surpassing the pace of most of the world in at least the initial rollout, and the clear signs of pent-up demand from consumers who wish to take in the kinds of events and experiences that were largely closed and canceled for more than a year.

The 2022 Washington, D.C. Auto Show will be held January 21-30, 2022, at the Walter E. Washington Convention Center. We at WANADA thank Greg O'Dell and the EventsDC team for all their help making the auto show a success every year, and for helping facilitate John's appearance on this panel discussion with AIPC.

Minimum Wage Increases in Montgomery County

As of July 1, the prevailing minimum wage in Montgomery County [has increased](#), and continues to follow a sliding scale based on the size of an employer. For county-based “large employers,” defined as having 51 or more employees under county labor law, the minimum wage is now \$15. For employers with between 11 and 50 employees, the wage is \$14, and for employers with 10 or fewer workers, the minimum wage is \$13.50 per hour.

[Please click here](#) to view a new one-pager created by the county that breaks down this increase, and future scheduled increases. In coming years, the minimum wage for large employers is set to be indexed every July 1 to increases in the Consumer Price Index. The wage floor for businesses with 50 or fewer employees is set to increase by 50 cents per year until hitting \$15, at which point it will also be linked to CPI increases.

There are several exemptions to the implementation, mainly for part-time workers under the age of 18. Those workers cannot be paid less than 85 percent of the [state’s minimum wage](#), which is currently \$11.75 for businesses with 15 or more employees and \$11.60 for businesses with 14 or fewer.

WANADA Dealers Learn How to Avoid Cyber Crime During Member Webinar

Late last month, WANADA hosted a webinar designed to help member dealers identify and prevent possible cybersecurity breaches and other types of digital fraud, which can cost businesses and consumers as much as \$50 billion annually. Over the past few years, and especially during the pandemic when online sales of new vehicles really became popular, there has been a noticeable increase in online hacks and attacks – both from sophisticated criminals and individuals in local communities.

Longtime FBI Special Agent John Iannarelli, known as “[FBI John](#),” joined [Equal-Systems](#) CEO Bruce Bortle for a two-hour discussion designed to help dealers avoid being victims of these attacks. Many of these crimes, Iannarelli said, are classic crimes of opportunity, only in a digital space. According to Iannarelli, 2020 was the worst year on record for data thefts, with more than 7,000 security breaches identified by law enforcement sources.

In the dealer space, more than 130 dealerships were victims of cyber attacks last year, exposing the data of more than 12.5 million customers. In nearly every instance, Iannarelli said, hackers were able to reach this data because dealers failed to encrypt it effectively. According to both panelists, other successful attacks involved ransomware attacks, spear phishing attempts (where a recipient clicks a pernicious email link, often masked to look legitimate, and then grants a hacker access to their computer system), or simple employee sloppiness.

Bruce Bortle’s presentation focused on ways that employers can help prevent these worker security mishaps from occurring, while also highlighting important ways that businesses can improve their information technology security. WANADA members can view the presentations from this webinar, along with the full video of the event, by visiting the WANADA Member Portal [at this link](#). If you have any questions about accessing the member portal, please contact Kathy Teich at kt@wanada.org.

Necessity Questionnaire No Longer Required for Forgiveness of Large PPP Loans

On June 28, the Office of Management and Budget repealed the requirement that Paycheck Protection Program borrowers with loans of \$2 million or more complete a loan necessity questionnaire as part of their forgiveness application.

While the submission of a Form 3509 is no longer required as part of the forgiveness process, our friends at that National Automobile Dealers Association note that most dealers with loans that large have already completed the request for loan conversion, particularly given the requirement that requests for forgiveness be submitted within 10 months of receiving the loan.

If you have any questions about the PPP loan forgiveness process, please review this information from the [Small Business Administration](#). You can also visit [NADA's Coronavirus Hub](#), or contact NADA's Regulatory Affairs department at regulatoryaffairs@nada.org.

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