

# THE WANADA BULLETIN

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

WANADA Bulletin # 21-21

October 14, 2021

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## Registration Now Open for WANADA Annual Luncheon on Nov 4

Registration is now open for WANADA's 2021 Annual Meeting & Luncheon on Thursday, November 4 at the Ritz-Carlton Tysons Corner in McLean, VA. [Click here](#) to purchase a seat or a table.

The luncheon will begin at 12:00 noon, preceded by a networking reception for registered attendees starting at 11:30 am. This year's guest speaker at the luncheon will be Sean Spicer. Spicer's political career began long before the former White House Press Secretary made his mark as one of the most recognized staffers in the Trump administration. Sean built a decades-long career in Republican politics, witnessing and shaping the inner workings of Washington, DC, from every vantage point – as a House of Representatives communicator, heading up incumbent retention at the National Republican Congressional Committee, in George W. Bush's White House as Assistant U.S. Trade Representative, as the Chief Strategist and Director of Communications at the Republican National Committee, top advisor to presidential campaigns, and of course, White House Press Secretary. Sean is currently the host of "Spicer & Co." on Newsmax at 6p weekdays.



The 2021 WANADA Annual Luncheon is generously sponsored by the following:  
*ACV Auctions, Armatus Dealer Uplift, BG Crovato Products & Services, Penney Design Group, The Keats Group at RBC Wealth Management, and Truist.*

## 2022 DC Auto Show to Feature New Exhibit Areas, including Active Lifestyles and EV Pavilions



Planning for the 2022 Washington, DC Auto Show is in full swing and the auto show team at WANADA is planning to add two new exhibit areas on the lower level of the DC Convention Center for the 2022 show: An all-new *EV Pavilion* and an *Active Lifestyles* section.

The *EV Pavilion* is designed to educate show visitors on what the future of mobility will look like, from electric vehicles to charging stations to a multitude of other electrified ways of moving around, such as e-bikes and much more.



The *Active Lifestyles* section is targeted to show attendees and young families who are looking to add to their lifestyle with other forms of mobility, in addition to shopping for a new car at the auto show. Plans for this section include RVs, water sports options, ATVs, bikes, and motorcycles. If you own an RV, motorcycle, watercraft or other miscellaneous dealership and would like to showcase your product in the Active Lifestyles pavilion, contact Bob Storin at [rs@wanada.org](mailto:rs@wanada.org) or 301-335-8289.

The 2022 show will be open to the public from Friday, January 21 through Sunday, January 30. WANADA will be providing members with more information on the show as the event gets closer, including details on the WANADA Member Reception, Public Policy Day, and more. For additional information, please visit [www.washingtonautoshow.com](http://www.washingtonautoshow.com).

## VA MVDB Fee Increases Effective December 1, 2021

During their July 2021 meeting, Virginia’s Motor Vehicle Dealer Board (MVDB) unanimously voted to increase certain dealer fees to cover the costs of much needed technology advances and increasing operating expenses. MVDB noted that this is the first fee increase since 2015. The new fees, effective December 1, 2021, are outlined in the chart below.

Category	Current Fee	Effective Dec. 1, 2021
Dealer Certificate	\$225/per license year	\$270/per license year
Endorsements	\$25/per license year	\$50/per license year
Salesperson License **	\$30/per license year	\$50/per license year
Foreign Registrant	\$75/per license year	\$100/per license year

\*\*Includes originals, transfers & renewals

Any questions related to these fees or other MVDB matters can be directed to Joe Koch at 202-821-5824 or [jk@wanada.org](mailto:jk@wanada.org).

## David Blair Visits WANADA Auto Tech Apprentices

On Wednesday, October 13, Montgomery County Executive Candidate David Blair stopped by the Gudelsky Institute for Technical Education at Montgomery College’s Rockville Campus to learn more about WANADA’s auto technician apprenticeship program, which is part of WANADA’s Auto Dealer Education Institute (ADEI). Mr. Blair visited with faculty, students and WANADA staff while touring MC’s state-of-the-art automotive facility. “This is such an incredible program,” Mr. Blair commented. “We need to take this from 40 students to 400!”



Montgomery Co. Executive Candidate David Blair (center) hears from ADEI instructor John Bourgstein while students and WANADA’s VP of Operations Joe Koch look on.

If you would like to learn more about the program or are interested in hiring an ADEI apprentice, please contact WANADA VP of Operations Joe Koch at 202-821-5824 or [jk@wanada.org](mailto:jk@wanada.org).

## WANADA Insurance: Now Accepting ACH Payments

The WANADA Insurance Department is pleased to announce that ACH payments can now be accepted for all WANADA Trust products. The WANADA Trust utilizes volume discounts for certain employee benefits, including dental, life, disability and vision, to offer the most affordable pricing in the marketplace from nationally recognized carriers and providers.

“Because we specialize in car dealerships and have these exclusive deals within our Trust, there is truly no competition for pricing and service when it comes to these benefits,” said WANADA Vice President of Insurance Ed Mullaney. “Even if a dealership gets their medical coverage through another broker, they should look at the WANADA Trust for dental, life and disability and/or vision insurance because we’re confident we can save any dealership a lot of money.”

For more information about the WANADA Trust or, if you are an existing client and would like to set up ACH to pay your WANADA Trust invoices, please contact Ed Mullaney or Connie Ryan at 202-237-7200 or [em@wanada.org](mailto:em@wanada.org) and [cr@wanada.org](mailto:cr@wanada.org) respectively.

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