

THE WANADA BULLETIN

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

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The Washington, DC Auto Show Opens in Two Weeks
Register for WANADA's Tag & Title Seminar at The Washington, DC Auto Show
Regional Mask Mandate Overview
Discount for NADA Show Registration
WANADA Wishes Pete Reilly Well on His Retirement
WANADA Insurance: Now Accepting ACH Payments

The Washington, DC Auto Show Opens in Two Weeks!

In spite of challenges facing the automotive industry and businesses at large, the 2022 Washington, DC Auto Show is set for a grand return to the Walter E. Washington Convention Center in just over two weeks. Show producers have had to adapt to the pandemic landscape, and yet the exhibitors, press, policymakers and, most importantly, the general public, all appear primed and ready for the show.



“Online ticket sales have been strong, most of our exhibitors are returning with great product in spite of supply chain issues, and our registrations for Public Policy Day and the Sneak Peek Preview are far outpacing 2020,” said show producer and WANADA CEO John O’Donnell. “The city is behind us 100% and people are excited to get out and see some cars. And the show will get them excited to visit area dealerships and *buy* some cars,” he continued.

The show will kick off with *Public Policy Day* on Thursday, January 20. *Public Policy Day*, sponsored by Cars.com, the Virginia Department of Transportation, U.S. News & World Report, NADA, the Michigan Economic Development Corporation, and Toyota will include a media

lunch and press announcements, a special three-hour *MobilityTalks* conference, and the *Sneak Peek Preview Reception* from 5:00 to 8:00 pm the night of the 20th. The day will be highlighted by the announcement of the U.S. News & World Report's "Best Cars for the Money" Awards at 5:00 pm.

On December 22, 2021, Washington Mayor Muriel Bowser announced vaccination verification will be required for all indoor gatherings in the District beginning on January 15, 2022. This, of course, includes the Walter E. Washington Convention Center and, by extension, the auto show. "We are making the best of it," O'Donnell remarked. "The city is doing what they feel they have to do and thus far the response from the public has been muted. We have a plan to execute the verification process seamlessly and don't believe it will greatly dampen our customers' experience."

The show floor itself will feature exhibits from Acura, Chevrolet, Ford, Honda, Hyundai, Kia, Lexus, Lincoln, Nissan, Polestar, Stellantis, Subaru, Toyota, and much more, plus Art-of-Motion and an expanded exotic car display. Additionally, an all-new EV Pavilion, Powered by Electrify America, will debut during the 2022 show, and Pepco's EVsmart will return as the sponsor of the outdoor electric vehicle ride and drive.

WANADA members will want to send appropriate staff people to the Tag & Title seminar at the show (described below) and certainly will not want to miss the WANADA Member Reception, sponsored by Crovato BG Services. The WANADA Member Reception at the 2022 Washington, DC Auto Show is scheduled for Thursday, January 27th, from 6:00 to 8:00 pm. Registration for the member reception is currently open [here](#) and the cost is \$50 per person.



For more information on the show, visit www.washingtonautoshow.com.

Register for WANADA's Tag & Title Seminar at The Washington, DC Auto Show

A Washington, DC Auto Show tradition, the WANADA Tag & Title seminar will once again be held onsite at the Washington Convention Center. This year's seminar will be held on Friday, January 28 from 9:30 – 11:30 a.m. in Room 102B. The cost is \$75 and registration is currently open [here](#).

Any staff at your dealership that needs this specialized training should plan on attending. Motor vehicle agency regulators from DC/DMV, Maryland/MVA and Virginia/DMV once again will

form a panel to discuss the special tag and title issues facing Washington Area dealers. The seminar will focus, as always, on inter-jurisdictional coordination and administrative efforts.

Regional Mask Mandate Overview

As the COVID-19 pandemic prepares to eclipse the 2-year mark and our region continues to grapple with the surging Omicron variant, it is helpful to be reminded of the current jurisdictional mandates that affect the retail automotive business. Requirements pertaining to masking, patronage, occupancy limitations and more have been in constant flux and often vary between states, counties and even different municipalities. As of the date of this Bulletin, the following counties in Maryland have some form of mask mandate for indoor public spaces (which includes car dealerships):

- Anne Arundel County - [source](#)
- Baltimore City - [source](#)
- Baltimore County - [source](#)
- Howard County - [source](#)
- Montgomery County - [source](#)
- Prince George's County - [source](#)

Though there are no franchised automobile dealers in Washington, the District also has an [indoor mask mandate](#). Currently there are no Virginia jurisdictions in the DC Metro region that have masking requirements for retailers, though the Virginia Department of Health does have recommendations for businesses that can be found [here](#).

Discount for NADA Show Registration

In an email blast titled [Happy New Year from NADA](#), the National Auto Dealers Association announced a \$50 discount on the registration fee for the upcoming NADA Show. Utilize the code HAPPY2022 when registering to get your \$50 off. Please note that the discount is only offered until Friday, January 7. You can [register HERE](#).

NADA's 2022 Show [Super Session](#) will explore EV opportunities for dealers. The 2022 Show will also feature an Electric Avenue and an EV Solutions Center, which will offer one-on-one consultations for dealers along with comprehensive, step-by-step processes for transitioning to the EV marketplace.

For additional Show schedule, registration, and discount details, please click on the link(s) above or use the following links for a schedule of [workshops](#), [Exchange sessions](#) and [franchise meetings](#).

WANADA Wishes Pete Reilly Well on His Retirement



WANADA wishes Pete Reilly all the best as he completes his 42nd year at Councilor, Buchanan & Mitchell (CBM) on his way to retirement. Pete served as president and managing partner of the accounting and advisory firm from 2014 through 2020 before becoming board chairman in 2021. He will continue to serve CBM and its clients as a senior advisor starting in 2022.

During his career, Pete served an important role for numerous dealerships within WANADA's member network, delivering valuation and consulting services to keep business going strong. He also worked alongside CBM partners Tom O'Neil and Jim Tortorella who were instrumental in helping countless dealerships through complex ownership transitions. Pete's successor as president and managing partner, Dan Weaver, has been the long-time partner in charge of WANADA's audit.

Pete also continues to serve on WANADA's events committee. He has been a well-known, gregarious figure at our social outings. As an avid golfer, he can be counted on to participate in the annual WANADA Open and he is usually chatting up other participants at the WANADA annual meeting.

Pete's accounting career has, finally, been a whirlwind of civic and community engagement including board and advisory positions for Bishop Ireton High School, The Belle Haven Country Club, the Bank of Georgetown and the Country Club Swimming & Diving Association. Pete is a passionate swimmer who participated 21 times in the 4.4-mile Great Chesapeake Bay Swim. He also coached basketball at St. Mary's School of Alexandria.

Everyone at WANADA congratulates Pete on a remarkable career and wishes him all the best in his continuing role as senior advisor!

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 and cr@wanada.org respectively.

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