

THE WANADA BULLETIN

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

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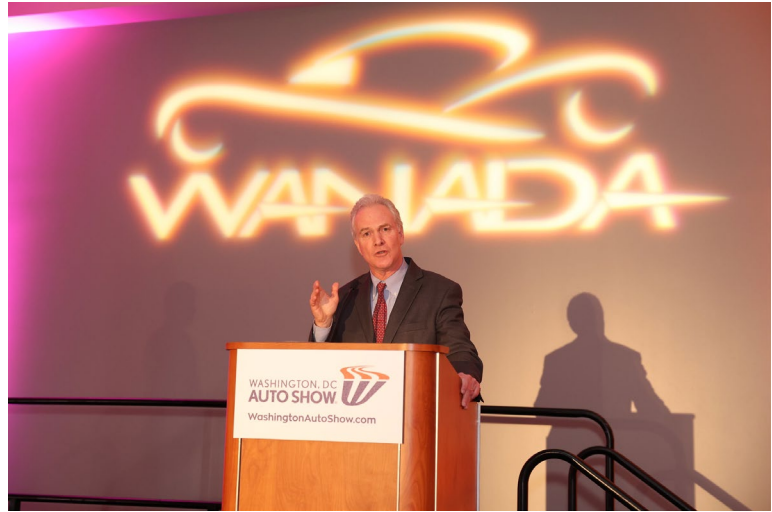
Washington, DC Auto Show: Member Events Highlight Weekdays

Once the Washington, DC Auto Show left its better-than-expected opening weekend, the attention turned to several member events planned throughout the week. None was more significant or better attended than the WANADA Member Reception, sponsored by Merrill Lynch The Kirvan Group and BG Crovato Products & Services on Thursday, January 27th. Nearly 100 dealership principals, managers, and kindred-member executives gathered at the convention center for drinks, music and an opportunity to enjoy the auto show floor with colleagues. Door prizes were also provided by the sponsors, and two lucky dealers were awarded with great seats for upcoming Caps and Wizards games.



Pictured (from left): WANADA Chairman Chip Doetsch (Apple Ford), Board Member Bob Hager (Ourisman of Virginia) and Auto Show Chairman Jamie Darvish (DARCARS).

In addition to the regular proceedings associated with the member reception, Senator Chris Van Hollen (D-MD) was also present to deliver a brief address and interact with the attendees. Senator Van Hollen specifically addressed LIFO recapture, noting that he was one of 20 signatories on a letter to Treasury Secretary Janet Yellen urging her to grant temporary relief for businesses utilizing the LIFO inventory accounting method who cannot maintain inventory due to global supply chain interruptions. He noted that this letter was yet to be responded to by the Treasury, and he was working with his congressional colleagues to push the issue further with NADA's support.



The morning following the member reception, tag & title managers and staff from WANADA member dealers attended the show's annual Tag & Title Seminar in which representatives from the three regional motor vehicle agencies provide training on their jurisdiction's vehicle registration processes. Though Virginia DMV was unable to send representation due to COVID-related staffing shortages, Maryland MVA and DC DMV were both on hand to deliver presentations, answer questions, and troubleshoot various issues and complaints. The seminar was well-attended and went for its full two-hour time allotment, even with only two agencies present.



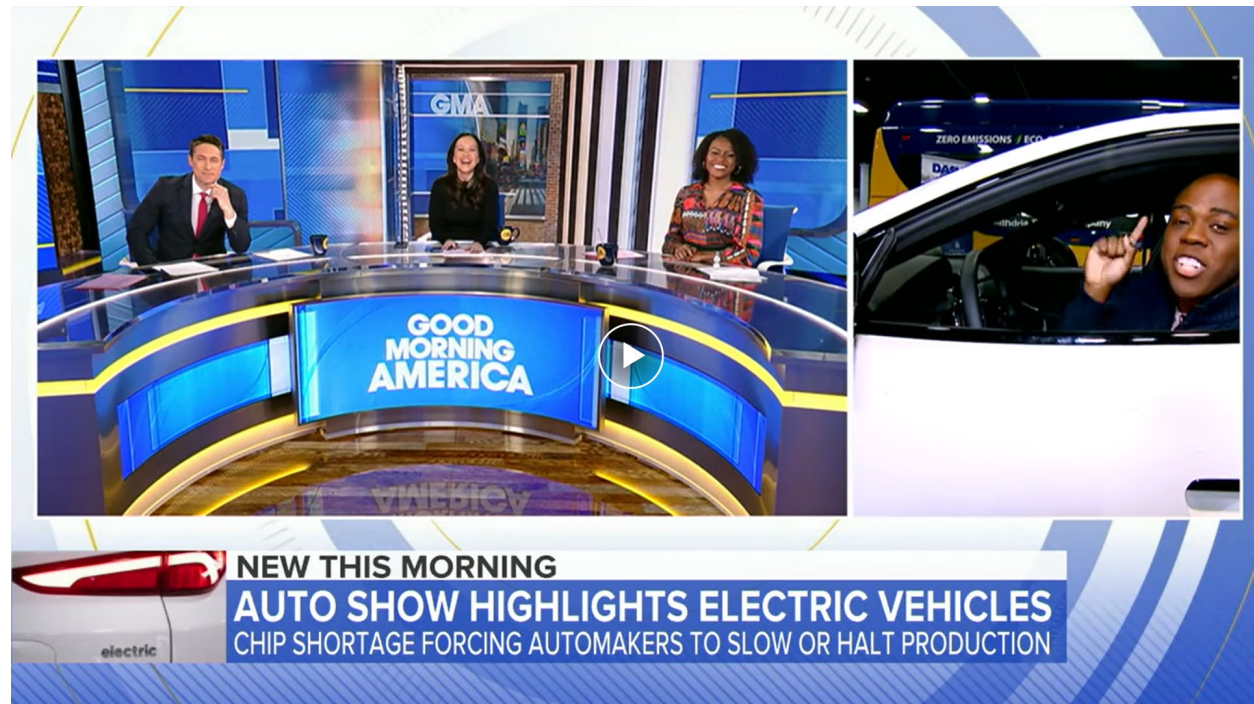
Maryland MVA Deputy Administrator Madison Lumpkin presents at the WANADA Tag & Title Seminar (left) and Virginia ADEI apprentices learn about Polestar with Field Coordinator Erik Falk (right).

Finally, The Washington, DC Auto Show was host to a number of WANADA's ADEI technician apprentices from the Northern Virginia branch of the program. Erik Falk, WANADA's ADEI field coordinator for the Commonwealth, ferried 10 students from NOVA's Alexandria campus up to the convention center where they were treated to a day at the auto show, which included educational sessions on electric vehicles (EVs) at the Polestar exhibit and PEPCO / EVSmart

display inside the show's EV Pavilion. As EVs become more prevalent, ADEI management is "plugged in" to the need for additional awareness, training and curriculum development for its burgeoning auto techs. The students were able to familiarize themselves with the Polestar brand, learn about home charging and incentive programs for EV buyers, and peruse a wide array of today's electric products, from small Arcimoto "FUVs" ("Fun Utility Vehicles"), to electric McLarens, Bentleys and busses.

Washington, DC Auto Show Closes with Strong Weekend

After the challenges of producing an auto show during a global pandemic resulted in a relatively strong opening weekend and a number of successful member events, event managers were pleased to see lobbies and exhibits full of smiling faces to close the show. "Other than the masks, you could be fooled into thinking there was no pandemic based on these crowds," said WANADA President & CEO John O'Donnell during the height of the Saturday rush. "People still love auto shows!"



Bolstered by numerous segments on morning news programs, including substantial coverage on [Good Morning America](#) (GMA), the show saw strong attendance to close out its 10-day run at the Walter E. Washington Convention Center. "The Washington, DC Auto Show is giving attendees a glimpse into the future, with a look at some of the hottest new wheels," reported ABC's Kenneth Moton on GMA. "This year, it's all about electric vehicles. Everything from the new Ford F-150 Lightning truck...a fully electric DC Metro bus and a futuristic looking Toyota concept."

The electric theme was not just limited to static displays, as thousands of show attendees participated in the show's ride & drives. PEPCO / EVSmart sponsored an outdoor event where attendees could test drive from their choice of battery electric (BEV) or plug-in hybrid (PHEV) models including a Hyundai Ioniq 5, Jeep Wrangler Rubicon 4xe, Nissan Leaf, Polestar 2, and

Toyota RAV4 Prime. Inside the convention center itself, Arcimoto conducted test drives of their FUVs to all takers, including many of the political notables and other VIPs who attended the show.

The exhibitors seemed pleasantly surprised by the turnout as well. Several major manufacturers said that, while lead quotas had been adjusted due to the pandemic, their goals were being met and exceeded. Furthermore, it was noted that the quality of the leads was superior to other events. “The folks we’re talking to are serious about buying a car, they’re shopping,” one exhibit manager stated. “And they’re very well informed. We do shows all over the country and the attendees here in DC are undoubtedly the best informed and engaged that we see.”

“There are far more early adopters as well,” she continued. “A lot more people at your show are looking for EVs than other places.” Indeed, the theme of the Washington, DC Auto Show, from Public Policy Day, political visits, ride and drives and even conversations with product specialists on the floor centered all around electrification.

Politicians Visit the “Public Policy” Auto Show

Being “The Public Policy Show” on the global auto show circuit affords the Washington, DC Auto Show special considerations from manufacturers that shows in similarly situated markets do not enjoy. For example, the Seattle and San Francisco metro areas are similar in size to the DC metro and have similar economic and educational demographics. Yet their auto shows are not considered “tier one” for this reason. The DC Auto Show’s proximity to the levers of national and international power attracts a distinct clientele and 2022 was no different, the pandemic notwithstanding.

Throughout the course of the show, five U.S. Senators and the same number of U.S. Congressmen attended the show in some capacity. While this is a smaller number than most years, it is important to note that both sides of Capitol Hill were on recess during the show’s public days, meaning that nearly all members of Congress were back in their home states. Additionally, nearly 100 Hill staffers attended the show on official business, taking tours with show staff, staff from the Alliance of Automotive Innovation and Autos Drive America, or other industry partners who conducted organized tours onsite.

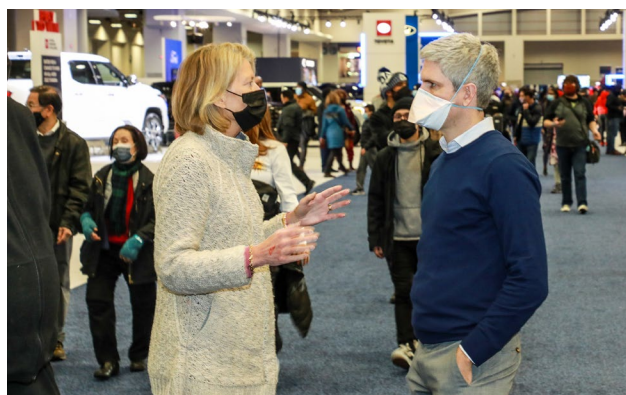


President Pro Tempore Patrick Leahy (D-VT) looks inside a new model (left) while Sen. Ben Sasse (R-NE) enjoys some family time at the show.

WANADA CEO John O'Donnell and Vice President of Operations Joe Koch were also able to greet and visit with several members of the DC City Council, including Chairman Phil Mendelson and Kenyan McDuffie who is now seeking office as the District's Attorney General. The nation's governors were even gathered at the neighboring Marriott Marquis hotel for the National Governor's Association Winter Meeting and Gov. Spencer Cox of Utah dropped by the show to see the latest products.

Including those pictured above, the full list of elected officials who attended the 2022 Washington, DC Auto Show are as follows:

Governor Spencer Cox (R-UT)
Rep. Andre Carson (D-IN)
Rep. Andy Barr (R-KY)
Rep. Elaine Luria (R-VA)
Rep. Larry Bucshon (R-IN)
Rep. Tony Gonzales (R-TX)
Sen. Ben Sasse (R-NE)
Sen. Chris Van Hollen (D-MD)
Sen. Lisa Murkowski (R-AK)
Sen. Patrick Leahy (D-VT)
Sen. Roy Blunt (R-MO)
DC Council Chair Phil Mendelson
DC Councilman Kenyan McDuffie



Joe Koch discusses EVs with Sen. Lisa Murkowski (R-AK), ranking member of the Senate Energy Committee.

Update Your Membership Info Today!

Now that it's officially 2022, it's important that all membership information that WANADA has on file be reviewed and updated accordingly. Often we find that membership records can have outdated information, including old email addresses or even "usual representatives" that are no longer with your company. It is incumbent on each member to ensure that the information is correct.

WANADA now uses a system called "Member Leap" to manage all membership information, including billing. Please [click here](#) to access Member Leap to review your membership info and pay any outstanding invoices. Each company's Usual Representative should have received an email from Member Leap to pay 2022 dues as well.

If you have any questions about your membership record or Member Leap, please contact Kathy Teich at kt@wanada.org or 202-800-4190.

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.

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

