

THE WANADA BULLETIN

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

WANADA Bulletin # 08-22

April 20, 2022

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On April 14, the city of Washington held a celebration honoring the career of Greg O'Dell, the former CEO of Events DC, at the Walter E. Washington Convention Center. John O'Donnell, as producer of The Washington, DC Auto Show, the largest annual event held inside the center, was invited to say a few words.

“Greg will be missed. When you have a partner with a history of trustworthiness like him, it makes tough decisions easier to make,” O'Donnell said. “I can honestly say that the Washington, DC Auto Show would not be as strong as it is today without his leadership. Anybody can be a leader when it's easy, but Greg has the character to be a great leader when it counts.”



O'Dell is stepping down as the head of D.C.'s conventions and sports authority after nearly 13 years overseeing major initiatives, including construction of the Entertainment and Sports Arena in Congress Heights and overseeing the enhanced safety regulations and upfitting at all of the city's sports venues in response to the COVID pandemic. O'Dell is joining the hospitality company OVG360 as President, Venue Management. He will be responsible for setting strategy to bolster sustainable operations, booking and content development, public safety, and many other competencies at more than 230 properties around the globe, including stadiums, arenas, convention centers and more.

On the same day as O'Dell's parting celebration, Events DC named Samuel Thomas as interim president and chief executive officer following a unanimous vote by the organization's board of directors. Thomas, Events DC's current Chief Operating Officer, has worked at Events DC for over 15 years and previously served as senior vice president and general manager of the Walter E. Washington Convention Center before his promotion to Chief Operating Officer.

O'Donnell made mention of the longtime working relationship with Thomas in his remarks as well. "Events DC is in the enviable position of having a natural successor to Greg already lined up in Samuel Thomas," he said. "I can't think of an individual who would be a better fit for this role and am confident that the interim tag will be removed as soon as it is practicable."

WANADA would like to extend its best wishes to both Greg O'Dell in his new venture and to Samuel Thomas in his new role.

ADEI Recruiting in Full Swing

Program administrators for WANADA's Automobile Dealer Education Institute (ADEI) have begun their spring recruiting push with high school seniors interested in beginning careers as auto technicians. With most spring breaks completed and the semester fast coming to a close, it is the prime time to get your dealership on the waiting list to interview candidates from the incoming slate of apprentices.

Our pre-screened candidates interview for positions in your service department and, if hired, your new apprentice then works under the supervision of a mentor and attends classes one day per week at either Montgomery College in Rockville, MD or Northern Virginia Community College in Alexandria, VA. Instruction consists of four modules which are roughly equivalent to academic semesters and also entail one hour of factory training per week. Completion of all four modules (a two-year process) provides the competency needed for participants to successfully pass the ASE Certification exams. WANADA staff regularly visits and communicates with the candidate, the college instructors, key dealership personnel and the mentor over the entirety of the 2-year program to ensure all parties are working together toward developing the apprentice into a confident and capable member of your service team.

If you are not currently participating with ADEI and would like to learn more, contact Joe Koch at jk@wanada.org or 202-821-5824. You can also visit our website at www.adei-programs.org.



WANADA VP of Operations Joe Koch and VA Field Coordinator Erik Falk at a job fair at Ballou High School in Washington, DC.

WANADA Offers New Tag & Title Program

WANADA has partnered with Maria's Tag & Title to offer our members a great solution for your titling needs. Whether you are short on title agents or need assistance with out-of-state transactions, Maria's is here to help. They can process title transactions for DC, Maryland, Virginia, Pennsylvania, Delaware, West Virginia, North Carolina and soon will add New York to the list. Dealers can outsource as much or as little as they like. After enrolling, WANADA members will pay \$75/transaction, which is a significant savings from other third-party vendors.

The program will officially roll out May 1 and details, enrollment information and more will be supplied then, but you can reach out if you would like more information. Contact Joe Koch at 202-821-5824 or jk@wanada.org.

Fraud Alert: Fake Paystubs

As reported in an e-blast on April 18, please be advised that we have heard a report of fraudsters using fake paystubs at area dealerships in attempts to qualify for auto loans. We believe these customers are using the website www.rockstub.com to generate the fake stubs, an example of which can be seen [here](#). While we are reporting this activity to the authorities, we also want your F&I staff to be aware of the latest tactics. Please be on the lookout and, as always, we thank you for your vigilance.

Updates from NADA

The following updates were recently conveyed to various state and local automotive trade associations regarding NADA's recent activities. WANADA thanks NADA Director Geoff Pohanka for his continued service as our NADA liaison and wishes him much success as he begins his term as NADA Vice Chairman.



Geoff Pohanka

First, Mike Alford officially began his term as 2022 Chairman and Geoff Pohanka began his term as 2022 Vice Chairman at the last NADA Board meeting. NADA also welcomed three new Directors: Lane Nichols succeeded Steven Allwine as Director from Alaska; Sid Dillon succeeded Brian Hamilton as Director from Nebraska; and Scott McCandless succeeded Steve Bassett as Chairman of ATD.

In terms of current activities, NADA continues to support bipartisan efforts on Capitol Hill to secure LIFO relief for franchised dealers, which will reportedly remain NADA's top advocacy priority until a successful resolution to the issue is obtained. NADA also recently unveiled a new comprehensive and updated [Driven Guide to the FTC Safeguards Rule](#), which is now available to all NADA members. Dealers are encouraged to review the *Guide* and work closely with their vendors, IT professionals, attorneys, OEM partners, and others to ensure they can fully comply with these extensive and complicated new data security requirements by Dec. 9, 2022. The *Guide* is the latest in a series of Safeguards compliance aids that NADA has compiled for dealers (which to date have included an [FAQ](#) document, a well-attended dealer [webinar](#), and several Show Workshops addressing the new Rule).

NADA's first in-person Show since 2020 was by all measures an unqualified success. Attendance was on-par with recent in-person Shows in Las Vegas, and there were a record number of exhibitors. Energy, attitude, and enthusiasm were all high. Franchise meetings with OEM representatives were packed, with many standing-room-only. NADA made EV education and training the theme and centerpiece of the 2022 Show, and the dozens of EV educational

opportunities and workshops received great reviews from dealers, managers, and industry partners alike.

Bel Air Auto Auction Celebrates 75 Years



BSC America's Bel Air Auto Auction, one of the longest-running auto auctions in the country, marked its 75th Anniversary on April 13th and 14th. Over 2,500 vehicles were scheduled to cross the block and many customers to participated in the festivities as it celebrated 75 years of service to the industry.

BSC America also commemorated Bel Air's Auto Auction's 75th Year with the unveiling of its all-new website at www.bscafrica.com. With a fresh, streamlined design that puts information at the fingertips of its customers, the new website makes maneuvering between all BSC Auction locations intuitively easy. A dedicated Dealer portal allows customers to easily view run lists, consign vehicles, request transportation and access market reports.

Congratulations to WANADA Kindred-Line Member Bel Air Auto Auction on their 75th Anniversary!

2021 EEO-1 Data Collection Begins – Deadline to Submit May 17

Also from NADA: The U.S. Equal Employment Opportunity Commission (EEOC) requires employers (including dealerships) with more than 100 employees to file annually an Employer Information Report ([EEO-1](#)). On April 12, 2022, the EEOC began to formally notify EEO-1 filers via email of their obligation to file data for 2021. Covered dealerships should begin preparing now to submit their 2021 EEO-1 data by the May 17, 2022 deadline and must also display an "EEO is the Law" [poster](#).

The 2021 EEO-1 asks for the number of employees sorted by job category, race, ethnicity and gender. Resources to assist filers with submissions are available at <https://EEOCdata.org>. An EEOC Filer Support Team also is available to respond to filer inquiries and to provide filing assistance. General questions on the 2021 EEO-1 reporting mandate can be directed to NADA Regulatory Affairs at regulatoryaffairs@nada.org.

Save the Date for the 2022 WANADA Open!

The WANADA Open will be returning to Trump National Golf Club in Sterling, VA on **June 6, 2022** after an imminently successful outing in 2021. Mark your calendars today and stay tuned for more details. Sponsorship opportunities and registration information will be distributed as soon as it is available.

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