

THE WANADA BULLETIN

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

WANADA Bulletin # 07-23

May 10, 2023

WANADA to Offer MD State Inspection Classes
In Memoriam: Barbara Pomerance
From MADA: Maryland Employment Law Changes
Virginia DMV Hires New Commissioner
Maryland MVA Issuance of Clear Titles after Payoff
Next WANADA Legal & Ethical Webinar on June 7
Save the Date for the 2023 WANADA Open!

WANADA to Offer MD State Inspection Classes

WANADA is pleased to announce a new offering for our members. Beginning at the end of this month, WANADA will be hosting a certification class for Maryland state inspections for technicians in WANADA member service departments. These classes will be held exclusively for our members. The courses are developed by a recently retired MD State Trooper who oversaw Maryland's Vehicle Inspection program for the last eight years of his career.



In addition to the classroom portion, candidates to become certified Maryland state inspectors will need to complete a "Hands On" Demo Classes (3 days), which will be scheduled for each participant following the completion of the course. WANADA is bringing you this private class for only \$1,150.00.

Classes will be held at Montgomery College's Rockville Campus on Tuesdays and Thursdays from 5-9 pm beginning Tuesday, May 30 and ending on Tuesday, June 27. For additional information or to register, please contact WANADA's Director of Education Joe Hemberger at jh@wanada.org or 267-346-1700.

In Memoriam: Barbara Pomerance

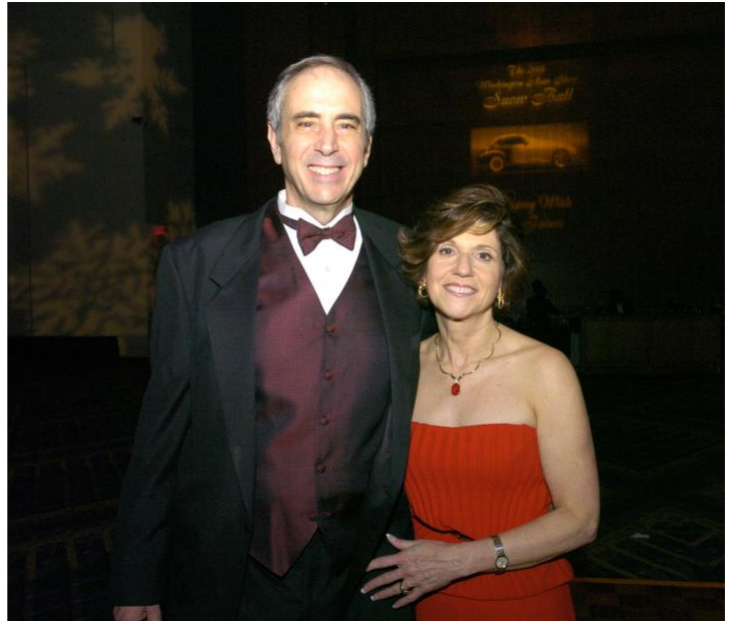
WANADA remembers fondly its public relations advisor of more than thirty years, Barbara Pomerance, who passed away last month from cancer. WANADA and its new car dealer members were, indeed, fortunate to have benefitted from Barbara's boundless energy, focused leadership, and *second-to-none* expertise in all things public relations-related.

It all began at the outset of the 1980s when then-CEO Gerry Murphy brought Barbara on board with WANADA while she was with the Bethesda, Maryland-based agency, Ehrlich-Manes, to commence her distinguished tour of service that ran until her retirement in 2017. While at Ehrlich-Manes, and subsequently at the agency she founded and owned, Barbara handled

everything WANADA did media-wise, which, among other things, included assisting the reinstatement of the Washington DC Auto Show, an event that WANADA had not produced since the 1960s. Over those early years, she was able to leverage the media spotlight on the Washington Auto Show such that its prominence rose to the world-renowned heights it enjoys today. Barbara played an integral role in rebranding the event, which is now universally recognized as one of the foremost industry events of its kind on the international auto show circuit, as the industry's "public policy show." And it was a hit, becoming the largest public show in the Washington DC region and enabling WANADA to draw the likes of both reality TV star *Snooki* and U.S. presidents. The show routinely hosted U.S. Cabinet Secretaries who, thanks to Barbara's strategic work, would use it as a platform to release breaking news, further raising the show's media presence. At the same time, Barbara created the show's "Hands-On Contest," a beloved Washington tradition and fan favorite that, in its first incarnation, came down to two military men holding on to a new car in a TV media blitz that drew scores of news reporters to see which of them would take home the trophy of a brand-new car.

"It was the world's greatest ride at the helm of WANADA with Barbara in the cockpit," said Murphy, who worked in tandem with her for her entire 30 year tour of service. "She helped us elevate the profile of WANADA while envisioning the innumerable ways we could strengthen the position of our dealer and automaker stakeholders in conjunction with the Auto Show as a force both regionally and worldwide."

Barbara's daughter, Rachel, who worked with her mother for many years, added: "My mother loved the many people and players who came together for WANADA, the electricity of the Washington Auto Show and the limitless opportunities and challenges to help make her most important client seen, heard and proud. WANADA and The Washington Auto Show became part of the fabric of our family and our friendships, and we were all so lucky to be part of it."



Barbara Pomerance, with husband Leon, in 2004.

Barbara also put WANADA in the forefront of the national effort to curb drunk driving, which led to WANADA contributing mightily to the rollout of the Washington Regional Alcohol Program, or WRAP. That program, in turn, inspired WANADA to create its own Dealers Against Drunk Driving, or DADD, that effectively complemented the start-up of the nationally renowned Mothers Against Drunk Driving, or MADD program.

Over the many years of her affiliation with WANADA as its public relations advisor, Barbara Pomerance consistently was able to keep the regional media *in check* when consumer news reporters would unfairly portray auto dealers as unresponsive to their customers in retail auto sales and auto service transactions.

WANADA and its dealer members can, indeed, take solace in Barbara's untimely passing by cherishing the innumerable contributions she consistently delivered to them and to their dealer association in the National Capital Area. "Barbara Pomerance was truly a one-of-a-kind asset to WANADA in its ongoing and relentless quest to accomplish good things for Washington area new car dealers," reflected WANADA CEO John O'Donnell, "and this dealer organization will never forget her."

To Barbara's husband Leon, daughter Rachel, son Mitch, her grandchildren, and so many friends, WANADA extends its sincerest sympathy.

From MADA: Maryland Employment Law Changes

The Maryland General Assembly's 2023 session ended at midnight on Monday, April 10. Although there were fewer employment bills passed this year compared to recent years, several of them will have a significant impact on employers. Our friends at the Maryland Automobile Dealers Association (MADA) and Shawe Rosenthal, LLP have produced a helpful overview and analysis document that you can review [here](#). Pertinent changes and updates include an expedited increase to the minimum wage rate and some clarification around and a delay to the new paid family and medical leave benefits program. There was also an expansion to the non-compete ban, as well as new authority for the Maryland Attorney General to pursue discrimination claims against employers. Finally, although the cannabis reform bill does not directly speak to the general workplace impact, there are developments of which employers should be aware.

At this point, all of these bills have gone to the Governor, who could sign them into law, veto them, or allow them to become law without his signature. He has already signed the minimum wage bill. As to the remainder, given that we now have a Democratic Governor working with the majority Democratic General Assembly, vetoes are not expected. Once they become law (i.e. are enacted), most new laws typically have an effective date of October 1 of the same year; however, some will take effect earlier this year.

Virginia DMV Hires New Commissioner

Governor Glenn Youngkin appointed Gerald Lackey, Commissioner of the Department of Motor Vehicles, which in turn places him as the Chairman of the Motor Vehicle Dealer Board. Dr. Gerald Lackey has more than 15 years of experience in collaborating with government agencies, customer groups, and Fortune 500 companies to develop winning strategies, optimize business processes, and deliver on strategic growth initiatives.



In his most recent role as Vice President of Business Optimization at GAF, the world's largest roofing manufacturer, Dr. Lackey led strategic growth projects and productivity efficiencies across the company. During his time at GAF, he helped launch a new, award-winning product line, as well as removed thousands of hours of wait time from customer-facing processes in its commercial roofing division. Prior to GAF, he was an Associate Partner at McKinsey & Company working with manufacturing companies and energy-related public sector agencies to drive multi-year transformational change. His business acumen and

transformation skills led to greater value for customers and citizens in the United States, Middle East, and Europe. Dr. Lackey is credited with launching a new paper and packaging company post an acquisition of equals; making significant and sustainable cost reductions in an international packaging company; and establishing a lean operation program for a North American oil company.

Dr. Lackey received a Bachelor's degree in Sociology and Spanish from Duke University and a Ph.D. in Social Psychology from the University of North Carolina at Chapel Hill with a subspeciality in quantitative methodology.

Maryland MVA Issuance of Clear Titles after Payoff

Our friends at MADA have been actively working with the MVA to define a better process for clear titles to be sent to the dealership after a trade-in lien is satisfied. As a result, the [MVA bulletin issued on April 24th](#) details a new process whereby dealers can secure a clear title after 10 business days from lien release date.

For vehicles to be re-titled within the state, the Affidavit in Lieu of Title (VR-449A) will still be used and can be submitted electronically.

For vehicles to be re-titled out of state, the MVA will issue a clear title with a signed Application for Dealer Duplicate (VR-003) or signed Secure Power of Attorney (VR-279). VR-279 forms can be purchased on MADA's website. MVA will issue a gratis clear title upon receipt of a copy of the Maryland title received with the vehicle trade. If a copy is unavailable, the \$20 duplicate title fee still applies.

Dealers can use their electronic portal access to submit these documents to the MVA Glen Burnie branch. Further, MVA will return the clear title via FedEx/UPS upon receipt of a FedEx/UPS label.

Next WANADA Legal & Ethical Webinar on June 7

WANADA will be holding its next Legal & Ethical webinar on June 7 from 9:00-11:00 a.m. The webinar will be presented by Niki Clark of JM&A and cover the following topics:

- Compliance with Federal Regulations
 - Unfair and Deceptive Trade Practices
 - FTC Used Car Rule Buyer's Guide
 - Anti-Money Laundering Laws
 - Truth In Lending - Regulation Z
 - Equal Credit Opportunity Act
 - Fair Credit Reporting Act
 - Gramm-Leach-Bliley Act
 - OFAC and the SDN List
- Best Practices for Legal Compliance
- What's new in 2023 and how could this affect your dealership?
- Safeguards Update

Registration information will be forthcoming later on in the week via email. Any additional questions may be directed to Kathy Teich at kt@wanada.org.

Save the Date for the 2023 WANADA Open!

The WANADA Open will be returning to Trump National Golf Club in Sterling, VA on **June 12, 2023** after an imminently successful outing in 2022. Mark your calendars today and stay tuned for more details. Registration information will be distributed as soon as it is available. For kindred-line members who are interested in a sponsorship for the 2023 WANADA Open, please contact Bob Storin at RS@wanada.org.



The Trump National Golf Club in Sterling, VA

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

