

THE WANADA BULLETIN

NEWS AND INFORMATION FOR AND ABOUT FRANCHISED NEW CAR DEALERS IN THE WASHINGTON AREA
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ASOTU Brings Energy and Insight to the DC Auto Show



The Washington, DC Auto Show has long been a stage for industry leaders, policymakers, and automotive innovators to come together and discuss the future of mobility. This year, the show took its impact to the next level by partnering with the Automotive State of the Union (ASOTU), a dynamic media company dedicated to highlighting the positive contributions of auto dealers across the country. ASOTU's presence on Public Policy Day, January 30, 2025, added a new level of engagement, insight, and storytelling that brought the voices of dealers and industry professionals to the forefront.

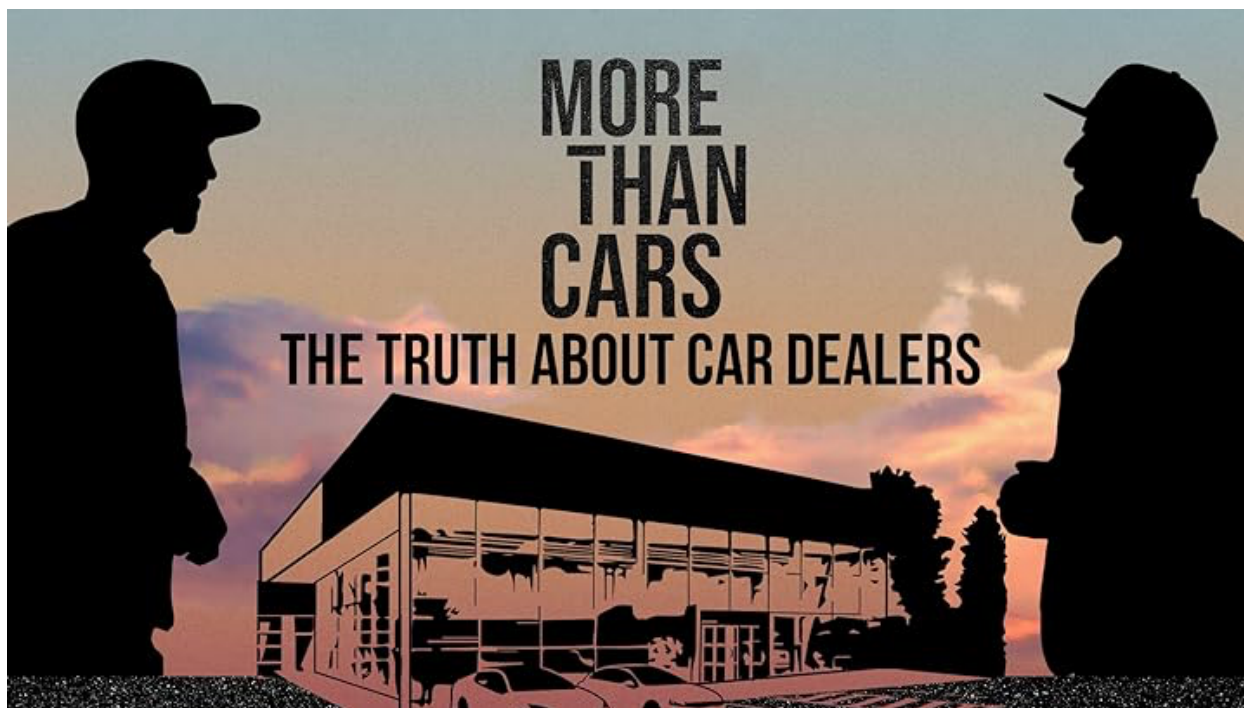
See the full Youtube Playlist of ASOTU's Interviews [here](#) or check out a brief 1 minute overview video of their partnership [here](#).

ASOTU (Automotive State of the Union) was founded to challenge the status quo in automotive media by amplifying the inspiring, community-driven stories of dealerships and their teams. The organization produces daily industry news, hosts engaging events, and creates thought-provoking content designed to celebrate the essential role that dealerships play in local economies.

ASOTU's mission is clear: to shift the narrative around auto retail from one of disruption and challenge to one of resilience, innovation, and human connection.

Throughout the day, ASOTU's podcasting stage served as a hub for discussion, featuring a lineup of industry executives, policymakers, and thought leaders who shared their insights on emerging trends, electrification, workforce development, and dealership innovation. These interviews not only engaged the live audience but also reached thousands more through ASOTU's digital platforms.

ASOTU also hosted a panel discussion that explored the evolving role of dealerships in the modern automotive ecosystem. With a focus on shifting consumer expectations, advancements in digital retailing, and the importance of community-driven business models, the panel underscored the ways in which dealerships are adapting and thriving in a rapidly changing market. Industry experts and policymakers weighed in on the challenges and opportunities that lie ahead, offering valuable takeaways for attendees.



Adding to the excitement of the day, ASOTU used the event as an opportunity to promote its new Amazon Prime series, More Than Cars. The show, which tells the untold stories of car dealerships as community pillars and economic drivers, aligns perfectly with ASOTU's mission to highlight the human side of the automotive industry. Public Policy Day provided an ideal

platform to introduce this groundbreaking series to an audience deeply invested in the industry's future.

The success of ASOTU's partnership with the Washington, DC Auto Show underscores the importance of media in shaping the public's understanding of the auto industry. By amplifying dealer voices, fostering engaging discussions, and promoting innovative storytelling through More Than Cars, ASOTU continues to be a driving force in redefining the narrative around automotive retail. As the industry evolves, collaborations like this will remain essential in ensuring that the contributions of dealers are recognized and celebrated. The 2025 Washington, DC Auto Show's Public Policy Day was a testament to the power of media partnerships in elevating industry dialogue—and we can't wait to see what's next.

WANADA's Auto Dealer Education Institute Featured in Automotive News

The technician shortage continues to challenge dealerships nationwide, but WANADA's Automobile Dealer Education Institute (ADEI) is making a difference—and it's getting noticed. *Automotive News* recently highlighted ADEI's innovative approach to technician training, showcasing how the program helps dealerships build a skilled, reliable workforce while offering young professionals a clear path to a rewarding career.

Discover how ADEI is shaping the future of automotive service and why it's a game-changer for dealers. **Read the full article here:** [Automotive News – ADEI Feature](#)

DC DMV Updates Excise Tax Calculations

Dealers selling vehicles in Washington, D.C., should take note of recent changes to the District's motor vehicle excise tax calculations, as outlined in the Motor Vehicle Excise Tax Amendment Act of 2024. These updates may impact tax rates based on vehicle type, weight, or other criteria.

To ensure compliance and avoid unexpected costs, dealers are encouraged to review the full details of the revised tax structure. **Download the official DC DMV notice here:** [Excise Tax Amendment Act of 2024](#).

For questions or further clarification, please contact WANADA or the DC DMV directly.

Prepare Your Technicians for Success with WANADA's ASE Prep Classes!

WANADA is excited to announce the launch of our ASE Certification Prep Classes, starting **Thursday, April 3rd**. This comprehensive program is designed to help your technicians succeed by providing them with:

- **In-depth Review of Test Content:** Our expert instructors will guide your team through the key concepts and topics covered on the ASE exams.

- **Test-Taking Strategies:** We'll equip your technicians with the strategies needed to excel on exam day, ensuring they are confident and prepared.
- **Professional Development:** This program shows your staff that they are a valued member of your service department and a key part of your operations.
- **Enhanced Quality Assurance:** Demonstrating your team's expertise through ASE certification showcases the high standard of service you provide to vehicle manufacturers and your customers.

Spaces Are Filling Fast — Don't miss out on this incredible opportunity to invest in your team's future! Classes will be held at Montgomery College Rockville Campus on Thursdays starting at 4:30 PM. Dinner will be served. The class begins at 5:00 PM sharp and finishes at 9:00 PM. The fee is only \$50.00 per student. For more information or to register, contact Joe Hemberger at JH@wanada.org or 267-346-1700.

From NADA: Workforce Study & Clean Vehicle Tax Credit Issues

Dealership Workforce Study

The success of any dealership hinges on the strength of its workforce. To help dealers attract, retain, and develop top talent, NADA's Dealer Workforce Study provides critical insights into employment trends, compensation, and benefits across the industry.

By participating in this year's study, dealers gain access to customized reports that benchmark their workforce strategies against regional and national trends. These insights can help optimize hiring practices, improve employee retention, and enhance overall dealership performance.

Participation is free, confidential, and easy—and the benefits are invaluable. Don't miss this opportunity to gain data-driven insights that will help you build a stronger team.

To get started or learn more, visit <https://www.nada.org/nada/research-and-data/nada-dealership-workforce-study>.

Clean Vehicle Tax Credits

What's new: As the April 15 tax filing deadline approaches, some dealers may be hearing from customers who (1) purchased clean vehicles in 2024 and (2) are facing issues filing their tax returns. In particular, the IRS is telling these customers that they cannot claim their clean vehicle tax credits because the required Time of Sale reports for their purchases were not successfully submitted by the selling dealer. Dealers are currently not able to generate Time of Sale reports for 2024 transactions and the IRS is not accepting such submissions because the Time of Sale reports were required to be submitted within 3 days of the transaction.

Why it matters: Absent relief, dealers may face significant financial losses, and customers may be unable to claim clean vehicle credits.

What's next: NADA is advocating aggressively for the IRS to remedy issues involving the submission of Time of Sale Reports. In particular, NADA has urged the IRS to immediately reopen another window for dealers to file late Time of Sale reports from 2024. NADA continues

to ask the IRS to resolve all remaining portal registration issues and has also emphasized the importance of responding to dealer inquiries via secure messaging in the Energy Credits Online portal. NADA has sent [a letter](#) to leadership at the U.S. Department of Treasury requesting timely relief for dealers. Members of Congress are also aware of these issues based on NADA advocacy and ongoing communication from constituents.

Go deeper: NADA issued a [compliance alert](#) describing the current state of affairs in further detail.

Save the Date: WANADA Open Golf Tournament – May 19

Mark your calendars! The annual WANADA Open Golf Tournament is set for Monday, May 19, at the prestigious Trump National Golf Club in Sterling, VA. This highly anticipated event brings together dealers, industry partners, and friends for a day of competitive golf, networking, and camaraderie on a world-class course.

Stay tuned for registration details, sponsorship opportunities, and more. Whether you're swinging for a hole-in-one or just enjoying the day, you won't want to miss this premier industry gathering.



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