

# THE WANADA BULLETIN

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

WANADA Bulletin # 05-25

May 28, 2025

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## WANADA Open Draws Strong Turnout at Trump National

The 2025 WANADA Open took place last Monday, May 19, at Trump National Golf Club in Sterling, VA, and brought together a vibrant mix of dealers, kindred-line members, and industry partners for a day of camaraderie, competition, and community.

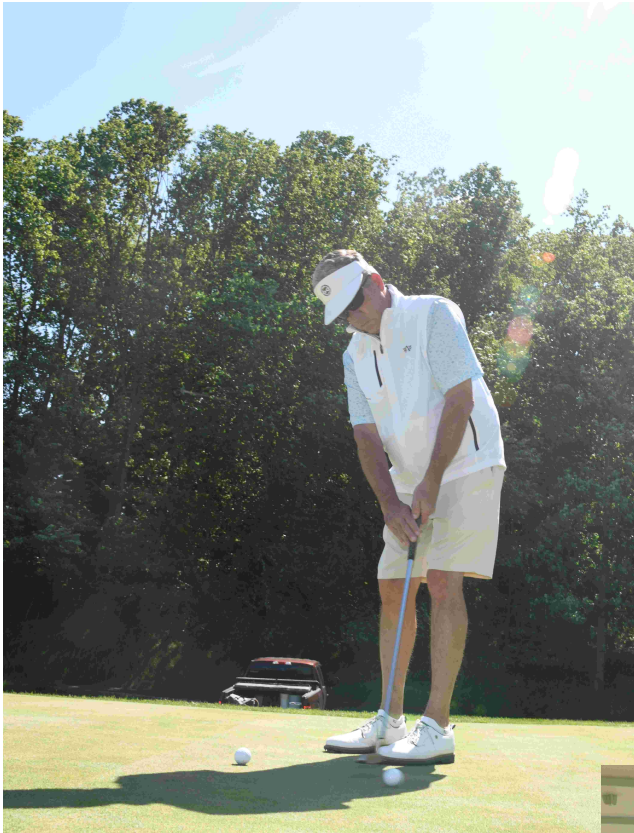
Golfers teed off under sunny skies on one of the most scenic courses in the region, with stunning views of the Potomac River and the exceptional hospitality of the Trump National team. This year's tournament also marked a first for WANADA—a spirited pickleball competition that brought out new faces and friendly rivalries.



(From Left): WANADA Chairman Jamie Darvish, Vice Chairman John Altman, Treasurer Bob Hager and Auto Show Chairman Bob Biagi all prepare for a day on the links at Trump National.

In addition to the 18-hole scramble, attendees enjoyed premium networking opportunities, on-course contests, a lively awards reception, and special giveaways. Thank you to our many sponsors and participants who made the day a success. Your continued support allows WANADA to fund critical education, advocacy, and workforce development efforts across the region.

Photos and highlights from the day will be posted to WANADA's website in the coming days. We look forward to seeing everyone again next year!





WANADA would like to especially thank this year's event sponsors for making the 2025 Open such a success:

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## ASE Prep Classes Conclude First Successful Session

WANADA recently wrapped up its first round of ASE Certification Prep Classes, held Thursday evenings this spring at Montgomery College's Rockville campus. The pilot program enrolled over 100 dealership technicians from across the region, offering them structured instruction, hands-on review, and exam strategies to help them succeed on their ASE exams.

Initial feedback has been overwhelmingly positive, with many participants reporting successful passage of one or more ASE exam sections thanks to their classroom preparation.

WANADA's goal with this program is to equip member dealerships with more ASE-certified professionals, enhancing service operations and customer satisfaction. The success of the first session reaffirms the value of investing in technician education and career advancement.

In addition to helping your dealership by assisting existing technicians complete their ASEs, now is also the time to begin interviewing new graduates who are looking to enter the automotive field via WANADA's [ADEI apprenticeship program](#). WANADA has many candidates like Vanessa Posse-Mir (pictured right) in Maryland and Virginia who could be excellent additions to your staff. Ms. Posse-Mir is an apprentice at Fitzgerald Volkswagen in Frederick, recently



attained her associates degree from Montgomery College, and was awarded their Board of Trustees scholarship.

To find out more information on interviewing apprentice candidates or WANADA's ASE prep classes, contact Joe Hemberger at [JH@wanada.org](mailto:JH@wanada.org).

## New Maryland Registration Fees & Taxes Eff. July 1

The Maryland General Assembly has approved a series of changes to vehicle registration fees and taxes, set to take effect on July 1, 2025. These changes include modest increases to registration costs for certain vehicle classes and updates to excise tax calculations.

Dealership staff are encouraged to review the updated fee structure and ensure customers are informed about the upcoming changes during the sales process. MVA's comprehensive summary of the new rates and procedures can be accessed [here](#).

## The Wharf Presents Unique Activation Opportunities for Dealers

The Wharf in Southwest Washington, DC, has emerged as a premier destination for entertainment, tourism, and community events—drawing over 8 million visits annually. With dozens of signature and seasonal events, this mixed-use waterfront development offers unique brand activation opportunities for WANADA dealers.

From DC's largest Mardi Gras parade to the family-friendly Bloomaroo Cherry Blossom Festival and the iconic Holiday Boat Parade, The Wharf provides turnkey sponsorship packages with built-in marketing, signage, social media, and on-site exposure. Dealers can showcase vehicles, sponsor contests, or host branded experiences—connecting directly with high-value audiences in a festive setting.

Opportunities range from simple tabling and signage to presenting sponsorships with emcee mentions, stage banners, and activation spaces. The scale and energy of these events make them ideal for showcasing new models or engaging the public in fun, memorable ways.

To explore event partnership options, contact Jennifer Currie, Vice President of the District Wharf Community Association, at [jcurrie@wharfdc.com](mailto:jcurrie@wharfdc.com).





## WANADA Honors Late Congressman Gerry Connolly

WANADA mourns the loss of longtime industry ally U.S. Congressman Gerry Connolly (D-VA), who passed away earlier this month. Connolly, known for his steadfast support of small businesses and regional transportation priorities, was remembered fondly during a funeral service held May 27 in Reston, VA.

WANADA representatives John O'Donnell and Joe Koch attended the service to pay their respects and express condolences to the Connolly family. They were joined by a host of community leaders and elected officials, including Rep. Glenn Ivey and Fairfax County Supervisor James Walkinshaw who is running to become Rep. Connolly's successor.

Congressman Connolly was a tireless advocate for Northern Virginia and the broader Washington region. His passing marks the loss of a valued friend to the auto retail community.

## Save the Date: 2025 WANADA Annual Meeting

Mark your calendars now! The 2025 WANADA Annual Meeting will take place on the evening of **Thursday, November 13**, at the **Smithsonian Museum of American History** in Washington, DC.

This year's event promises an inspiring program and an elegant setting in one of the nation's most iconic museums. More details, including keynote speakers and registration information, will be shared in the coming months.

We look forward to seeing you there for an evening of reflection, networking, and celebration of the industry's successes.

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

