

**Meeting Summary**  
**Dealer Practices Committee**  
Monday March 11, 2024

Committee Chair Dan Banister called the Dealer Practices Committee meeting to order at 9:06 a.m. This meeting was conducted at the Department of Motor Vehicles, 2300 W. Broad Street, Executive Conference Room 702, Richmond, Virginia. Roll call confirmed the following Committee members being present: Alixis Barker-Taplett, M.Lissa Dunn, Chip Lindsay, David Lynn, Chris Maher and Andrew Wiley. Those absent included R.J. Robinson, Nick Rush and Don Sullivan. Other Board members present: Tom Bates, Jeff Ballard, Trevor Coley and Tim Pohanka. Executive Director William Childress, Lisa Mack-Nelson, Ann Majors and Micah Bailey represented the Dealer Board. Christian Parrish represented the Attorney General's office.

**The January 8, 2024 meeting summary was approved.**

**PUBLIC COMMENT** – There was no public comment.

**OLD BUSINESS**

**OLD BUSINESS FROM THE FLOOR** – No old business from the floor.

**NEW BUSINESS**

**Review and Action: Informal Fact-Finding Conferences:**

**Carzlot, Inc. and Blondi B. Bermema #49151.** On January 23, 2024, an informal fact-finding conference was conducted to address the alleged violations of VA Code Sections 46.2-1529, 46.2-1533 and 46.2-1575 (2). Based on the information provided at the conference, the hearing officer recommended assessing a civil penalty of \$1,000.00 (\$750.00 for 46.2-1533 and \$250.00.00 for 46.2-1575 (2), a satisfactory inspection.

Chris Maher moved to accept the hearing officer's recommendation of assessing a civil penalty of \$1,000.00 and a satisfactory inspection to be conducted. Andrew Wiley seconded. The motion carried unanimously.

**Neo Classic Cars, LLC and Devin B. Weisleder #44290.** On February 20, 2024, an informal fact-finding conference was conducted to address the alleged violations of VA Code Sections 46.2-1529, 46.2-1529 (1), 46.2-1539 and 46.2-1575 (2). Based on the information provided at the conference, the hearing officer recommended a written warning for violations of 46.2-1575 (2), assess a civil penalty of \$500.00 for violations of 46.2-1529 (\$250.00) and violation of 46.2-1539 (\$250.00), satisfactory inspection within 90 days and to successfully complete the 2-day Dealer-Operator course.

Andrew Wiley moved to accept the hearing officer's recommendation of assessing a civil penalty of \$500.00, written warning for violations of Code Section 46.2-1575 (2), satisfactory inspection within 90 days and to successfully complete the 2-day Dealer-Operator course. M'Lissa Dunn seconded. The motion carried unanimously.

**Ola Motors, LLC and Olayinka #54355.** On February 22, 2024, an informal fact-finding conference was conducted to address the alleged violations of VA Code Sections 46.2-1533 and 46.2-1575 (2). Based on the information provided at the conference, the hearing officer recommended assessing a civil penalty of \$1,500.00 for violations of 46.2-1533 (\$750.00) and 46.2-1575 (2) (\$750.00), satisfactory inspection within 90 days and to successfully complete the 2-day Dealer-Operator course.

Andrew Wiley moved to accept the hearing officer's recommendation of assessing a civil penalty of \$1,500.00 for violations of Code Sections 46.2-1550 (1) and 46.2-1550 (2), satisfactory inspection within 90 days and to successfully complete the 2-day Dealer-Operator course. M'Lissa Dunn seconded. The motion carried unanimously.

**Car Room, LLC and Derrick Washington #56142 (OB).** On February 6, 2024, an informal fact-finding conference was conducted to address the alleged violations of VA Code Sections 46.2-1529, 46.2-1537, 46.2-1539, 46.2-1542 (B), 46.2-1548, 46.2-1550 (1) and 46.2-1550 (2). Based on the information provided at the conference, the hearing officer recommended assessing a civil penalty of \$900.00 for violations of 46.2-1550 (1) (\$450.00) and 46.2-1550 (2) (\$450.00). Because the dealer has vacated his business and dealer unresponsive, the hearing officer recommended revocation of Mr. Washington salesperson's license for violations of 46.2-1529, 46.2-1537, 46.2-1542 (B) and 46.2-1548.

Andrew Wiley moved to accept the hearing officer's recommendation, apart from raising the civil penalty to \$15,000.00 and to revoke all licenses and certificates held by Mr. Washington. Alexis Barker-Taplett seconded. The motion carried unanimously.

**NEW BUSINESS FROM THE FLOOR** – No new business from the floor.

**NEXT MEETING** – May 13, 2024

The Dealer Practices committee meeting adjourned at 9:23 a.m.

**Meeting Summary**  
**Dealer Licensing Committee**  
Monday, March 11, 2024

Vice-Committee Chair Jeff Ballard called the Dealer Licensing Committee meeting to order at 9:24 a.m. This meeting was held at the Department of Motor Vehicles, 2300 W. Broad Street, Executive Conference Room 702, Richmond, Virginia. Roll call confirmed the following Committee members being present: Alexis Barker-Taplett, Tom Bates, Trevor Coley, M'Lissa Dunn, David Lynn and Timothy Pohanka. Those absent included Michael Bor, Dennis Ellmer, R.J. Robinson and Maurice Slaughter. Other Board members present: Dan Banister, Chip Lindsay, Chris Maher and Andrew Wiley. Executive Director William Childress, Lisa Mack-Nelson, Ann Majors and Micah Bailey represented the Dealer Board. Christian Parrish represented the Attorney General's office.

**Approval of the January 8, 2024 Committee meeting.**

**PUBLIC COMMENT** – No public comment.

**OLD BUSINESS** – No old business.

**OLD BUSINESS FROM THE FLOOR** – No old business from the floor.

**NEW BUSINESS**

**Review and Action: Informal Fact-Finding Conference:**

**Samuel H. DuPont, Sales Applicant.** On February 26, 2024 an informal fact-finding conference was conducted to address the alleged violations VA Code Sections 46.2-1575 (13). Based on the information provided at the conference, the hearing officer recommended granting Mr. DuPont a salesperson's license.

Mr. DuPont was present and spoke on his own behalf.

Trevor Coley abstained; Mr. DuPont works for one of his dealerships.

M'Lissa Dunn moved to accept the hearing officer's recommendation and allow Mr. DuPont to apply for a salespersons license. Tim Coley seconded. Trevor Coley abstained. The motion carried.

**Review and Action: Formal Hearing:**

**Kasey Strosnider, Salesperson and Dealer-Operator, BK Motors, LLC**

**#54390.** Historical overview leading up to the Formal Hearing: The Board has reviewed and considered the facts and evidence and the report of an informal fact-finding conference as prepared by the hearing officer concerning Kasey Strosnider (BK Motors) for alleged violations of Va. Code sections §46.2-1575(8), (9) and (13). Based on due consideration, the Board believes that the following actions should be taken against Kasey Strosnider: Revoke all licenses and qualifications issued by the Board to Kasey Strosnider. Ms. Strosnider was present and spoke on her own behalf. Ms. Strosnider emailed the board on October 11, 2023 and appealed to a formal hearing. On December 19, 2023, a formal hearing was conducted to address the alleged violations of VA Code Sections 46.2-1575 (8), 46.2-1575 (9) and 46.2-1575 (13). Based on the information provided at the conference, the hearing officer recommended assessing a civil penalty of \$2,250.00 (\$750.00 for 46.2-1575 (8), \$750.00 for 46.2-1575 (9) and \$750.00 for 467.2-1575 (13)), revocation of Dealer-Operator's License and suspension of salesperson's license for a minimum of 1 year and satisfaction of financial obligations owed.

Earlier Monday morning, Ms. Strosnider (via email) informed the Committee/Board that she was experiencing a family emergency regarding childcare for her special needs child and requested this issue be heard at the May meeting. The email was shared with committee members.

Thomas Bates moved to table this issue to the May 13<sup>th</sup> Board meeting. Trevor Coley seconded. The motion carried unanimously.

**NEW BUSINESS FROM THE FLOOR** – No new business from the floor.

**NEXT MEETING** – May 13, 2024

The Licensing Committee meeting adjourned at 9:39 a.m.

Meeting Summary  
**Advertising Committee**  
Monday, March 11, 2024

Committee Member Jeff Ballard called the Advertising Committee meeting to order at 9:39 a.m. This meeting was conducted at the Department of Motor Vehicles, 2300 W. Broad Street, Executive Conference Room 702, Richmond, Virginia. Roll call confirmed the following Committee members being present: Tom Bates, Trevor Coley, Chip Lindsay, David Lynn and Tim Pohanka. Those absent included Michael Bor, Dennis Ellmer, R.J. Robinson, Nick Rush and Don Sullivan. Other Board members present: Dan Banister, Alexis Barker-Taplett, M'Lissa Dunn, Chris Maher and Andrew Wiley. Executive Director William Childress, Lisa Mack-Nelson, Ann Majors and Micah Bailey represented the Dealer Board. Christian Parrish represented the Attorney General's office.

**The January 8, 2024 meeting summary was approved.**

**PUBLIC COMMENT** – No public comment.

**OLD BUSINESS** – No old business.

**OLD BUSINESS FROM THE FLOOR** – No old business from the floor.

**NEW BUSINESS**

**NEW BUSINESS FROM THE FLOOR** – No new business from the floor.

**NEXT MEETING** – May 13, 2024

The Advertising committee meeting adjourned at 9:40 a.m.

**Meeting Summary**  
**Transaction Recovery Fund Committee**  
Monday, March 11, 2024

Committee Chair Chris Maher called the Transaction Recovery Fund Committee meeting to order at 9:41 a.m. This meeting was conducted at the Department of Motor Vehicles, 2300 W. Broad Street, Executive Conference Room 702, Richmond, Virginia. Roll call confirmed the following Committee members being present: Tom Bates, Jeff Ballard, Dan Banister, Trevor Coley, M'Lissa Dunn, Chip Lindsay and Andrew Wiley. Those absent include Nick Rush, Maurice Slaughter and Don Sullivan. Other Board members present: Alexis Barker-Taplett, David Lynn, Tim Pohanka. Executive Director William Childress, Lisa Mack-Nelson, Ann Majors and Micah Bailey represented the Dealer Board. Christian Parrish represented the Attorney General's office.

**The January 8, 2024 meeting summary was approved.**

**PUBLIC COMMENT**

**OLD BUSINESS** – No old business.

**OLD BUSINESS FROM THE FLOOR** – No old business from the floor.

**NEW BUSINESS**

**Review and Action: Informal Fact-Finding Conferences:**

**Christopher and Deborah Connolly vs. Car Legends and Noorullah Abassi #46728.** On December 29, 2023, an informal fact-finding conference was conducted to address the alleged violations of VA Code Sections 46.2-1527.3 against Car Legends and Noorullah Abassi. Based on the information provided at the conference, the hearing officer recommended payment to Christopher and Deborah Connolly in the amount of \$25,000.00 from the Recovery Fund.

Andrew Wiley moved to accept the hearing officer's recommendation and pay \$25,000.00 from the Recovery Fund to Christopher and Deborah Connolly. Trevor Coley seconded. The motion carried unanimously.

**NEW BUSINESS FROM THE FLOOR** – No new business from the floor.

**NEXT MEETING** – May 13, 2024

The Transaction Recovery Fund committee meeting adjourned at 9:51 a.m.

**Meeting Summary**  
**Motor Vehicle Dealer Board**  
Monday, March 11, 2024

Board Chair Gerald Lackey called the Dealer Board meeting to order at 10:10 a.m. This meeting was conducted at the Department of Motor Vehicles, 2300 W. Broad Street, Executive Conference Room 702, Richmond, Virginia. Roll call confirmed the following members being present: Jeff Ballard, Dan Banister, Alexis Barker-Taplett, Thomas Bates, Trevor Coley, M'Lissa Dunn, David Lynn, Chris Maher and Andrew Wiley. Those absent included Michael Bor, Dennis Ellmer, R.J. Robinson, Nick Rush, Maurice Slaughter and Don Sullivan. Executive Director William Childress, Lisa Mack-Nelson, Ann Majors and Micah Bailey represented the Dealer Board. Christian Parrish represented the Attorney General's Office. Alice Weedon was the recording secretary.

**The January 8, 2024 meeting summary was approved.**

**PUBLIC COMMENT** – No public comment.

**STATUTORY COMMITTEE REPORTS**

**Old Business:**

**Dealer Practices Committee**

Committee Chair Dan Banister summarized discussions held and actions taken during the Committee Meeting.

**Review and Action: Informal Fact-Finding Conferences:**

**Carzlot, Inc. and Blondi B. Bermema #49151.** Committee Chair Banister made the following motion: The Board has reviewed and considered the facts and evidence and the report of an informal fact-finding conference as prepared by the hearing officer concerning Carzlot and Blondi Bermema for alleged violations of VA. Code sections §46.2-1529, 46.2-1533 and 46.2-1575 (2). Based on due consideration, the Board believes that the following actions should be taken against Carzlot and Blondi Bermema: Assessed a civil penalty of \$1,000.00; and Carzlot shall be inspected by a Motor Vehicle Dealer Board field representative within 90 days and that inspection shall be satisfactory. The Board mandates that Blondi Bermema hereby be assessed a civil penalty of \$1,000.00 and the Carzlot dealership shall satisfactorily pass an inspection conducted by a Motor Vehicle Dealer Board field representative on or before June 11, 2024. Failure to comply with the Board's mandates by the required dates will result in the suspension of all licenses and certificates issued by the Board until such time the Carzlot dealership and Blondi Bermema successfully complies with the Board's mandates.

Trevor Coley seconded. The motion carried unanimously.

**Neo Classic Cars, LLC and Devin. B. Weisleder #44290.** Committee Chair Banister made the following motion: The Board has reviewed and considered the facts and evidence and the report of an informal fact-finding conference as prepared by the hearing officer concerning Neo Classic Cars and Devin Weisleder for alleged violations of VA. Code sections §46.2-1529, 46.2-1529.1, 46.2-1539 and 46.2-1575 (2). Based on due consideration, the Board believes that the following actions should be taken against Neo Classic Cars and Devin Weisleder: Assessed a civil penalty of \$500.00; and issued a written warning for VA Code Section §46.2-1575(2); and Neo Classic Cars shall be inspected by a Motor Vehicle Dealer Board field representative within 90 days and that inspection shall be satisfactory; and Devin Weisleder shall successfully complete the 2-day dealer-operator course. The Board mandates that Devin Weisleder hereby be assessed a civil penalty of \$500.00 and issued a written warning regarding 46.2-1575 (2); and Neo Classic Cars dealership shall satisfactorily pass an inspection conducted by a Motor Vehicle Dealer Board field representative on or before June 11, 2024, and Devin Weisleder shall successfully complete the dealer-operator course by September 11, 2024. Failure to comply with the Board's mandates by the required dates will result in the suspension of all licenses and certificates issued by the Board until such time the Neo Classic Cars dealership and Devin Weisleder successfully complies with the Board's mandates.

Alexis Barker-Taplett seconded. The motion carried unanimously.

**Ola Motors, LLC and Olayinka Fowowe #54355.** Committee Chair Banister made the following motion: The Board has reviewed and considered the facts and evidence and the report of an informal-fact finding conference as prepared by the hearing officer concerning Ola Motors and Olayinka Fowowe for alleged violations of VA. Code sections §46.2-1533, 46.2-1575 (2). Based on due consideration, the Board believes that the following actions should be taken against Ola Motors and Olayinka Fowowe: Assessed a civil penalty of \$1,500.00; and Ola Motors shall be inspected by a Motor Vehicle Dealer Board field representative within 90 days and that inspection shall be satisfactory; and Olayinka Fowowe shall successfully complete the 2-day dealer-operator course. The Board mandates that Olayinka Fowowe hereby be assessed a civil penalty of \$1,500.00 and the Ola Motors dealership shall satisfactorily pass an inspection conducted by a Motor Vehicle Dealer Board field representative on or before June 11, 2024 and Olayinka Fowowe shall successfully complete the dealer-operator course by September 11, 2024. Failure to comply with the Board's mandates by the required dates will result in the suspension of all licenses and certificates issued by the Board until such time the Ola Motors dealership and Olayinka Fowowe successfully complies with the Board's mandates.

M'Lissa Dunn seconded. The motion carried unanimously.

**Car Room and Derrick Washington #56142 (OB).** Committee Chair Banister made the following motion: The Board has reviewed and considered the facts and evidence and the report of an informal fact-finding conference as prepared by the hearing officer concerning Car Room and Derrick Washington for alleged violations of VA. Code sections §46.2-1529, 46.2-1537, 46.2-1539, 46.2-1542 (B), 46.2-1548, 46.2-1550.1 and 46.2-1550.2. Based on due consideration, the Board believes that the following actions should be taken against Car Room and Derrick Washington: Assessed a civil penalty of \$15,000.00; and revoke all licenses, certificates and qualifications. The Board mandates that Derrick Washington hereby be assessed a civil penalty of \$15,000.00, and the Board has revoked all licenses, certificates and qualifications issued to Derrick Washington.

Alexis Barker-Taplett seconded. The motion carried unanimously.

### **Licensing Committee**

Vice-Committee Chair Jeff Ballard summarized discussions held and actions taken during the Committee Meeting.

### **Review and Action: Informal Fact-Finding Conference:**

**Samuel DuPont, Sales Applicant.** Vice-Committee Chair Jeff Ballard made the following motion: The Board has reviewed and considered the facts and evidence and the report of an informal fact-finding conference as prepared by the hearing officer concerning Samuel DuPont for alleged violations of Va. Code section §46.2-1575 (13). Based on due consideration, the Board believes the following action shall be taken against Samuel DuPont: Allowed to apply for a salesperson license. The Board mandates that Samuel DuPont is hereby allowed to apply for a salesperson license.

Mr. DuPont spoke on his own behalf.

M'Lissa Dunn seconded. Trevor Coley abstained. The motion carried.

### **Review and Action: Formal Hearing:**

**Kasey Strosnider, Salesperson and Dealer-Operator, BK Motors, LLC #54390.** Vice-Committee Chair Jeff Ballard informed the Board that the committee has tabled this matter until the May 13<sup>th</sup> Committee and Full Board meeting.

### **Advertising Committee**

Committee Member Jeff Ballard reported quorum in place; however, no discussions or actions were on the agenda for the committee to consider.

### **Transaction Recovery Fund Committee**

Committee Chair Chris Maher summarized discussions held and actions taken during the Committee Meeting.

## **Review and Action: Informal Fact-Finding Conferences:**

### **Christopher and Deborah Connolly vs. Car Legends and Noorullah Abassi #46728.**

Committee Chair Chris Maher made the following motion: Pursuant to Section § 46.2-1527.1 et seq. of the Code of Virginia, which is known as the Motor Vehicle Transaction Recovery Fund (Fund), the Board has reviewed and considered claims for payment from the Fund, and the recommendations of the Hearing Officer on the claims. Based on due consideration and recommendation of the Hearing Officer, the Board approves and acknowledges that the applicant's (Christopher and Deborah Connolly) claim should be payable from the fund. The Board hereby approves and reaffirm the following claim and up to payment amount subject to compliance by the claimant with statutory requirements:

<b><u>Claimant</u></b>	<b><u>Judgement Amount</u></b>	<b><u>Fund Payment</u></b>
Christopher & Deborah Connolly	\$35,342.75	\$25,000.00

Andrew Wiley seconded. The motion carried unanimously.

## **OLD BUSINESS:**

### **Association Updates – VADA and VIADA**

**VADA:** Ralston King talked to the Board about “junk” fees in retail advertising sales and the differences taken by the House and Senate in the bills that passed their respective chambers. Both bills eventually failed and will more than likely come back next year. Ralston reminded dealers to be mindful and compliant of the advertising laws in Virginia. He also spoke of VADA’s two identical franchise bills (House and Senate) addressing buy/sell transactions, both unanimously approved by the General Assembly.

**VIADA:** Alvin Melendez indicated there were no updates; however, he spoke regarding temporary tags and the problems encountered by a dealer friend in the business who did not intentionally abuse the use of temporary tags. The dealer is facing nine potential misdemeanor charges and Alvin feels this is extreme for a first-time offender who has accepted responsibility and is paying the civil penalty assessed by the Dealer Board.

**OLD BUSINESS FROM THE FLOOR** – There was no old business from the floor.

## **NEW BUSINESS:**

**NEW BUSINESS FROM THE FLOOR** – Chairman Lackey had two issues that he wanted to bring to the Board’s attention. The first being that DMV is creating a steering committee on E-Titling and is requesting that the trade associations participate. The second item concerned a cooperative agreement with on-line dealerships to have titles (bundles) shipped back to DMV, which DMV pays for. Some restrictions and guidelines will be put in place to standardize this shipping process. Will be putting some restrictions and guidelines on those agreements. Chairman Lackey last item concerned

the 1533 and the amount of time spent on this area. He wants to discuss matter further and maybe do a study. William suggested that a survey through AAMVA be done to see how other states handle business hours and inspections of records.

The next meeting will be on May 13, 2024

**EXECUTIVE DIRECTOR'S REPORT** – William Childress reminded the Transaction Recovery Fund Committee of their meeting immediately following the Board meeting. William thanked the new Board members and commended them on their participation during their first meeting. William informed the Board that more changes to the Board are coming down the road, but he did not know any specifics at the time and more committee changes will come as a result. William updated the Board on the filling of the Operations Manager's position, which is vacant due to the recent retirement of Richard "Rick" Sipe (February 1, 2024). The new Operations Manager will be in place by the May Board meeting.

There being no further business to come before the Motor Vehicle Dealer Board, Chair Gerald Lackey adjourned the Board meeting at 11:15 a.m.