

SUMMER 2023

FLASHES

A PUBLICATION OF NCADA

NC DEALERS UNITE IN THE CAYMAN ISLANDS

NCADA 88TH FAMILY CONVENTION

NCADA NEW CHAIR

Alycia Kellum of
Don Williamson Nissan in
Jacksonville to lead NCADA
in 2023-2024

HOMETOWN HEROES

Please Support Your
Local First Responders
By Hosting a HTH Event

NORTH CAROLINA AUTOMOBILE DEALERS ASSOCIATION



THE DRIVER'S SEAT

I Watched My Father 30 Years Ago: Then and Now, Resilience and Perseverance are Keys to our Future

As part of the recent NCADA Family Convention in the Cayman Islands, I was fortunate to have been elected as the 89th Chairman of the NCADA Board of Directors. In following in the footsteps of the 80+ dealers, entrepreneurs, and civic leaders who came before me, it is with great pride that I accept this position and the huge responsibility it carries. Additionally, I am especially proud and honored that I have been chosen to carry the same mantle that my father -- Mr. Don Williamson -- carried three decades ago when he was elected NCADA Chairman in 1993.

As part of the convention last month, the NCADA staff provided all attendees with a detailed overview of the countless industry activities that have been developed and implemented since the March 2020 start of the Covid pandemic. Central to the presentation, which summarized the legislative, legal, and market driven actions taken to protect our dealer industry, was the theme of resilience and perseverance that were foundational tenets in the industry's success during these past three years.

North Carolina dealers have a century long track record of selling new cars and trucks in the Tar Heel State. The industry values that were demonstrated during World War II, the Vietnam war and the great recession of the late 2000s, were the same core standards that allowed dealers to thrive during the COVID pandemic. A positive future, customer satisfaction, innovation, and unwavering support for family and community are values deeply ingrained in our past.

Our ardent commitment to ensure that the foundation of America --- where businessmen and women can be adequately rewarded for risking their own capital, equity and effort --- must continue to be in our guiding tenet.

As our industry regains the solid footing that we shared before outbreak of Covid, I am hopeful that the NCADA Board of Directors, NCADA staff and countless other dealers who participate in the committees, task forces and Boards of our association, will work together to advance all members of our industry. With issues such as direct sales and the mass rollout of EVs on the horizon, our collective commitment to work together -- to be resilient and to persevere -- is paramount to the long-term future of our industry.

Thirty years ago, I watched as my father worked with dealers from all areas of the state; standing shoulder to shoulder with fellow dealers to face yesterday's challenges. Issues such as the August 1993 implementation of the Family Medical Leave Act, the October 1993 Scrap Tire Disposal law, and the January 1994 Cash Reporting requirement all represented significant changes for local dealers. The obstacles they confronted mirror the challenges we encounter today, both in magnitude and importance.

I look forward to being "part of the solution" as this generation of dealers proactively defines the issues that loom on the horizon. By working as one, we continue our tradition and our commitment to having North Carolina be the "best state to be a franchised dealer."

I welcome the opportunity to chat with any dealer on a one-on-one basis and will do my best to advance our industry. Please do not hesitate to call me at my dealership. Thank you for the opportunity to serve you during the coming year.

Alycia Kellum
NCADA CHAIR





JUNE 10-14, 2023

88TH ANNUAL NCADA FAMILY CONVENTION

The 88th NCADA Family Convention was held at the stunning Kimpton Seafire Resort and Spa in the Cayman Islands! Over 300 attendees, including families from dealer members

and sponsors, joined us for this remarkable gathering. We're immensely grateful to everyone who made the trip and helped make this convention unforgettable.

From the moment we arrived at the Kimpton Seafire Resort and Spa, NCADA members were treated like royalty. The resort, nestled along the famous Seven Mile Beach, was a true paradise. With top-notch amenities and unparalleled service, it provided the perfect luxurious backdrop for our convention.

Throughout the event, attendees enjoyed delightful activities and events. The Member Recognition Breakfasts were particularly special, featuring captivating slideshows that showcased cherished memories from past conventions, spanning back to NCADA's inception in 1935.

To add excitement, we organized a thrilling treasure hunt and island activities, allowing participants to fully immerse themselves in the captivating beauty of the Cayman Islands and create unforgettable memories.

Of course, we couldn't forget to honor the outstanding achievements of our dealer members. During the convention, we recognized the 2023 Time Dealer of the Year, Mr. John Lee, and presented the Lifetime Achievement Award to Bill Brown. These exceptional individuals inspired all those in attendance with their remarkable contributions to the industry. In addition to the awards ceremony, dealer panels provided valuable opportunities for members to seek advice and collaborate with industry experts.

As the convention came to a close, we bid farewell to Chairman Sport Durst and welcomed incoming Chair Alycia Kellum. We extend our sincere appreciation to Sport and his wife Renee for their tireless dedication and unwavering support.



Saturday

We had an absolute blast welcoming families to the paradise that is Grand Cayman! As everyone settled in and embarked on their own adventures, some may have taken leisurely strolls along the pristine shores or dipped their toes in the crystal-clear waters at the Kimpton Seafire Resort.

Before the Convention festivities officially kicked off, we had the wonderful opportunity to honor and celebrate our NCADA AutoPAC Superheroes and Board Members. To express our appreciation for their outstanding contributions throughout the year, we treated them to a special dinner on Seven Mile Beach. The night was truly magical, with a fantastic sunset casting its golden glow over the Caribbean Sea.





Sunday

WELCOME RECEPTION

Bright and early our NCADA Board of Directors gathered for a bit of business. They dove headfirst into crucial industry matters, discussing everything from safeguarding the franchise system to important legislative updates.

Meanwhile, spouses and families were treated to a magical Turtle Release event at breakfast, where they witnessed a lucky little shelled creature make its grand entrance into the wild. And what's an adventure without a name? Well, our quick-thinking crew promptly dubbed our newly released friend "Murdoch" which means "sea warrior"!

The Convention commenced with a captivating Welcome Party right on the beach deck providing the perfect opportunity for old friends and colleagues to reconnect. However, the festivities took an unexpected turn when a group of spirited NCADA pirates emerged! But here's the real kicker—like something from a movie, our fearless Chairman Sport Durst engaged in an epic sword fight with them, setting the tone for an adventurous and victorious convention.







Monday

ACTIVITIES

Mornings in the Cayman Islands kicked off with a business-focused member recognition breakfast. The NCADA staff presented an insightful "Snapshot of NCADA's Response to Covid-19 and Industry Rebound and Recovery," providing a comprehensive 36-month review of the happenings at NCADA headquarters. Monday's meeting concluded with a thought-provoking Dealer Panel Presentation on "Dealership Consolidation and the Future of the Automotive Industry," featuring experienced dealers who shared their wisdom and insights, sparking engaging Q&A sessions.

As the afternoon rolled in, it was time for some well-deserved fun and excitement. Many eagerly boarded a luxurious 65' catamaran en route to the world-famous Sting Ray City, where they could interact with the friendly Cayman Island stingrays, with an opportunity to give one a kiss for seven years of good luck. For those seeking a different kind of adventure, an island tour to the scenic West side of the Cayman Islands awaited, offering visits to the fascinating Cayman Turtle Centre, the renowned Tortuga Rum Company, and even a trip to the intriguing destination known as "hell"!

The afternoon activities provided a delightful blend of thrills, and exploration ensuring a day filled with both business and pleasure!



Tuesday

ACTIVITIES

Tuesday's activities began with a familiar routine, starting with the member recognition breakfast where NCADA celebrated two exceptional individuals. The 2023 TIME Dealer of the Year, John Lee, and recipient of the NCADA Lifetime Achievement Award, Bill Brown, were honored for their remarkable contributions to the automotive industry. The meeting concluded on a high note with another dealer panel, this time focusing on the significance of leadership in today's dealerships, shedding light on why it truly matters.

The excitement continued into the afternoon with the same activities as Monday as well as some new ones. Many Convention attendees embarked on a captivating snorkeling trip to explore the depths of the USS Kittiwake. This impressive 251-foot submarine rescue vessel, sunk in 2011, provided an underwater spectacle for snorkelers to discover. For those seeking an extra dose of adrenaline, the Wave Runner Snorkel Safari awaited, promising a wild ride to Cheeseburger Reef and beyond.



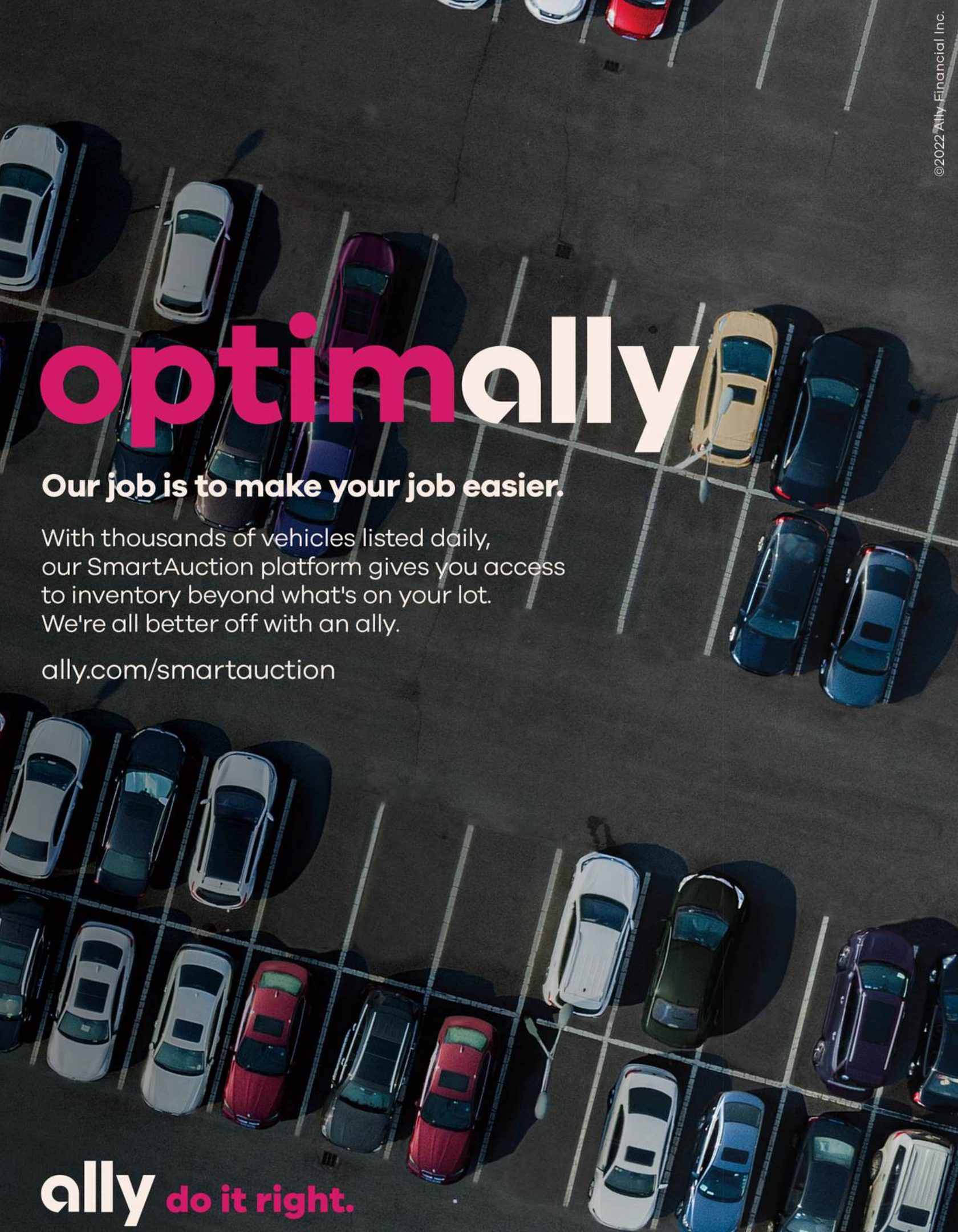
Pirate Party

"AVAST! A PARTY!"

The convention bid us farewell on Tuesday night with a bang at the NCADA Pirate Party. Attendees unleashed their creative side, sporting their best pirate-themed attire to celebrate a successful convention and with new friends. The party was a spectacle of unique and impressive costumes as our NCADA crew unleashed their inner pirates. From swashbuckling captains to adventurous buccaneers, everyone brought their A-game to the party. Laughter echoed, memories were made, and the night became a treasure trove of fun and camaraderie. Take a peek at the amazing costumes that transformed our convention-goers into the coolest crew of pirates you've ever seen!







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CONVENTION HIGHLIGHTS



NCADA staff presented an insightful "Snapshot of NCADA's Response to Covid-19 and Industry Rebound and Recovery," providing a comprehensive 36-month review of the happenings at NCADA headquarters. This presentation focused on the resiliency, determination, and collaboration it took for NCADA to respond to Covid-19 and walked through the steps taken to keep dealerships open during the pandemic.



Wayne Moore of Assurant Dealer Services presented a \$25,000 check to the NCADA Hometown Heroes project which recognizes first responders across the state. The funds contributed will go towards supporting the work that this project provides, and we thank Assurant Dealer Services for making a meaningful impact. This contribution will help raise awareness and appreciation for the incredible sacrifices that our local heroes make each day!



Our family convention would not have been possible without the support of our amazing Associate Member Sponsors. This group comprised of 36 associate members, plays an integral role in our association through our sponsorship program making great conventions such as this one possible. We are extremely grateful for the individuals and organizations they represent.



Thank you to all contributors to the 2023 AutoPAC Campaign "United to Protect Our Future," with a special shoutout to our AutoPAC Superheroes who donated \$3,000 each!

The 2023 campaign was directed at continuing to fight factory direct sales in North Carolina. All NCADA "Super Heroes" were recognized for their efforts. Thank you to all contributors to the NCADA AutoPAC in 2023. Let us continue to protect the franchise system from direct sales.

Drive performance in a world of change

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With high-touch support and future-forward performance development, we'll work together to keep your dealership profitable today and tomorrow.



See what's changing now.



Dealer
Services



CONVENTION RECGONITIONS

*Special thanks to those who
make NCADA what it is today!*



NCADA Honors Chairman Sport Durst on a Successful Year

NCADA honored our Chairman Sport Durst for a successful year of leadership by showcasing a video that highlighted all the work both Mr. Durst and his wife Renee' did supporting our dealer members across the state. They continued the tradition of making our association number one in the Nation.

We presented Chairman Durst with an NCADA wine bottle, a plaque, and a scrapbook commemorating all the memories he made as a Chairman.

We appreciate everything he has done and thank him for setting a standard of what an NCADA Chairman can be.



Gallagher Recognizes NCADA

Gallagher's Carol Wagoner presented an award to Chairman Sport Durst celebrating the partnership between NCADA and Gallagher.

We look forward to more succesful years as partners!



TIME Ally Dealer of the Year Award

Former TIME Dealer of the Year recipient Natalie Tindol presented John Lee with a framed #1 dealer license plate as congratulations for representing North Carolina in the 2023 TIME Ally Dealer of the Year Program. Mr. John Lee is known for his philanthropy starting the Lee Technology Center which was a dealership he donated to Wilson Community College to use the facilities and equipment for the school's automotive technology program. He is also committed to helping the Baptist Children's Homes of North Carolina (BCH) which started as an orphanage, and provides services to children, families, and adults in need in North Carolina, South Carolina, and Guatemala. Thank you John for all that you do!



NCADA Lifetime Achievement Award

Mr. Bill Brown from Brown and Wood Auto in Greenville was presented with the NCADA Lifetime Achievement Award. Surrounded by family Mr. Brown gave a speech summarizing his thoughts on receiving the award and the help he had on his journey. Initiated in 1999, the Lifetime Achievement Awards are presented by the North Carolina Automobile Dealers Association to recognize dealer members who have displayed a lifelong commitment to the automobile industry. In short, the Lifetime Achievement Awards are presented to those who embody the true spirit of successful entrepreneurs, civic leaders, and industry stalwarts. Congratulations on this well deserved award Bill!

NCADA Honors Controllers Seminar Chairman

NCADA presented a plaque to Mr. Bennett Johnson of John Hiester Automotive Group. Mr. Johnson did a fantastic job ensuring that the NCADA Controllers Seminar was a success. For the past 9 years, NCADA has been holding an annual educational conference focusing on the many tasks and responsibilities that are undertaken by the automotive controllers, CFOs, office managers, HR, and accounting teams. This past year, in spite of a COVID rebound, we had more than 200 people registered! Thank you Bennett!



HOMETOWN HEROES

Supporting First Responders Across the State.

NCADA is excited to continue our Hometown Heroes Program this year. For six years, NCADA has been the only organization in North Carolina to recognize local first responders from all areas of the state, due to unanimous support from the NCADA Board of Directors. This year we want to take it up a notch and urge **YOUR DEALERSHIP** to host a Hometown Heroes Day Event!



These events enable your dealership to reach out to the local community and honor police, fire, healthcare, and EMS workers. If you are interested in hosting a Hometown Heroes event please call 919-828-4421 to get started and we will provide you with some useful tools and information to make it a successful event.

Whether you host an event or not we still encourage supporting your local first responders.



You can do this by nominating a Hometown Hero in your community to be honored at our Hometown Hero Luncheon in December.

"First responders are the true heroes who selflessly put their lives on the line every day to protect and serve their communities. Supporting them is not just a duty, it's a privilege."

To do this first, please contact your local fire or police chief to ask for their recommendation. This is very easy! Then fill out the nomination form under the Hometown Heroes tab on our website and send it to kfike@ncada.com to submit a nomination. Secondly, please attend the December 2023 Executive Forum where all First Responders will be recognized and honored. It is a fun, impressive, and heartwarming meeting to attend.

To date, we have recognized more than 300 first responders at our Annual Executive Forum.

Let's join together to unite our local communities and show support for those who protect them!



2023 EXECUTIVE COMMITTEE

As we welcome new leadership to the NCADA Executive Committee we would like to thank Chairman Sport Durst and his wife Renee' for their unwavering support of our association and dealer members. Thank you to Sport, Renee, and the entire 2022-2023 Committee for a fantastic year! Mr. Durst has officially passed his gavel to Alycia Kellum as the NCADA 2023-2024 Chair and with her comes some new faces to our Executive Committee.

The NCADA slate of officers for 2023-2024

Chair: Alycia Kellum - Don Williamson Nissan, Jacksonville, NC

Vice Chairman: Randy Hunter - Hunter Automotive Group, Fletcher, NC

Treasurer: Rob King - Bob King Automotive, Winston-Salem, NC

Secretary: Mark Fisher - LaFayette Ford, Fayetteville, NC

NADA Director: Mike Alford - Marine Chevrolet, Jacksonville, NC

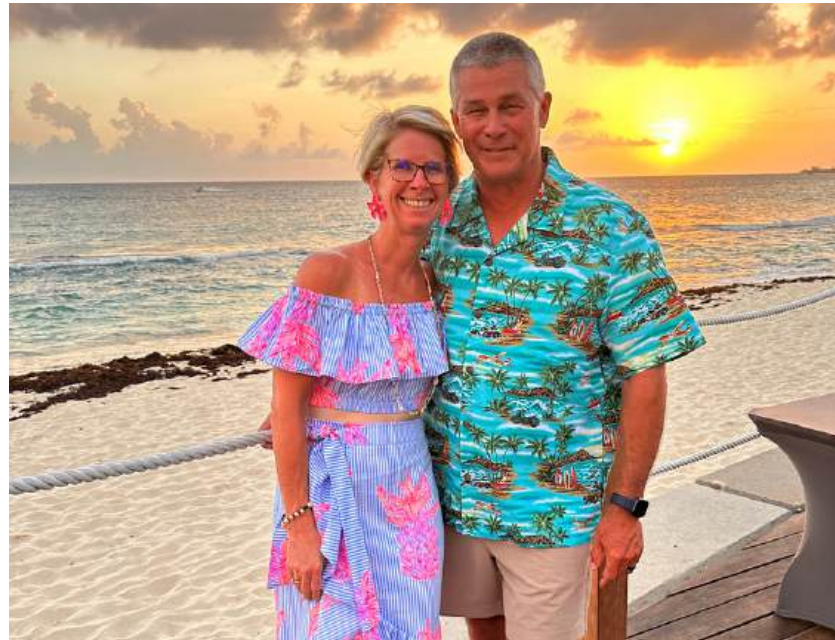


MEET THE CHAIR

The North Carolina Automobile Dealers Association (NCADA) is excited to announce the election of Alycia Kellum as the new Chair of the NCADA Board of Directors. Alycia brings a wealth of experience to the role, having served in various leadership positions within the automotive industry and most recently as Vice Chair of NCADA.

Alycia Kellum graduated from UNCW with a Bachelor of Science in Economics in 2001 and then graduated from the NADA Dealer Academy in 2005. She is the daughter of Don and Betty Williamson and work for 2 other dealers before joining her father's store.

She began in the car business in Wilmington in the mid-'90s and worked as a receptionist, service advisor, in the accounting office, sales, and finally moved home to work for her father in Finance and as General Manager. Alycia is now the Dealer Principal at Don Williamson Nissan.



She is married to Steven Kellum of Jacksonville and between them, they have 6 children. She enjoys working, and spending time with her family and is an avid runner.

In her position as NCADA Chair, Kellum will work closely with the NCADA team to continue to advocate for North Carolina dealers and promote the industry's growth and success.

Her passion for the automotive industry, commitment to excellence, and exceptional leadership skills make her the perfect fit for this role. We look forward to working closely with her to continue driving our association's mission forward and serving the needs of our members. NCADA sincerely appreciates Alycia's willingness to serve our dealer body.

NCADA HISTORY

For the first time in 88 years, NCADA has a father/daughter tandem as Association Chairs:

Alycia Williamson Kellum (2023 Chairman)
Don Williamson (1993 Chairman)

UPCOMING EVENTS



Title Clerk Seminar

August 15, 8:30 AM - 3:30 PM
Concord, NC

Are you a title clerk looking to enhance your skills and knowledge? Do you know a title clerk at your dealership who would be interested in professional development? Look no further! Our Title Clerk Seminar is the



perfect opportunity for you to gain valuable insights and expertise in the field. This seminar, conducted by the DMV Training Staff, is designed to equip attendees with essential knowledge of both basic and advanced titling procedures. Don't let this golden opportunity slip through your fingers!

At the seminar, attendees will undergo comprehensive cross-training while gaining crucial insights into the latest title processing procedures. Whether you are new to the role or have been in the industry for years, our seminar is designed to cater to all skill levels. You will have the chance to learn about the latest trends, regulations, and strategies that are essential for success in the title clerk profession.

But what sets our Title Clerk Seminar apart is our unwavering commitment to your satisfaction. We understand that investing your time and resources in professional development is a big decision, which is why we guarantee that you will leave our seminar feeling empowered, inspired, and equipped with valuable skills that will transform your career.

Prepare for new updates from the DMV, as well as a **Special License and Theft Presentation**. We have carefully curated a selection of key topics to be covered that will best train dealership staff.



Controllers Seminar

August 22, 8:00 AM - 4:00 PM
Greensboro, NC

This one-day seminar at the Koury Convention Center in Greensboro will be conducted by top industry pJoin NCADA for the Largest Automotive Finance Professional Training in the Southeast!



This year's seminar promises to deliver practical strategies, expert insights, and the latest industry trends that will help you stay ahead of the curve. Get ready to network with top professionals, learn from expert speakers, and gain invaluable knowledge that will help you stay ahead of the competition. Seminar participants are in for a treat as they will explore captivating subjects presented by proven industry experts.

Among the highlights is a Tax Update from Jason Wilkinson of FORVIS, a thought-provoking discussion on Employee Handbooks, Social Media, and Medical Marijuana by Richard Vinegar, and an enlightening presentation on Artificial Intelligence by Data Drive Marketing. Just to name a few...

Attendees can look forward to a day filled with valuable insights and knowledge. Don't miss out on this amazing opportunity to advance your career and take your skills to the next level.



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Local Town Hall Meetings

First held in the fall of 2001, NCADA's leadership is kicking off the 22nd year of local dealer meetings across the State. These meetings, address a broad agenda of cutting-edge industry topics and are an opportunity for all dealers to meet with NCADA's leadership to discuss issues, opportunities, and concerns.

More than a dozen meetings are planned from the coast to Asheville.



With EV adoption slowly working its way into dealerships, along with the industry threat related to Factory Direct Sales, there are a myriad of key topics that will be discussed at the town hall meetings. Long-time concerns such as DMV, digital transactions, and print-on-demand temp tags will be on the agenda along with unfolding issues such as artificial intelligence in the dealership, implementation of EV chargers, and start-up EV manufacturers. **ALL DEALERS ARE URGED TO ATTEND** and should your schedule preclude you from attending, the NCADA Board suggests that you send members of your leadership team to participate in the meetings.

August 23	New Bern	September 6	Raleigh	October 17	Rocky Mount Greenville
August 23	Jacksonville	September 7	Greensboro	October 18	
August 24	Wilmington	October 11	Charlotte		
August 30	Asheville	October 12	Asheboro		



Executive Forum

December 12, 9:00 AM - 5:00 PM

Join us for this year's NCADA Executive Forum on Tuesday, December 12, 2023! We have an exciting slate of speakers scheduled to appear. Don't miss it!

The event will also feature several breakout sessions that are targeted to the various areas of your dealership's operations. These are informative breakouts for multiple members of your team! Stay tuned for more information!



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DRIVER'S SEAT**

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AutoPAC Contributors



The NCADA **2023 AutoPAC Campaign - United to Protect Our Future** is in full swing as our industry is currently facing a host of critical challenges this year.

WE ARE JUST 20% AWAY FROM OUR 2023 GOAL!

During the 2022 elections, with the strong support of NCADA members, the AutoPAC supported over 120 candidates for the North Carolina General Assembly who were successful in their elections. Legislators who will be deciding the issues critical to our industry in 2023! We are asking all NCADA Members to step up and unite to support the AutoPAC.

The strength of the NCADA AutoPAC has never been more crucial than it is today. As a result, we urge you to contribute to the AutoPAC and participate actively in our efforts to ensure that it remains one of the strongest PACs in the state.

THIS AUTOPAC WORKS TO PROTECT YOUR DEALERSHIPS!

We strongly encourage you to participate in this year's campaign as a Superhero member (\$3,000 contribution). A 2023 NC AutoPAC contribution form can be found online at ncada.com.

Please unite with your fellow dealer members by completing the form and sending it back to NCADA today!

If you have any questions about the NCADA AutoPAC please contact John Policastro at jpolicastro@ncada.com or 919-349-0122.

2023 AutoPAC Contributors

Ralph L. Abernethy, III	James Van Olp
Michael Alford	Wayne M. Perry
Michael Anderson	Timothy Price
William H. Black, III	Todd Rakes
William S. Brown	Garson L. Rice, Jr.
Eason Bryan	Dale A. Stearns
Norwood E. Bryan	Wayne Thomas
Rusty Cox	Natalie Tindol
Donald E. Deichmann, Jr.	Bradley M. Tyson
Kristin Dillard	Raymond J. Vrscak
Sport E. Durst	David W. Westcott
David K. Everett	F. Steven White, Jr.
John Feduke, Jr.	Vincent P. White
John Fields	Wil Wilkinson, III
Mark Fisher	Charles Williamson
Tony W. Fisher	John W. Wyatt
Donald E. Flow	Greg York
Greg Gach	Benny L. Yount
Welford David Harris	
Joseph Rick Hendrick	
John Hiester	
Thomas Hill	
David Hudson	
David (Randy) Hunter	
Thomas D. Hunter, IV	
Bonnie L. Hunter	
Bennett Johnson	
Alycia Kellum	
Robert S. King	
Dan V. Lackey	
Mary Margaret Latham	
John F. Lee	
Linda Leith	
Grant Loftin	
Randall L. Marion	
H. Ray Mckenney, Jr.	
David McNeill	
Jeffrey N. Michael	
Christopher A. Morgan	
William O. Musgrave	
Cynthia Lee Mynatt	

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Executive Vice President & General Counsel

T. John Policastro
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Director of Events and Member Engagement

Bridget Johnson

Membership Coordinator

Justin Lohneis

Marketing and Communications Manager

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ADD OR CHANGE SUBSCRIPTION INFO:

Contact Kobe Fike
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kfike@ncada.com

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MISSION

To use its collective power to proactively preserve, protect, and enhance the economic life, relationships, and image of its members and the association itself.

WWW.NCADA.COM

Flashes

A PUBLICATION OF NCADA