

SEPTEMBER 2024

FLASHES

A PUBLICATION OF NCADA



GEORGIA ON OUR MINDS

89TH FAMILY CONVENTION
IN SEA ISLAND

NCADA WELCOMES NEW CHAIRMAN

Randy Hunter of
Hunter Automotive Group
to lead NCADA in 2024-2025

HOMETOWN HEROES CONTINUES

Please Support Your
Local First Responders
By Hosting a HTH Event

NORTH CAROLINA AUTOMOBILE DEALERS ASSOCIATION



This past June, I was privileged to be elected as the 2024-2025 Chairman of NCADA during our NCADA Family Convention in Sea Island, GA. Joining the strong group of leaders who have led our organization throughout the years is a tremendous honor, and I look forward to working with our Executive Committee and Board of Directors in support of all of NCADA members.

As franchised automobile, truck and RV dealers, our adaptability has been tested in recent years, but it has also proven to be our greatest strength. Throughout the many changes, NCADA's mission remains unwavering: to protect, educate, and support dealers while advocating for policies that strengthen our industry.

As your chairman, my focus this year is on fostering a strong sense of unity and preparedness across our membership. We will emphasize dealer education and engagement on key issues, including federal issues such as the EV mandates and the FTC's Vehicle Shopping Rule. Additionally, we must remain vigilant in our advocacy efforts, working closely with state lawmakers to ensure that the interests of North Carolina's franchised dealers are represented and that our business model remains strong in the face of external pressures.

I am particularly excited about enhancing our programs for young and aspiring dealer leaders. The future of our industry lies in the hands of the next generation, and it's imperative that we provide them with the resources and mentorship they need to succeed. NCADA has already done tremendous work in this area over the years and the reengagement of these efforts will be critical to our success.

In addition to supporting our industry, I want to emphasize the importance of community involvement. Automobile dealers have always been integral to the communities in which we operate. We provide jobs, support local initiatives, and, ultimately, serve as cornerstones of our towns and cities. I encourage all members to continue giving back and making a positive impact locally.

Now, I have a couple of calls to action for our membership for the remainder of the year – I urge all NCADA members to fully commit to and engage in our efforts to advance and protect our industry:

- **Make an annual contribution to the NC AutoPAC** – The AutoPAC is YOUR PAC, dedicated to supporting pro-business, pro-dealer candidates in North Carolina who will be making decisions that directly impact the future of your dealership.

I strongly encourage you to contribute at the Superhero Level or higher to maximize our collective impact. It's equally important that your general managers and other key dealership personnel understand the significance of the AutoPAC and participate as well. These contributions will help ensure that our industry's voice is heard and our interests are effectively represented.

- **Support the NADA PAC** – NCADA works closely with NADA on a multitude of federal issues impacting dealers. The NADA PAC is critical to allowing dealers to have a say in the legislative process and helps create a more favorable business environment in which dealerships can thrive.
- **Engagement with Local Legislators** – It is imperative for all dealers to remain connected with their local legislators. The firsthand perspective that you and your employees can provide on issues is invaluable. Please make an effort to invite your local legislators to visit your dealership and meet with your team. NCADA is here to assist in arranging and facilitating these meetings to ensure productive conversations.
- **Attend the NCADA Executive Forum in December** – The NCADA Executive Forum is an excellent way to close out 2024 and prepare your dealership for 2025. This year's theme – **"The Road Ahead"** – is focused on navigating the evolving landscape of our industry. We will cover key topics like upcoming regulatory changes, economic trends, emerging technologies, and best practices to ensure our dealerships are well-positioned for the challenges and opportunities in the coming year. This forum is a valuable opportunity to gain insights, connect with peers, and equip yourself with the knowledge needed to thrive in 2025. Don't miss this chance to set your dealership on the path to success.

Finally, I am eager to hear your thoughts, concerns, and ideas. We can make a significant impact through working together, and I look forward to working closely with each of you to create a stronger future for franchised automobile dealers in our state. Thank you for your trust and commitment to our shared success.



Randy Hunter
NCADA CHAIRMAN



2024 NCADA FAMILY CONVENTION

SEA ISLAND RESORT, GEORGIA • JUNE 23-26, 2024

The 89th NCADA Family Convention was held at beautiful Sea Island Resort in Georgia. In one of the largest gatherings in family convention history an astonishing 440+ attendees consisting of dealer members, speakers, sponsors, friends and families gathered in Georgia as one big NCADA family. We're immensely grateful to everyone who made the trip and helped make this family convention unforgettable.

The moment convention attendees set foot on Sea Island they were greeted by the blend of luxury and southern charm. Located on Georgia's pristine coastline Sea Island Resort was established in 1928 and features championship golf courses, rejuvenating spas, and top accommodations for all family members. At this award-winning resort attendees got a chance to indulge in a haven of relaxation, surrounded by Georgia's natural beauty and commitment to environmental conservation.



This year NCADA offered more events and activities than ever before giving attendees the choice to choose a family convention experience that best suits their style. So there was never a dull moment. Everything from horseback riding to competitive pickleball competitions to relaxing boat and birding tours, there was truly an activity for everyone.

However it was not all play, we had some great member recognition breakfasts which kicked off with a Sea Island historian who told some amazing tales about the resort and tied in some interesting automotive history as well.



Breakfast attendees were surrounded by the ambiance of slideshows and videos of cherished memories from past conventions and NCADA events spanning back to our inception in 1935. It is always great to look back at how far we have come as an association and dealer member group.

Of course, we couldn't forget to honor the outstanding achievements of our NCADA family. During our convention, we honored the 2024 Time Dealer of the Year, the NCADA Lifetime Achievement Award, AutoPAC contributors, Hometown Hero participants, and much more! These exceptional individuals inspired all those in attendance with their remarkable contributions to the industry.

In addition to the awards ceremony, there were some professional development opportunities as well. Including dealer panels which provided valuable opportunities for members to seek advice and collaborate with other dealers as well as legal panels to address industry issues and offer time to ask any legal questions. On top of that we had some fantastic presentations from industry experts from Cox Automotive and the National Automobile Dealers Association (NADA).

We bid farewell to NCADA Chair Alycia Kellum and welcomed incoming Chairman Randy Hunter. We extend our sincere appreciation to Alycia and her husband Steven for their tireless dedication and unwavering support. To close out our family convention we ended with an evening of glamour and gratitude hosting a grand finale gala honoring former NCADA President Bob Glaser & wife Dawn Glaser for their commitment to our association and North Carolina's automotive industry.



SATURDAY

Saturday hosted the first arrivals of our NCADA Board of Directors as well as some early attendees. After arriving and grabbing their all-in-one convention kit from the registration desk many were eager to settle in and start exploring what the resort had to offer. Many took the time to explore the beautiful scenery of the premises including the beautiful gardens, pristine coastline, and beautiful homes on the island. Others took this chance to delve into the many fantastic restaurants and sweet treats spread throughout the resort.

As a tradition, NCADA celebrated our AutoPAC Superheroes (those who contributed \$3,000 or more to the PAC) and Board Members. We expressed our appreciation for their outstanding contributions and dedication to our cause throughout the year by treating them to a special dinner. NCADA Chair Alycia Kellum offered a special welcome to Sea Island and prepped everyone for the busy days ahead before setting everyone loose to officially start the 89th Family Convention!





SUNDAY

Sunday boasted an early start for some. The Board of Directors gathered for some early discussion as they covered crucial industry matters in their Board of Directors meeting. Topics such as safeguarding the franchise system and important legislative updates dominated the discussion. Other topics included a presentation on the state of the economy and a 2023 audit update.

Meanwhile, spouses of the board enjoyed a private explorer cruise which set sail to tour the surrounding waters. This scenic and elegant cruise followed the marsh-lined waterways which allowed for many wildlife sightings including dolphins!



In the evening the family convention officially commenced as the rest of the convention attendees arrived to attend our welcome party at the beach club. In traditional fashion NCADA Chair Alycia Kellum opened with a warm greeting and called the past NCADA chairs in attendance forward for a group photo. Our welcome party created the opportunity for old friends and colleagues to reconnect and for new relationships to brew. In addition to the wonderful food there was much to enjoy including an ice cream cart station, great cocktails, and a balloon animal station for the kids. This evening could not have been more perfect as many stayed into the early portions of the night due to the amazing weather, senery, and catching up with friends.



MONDAY

Monday started with our member recognition breakfast. Mr. Vijay Singh Managing Director of Resort Operations warmly welcomed everyone to Sea Island and ensured the very best of stays. Following this, Mr. Wheeler Bryan, the Sea Island historian, delivered a fun presentation on the history of the resort and made sure to mix in some fun automotive history.

We swiftly moved into the main program, holding a special recognition for Wayne and Cheryl Moore honoring his retirement from Assurant Dealer Services. Wayne has gone above and beyond in supporting NCADA and our members so we honored both Wayne and Cheryl with a plaque, flowers, and a tribute video. The day continued with two exciting panels: the “Women Driving Automotive Innovation Panel” and the “NCADA Legal Panel,” which provided some great learning opportunities. We extend our gratitude to our panelists for their participation and willingness to share their expertise.

Monday also marked the start of our family convention activities and some well earned fun and excitement. Surrounded by championship courses, we had to host our NCADA Golf Classic. NCADA's best took on this U.S. top 100 course and came out victorious. While the breathtaking views of the golf courses accompanied many of our members others took to different activities. Some went horseback riding along the Georgia coast, while others enjoyed Hobie Cat shelling tours to observe the native wildlife, and some even participated in the Captain's Choice fishing excursions. Many with a competitive itch took to the NCADA sandcastle competition which featuring some amazing creations. The night owls sought different thrills heading to the Sea Strike Pub for a bowling bash letting the good times roll!





TUESDAY

Tuesday started with yet another member recognition breakfast featuring presentations from industry experts. Mark Strand of Cox Automotive gave an industry update and Mike Stanton President of NADA covered key industry issues such as the EPA's Light-Duty Greenhouse Gas Final Rule and its implications for consumers and manufacturers. North Carolina's TIME Dealer of the Year Mr. John Hiester was also honored for his achievements. In other business, NCADA Golf Classic Winners were announced and the NCADA Annual Meeting was conducted welcoming new NCADA leadership and honoring our outgoing officers.

Tuesday's convention activities echoed a similar tone as Monday offering a variety of activities for all. Activities included a salt marsh nature and dolphin tour, fishing, birding tour, and a craft beer tasting. Many attendees took to the resort courts to show off their skills at a competitive pickleball tournament. Others sought the adrenalin thrill of a clay shooting competition.

Our convention family displayed an impressive range of talents, yet many chose to unwind in a more leisurely fashion, lounging poolside or trying out the resort's water slides. Regardless of the choice, everyone had the chance to soak in all that Sea Island had to offer!



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GRAND FINALE GALA

In an evening of glamour and gratitude, our family convention attendees made their way to the cloister ballroom in their very best black-tie attire. Tuesday evening dinner was beautifully set and decorated in an elegant gala theme featuring mirror performers a fun 360 camera and more. After taking many photos and socializing over some champagne and delicious hors d'oeuvres, it was time to get started as everyone headed to be seated.

NCADA Chair Alycia Kellum kicked off the Grand Finale Gala by welcoming and thanking those in attendance, she then turned it over to the master of ceremonies, friend of Bob Glaser and NCADA Trustee Mr. Tom Burton. Mr. Burton told stories of his time and experiences with Bob and emphasized that his success would not have been possible without his loving wife Dawn.

Mr. Burton then turned the microphone over to NCADA Trustee Mr. David Westcott, who shared his experience as NCADA Chairman during Bob's transition to President and recounted several nostalgic stories from that period. It was only fitting that Bob's first NCADA Chairman was the one to send him off. Mr. Westcott then invited everyone to enjoy a heartfelt video featuring all the NCADA Chairmen from Bob's tenure. Each shared their experiences with Bob and highlighted the significant impact he and Dawn have made for our association and North Carolina dealers as a whole.

Shortly thereafter, Bob and Dawn's three daughters Danielle, Alison, and Haley took to the stage to express their gratitude to their parents, honor Bob's accomplishments, and congratulate him on his retirement. They shared heartfelt stories, creating a touching moment that resonated with everyone in the audience.





Next at the podium was Mr. Don Hall, President and CEO of the Virginia Automobile Dealers Association. Don spoke highly of Bob, reminiscing about their friendship and shared experiences in the industry. Mr. Mike Stanton, National Automobile Dealers Association President, also took the opportunity to reflect on Bob's accomplishments and the milestones they achieved together during his tenure.

Following him, NCADA President John Policastro took to the podium to give Bob & Dawn their flowers and spoke about their time serving North Carolina dealers for nearly 18 years. He then played a heartfelt video featuring messages of thanks and congratulations from Bob & Dawn's family, celebrating a job well done.

But that's not all, Bob and Dawn were then surprised with a personalized "NCADA #1" dealer plate and a rather comically oversized personalized wine bottle, a nod for their love of wine. To top it off they were presented with the NCADA Lifetime Achievement Award, our highest honor for those individuals who have served our industry with distinction and who exemplify an unparalleled commitment to making North Carolina the best state in the nation to be a dealer. The surprises continued to rain down as Alycia Kellum then proceeded to read a hand written letter to Bob from North Carolina Governor Roy Cooper expressing his gratitude of Bob's service which culminated into surprising Bob with the Order of the Long Leaf Pine. Our state's highest honor, is for persons who have made significant contributions to the state and their communities through exemplary service and exceptional accomplishments.

As the Grand Finale Gala drew to a close, Bob and Dawn took their turns at the podium, reflecting on their time with NCADA and the meaningful relationships they've built. It was a truly special evening for everyone in attendance, one that will be remembered for years to come!





PRESIDENT'S COLUMN

What a tremendous time we had at our NCADA Family Convention in Sea Island this summer! It was a perfect blend of engaging business sessions, valuable networking opportunities, and quality time with family and friends. The camaraderie among our members was truly inspiring, and it's moments like these that remind us why our association is so special. I want to extend my heartfelt thanks to everyone who helped make this year's convention one for the books. Your contributions not only led to a memorable experience but also helped us achieve record attendance—what an amazing accomplishment!

As we enter the fall, we can reflect on another productive legislative session at the General Assembly. I'm proud to report that it was a successful year for NCADA's legislative agenda. Comprehensive legislation was passed to modernize several DMV processes, including the introduction of a new Print-on-Demand system for temporary tags, which is set to roll out in 2025. This initiative is a significant step toward efficiency and improved service for both dealers and customers alike.

These legislative wins, however, are not just the result of our efforts at the General Assembly—they're a testament to the collective engagement of our members who understand the importance of staying active and involved in our advocacy efforts.

I encourage everyone to remain vigilant and involved as we continue to advance the interests of our dealer community.

However, we are not sitting back and enjoying our wins. This time of year marks the beginning of our preparations for another busy chapter for NCADA, with the next legislative session just around the corner in January. Together with the NCADA Board of Directors, we are actively developing our legislative agenda for 2025, ensuring we address the issues that matter most to our dealer members. Your input is vital as we work to build on our successes and advocate for the continued growth and strength of our industry.

I recently met with my fellow Southern region state association executives to discuss key industry issues and share best practices for improving our association operations to better serve our members. These conversations are invaluable in helping us stay ahead of emerging challenges and opportunities within our region.

Looking ahead, I have upcoming meetings with peers from across the nation, where we will focus on identifying pressing state and federal issues that impact our industry. These discussions are crucial as we work together to develop effective strategies and ensure our members are well-prepared for the changes and challenges ahead.



By fostering collaboration at both regional and national levels, we strengthen our collective voice and ensure that our members' interests are well represented in all areas of policy and advocacy.

As we move toward the last few months of 2024, we have a lot to be excited about as we continue to build on the momentum we have generated. I hope to see you all at our NCADA Executive Forum in December as we close out the year with a day of insightful discussions, networking opportunities, and a celebration of our first responders at our Hometown Heroes Luncheon. It will be a fantastic opportunity to reflect on this year's achievements and set the stage for an even more successful year ahead.

As always, thank you for your support. Together, we are making a real impact for our businesses, our employees, and the customers we serve. Here's to the road ahead!

John Policastro
NCADA President

North Carolina VEHICLE SALES TRENDS 2024

MID-YEAR SALES ANALYSIS IN NORTH CAROLINA

January 2024 - June 2024 | Retail Only

↓ **1.74%**

Compared to Jan-Jun 2023



**NEW
VEHICLES**

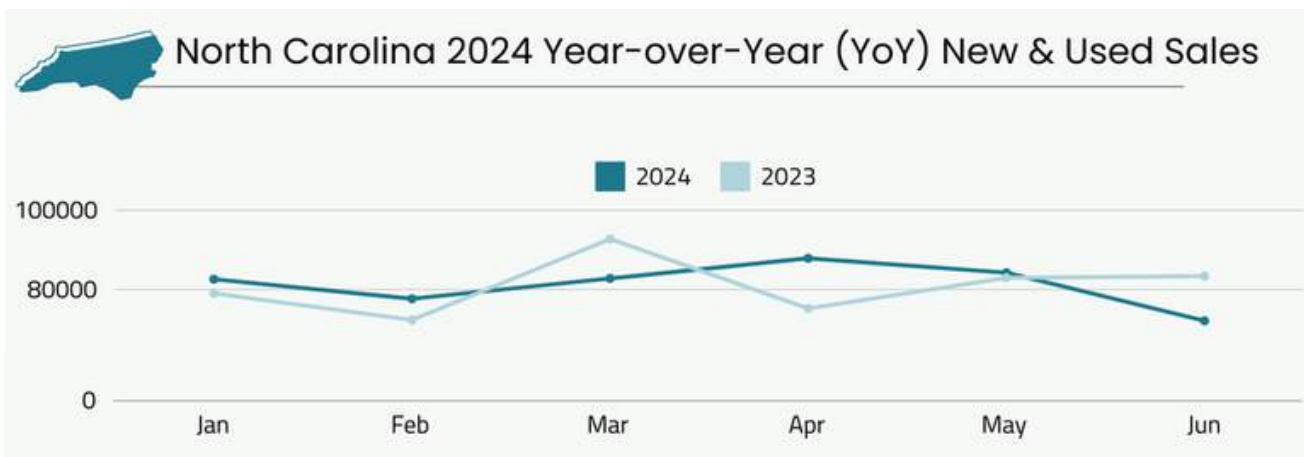


1.17%

Compared to Jan-Jun 2023



**USED
VEHICLES**



Source: Cross-Sell Interactive, Dealer Summary Report

Based on sales registration data in North Carolina by
North Carolina Dealers. Retail Only, Fleet Removed.

CONTACT US FOR YOUR LOCAL MARKET DATA:

859-275-7933

www.cross-sell.com/ncada

CONVENTION HIGHLIGHTS



KEYNOTE SPEAKERS

At our general breakfast session, Mr. Mike Stanton (left), President of the National Automobile Dealers Association (NADA), provided an insightful update on key industry issues for June 2024. His presentation addressed critical topics such as the EPA's Light-Duty Greenhouse Gas Final Rule and its impact on both consumers and manufacturers. He also tackled ongoing challenges like the FTC's Vehicle Shopping Rule, the rise of electric vehicles, and direct sales models, while outlining major timelines for brands like Honda, Sony, VW, and Scout.

Following this, Mr. Mark Strand (right), Senior Director of Cox Automotive, delivered a comprehensive automotive industry update. He explored macroeconomic factors, including the outlook on interest rates, and delved into consumer behavior, highlighting the divide between higher and lower income groups. He also examined vehicle market trends, provided a snapshot of the North Carolina market, and concluded with an engaging Q&A session.

We extend our sincere thanks to both keynote speakers for sharing their expertise and valuable insights with our dealer members!



NCADA LEGAL TEAM PANEL PRESENTATION

Our legal team, Shawn Mercer and Richard Vinegar, provided an insightful update on their strategies for addressing this year's issues, as well as the challenges that may arise in the future. The discussion was moderated by NCADA President, John Policastro who skillfully guided the conversation to serve the best interests of North Carolina dealers.

This session offered an exclusive opportunity for dealer members to directly engage with the panel and provide valuable feedback. The panelists began by sharing their personal backgrounds and what initially drew them to the practice of automotive dealer law. They reflected on how current legal challenges differ from those earlier in their careers and discussed the evolving landscape of dealer law.

Key topics included minimizing legal risks in dealership operations, handling consumer complaints and disputes, understanding new regulations, implementing best practices, and navigating the impact of technology and its legal implications for auto dealers. After covering these foundational topics, the conversation shifted to more specific concerns facing North Carolina dealers, such as updates on direct sales litigation, vehicle shopping rule, safeguards rule and facility demands by manufacturers.

The session concluded with an engaging Q&A, where panelists addressed dealer questions and explored potential legal challenges the industry may face in the coming decade.



NCADA WOMEN DRIVING AUTOMOTIVE INNOVATION PANEL PRESENTATION

NCADA Chair, Alycia Kellum, moderated our inaugural Women Driving Automotive Innovation panel, featuring an inspiring group of panelists: Natalie Tindol, Mary Margaret Latham, and Cathrine Martin.

They each shared their unique journeys in the automotive industry, from their first jobs at dealerships to the mentors who shaped their careers and the motivations that led them to pursue a future in automotive. The discussion also delved into the evolving roles of women in the industry, the impact of advancing technology, and the challenges they faced along the way.

They wrapped up by sharing personal success stories and offering insights on cultivating dealership cultures that are welcoming and supportive of women. As more women step into roles within the automotive industry especially here in North Carolina this panel provided great information from accomplished leaders in the field.

Pictured left to right: Alycia Kellum, Mary Margaret Latham, Cathrine Martin, and Natalie Tindol.



Honoring NCADA Chair and First Gentleman on an Successful Year

NCADA honored our Chair Alycia Kellum for a successful year of leadership by showcasing a video that highlighted all the work both Ms. Kellum and her husband Steven did supporting our dealer members across the state. They continued the tradition of making our association number one in the Nation.

We presented Chair Kellum with an NCADA wine bottle, a plaque, and a scrapbook commemorating all the memories she made as a Chair. We appreciate everything she has done and thank her for setting a standard of what an NCADA Chair can be.



NCADA Honors Mr. Wayne Moore on His Retirement

Since 1935, NCADA has been grateful to have the support of countless associate members, sponsors, and strategic partners. Throughout the years we have been honored to call the representatives of these companies some of our closest friends and true members of our NCADA family.

CONVENTION RECOGNITIONS

Mr. Wayne Moore exemplifies that and has been one of our biggest supporters of both NCADA and franchised dealers of the state. With Mr. Moore announcing his retirement from Assurant Dealer Services it was only right we honor him and his wife Cheryl for their support over the many years..

From being a Diamond Convention Sponsor, to sponsoring NCADA Town Hall meetings and Hometown Heroes Program, Wayne and his team at Assurant have always been there for our association. Wayne and Cheryl have gone above and beyond in supporting NCADA and our members and have been mainstays at numerous association events. The passion they have shown and continue to show for our industry is without equal and we are incredibly fortunate to have them both as dear friends to our association.

To honor them NCADA showed a tribute video of Wayne and Cheryl to look back at some great memories of their time spent with NCADA and North Carolina dealers. They were then presented with a plaque on behalf of the NCADA Board of Directors in recognition of their outstanding contributions and dedication to NCADA. Mr. Moore then headed to the podium to thank our association and our dealers. We are so thankful for Wayne and Cheryl and wish them the very best in this next chapter.



Dealer Member Hometown Hero Recognitions

The success of NCADA's Hometown Heroes program has been the support of our dealers who have held local Hometown Hero events at their dealerships. Through their support, we have been able to extend the reach of the program directly to local North Carolina communities. NCADA called John Hiester, Randy Hunter, Alycia Kellum, David McNeill, Neill Nelson, Natalie Tindol, Brad Tyson, and Lawrence White to the stage to thank them for their support in hosting these events. They were given a special Hometown Heroes plaque for their efforts.

A video was then played showing all the fantastic pictures of the events held in 2023 and it was announced that the NCADA Board of Directors voted to continue the program in 2024.



Honoring the 2024 North Carolina TIME Dealer of the Year Winner

Former TIME Dealer of the Year recipient Mr. John Lee presented Mr. John Hiester with a framed #1 Dealer license plate as a congratulations for representing North Carolina in the 2024 Dealer of the Year Program at the NADA Show in Las Vegas.

The Dealer of the Year award is one of the automobile industry's most prestigious and highly coveted honors. The award recognizes the nation's most successful auto dealers who also demonstrate a long-standing commitment of community service.

John is a strong supporter of his community. In 2019 he created the Hiester Cares Foundation which provides a platform for employees to give back to the community. The foundation's annual 5K run directly raises funds for the American Foundation for Suicide Prevention. He also has helped the community with the company's annual Stuff-A-Bus with iHeart Radio Raleigh, Toys for Tots, supporting the local YMCA, and Wake County Smart Start.

Congratulations John on this well deserved award!

The 2024 campaign on confronting the numerous challenges facing our industry, with a simple message that we are simply stronger together. It is essential for North Carolina dealers to work together to strengthen and safeguard our franchise system. AutoPAC Superheroes, Chariman's Club, and All-Star's were honored with a special AutoPAC lapel pin.

Our AutoPAC plays a crucial role in ensuring our voice is heard and with the help of our contributors we have seen record fundraising levels over the past few years. We are going for another record this year so be sure to donate!



Recognizing NCADA AutoPAC Superheroes

Thank you to all contributors to the 2024 AutoPAC Campaign "Stronger Together," with a special shoutout to our AutoPAC Superheroes who donated \$3,000 or more!

Thank You to Our Family Convention Sponsors

Our family convention would not have been possible without the support of our amazing Associate Member Sponsors. This group comprised of 48 associate members, plays an integral role in our association through our sponsorship program making great conventions such as this one possible.

As a token of our appreciation, each of our family convention sponsors was presented with a NCADA branded beach table. These unique gifts not only served as a gesture of gratitude but also added a special touch to their convention experience, giving them something memorable to take home and enjoy long after the event. We are extremely grateful for the individuals and organizations they represent.

HOMETOWN HEROES PROGRAM CONTINUES

The NCADA Board of Directors have unanimously approved the Hometown Heroes program yet again for 2024.



Started in 2016 in the aftermath of the 9/11 attacks on America, the program of the NCADA Charitable Foundation, a 501(c)(3) organization, the mission is simple yet profound: to serve as a positive and unwavering voice for North Carolina's first responders.

Over the years, in cooperation with North Carolina Franchised Dealers, we've recognized and honored more than 1000 first responders at individual dealer events and over 300 state finalists at our annual Executive Forum in December, please remember to nominate a Hometown Hero to be honored at our statewide Hometown Heroes Luncheon this December at the NCADA Executive Forum.

This luncheon is our way of showing appreciation to North Carolina first responders and their families who have gone above and beyond the call of duty, making significant sacrifices for their local communities. If you have a first responder in mind, please nominate them. If you're unsure who to nominate, reach out to your local police, fire, emergency services, or health departments for recommendations. Last year, a total of 75 first responders were honored at our statewide event, where they received awards for their contributions to their communities and the state of North Carolina. The governor usually attends this event,

If your nominated first responder is selected for our Hometown Heroes Luncheon in December, please be sure to attend. Please fill out the nomination form under the Hometown Heroes tab on our website and send it to kfike@ncada.com to submit a nomination.

We Need Your Help in Honoring Our State's First Responders! Consider hosting a Hometown Heroes Event at your dealership. It's a fantastic way to connect with your local community and show appreciation for first responders. These events enable your dealership to reach out to the local community and honor police, fire, healthcare, and EMS workers. If it's your first time hosting an HTH event, don't worry—we're here to assist you 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.



2024 EXECUTIVE COMMITTEE

NCADA welcomes new leadership as we add new members to our Executive Committee. As we embark on this exciting journey, NCADA would like to express our heartfelt gratitude to NCADA Chair Alycia Kellum and her husband, Steven, for their unwavering support of North Carolina dealers and our association. Their dedication and commitment have not only been instrumental in our success but have also inspired others within the organization. We greatly appreciate both Alycia and Steven for their tireless efforts, as well as the entire 2023-2024 Executive Committee, who worked incredibly hard to ensure a successful year filled with growth and achievement.

During our recent family convention, Alycia passed the gavel to Mr. Randy Hunter, who will serve as the NCADA 2024-2025 Chairman. This transition marks a significant moment for our organization as we look to the future. In addition to the leadership change, NCADA has also appointed several new members to the committee.

We have the utmost confidence that this fresh leadership will bring innovative ideas and strategies that will propel us toward success in the upcoming year. With a strong focus on collaboration and community engagement, we are excited to see how these leaders will further enhance our mission and strengthen our association as a whole.

The NCADA slate of officers for 2024-2025

Chair: Randy Hunter - Hunter Automotive Group, Fletcher, NC

Vice Chairman: Rob King - Bob King Automotive, Winston-Salem, NC

Treasurer: Mark Fisher - LaFayette Ford, Fayetteville, NC

Secretary: Brad Tyson - Cloninger Automotive Group, Salisbury, NC

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



MEET THE CHAIRMAN

RANDY HUNTER

The North Carolina Automobile Dealers Association is pleased to announce the election of Mr. Randy Hunter, with Hunter Corporation in Hendersonville, NC, as the association's 2024-2025 Chairman of the Board. Hunter brings extensive experience and dedication to the role, continuing NCADA's mission to support and advance the interests of franchised automobile, truck, and RV dealers and their customers throughout the state.

Hunter is the former Chairman of the Hunter Corporation's Board of Directors and is currently the company's Chief People Officer and Vice President. A graduate of East Carolina University with a Bachelor of Science in Business Administration, Hunter is also a graduate of the National Automobile Dealers Association (NADA) Dealer Academy.

Beginning his career with Hunter Corporation in 1984, Hunter has served in all departments of the company and has held several positions in the company's automobile dealerships throughout the years, including sales representative, service writer, finance manager, new and used car manager, and general sales manager.

Hunter is also the immediate past Chairman of the Henderson County Chamber of Commerce, and currently serves on the Boys and Girls Club of Henderson County Executive Board and the Pardee Hospital Foundation Board.

He is married to Alice Hunter, and they have three children, David Hunter and Harrison Hunter, who work for Hunter Automotive Group, and Bailey Williamson, along with two grandchildren. Hunter and his wife are both active members of Saint James Episcopal Church in Hendersonville.

John Policastro, President and CEO of NCADA, expressed his enthusiasm for Hunter's appointment: "We are honored to welcome Randy Hunter as our new chairman. His deep understanding of our industry and commitment to our members will certainly advance our industry this year. Building on the success of NCADA's tremendous volunteer leadership throughout the years, I know that under Chairman Hunter's tenure, NCADA will continue to thrive and achieve our strategic goals."

Randy Hunter succeeds Alycia Kellum of Jacksonville, who served as NCADA's 2023-2024 Chair and NCADA extends its heartfelt gratitude to Ms. Kellum for her dedicated service and significant contributions to NCADA.



optimally

Our job is to make your job easier.

With thousands of vehicles listed daily,
our SmartAuction platform gives you access
to inventory beyond what's on your lot.
We're all better off with an ally.

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ally do it right.

UPCOMING EVENTS



Local Town Hall Meetings

Since the fall of 2001, we've been bringing together dealers across North Carolina for annual Local Dealer Meetings. Now, as we kick off our 23rd year, we're excited to continue this tradition. Sponsored by Assurant Dealer Service, these meetings cover a wide range of cutting-edge industry topics and provide a valuable opportunity for dealers to engage directly with NCADA's leadership.



It's a chance to discuss important issues, explore new opportunities, and address any concerns. There are many topics to be discussed including important new legislative changes to assist dealership transactions, DMV Updates and New Print-on-Demand Temp Tags program, Updates on Direct Sales Efforts by Manufactures, and the latest on Franchise Law Dealer Protections.

We strongly encourage all dealers to attend. If you're unable to make it, please ensure a member of your leadership team is there to represent your interests. This year, we're hosting fewer but larger meetings, making it even more essential to secure your spot. Don't miss out on these key discussions. Be sure to register today!

Locations include Rocky Mount, Asheboro, New Bern/Jacksonville, Wilmington, Burlington, Greensboro/Winston-Salem, Asheville, Fayetteville, Raleigh/Durham, Charlotte, and Greenville. Register for a location near you at ncada.com/events.



Executive Forum

December 12, 9:00 AM - 2:00 PM

We're excited to announce that our 17th Annual NCADA Executive Forum "The Road Ahead" will be hosted at the Koury Convention Center in Greensboro, NC on December 12th. This year's forum is set to be our best yet, featuring a stellar lineup of industry experts and leaders from the automotive industry.

Join us as we navigate the future with insights into the latest tools, technologies, and strategies to drive your dealership's success in 2025. Connect with industry peers, uncover potential challenges, and seize new opportunities through a range of breakout sessions led by automotive experts.

Whether you're a returning participant or new to our Executive Forum, this event will equip you with the essential roadmap for achieving your dealership's goals in the year ahead. We encourage all dealers to attend, and if you cannot join, please ensure that your GM, managers, or other key dealership leaders are present to benefit from this valuable experience!

AUTOPAC CONTRIBUTORS

The NCADA 2024 AutoPAC Campaign, themed “Stronger Together,” is gaining momentum with every day.

We urge our members to contribute to the AutoPAC and actively engage in our collective efforts to uphold the PAC’s strength in the great state of North Carolina.

Our AutoPAC Works to Protect ALL Franchised Dealers!

The AutoPAC supports the election efforts of pro-business candidates for the General Assembly and other state offices.

Throughout the years, NCADA has fought to:

- Maintain and advance the most dealer-friendly franchise laws in the United States.
- Maintain and increase a pro-business legislature.
- Protect dealers from coercive attempts by manufacturers to engage in operational practices that are not beneficial to North Carolina consumers.
- Improve the tax and regulatory environment and decrease burdens on franchised dealers.

These actions could not be done without the support of our franchised dealer members and your support of the NCADA AutoPAC.

We strongly encourage you to participate in this year’s campaign as a Superhero member (\$3,000 contribution). A 2024 AutoPAC contribution form can be found online at ncada.com.

We are “Stronger Together”, please unite with your fellow dealer members by completing the form and sending it back to jlohneis@ncada.com. Your support is greatly appreciated in advance!

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

2024 AutoPAC Contributors

Mitch Abernethy	Tom Hunter IV
Ralph L. Abernethy, III	Bonnie L. Hunter
Michael K. Alford	Dave Hansing
William H. Black, III	Tim Ilderton
Norwood Bryan	Wayne Thomas
Eason Bryan	Natalie Tindol
William S. Brown	Brad Tyson
JB Brown	James Van Olp
Luke Czubay	Greg Westcott
Pete Deichmann	David Westcott
David E. Durst	Lawrence White
John Feduke	Ward Williams
Mark Fisher	Charles Williamson
Joe Dorman	Douglas Wilkinson, III
John Hiester	Douglas Wilkinson, Jr.
J.R. Hendrick, III	J.W. Wyatt
Darryl Jackson	
Amanda Johnson	
Bennett Johnson	
Bobby Jones	
Ken Jones	
Alycia Kellum	
Rob King	
Dan Lackey	
Mary Margaret Latham	
Grant Loftin	
David McNeill	
Jeff Michael	
Chris Morgan	
Cynthia Mynatt	
Neill Nelson	
Brian Pecheles	
Tim Price	
Mat C. Raymond, Jr.	
Garson Rice	
Mary Rice	
Robert Rice	
Wayne Robbins	
Rusty Cox	
Todd Rakes	
David R. Hunter	

2024 PREMIUM PARTNERS

DIAMOND



TITANIUM



GOLD



SILVER



BRONZE



Our Staff.

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ADD OR CHANGE SUBSCRIPTION INFO:

Contact Kobe Fike
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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.

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