

FALL 2023

FLASHES

A PUBLICATION OF NCADA



NCADA LEADERSHIP VISITS OUR CAPITAL

NADA WASHINGTON CONFERENCE

NCADA PRESIDENT TO RETIRE

NCADA President Robert
Glaser to retire effective
December 31, 2023

ALLY TIME DEALER OF THE YEAR

Hiester Selected For TIME
Dealer of the Year Award

NORTH CAROLINA AUTOMOBILE DEALERS ASSOCIATION



THE DRIVER'S SEAT

An industry driven by Consumer Choice, not Regulatory Mandates

TO NCADA Members:

The NCADA Board of Directors met in early October to take the necessary steps to address a myriad of key issues on the immediate horizon and to safeguard the future of our dealer members and NCADA for the next decade. Meeting in Beaufort, NC, the Board engaged in a short strategic planning process to proactively explore and advance solutions for the following issues that are starting to impact dealers.

Increased Distribution of EVs is Starting to Impact Dealerships and Dealer Practices. With the advent of new EVs being announced on a near-weekly basis, dealers are being pressured, some would say “coerced”, into spending significant capital to install equipment in the dealership that is inconsistent with the consumer demand for such products. Across the State, while dealers are “ALL IN ON EVs”, the requirements of some OEMs to install chargers and other equipment completely lack sound financial analysis for the spending of a large amount of dealership capital. It was the consensus of the Board to remain vigilant in monitoring any such capital requirements and if necessary, to inform the OEM of the current law related to such requirements (as NCADA did with Audi via a formal letter in September) and to promote future legislation that protects dealers from OEM requirements that encompass unjustified costs, and which are not driven by the consumer.

Technician Shortage to Expand as EVs show up in Service Lines. Adding to an existing industry shortage of trained technicians, the accelerated arrival of EVs in our service lines will require dealerships to recruit, hire, and train automotive technicians who are skilled in servicing EVs. The Board discussed this industry-wide issue and noted that, while local community colleges are offering EV-related service programs, the key to the industry’s success involves establishing earlier contact with high school-aged individuals who could become future dealership employees.

EVs Starting to Build up on Dealership Lots. Board members expressed concern that the “early adopters” and early supporters of EVs have seemed to fade and dealers are being urged by local factory representation to continue to order additional EVs. Board members noted that as of August, EVs generally spend TWICE as much time on dealer’s lots compared to the regular ICE vehicles.

NCADA's Board firmly supports a vehicle marketplace that is driven by CONSUMER CHOICE rather than a marketplace in which vehicles are produced to address a regulatory mandate.

VinFast's Decision to Sell Via a Modified Dealer Network is a BIG WIN. The Board noted that VinFast's decision earlier this fall is a BIG WIN for consumers in support of the retail franchise system. Further, while the VinFast decision was welcomed by local dealers, NCADA members must remain vigilant and tireless in their support of the consumer-centric franchise system.

Additionally, the Board of Directors is pleased to announce that steps are being finalized to ensure the smooth, seamless transition from Robert Glaser to John Policastro as NCADA's next CEO / President of NCADA. Robert Glaser noted in the meeting that "the process worked" and that the Board of Directors and NCADA Executive Committee "did their job" in undertaking the necessary steps to plan for a new chapter in NCADA's history. John Policastro will be just the 4th President of NCADA in the Association's 89-year history. Special thanks to John Hiester and Sport Durst, along with the other members who participated on the transition team, for your efforts and support in protecting the long-term future of our association.

Looking forward, I encourage all NCADA members to plan to attend the NCADA Executive Forum and Hometown Heroes luncheon on Tuesday, December 12th.

This is a hallmark event for our industry and dealers will be joined by industry expert Glenn Mercer who will provide an update on the "Good, Bad, and Ugly" related to EV adoption in the automotive industry. You do not want to miss his comments.

Lastly, on behalf of our entire family, I would just like to express my thanks and appreciation to all members for supporting NCADA throughout my term as Board Chair. It is an amazing honor to be part of this industry; let alone be part of the leadership team of one of the leading States in our industry. Proud to be a North Carolina Car Dealer!

In closing... how special was it to preside over the NCADA Board meeting this month... and to have my Dad - a fellow NCADA Chairman, 30 years ago -- participate in the meeting? A memory of a lifetime and truly what makes this industry so special!

Hope to see you at the Executive Forum in December.

Alycia Kellum
**NCADA CHAIR
2023-2024**

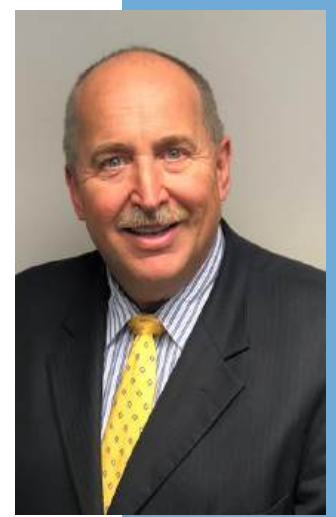


NCADA PRESIDENT TO RETIRE AFTER NEARLY THREE DECADES

NCADA Names John Policastro As 4th President/CEO In Its Nearly 90-Year History

RALEIGH, N.C. - September 19, 2023 - The North Carolina Automobile Dealers Association (NCADA) has announced that Robert J. Glaser, chief executive officer and president of the Association, will step down effective December 31, 2023. Mr. John Policastro, Esq., currently executive vice president and general counsel, has been appointed as the Association's next President and CEO and will assume that role on January 1, 2024.

Glaser has been NCADA's chief executive officer since February 1, 1996. He joined NCADA in 1996 as the association's executive vice president and assumed the role of CEO and president in 1999.



After years of experience in association management and public accounting in the Washington, DC area, Glaser moved to North Carolina in 1996 to lead the state automotive trade association.

Glaser is the past chairman of the Automotive Trade Association Executives (ATAE) in McLean, VA, and is also the past chairman of the Association Executives of North Carolina (AENC) headquartered in Raleigh. He was also a member of the Board of Directors for the Dealers Choice Mutual Insurance Company and the NCADA Insurance Trust.

Glaser previously served on the Board of Trustees of Methodist University in Fayetteville, NC, as well as the Institute for Organizational Management Notre Dame Board of Regents; he served as the first chair of the Holly Springs Parks and Recreation Board and also served on the Triangle Catholic Schools Athletic Association; he coached youth sports from 1977 to 2010. He has published several articles regarding association management, the auto industry and public accounting.

Within North Carolina's political community, Glaser was an original member of the Legislative Commission on Global Climate Change in 2005, served on the Board of the North Carolina Forum for Research and Economic Education (NCFREE) from 2004-2009 and the North Carolina SelfInsurance Security Association from 1998 to 2008.

John Policastro President-elect

"John Policastro has been preparing for his new role as my successor for several years, and having worked together for eighteen years, 2024 is the right time for John to step forward and assume his place as only the fourth CEO of NCADA. I'm certain that he will carry on the traditions that are the core tenets of NCADA," noted Glaser.

Glaser's involvement in the creation and implementation of statewide civic programs was embodied by the association's members. Glaser started the Teacher of the Year program in 1999 to support the North Carolina education sector and started the Drive for Troops program in 2006 and the Support our Troops program in 2008. Both programs benefited the families of local, North Carolina-based military personnel.

Along with volunteers from the association, Glaser founded Triangle Flight of Honor in 2010 which worked to fly more the 800 World War II veterans to Washington, DC to honor their commitment and sacrifice more than 70 years prior.

More recently, on the 15th anniversary of the 9/11 attacks on America, Glaser led a team to create the North Carolina Hometown Heroes program that is currently in place and that has recognized more than 1,000 local North Carolina first responders to date.



Ms. Alycia Kellum, NCADA's Board Chair noted, "On behalf of the entire NCADA Board of Directors, I would like to recognize Bob's significant leadership and guidance – nearly three decades – for both the association and the industry. He is seen as a leader among his peers in the auto industry, and all industry members have benefited from both his leadership and guidance. Strong leaders require strong successors, and the Board is pleased to appoint John Policastro to the role of CEO and president. His experiences and personal style equip him well for the challenges ahead, and we are confident that he will build upon the strong foundation that Bob has built."

**"The way they
treat customers
helps us grow our
organization."**

"The customer is #1. The way they treat customers helps us grow our organization, not only on the service side but on the repeat sales side."

JOHN BOMMARITO

President, Bommarito Automotive Group
Partner since 2005



Our dealers say it best.

[CLICK TO HEAR FROM THEM](#)

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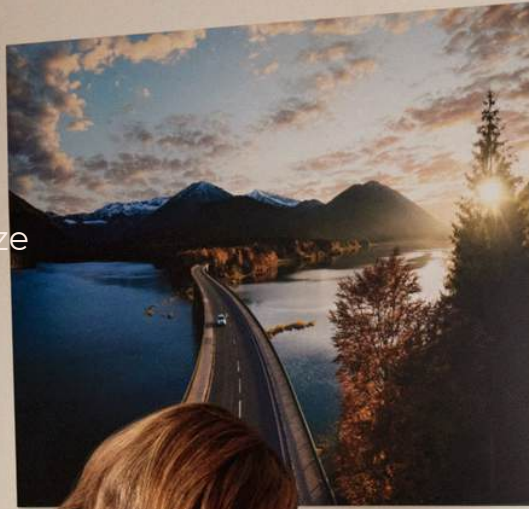
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WASHINGTON CONFERENCE

In September, NCADA Chair Alycia Kellum led a team of NCADA representatives attending the NADA Washington Conference held in Washington, DC. Attendees included NCADA Vice Chair Randy Hunter, NCADA Board Member Grant Loftin, Raleigh Dealer Denise Branch, NCADA President Robert Glaser, and Executive Vice President and incoming NCADA President John Policastro.

The conference held special significance this year due to the inclusion of several important issues on the agenda.



(L to R) Randy Hunter, Denise Branch, Robert Glaser



(L to R) Robert Glaser, Denise Branch, Mike Alford, Alycia Kellum, John Policastro, Randy Hunter, Grant Loftin

Dealers from across the nation were updated on the proposed FTC “Vehicle Shopping Rule”, EPA vehicle mandates on EVs, continuing efforts to obtain LIFO relief for dealerships, and more. This annual conference offers an excellent opportunity to align associations and dealers from all states.

At the end of the meetings, NCADA leadership took a quick stroll down to Capital Hill to engage with various members of North Carolina’s congressional delegation, including Senator Ted Budd and Senator Thom Tillis.



(L to R) Randy Hunter, Rep. Chuck Edwards, Denise Branch, Robert Glaser



(L to R) Randy Hunter, Robert Glaser, Alycia Kellum, Rep. Dan Bishop, Grant Loftin, Denise Branch, John Policastro

The conference provided a valuable opportunity for our North Carolina representatives to network with industry peers, government officials, and experts, fostering collaborative efforts that are essential for addressing the challenges and opportunities that lie ahead.

As we reflect on our participation in this year's conference, we are reminded of the importance of such events in advancing our collective mission and ensuring that our voices are heard!



(L to R) Grant Loftin, Alycia Kellum, Rep. David Rouzer, John Policastro

Sea Island

2024 NCADA FAMILY CONVENTION



JUNE 23-26TH

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at the Sea Island Resort in Georgia, where you can
immerse yourself in the enchantment this remarkable
destination has to offer.

ASSOCIATION HAPPENINGS



NCADA Town Hall Meetings

NCADA Leadership kicked off the 22nd Year of local dealer Town Hall meetings starting in August. Town Hall Meetings address a broad agenda of industry topics and provide an opportunity for all local dealers to meet with NCADA's leadership to discuss issues, opportunities, and concerns. This year the agenda was heavy with the industry threat related to factory direct Sales. There was a myriad of topics discussed including DMV digital transactions, print-on-demand temp tags, artificial intelligence, implementation of EC chargers, and more.



Additionally, an analysis of new vehicle sales was provided for a year-to-year comparison of sales in North Carolina. All local dealers were urged to attend the meetings as they provide NCADA with important local dealer feedback on key issues as the NCADA Board of Directors began to prepare NCADA's legislative agenda and programs for the year. Locations of the 2023 Town Hall Meetings included New Bern, Jacksonville, Wilmington, Burlington, Rocky Mount, Raleigh/Durham, Asheville, Greensboro, Charlotte, Greenville, Fayetteville, and Asheboro. Thank you to all who attended these meetings!



Hometown Hero Events



In the early part of this year, our NCADA Board of Directors gave its enthusiastic approval for the implementation of the Hometown Heroes Program for the year 2023. This initiative has since sparked a wave of appreciation from dealerships spanning across our state, as they wasted no time in acknowledging and celebrating their local first responders. While each dealership brings its own unique flair to these events, they all share a common objective, to ensure that the individuals who dedicate their lives to safeguarding our communities are made to feel truly special.

The Hometown Hero events are set to continue through November. Come December, we plan to bring our collective appreciation for these first responders to a statewide stage, hosting the much-anticipated Hometown Hero Luncheon. This provides a platform for these special first responders to bask in the well-deserved spotlight, surrounded by their loving families, supportive colleagues, and dealership representatives from all corners of the state. It's an occasion dedicated to expressing our gratitude and admiration for those who selflessly serve our communities.

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changing now.



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Caitlin Leith Fisher (Data Drive Marketing)



Controllers Seminar

August 22
Greensboro, NC

This past August in Greensboro, over 200 automotive finance professionals convened for our 2023 NCADA Controllers Seminar. Mr. Shawn Mercer set the tone for the general session by delving into crucial insights on "Legal Pitfalls to Avoid in 2024."



(L to R) John Hegert, James Leonard, Laura Felfel, Krista Honour

Throughout the day, attendees engaged in nine breakout sessions, carefully curated to address the most critical subjects within the automotive finance industry. At lunch, we indulged in a lively round of "The Price is Right" which was a fun way to engage with other seminar attendees.

Mr. Jason Wilkinson of FORVIS provided a comprehensive Accounting and Tax Overview, equipping participants with invaluable knowledge for the future. Caitlin Leith Fisher from Data Drive Marketing concluded our lineup of speakers with a captivating presentation on utilizing Artificial Intelligence in the realm of Automotive Accounting, leaving the audience with some tools to use in both their professional and personal lives.

To wrap up the seminar, our sponsors generously presented some impressive gifts to some fortunate attendees. Thank you to all attendees, speakers, and sponsors who made this event possible!





Fall Board Meeting

October 6
Beaufort, NC

In October, NCADA Board Members gathered in Beaufort, NC for the Fall Board Meeting. Members explored critical topics, including budget planning, legislative initiatives, and the roadmap for future association endeavors. A fun touch was added to the event, with a magician performing a series of captivating tricks that garnered some well-deserved attention. A reminder that during strategic planning, some magic can foster new ideas! NCADA extends our sincere thanks to all the dedicated board members who contributed their time and effort to the future of NCADA.



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UPCOMING EVENTS



Title Clerk Seminar

November 7, 8:30 AM - 4:00 PM
Durham, NC

Are you a title clerk looking to enhance your skills and knowledge, or do you know a title clerk at your dealership who's interested in professional development? Look no further! Our Title Clerk Seminar, scheduled for November 7th, is the perfect opportunity for you to gain valuable insights and expertise in the field.

This seminar, led by DMV Training Staff, is designed to equip attendees with essential knowledge of both basic and advanced titling procedures. Whether you're new to the role or have been in the industry for years, our seminar caters to all skill levels. You'll have the chance to learn about the latest trends, regulations, and strategies crucial for success in the title clerk profession.

Don't let this golden opportunity slip through your fingers! Sign up at ncada.com/events.



Executive Forum

December 12, 8:00 AM - 4:00 PM
Research Triangle Park, NC

Shift into high gear and steer your dealership toward a year of unprecedented success in 2024! We're thrilled to invite you to our exclusive NCADA Executive Forum, "Revving up for the New Year: Driving Dealership Profitability in 2024," on December 12th in Research Triangle Park, NC. Industry leaders and experts will provide invaluable insights for your dealership's success in 2024. From the latest tools and technologies to strategies for boosting profitability, our speakers will guide you through the roadmap to success.

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DON'T FEAR THE FUTURE OF AI IN AUTOMOTIVE

From our cars to our houses, technology continues to advance the way we live our lives in a major way. Some aspects of this evolution are exciting. Other parts seem frightening. But progress is always at the center. With that in mind, where does Artificial Intelligence fall in your wheelhouse for used car operations?

AI in automotive is real and it's here to improve the way you do business every single day. How? From merchandising to inspections, these technology solutions enhance your efficiency, increase your grosses, and improve your ability to offer a better customer experience. If you want to refine how you do business, then it's time to lean into technology...especially AI.

Keep in mind that AI is not a tool to run things for you, but rather it is a solution to partner with you to make your job easier and drive positive outcomes.

First, AI offers significant opportunities to streamline administrative processes. Anything from routine paperwork to invoicing and even appointment scheduling can be automated through AI.

This doesn't replace staff. Rather, it frees them up to offer more value-added services that can dramatically upgrade the customer experience while improving your brand's reputation.

Next, advanced technologies can really elevate your inventory management processes.

Here, AI helps analyze data and drive reports that optimize stocking. You gain insights into which vehicles you should go after while streamlining opportunities to obtain them.



On top of that, you can take historical data and analyze seasonality to make educated decisions based on trends and actual sales data.

Your lot will be filled with the right cars priced competitively. AI helps you sell faster and hold more gross on every transaction. That's how you change the game.

Finally, and this may have the greatest impact on your dealership, is AI's ability to elevate the vehicle inspection process. Computer vision driven by AI image recognition can assess vehicle conditions by analyzing images and videos.



This increases accuracy on inspections for everything from windshields to dents. You'll save money and gain a more accurate understanding of a vehicle's history and future repair needs.

Couple this portion of AI technology with predictive maintenance that suggests repairs based on historical data and you'll see a reduction of unexpected breakdowns on your inventory while shrinking recon and repair costs on trade-ins.

Simply put, incorporating AI into used car operations can streamline processes, provide a competitive edge, and ultimately heighten the customer experience. AI shouldn't be feared. When utilized correctly, it is a tool that can unlock your dealership's true potential. Find a partner who can help you integrate these solutions while guiding you on how to leverage future developments. Technology will always be your friend in automotive retail.





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NCADA VICTORY FUND CRITICAL TO OUR SUCCESS...

In anticipation of potential threats targeting our industry, our Victory Fund was established with the primary objective of safeguarding the interest and well-being of our franchise system for North Carolina consumers. The fund created a few years ago assists in providing the vital resources necessary for this objective. As the heart of NCADA's efforts to protect your dealership from factory-direct sales and other threats, the Victory Fund has been used as follows:

- Working with Driving North Carolina Forward, an NCADA political organization, that was created to "promote the overall economy and the interests of North Carolina automobile consumers" and that advocates for the election of pro-dealer candidates in North Carolina
- Assisting and supporting NCADA's legislative activities with consumer-focused educational and marketing programs designed to promote a highly competitive, dealer-centric retail marketplace.
- Assisting and supporting NCADA's lobbying efforts in defending and promoting legislation that supports the franchised retail system.
- Assisting in other regulatory and legal initiatives that may be necessary to support the franchise system.

And More!

Over the years while we have achieved many legislative victories it is imperative that we keep our foot on the gas and maintain our momentum.

Your help is absolutely necessary for the Victory Fund's success as well as the collective of our future efforts. If you have not already done so, please make a contribution to the NCADA Victory Fund today by calling 919-828-4421.

Unlike the AutoPAC, your contribution to the Victory Fund does not need to be a personal contribution --- corporate money is 100% acceptable -- and can be remitted just like your dealership's regular membership dues.

We thank you for your support at such an important time for our industry.



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“THE PINNACLE OF FULFILLMENT FOR ME HAS BEEN AIDING OTHERS IN REALIZING THEIR DREAMS,” NOMINEE HIESTER SAID. “WHETHER GUIDING A CUSTOMER TO AN IDEAL CAR, ASSISTING DURING UNFORESEEN BREAKDOWNS, WATCHING OUR TEAM SURPASS THEIR OWN EXPECTATIONS, OR MENTORING COMMUNITY LEADERS AND OUR OWN EMPLOYEES, IT’S BEEN A TRANSFORMATIVE JOURNEY.”

Hiester, who earned a two-year diesel technician certificate from the Gordon D. James Career Center in Lordstown, Ohio, started his retail automotive career as a sales consultant at Leith Automotive in Raleigh, North Carolina, in 1986. He rose through the ranks to become sales manager and then moved to Daryl Burke Chevrolet in Fuquay-Varina in 1992 in that same capacity.

JOHN HIESTER

2024 ALLY TIME DEALER NOMINEE

NCADA is proud to announce that Mr. John Hiester, owner of Hiester Automotive Group is North Carolina's nominee for the 2024 Ally TIME Dealer of the Year award.

John Hiester is one of a select group of 49 dealer nominees from across the country who will be honored at the 107th annual National Automobile Dealers Association (NADA) Show in Las Vegas, Nevada, on February 3, 2024.

The TIME 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 to community service.

Hiester was chosen to represent the North Carolina Automobile Dealers Association in the national competition – one of only 49 auto dealers nominated for the 55th annual award from more than 16,000 nationwide.

After 15 years selling cars, Hiester started to question his career path and thought about switching to direct sales. But after shadowing a friend who owned that type of business, he decided to stay the course in the retail automotive industry.

“When thinking it through, I realized that I absolutely love what I do, but I aspired for more,” he said. “I get to work in a job where I interact with hundreds of people and be part of a community that is grateful for the services we provide.”

In 2002, Hiester had the opportunity to buy a small Chevrolet store in Angier, North Carolina, which he purchased with his best customer, a local grading contractor.

“The dealership was on a back road with a gravel lot and had a 1950s-era building with wings on the roof,” he said. “Because I had shaken hands with every customer and kissed every baby that came into my previous place of business, I had built lasting relationships with a customer base that followed me to the new store.”

Today, he is a majority owner of the Hiester Automotive Group, which encompasses four John Hiester-branded dealerships in Fuquay-Varina, Lillington, and Sanford, North Carolina, representing Chevrolet, Chrysler, Dodge, Jeep, and Ram. His two sons-in-law are now part of the family enterprise.

"Mentors, friends, and family are the bedrock of my success," Hiester said. "And none of my achievements would have been possible without the dedication and expertise of our exceptional employees, whose commitment has propelled the organization's growth and evolution."

And he is committed to his employees and their personal and professional growth. To that end, he has partnered with Strayer University to subsidize tuition, aligning learning options with avenues for advancement. He has also instituted the Hiester Book Club, a discussion group that brings new ideas and best practices to the forefront, an initiative that was profiled in Automotive News.

Hiester has written two books outlining his successful management philosophy, including *Hire Who You Want* and *Why Jacob Matters*. "My growth was spurred by others' belief in me; now, uplifting others is my greatest reward," he said.

An active member of NADA, Hiester is currently state PAC chair. He has also served as chair, vice chair, secretary, and treasurer for the North Carolina Automobile Dealers Association.

"I was instrumental in creating North Carolina Hometown Heroes for our state association, a program that recognizes and honors first responders," he said. "We've saluted more than 800 police officers, fire personnel, sheriffs, and EMTs in our state since the program's inception on the 15th anniversary of the 9/11 attacks."

On a more local level, Hiester created the Hiester Cares Foundation in 2019, the philanthropic arm of his company, which provides a platform for employees to give back to the community. And he involves his team in deciding where the foundation funds are distributed.

"When starting this venture, we polled everyone within the organization on the most important causes close to their hearts," he said. "They chose suicide prevention and underprivileged youth."

The foundation's annual 5K run directly raises funds for the American Foundation for Suicide Prevention. And the company's annual Stuff-A-Bus event with iHeart Radio Raleigh collected two bus loads of toys for children in need through Toys for Tots. The foundation also supports the local YMCA and Wake County Smart Start, a group that prepares young children for success in school and life.

Another foundation initiative, the Restoration Challenge, was conceived during the pandemic as a way to provide work hours for his mechanics. Hiester's love for classic cars fueled the idea for teams of mechanics to compete and restore vintage cars to their former glory.

"My team and I procured 14 classic cars and enlisted 14 teams of mechanics from our four dealerships," he said. "The challenge created tremendous online buzz and was showcased on Danny Koker's web series, *Count's Kulture*."

The best-restored car was auctioned off with the proceeds going to the winning team's charity of choice: Military Missions in Action, which assists veterans, members of the military, and their families.

"This creative approach not only served as an employee morale boost, but we found a way to take it further and give back to our community," Hiester said.

Dealers are nominated by the executives of state and metro dealer associations around the country. A panel of faculty members from the Tauber Institute for Global Operations at the University of Michigan will select one finalist from each of the four NADA regions and one national Dealer of the Year. Three finalists will receive \$5,000 for their favorite charities and the winner will receive \$10,000 to give to charity, donated by Ally.

In its 13th year as exclusive sponsor, Ally also will recognize dealer nominees and their community efforts by contributing \$1,000 to each nominee's 501(c)3 charity of choice. Nominees will be recognized on AllyDealerHeroes.com, which highlights the philanthropic contributions and achievements of TIME Dealer of the Year nominees.

"At TIME, we are proud to uphold the decades-long tradition of honoring automotive dealers who make a positive impact and show dedication to their communities through our TIME Dealer of the Year award," said TIME CEO Jessica Sibley. "We are excited to keep this tradition of applauding these community contributions together with our partners at Ally."

Doug Timmerman, president of dealer financial services, Ally, said, "Auto dealers nominated for the TIME Dealer of the Year award have demonstrated an unwavering commitment to not only the industry but to their respective communities through volunteerism, sponsorships, and supporting charitable causes, no matter the market climate. Whether their clients are purchasing a first car or upgrading for a growing family, these selected dealers have successfully extended their relationships beyond the showroom and have been steadfast in driving their communities forward."

Hiester was nominated for the TIME Dealer of the Year award by Robert Glaser, president of the North Carolina Automobile Dealers Association. He and his wife, Lisa, have two daughters.

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 10% AWAY FROM OUR 2023 GOAL!

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	Jeffrey N. Michael
Michael Alford	Christopher A. Morgan
Joe Alvarez	William O. Musgrave
Michael Anderson	Cynthia Lee Mynatt
William H. Black, III	Joseph H. Nelson
William S. Brown	Neill D. Nelson
Eason Bryan	James Van Olp
Norwood E. Bryan	Brian Pecheles
Rusty Cox	Wayne M. Perry
Luke Czubay	Timothy Price
Donald E. Deichmann, Jr.	Todd Rakes
Kristin Dillard	Garson L. Rice, Jr.
Sport Durst	Dale A. Stearns
David K. Everett	Wayne Thomas
John Feduke, Jr.	Natalie Tindol
John Fields	Bradley M. Tyson
Mark Fisher	Raymond J. Vrscek
Tony W. Fisher	David W. Westcott
Donald E. Flow	F. Steven White, Jr.
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Macon Griffin	Wil Wilkinson, III
Welford David Harris	Charles D. Williamson, II
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John Hiester	Greg York
Thomas Hill	Benny L. Yount
David Hudson	
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Bobby K. Jones, II	
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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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