

SPRING 2024

FLASHES

A PUBLICATION OF NCADA

**THE FUTURE IS BRIGHT
FOR NC DEALERS**

**NORTH CAROLINA DEALERS
HEAT TO 2024 NADA SHOW**

NC Dealers Attend the NADA
Show in Las Vegas

**NCADA 2024 SPRING BOARD
MEETING**

The NCADA Spring Board Meeting
Wraps Up in Keswick, VA

NORTH CAROLINA AUTOMOBILE DEALERS ASSOCIATION



THE DRIVER'S SEAT

With our NCADA Family Convention in Sea Island fast approaching, I have been reflecting on a very busy year as NCADA Chair and with great pride in all of the accomplishments that we have achieved together. From the outset, I knew my term wouldn't be traditional, as I was immediately tasked with overseeing the executive transition of our Association. Again, I am truly grateful for the hard work of our Board and the Transition Committee, which has ensured the continued strength of NCADA in the years to come.

During this same time, as my term began, NCADA was in the middle of a franchise bill fight at the legislature. The end result was the enactment of one of the most comprehensive franchise bills in our history late last summer providing significant new protections for our dealer members. Our franchise law legislative initiatives truly demonstrate the importance of our Association and the strength of our industry. I thank all NCADA members who assisted in the fight.

I am also grateful for the dedicated work of our Board of Directors this past year. Having just held our spring meeting in April, I can assure all NCADA members that your Board is fully committed to advancing our industry and ensuring that we as an Association are fully prepared to meet all the challenges ahead.

Still, with all that we are doing to support our dealer members, my greatest pride extends to what we collectively do for our local communities and our state. From the countless charitable activities of individual dealers throughout North Carolina to our NCADA Hometown Heroes program, our industry truly gives back to our fellow citizens. It is a great honor to be a part of and to have led this special organization this year.

But our contributions go way beyond our charitable efforts. Franchised dealers are a crucial part of our local, state, and national economies. NADA's final economic impact data for 2023 was recently released and here are just a few of the key numbers:

- Franchised dealerships were responsible for 75,405 jobs in 2023 (36,227 direct jobs and 39,178 indirect and induced jobs).
- \$35 billion in total sales for our industry last year.
- \$3 billion in total payroll with average annual earnings of \$81,523.
- \$1.1 billion in total sales tax collected!

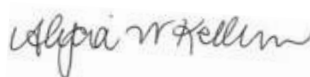
Make no mistake, franchised dealers are second to none in advancing the overall economic prosperity of North Carolina. Our shared commitment to excellence, customer service, and community engagement sets our industry apart as a pillar of our state's economy.

However, it is critical to ensure that every public policy maker in our state is regularly reminded of these facts. As legislators and other policy makers are deciding issues of importance to our industry, they must be keenly aware of the innovative spirit and unwavering dedication of our franchised dealer body.

I ask that every NCADA member make it their mission to keep your local legislators informed on what you do for your community and our state.

Finally, as my term comes to a close in June, I ask all NCADA members to join us in Sea Island, GA, at our 89th NCADA Family Convention. In addition to passing along the gavel to NCADA Vice Chair Randy Hunter, we will celebrate the past year and enjoy a time of camaraderie with our fellow dealers.

Again, I thank all NCADA members for your support this past year and I am honored to be a part of this industry alongside you. Please continue your excellent work.



Alycia Kellum
NCADA CHAIR





NCADA AT NADA

LAS VEGAS, FEBRUARY 1-4, 2024

In early February members of NCADA leadership traveled to Las Vegas, Nevada for the 2024 NADA Show.

More than 23,000 dealers, managers, OEMs, and industry experts from across the country gathered to immerse themselves in the latest automotive innovations, trends, and educational seminars.



Four days of education and networking at the 2024 NADA Show provided invaluable insights into emerging technologies, consumer trends, and legislation that will soon have an impact on our industry.

As we step into 2024, NCADA is ready to embrace the changes, not just for North Carolina dealers, but for dealers nationwide in a year that will prove to be ever-changing.

Our participation in the NADA Show has always provided us with deeper insights into the pulse of the automotive industry and what is happening around us. If you haven't had the opportunity to attend the NADA Show we encourage you to join us in 2025.



NCADA is highly anticipating the opportunities and technological advancements that lie ahead in 2024, and we're prepared to tackle any issues that may arise.



As part of the NADA Show John Hiester, dealer principal of Hiester Automotive Group was honored. Mr. Hiester was brought to the stage as North Carolina's nominee for the 2024 Time Ally Dealer of the Year award.

The Time dealer award recognizes exceptional performance and outstanding community service that is an inspiration to us all. John has been a vital part of NCADA leadership, including his time as Chairman in 2020 and his work with NCADA's Hometown Hero Program.

He is also passionate about his work within his community and has started several philanthropic initiatives including the Hiester Cares Foundation which holds a 5k run yearly to raise funds for the American Foundation for Suicide Prevention and the Restoration Challenge which provides proceeds to his team's charity of choice.



These are just a few examples of John's fantastic work within his community. NCADA would like to congratulate Mr. Hiester on his fantastic work and being a role model within his community. We are so proud to have him as a North Carolina franchised dealer!



SPRING BOARD MEETING

KESWICK HALL, VA, APRIL 8-9, 2024

The NCADA Spring Board of Directors meeting was held at Keswick Hall in Virginia on April 8-9th. To kick off the meeting the board first offered a warm welcome to new members Mitch Abernethy, Tony Bertschi, Eason Bryan, and Ken Jones, NCADA is thrilled to welcome these new members!

After updates from NCADA Chair Alycia Kellum and NCADA President John Policastro, the board discussed industry issues that we will face in 2024. These issues included the FTC Vehicle Shopping Rule, EPA Emissions Rulemakings, LIFO Relief, Print-on-Demand Temp Tags, protection against Direct Sales, and more. The Board is confident in its plan to tackle these issues and is optimistic for the future. Additionally, the board supported the 2024 NCADA AutoPAC and NADA PAC Campaigns and approved the Hometown Heroes Program.

At Keswick Hall, work was balanced with some fun including activities such as wine tasting, venue tours, and delicious dinners. Members and sponsors also took a moment to admire the solar eclipse amidst the beautiful backdrop of the Blue Ridge Mountains. After watching the conclusion of the NCAA March Madness Tournament our associate members and board participated in a bracket of their own with the challenge of picking a suggested destination for future NCADA Family Conventions. Luxury locations from the United States and around the world were pitted against each other in a bracket-style showdown, with Banff, Alberta, Canada emerging as the leader alongside other great suggestions.

We thank all our board members who were able to attend. A special thanks to Assurant Dealer Services, Ally, Crandall Strategic Compliance, CVR, and Gallagher for sponsoring our Spring Board meeting, these meetings are made possible by your generous support.





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PRESIDENT'S MESSAGE

The North Carolina General Assembly is back in session, and with it comes a renewed focus on NCADA's legislative agenda that continues to help shape the future of our industry. The beginning of the legislative session reminds us of the many successful years NCADA, and our dealer members have had in advancing legislation to enhance the motor vehicle franchise system, benefiting consumers throughout North Carolina.

For nearly 30 years, NCADA has consistently championed pro-dealer changes to our state's franchise laws, advocating for improvements at least every other year. In our ever-changing industry, with its numerous challenges, NCADA remains committed to ensuring that North Carolina remains the best state in the nation to be a franchised dealer.

Later this summer, as this year's legislative session concludes, we will be just a few months away from the November elections, which will bring several new legislators to Raleigh in January. It will be a crucial time for all NCADA members to engage with their local legislators and emphasize the importance of our industry and franchise laws.

The importance of maintaining relationships between dealers and their local legislators cannot be overstated.

You offer a firsthand and unparalleled perspective on how legislative and regulatory decisions impact our industry. Thank you to all our of dealer members for your support of NCADA's legislative program.

DMV Modernization

While NCADA's proposed franchise legislation will undoubtedly lead our 2025 legislative agenda, we will also continue our push for the modernization of the DMV systems and processes involved in the submission of dealership transactions and automotive titling and registration.

NCADA will intensify efforts to proactively advocate for our state to embrace more digital solutions, adopt new tools for faster and more efficient transactions, and to seek out customer-centric innovations while ensuring data security and privacy.

Regulatory agencies (DMVs) in other states have made significant improvements to their systems in recent years, and frankly, North Carolina has fallen behind. We need to not only catch up but to also uphold our state's tradition of leadership by making significant advancements.

There are countless improvements that can be made. Print-on-Demand temporary tags, digital titles, electronic document submission, just to name a few.



NCADA is committed to working with the General Assembly, DMV, and all interested stakeholders on innovative solutions that will benefit the state, vehicle owners, and our dealer members.

As we work through this legislative session and begin preparation for a significant agenda in 2025, we look forward to your continued support and active participation. Together, we can ensure North Carolina remains at the forefront of automotive industry advancements and continues to be a leader in supporting franchised dealers.

Thank you for your support.

John Policastro
jpolicastro@ncada.com

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ASSOCIATION HAPPENINGS

➔ Celebrating TIME Dealer of the Year Nominee

In late January, NCADA celebrated John Hiester of Hiester Automotive Group, our 2024 Ally TIME Dealer of the Year nominee. During the ceremony, loved ones, colleagues, and community members paused to share heartfelt words and stories about the impact John has made on their lives and careers.

John has been a vital part of NCADA leadership, including his time as Chairman in 2020. Community members highlighted his contributions to local initiatives and volunteer work which include several philanthropic initiatives such as the Hiester Cares Foundation which holds a 5k run yearly to raise funds for the American Foundation for Suicide Prevention and the Restoration Challenge which provides proceeds to his team's charity of choice. These are just a few examples of John's fantastic work within his community.



➔ North Carolina Dealers Participate in the 2024 Automotive Intel Summit



The Automotive Intel Summit (AIS) took place on April 23-25 at the Embassy Suites in Cary, NC.

NCADA President John Policastro alongside North Carolina franchised dealers John Hiester of Hiester Automotive Group and Grant Loftin of Hyundai of New Bern participated in a panel discussion "Driving Innovation: Dealer Perspectives on the Ever-Changing Marketplace".

They discussed their unique perspectives on innovation within the automotive industry, along with insights into how retailers are navigating and adapting to an ever-changing marketplace to better serve their customers.

This is the fifth year in a row a similar panel has been highlighted as part of the Auto Intel Summit. NCADA would like to thank Mr. John Hiester and Mr. Grant Loftin for participating on behalf of North Carolina dealers.



➔ NCADA Title Clerk Seminar Wilmington

NCADA held a Title Clerk Seminar in Wilmington, NC on April 11th, which was conducted in partnership with DMV training staff.

The seminar provided a comprehensive overview of both fundamental and advanced titling procedures. Attendees had the opportunity to learn basic titling concepts, ensuring a solid foundation for those new to the field, while also exploring advanced techniques for more experienced professionals.



Crucial updates on the latest title processing methods were also shared, ensuring that everyone was informed about the most current practices and regulatory changes in the industry.

The goal of the seminar was to not only enhance attendees' technical skills but also promote a collaborative learning environment for any questions to be answered.

We are actively attempting to schedule additional title clerk training across the state so stay tuned for the next registration date!



➔ NCADA Membership Update Form

NCADA has been working to update our digital membership contact database and we need your help! NCADA sends emails weekly that include important information such as: legislative updates, dealer alerts, event registration links, and so much more.

If anyone at your dealership would benefit from receiving such emails, and are not already, please take a moment to complete our digital Membership Update form by following the provided link. Also, we highly encourage you to keep your information up-to-date with us, as we understand that circumstances change. Updating your contact details enables us to maintain effective communication with you.

Please **scan the QR code** and take a minute or two to complete our form, ensuring we have your accurate contact information on file.



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- 29 Disposition
- 50 Total Score

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UPCOMING EVENTS

FAMILY CONVENTION

SEA ISLAND - JUNE 23-26

CONTROLLERS SEMINAR

GREENSBORO - AUGUST 20

EXECUTIVE FORUM

TBD - DECEMBER

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

Paul Mitchell Abernethy

Ralph L. Abernethy III

Eason Bryan

Sport Durst

John Feduke Jr.

Mark Fisher

John Hiester

Randy Hunter

Tom Hunter

Bennett Johnson

Amanda Hiester Johnson

Bobby (Ken) Jones II

Alycia Kellum

Rob King

Dan Lackey

Grant Loftin

David McNeill

Jeffrey N. Michael

Cynthia Mynatt

Neill D. Nelson

Todd Rakes

Mary C. Rice

Dale Stearns

Natalie Tindol

David Westcott

Douglas Wilkinson

Douglas "Wil" Wilkinson

Jay Wyatt

2024 Premium Partners

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TITANIUM



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SILVER



BRONZE



Our Staff.

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cell: 919-349-0122

Director of Events and Member Engagement

Bridget Johnson

Membership Coordinator

Justin Lohneis

Marketing and Communications Manager

Kobe Fike

Accounting Coordinator

Angela Bass

Accounting Manager

Wayne Bell

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ADD OR CHANGE SUBSCRIPTION INFO:

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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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