

WINTER 2024

FLASHES

A PUBLICATION OF NCADA

CHARTING THE FUTURE: NCADA WELCOMES NEW LEADERSHIP!

NCADA RECOGNIZES NC HOMETOWN HEROES

NCADA FAMILY CONVENTION

Join NCADA for the 89th Annual
NCADA Family Convention

PRESIDENT'S COLUMN

NCADA President John Policastro
Shares His Plans for 2024

NORTH CAROLINA AUTOMOBILE DEALERS ASSOCIATION



THE DRIVER'S SEAT

Earlier this month I had the privilege of leading our North Carolina delegation of dealers at the 2024 NADA Show in Las Vegas. The event was certainly a celebration of our industry, and we were very proud to honor our Time Ally Dealer of the Year Nominee John Hiester as well as the many ways our industry serves our local communities.

The NADA convention also served as a poignant reminder of the many challenges our industry is currently facing, but it also underscored the power of unity among our dealer body. Throughout the meeting, it became clear that our industry is navigating through turbulent waters. From evolving consumer preferences to regulatory hurdles, the landscape is rife with obstacles that demand our attention. However, I found solace in the fact that both NADA and NCADA are steadfastly fighting on our behalf. Whether it's advocating for fair policies or championing our interests on Capitol Hill or on Jones Street in Raleigh, we are at the forefront of the battle.

In times like these, it is more important than ever for us to stick together as a dealer community. Our strength lies in our unity, and by standing shoulder to shoulder, we can weather any storm that comes our way. Despite the challenges, I firmly believe that there is light at the end of the tunnel. The direct sellers are beginning to realize what we have known for years: that dealerships are the best way to reach automotive consumers. Recent announcements from EV manufacturer startups like VinFast and Fisker, both present at the NADA Show expo, of their intent to pursue a dealership model, underscore the distinct advantages that set us apart as dealers. Our expertise, unwavering dedication to customer service, and strong local presence unequivocally position us as the preferred choice for consumers.

Nevertheless, our ongoing battle to safeguard the franchise system for North Carolina consumers persists. We foresee additional assaults on our industry, and we stand fully prepared to confront these challenges head-on. I urge all dealers to remain ready to continue to help support our efforts and future "calls to action" as we move forward.

It has been a very busy first half of my term as NCADA Chair. In addition to fulfilling the customary duties of the NCADA Chair, I also had the important responsibility of overseeing the NCADA executive transition process upon the retirement of Robert Glaser.

NCADA members can rest assured that your leadership was fully engaged in the process and I am immensely proud of the dedication and efforts demonstrated by our Board and Transition Committee in shaping the future of NCADA.

As we begin 2024, I am proud to welcome John Policastro as our new NCADA President & CEO. John has been with us for many years now and he and his wife Lynn are proud members of our NCADA family. I know that John is firmly committed to the future of our industry and that he is well-prepared to lead us as we advance our industry.

Looking ahead, I am looking forward to the next meeting of the NCADA Board of Directors in April. This will be a crucial opportunity for us to strategize, collaborate, and chart a course forward for our industry. I encourage you to stay engaged and actively involved in shaping the future of our association.

Please reach out to me directly and your NCADA Board district member with any thoughts or concerns you may have. The input and participation of each NCADA member is invaluable.

On a fun note, we are actively preparing for our 89th Annual NCADA Family Convention in Sea Island, Georgia in June, one of our favorite convention destinations. Registration for the convention is now open and please don't delay making plans to join us for this year's convention. As a special part of our convention this year, we will be honoring Bob and Dawn Glaser for their many years of service to NCADA.

Lastly, I wish to reiterate my deep appreciation for the privilege of serving as your chair this year. It is a privilege and an honor to represent each and every one of you, and I am committed to working tirelessly on behalf of our industry.

Together, we can overcome any challenge and emerge stronger than ever before.



Alycia Kellum
NCADA CHAIR



2023 HIGHLIGHTS

In reflecting upon the past year, 2023 was an advantageous period for the North Carolina Automobile Dealers Association. The sheer number of events and accomplishments that unfolded within just 12 months is quite remarkable. Let's reflect on 2023 and revisit some events you may have forgotten about.

NCADA had a strong start to 2023 when we held our "Tradition of Leadership" celebration in Dallas, Texas. Over 150 dealers gathered to celebrate 8+ DECADES of North Carolina dealers in state and national industry leadership roles.

In June, the 88th Annual Family Convention was hosted at the Kimpton Seafire Resort in Grand Cayman, which proved to be an amazing destination! During the family convention, Mr. Bill Brown was recognized for the NCADA Lifetime Achievement Award, and Mr. John Lee was honored as Dealer of the Year. The 2023 Convention was one to be remembered and was highlighted by an incredible pirate party celebration!





To add to an already amazing year, a comprehensive NCADA Franchise Bill was passed by the NC General Assembly, marking a significant victory for North Carolina's dealers. In December, more than 200 industry professionals attended the NCADA Executive Forum, where we honored 75 first responders as Hometown Heroes. Finally, closing out the year we send a heartfelt farewell to NCADA President Robert Glaser and welcome John Policastro as NCADA's 4th CEO!

Other Successfully Happenings in 2023:

- Record Amount of NADA PAC contributions for the 2nd consecutive year
- 2nd highest NCADA PAC donations
- 2023 Controllers Seminar
- 2023 Title Clerk Seminars
- NCADA Nashville Board Meeting Raised \$48,000 for the Hometown Heroes Program
- 2023 Town Hall Meetings



In our pursuit of continuous improvement, we are committed to making 2024 even more successful for our dealer members and partners, we thank you for your hard work and dedication this past year!

President's Column

Proud to be a Part of NCADA

With tremendous pride and gratitude, I am honored to assume the role of President of NCADA this year. Becoming just the 4th CEO in the nearly 90-year history of our great association is a true privilege and I take on this new responsibility with great reverence and appreciation for all who have made NCADA what it is today.

While January 1st marked my first day as president, it was also the start of my 19th year with NCADA. I clearly knew when I joined NCADA that I would be representing one of the most prominent trade associations in our State and an exceptional group of dealer members who were stalwarts in their communities. However, little did I know back then on my first day that I was also joining a close-knit family of dealers truly committed to the overall success of the entire industry. You could not wish for a greater group of businesspeople to work with and serve than the new car, truck, and RV dealers of North Carolina. I thank you all for the opportunity to be a part of NCADA for all of these years.

Thank You for Your Support and Warm Welcome

A special thank you to NCADA Board Chair Alycia Kellum and Past Chair Sport Durst for their exceptional leadership during the transition process, especially given its occurrence amid the handover between their respective terms as Chairman.

Thank you as well to the NCADA Executive Committee, our Board of Directors, Board of Trustees, and the NCADA Transition Committee led by NCADA Trustee John Hiester for all of their hard work and dedication throughout the transition process this past year.

Again, I am truly honored and grateful to have been selected as President of NCADA and for all of your support. All NCADA members should rest assured that they are represented by a Board of Directors who all share a great love for the association and who are firmly committed to the future success of NCADA.

I would also like to thank the many NCADA members who have reached out to me since the announcement of the transition to offer warm congratulations and supportive messages. Your thoughtfulness and support have been encouraging and inspiring. The sentiments expressed reinforce my belief in the strength of NCADA and the dedication of our members. I look forward to continuing to work collaboratively with all NCADA members to advance our shared goals and objectives in the years ahead.

To our Associate Members and strategic partners, I also extend my sincere gratitude for your resolute support over the years. We are immeasurably thankful for your dedication and commitment to NCADA and our dealer members. You are true champions of our industry and a key part of what makes NCADA such a strong organization.



We remain committed to your success as well and you are true members of the NCADA family.

Congratulations and Thank You to Robert Glaser

NCADA has had the great privilege of being served by Robert Glaser for nearly three decades. He is leaving an indelible mark on NCADA and the industry as a whole with his long history of dedicated service and tireless commitment to fighting for the rights of North Carolina's franchised dealers. It was a "few" years ago when Bob first approached me about coming to NCADA. I was looking to get out of the corporate world having led AT&T's law and government affairs group in North Carolina and Bob was looking for someone to take on NCADA's significant legislative and regulatory programs.

It became a perfect match, and I am very proud of our success together including the passage of comprehensive franchise law bills every other year and countless other legislative and regulatory changes that have been advanced in support of our dealer members.

Bob has been a true mentor and a great friend. He and Dawn have done so much for NCADA and our members and we are very thankful. I know that all NCADA members join me in wishing them both a very happy and well-deserved retirement. Thank you, Bob and Dawn! We look forward to honoring you both in Sea Island this summer!

Proud to Represent an Industry Second to None

Growing up in Burlington, I became familiar with our industry at a very young age with my parents' personal and professional friendships with several local dealers in our community (as well as my friendships with their children). In such a thriving and successful state, North Carolina's new car, truck, and RV dealers stand as a key pillar supporting our local, state, and national economies. It is an industry that is second to none in exemplifying the power and impact that entrepreneurship and business can have on the economic and social well-being of our society. Dealerships are not just a place to purchase vehicles but are vital economic engines fueling the growth of our State, employing its citizens with good jobs, and propelling the overall prosperity of our communities.

Through the hard work and diligence of the association's executive and Board leadership over the years as well as the support of a dedicated staff and long-term outside counsel, NCADA is clearly recognized as one of the leading trade associations in our State as well as throughout the Nation. The resulting reputation and stature have afforded the association the power to strongly promote the industry and to regularly effect legislative and regulatory public policy changes that have strengthened the franchise system to the benefit of dealers, consumers, and the overall business climate.

United for Our Future

As we all know, our industry is not immune to challenges and we have faced multifaceted attacks over the years, at times threatening the very foundations we have established. Whether stemming from overzealous regulations, policy changes, or from third parties aiming to undermine our industry, we have confronted and triumphed over these attacks together and with unwavering determination. The strength of our association and the unity among our dealer body have proven to be formidable assets, enabling us to navigate various obstacles with a shared purpose. I am confident that, as we continue to stand united, we will confront any future threat with the same resolve. Our efforts will not only ensure the sustained success of our dealerships but also safeguard the economic vitality of North Carolina, foster the communities we serve, and protect the consumers who rely on us. My full confidence lies in our ability to emerge stronger and more resilient after each challenge.

In taking the helm at NCADA, I pledge to you all my steadfast commitment to continuing to fortify the foundation of our association and strengthening NCADA's ability to advocate for your interests each and every day. I look forward to further elevating our member programs and services, ensuring that they not only meet but exceed your expectations. With a proactive approach to identifying areas for improvement and innovation, it is my goal that we explore new initiatives that will address the evolving needs of our members.

My wife Lynn and I are very excited to embark on this new journey and the opportunities that lie ahead for NCADA. Again, we thank you for your support and ask for your continued engagement in the years ahead. We look forward to great things in the future for NCADA!

Please feel free to reach out to me with any thoughts, ideas, or concerns you may have. I am fully committed to continuing to work tirelessly to represent the best interests of NCADA and to shaping an association that propels our members toward unprecedented success.

John Policastro

NCADA President
jpolicastro@ncada.com
919-349-0122



16th Annual NCADA Executive Fourm

Industry leaders convened in Research Triangle Park in December for NCADA's 16th Annual Executive Forum "Revving Up for the New Year: Driving Dealership Profitability in 2024."

Setting the stage for an engaging and insightful day, NCADA Chair Alycia Kellum kicked off the meeting by introducing NC Representative Brenden Jones who provided a concise update on recent developments in his domain, shedding light on their relevance to North Carolina Dealers. Representative Jones also shared initiatives aimed at supporting dealers and their customers in the upcoming year.



In a moment of recognition, Mr. Tim Ilderton was called to the stage to receive a very special surprise. Mr. Ilderton was presented with the Order of the Long Leaf Pine, our state's highest civilian honor!

This award has been presented to those individuals "who have made significant contributions to the state and their communities through their exemplary service and exceptional accomplishments." This describes Mr. Ilderton perfectly, he is a commendable philanthropist and has made a lasting impact on his local community over the years.

Tim has contributed to projects and organizations like High Point Reginal Hospital, Camp Cheerio, High Point University, and many more. In 2012 he won the North Carolina Dealer of the Year Award highlighted by his key role in raising \$4.72 million for the United Way! After honoring Mr. Ilderton, NCADA Chair Alycia Kellum led the room in the North Carolina toast.





Order of the Long Leaf Pine Toast

“Here’s to the
land of the long
leaf pine, The
summer land
where the sun
doth shine, Where
the weak grow
strong and the
strong grow great,
Here’s to “Down
Home,” the Old
North State.

Furthermore, Mr. John Lee, the 2023 North Carolina Dealer of the Year nominee announced Mr. John Hiester of Hiester Automotive Group as North Carolina’s 2024 dealer of the year.

Mr. Hiester has written two books outlining his successful management philosophy which include “Hire Who You Want” and “Why Jacob Matters.” John has served as a leader in NCADA as Chair, Vice Chair, Secretary, and Treasurer, and is the current state chair for the national NADA PAC.

This year's forum also included fantastic speakers. Joe Freeman from Adolos Asset Management dived into what dealers need to know about the 2024 economy. In addition, independent automotive researcher Mr. Glenn Mercer presented an update on electric vehicles (EVs) and their overarching impact on dealership service and profitability. The forum featured nine comprehensive breakout sessions, providing dealers with the opportunity to select presentations aligned with their specific dealership goals.



On a local level, Hiester created the Hiester Cares Foundation which provides a platform for employees to give back to the community. This foundation has an annual 5k that directly raises funds for the American Foundation for Suicide Prevention.

We congratulate both Mr. Ilderton and Mr. Hiester on these fantastic achievements!

NCADA thanks our Executive Forum presenters for their valuable contributions.

We also extend our thanks to all who attended this year. Immense gratitude to our sponsors whose generosity not only provided gifts for our dealer members but also made events of this caliber possible.

Hometown Heroes Luncheon

During the 16th Annual Executive Forum NCADA hosted our 8th Hometown Hero Luncheon. NCADA was privileged to recognize 75 outstanding first responders from various parts of the state. These remarkable individuals, nominated by local dealers, have consistently gone above and beyond in their communities to ensure the safety and well-being of those they serve.



After a wonderful performance of the National Anthem by Mr. Joey Matthews, North Carolina Secretary of Public Safety Eddie Buffalo kicked off the lunch with some heartfelt comments. His insightful remarks emphasized the critical role played by these first responders in our state, highlighting the significance of their dedication and service. We extend our sincere gratitude to Secretary Buffalo for honoring our luncheon, now for the second time, with his presence.

Before the ceremony commenced Stu Zauld from ACV was called to the stage where he presented NCADA with a check of \$2,500 for the Hometown Heroes Program. We thank ACV for their generous contribution.

NCADA's incoming president John Policastro called the first responders to the stage reciting the reason why each was deemed a North Carolina Hometown Hero. Each hero was presented with a well-deserved award, a heartfelt letter from United States Senator Thom Tillis, and a stipend for their extraordinary efforts. Governor Roy Cooper also provided a video message where he conveyed his deep appreciation, recognizing and applauding these men and women for their unwavering commitment to duty, not only in our state but across the entire Nation.



Before wrapping up the program, retiring NCADA President Robert Glaser was presented with an award by NCADA Chair Alycia Kellum, for establishing the Hometown Heroes Program in 2016. NCADA thanks Bob for his efforts and leadership in successfully steering the program over the years!

The honored first responders represented various essential roles, including EMS, Firefighters, Police, Sheriff's Office personnel, 911 Dispatchers, Healthcare Workers, and more. NCADA has honored over 1,000 North Carolina first responders through this program.



ASSOCIATE MEMBER PROFIT TIPS

NCADA recently asked our Associate Members to provide us with a few helpful tips here is what they had to say!



RITA BRAGG
Capital Automotive

Understanding the components of your dealership real estate is often an overlooked critical part to your business. When was the last time you deeply examined your real estate carry costs and considered alternatives? Do you own your real estate outright or is it used as collateral for a mortgage? How much frozen equity are you carrying, that is not earning you a proper return? Are you looking to grow, or reviewing your estate plans including the real estate? Are you prepared for OEM required image upgrades? There may be a better way to improve the ROE/ROI on your frozen capital in the real estate. Considering alternative financing options for your real estate can help you enhance the value of your overall dealership portfolio.

STU ZALUD
ACV



Everyone realizes how much consumers have changed. Acquisition costs have skyrocketed for used wholesale, and now, as those costs return to a new normal, they are still much higher than a few years ago. Margins continue to compress. Buying vehicles still in short supply, at least core vehicles, is more expensive and time-consuming. Days' supply continues to grow for most segments.

The least costly and best-reconditioned vehicle is the one you either buy or trade directly from a consumer. It comes to you. Buying from consumers off your website with a tool using market reflective numbers makes closing the sale much easier than trying to overcome thousands in the perceived customer's head from a returned value scale that is either not current or is not defined by a specific market.

The difference in some models by market can also add or subtract thousands, even on a clean vehicle.

Dealers can Compete with CarMax and Carvana. The consumer continues to change, and dealers must create a process that can be easily duplicated. Make it easy to use, provide great data that interfaces with your CRM, follow up all inquiries with a call encouraging the consumer to visit, and solidify your value provided by a valuation tool. Look for a solution that does not ask too many questions and gets completed most of the time (this equals more visits and opportunities). Use a market-reflective solution that updates the data weekly and creates a process that can be easily duplicated every time.

This will positively affect your Gross and Net variable profit in 24.



JON GMITTER
Reynolds & Reynolds

The market is going to dictate what you can sell a used car for. Like always, what you buy it for and how much you put into it are what you can control. Get ahead of recon costs when appraising a vehicle by using an OBDII scanner to pull DTCs and, more importantly, check the last time codes were cleared. Align estimates during the appraisal with pricing in recon. And finally, see what work was factored into the appraisal when reviewing recon approvals. Make these three things easy to help control PVR on your used inventory.

AMBERLY ALLEN
Dealer Merchant
Services



Are your credit card expenses getting out of hand?

The laws have changed, and you have options to reclaim most of this expense. But DO NOT try and DIY passing along credit card fees to your customers. Yes, it's legal BUT the card brands have very specific legal and compliance rules. Ask an expert to explain your choices as well as the process to ensure a smooth transition - training is key!



JOE FREEMAN
Adolos
Asset Management

Discover a game-changing opportunity for North Carolina car dealers! By shifting earned premiums from a Reinsurance company's restrictive "A" account to the dynamic "B" account, you can gain unparalleled control, expanded investment options, and seamless integration into your personal estate and financial plan.

Noteworthy is that despite both "A" and "B" accounts reporting investment income on the Reinsurance company's 1120-PC, dealers only face taxation upon fund withdrawal. Partnering with a seasoned dealer-focused financial advisor enhances the optimization of this strategic financial maneuver.

CHRIS AUSTIN
Strategic Source



Reduce costs in 2024 by 25%. Understand how much you spend in each expense category (130+) by implementing a focused monthly sourcing plan for your vendor base. Research shows that executing a formal sourcing plan reduces dealership costs by 25%.



JAY LOWE
Gallagher

When was the last time you audited the enrollment of your health plans? It is important to periodically perform an eligibility audit to ensure that you are not paying premiums for employees who don't qualify for benefits or who are no longer with your company. Your insurance carriers will rely on you to monitor this each year so make sure you have the right people covered and that you are not overpaying each month.

JEFF LIWACZ
NADA Retirement



Pay your employees and not the Government! Running a profitable business means you ultimately end up having to pay taxes to the Government. Since your employees are critical to the success or your Dealership why not try to reward them and not the Government. Employer contributions to the 401k program can be tax deductible so adding or increasing a match or profit sharing contribution to your 401k program can lower the taxes you pay. Also an employer match or profit sharing is a great incentive and motivator to your employees and differentiates you from the competition. Consult with your 401k provider and your CPA to explore how a match or profit sharing can impact your Dealership and Employees.



**MarshMcLennan
Agency**



Marsh McLennan Agency is proud to sponsor the North Carolina Automobile Dealers Association.

Fully-loaded insurance programs

Let's talk

MMA's Automotive and Vehicle Practice is made up of a team of specialists that build fully-loaded insurance programs just for your specific operation—often below sticker price.

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Brandon Moorefield
Consultant, Business Insurance

Brandon.Moorefield@MarshMMA.com
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2024 NCADA FAMILY CONVENTION

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



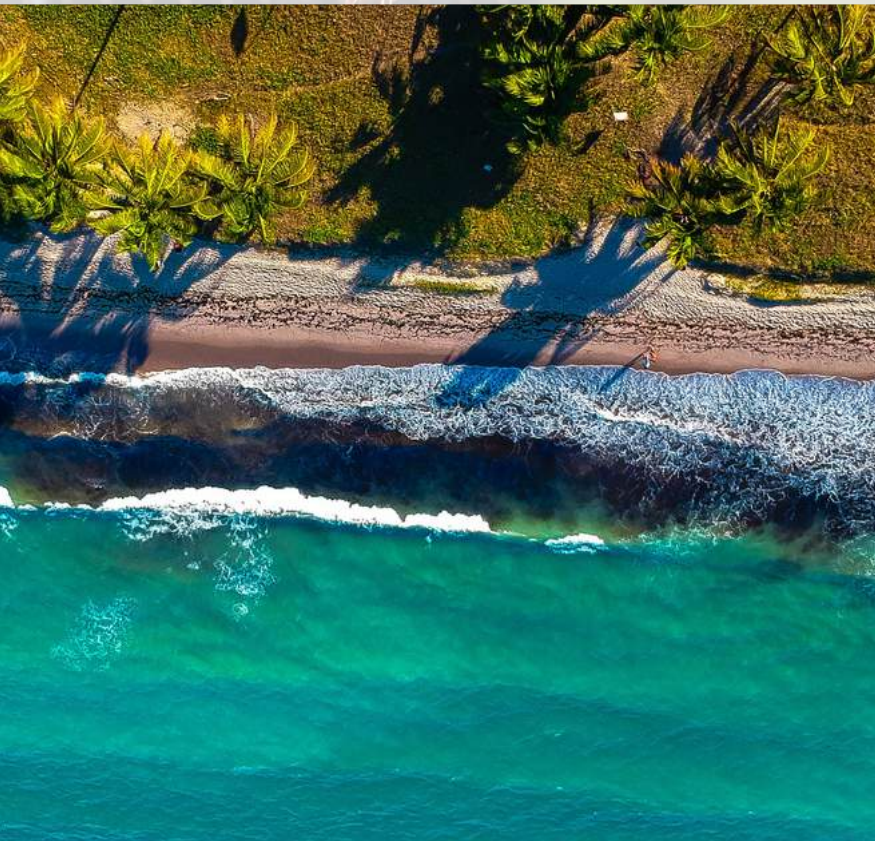
"Where the whispering waves meet the golden shores, Sea Island Resort invites you to escape into a sanctuary of sun-kissed serenity and timeless tranquility."

Join your fellow NCADA members at the 89th Annual NCADA Family Convention in the picturesque Sea Island, Georgia. Immerse yourself in the renowned southern hospitality and charm that graces Georgia's coastal beauty. Nestled along the Atlantic Ocean between Jacksonville and Savannah, Sea Island offers a perfect blend of cool breezes, swaying trees, sandy beaches, and salty air. This award-winning property is tailor-made for families, outdoor enthusiasts, and anyone seeking a refreshing getaway.

Beyond the luxurious amenities of this world-class five-star resort, convention attendees will have the unique opportunity to engage in discussions about the future of the automotive industry and celebrate those who helped make the industry what it is today.

Our agenda is packed with thrilling activities sure to make for a memorable family convention. With more options than ever before, there's something for every member of the family to enjoy. Beyond the excitement, the family convention offers valuable opportunities to get updated on industry happenings and connect with fellow North Carolina dealer members. If you've never attended before, now's the perfect time to join us. Here's a sneak peek at some of the highlights you can expect this year.

- Large Exhibit Hall Open to Explore
- Special Guest Speakers Including Mike Stanton of NADA
- Recognition of the Time Ally Dealer of the Year and Lifetime Achievement Award Winner
- Activities for the Whole Family to Enjoy
- Celebration of Bob and Dawn Glaser
- NCADA Golf Tournament Continues
- More Family Activities Than Ever Before



We can't get enough of Sea Island, the resort's world-class service and amenities keep us coming back.

Registration is open now at ncada.com, so plan to bring your family and join us for this great event. If you need additional information or have questions, please contact Bridget Johnson at 919-828-4421 or bjohnson@ncada.com.

All that's left to do is pack your bags – We're waiting for you!



North Carolina **VEHICLE SALES 2024**



YEAR IN REVIEW: 2023 VEHICLE SALES ROUNDUP

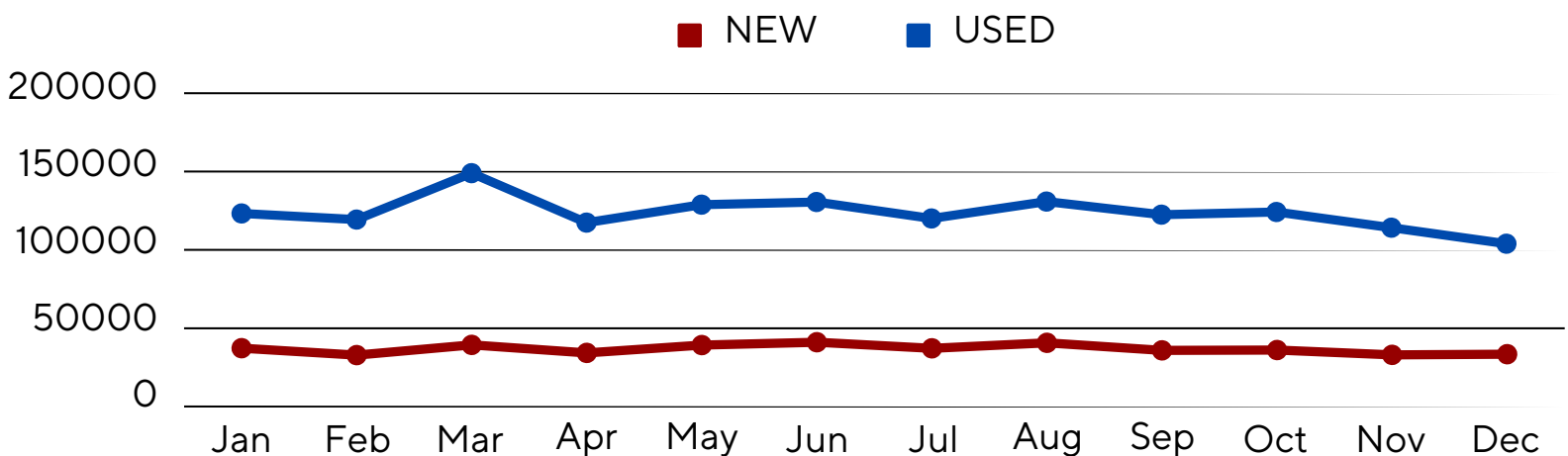
New vehicle sales by fuel type:

Gas - 378,541
Hybrid - 34,725
PHEV - 4,605
EV - 24,386

Used vehicle sales by fuel type:

Gas - 1,447,111
Hybrid - 26,283
PHEV - 3,498
EV - 6,822

Monthly sales of New and Used vehicles in North Carolina:



ASSOCIATION HAPPENINGS

➔ NCADA Team Participates in Auto Industry Legal and Legislative Meeting

The NCADA legal team participated in a meeting of all state dealers' associations to proactively discuss and plan efforts that could be taken to address pending issues impacting new car and truck dealers. The meeting, regularly conducted by the Automotive Trade Association Executives, focused on issues related to the sale and servicing of EVs, the warranty and storage issues related to EV batteries, fair and proper allocation of inventory, direct factory sales, and several other issues related to DMV titling and registration.

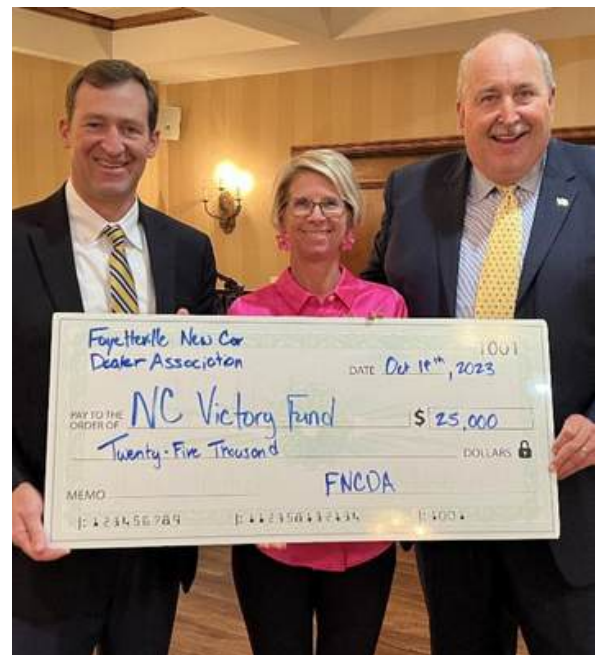


As part of the meeting, NCADA Former President Robert Glaser and Attorney Richard Vinegar gave a presentation on legislative changes implemented in 2023 as part of NCADA's requested franchise law legislation covering allocation.

➔ Fayetteville New Car Dealers Challenge North Carolina Dealer Associations

Fayetteville New Car Dealer Association contributed \$25,000 to the NCADA Victory Fund, challenging other dealer associations in North Carolina to match their contribution. Soon after the Triangle Auto Dealers Association (formerly, Wake County New Vehicle Dealers Association) generously contributed \$30,000.

NCADA greatly appreciates these donations, the NCADA Victory Fund was established a few years ago with the primary objective of protecting the franchise system for North Carolina consumers. We are so proud and grateful for this strong support of the Victory Fund and these contributions will provide the necessary funds to ensure that the franchise system continues to stay strong well into the future.



➔ NCADA Phone Bank Extravaganza



NCADA hosted our 2023 PAC Phone Bank extravaganza with the mission to raise some serious cash for our NCADA AutoPAC and National Automobile Dealers Association (NADA) PAC. We enlisted the assistance of local North Carolina dealers to aid us in accomplishing this objective. With a touch of friendly competition, the phones began to ring non-stop!

We raised an outstanding \$22,000 for the NADA PAC and a whopping \$51,000 for our NCADA AutoPAC. Making a total of \$112,000 for NADA and \$206,000 for NCADA respectively smashing our goals this year. For the second year in a row, we achieved a RECORD-BREAKING total.

Special shoutout to NCADA Chair Alycia Kellum for raising the most money with an amazing \$19k in total. NADA Chair Mike Alford came in second with Mr. John Hiester in a close third!

Our AutoPAC works to protect ALL franchised dealers and supports the election efforts of pro-business candidates for the General Assembly and other state offices.

Thank you to all who contributed to our AutoPAC!



➔ North Carolina Dealers Meet with Congressman Richard Hudson

Todd Rakes, COO of Ben Mynatt Family of Dealerships, and dealership team members met with Congressman Richard Hudson (R). Rakes and team presented Rep. Hudson with a contribution from the NADA PAC. Thanks to the Ben Mynatt team for reaching out to Rep. Hudson and a big thanks to all dealers who have supported the NADA PAC (federal) and our NCADA AutoPAC this year.



UPCOMING EVENTS

➞ April NCADA Title Clerk Seminar

Back by popular demand, the NCADA Title Clerk Seminar is returning on April 11, 2024, in Wilmington, NC. DMV Training Staff will conduct this seminar that covers both basic and advanced titling procedures.

This is a great opportunity to cross-train dealership staff and receive critical updates on all title processing procedures. The DMV will be sharing many new updates that you will not want to miss out on!



While NCADA is actively attempting to schedule additional title clerk training across the state this seminar is the only currently scheduled training for 2024. Act quickly to secure your spot in this highly sought-after training session! Our last training sold out rapidly, and with no guarantee of another opportunity in 2024, seats are expected to fill up fast. Don't miss out—reserve your spot now at ncada.com!

➞ August NCADA Controllers Seminar

NCADA will be hosting our 2024 Controllers Seminar in August (date and location to be announced). Take your automotive finance skills to new heights! As the largest automotive finance & HR professional seminar in the Southeast, this power-packed all-day seminar promises to provide practical knowledge about financial and HR strategies, expert insights, and updates on the latest industry trends.

Don't miss out on this opportunity to network and learn with other automotive finance professionals from across the state. Be on the lookout for more information in the near future.



AutoPAC Contributors

Heading into the new year, the NCADA 2024 AutoPAC Campaign, themed “Stronger Together,” has officially kicked off!

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 jlhohnis@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 9191-349-0122.

Thank You 2023 AutoPAC Contributors

Alycia Kellum	Joseph H. Nelson
Bennett Johnson	Joseph Rick Hendrick
Benny L. Yount	Ken Jones
Bobby K. Jones, II	Kristin Dillard
Bonnie L. Hunter	Linda Leith
Brad Tyson	Luke Czubay
Bradley M. Tyson	Macon Griffin
Brian Pecheles	Mark Fisher
Charles D. Williamson, II	Mark Fisher
Christopher A. Morgan	Mary Margaret Latham
Christopher Vester	Mat C. Raymond, Jr.
Cory Lallier	Matthew Murchison
Cynthia Lee Mynatt	Michael Alford
Dale A. Stearns	Michael Anderson
Dan V. Lackey	Michael G. Lallier
David (Randy) Hunter	Natalie Tindol
David E. Durst	Neill D. Nelson
David Hansing	Norwood E. Bryan
David Hudson	Patrick Koballa
David K. Everett	Ralph L. Abernethy, III
David McNeill	Randall L. Marion
David W. Westcott	Randolph Kelley
Dean Martin	Raymond J. Vrscak
Donald E. Deichmann, Jr.	Reginald White
Donald E. Deichmann, Jr.	Robert L. King, III
Donald E. Flow	Robert Mills
Doug Henry	Rusty Cox
Douglas Wilkinson, Jr.	Scott Washle
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NCADA OFFICE

1029 Wade Avenue
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