



2019 NAAA/CAR Conference

MINUTES

Southern Chapter Meetings

Board Meeting: March 26, 2019 9:00 am

All Member: March 27, 2019 8:30 am



1. Call meeting to order

Meeting called to order by Bill McCready at 8:46 a.m.

2. Introduction of Officers and Board of Directors

a. Officers

- i. President, Bill McCready, Southeastern Auto Auction of Savannah
- ii. President Elect, Wyatt Carter, Richmond Auto Auction
- iii. Vice President, Danny Brawn, Manheim Darlington **(did not attend)**
- iv. Secretary, Charlotte Pyle, Capital City Auto Auction
- v. Treasurer, Ellie Johnson, Manheim Statesville
- vi. Chairman, Jerry Barker, Greensboro Auto Auction

a. Board of Directors

- i. Brandon Derrick (2019), Memphis Auto Auction
- ii. Kelly Rodriguez (2019), Greensboro Auto Auction
- iii. John Poteet (2019) Louisiana's 1st Choice Auto Auction
- iv. Tim Sherk (2020), Music City Auto Auction of Nashville
- v. Karyn Wrye (2020), Manheim
- vi. Eric Autenrieth (2020), Carolina Auto Auction

3. Review of Anti-Trust and Conflict of Interest Considerations

Bill McCready reminded everyone of the above policies.

4. Minutes from Chapter All Member Meeting held in Scottsdale, Arizona, November 15, 2018 have been circulated.

A motion was made, seconded and approved to accept the minutes.

5. Treasurer's Report

Ellie Johnson reported on the finances.

6. Secretary's Report

Charlotte Pyle reported on the membership application below. This application was tabled until their one year anniversary pending verification of an ownership change and completion of a site visit. Jerry Barker agreed to do the site visit.

Regular Membership Applications Pending

Grand Strand Auto Auction, LLC

1716 Husted Road, Conway, SC 29526

Contact: Anthony Jasiak

Owners: John E. Taylor 47.5%, Charles R. Easler II 47.5%, Billy Dean Richardson 5%



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7. New Business - **Bill McCready reviewed all the new business below.**

A. **NAAA Auto Auction of the Year Award**

Let your auction employees know you appreciate their volunteer efforts that make a difference. Apply for NAAA's "Auction of the Year Award for Excellence in Community Service" contest and win a total of \$25,000 for the charity of your choice! Information is available on the NAAA website.

February 6 – Nominations Opened Online

July 8 – Nominations close at 11:59 PDT

August 12-15 – Four NAAA Chapter Auto Auction of the Year Award recipients announced as part of the National Auto Auction week

October 3 – Winner of the NAAA Auto Auction of the Year Award announced

B. **Political Action Committee**

Thank you to all who participated in this morning's PAC Breakfast Fundraiser. Donations to the PAC can be made at any time on NAAA's website. The PAC strengthens our voice, reinforces our relationships with lawmakers and helps us make sure our ideas and viewpoints are widely heard and understood in Washington, DC.

C. **Autoauctionjobs.com**

As NAAA members know, there is a shortage of qualified technicians available to staff the service bays of car dealers, aftermarket installers, and auctions alike. Good techs are hard to find, hard to recruit, and hard to retain. As this is an industry-wide issue of concern to all members, NAAA has taken the initiative to research the shortage, gain an understanding of the problem, and identify and describe solutions that both NAAA as an organization and auctions can adopt to fix the issue. NAAA has developed a web landing page under the name of autoauctionjobs.com. Additional information will be shared by President Chad Bailey during his industry report.

D. **Chapter President Elect Training**

President-Elect Laura Taylor, Vice President Julie Picard, CEO Frank Hackett and NAAA staff will meet with Chapter President-Elect's at the national office in Frederick, MD. The meeting will include selecting committees, office operations, travel schedule, meetings and convention planning. The meeting will take place in June.

E. **Auction Standards Training**

The Auction Standard Training schedule with Matt Arias is posted on the naaa.com website.

F. **Auction Industry Survey**

It is time once again for the annual Auction Industry Survey. Also, please notice that for each NAAA Member Auction completing this survey **NAAA Services Corporation is sponsoring one complimentary convention registration** for the Association's Annual Convention October 1-3, 2019 in Indianapolis, IN. ***This offer is an \$850 value, non-transferable.*** The online survey is a SECURE SITE and requests your unique auction ID and NAAA Membership Directory Auction Name. Both along with other survey information can be found online at the NAAA website. **Our goal is to have the survey completed by MARCH 29, 2019.**



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G. Legislative updates – Karyn Wrye

Karyn reported on current legislative activity.

H. All Member Meeting Prize Drawings (2) – Apple Watch and Bose Wireless Headphones

Winner of Apple Watch: Todd Strawn, AutoNation AA Orlando

Winner of Bose Wireless Headphones: Mike Mancuso, Rawls AA

Charlie Adams spoke for a few minutes about new features of Auction Access.

A motion was made, seconded and approved to contribute a \$25,000 sponsorship toward the 2019 NAAA convention.

8. Upcoming Meetings:

- a. NAAA Day on the Hill – May 2-3 2019, Washington, DC
- b. National Independent Auto Dealers Association – June 17-20, 2019, The Venetian, Las Vegas
- c. NAAA 2019 Convention – October 1-3, 2019, JW Marriott, Indianapolis, IN
- d. NADA – February 14-17, 2020, Las Vegas

9. Adjourn

Meeting adjourned at 9:15 a.m.