



2014 NAAA Convention

AGENDA

Southern Chapter Meetings

Board: Sept 23, 2014 3:30-4:30 pm

All Member: Sept 25, 2014 9:00-10:00 am



1. Call meeting to order - *Meeting called to order at 9:00am by Joe Guyer.*
2. Introduction of Officers and Board of Directors
 - a. Officers
 - i. President, Joe Guyer, ADESA Charlotte
 - ii. President-Elect, Jeff Modjeski, Manheim Fort Lauderdale
 - iii. Vice President, Laura Taylor, Charleston Auto Auction
 - iv. Secretary, Charlotte Pyle, Capital City Auto Auction
 - v. Treasurer, Joey Hughes, Manheim Statesville
 - vi. Chairman of the Board, Tommy Rogers, Carolina Auto Auction
 - b. Board of Directors
 - i. Joe Pyle (2014), Mountain State Auto Auction
 - ii. Doug Rodriguez (2014), Tallahassee Auto Auction
 - iii. Bob Sullivan (2014), Mid-South Auto Auction
 - iv. Wayne DeLoach (2015), Southeastern Auto Auction of Savannah
 - v. Ryan Mason (2015), Manheim Darlington
 - vi. Jerry Barker (2015), Greensboro Auto Auction
 - c. National Board of Directors
 - i. John Poteet (2014), Louisiana's First Choice Auto Auction
 - ii. Joe Pyle (2015), Mountain State Auto Auction
 - iii. Tommy Rogers (2016), Carolina Auto Auction
3. Review of Anti-Trust and Conflict of Interest Considerations
Joe Guyer reminded everyone of the above policies.
4. Minutes from Southern Chapter All Member Meeting held March 6, 2014 in Las Vegas have been circulated.
A motion was made (Bob Sullivan), seconded (Wayne DeLoach) and approved to accept the minutes.
5. Treasurer's Report – Joey Hughes
Joey Hughes reported on the finances.
A motion was made (Doug Rodriguez), seconded (Bob Sullivan) and approved to accept the report.



2014 NAAA Convention

AGENDA

Southern Chapter Meetings

Board: Sept 23, 2014 3:30-4:30 pm

All Member: Sept 25, 2014 9:00-10:00 am



6. Secretary's Report – Charlotte Pyle

Charlotte Pyle reported on the membership applications and ownership changes below.

Membership Applications Pending

Regular Membership Applications Pending

Go Auto Exchange Orlando

1275 E. Story Road, Winter Garden, FL 34787

Contact: Steve Heitmeier

Owners: Manheim Remarketing Inc. 60%, Drivetime Car Sales Co, LLC 40%

LLC: Go Auto Exchange, LLC

A motion was made (Sam Chapple), seconded (Bob Sullivan) and approved to recommend the above application for membership.

Richmond Auto Auction

3600 Deepwater Terminal Road, Richmond, VA 23234

Contact: Mark Motley

Owner: Mark T. Motley 55%, M. Motley Trust FBO Carson Motley 20%,
M. Motley Trust FBO Lauren Motley 20%, William Fischer 5%

Corporation: Richmond Auto Auction of Virginia, Inc.

A motion was made, seconded and approved to table the membership application above.

Speedway Auto Auction of Charlotte

224 Highway 49 South, Concord, NC 28025

Contact: Alan Willard

Owner: Auto Auction Holdings, LLC 100%

LLC: Charlotte Auto Auction, LLC

A motion was made (Mike Hockett), seconded (Tony Moorby) and approved to recommend the above application for membership.

Winchester Auto Auction, Inc.

12828 Winchester Avenue, Bunker Hill, WV 25413

Contact: Dave Angelicchio

Owners: David J. Angelicchio 25.5%, Dennis J. Angelicchio 25.5%, Kermit Hicks 49%

Corporation: Winchester Auto Auction, Inc.

A motion was made (Tony Moorby), seconded (Doug Rodriguez) and approved to recommend the above application for membership.



2014 NAAA Convention

AGENDA

Southern Chapter Meetings

Board: Sept 23, 2014 3:30-4:30 pm

All Member: Sept 25, 2014 9:00-10:00 am



Regular Member Change of Ownership/Name

A motion was made (Bob Sullivan), seconded (Tony Moorby) and approved to accept the 9 ownership changes below.

Albany Auto Auction, Inc.

Previous Owners: Wilburn Ivy 50%, Nancy Brooks 46%, Keith Brooks 4%

New Owners: Nancy Brooks 62.5%, Robert Ivy 12.5%, Sharon Bonner 12.5%, Beverly Williamson 12.5%

Contact: Nancy Brooks

1421 Liberty Expressway SE

Albany, GA 31705

Dealers Auto Auction of Chattanooga, LLC

Previous Owner: City Enterprises, LLC 100% (David S. Andrews 70%, Maryanne P. Andrews 30%)

New Owner: City Enterprises, LLC 100% (David S. Andrews 59.5%, Maryanne P. Andrews 25.5%, Gary McCarter 15%)

Contact: H. O. Owens

2120 Stein Drive, Chattanooga, TN 37421

Dealers Auto Auction of Huntsville

Previous Owner: City Enterprises, LLC 100% (David S. Andrews 70%, Maryanne P. Andrews 30%)

New Owner: City Enterprises, LLC 100% (David S. Andrews 59.5%, Maryanne P. Andrews 25.5%, Gary McCarter 15%)

Contact: H. O. Owens

26125 US Highway 72, Athens, AL 35613

Dealers Auto Auction of Mobile, LLC

Previous Owner: City Enterprises, LLC 100% (David S. Andrews 70%, Maryanne P. Andrews 30%)

New Owner: City Enterprises, LLC 100% (David S. Andrews 59.5%, Maryanne P. Andrews 25.5%, Gary McCarter 15%)

Contact: H. O. Owens

3030 McVay Drive North, Mobile, AL 36606

Dealers Auto Auction of Murfreesboro

Previous Owner: City Enterprises, LLC 100% (David S. Andrews 70%, Maryanne P. Andrews 30%)

New Owner: City Enterprises, LLC 100% (David S. Andrews 59.5%, Maryanne P. Andrews 25.5%, Gary McCarter 15%)

Contact: H. O. Owens

1815 Old Fort Parkway, Murfreesboro, TN 37129

Dealers Auto Auction of the South, LLC

Previous Owner: City Enterprises, LLC 100% (David S. Andrews 70%, Maryanne P. Andrews 30%)

New Owner: City Enterprises, LLC 100% (David S. Andrews 59.5%, Maryanne P. Andrews 25.5%, Gary McCarter 15%)

Contact: H. O. Owens

6723 Highway 51 North, Horn Lake, MS 38637



2014 NAAA Convention

AGENDA

Southern Chapter Meetings

Board: Sept 23, 2014 3:30-4:30 pm

All Member: Sept 25, 2014 9:00-10:00 am



Orlando Longwood Auto Auction

Previous Name: ABC Orlando

Previous Owners: Auction Broadcasting Company, LLC 50%, Auto Auction Holdings, LLC 50%

New Owners: Auto Auction Holdings, LLC 100%

Contact: Alan Willard

2800 North US Hwy 17-92, Longwood, FL 32750

Shoals North Alabama Auto Auction

Previous Owners: John Fikes 50%, Steve Logan 50%

New Owner: John Fikes 100%

Contact: Sue Amerson

651 Fairgrounds Road, Muscle Shoals, AL 35661

South Georgia Auto Auction

Previous Owner: Danny Acord 100%

New Owners: Danny Acord 90%, Ross Nix 10%

Contact: Danny Acord

1407 Silica Road, Albany, GA 31705

7. New Business

A. Nominations – **presented for vote**

a. Officers

- i. President, Jeff Modjeski, Manheim Fort Lauderdale
- ii. President Elect, Laura Taylor, Charleston Auto Auction
- iii. Vice President, Doug Rodriguez, Tallahassee Auto Auction
- iv. Secretary, Charlotte Pyle, Capital City Auto Auction
- v. Treasurer, Joey Hughes, Manheim Statesville
- vi. Chairman, Joe Guyer, ADESA Charlotte

A motion was made (John Poteet), seconded (Bob Sullivan) and approved to accept Doug Rodriguez as Vice President.

b. Board of Directors

- i. Wayne DeLoach (2015), Southeastern Auto Auction of Savannah
- ii. Ryan Mason (2015), Manheim Darlington
- iii. Jerry Barker (2015), Greensboro Auto Auction
- iv. (2016) Robin Treadway, Dealers Auto Auctions
- v. (2016) Wyatt Carter, Sanford Auto Dealers Exchange
- vi. (2016) Sam Chaple, Manheim Nashville

A motion was made (Tony Moorby), seconded (Bob Sullivan) and approved to accept Robin Treadway, Wyatt Carter, and Sam Chaple to the Southern Chapter Board of Directors.



2014 NAAA Convention

AGENDA

Southern Chapter Meetings

Board: Sept 23, 2014 3:30-4:30 pm

All Member: Sept 25, 2014 9:00-10:00 am



- c. National Board of Directors
 - i. Joe Pyle (2015), Mountain State Auto Auction
 - ii. Tommy Rogers (2016), Carolina Auto Auction
 - iii. Joe Guyer (2017), ADESA Charlotte

- d. Independent Auction Group Committee representatives
 - i. Laura Taylor, Charleston Auto Auction
 - ii. Doug Rodriguez, Tallahassee Auto Auction

A motion was made (John Poteet), seconded (Bob Sullivan) and approved to re-elect Laura Taylor and Doug Rodriguez to the Independent Auction Group Committee for a two year term.

B. Legislative Update given by John Poteet

C. Chapter Convention Sponsorship - **presented for vote**

A motion was made, seconded and approved to support the 2015 Convention with a \$25,000 convention sponsorship.

D. Political Action Committee (PAC)

E. Chapter President Elect Training

F. AuctionNet Incentive

G. Auction Standards Training Program. The next program is scheduled for October 15-16 at Brasher's Sacramento Auto Auction. Details and registration on the NAAA website, www.naaa.com

H. Dynamic Leadership Institute Chapter Scholarships – **presented for vote**

A motion was made (John Rea), seconded (John Poteet) and approved to continue to award \$100 scholarships to Chapter Members who attend the NAAA Leadership Institute (up to 25).

I. Auction Industry Survey – This year 81% of the auctions participated in the Auction Industry Survey. Vouchers were distributed for two room nights at the Boston Sheraton. If you experienced issues with the voucher, please contact the NAAA office after the convention.

J. Prize Drawing: Surface Pro 2 with Keyboard Cover (at all member meeting)

K. Chapter President Joe Guyer presents gavel to incoming President Jeff Modjeski



2014 NAAA Convention

AGENDA

Southern Chapter Meetings

Board: Sept 23, 2014 3:30-4:30 pm

All Member: Sept 25, 2014 9:00-10:00 am



L. Warren Young Fellow presented by President Jeff Modjeski – **resolution presented for vote**
A motion was made (Doug Rodriguez), seconded (Tony Moorby) and approved to recognize each year, the services of the Chapter President and present him/her with a Warren Young Fellow by contributing \$2,500 to the Warren Young, Sr. Scholastic Foundation in the name of the Chapter President.

8. Old business

9. Upcoming Meetings

- a. NAAA /CAR Conference, March 18-19, 2015, Caesars Palace in Las Vegas
- b. NAAA Dynamic Leadership Institute – April 19-20, 2015, Colorado Springs, CO
- c. NAAA Day on the Hill – May 2015, Washington, DC
- d. National Independent Auto Dealers Association – June 22-25, 2015 in Las Vegas
- e. NAAA 2015 Convention – September 22-24, 2015 Orlando

10. Speaker – Matt Arias

11. Adjourn