



1. Call meeting to order - *Meeting called to order at 8:00am by Jeff Modjeski.*
2. Introduction of Officers and Board of Directors
 - a. Officers
 - i. Chairman, Tommy Rogers, Carolina Auto Auction (did not attend)
 - ii. President, Joe Guyer, ADESA Charlotte (did not attend)
 - iii. President Elect, Jeff Modjeski, Manheim Fort Lauderdale
 - iv. Vice President, Laura Taylor, Charleston Auto Auction
 - v. Secretary, Charlotte Pyle, Capital City Auto Auction
 - vi. Treasurer, Joey Hughes, Manheim Statesville
 - b. Board of Directors
 - i. Doug Rodriguez (2014), Tallahassee Auto Auction
 - ii. Joe Pyle (2014), Mountain State Auto Auction
 - iii. Bob Sullivan (2014), Mid-State Auto Auction
 - iv. Wayne DeLoach (2015), Southeastern Auto Auction of Savannah
 - v. Ryan Mason (2015), Manheim Darlington (did not attend)
 - vi. Jerry Barker (2015), Greensboro Auto Auction
3. Review of Anti-Trust and Conflict of Interest Considerations
Jeff Modjeski reminded everyone of the above policies.
4. Minutes from Chapter All Member Meeting held September 5, 2013 in Indianapolis, IN have been circulated.
A motion was made, seconded and approved to accept the minutes.
5. Treasurer's Report
Joey Hughes reported on the finances.
6. Secretary's Report
Charlotte Pyle reported on the membership applications and ownership changes below.

Regular Membership Applications Pending

Go Auto Exchange Atlanta

2244 Metropolitan Parkway SW

Atlanta, GA 30315

Contact: Steve Heitmeier

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

LLC: Go Auto Exchange, LLC



Regular Member Change of Ownership/Name

Dealers Auto Auction of Chattanooga, LLC

Previous Name: Chattanooga Auto Auction

Previous Owner: Alexis Jacobs 100%

New Owners: City Enterprises, LLC 100%

Contact: David Andrews

2120 Stein Drive

Chattanooga, TN 37421

Associate Membership Applications Pending

Carolinas Independent Automobile Dealers Association (CIADA)

PO BOX 1088

Harrisburg, NC 28075

Contact: John Brown

Statewide Independent Dealer Association

High Tech Locksmiths

3640 NW 41st Street

Miami, FL 33142

Contact: Michael Morales

Automotive Locksmith (Supplier)

Associate Member Change of Ownership/Name

Axalta Coating Systems

Previous Name: Dupont Performance Coatings

New Owner: The Carlyle Group 100%

Previous Owner Dupont 100%

Contact: Michael Crow

1245 Kennestone Circle

Atlanta, GA 30066

A motion was made, seconded and approved to accept the membership applications and ownership changes.

7. New Business

- A. Fundraiser for the Political Action Committee (PAC) –Congratulations to the Eastern Chapter for winning the 2014 Chapter PAC Cup. This is an annual competition running from February 1st through January 31st. PAC contribution envelopes are available at this meeting.

Jeff Modjeski discussed the importance and value of the PAC as well as the need for contributions.



- B. National Auto Auction Association Inaugural Black Book Pedal Car Auction
NAAA will host the Inaugural Black Book Pedal Car Auction on September 25, 2014 during the annual convention in Boston. The event will benefit the Warren Young, Sr. Scholastic Foundation. Twelve pedal cars, along with the Black Book sponsor car will be sold to the highest bidder. The event will follow the Black Book reception. The best in show car will be featured on the cover of the 2015 NAAA Directory and on the cover of the November 2015 On the Block magazine. The goal is to raise \$50,000+.

Joe Pyle auctioned the 3 Southern Chapter Pedal Car Sponsorships:

1. *Mike Tuminello, Sanford, Cocoa, and Ocala Auto Dealer Exchanges - \$1800*
 2. *Charlotte Pyle, Capital City Auto Auction- \$1700*
 3. *Laura Taylor, Charleston Auto Auction - \$1700*
- C. Chapter President Elect Training – NAAA CEO Frank Hackett will host a two-day training session with staff for NAAA President Elect Ellie Johnson and NAAA Vice President Mike Browning and chapter president-elects on July 9-10, 2014.
Jeff Modjeski informed everyone of the training.
- D. The NAAA **AuctionNet** program has returned to member auctions 1.7 million dollars since the incentive program began five years ago.
Jeff Modjeski encouraged everyone to participate.
- E. Auction Standards Training Program - The classes are two days of hands-on training for condition report writers and arbitration managers. Program details can be found at naaa.com or in the conference program.
Jeff Modjeski mentioned the training programs.
- F. Dynamic Leadership Institute – The Ritz-Carlton Hotel Leadership Center will host the annual two-day educational program that had been hosted by the Disney Institute in Orlando, FL, for the past two years. Scheduled for April 6-7, 2014, the event will be held at The Ritz-Carlton hotel in Washington, D.C. and is currently sold out, with a waiting list.
Jeff Modjeski mentioned the educational program.
- G. Auction Industry Survey - Every auction owner or general manager of a member auction who completes the auction industry survey will receive two complimentary room nights at the convention in Boston, MA. It is not too late to participate in the survey.
Jeff Modjeski reminded everyone of the importance of the auction industry survey and that those who participate in the 2013 survey will receive 2 free nights at the hotel in Boston.



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- H. The NAAA Finance and Budget Committee will be proposing a minimal change in the Investment Policy Asset Allocation Guidelines. Their intent is to expand the fixed asset categories into long duration, intermediate duration, and short duration and add guidelines for the category of cash and/or cash equivalents. They are also establishing an acceptable range of 5% above and below the asset allocation target relative to each category. *Jeff Modjeski mentioned the details will be discussed in the finance and budget committee meeting if anyone wants to attend.*
- I. *Charlotte Pyle presented the Auction Academy graduate awards.*
Recipients: Wyatt Carter, Josh Bailey, Dustin Nutter, Aaron Pyle, Andrew Pyle
- J. *Henry Stanley was recognized for receiving the IARA Circle of Excellence Award.*
8. Old Business - *No old business was discussed*
9. Next Meeting : NAAA 2014 Convention - September 23-25, 2014 Boston, MA
Other meetings include:
- a. NAAA Dynamic Leadership Institute – April 6-7, 2014, Washington, DC
 - b. NAAA Day on the Hill – May 14, 2014, Washington, DC (**date has been changed to May 1, 2014**).
 - c. National Independent Auto Dealers Association – June 23-26, 2014, Las Vegas
10. Prize Drawing: IPAD Mini at the all member meeting
Winner: Steven McCarter, Dealer's Auto Auction
11. Adjourn (closing with speaker at the all member meeting).
Speaker: Kris Tawney of Tawney Insurance Consulting

The All Member meeting was adjourned at 9:00am.