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of Greater Philadelphia
120TH ANNUAL DINNER
11-14-2024

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FROM THE ADAGP STAFF... ◦◦◦

Dear ADAGP Members & Friends,

We're stealing the pen from Kevin on this one...

It is with the upmost gratitude that we announce the anticipated retirement of our beloved Executive Director, Kevin Mazzucola, effective next Spring.

Those who know him best will know this message wasn't his idea, it was ours, his staff.

Kevin has worked with auto dealers for nearly four decades. Prior to him joining the ADAGP and becoming an East Coaster (although he'll never admit that), he led the Wyoming Auto Dealers Association for several years and started right out of college with the Montana Auto Dealers Association. His tenure as ADAGP Executive Director started in 1997. Since then, he has taken the Association from a staff of two to nearly 10; developed and launched a one-of-a-kind, dealer-run Foundation; took production of the Philadelphia Auto Show in-house while reenergizing and rejuvenating the event in more ways than we can count; lobbied in both Harrisburg and Philadelphia for the betterment of our industry; and fostered some of the best professional relationships that will continue to benefit the Association for years to come.

The ADAGP Staff, in conjunction with our Board of Directors, will have many more accolades to share about Kevin this Spring at an official retirement gathering. However, the cat was let out of the bag, or as we like to say around here, the foot was taken off the brake, at our most recent Annual Dinner Meeting so we wanted to share the news with those who were not able to join us.

Additionally and excitedly, we are proud to share that Mike Gempp, current Philadelphia Auto Show Director, has been named Kevin's successor. Mike has been working side-by-side with Kevin since 1999. He is truly looking forward to building upon the great foundation laid out by Kevin and continuing to make the ADAGP one of the best automotive trade associations around.

That's all for now on this...we'll be sure to share details on Kevin's retirement celebration this Spring so everyone can say howdy before this cowboy rides off into the sunset.

Thanks,

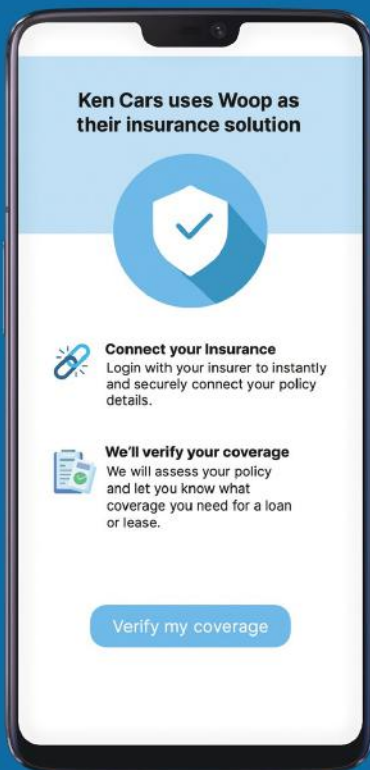
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FROM THE AUTO SHOW CHAIRMAN

Fellow Dealers and ADAGP Friends,

I wish you much success as you close your books on another year of business.

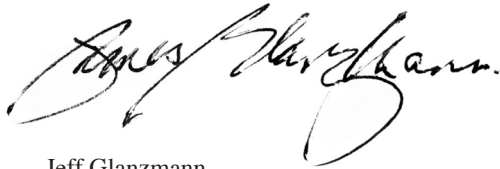
I am thrilled to be writing you today as your new ADAGP President as well as your 2025 Philadelphia Auto Show Chair. I've had the pleasure of serving on your Executive Committee over the last several years. During that time, I learned a great deal from my predecessors and the ADA Staff about the inner workings of your Association, the Auto Show, your CARing for Kids Foundation and more. I look forward to applying that knowledge to create new programs and opportunities that will further benefit you and deliver value.

In this issue, you will find an update on certain member activities that took place this fall, including our Annual Dinner Meeting. This year's Annual Dinner was of significant note, as it brought the announcement of ADAGP Executive Director Kevin Mazzucola's retirement (effective in mid-2025). In planning for our Association's future, Philadelphia Auto Show Director, Mike Gempp, will assume the role of Executive Director. On behalf of the entire ADAGP Board of Directors, we couldn't be happier for both of you!

Much more to come in the months ahead, so stay tuned.

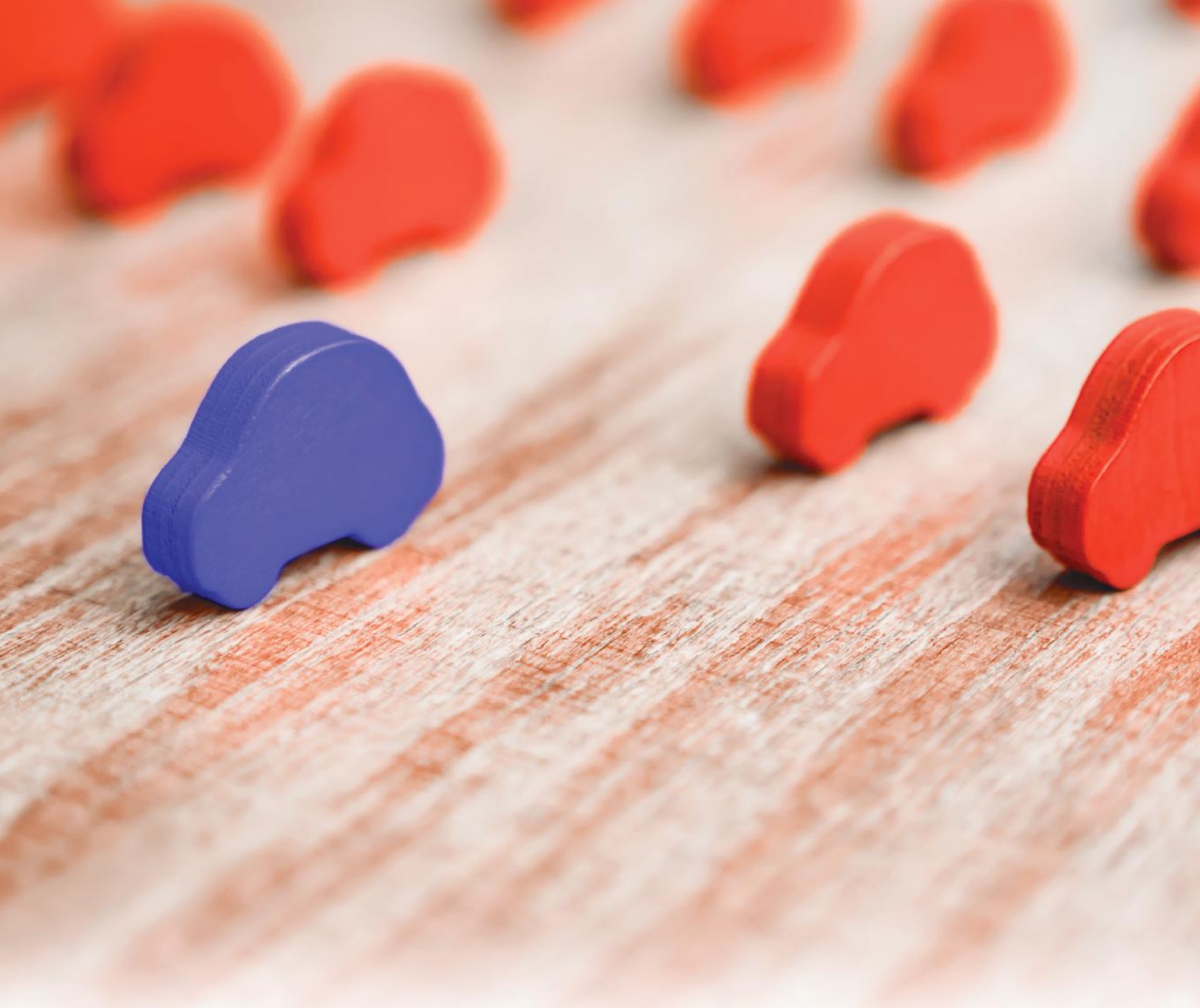
In the meantime, I'd like to encourage the whole Association membership to support this year's Black Tie Tailgate, which will again benefit the incredible work of the Department of Nursing at Children's Hospital of Philadelphia (CHOP). The event is scheduled for Friday, January 10th and will be followed by ten days of a robust Auto Show that will showcase the latest and greatest product from our participating manufacturers. Your ADAGP Staff has been working hard on both events over the last several months, and I believe all who attend will have a fantastic time, including you!

Until then...



Jeff Glanzmann





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FUELING PHILLY '25

2025 Auto Show Returns Strong!

Preparations are well underway for the 2025 Philadelphia Auto Show. The event parks at the PA Convention Center from Saturday, January 11th to Monday, January 20th. That's right—Philadelphians will have 10 days of automotive awesomeness to enjoy. Auto Show festivities will kick off with its traditional Black Tie Tailgate Preview Gala, which is set for Friday, January 10th and will again benefit the Department of Nursing at Children's Hospital of Philadelphia.

STORY CONTINUED ON PAGE 10



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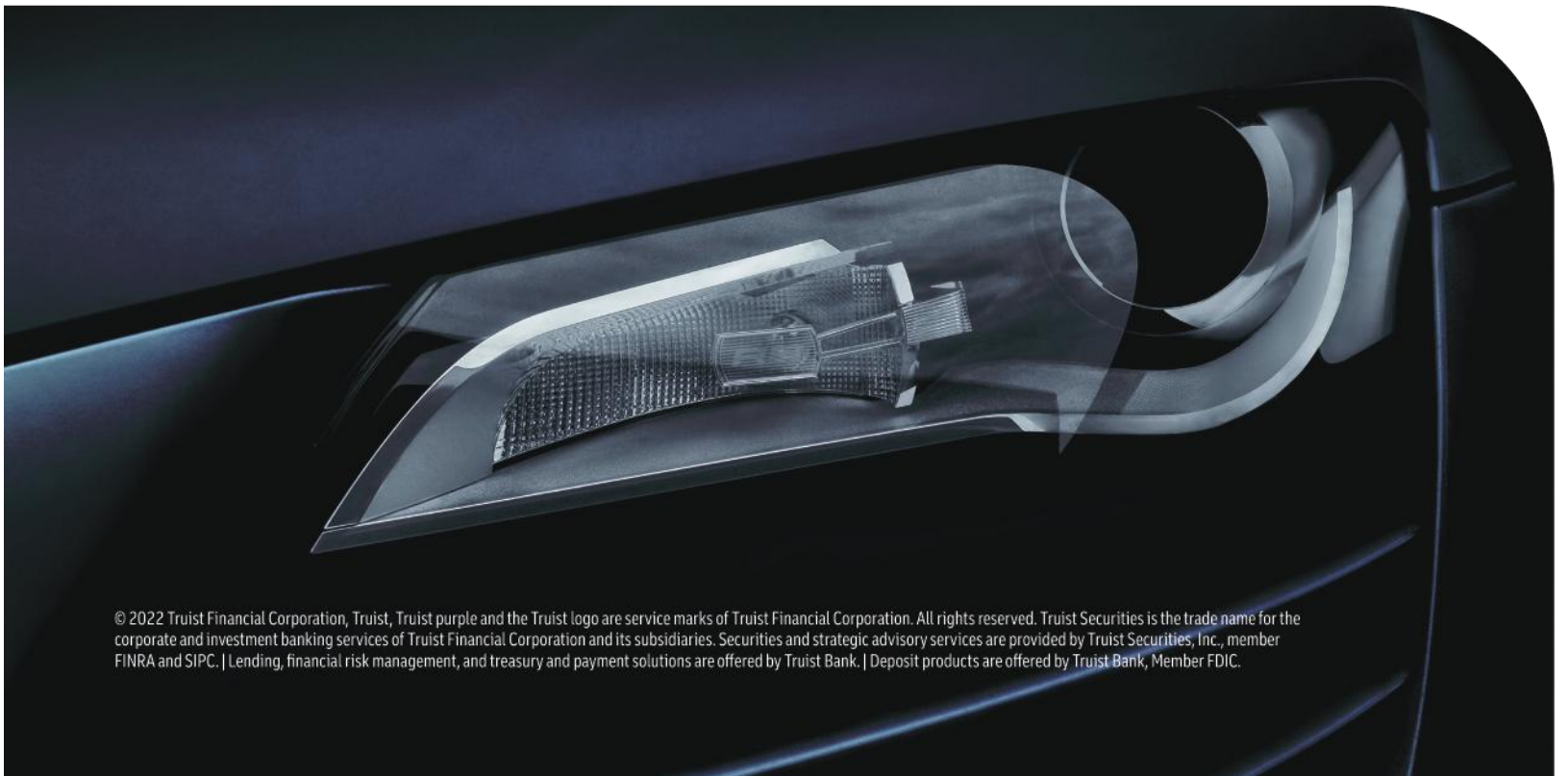
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Crowd favorite
Camp Jeep
returns to the
2025 Show!



STORY CONTINUED FROM PAGE 08

Among the highlights at this year's Philadelphia Auto Show is the return of fan-favorite Camp Jeep. A former staple of the event that took a hiatus last year is back and consumers are going to be thrilled to see it on the show floor again. In addition, the e-Track returns with an impressive list of 7 manufacturers offering ridealongs on this one-of-kind track that consumers won't find anywhere else. Participating e-Track manufacturers include Cadillac, Chevrolet, Kia, Nissan, Telsa, Toyota and Volkswagen! How exciting!

Additionally, the display floor of this year's Philadelphia Auto Show will be the strongest its been post-pandemic. A full list of brands that consumers can check out are at phillyautoshow.com



Custom Alley will also return to the main floor of the 2025 Philadelphia Auto Show. Some of the hottest aftermarket shops will be onsite elevating the entire experience of the event for all guests. Local Lane will make an appearance again as well with dozens of the most unique, customized rides by our own Philadelphians. And, like always, Back-in-the-Day Way will take all of us for a trip down memory lane thanks to the incredibly supportive team at the Antique Automobile Club of America and Classic Auto Mall.



More specific details to come in the next issue of The Driving Force magazine but your ADAGP could not be more excited with how the show is shaping up this year. Stay tuned! ■



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ANNUAL DINNER 2024

We proudly held our 120th Annual Dinner Meeting on November 14th at the newly-opened Pump House in Bala Cynwyd. It was a great time to see dear friends, colleagues, industry partners and more.

As we do every other year, there is a formal changing of the Association guard at the event. This year, we celebrated the incredible work and dedication put forth by ADAGP Outgoing President Jason Friedman of Colonial Nissan. Jason has given countless hours of guidance, wisdom, pure listening and so much more. His incredible skillset of calm and pragmatic forward-thinking, is exactly what our Association needed as our industry, particularly the Philadelphia Auto Show, navigated its way thru the post-pandemic challenges. Jason, we couldn't have done it without you, THANK YOU!

Jason passes the ADAGP baton to Incoming President Jeff Glanzmann of Glanzmann Subaru. Jeff has been a member of the ADAGP Executive Committee for years and we can not wait to work with him as our new President as well as Incoming Auto Show Chair. Jeff's enthusiasm is palpable and his strategic way of evaluating and improving all things ADAGP, will be welcomed and appreciated. Jeff, welcome to your new roles and we look forward to many great things under your leadership!

Speaking of leadership, there was another storied moment of transition of note that night. After nearly 30 years, ADAGP Executive Director Kevin Mazzucola, is retiring next year. While there will be a big celebration this Spring, Kevin's news was shared with those in attendance. Mike Gempp, who has worked alongside Kevin since 1999, will take the reigns next. We'll save our many words of gratitude, respect and so much more for the Spring but Kevin, here's to your last ADAGP Annual Dinner! Congrats!

P.S.—A fun fact. Chubby Checker appeared at one of Kevin's first Annual Dinner Meetings. It's one he talked about fondly. On behalf of the entire ADAGP Board of Directors, Jason, Jeff and the incredibly well-respected, former ADAGP President David Penske, presented Kevin with a wonderful token of appreciation (a framed vinyl record of The Twist along with pictures of Kevin and his beautiful wife, Gina, dancing with this music legend). ■







DRIVING AWAY THE COLD!

17 years. That's how long we've been distributing brand-new winter coats to area kids in need. If you ask any Auto Dealers CARing for Kids Foundation Trustee or staff member who was there when this idea was born back in 2008, we're pretty sure no one sitting around that conference room table would have dreamed of the level of success and impact this program would have. Yet, 17 years later and here we are. More than 675,000 brand-new winter coats have proudly been distributed to kids living in need in Bucks, Chester, Delaware, Montgomery and Philadelphia Counties.

As we look back on our many years of doing good via this one-of-a-kind program, we'd be remised if we didn't acknowledge the unwavering support from our dealer members. You are the driving force (no pun intended) behind this giving, and on behalf of the receiving families, we are truly grateful, inspired and touched.

We can't forget our associate members, industry partners and amazing individuals who have become an integral part of this program's success. Special thanks go to our 2024 supporters! ■



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FROM OUR FRIENDS AT CHOP

The team at Children’s Hospital of Philadelphia prepared this special impact report and we proudly wanted to share it with all of you. To all supporters of the Black Tie Tailgate, from sponsors to ticket buyers and everyone in between, hats off!

Thank You.

Children’s Hospital of Philadelphia is grateful for the Auto Dealers Association of Greater Philadelphia and your dedicated partnership, which spans more than three decades. Together, we push the boundaries of what’s possible so that children in need of expert treatment can live healthier lives and thrive. Your commitment to our newest facility, the Middleman Family Pavilion in King of Prussia, has empowered us to greatly increase our impact in the community through the increased numbers of children we can serve. Your partnership, especially through the Black Tie Tailgate, directly impacts patient, family, community and staff programs and initiatives at CHOP. The past five events raised more than \$2.6 million for the Department of Nursing and Clinical Services (NCCS) and your commitment to our mission is evident in some of the most visible ways throughout the hospital.

Helping Nursing and Clinical Care Go Farther, Faster

Your unwavering commitment helps support the nursing and clinical care staff whose compassion and hard work exemplify the core of our mission. Your generosity resulted in continued professional development opportunities for our nurses, improving the patient and family experience at CHOP.

Support from the 2024 Black Tie Tailgate has fueled innovation and excellence within NCCS, allowing us to launch:

- A preceptor program at Villanova University for over 200 nurses to assist faculty and Advanced Practice Providers (APP). There have been three semesters of courses to date.

- Curriculum and waivers for nurses to obtain certifications among several specialties (e.g., certified emergency nurse, certified critical care nurse and certified oncology nurse)

- A Global Health Nursing Fellowship with over 8 nurses and a Nurse Director participating to date. This team developed a program for our neonatal nurses to go to Princess Marina Hospital in Botswana to provide teaching, education and care for infants in the neonatal unit.

The NCCS maintains its Magnet® recognition, which it first received in 2004 and is the highest honor in clinical nursing. The prestigious designation from the American Nurses Credentialing Center (ANCC) recognizes organizations that provide the highest-quality care. Fewer than 8.5 percent of U.S. hospitals earn Magnet® recognition, and less than 1 percent have received it four or more times. The NCCS team is deeply thankful for ADAGP and appreciates being able to empower CHOP nurses, respiratory therapists and technicians to be among the top in their field.

“CHOP has one of the most outstanding nursing teams in pediatric medicine and funds raised from the Black Tie Tailgate support the department’s patient, family, community and staff programs and initiatives, allowing our staff to grow in their field. We thank the ADAGP and attendees for their overwhelming assistance of the Department of Nursing and Clinical Care Services, enabling CHOP nurses to thrive in complex situations. Because of the programs they help fund, our team can provide the best possible care to our patients,” said Paula Agosto RN, BSN, MHA Senior Vice President and Chief Nursing Officer.

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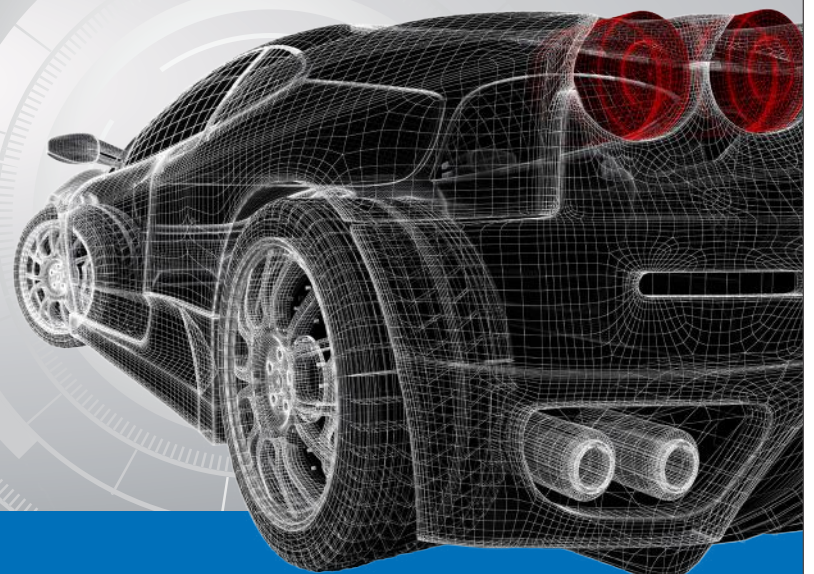
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Welcoming Our Patient Families with Care

Being in the hospital is naturally stressful for patients and their families, and the Auto Dealers CARing for Kids Welcome & Admissions Center at the Middleman Family Pavilion provides much-needed respite during these moments. The team is proud to have your Auto Dealers CARing for Kids Foundation name associated with places of comfort and healing at CHOP. Designed with families in mind, the Auto Dealers CARing for Kids Foundation Welcome & Admissions Center provides a comfortable and warm space for patients and their families as they wait to be admitted to the hospital. This bright and cheerful area also offers entertainment to help further ease the stress of those we serve.

Thanks to your philanthropy, in its second fiscal year of operation, the Middleman Family Pavilion at CHOP, King of Prussia:

- Served over 86,786 patients on this campus
- Cared for over 31,561 patients in the Emergency Department
- Performed over 62,617 radiologic studies
- Analyzed over 108,222 laboratory specimens
- Performed over 6,124 surgeries on patients
- Supported over 6,470 inpatient admissions
- Had ZERO serious safety events—a quite noteworthy accomplishment, considering the complexity of care we provide. Your investment in this state-of-the-art hub is such an incredible vote of confidence in CHOP. The Middleman Family Pavilion quickly raised the bar for pediatric healthcare in the region.

Patients and families from across Pennsylvania and beyond began to seek our care in much larger numbers than we had ever anticipated, many of them expressing immense appreciation for the new hospital. Your support contributes significantly to the hospital's ability to advance our mission.

Our Sincere Appreciation

The continued success of the Black Tie Tailgate is a reflection of the dedication from the many compassionate members of the Auto Dealers CARing for Kids Foundation. We are so grateful to you all for empowering CHOP to continue its work to set the standard for pediatric research and discovery and to provide the best possible care to our patients and families.

The nurses within CHOP's Department of Nursing & Clinical Care Services receive so much from your support. Because of your commitment, the program has grown tremendously, preparing CHOP nurses to thrive in providing care in difficult and complex situations.

Your impact is seen and felt from every patient family who walks through the Auto Dealers CARing for Kids Foundation Welcome & Admissions Center in the Middleman Family Pavilion and throughout all of our facilities.

Thank you so much for keeping us and our families in your minds and hearts!

And, with that, if you haven't purchased a 2025 Black Tie Tailgate ticket yet, what are you waiting for?! ■



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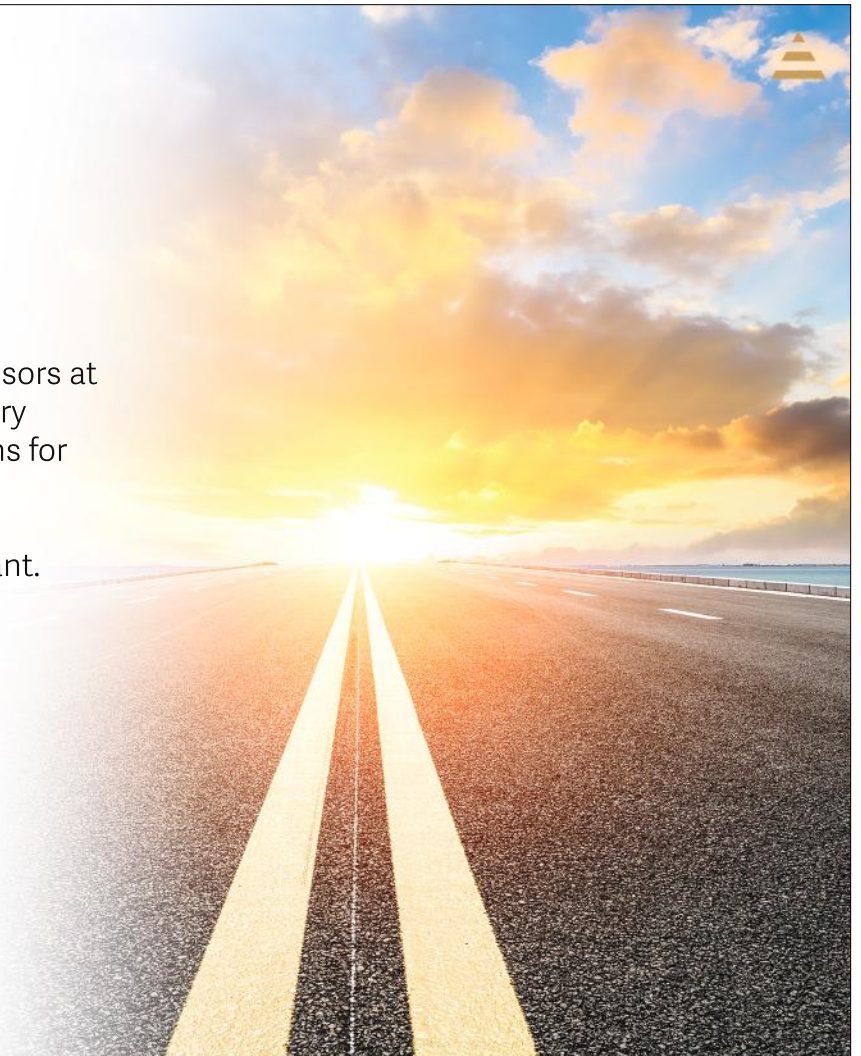
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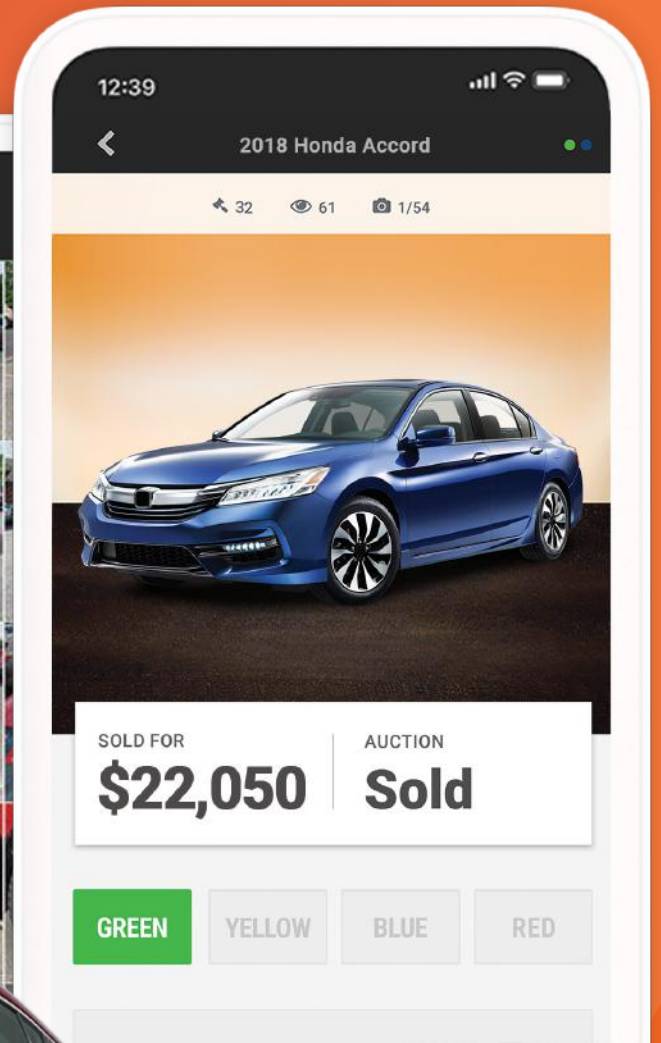
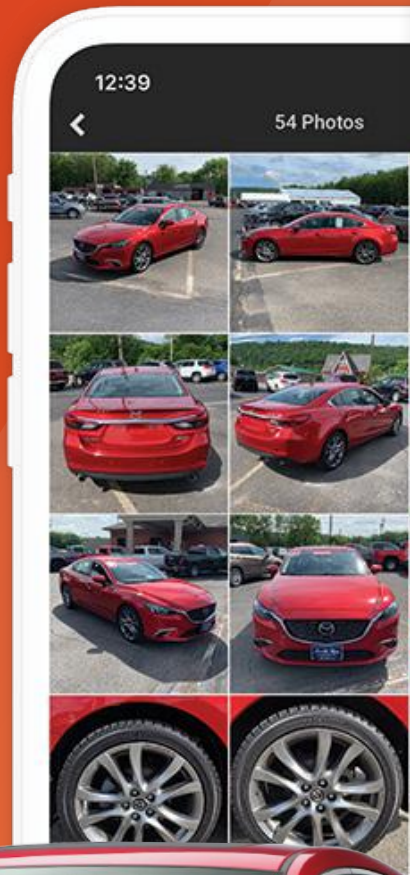
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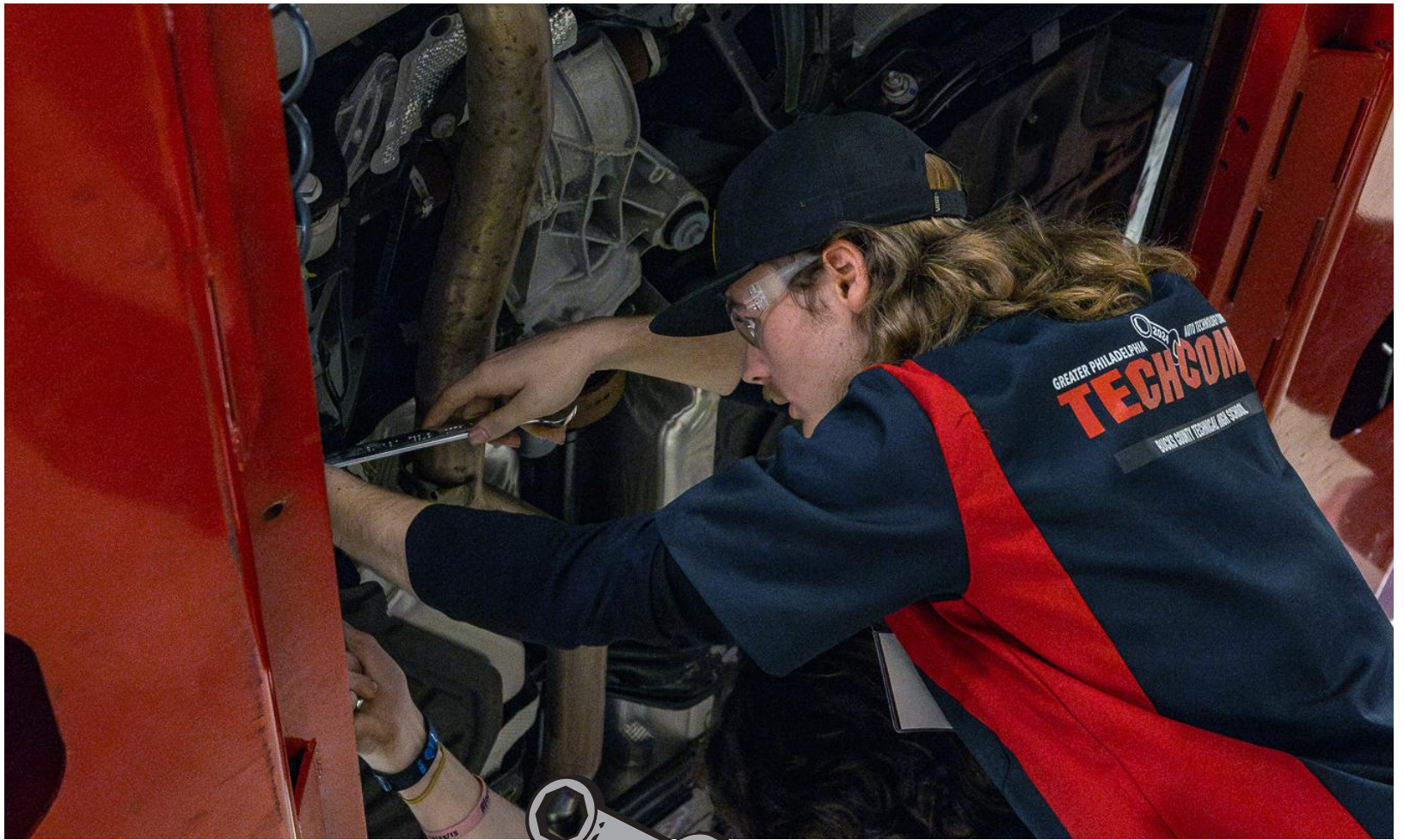
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SUPPORT THE 2025 TECH COMP

Preparations are well underway for our 32nd Annual Greater Philadelphia Auto Technology Competition for high school seniors. A reminder, this one-of-a-kind event builds awareness for the important role of auto technicians in today's workforce and spotlights their specialized skills and professionalism.

The first part of this two-part competition will take place in January when dozens of high school seniors take a written exam. The exam traditionally covers the eight National Institute of Automotive Service Excellence (ASE) areas of the automobile, which are Engine Repair, Engine Performance, Electrical/Electronic Systems, Brakes, Heating and Air Conditioning, Suspension and Steering, Manual Drive Train and Axles and Automatic Transmissions. The two highest scoring students from the top 12 schools qualify for the hands-on portion of the event. During the hands-on portion, participants perform a Multi-Point Inspection of a previously-bugged vehicle and test their knowledge at 10 workstations ranging from

engine mechanical to communication skills.

With that said, the hands-on portion is set for March 7th at Automotive Training Center in Warminster. We are rounding up prizes for the winners and goodies to fill a bin for each student who competes and for their instructors who help the students prepare. We're reaching out to all our members with hopes that you will contribute to our prize pool. Any type of sports tickets, small tools, gift cards or promotional items are welcomed.

If you are able to donate prizes or items for the bins, below are the quantities we'll need:

PRIZES: 2, 4, or 6 - we'll recognize the first, second and third place teams and each team is two students.

STUDENT BINS: 24 - we'd be grateful for a total of 24 items, they do not have to be exactly the same.

INSTRUCTOR BINS: 12 - same as above, they do not have to be the same item.

Please ship (or deliver) your donated items by February 21st to:

Vicki Thatcher

Auto Dealers CARing for Kids Fdn

3311 Swede Rd, Ste A

East Norriton, PA 19401

(610) 279-5229

Thanks in advance for your consideration. We know the students and/or their instructors will be grateful to receive your goodies. The event is open to spectators. You are welcome and encouraged to stop by to check it out:

DATE/TIME: Friday, March 7th, 8:30am – 2:30pm

(*Awards ceremony begins around 1:45pm)

LOCATION: ATC, 900 Johnsville Blvd, Warminster, PA

Questions? Contact Hector Guzman at hector@adagp.com or 610.279.5229. ■

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*Source: JM&A Group survey of 1700 dealerships
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ADAGP MEMBER NEWS FLASH

McNees attorney Amy Capobianco Marsar to lead the firm's automotive dealership group

A few months ago, McNees announced that attorney and industry leader Amy Capobianco Marsar has been tapped to head the firm's Automotive Dealership Law Group, a team of 21 attorneys collaborating to serve clients.

The company shared the news via a press release and we wanted to pass along some highlights.

- A Member of the firm, Marsar brings extensive experience in manufacturer-dealer relations and buy/sells having closed more

than 300 transactions across Pennsylvania and nationally.

- Leveraging the firm's full depth of legal talent, the Automotive Dealership Law Group includes 21 attorneys experienced in corporate and tax; mergers and acquisitions; labor and employment; intellectual property; real estate; environmental law; privacy and data security; professional licensing, including proceedings before the Pennsylvania Board of Manufacturers, Dealers and Salespersons and other Pennsylvania regulatory bodies; franchise and general litigation; and succession and estate planning.

STORY CONTINUED ON PAGE 24



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ADAGP MEMBER NEWS FLASH

STORY CONTINUED FROM PAGE 22

- McNees has served the industry for more than 50 years and regularly provides legal guidance to dealer associations and all types of dealers, including passenger and light truck, medium and heavy truck, recreational vehicle (RV), trailer, motorcycle and motor sports dealers.

For the past 25 years, Marsar has served as a trusted legal advisor to the automotive dealership industry. Her experience spans some of the largest dealership buy/sells in the state and across the country. She has dedicated her legal career to helping McNees' clients navigate the complex manufacturer-dealer relationship and position themselves for stability or growth in an ever-changing and highly regulated industry.

"McNees deeply appreciates our long-standing automotive dealer clients and their trust in our team to guide them through their most critical legal questions and business opportunities," Marsar said. "I am grateful for the opportunity to work with such a talented team of attorneys to serve the industry's top dealers."

From all of us at the ADAGP, Congratulations, Amy and best of luck in your new role!

ATC Recognized as 2023-2024 ACCSC School of Excellence

Accrediting Commission of Career Schools and Colleges (ACCSC) is recognized by the United States Department of Education as the designated institutional accrediting body for over 650 post-secondary, trade and technical schools

that provide education to over 150,000 students in a wide variety of vocational programs each year. Its mission is to ensure quality education that enhances student success in the workforce.

ADAGP Associate Member, Automotive Training Center (aka ATC), recently went through the accreditation process. We are proud to share that ATC's Warminster campus was recognized by ACCSC as a "2023-2024 School of Excellence." An institution that seeks accreditation confirms its commitment to educational quality...and that is exactly ATC!

With that, congratulations to the entire team at ATC from all of us at the ADAGP! Well done! ■



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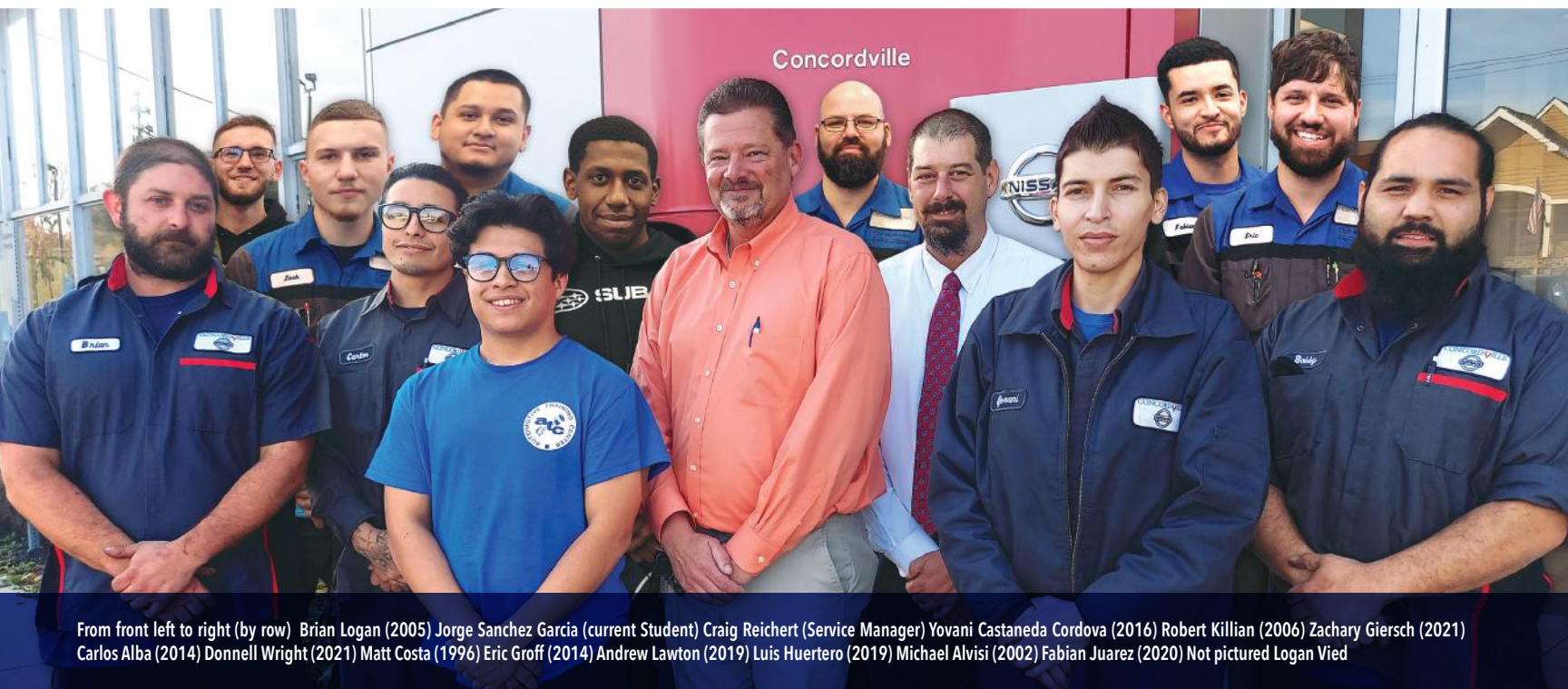
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WHO'S IN YOUR SERVICE DEPARTMENT?



From front left to right (by row) Brian Logan (2005) Jorge Sanchez Garcia (current Student) Craig Reichert (Service Manager) Yovani Castaneda Cordova (2016) Robert Killian (2006) Zachary Giersch (2021) Carlos Alba (2014) Donnell Wright (2021) Matt Costa (1996) Eric Groff (2014) Andrew Lawton (2019) Luis Huertero (2019) Michael Alvisi (2002) Fabian Juarez (2020) Not pictured Logan Vied

ATC has been a tremendous resource providing qualified entry-level technicians for us to hire.

ATC students stand out from others because of their preparation for the “real world” and their commitment to learn and grow their future. We currently employ 14 ATC graduates and current students working as technicians at both our Nissan and Subaru dealerships.

Craig Reichert - Service Manager: Concordville Nissan & Concordville Subaru

PREPARED, PROFICIENT, PROFESSIONAL.

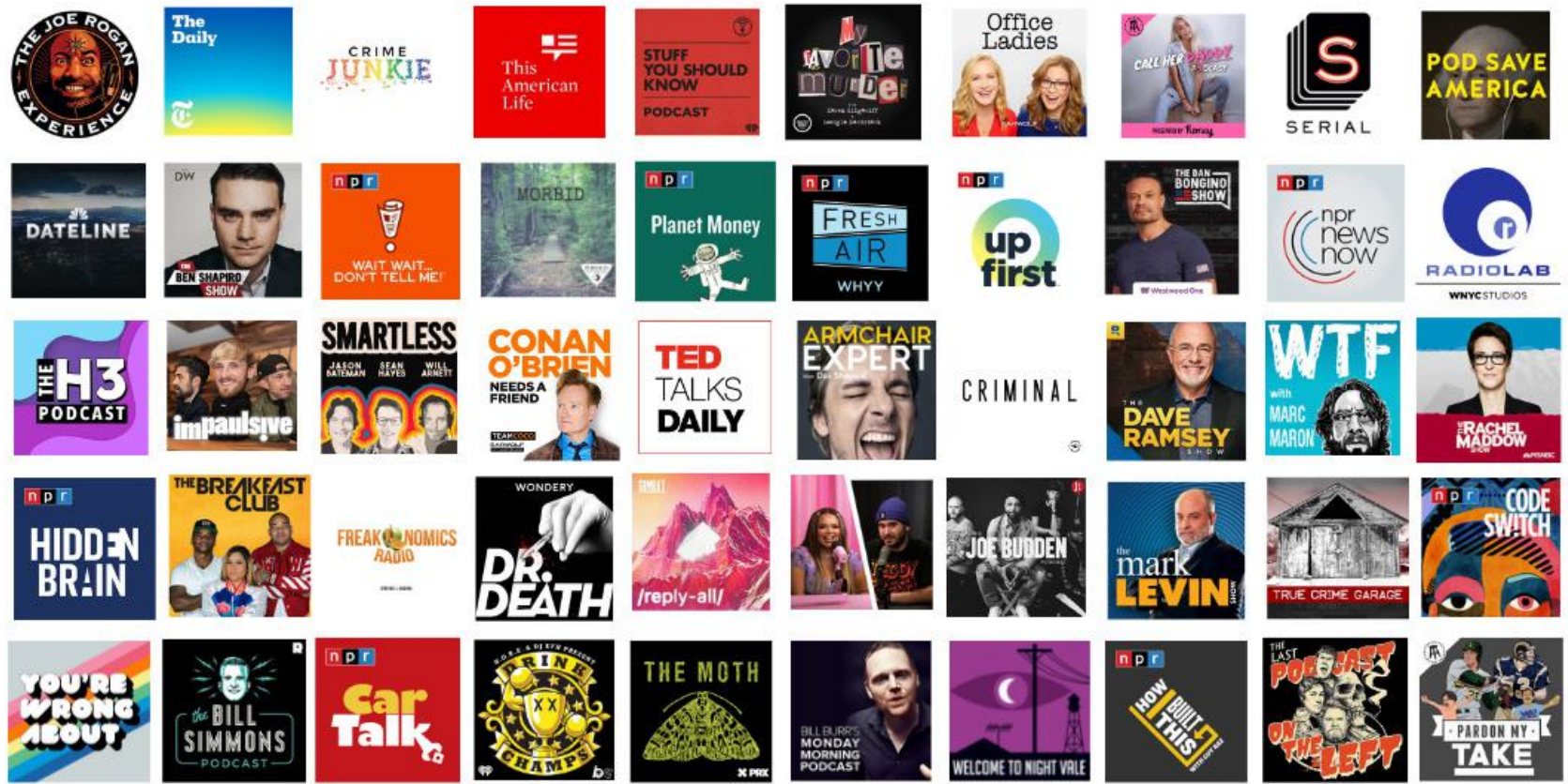
These are words that describe the graduates of ATC. Smart employers choose ATC grads because they expect the best. Our graduates have committed themselves to excellence by investing time and money into their automotive and/or collision career.

For more information contact our Career & Student Services Department.
877-411-8041 (Warminster) Trish Devine: tdevine@autotraining.edu
800-411-8031 (Exton) Rachael Gonzales rgonzales@autotraining.edu

For program disclosure information, please go to www.autotraining.edu/consumerinformation.



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THE NEW SOUND

From MayoSeitz Media:

The Rise of Podcasts: A New Era of Audio Content

In recent years, podcasts have transitioned from a niche form of media to a mainstream phenomenon, particularly popular among younger audiences. What began as a form of pure entertainment for many has transitioned into more of a dynamic industry that captivates millions of listeners worldwide. It makes you wonder what exactly is fueling this sudden podcast boom and why so many people are choosing to tune in.

The Appeal of Podcasts

Podcasts offer unparalleled convenience. With just a smartphone and a pair of headphones, listeners have the accessibility to dive into their favorite podcast shows anytime, anywhere. Whether commuting to a job, working out, or doing chores around the house, podcasts provide a versatile form of entertainment and education that seems to fit seamlessly into many different lifestyles. According to the Reuters Institute's latest Digital News Report, "38 percent of survey respondents from 47 countries across the globe had listened to a podcast in the month preceding the survey, with the level of adoption varying significantly across different markets."

Moreover, podcasts have the capability to create a sense of intimacy between hosts and listeners. The conversational nature of podcasts provides a feeling of authenticity and connection, making audiences feel like they are part of a community. This emotional engagement is a powerful draw which can encourage loyal listenership. Beyond entertainment, podcasts are a valuable resource for learning new information, making it easy for listeners to expand their knowledge and stay in the know on current trends and developments.

The Growth of the Industry

As the popularity of podcasts has surged, so has investment within the industry. Major media companies and streaming platforms have recognized the potential of podcasts, leading to significant acquisitions and funding for podcast networks and production companies. Additionally, the entry of celebrities into the podcasting space has also contributed to its growth. Well-known personalities bring their existing fan bases to the medium, attracting new listeners and raising the profile of podcasts.

Advertising Opportunities

Furthermore, advertisers have taken note of the engaged and loyal audiences that podcasts attract. The unique format allows for seamless integration of ads, which are often read during "commercial breaks" by the hosts themselves, and can feel more personal and less intrusive than traditional advertisements. This effective form of marketing has led to a steady increase in ad spending on podcasts.

The Future of Podcasts

The future of podcasting looks bright, with continued growth and innovation on the horizon. Advances in technology are likely to enhance the listener experience and provide more opportunities for listeners. The rise of podcasts is a testament to the evolving ways people choose to consume media. There has never been a better time to explore the world of podcasts!

MayoSeitz Media is the official media buying agency of the Philadelphia Auto Show. To learn more, visit mayoseitzmedia.com.

It's better to be safe than sorry,

that's why you thought of everything to make your dealership a safer workplace, but you didn't think about that peanut butter pretzel that a toddler dropped across the street, which attracted a squirrel, which attracted a hungry alley cat who chased the squirrel up into a tree, knocking down a branch that fell on the sidewalk in front of a skateboarder who jumped into the street causing a car to swerve, which just missed a hotdog stand where the frightened vendor squeezed a bottle of mustard so tight the condiment went flying into your lot right as your number one salesperson approached, and the moment before she slipped in the mustard is when you realized you thought of almost everything to protect your business,

but how protected are your employees?

When the unexpected happens to your business, NJM will go above and beyond for you. As a premier Workers' Compensation provider for auto dealerships, our specialized loss prevention experts can help you make your workplace safer, help keep your employees protected, and help keep your costs down. NJM. We're more than you'd expect from business insurance.

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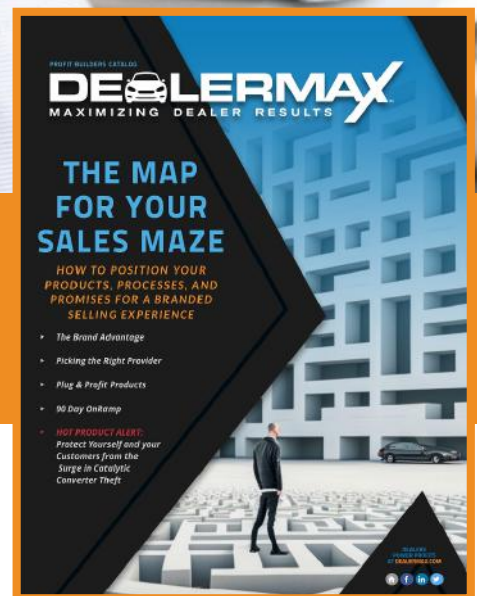
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