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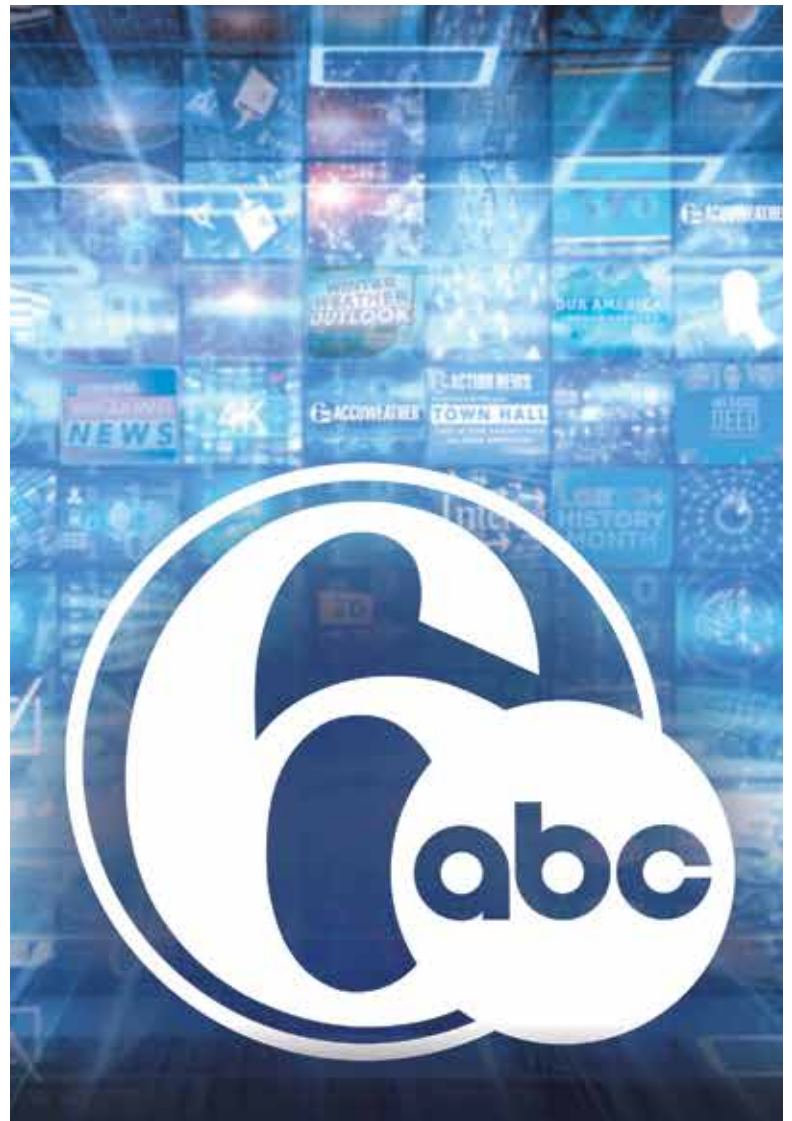
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FROM THE EXECUTIVE DIRECTOR

ADAGP Members and Friends,

Grateful. That's where I want to start here.

I'm grateful to be back planning our beloved Philadelphia Auto Show AND Black Tie Tailgate this year. It's been three years since this dynamic duo of events came to Philadelphia and we can't wait.

I'm also grateful for the manufacturers and event sponsors who know the importance of these two iconic events and have decided to "Experience The Ride" with us again in 2023. It's going to be a good one.


None of this would be possible if it wasn't for your Auto Show staff who fights the good fight for these events every single day. I'm grateful to work with such an energetic and passionate team.

And last but certainly not least, I'm grateful for the unwavering support from your ADAGP Board of Directors and Foundation Trustees who we have called on, relentlessly sometimes, to navigate this post-COVID/new event world. Each and every time, they take our calls, answer our emails and help us push forward whatever it is that needs to be pushed forward. I'll always be grateful for that.

So, with that, here we go. We're ready to open the doors to our 2023 Philadelphia Auto Show. We have a new chair at the helm and he's going to do a fantastic job, in fact, he already has over these last few months as we put the final touches on our preparations for the event and kick off our media relations campaign. Mr. Jason Friedman, from all of us, THANK YOU for your willingness to step up and lead us during one of the country's best auto shows.

I better see all of you there,

Kevin Mazzucola

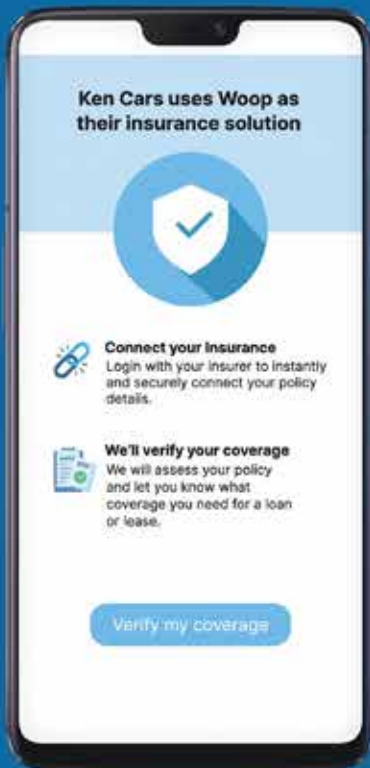


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FROM THE AUTO SHOW CHAIRMAN

Hello Association Members and Friends,

Happy New Year! I'm thrilled to be your new ADAGP President as well as 2023 Philadelphia Auto Show Chair. This is my first time in both roles, and I've already learned so much about the inner-workings of the show and how much work goes into a 9-day event of this size and scope. I look forward to seeing many of you there.

This year's event has several new highlights including an expanded e-Track where five manufacturers (Chevrolet, Ford, Nissan, Toyota and Volkswagen) will all offer guests ride-along opportunities in some of their latest electric vehicles to hit the market. In addition, for the first time ever, we'll welcome Ram Truck Territory to Philadelphia. This 30,000 square foot track will feature all organic materials simulating off-road experiences. It will serve as a great addition to the show, which will also welcome back the ever-popular Camp Jeep Experience. Further, guests will also enjoy a solid variety of other manufacturers hosting displays showcasing their latest and greatest as well as additional fan-favorite features like Custom Alley in Hall F (the lower level of the PA Convention Center), Hollywood Rides, Back-in-the-Day Way and more.

One of the most exciting things about this year's show is the return of the Black Tie Tailgate Preview. We haven't held this event since February of 2020 and we could not be more excited about it's return. Our featured beneficiary is the incredible Department of Nursing and Clinical Care Services at Children's Hospital of Philadelphia. We've partnered with them before and it's an honor to do it again in 2023.

In closing, I'd like to remind all of you to make sure to get down to the show at some point during its 9-day run. It's an incredible sight to see thousands and thousands of people actually pay to come look at the products we sell every day. I'm truly thrilled to be a part of it and you should be too as members of the Association.

See you there,

Jason



If a tree falls in the woods,

and it topples over into another tree that displaces a large group of highly territorial raccoons that run amok in a local campground, which causes a family to pack up and leave in the middle of the night, and while driving home in a rush, one of the hubcaps on their station wagon comes loose and rolls down the street, which then hits a large rock on a cliff, dislodging it, causing it to tumble down a hill, where it smacks into a utility pole that tips over and knocks into the flagpole in front of your business that crashes onto your roof and creates a hole that acts like a funnel for rainwater to spill into your building, which results in water damage,

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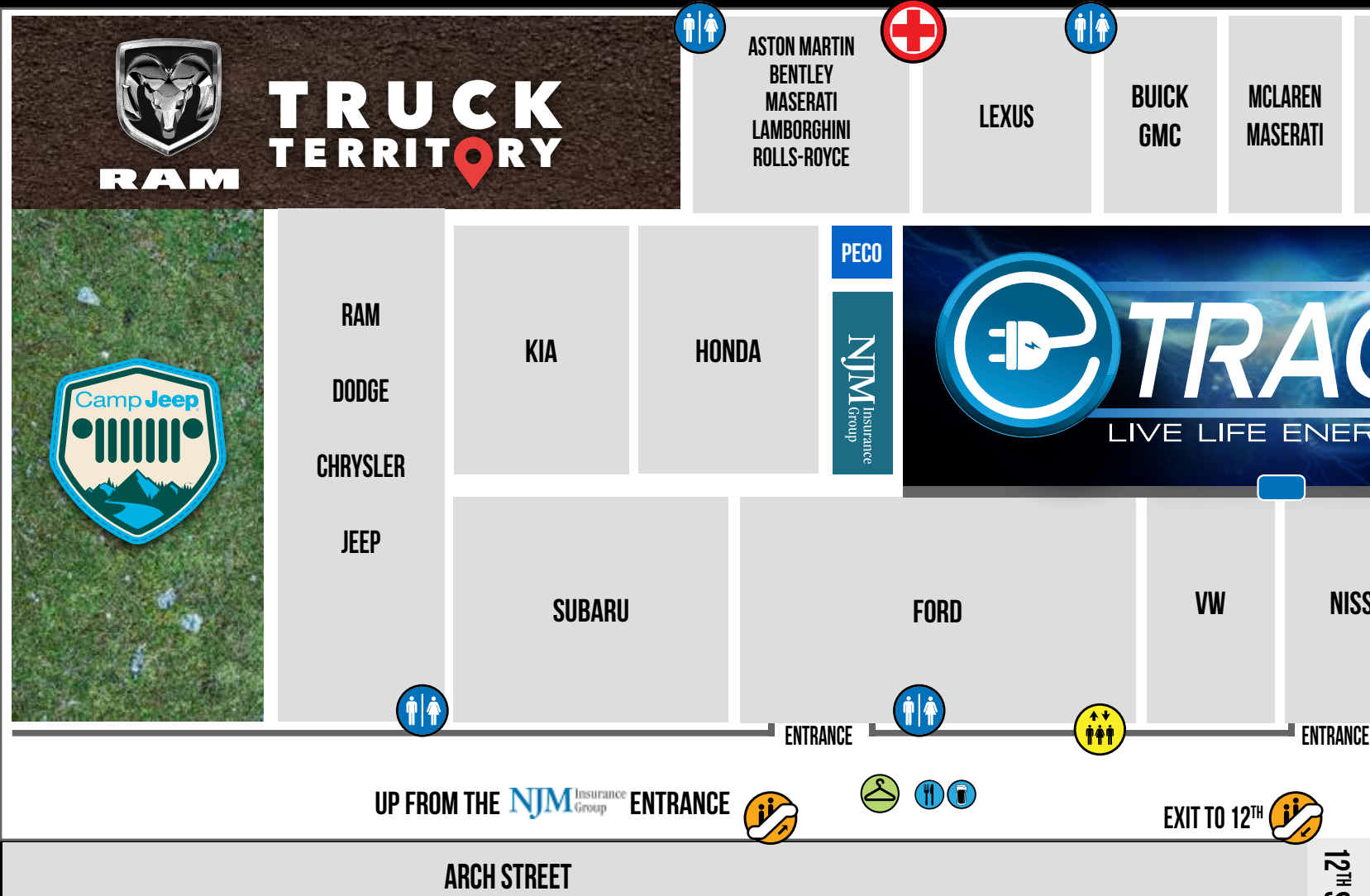
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Camp Jeep is back with the ultimate off-road experience on its one-of-a-kind indoor track.



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For the first time at the Philly Auto Show, experience the capability and power of Ram trucks in the Ram Truck Territory test track.

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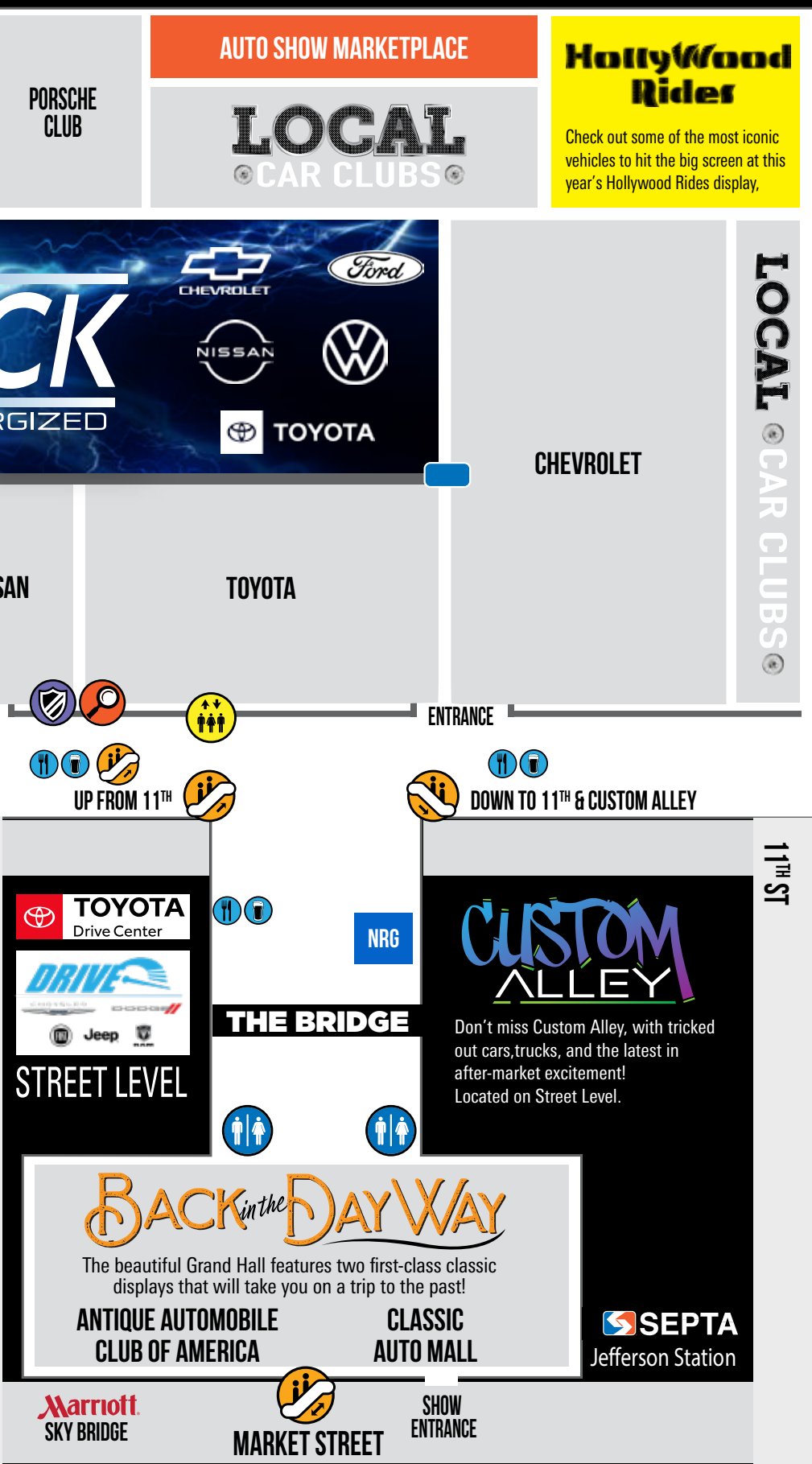
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12TH ST

THE RIDE!



IF YOU CAN'T TELL ALREADY, OUR TAGLINE THIS YEAR IS "EXPERIENCE THE RIDE. AND, IT COULDN'T BE MORE FITTING.

Kevin Mazzucola, ADAGP Executive Director



HERE WE GO, PHILADELPHIA!

Get ready to Experience the Ride at the 2023 Philadelphia Auto Show, which is set for Saturday, January 28th, to Sunday, February 5th. The 120-year-old event rolls back into the Pennsylvania Convention Center with first-time features as well as expanded fan-favorites you won't want to miss.



First up, a reimagined and fully-expanded electric vehicle test track (the e-Track) featuring some of the latest electric vehicles to hit the market will be available for guests to enjoy and experience. Manufacturers participating in the 2023 e-Track include Chevrolet, Ford, Nissan, Toyota, and Volkswagen. Auto Show guests will be able to peruse these respective manufacturer displays and then enter the e-Track directly from them. Think dock access to a boat...just even better here. The 2023 e-Track is sponsored by PECO and will be open and running all hours of the show.

Next, for the first time ever, Ram Truck Territory will be onsite. This 30,000 square foot track will feature all organic materials simulating off-road experiences. Professional drivers will drive guests around a course that includes multiple obstacles such as dirt moguls and rolling hills, navigation over staggered logs and a 15' hill climb. It will serve as a great accompaniment to the ever-popular Camp Jeep Experience that will also be on this year's display floor. In total and for the first time in Philadelphia Auto Show history, consumers will be able to ride in more than 35 vehicles inside the Pennsylvania Convention Center.

"The addition of Ram Truck Territory and the reimagined e-Track are the exact type of interactive experiences that Auto Shows continue to deliver like no other," said Kevin Mazzucola, ADAGP Executive Director. "To have approximately three dozen vehicles available for ride-along opportunities indoors in Philadelphia, during the winter mind you, is something we are truly ecstatic about. Consumers are seeking opportunities like this especially as the industry moves towards the education about electrification and we are happy to be the ones to provide them."

THE ADDITION OF RAM TRUCK TERRITORY AND THE REIMAGINED E-TRACK ARE THE EXACT TYPE OF INTERACTIVE EXPERIENCES THAT AUTO SHOWS CONTINUE TO DELIVER LIKE NO OTHER!

Kevin Mazzucola,
ADAGP Executive Director



While indoor ride-along opportunities will keep consumers plenty busy, there will also be several outdoor drive opportunities for those who really want to make the most of their Auto Show experience. Both Toyota and Stellantis will offer guests the opportunity to get behind the wheel and take a test drive of several of their latest models. Guests will be able to register on the Lower Level of the PA Convention Center (right outside Custom Alley) and vehicles will launch from the 12th Street tunnel.

"If you can't tell already, our tagline this year is "Experience the Ride," added Mazzucola. "And, it couldn't be more fitting." ■



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GUESS WHO'S BACK!

After three long years, the Black Tie Tailgate is back! The Auto Dealers CARing for Kids Foundation is thrilled to welcome its beloved preview gala, the Black Tie Tailgate, back to this year's Philadelphia Auto Show. The event's featured beneficiary is the incredible Department of Nursing and Clinical Care Services at Children's Hospital of Philadelphia (CHOP).

"The biggest and baddest Black Tie Tailgate in the City is back and we could not be more excited," said Kevin Mazzucola, executive director of the Auto Dealers CARing for Kids Foundation and ADAGP. "We couldn't host the event for obvious reasons over the last few years and we truly missed it. There is nothing like this iconic preview party anywhere. It's the best way to kick-off the annual Philadelphia Auto Show and a true honor to support the amazing work of the Department of Nursing and Clinical Care Services at CHOP in the process."

The ADAGP and its allied Auto Dealers CARing for Kids Foundation have been supporting the extraordinary work of CHOP since 1986. To date, it has donated nearly \$10 million to the pediatric hospital. In addition to the Hospital's General Fund and the Auto Dealers CARing for Kids Foundation Patient Welcome Centers at both the Main Hospital and KOP Hospital, specific departments that have been supported by the funds raised at the Black Tie Tailgate in the past include the Division of Neurology, Division of Neonatology, Division of Gastroenterology, Hepatology and Nutrition and the Center for Autism Research. 2023 marks the fourth year of support specifically for the Department of Nursing.

"We are extremely grateful for the generous and ongoing support CHOP

receives from the Auto Dealers CARing for Kids Foundation, and we are excited about the upcoming Black Tie Tailgate," said Madeline Bell, President and Chief Executive Officer of CHOP. "Our Department of Nursing and Clinical Care Services is the beneficiary of this year's event, and the funds raised will help our teams provide the best, most compassionate care for our patients – and make even more breakthroughs that will transform their lives."

To date, the Auto Dealers CARing for Kids Foundation has raised more than \$1.7 million for the Department of Nursing and Clinical Care Services via the Black Tie Tailgate. With 6,000 nurses, respiratory therapists and technicians at CHOP, the Foundation is honored to support the Department again in 2023.

"CHOP nurses, respiratory therapists, technicians, support, and administrative staff are committed to providing excellent care for patients and their families," said Paula Agosto, Senior Vice President and System Chief Nursing Officer at CHOP. "We are so grateful to the Auto Dealers CARing for Kids Foundation for helping to raise the funds we need to maintain our focus on high-quality, safe patient care and advance our educational and research missions." ■



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CUSTOM ALLEY IS TRULY TURNING INTO A SHOW WITHIN A SHOW

Mike Gempp, Director, Philadelphia Auto Show



CLASSICS, AFTER-MARKET & HOLLYWOOD

As producers of the Auto Show, your Association of course takes great pride in showcasing the latest and greatest from today's vehicle manufacturers as well as educating the public about industry trends, shifts, etc. In addition...

to that, we also take great pride in reminding today's consumers about the love affair between us as a society and our vehicles. With that said, we're proud to again host Back-in-the-Day Way, Hollywood Rides and Custom Alley at this year's event.

"Custom Alley is truly turning into a show within a show," said Mike Gempp, director, Philadelphia Auto Show. "It continues to grow not only in popularity amongst our guests but as the place to be for those specializing in the after-market sector."

Located on the Lower Level of the PA Convention Center (Hall F), Custom Alley will feature approximately 20 exhibiting companies who specialize in everything and anything in the car/truck customization world. Members of the public will also enjoy their moment in the after-market spotlight via our one-of-a-kind Local Lane Exhibit. Local Lane will feature approximately 30 personally-owned vehicles (all from area residents) that submitted applications for consideration and were deemed worthy to be on display in this year's Custom Alley.

"Custom Alley extends our reach to even more consumers, local businesses and beyond and we're obviously all about that," added Gempp. "It's a win-win for everyone involved."

In addition to Custom Alley, the Philadelphia Auto Show will also welcome back its Hollywood Rides Display featuring some of the most notable vehicles to ever hit the big screen courtesy of Celebrity Cars on Tour. Featured vehicles will include iconic rides from the Fast & Furious franchise as well as newly-popular rides from the hit TV series, Stranger Things and The Walking Dead.

In addition, Back-in-the-Day Way will return to the Grand Hall of the PA Convention Center. With an ambiance unmatched anywhere else in the PA Convention Center, the Grand Hall (formerly known as the Train Shed) serves as the perfect location for guests to take a trip down memory lane. Thanks to our wonderful friends at AACA (Antique Automobile Club of America) and Classic Auto Mall, this year's Back-in-the-Day Way Display will not disappoint. With vehicles dating back to the 1900's, this Classic Vehicles Display is something our Auto Show guests love and look for every year.

"You can't beat this level of automotive education and entertainment in January/February in Philadelphia anywhere else," said Kevin Mazzucola, executive director, ADAGP. "There's a reason that people have come out in droves for the last 120 years to this event and 2023 will be no exception." ■



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ANNUAL DINNER MEETING RECAP

Our 118th Annual Dinner Meeting was held at the beautiful Lark Restaurant at the Ironworks at Pencoyd Landing in Bala Cynwyd. It was a great November night celebrating some of the best auto dealers and industry partners in the country!

Special thanks to our Outgoing President Maria Pacifico for her work on the event (and everything else ADAGP)! Congratulations to our new President and 2023 Philadelphia Auto Show Chair Jason Friedman. The full list of our 2023 Officers includes:

PRESIDENT/AUTO SHOW CHAIR

Jason Friedman, Colonial Nissan

VICE PRESIDENT

Jeff Glanzmann, Glanzmann Subaru

SECRETARY/TREASURER

Tom Hessert, Hessert Chevrolet

IMMEDIATE PAST PRESIDENT

Maria Pacifico, Pacifico Auto Group

Additional notes of interest regarding your Board of Directors include the introduction of first-time Board Member Ben Stein of Keystone Volvo Cars and the re-election of Chris Bernicker of Springfield Hyundai and Kevin Dunphy of Dunphy Ford.

Other 2023 Board Members include:

- Luke Bergey, Bergey's Dealerships
- Joe Bush, Bush Auto Group
- Peter Lustgarten, Concordville Nissan and Concordville Subaru
- Ben Mears, Audi Fort Washington

Huge thanks go to outgoing Board Member Ian Jeffery of Volvo Cars of Fort Washington. Ian has put in countless hours towards the betterment of your Association and Philadelphia Auto Show and we will truly miss him. In addition, special thanks also go to outgoing Tech Comp Chairman Joe Bush for his commitment to the event over the last few years! Bob Rafferty of Rafferty Subaru will now assume the role of Tech Comp Chair. Thank you to all of you!



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Your 2023 Foundation Officers and Trustees were also announced at the event, and they include the following:

PRESIDENT/AUTO SHOW CHAIR
Maria Pacifico, Pacifico Auto Group

VICE PRESIDENT
Jason Friedman, Colonial Nissan

SECRETARY/TREASURER
Jeff Glanzmann, Glanzmann Subaru

IMMEDIATE PAST PRESIDENT
Ian Jeffery, Volvo Cars of Fort Washington

- TRUSTEES**
- Dom Conicelli, Conicelli Autoplex
 - Jay Dunphy, Dunphy Ford
 - Don Franks, JL Freed Honda
 - Jay Haenn, Lansdale Chrysler Jeep Dodge Ram Fiat
 - David Kelleher, David Auto Group
 - Scott Lustgarten, Martin Main Line Honda, Lexus of Chester Springs and Wilkie Lexus
 - David Penske, Penske Buick GMC Truck

The names you see above volunteer an incredible amount of time to push forward the mission of your Auto Dealers CARing for Kids Foundation, which is to enhance and enrich the lives of children and youth in the communities where our dealer members work and live. If you see one of them, give them a thank you because they have done incredible work over the last several years. Speaking of thanks, our sincerest gratitude goes out to Automotive Training Center (ATC) for sponsoring this year's Annual Dinner Meeting. As always, the fine team at ATC remains an excellent Association partner and supporter. Thank you, ATC! ■



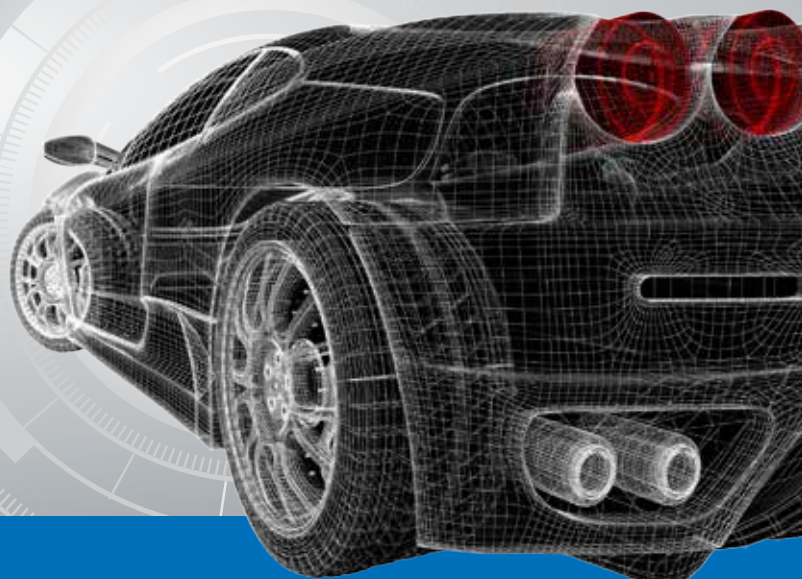
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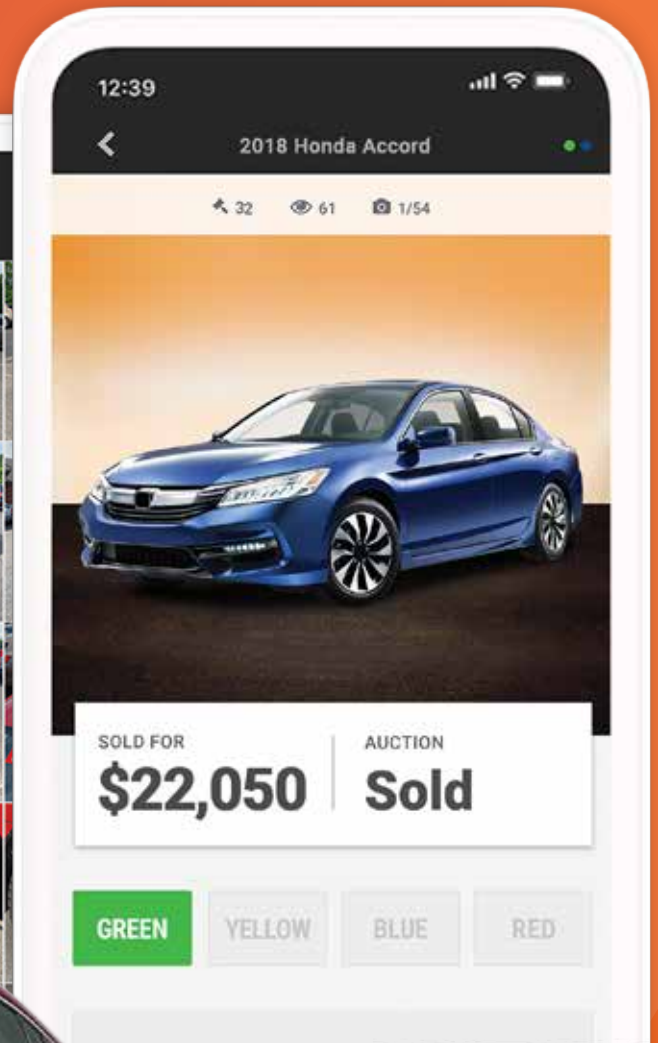
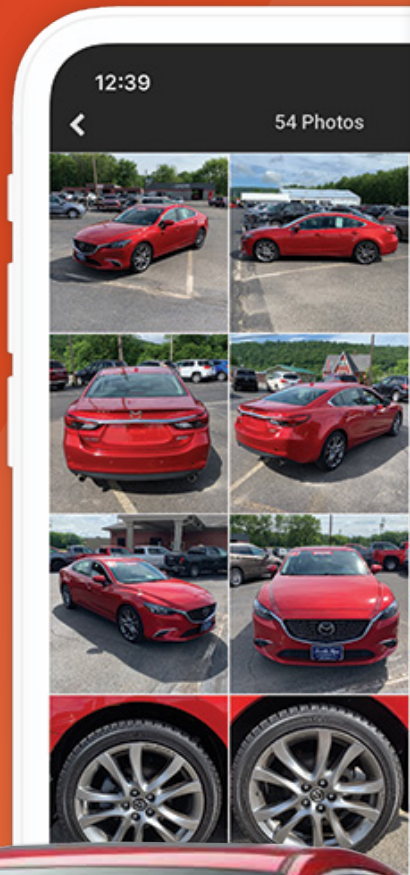
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15 years. That's how long we've been distributing brand-new winter coats to area kids in need. If you ask any Foundation Trustee or staff member who was there for those preliminary discussions about starting our own charitable initiative back in 2008, we're pretty sure no one in that room dreamed of the level of success and impact this program would have.

Yet, 15 years later and here we are. More than 575,000 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 15 years of doing good via this unique yet simple program, we'd be remised if we didn't call out the unwavering support from our dealer members. Every single time we solicited your support, you were there (even through the global financial crisis of 2008 and 2009, COVID-19 and more).

There are few programs in the country run by metro associations that have this level of commitment and involvement from its dealer base. We are truly grateful, inspired and touched. Nearly \$9 million in brand-new coats has happened over the last fifteen years. If you've played a part in this, stop and give yourself a pat on that back because YOU ROCK!

We can't forget our associate members, industry partners and just plain awesome individuals who have become an integral part of this program's success especially in more recent years. Special thanks go to our 2022 supporters including the following:

500+ BRAND-NEW COATS

Enterprise Holdings Foundation
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300-500 BRAND-NEW COATS

ACV Auctions
Hyundai Motor America
National Christian Foundation

150-299 BRAND-NEW COATS

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Michael Mulhearn, Withum
QNB
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Walmart Community Foundation
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Amy Trump, PAA
Ashley Cohen, PAA
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Brian Collins, EisnerAmper
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*Source: JM&A Group survey of 1700 dealerships
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NEWS YOU CAN USE

Donate to the Tech Comp

Your ADAGP Team is preparing for our 30th Annual Greater Philadelphia Auto Technology Competition for high school seniors. It's set for March 3rd at Automotive Training Center in Warminster and we're 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. So, if you are feeling generous, any type of sports tickets, small tools, gift cards or promotional items are welcomed and appreciated!

If you would like 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 your donated items by February 17 to:

Mary Lynn Alvarino
Auto Dealers CARing for Kids Fdn
3311 Swede Rd, Ste A
East Norriton, PA 19401
(610) 279-5229

Save the Date

Our 108th Annual Golf Outing is scheduled for Monday, May 1st, at the beautiful Philadelphia Country Club in Gladwyne.

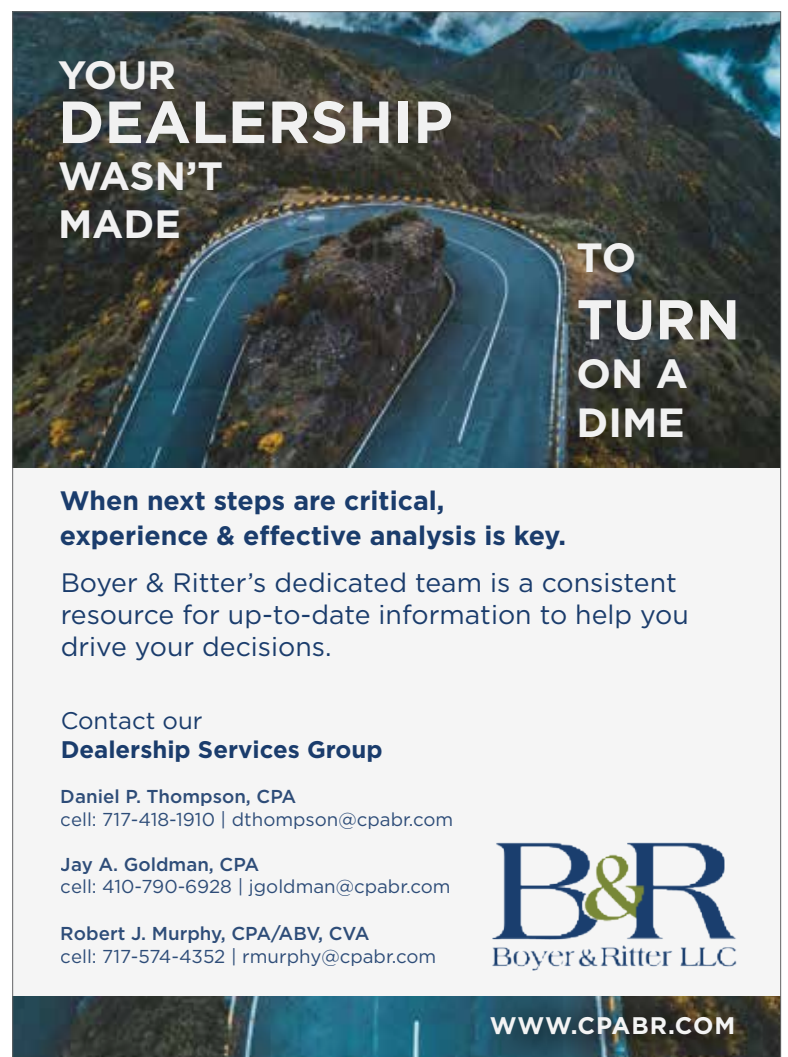
Philadelphia Country Club offers 27 holes of Championship Golf. The original course was located in Bala Cynwyd and moved to its present location in 1924. The Spring Mill course was designed by William S. Flynn, and opened for play in 1927.

The Spring Mill course hosted the 1939 U.S. Open. Byron Nelson claimed the Championship after two additional playoff rounds to beat Denny Shute and Craig Wood. The group came from behind during what was supposed to be the final round of the tournament, after Sam Snead made an eight on the seventy-second hole losing a lead that he held most of the tournament. A bogey six would have given Snead the U.S. Open victory, a title that he never won in his illustrious career. The Club has also hosted the 1899 U.S. Women's Championship, the 2003 USGA Women's Amateur and the 2005 USGA Amateur Championships. In celebration of the Club's 100 years of existence, Tom Fazio was brought in to design the Centennial Nine. It opened in 1991 to great fanfare during the Club's Centennial Celebration. The Club will begin a 2 phase construction project beginning in May of 2023 including a complete irrigation install, Better Billy Bunker renovation, and a complete rebuild and re-grassing of 18 greens on its championship course. With that said, we are fortunate to host our outing at the Club before these renovations start so save the date to enjoy this course before the project begins! ■



PHL 17 MORNING NEWS

The **DELCO DUO** Jenna Meissner Monica Cryan



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FROM NADA: REGULATORY UPDATE

*The following news release was produced by NADA.

TYSONS, Va. (Dec. 8, 2022)—A bipartisan group of 47 members of the U.S. Senate and House of Representatives called on Federal Trade Commission (FTC) Chair Lina Khan to withdraw the increasingly controversial proposed “Motor Vehicle Dealers Trade Regulation Rule” (or “vehicle shopping” rule). In a November 29 letter to Chair Kahn, the members express concern that the Commission’s process has been “inadequate and increases the risk that a final rule may create harmful, unintended consequences for both consumers and small businesses,” and urged the FTC to issue a Request for Information (RFI) or an Advanced Notice of Proposed Rulemaking (ANPRM) in place of the rule.

The bipartisan, bicameral letter comes on the heels of a November 17 letter to Federal Reserve Board Chairman Jerome Powell from senior House Financial Services Committee members Reps. Blaine Luetkemeyer (R-Mo.) and David Scott (D-Ga.). The letter expressed concern at the rule’s inclusion of “several new and untested consumer disclosures that, if adopted, would come into conflict with existing Truth in Lending Act requirements” and “create further confusion

for tens of millions of consumers each year as they shop for new and used vehicles.”

The vehicle shopping rule was proposed by the FTC on July 13. The unprecedented rule violates the FTC’s own procedures by failing to provide adequate notice or opportunity for public engagement. It would also overwhelm car buyers and small businesses with additional paperwork costing businesses hundreds of millions of dollars, while needlessly lengthening the car buying process. Among other items, the proposed rule would require an extensive series of oral and written disclosures for communicating with consumers related to the vehicle sales price, certain credit terms, and voluntary protection products (VPPs).

In the November 29 letter to Chair Khan, the House and Senate members note that protecting consumers is paramount, and the Commission’s process for issuing the proposed Rule “has failed to demonstrate the need for additional regulation or that the proposed mandates will benefit consumers.” Members further stated that the Commission failed to conduct consumer testing of any of the new requirements.

Rather than advancing the proposed rule,

members of Congress urged the Commission to “gather data and verify that any potential solutions will serve consumers” through an RFI or ANPRM, noting that there is “no statutory deadline for the Commission to act since Congress has not mandated a rulemaking on this issue.”

“We appreciate the leadership of Rep. Kelly Armstrong and the bipartisan support of Congress since the FTC’s “ready-fire-aim” approach to this flawed “vehicle shopping rule” would make the auto buying experience worse, not better, said Mike Stanton, President and CEO of NADA. “As dealers nationwide are working to streamline the sales process post-pandemic, the FTC’s proposal goes the other way by adding more paperwork and complexity for car buyers.”

“We also thank Reps. Luetkemeyer and Scott for alerting Chairman Powell of conflicts between the vehicle shopping rule and TILA,” continued Stanton. “This ill-conceived rule would not only upend the sales process for consumers and small businesses, the data the FTC relies upon to support its rule is either unverified, previously rebutted, anecdotal, or non-existent.”

To learn more, visit NADA.org. ■



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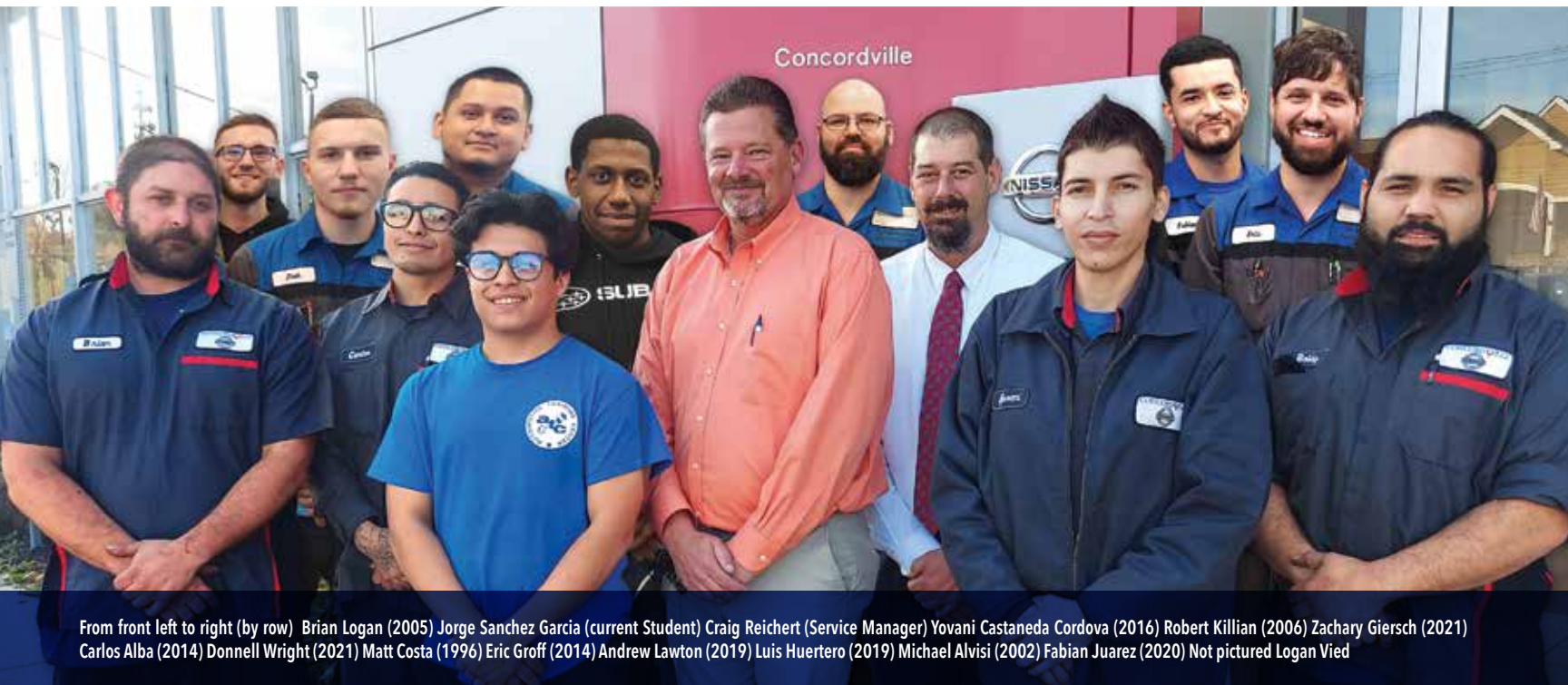
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WHO'S IN YOUR SERVICE DEPARTMENT?



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

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Craig Reichert - Service Manager: Concordville Nissan & Concordville Subaru

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877-411-8041 (Warminster) Trish Devine: tdevine@autotraining.edu
800-411-8031 (Exton) Rachael Gonzales rgonzales@autotraining.edu





CONGRATS, BETH!

The TIME Dealer of the Year award is one of the automobile industry's most prestigious and highly coveted honors. The award recognizes the nation's most successful auto dealers who also demonstrate a long-standing commitment to community service. The ADAGP is proud to congratulate Beth Beans Gilbert of Fred Beans Automotive Group who was chosen to represent the Pennsylvania Automotive Association in the national competition – one of only 48 auto dealers nominated for the 54th annual award from more than 16,000 nationwide.

“I find fulfillment in bringing talented individuals into the automotive industry, especially those who previously did not consider this path,” nominee Beth said. “I have prioritized mentoring women, mostly by recruiting them and supporting their advancement at Fred Beans Automotive Group.”

A 1986 graduate of Hood College in Frederick, Maryland, Beth always knew she wanted a career in the retail automotive business. She was inspired by her father, Fred Beans, who founded his dealership group in 1975, and she has been an integral part of the company's growth.

“At 12 years old, I accompanied my father to work in one of his stores, where I filed paperwork,” Beth said. “After that, I wrote him a letter saying I wanted to be a top dealer just like him. I was drawn to the genuine love he has for his work.”

After college, she attended the NADA Academy and traveled the country to learn all aspects of the automotive business. By 1991, Beth was named general manager of Fred Beans Mitsubishi and was instrumental in bringing the Saturn franchise into the family dealership group. She then took over her current position as vice president of the Fred Beans Automotive Group in 1997 and today,

works with her father, two sisters and husband in running the family enterprise that includes 23 dealerships in Pennsylvania and New Jersey representing 18 brands.

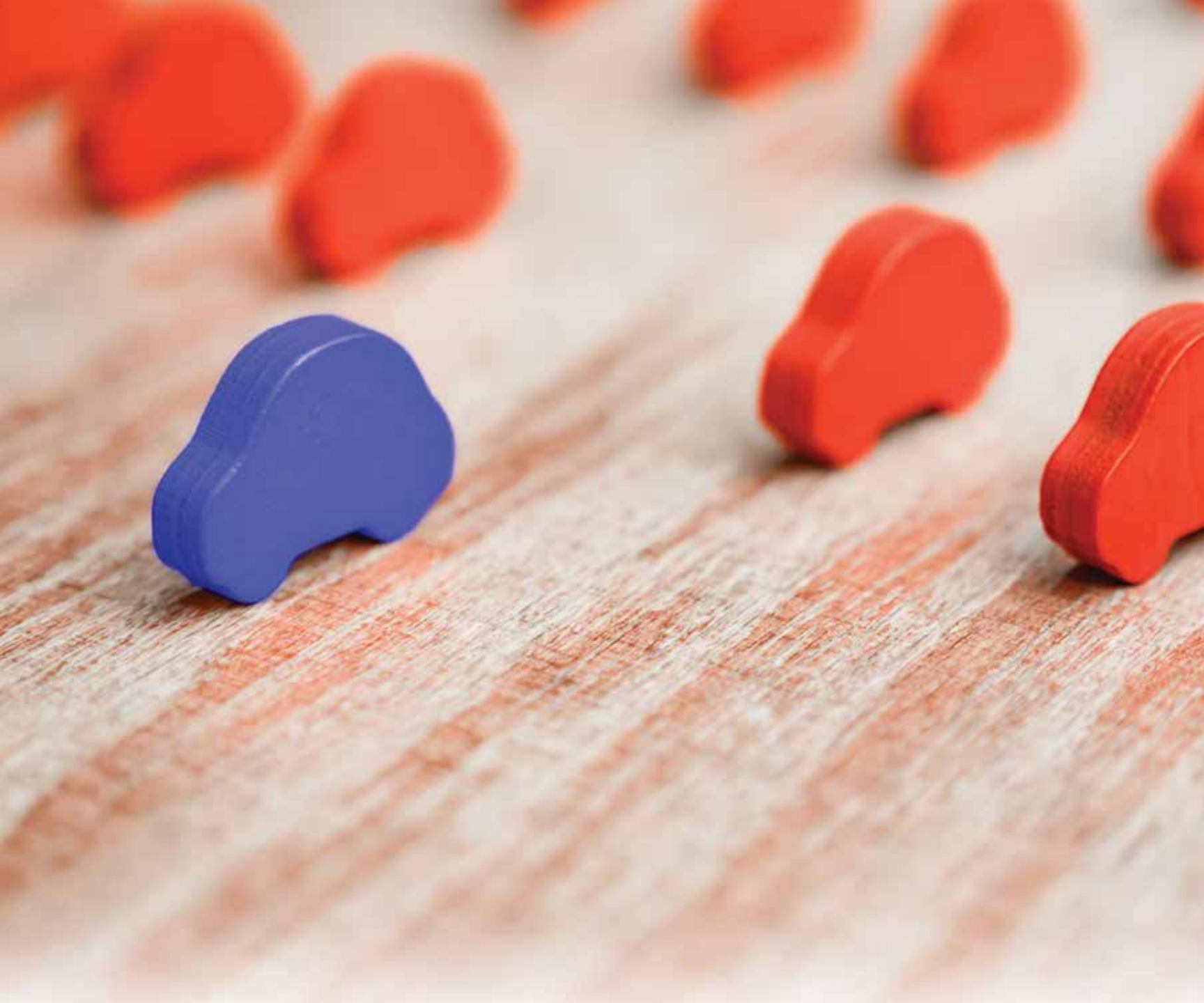
“My role is to ensure the long-term viability of our company by focusing on the experiences of all involved – from our nearly 1,800 employees to customers to community partners,” Beth said.

Beth joined the ADAGP early in her career and continues to serve the Association in several ways, including her participation in the Auto Dealers CARing for Kids Foundation's Annual New Coat Program.

As president of the Fred Beans Charitable Trust/Foundation, she is proud to give back to the communities where her dealerships conduct business. The foundation was established to support regional initiatives and organizations that provide important services and those that improve the quality of life through education, the arts, and health and fitness.

“We have donated nearly \$2 million to the YMCA of Bucks County for recent renovations and expansion projects and \$1 million to Doylestown Hospital for its new Cardiovascular and Critical Care Pavilion,” Beth said. “The foundation also provides annual scholarships and aids municipalities by purchasing new vehicles for police.”

Dealers are nominated by the executives of state and metro dealer associations around the country. A panel of faculty members from the Tauber Institute for Global Operations at the University of Michigan will select one finalist from each of the four NADA regions and one national Dealer of the Year. Three finalists will receive \$5,000 for their favorite charities and the winner will receive \$10,000 to give to charity, donated by Ally. The winners will be announced on January 27th at the 2023 NADA Show in Dallas. Good luck, Beth! ■



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