

# SADA News January 2023



It doesn't seem possible that another year has gone by and it's the start 2023. After a difficult couple of years with the pandemic, we are excited things are almost back to normal. We hope that all our members have a terrific 2023 and we look forward to working with everyone.

## WELCOME JOEY HUANG

Our longtime member and former President, George Townsend sold Honda City to Joseph "Joey" Huang, a dealer from Ohio area who has an outstanding reputation for operating successful dealerships. He is co-owner of the Great Lakes Auto Network and dealer principal of Great Lakes Honda of Akron. In reading about our new dealer, it was interesting to learn that he had gone to dental school, but decided that he wanted a career in the auto retail industry. Brad Townsend is staying with the dealership which will now be named Great Lakes Honda City. We look forward to meeting our newest addition to the SADA and look forward to his involvement. We wish him much success in this endeavor.

## AUTO EXPO UPDATE

We are thrilled to have the annual auto expo back on track! The exhibition hall and upscale car areas are sold out and the truck area will be finalized soon. Themed, "Buckle Up for another great show", we are confident that pre-covid attendance will be back and look forward to a strongly attended event.

There are a few changes that need to be announced:

- Hours are changing to:
- Thursday, Friday – 3 to 8 PM
- Saturday – Noon to 8 PM
- Sunday – Noon to 5 PM

*Our office will also go back to our old location on the second level near the elevator.*

There is major construction in the ballroom level, also impacting the walkway from State to Montgomery streets on the north side of the Oncenter that is closed. The entire ballroom level is going through a transition and there will be construction creating more meeting rooms on the main level where the walkway is. The facility is 30 years old and the construction is important to increase the use of the Oncenter. Once the public enters the exhibition hall, they will have to exit by the northwest doors near the concessions in order to go to the truck and upscale car areas. We will have greeters working to assist people with this adjustment.

We are again purchasing both the garage and open lot of State Street providing free parking for expo visitors and staff. Please be sure to make your sales personnel aware that they do NOT need parking validation from our office.

- Toyota Ride and Drive will be back in the lobby of the Oncenter.
- Subaru is bringing back the very popular "pet adoption" display.
- Magicians with balloons will be at the expo on the weekend.
- More information will be forthcoming as we get closer to the expo.

## **CATALYTIC CONVERTER KIT UPDATE**

Many of our members ordered catalytic converter etching kits that were customized and at a lower price. As of January 1<sup>st</sup>, the price will be going up by \$1.00 and there will only be customization for orders of 10,000 or more. We will be offering the kits and will address questions that arise as we get closer to the April 15<sup>th</sup> implementation date. In the meantime, dealers can charge a reasonable fee for the kit and installation. On April 15<sup>th</sup>, you can only charge the cost of the kit and labor.

## **CHARITY PREVIEW UPDATE**

The preview committee, co-chaired by Rich Burritt and Brian Rapp has raised \$ 116,250 towards the party and we have already received many ticket orders. We anticipate that over 2,000 tickets will be sold bringing us back to pre-covid attendance. There will be a couple of minor changes. The beef carving will be moved to the truck area as we don't have enough room on the exhibition hall floor for the number of tables needed to serve hors d'oeuvres and have carving available also. The hors d'oeuvres served in the Exhibition Hall will be displayed on tables as well as being passed by the catering staff. We will not have the takeout containers in the truck area and will replace them with the very popular beef carving. Of course, the desserts including crème brûlés and pastries top off the wonderful food and socialization in the upscale car area. In 2022, our preview was the largest event in the community in two years and we are going for another record for 2023.

## **WE NEED YOUR SUPPORT**

SADA represents our members in many ways and we work tirelessly to see that members get the maximum amount of support 24/7. The statewide efforts of all the associations secured a doc fee increase and that a major fete. We are now working to get a much-needed increase in NYS Inspection fee. Our members receive

free OSHA training due to our efforts to write a grant each year that provides important sessions for their employees at the dealership. We have been instrumental in working with Assemblyman Magnarelli, chairman of the Assembly Transportation Committee, on important matters for auto dealers. Those efforts are ongoing and we will be back in full force once the session starts this month. We have a great working relationship with County Executive Ryan McMahon and Mayor Ben Walsh.

While we could elaborate on the many functions and services that SADA provides, the message that we want to convey is **WE NEED YOUR SUPPORT!** It is imperative so that we can continue to work on your behalf. We have a licensed insurance arm and do a terrific job working with dealership employees. Our self-funded dental plan has a cap of \$ 1,750 per person per year and we have over a dozen participating dentists that accept payment in full for most basic services. Another highly successful insurance opportunity is the statutory disability/family leave policy. The company we work with, Shelterpoint. Is outstanding and works with our office to keep costs down.

Please give us the opportunity to bid on your insurance business or consider offering our self-funded dental plan.



Have we got great news for you and your employees! As a member of SADA you can apply for personal insurance products from The Paul Revere Life Insurance Company!

These benefits can enhance your current benefits portfolio and can be customized to fit your individual needs.

**Accident Insurance** – helps offset the direct and indirect expenses such as deductibles, co-payments and other costs not covered by traditional health plans.

**Specified Disease for Cancer**– helps offset the out-of-pocket medical and indirect nonmedical expenses related to critical illness that most medical plans may not cover.

**Short term Disability Insurance (Paycheck Protection)** – helps offset financial losses that result when employees are unable to work.

- **Coverages are available for employees *and* their family, with most products.**
- **You will enjoy the convenience of premium payment through payroll deduction.**
- **Employees will have the ability to take most coverage with them if they change jobs or retire.**



**Term Life Insurance/Whole Life**

Helps provide financial security for family members and allows employees to tailor their protection to help meet their individual needs.

**Life Insurance...**

**What Kind Do I Need???**

<b>Permanent Insurance:</b> <ul style="list-style-type: none"><li>• Permanent Coverage</li><li>• Lifelong protection</li><li>• Cash Value</li><li>• Dividends (Participating Companies)</li><li>• Cash Value accumulates on a tax-deferred basis</li></ul>	<b>Term Insurance :</b> <ul style="list-style-type: none"><li>• Protection for a specific period of time</li><li>• Pays a benefit only if you die during the "term"</li><li>• No Cash Value</li><li>• Lower Cost</li></ul>
--	--

**Own Coverage or Rent Coverage**

Contact Pam Whitmore, 315-474-1041 to schedule QUARTERLY enrollments for all your NEW employees.