

# SADA News March, 2022



## WE DID IT!

In spite of numerous obstacles from COVID to microchip/product shortages, we were able to have a successful Auto Expo. Many of our members worked very hard to see that the “show would go on” and it did. Initially, we had put protocols in place for the expo as well as the Charity Preview. Our governor announced that the mask mandate would be eliminated starting on Thursday, February 10<sup>th</sup> which was opening day. We did however, still have vaccination and/or negative test result checks for the preview, which went very smoothly.

The show came together thanks to the efforts of many of our members. President Rich Burritt worked tirelessly to secure Chrysler, Buick and GMC vehicles. The Honda dealers, through their ad group, not only supplied cars, but had a display brought in. Toyota had a fabulous display and also secured **Ride & Drive** for the expo. Chevrolet had a great display and invited customers to be their guest at the expo. Subaru was a hit with the pet adoption display and people couldn’t wait to see the pets available. Our Director Mike Romano exhibited five vehicles in the Mercedes display that were sold to customers but received permission to display them at the Expo. We are very grateful for all the effort, support, encouragement and dedication to making the Auto Expo and preview a success.

## 23<sup>rd</sup> Annual Charity Preview

*“Giving is not just about making a donation. It is about making a difference.” Kathy Calvin*

The preview was a smashing success. There were over 1,300 tickets sold making it the largest event in Central New York in two years.

The ballroom was eliminated due to crowding issues, but most guests loved having the exhibition hall be the start of the evening. The food was outstanding and the ease of moving around made it more appealing. The entire evening went off without a hitch and we anticipate that the 2023 edition will again generate over 2,000 tickets sold. There were still fears on the part of the public about going to an event which affected participation a little bit. We had some usual preview visitors who would not attend due to the COVID protocols.

On Tuesday, March 15<sup>th</sup>, preview co-chairs Rich Burritt and Brian Rapp distributed over \$235,000 to 14 wonderful charities. This brought our 23 year total to over \$4.1 million. The top four charities and the amounts raised this year were:

- David’s Refuge - \$ 44,875
- Maureen’s Hope - \$ 36,129
- Make A Wish – 25,425
- YMCA - \$ 21,950

The committee raised over \$129,000 for the event enabling 100% of the ticket sales to be returned to the charities.

## WEBINAR MARCH 23<sup>RD</sup>

After being advised by our Director Brian Rapp of a problem with hiring issues, we have arranged a webinar for Wednesday, March 23<sup>rd</sup> at 10 AM. Andrew Bobrek a partner in Bond, Schoeneck and King is doing the webinar titled, “Recruitment & Hiring: Avoiding Legal Traps in the auto sales and service industry”. If you have not signed up yet we urge that you respond to the Bond, Schoeneck & King invitation that our

members received. Contact us if you need additional information



## 2022 WORKSHOP

Pam Whitmore recently put out information on a Leasing in 2022 Workshop that will be held in our office on Wednesday April 13<sup>th</sup> at 10 AM. The presenter is Robin Greenwood, of Brown & Brown Dealer Services. Space is limited to the first 18 that register. This is a very timely subject considering what has occurred in the market. This is part of our ongoing efforts to provide important subjects to the membership and we urge that you take advantage of this session.

The SADA office has been undergoing some renovations and should be completed by then. It will look great and be comfortable for the attendees. If you have questions, contact Pam and she can address what will be covered.

## FREE OSHA TRAINING

As soon as we completed the Auto Expo, we had to jump right in and write a Hazardous Abatement Board Grant application for funding in the 2022-2023 year. In the meantime, we do have some hours left in the 2021-2022 grant year. The subjects currently available are:

- Lift Safety
- Welding & Compressed Gas proper use
- Respiratory PPE training
- Hazardous Waste Material handling & disposal
- Slips, trips & falls how to prevent

If you have not signed up for the sessions, contact Pam and she will schedule them in your dealership. Reservation form is attached in this email. Just another example of things that

SADA does to help our membership at no cost to them. In many cases, insurance companies are requiring training to help reduce workers compensation and garage liability claims.

## Mark Your Calendars



SADA annual golf tournament!  
**MONDAY JUNE 20<sup>TH</sup>**, *TIMBER BANKS GOLF CLUB  
IN BALDWINSVILLE*



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.

Also:

- **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.**

**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.



**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>
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**Own Coverage or Rent Coverage**



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