

SADA News April, 2023



AUTO EXPO SYRACUSE 2023 A GREAT SUCCESS

We were very pleased with the turnout and displays for Auto Expo Syracuse 2023 which was a great success. The 2022 edition, while amazing considering the lack of product and participation, created challenges, but many of those issues disappeared with the 2023 expo. The public was anxious to see the vehicles and many reported sales directly from the show. Most importantly was the ability to produce an auto show that has a 114- year history dating back to the first in 1907. There were only two years when Syracuse did not host an auto show. The first was in 1945 during World War II and the second was in 2021 due to covid. The construction in the ballroom area prevented us from utilizing that space and we look forward to having displays in there for 2024. The dates are Thursday, February 15th through Sunday, the 19th, 2024.

There were some great displays and Toyota had Ride and Drive again, which was highly successful. The shortage of new vehicles during 2021 and 2022 was not as much of a factor and this expo, as we were back to pre- covid numbers.

CHARITY PREVIEW GENERATES \$ 269,000 FOR 14 GREAT LOCAL ORGANIZATIONS

The Auto Show Charity Preview is the largest event in our community and we distributed over \$ 269,000 to 14 local charities on April 11th at Vito's Restaurant. The impact on the community is amazing as the attendance at the

Charity Preview was the 4th largest in the 24-year history. On to number 25!

The preview committee was co-chaired again this year by Rich Burritt and Brian Rapp. Over \$ 116,000 was raised to pay for the preview and we would like to thank all the generous underwriters. The highest level, Founders included:

ADESA Syracuse
Bond, Schoeneck & King
Chevrolet Dealers of CNY
Nissan North America
Spectrum Reach
Upstate Honda Dealers
Your Syracuse Area Toyota Dealers
ZeroSum

The four highest checks distributed, were received by:

- **David's Refuge \$45,507.50**
- **Maureen's Hope \$33,663.71**
- **Make-A-Wish Central New York \$31,900**
- **Hospice of CNY & Hospice of Finger Lakes \$ 21,048**

Most importantly, all funds raised MUST remain for use in this community.

The 25th annual charity preview will be on Wednesday, February 14th, Valentine's Day and.....

WE NEED MORE ACTIVE MEMBERS TO SERVE ON THE PREVIEW COMMITTEE

We are looking for more active members from dealerships to serve on the Charity Preview Committee. This Charity Preview has grown to be the largest fund-raising event in Central New York and the impact it has had is amazing. Since inception, we have distributed over \$ 4.6 million to local organizations and it is not going to get smaller. We anticipate that the 25th

anniversary will push ticket sales to 2,000 as people attending love the party and want to contribute. The beauty of the preview is that attendees can view the auto expo, enjoy great food, socialize and support local charities. The majority of the work on the preview is handled by the SADA staff, but we need more people to serve on the committee to help generate the needed underwriting funds to cover the costs. Our goal has always been to return 100% of the proceeds back to the charities. This cannot happen if the committee does not raise additional funds. Please contact me or Pam to learn more about the committee.

SADA RECEIVED ANOTHER HAZARDOUS ABATEMENT BOARD GRANT

For over 20 years, SADA has received Hazardous Abatement Board Grants to provide OSHA training in dealerships. We have been awarded \$ 15,000 for the grant year starting August 1st which allows us to come into dealerships and offer one- hour classes on subject impacting your business. Once we have the contract signed, Pam will be contacting members to arrange these sessions. We do try to schedule these sessions when it is most convenient for dealerships. Many dealers have come to us with scheduling these sessions to comply with insurance company requirements. There is no charge for these classes. SADA recently sent the information for Haz Mat Certification which is being offered in our office on Wednesday, May 10th. Dealerships must have someone certificated in handling of hazardous materials and the requirement is that they be recertified every three years. We urge that you take advantage of our efforts to secure this grant so our members get important employee training.

CATALYTIC CONVERTER ETCHING UPDATE

The legislation was passed and signed into law by the Governor and as of April 15th, all new car dealers in New York State are required to

offer for sale and installation catalytic converter etching kits. Many of our members had questions and we were able to address them as DMV worked very hard with us to be sure our members understood the issues. There are two things that we would like to review with dealerships.

1. The .3 of an hour for labor is general guidance. It may not fit every vehicle especially if the installation is for 2-label or 4-label kits. Dealers can charge more, but should be prepared to document the difference and keep on file.
2. The law applies to new vehicle sales only. Dealers can charge a reasonable fee for the kit and installation for all other customers.

We will continue to offer the kits and will be stocking some for immediate delivery. Please contact us with any questions or concerns that you may have.

DMV CONDUCTING A STUDY ON INSPECTION FEES

The current administration headed by DMV Commissioner Mark Schroeder meets quarterly with all the Associations in New York State. He has worked with us tirelessly and secured an increase in the doc fee in 2021 that took 3 years, but it was achieved. Now, we have been advised that DMV is currently doing a study on the inspection fees which need to be increased. While we are in the preliminary stages, this is positive sign and hopefully will generate an increase in the fee.

DEDICATED Full-Service Insurance Broker

SADA is a full-service insurance broker! Not only do we offer health insurance benefits, we offer competitive and thorough quotes related to Garage Keepers Liability, Statutory Disability and Workers Compensation. As your exclusive

association SADA strives to offer benefits that pertain to your dealership and employees.

SADA Dental Plan

In 1986, we started the SADA self-funded dental plan after employees in dealerships requested that we help them secure dental coverage. Our plan has over one dozen participating dentists that accept our payment in full for most maintenance issues such as x-rays, cleaning, fillings, etc. There is a small out of pocket expense for crowns and root canals with our par dentists. The maximum paid per year is \$1,750 per person and that amount per family member if covered. Over 70% of those in the plan go to our participating dentists and get **all their maintenance issues handled with no out of pocket expense.** We are currently looking at a few upgrades to make this plan ever more appealing. If you have any questions, contact Denise and she will review the program with you.



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

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

