



Greater
LOS ANGELES NEW CAR DEALERS ASSOCIATION

2019 ANNUAL REPORT

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David Ellis
President & CEO

2019 *Annual Report*

The automobile business remained strong in 2019, and we appreciate all of GLANCDA's dealer members and their commitment to the work of the association. New Car sales in the Los Angeles area exceeded 500,000 units, and nationally in excess of 17,000,000 units. With this level of output, dealers were able to grow employment levels and best serve their loyal customer bases.

The association continued its primary mission of representing all dealers at every level of government. The annual NADA fly in lobbying event was a great chance to remind all the elected officials in Washington D.C. that dealers are the backbone of small business in this country. Perhaps the biggest victory was at the state level — getting AB 179 passed, after narrowly missing in 2018. This bill focused on the franchise protections that new car dealers need to operate consistently and profitably. The retail reimbursement for all warranty and recall work brought state law in California to the same level as most states throughout the country. Protections were also put into place that do not force dealers to do facility upgrades in less than 10 years if more than \$250,000 is spent on upgrades. Throughout the state, dealers are all beneficiaries of the work that GLANCDA achieved in partnership with the state association (CNCDA).

The internationally acclaimed Los Angeles Auto Show continued its success in 2019. GLANCDA and its dealer members benefited from over 65 new vehicle debuts, of which no fewer than 25 were global debuts. Every year, the 10-day event stimulates the new car market, and Los Angeles County New Car Dealers are fortunate to have the premier North American auto show in its own backyard.

A significant amount of the revenue the association generates from the proceeds of the Los Angeles Auto Show goes right back into the communities the dealers do business in. GLANCDA made significant financial contributions to community college automotive technology programs throughout the county. This philanthropic activity has been a mainstay of what GLANCDA has done for nearly 50 years.

In 2019, GLANCDA hosted career information and job fair events for these automotive technology students. More than 1000 students and instructors met with dealership representatives at eight different events. In late November, GLANCDA hosted one of these events on the opening day of the Los Angeles Auto Show, and over 35 area new car dealerships were represented at this event.

It is a pleasure and an honor to serve as President of GLANCDA, and we hope you will consider engaging in the work and events the association hosts in 2020 and beyond.

Respectfully,
David Ellis



700 N Central Avenue, Suite 320
Glendale, CA 91203

GLANCDA Board Members



PRESIDENT
David Ellis
Glendale Dodge Chrysler Jeep



VICE PRESIDENT
Howard Tenenbaum
Keyes Automotive Group



SECRETARY/TREASURER
Jeanne Brewer
Acura of Glendale



IMMEDIATE PAST PRESIDENT
Fritz Hitchcock
Hitchcock Automotive Resources

GLANCDA Directors



DIRECTOR
Cheri Fleming
Valencia Acura



DIRECTOR
Ian Thomas
Thomas Acura



DIRECTOR
Peter Hoffman
Sierra Automotive Group



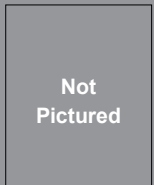
DIRECTOR
Darryl Holter
Felix Chevrolet



DIRECTOR
Pete Smith
Bob Smith Toyota



DIRECTOR
Tim Smith
Bob Smith BMW/MINI



DIRECTOR
Dave Farguson
Center BMW/Mini



DIRECTOR
Evan Ellis
Alfa Romeo of Glendale

GLANCDA BOARD MEMBERS

PRESIDENT

David Ellis
Glendale Dodge Chrysler Jeep

VICE PRESIDENT/INCOMING 2021 PRESIDENT

Howard Tenenbaum
Keyes Automotive Group

SECRETARY/TREASURER

Jeanne Brewer
Acura of Glendale

IMMEDIATE PAST PRESIDENT

Fritz Hitchcock
Hitchcock Automotive Resources

GLANCDA Directors

Cheri Fleming
Valencia Acura

Ian Thomas
Thomas Acura

Peter Hoffman
Sierra Automotive Group

Darryl Holter
Felix Chevrolet

Pete Smith
Bob Smith Toyota

Tim Smith
Bob Smith BMW/Mini

Dave Farguson
Center BMW/Mini

Evan Ellis
Alfa Romeo of Glendale



GLANCD A sponsored team from Van Nuys High School participating in National Automotive Technology Competition in April 2019



GLANCD A board members Ian Thomas and Greg Bozzani present support check to Citrus College Automotive Technology and Repair Program



GLANCD A supports Pasadena Community College



GLANCD A Director Darryl Holter (Felix Chevrolet) hosts Congresswoman Nannette Barragan (D 44th District)



Don and Cheri Fleming (Valencia Acura) and Peter Hoffman (Sierra Automotive Group) host Congresswoman Katie Hill (D 25th District)



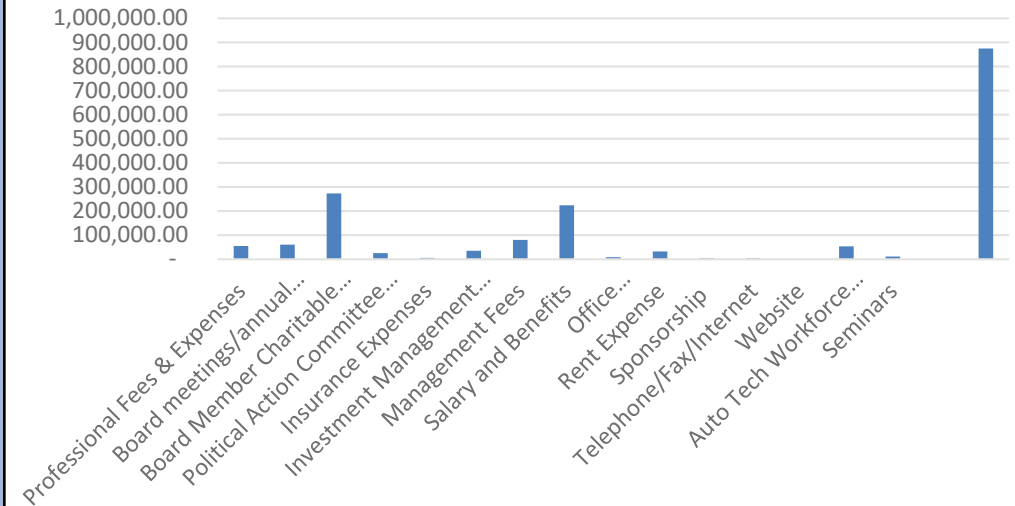
Board member John Symes (Symes Automotive Group, Pasadena) continuing Glancta's commitment to supporting non profit organizations in the areas the dealers do business.



GLANCD A Time Life Dealer Of the year nominee Howard Tenenbaum

Financial Data

GLANCUDA 2019 ANNUAL EXPENSES

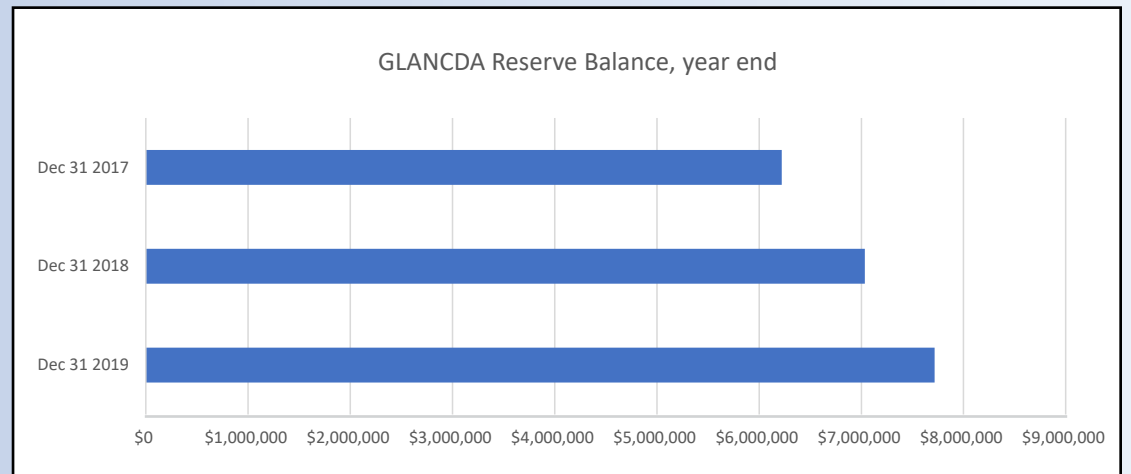


INCOME	
Membership Dues	29,400.00
Los Angeles Auto Show	668,039.67
Annual Member Luncheon	9,350.00
Sponsorships	7,000.00
Realized gain/loss on Investment	(23,292.99)
Unrealized gain(loss) on investment	777,066.23
Miscellaneous Income	-
TOTAL Income	1,467,562.91
EXPENSES	
Professional Fees & Expenses	55,100.00
Board meetings/annual meeting/travel	60,800.00
Board Member Charitable Donations	273,500.00
Political Action Committee donations	25,200.00
Insurance Expenses	5,391.07
Investment Management Expenses	35,999.54
Management Fees	80,000.04
Salary and Benefits	224,050.00
Office Supplies/Expenses/Postage	8,200.00
Rent Expense	32,010.50
Sponsorship	5,000.00
Telephone/Fax/Internet	4,108.46
Website	700.04
Auto Tech Workforce Development Events	53,500.00
Seminars	11,338.00
TOTAL Expenses	874,897.65

Revenue

Economic Impact Data for Los Angeles Area New Car Dealerships for 2019

Average Full Time Employees	125
Average Payroll	\$8,800,000
Percentage of dealers who provide Health insurance to employees	91%
Average number of new vehicles sold annually	2016
Average \$ per new vehicle sold	\$41,891
Total Dealership Sales (Parts, Service, Sales)	\$128,500,000
Amount of State Sales Tax generated annually	\$7,590,000
Amount of charitable dollars spent by dealership	\$49,810



Dealer Members

Acura of Glendale
505 S. Brand Blvd.
Glendale CA 91204

Advantage Ford Lincoln
1031 Central Ave.
Duarte CA 91010

Airport Marina Ford
5880 W. Centinela Ave.
Los Angeles CA 90045

Alfa Romeo & Fiat of Glendale
600 S. Brand Blvd.
Glendale CA 91204

Allen Gwynn Chevrolet
1400 S. Brand Blvd.
Glendale CA 91204

Antelope Valley Chevrolet
1160 Motor Lane
Lancaster CA 93534

Antelope Valley Ford Lincoln
1155 Auto Mall Dr.
Lancaster CA 93534

Antelope Valley Mazda
1015 Auto Mall Dr.
Lancaster CA 93534

**Antelope Valley Nissan
Volkswagen**
451 Auto Center Dr.
Palmdale CA 93551

Audi Calabasas
24650 Calabasas Rd.
Calabasas CA 91302

Audi of Downtown LA
1900 S. Figueroa St.
Los Angeles CA 90007

Audi Valencia
23923 Creekside Rd.
Valencia CA 91355

**Auto Nation Jaguar Land
Rover South Bay**
3233 Pacific Coast Hwy.
Torrance CA 90505

**Auto Nation Mercedes-Benz
of South Bay**
3311 Pacific Coast Hwy.
Torrance CA 90505

Auto Nation Valencia BMW
23435 Valencia Blvd.
Valencia CA 91355

Auto Nation Lexus of Cerritos
18800 Studebaker Rd.
Cerritos CA 90703

Auto Nation Land Rover Encino
15800 Ventura Blvd.
Encino CA 91436

AutoNation Acura South Bay
25341 Crenshaw Blvd.
Torrance CA 90505

AutoNation Chevrolet Valencia
23649 Valencia Blvd.
Valencia CA 91355

**AutoNation Chrysler
Dodge Jeep**
Ram Valencia
23820 Creekside Dr.
Valencia CA 91355

AutoNation Ford Torrance
3311 Pacific Coast Hwy.
Torrance CA 90505

AutoNation Ford Valencia
23920 Creekside Rd.
Valencia CA 91355

AutoNation Honda Valencia
23551 Magic Mountain Pkwy.
Valencia CA 91355

AutoNation Toyota Cerritos
18700 Studebaker Rd.
Cerritos CA 90703

Bob Smith BMW
24500 Calabasas Rd.
Calabasas CA 91302

Bob Smith Toyota
3322 Foothill Blvd.
La Crescenta CA 91214

**Bob Smith Volvo Cars
Calabasas**
24400 Calabasas Rd.
Calabasas CA 91302

Bozzani Motors
528 S. Citrus Ave.
Covina CA 91723

Browning Mazda of Alhambra
1200 West Main St.
Alhambra CA 91801

Cabe Toyota Long Beach
2895 Long Beach Blvd.
Long Beach CA 90806

Cal Worthington Ford
2601 N. Lakewood Blvd
Long Beach CA 90815

Calstar Motors
700 S. Brand Blvd.
Glendale CA 91204

Camino Real Chevrolet
2401 S. Atlantic Blvd.
Monterey Park CA 91754

Carson Nissan
1505 E. 223rd St.
Carson CA 90745

Carson Toyota
1333 E. 223rd St.
Carson CA 90745

Caruso Ford Lincoln
3500 Cherry Ave.
Long Beach CA 90807

**Casa De Cadillac Buick GMC
Sherman Oaks**
14401 Ventura Blvd.
Sherman Oaks CA 91423

Center Acura
5230 Van Nuys Blvd.
Sherman Oaks CA 91401

Center BMW
5201 Van Nuys Blvd.
Sherman Oaks CA 91401

Central Ford
5645 Firestone Blvd.
South Gate CA 90280

Century West BMW
4245 Lankershim Blvd.
North Hollywood CA 91602

Cerritos Acura
18827 Studebaker Rd.
Cerritos CA 90703

**Cerritos Dodge Chrysler
Jeep Ram**
18803 Studebaker Rd.
Cerritos CA 90703

Chevrolet of Montebello
310 W. Whittier Blvd.
Montebello CA 90640

Circle Imports
1919 Lakewood Blvd.
Long Beach CA 90815

Claremont Toyota
601 Auto Center Dr.
Claremont CA 91711

Colley Ford
1945 Auto Center Dr.
Glendora CA 91740

Community Chevrolet
200 W. Olive Ave.
Burbank CA 91502

Crestview Cadillac
2700 E. Garvey Ave. S
West Covina CA 91791

Culver City Toyota
9077 Washington Blvd.
Culver City CA 90232

Culver City Volvo Mazda
11201 W. Washington Blvd.
Culver City CA 90230

DCH Gardena Honda
15541 S. Western Ave.
Gardena CA 90249

DCH Toyota of Torrance
2909 Pacific Coast Hwy.
Torrance CA 90505

**Dependable Chrysler
Dodge Jeep Ram**
21415 Roscoe Blvd.
Canoga Park CA 91304

Downey Nissan
7550 Firestone Blvd.
Downey CA 90241

Downtown LA Motors
1801 S. Figueroa St.
Los Angeles CA 90015

Ed Butts Ford
1515 N. Hacienda Blvd.
La Puente CA 91744

Felix Chevrolet
3330 S. Figueroa St.
Los Angeles CA 90007

Ferrari of Beverly Hills
9372 Wilshire Blvd.
Beverly Hills CA 90212

Ferrari South Bay
23305 Hawthorne Blvd.
Torrance CA 90505

Ford of Montebello
2747 Via Campo
Montebello CA 90640

Galpin Ford
15505 Roscoe Blvd.
North Hills CA 91343

Galpin Honda
11151 Laurel Canyon Blvd.
San Fernando CA 91340

Galpin Jaguar Lincoln
15500 Roscoe Blvd.
Van Nuys CA 91406

**Galpin Volkswagen San
Fernando Valley**
15421 Roscoe Blvd.
North Hills CA 91343

Glendale Dodge Chrysler Jeep
900 S. Brand Blvd.
Glendale CA 91204

Glendora Chevrolet
1959 Auto Center Dr.
Glendora CA 91740

**Glenn E. Thomas Dodge Chrysler
Jeep Ram**
2100 E. Spring St.
Long Beach CA 90806

Hamer Honda
7514 Reseda Blvd.
Reseda CA 91335

Hello Nissan of Valencia
24111 Creekside Rd.
Santa Clarita CA 91355

Honda of Pasadena
1965 E. Foothill Blvd.
Pasadena CA 91107

Honda Santa Monica
1301 Santa Monica Blvd.
Santa Monica CA 90404

**Hornburg Jaguar Los Angeles/
Santa Monica**
9176 Sunset Blvd.
West Hollywood CA 90069

**Hunter Dodge Chrysler
Jeep Ram Fiat**
1130 Auto Mall Dr.
Lancaster CA 93534

**John Elway's Claremont
Chrysler Dodge Jeep Ram**
620 Auto Center Dr.
Claremont CA 91711

Keys Audi
5239 Van Nuys Blvd.
Van Nuys CA 91401

Keys Chevrolet
5949 Van Nuys Blvd.
Van Nuys CA 91401

Keys European
5400 Van Nuys Blvd.
Van Nuys CA 91401

Keys Honda
5355 Van Nuys Blvd.
Van Nuys CA 91401

Keys Hyundai
5746 Van Nuys Blvd.
Van Nuys CA 91401

Keys Lexus Van Nuys/Valencia
5905 Van Nuys Blvd.
Van Nuys CA 91401

Keys Mission Hills Hyundai
10240 Sepulveda Blvd.
Mission Hills CA 91345

Keys Toyota
5855 Van Nuys Blvd.
Van Nuys CA 91401

Keys Woodland Hills Honda
6111 Topanga Canyon Blvd.
Woodland Hills CA 91367

Lexus of Woodland Hills
21701 Ventura Blvd.
Woodland Hills CA 91364

Lexus Santa Monica
1501 California State Rte 2
Santa Monica CA 90404

Longo Lexus
3530 Peck Rd.
El Monte CA 91731

Longo Toyota
3534 Peck Rd.
El Monte CA 91731

Manhattan Beach Toyota
1500 N. Sepulveda Blvd.
Manhattan Beach CA 90266

Martin Chevrolet
23505 Hawthorne Blvd.
Torrance CA 90505

Mercedes-Benz of Beverly Hills
9250 Beverly Blvd.
Beverly Hills CA 90210

Mercedes-Benz of Valencia
23355 Valencia Blvd.
Valencia CA 91355

Metro Infiniti in Monrovia
821 E. Central Ave.
Monrovia CA 91016

MINI of Valencia
24135 Creekside Rd.
Valencia CA 91355

New Century BMW
1139 W. Main St.
Alhambra CA 91801

New Century Honda
138 South Glendale Ave.
Glendale CA 91205

New Century Volkswagen
1220 S. Brand Blvd.
Glendale CA 91204

Nick Alexander Imports
6333 S. Alameda St.
Los Angeles CA 90001

Nissan of Downtown LA
635 W. Washington Blvd.
Los Angeles CA 90015

Nissan of Mission Hills
1100 Sepulveda Blvd.
Mission Hills CA 91345

Norm Reeves Ford Hyundai Superstore Cerritos
18900 Studebaker Rd.
Cerritos CA 90703

Norm Reeves Honda Superstore Cerritos
18500 Studebaker Rd.
Cerritos CA 90703

Norm Reeves Honda Superstore West Covina
1840 E. Garvey Ave. S
West Covina CA 91791

Norm Reeves Lincoln Superstore Cerritos
18900 Studebaker Rd.
Cerritos CA 90703

Northridge Toyota
19550 Nordhoff St.
Northridge CA 91324

Ocean Honda of North Hollywood
5841 Lankershim Blvd.
North Hollywood CA 91601

O'Gara Coach Rolls-Royce
8833 W. Olympic Blvd.
Beverly Hills CA 90211

Pacific Porsche Audi VW
20460 Hawthorne Blvd.
Torrance CA 90503

Penske Buick GMC of Cerritos
18400 Studebaker Rd.
Cerritos CA 90703

Penske Cadillac Buick GMC Southbay
18600 Hawthorne Blvd.
Torrance CA 90504

Penske Chevrolet of Cerritos
18605 South Studebaker Rd.
Cerritos CA 90703

Penske Jaguar Land Rover Cerritos
10861 183rd St.
Cerritos CA 90703

Penske Toyota of Downey
9136 Firestone Blvd.
Downey CA 90241

Porsche of Downtown LA
1900 S. Figueroa St.
Los Angeles CA 90007

Porsche Woodland Hills
21301 Ventura Blvd.
Woodland Hills CA 91364

Puente Hills Toyota
17070 Gale Ave.
Hacienda Heights CA 91745

Rally Auto Group
39012 Carriage Way
Palmdale CA 93551

Reynolds Buick GMC
345 N. Citrus Ave.
West Covina CA 91791

Ross Nissan
3428 Peck Rd.
El Monte CA 91731

Rusnak Pasadena
325 W. Colorado Blvd.
Pasadena CA 91105

Santa Monica Ford Lincoln
1230 California State Rte 2
Santa Monica CA 90404

Santa Monica Volvo
1020 Santa Monica Blvd.
Santa Monica CA 90401

Scott Robinson Chrysler Jeep Dodge Ram
20900 Hawthorne Blvd.
Torrance CA 90503

Scott Robinson Honda
20340 Hawthorne Blvd.
Torrance CA 90503

Sierra Cars Group
1450 Shamrock Ave.
Monrovia CA 91016

South Bay Ford Lincoln
5100 Rosecrans Ave.
Hawthorne CA 90251

South Bay Lexus
3215 Pacific Coast Hwy.
Torrance CA 90505

South Bay Toyota
18416 S. Western Ave.
Gardena CA 90248

Star Ford Lincoln
1101 S. Brand Blvd.
Glendale CA 91204

Star Mazda
1401 S. Brand Blvd.
Glendale CA 91204

Subaru Antelope Valley
43243 10th St. West
Lancaster CA 93534

Subaru Pacific
14700 Hindry Ave.
Hawthorne CA 90250

Subaru Santa Monica
1229 Santa Monica Blvd.
Santa Monica CA 90404

Subaru Sherman Oaks
5727 Van Nuys Blvd.
Van Nuys CA 91401

Sunrise Ford of North Hollywood
5500 Lankershim Blvd.
North Hollywood CA 91601

Symes Cadillac
3475 E. Colorado Blvd.
Pasadena CA 91107

Thomas Acura
580 S. Citrus Ave.
Covina CA 91723

Thorson Motor Center
3456 E. Colorado Blvd.
Pasadena CA 91107

Timmons Volkswagen Subaru of Long Beach
3940 Cherry Ave.
Long Beach CA 90807

Toyota of Downtown LA
1600 S. Figueroa St.
Los Angeles CA 90015

Toyota of Hollywood
6000 Hollywood Blvd.
Los Angeles CA 90028

Toyota of Lancaster
43301 12th St. W
Lancaster CA 93534

Toyota Pasadena
3485 E. Colorado Blvd.
Pasadena CA 91107

Toyota Santa Monica
801 California State Rte 2
Santa Monica CA 90401

Valencia Acura
23955 Creekside Rd.
Valencia CA 91355

Volkswagen Alhambra
1811 West Main St.
Alhambra CA 91801

Volkswagen of Downtown LA
1900 S. Figueroa St.
Los Angeles CA 90007

Volkswagen Santa Monica
2440 Santa Monica Blvd.
Santa Monica CA 90404

Wondries Toyota
1543 W. Main St.
Alhambra CA 91801