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FEBRUARY 2021



eNEWS

A MESSAGE FROM THE PRESIDENT



As we move forward into 2021, we hope that our dealer members share in the thought that we have turned the corner together on the Coronavirus Pandemic and will soon have this health crisis behind us. As an industry, we have certainly rallied together! Our data provider, Auto Outlook, has reported that New Car Sales Unit Volume dropped in LA County by 20.3%. It is important to note

however, that most dealerships found ways to remain profitable and many should be returning to pre-pandemic employment levels in the second half of the year. We will always face challenges, but as entrepreneurs, we adapt and continue to serve our customers and employees.

We currently remain involved in both statewide and local projects. At the state level, we are working with our state association (CNCDA) in their effort to pass SB361. They have sponsored this bill with the aim of modernizing regulations and allowing e-contacting to align with what is already happening with consumer contracts in other industries. If passed, it stands to benefit consumers, lenders and dealers.

At the local level, we are continuing our conversations with the Los Angeles City Council on reinstating the gross receipts tax exemption carved out for New Car Dealers in the city of Los Angeles. GLANCD A is also proud to be able to continue with our support of Community College Automotive Technology and Repair programs. These programs provide tuition assistance and help with equipment modernization in order to provide the very best training for aspiring technicians. Many of these graduates go on to gain employment in New Car Dealerships throughout Los Angeles County.

The association is grateful for its members who help strengthen the New Car Franchise System each and every day! The strength comes in the ongoing commitment to uphold the highest operating standards and serve the communities we all do business in. We hope you enjoy this newsletter, and look forward to gathering together in celebration as soon as it is safe to do so.

If you notice in this edition that your organization has not yet renewed its membership for 2021, keep your eye out for an invoice by mail and/or email. The \$100 per rooftop membership fee is a tremendous value over the course of the year.

We truly are stronger when we are united in our efforts!

Best,

David Ellis
GLANCD A President

Northridge Toyota/GLANCDA support Pierce College Automotive Program

A letter from:

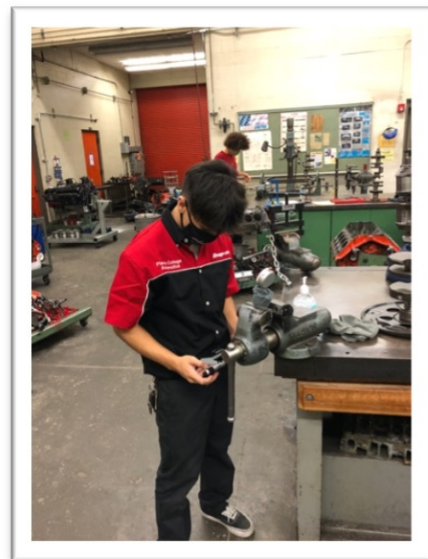
*Alex Villalta, Tom Fortune, Michael Vandyke and David Chhith, students and staff
Los Angeles Pierce College | Automotive Service Technology*

Dear Mr. Bob Smith
and Mr. Fritz
Hitchcock,

Thank you very much for Glancta's recent donation of \$10,000.00. The Pierce College Automotive Service Department find themselves humbled due to your continuous support and advocacy. We would like to express our deepest gratitude, not just to you, but all the members of GLANCDA and Northridge Toyota. Your donation is crucial for the success of our students, it enables our department to stay competitive, offer a high level of education and practical training to our community.

We are extensively thankful not just for your generous donations, but also for the ongoing relationship with our staff and students. This steady network has opened many doors for our students such as job interviews, job shadowing, and exposure to great opportunities our automotive industry has to offer. GLANCDA has placed a vast variety of our students in automotive positions that have evolved into robust and lucrative careers.

Glancta's current donation will enable one of our classrooms to be fitted with 15 computers with monitors. This will allow our students to have immediate classroom access to specific industry programs. This will yield every student to have access to data that is imperative during training for diagnostics, ASE certifications, and graduation. These computers are highly useful, especially during the current pandemic and distant education modality. This addition to our program has been on hold for a long time but with your current donation, this will all be feasible by the end of the current term.



2021 GLANCDA Time Dealer of the Year
Nominee is LA Car Guy Mike Sullivan

This years 2021 GLANCDA Time Dealer of the year nominee is LA Car Guy Mike Sullivan. Mike represents all that there is to be proud of in our industry and we are grateful for his service and dedication. The award ceremony took place at the virtual NADA show on



February 9 where dealers from throughout the country that were nominated by their dealer associations were recognized for their extraordinary efforts in the communities they do business in.

GLANCD A Donates \$10,000 to Citrus College Automotive Technology Program

For the third consecutive year, the Citrus College Automotive Technology program received a \$10,000 donation from the Greater Los Angeles New Car Dealers Association (GLANCD A).

"GLANCD A is proud to support Citrus College's robust auto tech program," said Bob Smith, GLANCD A's executive director. "We are thrilled that this donation will help the college's talented and hard-working students move one step closer to a successful career in automotive repair."

Citrus College's Automotive Technology program offers students a choice between two associate degrees and six certificates. The degrees offered include an Associate of Science in Automotive Technology and an Associate of Science in Medium and Heavy-Duty Diesel Truck Technology. Certificate options include automotive service, diagnosis and repair – master technician and clean energy and vehicle electrification technology, among others.

The program also allows full-time employment as an entry-level technician during a student's second year of training. Certified by the Automotive Service Excellence (ASE) Education Foundation, automotive technology has six full-time instructors who have worked in the automotive industry and are ASE master technicians.



GLANCD A supports Cerritos College Automotive Technology and Repair Program



"I am grateful to GLANCD A for their generous donation, which will have an enormous impact on the students in our automotive technology program," said Dr. Geraldine M. Perri, superintendent/president of Citrus College. "I also want to commend our outstanding faculty, who have worked so hard to maintain this program's outstanding reputation."

The automotive technology program plans to use the grant funds to purchase new laptops and vehicle communication interfaces that will improve the program's ability to connect to vehicles for diagnostics and network communication validation across all lab facilities. Ultimately, the improvements will better prepare Citrus College students to work in new car service centers.

"The board of trustees wishes to thank GLANCD A for this donation and its longstanding support of Citrus College's Automotive Technology program," said Dr. Patricia A. Rasmussen, president of the Citrus Community College District Board of Trustees. "A gift like this makes it possible for students to have access to affordable, high-quality education that can lead directly to job placement."



Top photo: Joe Mulleary (front) with students (l-r) Isaiah Navarro, Brando Torres, Steven Osterlund, and Kenny Thomas. Bottom photo: Joe with Steven



Joe with Isaiah (far left) and Brando



Left to right: Brando, Steven, Kenny



Joe with Brando (front left) and Isaiah



Joe and Steven

- Brando Torres (Champion Sweater)
- Isaiah Navarro (Orange lined sweater)
- Kenny Thomas (Glasses and aqua shirt)
- Steven Osterlund (Grey sleeves)



LA AUTO OUTLOOK

[Data Source: AutoCount data from Experian]

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About Us...

Originally founded in 1907, the Greater Los Angeles New Car Dealers Association provides valuable educational and philanthropic benefits to the Los Angeles Community. The Association believes that involvement with local charitable organizations makes a positive difference for everyone involved.

Who we are... We are factory-franchised dealers who are committed to serving the communities of Greater Los Angeles County by promoting professionalism within the retail automotive industry. The Association dealer members contribute not only to the economy of Los Angeles County, but also to the well-being and growth of their individual communities.

Who our members are... Our Members are individuals, partnerships, or corporations owning and operating a franchised motor vehicle dealership engaged in the sales of automobiles or trucks and licensed by the State of California and located within the Los Angeles County area.

BECOME A MEMBER

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