

THE WANADA BULLETIN

NEWS AND INFORMATION FOR AND ABOUT FRANCHISED NEW CAR DEALERS IN THE WASHINGTON AREA

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WANADA Dealers, Kindred-Line Members, and Guests Enjoy 2019 Annual Luncheon



Attendees enjoy lunch at the 2019 WANADA Annual Luncheon at the Ritz-Carlton Tysons.

Building off the successes of the past two years, the 2019 WANADA Annual Luncheon once again featured networking, good food, and a well-known keynote speaker discussing the important political and economic news of the day at the Ritz-Carlton in Tysons Corner.

More than 250 attendees, comprised of WANADA member dealer executives, representatives from Kindred-Line members, and other invited guests, including District of Columbia DMV Director Gabriel Robinson and several members of NADA's executive leadership, enjoyed a cocktail reception, a

steak lunch, and updates on the state of the organization and the regional auto industry as a whole.

Continue reading below for recaps of all the major developments from the Annual Luncheon, including the passing of the Board of Directors Chairman's title from John Bowis to Kevin Reilly, a tribute to WANADA staff member and living legend Archie Avedisian, the keynote address from Fox Business Network personality Charles Payne, and much more.

WANADA would also like to thank the sponsors who made the Annual Luncheon possible: ACV Auctions, Armatus Dealer Uplift, BG Products, Penney Design Group, Porter Construction, SunTrust, The Keats Group at RBC Wealth Management, and WellNet Healthcare.



WANADA CEO John O'Donnell addresses the Luncheon

Charles Payne Foresees Continued Economic Growth, Predicts a Competitive 2020 Election

Speaking to the more than 250 attendees gathered for the WANADA Annual Luncheon yesterday, keynote speaker Charles Payne expressed optimism about the economy, saying the fears of an imminent economic collapse 12 months ago haven't materialized, and predicting even stronger economic growth in 2020.

"We're besieged right now in this country by never-ending stories of doom and gloom," Payne said. "Everybody's predicting the same thing in the media, and that's the end of time, the end of something, right around the corner."

Payne, a longtime Wall Street trader who hosts *Making Money With Charles Payne* on Fox Business Network, spoke for more than 40 minutes, discussing his views on monetary policy and the Federal Reserve, the rise of both left-wing and right-wing populism, and his vision on the future of the American economy. He also discussed what he called the corrosive impact of financial prospectors who drove down consumer spending in late 2018 with "wrong-founded speculation" of an imminent collapse, similar to the Great Recession that drove the world economy into freefall in the late 2000s.



Charles Payne addresses Annual Luncheon attendees

"The Federal Reserve was committed to hiking interest rates and taking money out of the economy," Payne said of late 2018. "And I think we were on the cusp of a recession," he added, despite fundamentals in increased consumer income and lower overall debt burdens, that would otherwise indicate a strong economy.

Payne told assembled guests that 2020 will be an even better year than 2019 has been, projecting 4 percent wage growth next year and a 3 percent growth in GDP. According to the Bureau of Labor Statistics, real average hourly earnings grew by less than half of that percentage (1.9 percent) between September 2018 and September 2019. Meanwhile, annualized real GDP growth has only exceeded 3 percent in four quarters since President Trump took office, and has not exceeded that mark for a full year since 2005.

But Payne said there's more growth that can be unleashed through Fed policy and overall consumer optimism, pointing to an increase in Americans making over \$75,000 compared to two years ago.

"We're in the midst of greater shared prosperity than we've been in in a long time," he said. "That is the essence of upward mobility, and that's what we're seeing right now – not just for people making over \$200,000, but lots of people in all middle-class brackets."

As for trade, Payne said he predicts a robust trade agreement with China will be reached in the coming year, and said the USMCA, which is still awaiting ratification by Congress, is a clear net-win for American business and American workers. He also predicted that the Federal Reserve would likely cut rates again in early 2020, which would further unleash economic growth.

As for the potential challengers to President Trump in 2020, Payne spent the most time discussing Sen. Elizabeth Warren of Massachusetts, who has gone from an afterthought in the race to a clear contender to win the nomination. While Payne has long been an outspoken economic conservative, he said she is “tapping into people’s feelings about unfairness,” and that conservatives who dismiss her do so at their own peril.

Kevin Reilly Takes Helm as WANADA Board of Directors Chairman



WANADA Board of Directors
Chairman Kevin Reilly

Kevin Reilly of Alexandria Hyundai was officially inaugurated as WANADA’s new Board of Directors Chairman, replacing John Bowis of Chevy Chase Acura, following the conclusion of his standard two-year term.

In addition, Kevin Farrish of Farrish of Fairfax was officially accepted to serve on the Board of Directors for a three-year term, replacing Robert Fogarty, Jr. of Sport Automotive, who completed the maximum six years on the board as outlined in the WANADA bylaws.

WANADA nominations committee chairman Richard Patterson of RRR Automotive announced the moves at yesterday’s WANADA Annual Luncheon, saying that the committee takes care to fill out the Board roster in a way that balances OEM representation, geography, dealership size, and industry experience. For example, Bowis, a Maryland franchised dealer, will be replaced as chairman by Reilly, whose dealership is based in Virginia.

“Clearly we want to field the best dealer leaders we can to join WANADA’s 18-member board,” Patterson said.

Incumbent Board members Jim Gramm of Safford Automotive, and Robert Farrell of Penske Automotive, were also accepted for their second three-year terms. In addition, Fogarty’s position as Board treasurer will now be held by current Board member John Altman, who represented Beyer Automotive Group.

WANADA would like to express effusive thanks to John Bowis and Robert Fogarty, Jr. for their years of service to the organization, both inside and outside of association leadership.



Back Row (L to R): Robert Farrell, Penske Automotive; Tim Lynch, Offit&Kurman; Richard Patterson, RRR Automotive; Chip Doetsch, Apple Ford; Jim Gramm; Safford Auto; Robert Hager, Ourisman of Virginia; John Altman, Beyer Automotive; Kevin Farrish, Farrish of Fairfax; Joe Sanchez, Bomnin Chevrolet

John Bowis Concludes Tenure as WANADA Board Chairman, Discusses Industry Resilience

Outgoing WANADA Board of Directors Chairman John Bowis concluded his two-year term with an address to the WANADA Annual Luncheon audience, telling attendees that industry fundamentals remain strong, and that franchise dealers continue to provide a unique value-add in a competitive auto industry marketplace.

Bowis told the crowd that the industry nationwide is on pace to clear 17 million units sold, the fifth straight year hitting that threshold. Even amidst changing preferences in transportation, various state and federal regulations, and competition from direct-sale car retailers and ridesharing, Bowis franchise dealers have once again showed the kind of resiliency any industry needs to have in order to survive for more than 100 years.

“The truth is that if you spend enough time in this industry, you know that we have to adapt to all kinds of challenges that come our way. The one thing that seems to remain the same...is that nobody is better equipped to sell these products to consumers than we are.”

Bowis noted that, among all businesses in the U.S., nearly one-third go out of business within two years, and less than 35 percent make it past the five-year mark. Mentioning Pohanka Automotive, which recently celebrated its 100th year in business, Bowis said a century of success demonstrates the long-term strength of the industry overall.

“Even the best companies that represent the Fortune 500 last only 40 years,” Bowis said. “We will have several WANADA members hitting that 100-year milestone soon, which is another testament to the resiliency of the auto dealers in this room.”

Following Bowis’ address, incoming chairman Kevin Reilly presented him with a plaque commemorating his service to WANADA. Bowis said he was excited to assume “the best title in the organization – immediate past chairman.”



WANADA Board of Directors Chairman Kevin Reilly, left, presents outgoing chairman John Bowis with a commemorative gavel in honor of his two-year tenure leading the Board.

ADEI’s Archie Avedisian Honored at WANADA Annual Luncheon

Attendees at this year’s WANADA luncheon honored longtime WANADA staff member Archie Avedisian for more than 20 years of service as a fundraising and advocacy champion, who, in many ways, has almost single-handedly helped the organization’s Automobile Dealer Education Institute (ADEI) thrive and grow over the years.

ADEI chairman Harold Redden and former - WANADA President and CEO Gerry Murphy presented Avedisian, 91, with a \$5,000 check from



Archie Avedisian

WANADA to the Archie and Gloria Avedisian Scholarship fund, which each semester supports a financially at-risk student at his alma mater, SUNY-Cortland.



ADEI Chairman Harold Redden, left, and former WANADA President and CEO Gerry Murphy, right, present Archie Avedisian with a \$5,000 donation to the scholarship fund he and his wife founded for SUNY-Cortland students.

Redden told the crowd at the luncheon about Avedisian's long commitment to equity and opportunity for at-risk youth, dating back to his more than six decades of service all across the country as a director of various regional Boys and Girls Club chapters.

Redden praised Avedisian's commitment over the past 15 years to helping secure multiple hundreds of thousands of dollars to support the ADEI program, leveraging his deep connections to regional and national charitable and workforce-development groups, including the Rotary Club and many others. Since 2005, Avedisian said, 559 program graduates have found full-time work as auto technicians at Washington-area auto dealerships.

"Archie it's an honor to be here recognizing you," Redden told Avedisian. "I've worked with you for the better part of 25 years... Archie has been at every meeting, and he's been with us all the way through."

Avedisian spoke on the pride he takes in watching ADEI expand and offer opportunities to an ever-growing number of participants, and noted that the program has a vastly higher completion rate than similar programs around the country. A Gates Foundation study, he said, rated ADEI as the top auto technician program in the United States.

"We graduate 98 percent of our class," Avedisian said, noting that other programs have completion rates that barely clear 25 to 30 percent. "We stay on top of the kids."

Even keynote speaker Charles Payne took time to thank Avedisian for his service to the organization, and his lifelong commitment to providing opportunities to kids in underserved communities.

"I also wanna say, thank you, Archie," Payne said at the beginning of his address. "We need so many people like you."

Staying Ahead...

"We want to bring a title back to D.C." – Bryce Harper