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TIME AND ALLY FINANCIAL HONOR SPRINGFIELD DEALER

**James Gramm Wins National Recognition for Community Service
and Industry Accomplishments**

(New York, NY, November 8, 2021) – The nomination of James Gramm, president of Safford Chrysler Dodge Jeep Ram & Fiat of Springfield in Springfield, Virginia, for the 2022 TIME Dealer of the Year award was announced today by TIME.

Gramm is one of a select group of 47 dealer nominees from across the country who will be honored at the 105th annual National Automobile Dealers Association (NADA) Show in Las Vegas on March 11, 2022. The announcement of this year's annual award was made by Viktoria Degtar, Global Chief Revenue Officer, TIME, and Doug Timmerman, president of Dealer Financial Services, Ally Financial.

The TIME Dealer of the Year award is one of the automobile industry's most prestigious and highly coveted honors. Recipients are among the nation's most successful auto dealers who also demonstrate a long-standing commitment to community service. Gramm was chosen to represent the Washington Area New Automobile Dealers Association in the national competition – one of only 47 auto dealers nominated for the 53rd annual award from more than 16,000 nationwide.

“I have devoted my entire career, spanning 35-plus years, to the retail automobile business,” nominee Gramm said. “I knew this career was right for me back in 1983, when on my first day as a sales rep, I sold two new cars. The automobile business has been in my blood ever since.”

Gramm, who is a 1978 graduate of Thomas A. Edison High School in Alexandria, Virginia, sold those vehicles at a Chrysler dealership in Vienna, Virginia, and went on to hone his skills and advance his career at stores in Virginia and Maryland. In 1991, he was named general sales manager of Maryland Motors in Rockville, Maryland, and later rose to the level of vice president.

As Gramm approached the age of 40 and was reflecting on his then 20-year career, he decided he wanted to own his own store. With the support of the dealer principal at Maryland Motors and an associate, David Blum, he acquired his first dealership, Safford Dodge and RV in Fredericksburg, Virginia, in 2002.

“I finally realized my dream,” he said. “I commuted three hours per day from Potomac, Maryland, to Fredericksburg to make certain our new store would survive.”

From that single Dodge/RV store in 2002, Safford Automotive Group has expanded to 13 separate dealership locations in Maryland and Virginia, representing 16 brands and employing 840 people.

And to achieve his dream, Gramm put together a very innovative financing strategy. “I got creative, and with hard work, assembled resources to fund the original \$5 million dealership,” he said. “To close the deal, I worked in the seller’s office for three months and agreed to 10-year donation to a charity for the homeless totaling \$1 million. It was the last step in the process and if I hadn’t done it then, I would still be working for someone else.”

The experience inspired Gramm to help other talented people make that jump from general manager to dealership owner. “Today, 11 of my general managers who want to become dealers themselves own a percentage stake in their stores,” he said. “My philosophy is to offer dealer ownership opportunities as a motivational incentive while creating the chance for them to benefit by becoming entrepreneurs.”

Gramm brings that same creativity and leadership to various organizations. He is a longtime and current board member for the Washington Area New Automobile Dealers Association, and also served on the board of the Virginia Automobile Dealers Association for 11 years until 2018.

He has consistently participated in many initiatives of the Washington Area New Automobile Dealers Association, including sponsoring technicians for its Technician Apprentice Program and facilitating communications for the Washington, D.C. Auto Show.

“The organization is active politically and charitably, and I have always made it a priority to contribute my time and financial resources to many of the association’s worthy causes,” Gramm said.

As a business leader, Gramm feels it is important to give back to the community. “I have donated to important organizations that support the homeless, health causes and educational institutions,” he said.

He is proud of his partnership with WBOC on the Rising Tide campaign, which supports nonprofit groups of the Delmarva. Some organizations that have benefitted from this initiative include the Joseph House (Salisbury, Maryland); the Samaritan Shelter (Pocomoke City, Maryland); Code Purple (Delaware’s Sussex County and Kent County); and the Cambridge Cold Weather Shelter (Cambridge, Maryland).

In addition, Gramm’s dealerships have collected school supplies for underserved children and winter clothing for the homeless. And he has also helped schools purchase computers and underprivileged families enjoy the holidays.

Dealers are nominated by the executives of state and metro dealer associations around the country. A panel of faculty members from the Tauber Institute for Global Operations at the University of Michigan will select one finalist from each of the four NADA regions

and one national Dealer of the Year. Three finalists will receive an additional \$5,000 for their favorite charities and the winner will receive an additional \$10,000 to give to charity, donated by Ally.

In its eleventh year as exclusive sponsor, Ally also will recognize dealer nominees and their community efforts by contributing \$1,000 to each nominee's 501(c)3 charity of choice. Nominees will also be recognized on AllyDealerHeroes.com, which highlights the philanthropic contributions and achievements of TIME Dealer of the Year nominees.

"In cities and towns across the country, auto dealers make a big economic impact—going the extra mile to strengthen their communities," said Doug Timmerman, president of dealer financial services, Ally. "It's an incredible achievement to be nominated for TIME Dealer of the Year. The program not only recognizes leadership in business and customer service, but also a commitment to giving back and doing it right."

Gramm was nominated for the TIME Dealer of the Year award by John P. O'Donnell, president and CEO of the Washington Area New Automobile Dealers Association. He and his wife, Donna, have four children.

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About TIME

TIME is a global media brand that reaches a combined audience of more than 100 million around the world. A trusted destination for reporting and insight, TIME's mission is to tell the stories that matter most, to lead conversations that change the world and to deepen understanding of the ideas and events that define our time. With unparalleled access to the world's most influential people, the immeasurable trust of consumers globally, an unrivaled power to convene, TIME is one of the world's most recognizable media brands with renowned franchises that include the TIME100 Most Influential People, Person of the Year, Firsts, Best Inventions, World's Greatest Places and premium events including the TIME100 Summit and Gala, TIME100 Health Summit, TIME100 Next and more.

About Ally Financial Inc.

Ally Financial Inc. (NYSE: ALLY) is a digital financial services company committed to its promise to "Do It Right" for its consumer, commercial and corporate customers. Ally is composed of an industry-leading independent auto finance and insurance operation, an award-winning digital direct bank (Ally Bank, Member FDIC and Equal Housing Lender, which offers mortgage lending, point-of-sale personal lending, and a variety of deposit and other banking products), a corporate finance business for equity sponsors and middle-market companies, and securities brokerage and investment advisory services. A relentless ally for all things money, Ally helps people save well and earn well, so they can spend for what matters. For more information, please visit www.ally.com and follow @allyfinancial.

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About the NADA Show

The annual NADA Show brings together more than 20,000 franchised dealers and their employees, industry leaders, manufacturers and exhibitors to learn about the latest auto industry tools, trends, products and technologies.