

2022-2023 CATA BOARD ACTIVITIES

ANNOUNCED the election of J.C. Phelan, Chairman; Kelly Webb Roberts, Vice-Chairman; Jason Roberts, Treasurer; and Ryan Kelly, Secretary.

EXECUTED Board of Directors and Staff Conflict of Interest Statements.

NOTED that Sam Cicinelli has accepted a new position as IAM Midwest Territory Office Special Assistant to the General Vice President and has resigned his position as Directing Business Representative, replaced by Mark Grasseschi.

NOTED that Dave Radelet has assembled a group of dealers to negotiate the Local 731 labor agreement.

ANNOUNCED a media kickoff for BBQ for the Troops to be held on June 22, 2022.

DISCUSSED AND APPROVED maintaining Chicago Auto Show exhibit space cost at \$8.50 per square foot; increasing the cost of indoor track space to \$7.50 per square foot; and charging exhibitors \$30,000 and non-exhibitors \$60,000 for use of the shared EV track.

DISCUSSED AND APPROVED selling food station sponsorships at the First Look for Charity event.

NOTED 229 golfers and 50 additional attendees for lunch attended the 2022 CATA Annual Meeting and Golf Outing at Cog Hill Golf and Country Club; sponsorship revenue amounted to approximately \$90,000.

REPORTED 63 dealers participated in the July 16, 2022 BBQ for the Troops, raising in excess of \$81,000; total collections to date exceed \$1 million.

DISCUSSED AND APPROVED the formation of the following CATA Committees: Auto Show; Finance, Pension, Audit, and Compensation; Drive Chicago; Civic and Dealer Relations; Employee Relations; Government Relations; Media Strategy; Member Benefits; and Nominating.

INVITED Alexi Giannoulis, candidate for Illinois Secretary of State, to a Board of Directors meeting to present his views with regard to updating services at the Illinois Secretary of State.

DISCUSSED AND APPROVED a request from Gregory Hyundai/Genesis for a \$1,500 contribution to the Highland Park Community Foundation in connection with the Chicagoland Dealers Care Program

DISCUSSED AND APPROVED attendance at the September 12-14 NADA Washington Conference by Ms. Morand and Messrs. Sloan and Roberts. CATA representatives met with Congressmen Chuy Garcia, Raja Krishnamoorthi, Brad Schneider, and Mike Quigley.

DISCUSSED AND APPROVED adding the 9% City of Chicago and the 3% Cook County Amusement Taxes to the price of an auto show ticket.

DISCUSSED AND APPROVED the nomination of Ray Scarpelli Jr. for the TIME Magazine Quality Dealer award.

DISCUSSED AND APPROVED September 29-October 2, 2022 Chicago Drives Electric event to be held at CATA.

NOTED an August 25, 2022 CATA seminar on vehicle theft.

DISCUSSED AND APPROVED Zurich Life Insurance Company as a CATA Recommended Provider.

DISCUSSED AND APPROVED Accounting Solutions as a CATA Preferred Member Partner.

ATTENDED a Senator Tammy Duckworth reception and presented an NADA PAC check to the senator.

DISCUSSED AND APPROVED a 2023 retainer agreement with Dennis O'Keefe.

NOTED that Ms. Morand and Messrs. Sloan and O'Keefe attended a November NADA legal conference in Chicago.

DISCUSSED AND APPROVED a \$435,000 media budget for the 2023 Chicago Auto Show.

ANNOUNCED that the two First Look for Charity giveaway vehicles would be a Subaru Crosstrek and a Honda CRV Hybrid.

DISCUSSED AND APPROVED a First Look for Charity Media Tasting event to take place at Goose Island Barrel House on December 6, 2022.

ANNOUNCED seven indoor test tracks and four outdoor test drive opportunities at the 2023 Chicago Auto Show.

APPROVED attendance by Ms. Morand and Mr. Konecki at Electrify Expo, the largest E-Festival in North America, in Austin, Texas.

APPROVED attendance by Ms. Morand and Messrs. Sloan, Konecki, and Bilek at the Los Angeles Auto Show from November 16-18, 2022.

DISCUSSED AND APPROVED the annual audit and Form 990 for CATA and First Look for Charity Foundation for the year ended June 30, 2022.

ANNOUNCED that the CATA has sold an additional 25,000 square feet of exhibit space for the 2023 Chicago Auto Show over what it sold the prior year, and that McCormick Place is providing 100,000 square feet of space at no charge for the EV track.

DISCUSSED AND APPROVED continuation of Friday Night Flights on February 17, 2023.

NOTED the MAMA breakfast and the Economic Club luncheon are scheduled for February 9, 2023, at McCormick Place, immediately preceding the opening of the Chicago Auto Show.

NOTED that the 2023 Documentary Service Fee was increased to \$347.26.

NOTED that the CATA has hired Olivia Alfirevich as a Communications Specialist.

ANNOUNCED that the CATA exceeded its goal for 2022 NADA PAC contributions of member dealers, with contributions amounting to \$45,220.

ANNOUNCED First Look for Charity ticket sales of 8,794 tickets and proceeds of approximately \$2.6 million for seventeen charities.

DISCUSSED AND APPROVED an Auto show Expense Allowance of \$25,000 per Director, with bonuses paid to the Chairman in the amount of \$9,000; to the Vice-Chairman, Secretary, and Treasurer in the amount of \$5,000; and to the Auto Show Chairman in the amount of \$22,000.

ANNOUNCED that the 2024 Chicago Auto Show will run from February 9 (First Look for Charity) through February 19.

DISCUSSED AND APPROVED a 2023 CATPAC budget in the amount of \$128,000.

DISCUSSED AND APPROVED a contribution to Terry D'Arcy's (past CATA Chairman) campaign for Mayor of Joliet.

ANNOUNCED the 2023 BBQ for the Troops for July 15.

DISCUSSED AND APPROVED a request from Schaumburg Motors for a \$1,500 contribution to the Violet Foundation for Pediatric Brain Cancer in connection with the Chicagoland Dealers Care program.

DISCUSSED AND APPROVED NADA/Empower as a CATA Preferred Member Partner.

DISCUSSED AND APPROVED attendance by Ms. Morand and Messrs. Konecki and Bilek at the New York Auto Show.

NOTED that the Director terms of Dan Heller, Steve Phillipos, Dan Marquardt, and Kelly Webb Roberts are expiring at the June 2023 Annual Meeting.

ANNOUNCED that the CATA Nominating Committee, consisting of J.C. Phelan, Chairman, Kelly Webb Roberts, Jason Roberts, Ryan Kelly, and Kevin Keefe, after seeking recommendations from the entire CATA membership, nominated the four incumbent Directors for an additional three-year term.

DISCUSSED AND APPROVED the 2023 Chicago Drives Electric event to run from September 28-October 1.

DISCUSSED AND APPROVED manufacturer visits to Nashville (Nissan); Dallas (Toyota); and DC (Volkswagen).

DISCUSSED AND APPROVED a request from Pugi Hyundai for a \$1,500 contribution to The Community Works in connection with the Chicago Dealers Care program.

ANNOUNCED the election of Dan Heller, Steve Phillipos, Dan Marquardt, and Kelly Webb Roberts to three-year terms in office as Directors.

THANKED Kevin Keefe for his service as a CATA Director, Chairman, and Auto Show Chairman.
ANNOUNCED the election of Kelly Webb Roberts, Chairwoman; Jason Roberts, Vice-Chairman; Ryan Kelly, Treasurer; and Steve Phillipos, Secretary.