



*Greater*  
LOS ANGELES NEW CAR DEALERS ASSOCIATION

# 2018 ANNUAL REPORT

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Hitchcock, Fritz  
President & CEO

# 2018 *Annual Report*

**W**e are pleased with the work of the association in 2018, and grateful for the support of all our dealer members. The retail automobile industry remained strong with national and local sales of new cars at levels above 17 million. The sustained period of economic prosperity for the dealers, in the aftermath of the Great Recession a decade ago, gives hope to continued success for all.

The primary mission of representing all dealers and their interests at every level of government, was very evident in 2018. A delegation of dealers attended a lobbying event hosted by NADA in September. Additionally GLANCDA co-hosted a number of meetings with state officials throughout the year in support of franchise bill AB2107. It was disappointing that Governor Jerry Brown vetoed the bill late in the year after passing unanimously in the Senate and Assembly. The bill is being reintroduced in 2019 and GLANCDA will continue its support in hopes of a better outcome for the business community. Efforts to continue the extension, and hopefully removing the sunset clause on the carve-out of gross receipt tax exemptions for new car dealers in LA city remains a high priority.

The internationally acclaimed Los Angeles Auto Show was a huge success in late 2018. GLANCDA and its dealer members benefitted from complimentary ticket packages that helped drive attendance to record levels. Every year this helps stimulate sales for new car dealers, and press from all over the world come to cover this magnificent event.

The revenue generated from the auto show is put back into the business communities of the new car dealers. Nearly \$250,000 was awarded to non-profit charitable entities, including automotive technology programs at a number of area community colleges. The association through its dealer members will continue to share the success of its dealers with those who are in need of financial support.

Perhaps the most exciting development in 2018 was the launch of career fairs designed to connect motivated students with the job opportunities that exist in New Car Dealerships. The current shortage of quality technicians and the wonderful programs at area community colleges make for a great opportunity to come together. The first event in October was a huge success with both students and dealership hiring representatives attending. These events will continue in 2019 and beyond!

It has been a pleasure and an honor to serve as the association president the past two years. The work we have started will continue under the leadership of David Ellis, and I urge you to consider attending our annual meeting in June, and other informational events throughout the year.

Warmest Personal Regards,  
Fritz Hitchcock



700 N Central Avenue, Suite 320  
Glendale, CA 91203

## GLANCD A Board Members



**PRESIDENT**  
Fritz Hitchcock  
Hitchcock Automotive Resources



**VICE PRESIDENT/  
INCOMING 2019 PRESIDENT**  
David Ellis  
Glendale Dodge Chrysler Jeep



**SECRETARY TREASURER**  
Howard Tenenbaum  
Keyes Automotive Group



**IMMEDIATE PAST PRESIDENT**  
Pete Smith  
Bob Smith Toyota

## GLANCD A Directors



**DIRECTOR**  
Bert Boeckmann  
Galpin Motors



**DIRECTOR**  
Peter Hoffman  
Sierra Automotive Group



**DIRECTOR**  
Greg Bozzani  
Bozzani Volkswagen



**DIRECTOR**  
Darryl Holter  
Felix Chevrolet



**DIRECTOR**  
Tim Smith  
Bob Smith BMW/MINI



**DIRECTOR**  
Jeanne Brewer  
Acura of Glendale



**DIRECTOR**  
John Symes  
Toyota of Pasadena



**DIRECTOR**  
Ian Thomas  
Thomas Acura

## GLANCD A BOARD MEMBERS

**PRESIDENT**  
Fritz Hitchcock  
Hitchcock Automotive Resources

**VICE PRESIDENT/INCOMING 2019 PRESIDENT**  
David Ellis  
Glendale Dodge Chrysler Jeep

**SECRETARY TREASURER**  
Howard Tenenbaum  
Keyes Automotive Group

**IMMEDIATE PAST PRESIDENT**  
Pete Smith  
Bob Smith Toyota

**DIRECTORS**  
Bert Boeckmann  
Galpin Ford

Jeanne Brewer  
Acura of Glendale

John Symes  
Toyota of Pasadena

Greg Bozzani  
Bozzani VW

Ian Thomas  
Thomas Acura

Tim Smith  
Bob Smith BMW

Peter Hoffman  
Sierra Automotive Group

Darryl Holter  
Felix Chevrolet





Auto Tech Awards photo - GLANCD A has sponsored teams participating in the National Automotive Technology Competition for almost 20 years!! Over 100 auto tech students from schools from throughout Los Angeles county Angeles send teams to our local competition, with the winner moving on. This program introduces many hard working young people to high paying careers that exist in new car dealerships



Time Dealer of the year photo - GLANCD A's Time Ally New Car Dealer of the Year Nominee Darryl Holter (Felix Chevrolet), who also serves on the GLANCD A board of directors. Seven current GLANCD A board members are past nominees of this prestigious award with one national winner in 2008 (Tim Smith)



GLANCD A's New Car Dealers continue to give back to organizations with a presence in Los Angeles county. Each year almost \$250,000 is donated to worthy groups.



Grassroots advocacy meetings with elected officials at the local, state and national level, are crucial to fulfilling the mission of serving all the GLANCD A Dealer members.

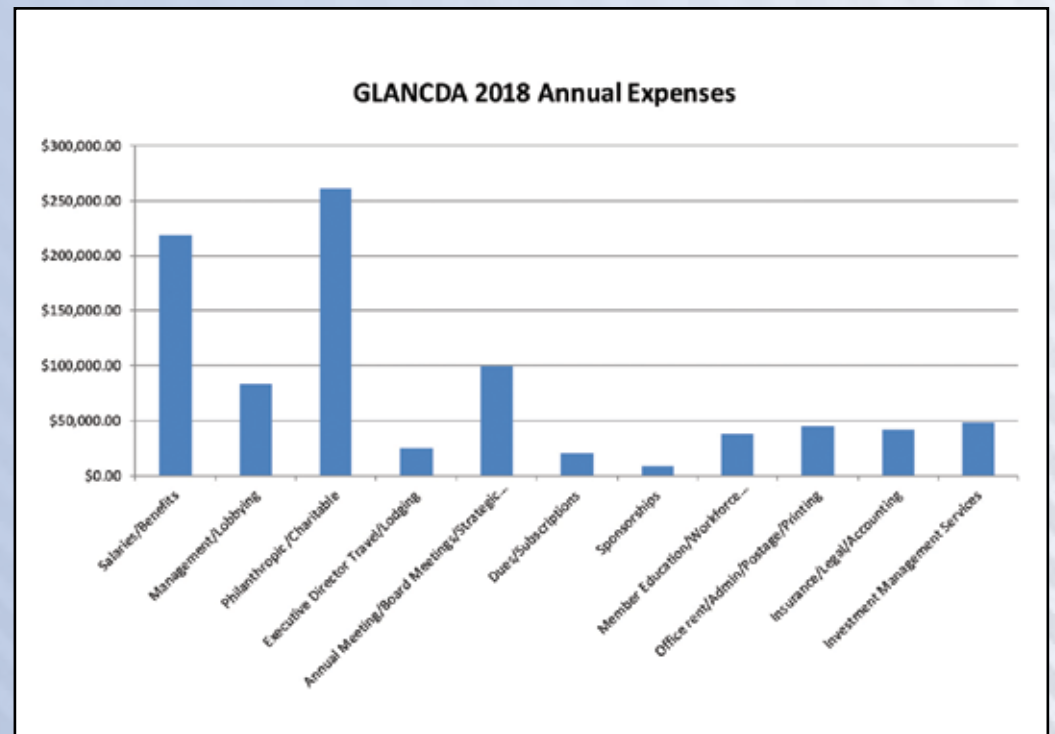


# financial data

## Balance Sheet Info

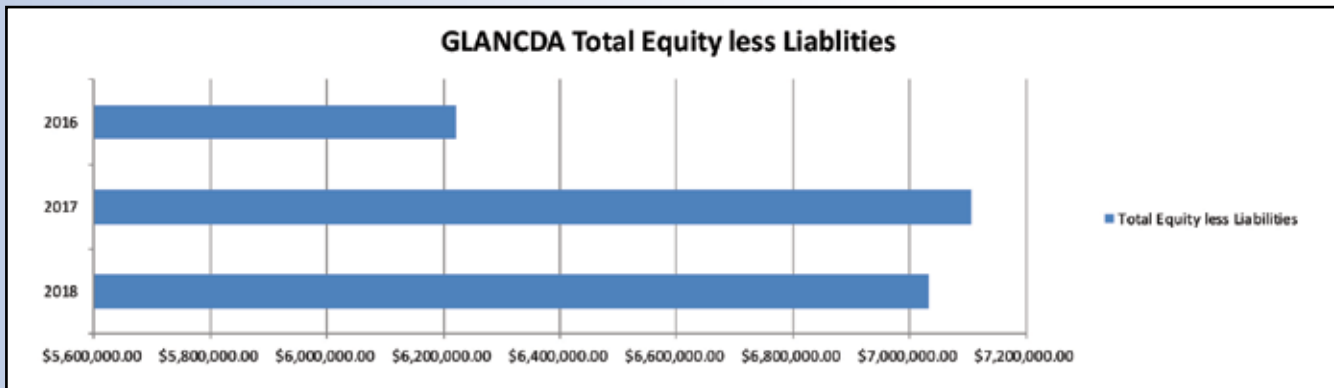
Income	
Annual Member Luncheon Income/Sponsorships	\$26,450.00
Miscellaneous Income	\$2,648.00
Membership Dues	\$11,000.00
Auto Show income	\$752,000.00
Realized Gain Investments	\$34,735.00
Unrealized Loss Investments	-\$231,859.00
	\$594,974.00
EXPENSES	
Salaries/Benefits	\$217,791.00
Management/Lobbying	\$83,600.00
Philanthropic /Charitable	\$261,500.00
Executive Director Travel/Lodging	\$24,357.00
Annual Meeting/Board Meetings/Strategic Planning Meeting	\$99,000.00
Dues/Subscriptions	\$20,600.00
Sponsorships	\$8,200.00
Member Education/Workforce Development/Public Relations	\$37,000.00
Office rent/Admin/Postage/Printing	\$44,700.00
Insurance/Legal/Accounting	\$41,523.00
Investment Management Services	\$48,038.00
	\$886,309.00

	2018	2017	2016
Total Equity less Liabilities	\$7,033,984.00	\$7,105,182.00	\$6,220,672.00



*Important Economic Impact of Los Angeles County New Car Dealers  
DATA (2017/2018)*

Total Dealership Sales Dollars New, Used, Parts, Service (269 Dealership rooftops)	\$33,000,000,000
Total State Sales Tax generated per Dealer	\$7,450,000
Total number of dealership employees countywide	32000
Percentage of Dealerships that provide access to health insurance for employees/dependents	96%
Total Dollars (personal/dealership) spent on charitable/civic organizations	\$13,400,000
Average number of dealership employees	122
Average dealership annual income	\$68,900



Revenue



# Dealer Members

**Acura of Alhambra**  
1700 W. Main St.  
Alhambra CA 91801

**Acura Of Glendale**  
505 South Brand Blvd.  
Glendale CA 91204

**Acura of Thousand Oaks**  
3945 Automall Drive  
Thousand Oaks CA 91362

**Advantage Ford, Inc.**  
1031 Central Ave.  
Duarte CA 91010

**Airport Marina Ford**  
5880 West Centinela Ave.  
Los Angeles CA 90045

**Airport Marina Honda**  
5850 Centinela Ave.  
Los Angeles CA 90045

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

**Antelope Valley Chevrolet**  
1160 West Motor Lane  
Lancaster CA 93534

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

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

**Antelope Valley Volkswagen**  
39050 Carriage Way  
Palmdale CA 93551

**Autonation Volvo South Bay**  
18900 Hawthorne Blvd.  
Torrance CA 90504

**Audi Of Downtown LA**  
1900 South Figueroa Street  
Los Angeles CA 90007

**Audi Pacific**  
20460 Hawthorne Blvd.  
Torrance CA 90503

**Audi Beverly Hills**  
8850 Wilshire Blvd  
Beverly Hills CA 90211

**Audi Valencia**  
23923 Creekside Road  
Valencia CA 91355

**Autonation Acura  
South Bay**  
5341 Crenshaw Blvd.  
Torrance CA 90505

**Autonation CDJR**  
Valencia 23820 Creekside Rd.  
Valencia CA 91355

**Autonation Chevrolet  
Valencia**  
23649 W Valencia Blvd  
Valencia CA 91355

**Autonation Ford Torrance**  
3111 Pacific Coast Hwy  
Torrance CA 90505

**Autonation Ford Valencia**  
23920 Creekside Rd  
Valencia CA 91355

**Autonation Honda Valencia**  
23551 Magic Mountain Parkway  
Valencia CA 91355

**Autonation Toyota Cerritos**  
18700 Studebaker Rd.  
Cerritos CA 90703

**Bob Smith Toyota**  
3333 Foothill Blvd.  
La Crescenta CA 91214

**Bob Wondries Ford**  
400 S. Atlantic Blvd.  
Alhambra CA 91801

**Bozzani Motors**  
528 S. Citrus Ave.  
Covina CA 91723

**Browning Mazda**  
18827 Studebaker Road  
Cerritos CA 90703

**Browning Mazda Of Alhambra**  
1200 West Main Street  
Alhambra CA 91801

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

**Calstar Motors**  
700 S. Brand Blvd.  
Glendale CA 91204

**Camacho Mitsubishi**  
401 Auto Vista Dr  
Palmdale CA 93551

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

**Capistrano Toyota Scion**  
33395 Camino Capistrano  
San Juan Capistrano CA 92675

**Carson Nissan**  
1505 E. 223rd Street  
Carson CA 90745

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

**Casa De Cadillac DBA:**  
Casa Automotive Group  
14401 Ventura Blvd.  
Sherman Oaks CA 91423

**Center BMW**  
5201 Van Nuys Blvd.  
Sherman Oaks CA 91401

**Central Ford, Inc.**  
5645 Firestone Blvd.  
South Gate CA 90280

**Chevrolet Of Montebello**  
310 W. Whittier Blvd.  
Whittier CA 90640

**Circle Audi Long Beach**  
1919 N. Lakewood Blvd.  
Long Beach CA 90815

**Circle Porsche**  
1850 Outer Traffic Circle Blvd.  
Long Beach CA 90815

**Community Chevrolet**  
200 W. Olive Ave.  
Burbank CA 91502

**Crestview Cadillac**  
2700 E. Garvey Ave. South  
West Covina CA 91791

**Culver City Honda**  
9055 Washington Blvd  
Culver City CA 90232

**Dependable Dodge**  
21415 Roscoe Blvd.  
Canoga Park CA 91304

**DTLA Motors - Mercedes-Benz**  
1801 S. Figueroa Street  
Los Angeles CA 90015

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

**Felix Chevrolet**  
3330 S. Figueroa Street  
Los Angeles CA 90007

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

**Ferrari Los Angeles**  
7051 Hayvenhurst Ave.  
Lake Balboa CA 91406

**Ferrari South Bay**  
9372 Wilshire Blvd.  
Beverly Hills CA 90212

**Ferrari Westlake**  
9372 Wilshire Blvd.  
Beverly Hills CA 90212

**Fiat Of Glendale**  
600 South Brand Boulevard  
Glendale CA 91204

**Ford Of Montebello**  
2747 Via Campo  
Montebello CA 90640

**Ford Of Upland**  
555 West Foothill Blvd  
Upland CA 91786

**Galpin Jaguar Lincoln Volvo  
Aston Martin**  
15500 Roscoe Blvd.  
Van Nuys CA 91406

**Galpin Mazda**  
15430 Roscoe Blvd.  
Van Nuys CA 91406

**Galpin Motors, Inc.**  
dba - Galpin Ford  
15505 Roscoe Blvd.  
North Hills CA 91343

**Galpin Subaru**  
24075 Magic Mountain Parkway  
Valencia CA 91355

**Galpin Volkswagen**  
15421 Roscoe Blvd.  
North Hills CA 91343

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

**Glendora Chevrolet, Inc.**  
1959 Auto Center Dr.  
Glendora CA 91740

**Glendora Dodge Chrysler Jeep**  
931 S. Lone Hill Ave.  
Glendora CA 91740

**Glenn E. Thomas Dodge/  
Chrysler/Jeep**  
2100 E. Spring Street  
Signal Hill CA 90755

**Honda Of Pasadena**  
1965 E. Foothill Blvd.  
Pasadena CA 91107

**Honda Of Santa Monica**  
1720 Santa Monica Blvd.  
Santa Monica CA 90404

**Honda of Thousand Oaks**  
3925 Automall Drive  
Thousand Oaks CA 91362

**Hornburg Los Angeles**  
9176 Sunset Blvd  
West Hollywood CA 90069

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

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

**Keyes Audi**  
5239 Van Nuys Blvd.  
Van Nuys CA 91401

**Keyes Chevrolet**  
5949 Van Nuys Blvd.  
Van Nuys CA 91401

**Keyes European**  
5400 Van Nuys Blvd.  
Van Nuys CA 91401-5627

**Keyes Honda**  
5355 Van Nuys Blvd.  
Van Nuys CA 91401

**Keyes Hyundai**  
5746 Van Nuys Blvd.  
Van Nuys CA 91401

**Keyes Lexus**  
5905 Van Nuys Blvd.  
Van Nuys CA 91401

**Keyes Toyota**  
5855 Van Nuys Blvd.  
Van Nuys CA 91401

**Land Rover Encino**  
1800 Ventura Blvd.  
Encino CA 91436

**Land Rover Pasadena**  
3485 E. Colorado Blvd.  
Pasadena CA 91107

**Lexus Of Cerritos**  
18800 Studebaker Rd.  
Cerritos CA 90703

**Lexus of Valencia**  
24033 Creekside Rd.  
Valencia CA 91355

**Lexus Of Woodland Hills**  
21701 Ventura Blvd.  
Woodland Hills CA 91364

**Lexus Santa Monica**  
1501 Santa Monica Blvd.  
Santa Monica CA 90404

**Longo Lexus**  
3530 North Peck Road  
El Monte CA 91731-3538

**Longo Toyota Scion**  
3534 North Peck Rd.  
El Monte CA 91731

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

**Mercedes-Benz Of Beverly Hills**  
9250 Beverly Blvd.  
Beverly Hills CA 90210

**Mercedes-Benz of Long Beach**  
2300 E. Spring Street  
Signal Hill CA 90755-2118

**Mercedes-Benz of Oxnard**  
1511 Auto Center Drive  
Oxnard CA 93036

**Mercedes-Benz Of South Bay**  
3311 Pacific Coast Hwy.  
Torrance CA 90505

**Metro Honda**  
9399 Autoplex Drive  
Montclair CA 91763

**Metro Infiniti**  
821 East Central Ave.  
Monrovia CA 91016

**Mini Of Valencia**  
24135 Creekside Road  
Valencia CA 91355

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

**New Century BMW**  
1139 W. Main Street  
Alhambra CA 91801

**Nick Alexander Imports**  
6333 S. Alameda St.  
Los Angeles CA 90745

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

**Nissan Of Mission Hills**  
1000 Sepulveda Blvd.  
Mission Hills CA 91345

**Norm Reeves Ford Superstore**  
P.O. Box 3850  
Cerritos CA 90703

**Norm Reeves Honda Superstore Cerritos**  
PO Box 3010  
Cerritos CA 90703-3010

**Norm Reeves Hyundai Superstore**  
18818 Studebaker Rd.  
Cerritos CA 90703

**Northridge Toyota/Scion**  
19550 Nordhoff St.  
Northridge CA 91324

**Norwalk Toyota Scion**  
11404 E. Imperial Hwy.  
Norwalk CA 90650

**Pacific BMW**  
800 S. Brand Blvd.  
Glendale CA 91204-2106

**Pacific Volkswagen**  
14900 Hindry Ave.  
Hawthorne CA 90250

**Penske Buick GMC of Cerritos**  
18400 Studebaker Road  
Cerritos CA 90703

**Penske Cadillac**  
18600 Hawthorne Blvd.  
Torrance CA 90504

**Penske Chevrolet**  
18605 Studebaker Rd.  
Cerritos CA 90703

**Penske Mercedes**  
2010 East Garvey Avenue South  
West Covina CA 91791

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

**Porsche South Bay**  
14610 Hindry Ave.  
Hawthorne CA 90250

**Puente Hills Mazda**  
17723 Gale Ave.  
City of Industry CA 91748

**Puente Hills Nissan**  
17320 East Gale Ave.  
City of Industry CA 91348

**Puente Hills Toyota**  
17070 Gale Ave.  
City of Industry CA 91748

**Puente Hills Volkswagen**  
17110 Gale Avenue  
City of Industry CA 91745

**Rally Auto Group**  
39012 Carnage Way  
Palmdale CA 93551

**Reynolds Buick**  
GMC Trucks  
345 N. Citrus  
West Covina CA 91791

**Robertson Honda**  
5841 Lankershim Blvd.  
North Hollywood CA 91601

**Ross Nissan**  
3428 N. Peck Road  
El Monte CA 91731

**Rusnak Arcadia Mbenz**  
101 N. Santa Anita Ave.  
Arcadia CA 91006

**Rusnak/Pasadena**  
267-337 W. Colorado Blvd.  
Pasadena CA 91105

**Santa Monica Lincoln**  
1230 Santa Monica Blvd.  
Santa Monica CA 90404

**Scott Robinson Chrysler**  
20900 Hawthorne Blvd.  
Torrance CA 90503

**Scott Robinson Honda**  
20340 Hawthorne Blvd.  
Torrance CA 90503

**Sierra Autocars**  
1450 S. Shamrock  
Monrovia CA 91016

**Sierra Chrysler Dodge Jeep Ram**  
1305 S. Mountain Ave./P.O. Box 705  
Monrovia CA 91017-0705

**South Bay Ford, Inc.**  
5100 W. Rosecrans Ave.  
Hawthorne CA 90250

**South Bay Lexus**  
3215 Pacific Coast Hwy.  
Torrance CA 90505

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

**Star Ford Lincoln**  
1101 South Brand Blvd.  
Glendale CA 91204

**Star Mazda**  
1401 S. Brand Blvd  
Glendale CA 91204

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

**Subaru Pacific**  
14700 Hindry Ave.  
Hawthorne CA 90250-6757

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

**Symes Cadillac, Inc.**  
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 Subaru**  
3940 Cherry Ave  
Long Beach CA 90807

**Timmons VW**  
3940 Cherry Ave.  
Long Beach CA 90807

**Toyota of Downtown LA**  
1901 S. Figueroa Street  
Los Angeles CA 90007

**Toyota Of Hollywood**  
6000 Hollywood Blvd.  
Hollywood CA 90028

**Toyota of Lancaster**  
43301 12th Street West  
Lancaster CA 93534

**Toyota of Marina del Rey**  
5880 Centinela Ave.  
Los Angeles CA 90045

**Toyota Of Santa Monica**  
801 Santa Monica Blvd.  
Santa Monica CA 90401

**Valencia Acura**  
23955 Creekside Rd.  
Valencia CA 91355

**Valencia BMW**  
23435 Valencia  
Valencia CA 91355

**Volkswagen Alhambra**  
1811 West Main Street  
Alhambra CA 91801

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

**Volkswagen Pasadena**  
130 N. Sierra Madre Blvd.  
Pasadena CA 91107

**Volkswagen Santa Monica, Inc.**  
2440 Santa Monica Blvd.  
Santa Monica CA 90404

**W. I. Simonson, Inc.**  
1626 Wilshire Blvd.  
Santa Monica CA 90403

**Wondries Toyota**  
P.O. Box 1311  
Alhambra CA 91802-1311

**Woodland Hills Buick/GMC/Cadillac**  
6133 Toganga Canyon Blvd  
Woodland Hills CA 91367-3682

**Woodland Hills Honda**  
6111 Topanga Canyon lvd  
Woodland Hills CA 91367

**Woodland Hills Porsche**  
21301 Ventura Blvd.  
Woodland Hills CA 91364

**Worthington Ford**  
2950 Bellflower Blvd.  
Long Beach CA 90815-1125