

FOUNDATION NEWS



*Retired Army Sgt. Sam Cila,
with his service dog, Gillian*

- ▲ Ambassadors Program
- ▲ Emergency Relief Fund
- ▲ Medical Grants
- ▲ Frank E. McCarthy Memorial Fund

- ▲ Joseph J. Sanchez Memorial Fund
- ▲ John P. Winston, Sr., Memorial Fund
- ▲ Survivors Relief Fund
- ▲ 800.248.6232 | foundation@nada.org

The Foundation Story

Founded in 1975, the National Automobile Dealers Charitable Foundation (NADCF) is committed to preserving and promoting private enterprise and personal freedom of mobility by supporting organizations involved in emergency medical care and higher education.




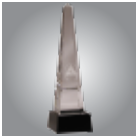



The NADA Foundation has contributed nearly \$13 million to communities throughout the nation, supporting emergency assistance for dealership employees after natural disasters, as well as scholarships for deserving students. As a result of its collaboration with Canine Companions for Independence to provide trained assistance dogs for children, the NADA Foundation is now embarking on a similar mission to help wounded warriors.

The NADA Foundation has been recognized nationally for providing assistance (through Scholarship America) to family members of the 9/11 victims, as well as for its efforts after Hurricane Katrina in the Gulf states and the 2011 earthquake and tsunami in Japan.

You are invited to help the NADA Foundation benefit the citizens of our great nation into the future!



TABLE OF CONTENTS

Canine Companions for Independence Wounded Veterans Initiative	2	
NADA Japan Relief	4	
Scholarship America / Survivors Relief Fund	6	
Ambassadors Program	8	
Emergency Relief Fund	12	
Milestones	14	
NADCF Programs and Contact Info	16	

A Companion for Life

McCarthy Memorial Fund Supports Skilled Companion Dogs for Wounded Veterans and Disabled Children

Retired Army Sgt. Sam Cila is just the kind of guy you'd want protecting the country—muscular, athletic and tough. Motivated by the attacks of Sept. 11, 2001, Cila, a former sheriff's deputy from Riverhead, N.Y., joined the National Guard, which took him to Iraq in 2004. On July 4, 2005, he experienced the worst: an improvised explosive device (IED) that sent shrapnel hurtling toward him, sheering his chest and wounding his left arm. Cila's left hand was later amputated after multiple surgeries.

But Cila's bravery did not go unnoticed. Soon after returning home, he was matched with a new teammate: a black Labrador retriever named Gillian, who, he says, "acts as my left hand." The match was made possible by the NADA Foundation and its contributions to Canine Companions for Independence (CCI), a nonprofit organization that provides highly trained assistance dogs to people with disabilities.

Since 2002, the NADA Foundation—through its Frank E. McCarthy Memorial Fund—has contributed \$140,000 to Canine Companions for Independence, placing 14 skilled dogs. In the spring of 2011, the Foundation expanded its support of CCI to help wounded veterans like Cila, pledging \$20,000 to support the training of two additional dogs. In the fall, those dogs were matched with their new owners: Charles Chesnes, a 10-year-old from Delaware, Ohio, who uses a wheelchair, and Adam McCann, a former Marine from Oberlin, Ohio, who was injured in the Iraq war.

"Giving a service dog to someone in need is a beautiful thing," says Foundation Chairman Robert P. Mallon. "I know Frank McCarthy would be proud of us for honoring his memory in such a touching way." McCarthy served as chief operating officer of NADA for more than three decades until his death in 2001.

Speaking out: (left to right) CCI's Debra Dougherty, Sgt. Sam Cila and Mrs. Frank E. (Pat) McCarthy at a press conference at NADA headquarters.



NADA Foundation Helps Wounded Veterans

Most U.S. companies, trade groups and organizations are unaware that the program, called the Wounded Veterans Initiative of Canine Companions for Independence, even exists. And with no government funding, the initiative relies solely on the private sector for financial contributions.

The National Automobile Dealers Charitable Foundation has supported Canine Companions for Independence since 2004. The NADA Foundation is expanding that partnership today to include the Wounded Veterans Initiative because of the growing need to match wounded war veterans with assistance dogs.

For more information or to contribute to the NADA Charitable Foundation, visit nada.org/CF.



Retired Army Sgt. Sam Cila of Ryehead, N.Y., and his service dog Gillian were the beneficiaries of the NADA Foundation's first \$10,000 grant to the Wounded Veterans Initiative of Canine Companions for Independence, Cila, who lost most of his left arm during an ambush in Baghdad on July 4, 2005, says Gillian has "rounded out my new team."

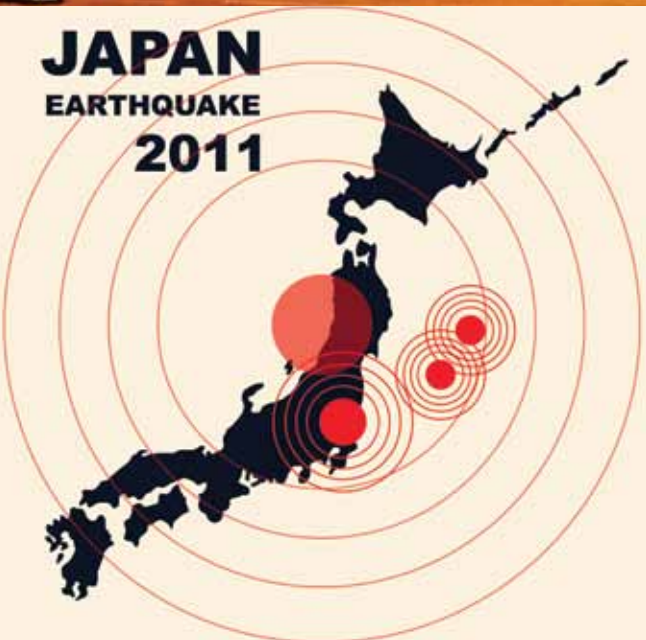


Foundation Responds to

Offering aid: During the 2011 New York International Auto Show, the American Red Cross thanked NADA, various automakers and other industry groups for their contributions to the Japan relief effort. NADA President Phil Brady is fourth from right.



**JAPAN
EARTHQUAKE
2011**



**American
Red Cross**

A Nation in Crisis

When an Earthquake Hits Japan, the NADA Foundation Joins Auto Industry Relief Effort

No single event was more disruptive to the global automotive industry in 2011 than the 9.0-magnitude earthquake that struck Japan's coast on March 11. It was the strongest quake to hit the Pacific nation in more than a century, and nearly a year later its effects are still being felt by the people of Japan and worldwide.

Hours after the earthquake, NADA began urging its nearly 16,000 members to support the Japan Earthquake and Pacific Tsunami fund of the American Red Cross. To jump-start the campaign, the NADA Foundation donated \$100,000.

In the days and weeks that followed, dealers all over the country added

their contributions. Others in the auto industry—including many of the manufacturers whose production schedules were disrupted by the disaster—quickly followed suit, contributing more than \$30 million globally.

The industry's contribution was so significant that a representative of the American Red Cross personally thanked many of these industry leaders, including NADA President Phil Brady, during a presentation at the opening session of the New York International Auto Show in April 2011. The industry's quick action was credited with providing the survivors of the Japan earthquake with necessities like food, water, transportation and safe shelter.

An Opportunity to Remember and Give Thanks

Foundation Among Those Recognized in Emotional 9/11 “Evening of Remembrance”

Timothy Miller was playing football for Johns Hopkins University before an injury forced him to rethink his life’s path. He decided to become a doctor, an opportunity made possible by the generosity of the NADA Foundation and other organizations that have supported the educational needs of 9/11 families.

Miller, who lost his father on 9/11, was just one of the grateful students who spoke during an emotional “Evening of Remembrance” in New York in early September 2011. The event recognized those donors—including the NADA Foundation—that have contributed more than \$1 million to Scholarship America and its Families of Freedom Scholarship Fund. “I will not waste the opportunity that you have given me,” Miller said.

The NADA Foundation was among the first organizations to support 9/11 families with contributions to Scholarship America, making it possible for the sons and daughters of Americans killed or permanently disabled during the attacks in New York, Washington D.C., and Shanksville, Pa., to attend college.

Initially, \$1.6 million was raised through the Foundation’s Survivors Relief Fund and the generosity of dealers across the country. In the 10 years since the attacks, the Foundation has provided scholarship aid to nearly 80 students. More than 3,000 others could qualify for aid through 2030, the year the last of the 9/11 students will be eligible for college.



Giving thanks: NADA Foundation Chairman Bob Mallon (second from left) appears with, from left, Ashley, Roseanne and Patrick Hughes. Ashley and Patrick are recipients of aid from Scholarship America and the National Automobile Dealers Charitable Foundation.



The Faces of a Foundation

Ambassadors Program Reaches 500 Donors, Sets Sights on Next Major Milestone



Five years ago, Connecticut dealer and NADA director Gary Reynolds joined an elite group of new-car and new-truck dealers as an Ambassador of the NADA Foundation. In 2008 he enrolled his father, grandfather and great-grandfather, which meant the first four generations of his family's auto retailing business were all represented. And—until the economic downturn later that year—Reynolds was planning to make his three children Ambassadors, as well.

A few years later, Reynolds finally got that chance, giving his daughter Kathryn the honor of being named the NADA Foundation's 500th Ambassador, a major



Supporting education: New York State Automobile Dealers Association Chairman Jeff Crouse (left) and President Bob Vancavage (right), with Thomas Burton and Gary Ruebsamen, both of Onondaga Community College in Syracuse, N.Y.



Food bank donation: NADA Foundation Trustee and Ambassador of Distinction Richard Strauss (center), with staff of the Central Virginia Food Bank (from left: Pete Sokol, Colleen Keller, Gayle Haglund and Sally Pluot).



Kathryn Reynolds
Wayland
Old Lyme, CT

milestone. Nearly 50 new Ambassadors were named in 2011, and the NADA

Foundation is now focused on reaching its next goal of 1,000 Ambassadors. "I've always said the first 500 will be the hardest," NADA Foundation Chairman Bob Mallon said. "The next 500 will be easier."

To become an Ambassador, a dealer, company, association or individual pledges a tax-deductible donation of \$10,000 to

the NADA Foundation in their own name—or in recognition of loved ones, living or deceased. That money is then given to organizations of the donor's choice in amounts of at least \$1,500 every three years—forever. Dealers like Reynolds, who pledge three or more Ambassadorships, become Ambassadors of Distinction.

Each year, more than \$250,000 is donated to organizations in the public

(continued on page 10)



School receives grant: (from left) Alfred P. Shockley of Shockley Honda in Frederick, Md., with James Tucker of the Maryland School for the Deaf and Shockley's daughter, Marisa Shockley.

(continued from page 9)

or private sector, supporting a variety of causes—from emergency medical services and education to job training for adults with disabilities. In 2011, 155 Ambassadors in 36 states presented grants to organizations of their choice. Since 1994, more than \$1 million has been donated through the Ambassadors program to organizations across the country.

For more information, call Naxhieli Acosta, NADA Foundation director, 800.248.6232, ext. 7233, or visit www.nada.org/CF.



Nicholas Abraham
Elyria, Ohio



Ally Financial
Detroit, Mich.



Michelle Ciccolo
Boston, Mass.



Derek DeBoer
Ashland, Ore.



Paul Hrnchar, Sr.
North Olmsted, Ohio



Marc Jacobson
Bedford, Ohio



Juanita R. Leigh*
Tuscaloosa, Ala.



Rosemary P. Mallon*
Tacoma, Wash.



Dick Marcellino
Bedford, Ohio



J. Paul McMillen
Camp Hill, Pa.



Donald L. Primm
Cuyahoga Falls, Ohio



Laura G. Reynolds*
Old Lyme, Conn.



Rusty Eck Ford, Inc.
Wichita, Kan.



Vincent A. Sheehy, III
Fairfax, Va.



Robert R. Shuman
Walled Lake, Mich.



Paul Stephens
Danville, W.Va.

* In memoriam



Fred Baker
Aurora, Ohio



Stacey E. Blackwell
Westbrook, Maine



Leslie Ann Ciccolo
Bartolotti
Boston, Mass.



Ted Brodlieb*
Whitestone, N.Y.



William Burke
Cleveland, Ohio



Robert C. Byers*
Kenmore, Wash.



Winfred S. Dodge
Westbrook, Maine



Joe Firment
Lorain, Ohio



Richard E. Genthe
Ann Arbor, Mich.



Robert Gillingham
Parma, Ohio



Brian Hamilton
Kearney, Neb.



Kris Houtonen
Great Falls, Mont.



Ralph Kalberloh
Jefferson City, Mo.



Lou Kaltenstein
Hinckley, Ohio



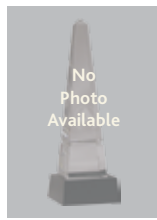
Andrea B. Kelleher
Vienna, Va.



Bruce and Andrea Kelleher
Vienna, Va.



H.W. "Harry" Knust
Oacoma, S.D.



Gary Milan
Cuyahoga Falls, Ohio



Brian O'Donnell
Cleveland, Ohio



Leslie Oakland
Great Falls, Mont.



James A. Otwell, Jr.*
Cumming, Ga.



Gary Panteck,
Brunswick, Ohio



Frank Porter, Jr.
Cleveland, Ohio



Jacob Studor
Middleburg Heights,
Ohio



R. Kyle Treadway
West Valley City,
Utah



Dan Wilder, Jr.
Port Angeles, Wash.



Dewalt Joseph
Willard, Jr.
Frederick, Md.



Margaret Ann
Williams*
Elkton, Md.



Stu Zalud
Ashburn, Va.

* In memoriam

A Helping Hand

Foundation Mobilizes Emergency Relief Fund to Aid Victims of Tornadoes, Floods and Wildfires

On April 27, Mercedes dealer and NADA Foundation Ambassador Jack Leigh and his fellow residents of Tuscaloosa, Ala., got a stark reminder of how important it is to have a helping hand when disaster strikes. That day, Leigh stood in the lot of his dealership watching a mile-wide tornado pass through the city, destroying everything in its path. Luckily, his dealership was not damaged. But the toll on the people of Tuscaloosa was great.

“One of my employees lost an apartment in one of the hardest-hit areas,” says Leigh. “He managed to find another apartment, but he had nothing else.”

Many dealership employees struggled to re-establish safe housing for their families. Recognizing a need for quick assistance, the NADA Foundation mobilized its

Emergency Relief Fund to aid dealership employees recovering from the tornadoes in Alabama and Iowa. Later in the year, funds were distributed to those affected by the deadly tornado in Joplin, Mo., flooding caused by tropical storm Lee in the Northeast and wildfires in Texas.

The NADA Foundation’s Emergency Relief Fund provides financial assistance after natural disasters. In 2011, more than \$40,000 was distributed to dealership employees through the fund. Since the program started in 1992, the fund has provided more than 7,500 dealership employees with financial assistance of nearly \$5 million.





Milestones

A Look at the NADA Foundation Over the Past 36 Years

Begun in 1975, the National Automobile Dealers Charitable Foundation has a long and distinguished history.

1975

The **National Automobile Dealers Charitable Foundation** is founded to raise and distribute funds for health and education.

1979

More than 50 grants are made under the Foundation's flagship **Emergency Medical Services** program, providing Resusci-Anne CPR training units to organizations in 37 states.

1985

The **Joseph J. Sanchez Memorial Fund** is established in memory of the former vice president and general manager of Oldsmobile, to provide grants to private colleges.



1990

The **John P. Winston, Sr., Memorial Fund**, is established in memory of NADA's longtime corporate secretary, to provide grants to private colleges and universities.



The NADA Foundation produces a public service announcement on the importance of learning CPR. It is distributed nationally to more than 600 TV stations.

1992

The **Emergency Relief Fund** is created to aid dealership employees who are victims of deadly Hurricane Andrew in South Florida and along the Louisiana Gulf Coast. (To date, the program has come to the aid of more than 7,500 dealership employees, with financial assistance of nearly \$5 million.)

1994

More than \$100,000 is distributed to dealership employees affected by an earthquake in Southern California and severe flooding in Georgia and Houston.

The **Ambassadors Program** is established to give the NADA Foundation's major donors the opportunity to make a difference in their own communities with \$1,000 gifts every three years. Ten Ambassadors and 20 sustaining Ambassadors sign up in the program's first year.

1995

A special donation of \$7,500 is made to the Salvation Army's Oklahoma City Victims Relief Fund, following the tragic bombing of the Alfred P. Murrah Federal Building.

1997

The **Legacy Program** is established to recognize those who have committed to the NADA Foundation in their estate planning.

2001

The **Survivors Relief Fund** is created to provide aid for the survivors of those killed in the Sept. 11, 2001, attacks. The fund collects more than \$1.6 million, including a \$500,000 donation from the NFL as part of an agreement to swap the dates of the 2002 Super Bowl and NADA Convention.

The **Frank E. McCarthy Memorial Fund** is created in memory of NADA's longtime chief operating officer, who passed away that year.



2003

A check for \$1 million from the Survivors Relief Fund is presented to Scholarship America, the nation's largest nonprofit educational support organization, at a press conference at the NADA Convention in San Francisco.

2004

DCH Auto Group President and CEO Shau-wai Lam enrolls all 27 of his dealerships in the Ambassadors Program.

NADA Foundation trustees choose **Canine Companions for Independence**, a pioneer in training dogs to assist people with physical disabilities, to receive grants from the McCarthy Memorial Fund. Johanna Benthal, eight, and her golden retriever/Lab mix, Taffy, receive the first grant from the fund.

2005

NADA raises and distributes nearly \$4 million to more than 6,000 dealership employees affected by hurricanes Katrina and Rita in Mississippi, Alabama and Texas—the single largest outpouring of aid in the Emergency Relief Fund's 13-year history.

2008

NADA Chairman Annette Sykora presents \$400,000 to the Brees Dream Foundation to restore the hurricane-ravaged athletic fields at Lusher Charter School in New Orleans. Drew Brees is quarterback of the New Orleans Saints.

2010

Kathryn Reynolds Wayland becomes the NADA Foundation's 500th Ambassador.

2011

Nearly 50 new Ambassadors are named in just one year.

About the Foundation

A Look at the NADA Foundation's Charitable Funds

Ambassadors Program—Offers new-car and new-truck dealers the opportunity to provide financial support to educational institutions in the public or private sector and emergency medical organizations in their communities.

Emergency Relief Fund—Offers financial assistance to dealership employees affected by unforeseen emergencies and natural disasters, such as hurricanes, tornadoes and fires.

Medical grants—Provides CPR training manikins to organizations in all 50 states and the District of Columbia.

Frank E. McCarthy Memorial Fund—Supports Canine Companions for Independence (and its Wounded Veterans Initiative), a nonprofit organization that provides highly trained assistance dogs to people with disabilities.

Joseph J. Sanchez Memorial Fund—Provides annual grants for students with emergency education needs at four accredited private colleges annually.

John P. Winston, Sr., Memorial Fund—Provides annual grants for the study of ethics at four accredited private colleges each year.

Survivors Relief Fund—Created to support the educational needs of 9/11 families, including the sons and daughters of Americans killed or permanently disabled during the attacks in New York, Washington, D.C., and Shanksville, Pa.

For more information or to get involved with the NADA Foundation, contact Naxhieli Acosta, NADA Foundation director, at 800.248.6232, ext. 7233, or foundation@nada.org.

For More Foundation News...



- Read *NADA Headlines*, NADA's award-winning daily e-newsletter, for regular features on new NADA Foundation Ambassadors and how their contributions are making a difference.



- Watch "AutoFocus with David Hyatt," a Public Affairs television program, featuring NADA Foundation Chairman Bob Mallon (available on www.NADAFrontPage.com).



- Visit the NADA Foundation booth in the NADA Pavilion at the 2012 NADA/ATD Convention & Expo in Las Vegas.



8400 Westpark Drive • McLean VA 22102
800.248.6232, ext. 7233
www.nada.org/CF