



Greater New York
Automobile Dealers
Association

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Contact Tim Minter 267-566-2139

DMV-DIRECT

FOR REGISTRATION, TITLING, & BEYOND...CALL 718.747.0400

GNVADA's vehicle registration and titling service, DMV-DIRECT, has been dealers go-to source for fast, convenient, and reliable DMV services.

DMV-DIRECT provides many DMV related services, including:

- Permanent Registration Issuance
- Duplicate Titles In 3 To 5 Days
- Out-of-State Registration & Title Processing for 42 States
- On-Site Connecticut Plates Issuance
- Dial-In Information Verification
- In-Transit Processing
- Duplicate Registrations
- Registration Renewals
- Title-Only Transactions
- Plate Surrenders
- Dealer Plate Renewals
- Rental Plate Renewals
- Repossessed Vehicles Processing
- MV-82 & Transmittal Forms Supplied
- Boat Registrations – Renewed and Duplicates
- Trailer Plates
- Commercial Plates
- Livery Plates



Greater New York Automobile Dealers Association

A graphic of a DMV-DIRECT flyer. At the top left is the GNYADA logo with the text "Greater New York Automobile Dealers Association". To its right is the "DMV DIRECT" logo in large, bold letters, with "VEHICLE REGISTRATION & TITLE PROCESSING SERVICE" written below it. The main heading is "RUSH DUPLICATE TITLE SERVICE" in large, bold, white letters on a blue background. Below this is the sub-heading "FAST, LOW COST SERVICE" and the text "Have a title at your dealership in 3 days, easy as 1, 2, 3!". A numbered list follows: "1. Fax Paperwork to 718.747.1237", "2. Receive title on 3rd day", and "3. Submit payment". Below the list is the text "If you would like additional information on this express title service, please contact DMV DIRECT at 718.747.0400". A section titled "Required Paperwork includes:" lists: "• Duplicate title form", "• Authorization letter on dealership letterhead", "• Identification for the title holder", and "• Express title application cover sheet". At the bottom, the address "18-10 Whitestone Expressway" and "Whitestone, New York 11357" are listed, along with the phone number "(718) 747-0400".

GNVADA
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DMV DIRECT
VEHICLE REGISTRATION &
TITLE PROCESSING SERVICE

GNVADA's DMV DIRECT

**RUSH DUPLICATE
TITLE SERVICE**

FAST, LOW COST SERVICE

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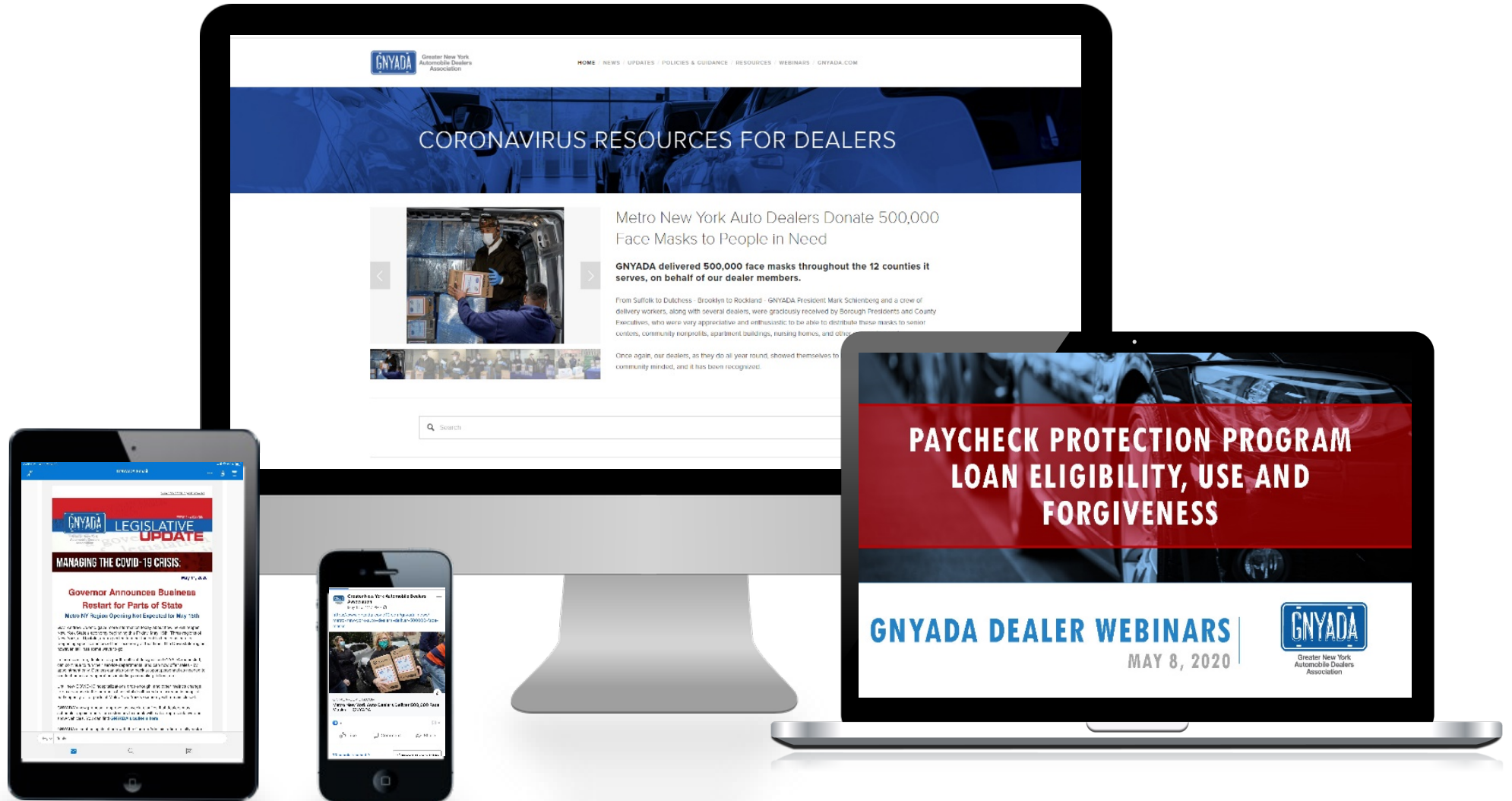
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18-10 Whitestone Expressway • Whitestone, New York 11357 • (718) 747-0400

WWW.GNYADA-COVID19.COM



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NOVEMBER BAGELS WITH BIEBER SCHEDULE

November 9, 2021 – Steve Rosenblatt discusses common dealership sales tax issues.

November 11, 2021 – Lincoln Tech presents the good, the bad and the new ways to recruit and retain automotive technicians

November 16, 2021 – Steve Rosenblatt, Greg Cote, and Scott Lewis present state and federal tax issues impacting dealers today.

November 18, 2021 – Andria Ryan, Esq., Fisher Phillips will discuss the OSHA vaccine or test mandate.

November 23, 2021 - Paul Charles talks about what's happening with ongoing sales tax audits and year- end tax reminders.

November 25, 2021 - **Happy Thanksgiving!**



WEBINAR

Greater New York Automobile Dealer Association & Lincoln Tech – Queens

Presented by:

- Susan English, SVP of Career Services & Industry Partnerships
- Herman Dawkins, Campus President, Lincoln Tech – Queens

November 11, 2021

Meet the Presenters



Susan English
Senior Vice President of
Career Services & Industry Partnerships

- **37 years** with Lincoln Tech
- **27 years** Campus/Corporate Recruitment Management
- **7 years** Executive Leadership



Herman Dawkins
Campus President – Lincoln Tech
Queens (Whitestone), NY

- **16 years** with Lincoln Tech
- **18 years** educating Technicians
- **47 years** in the Auto Industry

We have the **longest history** of providing Automotive Technicians to America's Workforce!

- 75 years, hundreds of thousands of graduates
- America's leading career training provider
- Service to veterans
- One of America's first HVAC career training schools



*We are the **largest** provider of
Automotive and Skilled Trades
graduates in the East



*Based on IPEDS (Integrated Postsecondary Education Data Systems) data collected for 2019 graduates.

Lincoln Tech Auto & Skilled Trades Programs

Automotive



Collision



Diesel



Heavy Equipment



CNC Machining & Manufacturing



Electrical/Electronics



HVAC



Welding



Bridging the Skills Gap: By the Numbers

The number of
Lincoln Tech Graduates
in the last 25 years alone

250,000

4 out of 5

The number of
Transportation Graduates
that are placed in their field of study

100,000+

The number of
High School Students that
see our presentations each year

30%

**Recent
High School
Graduates**

70%

**Career Changers
& Upgraders**



GNYADA and Lincoln Tech - Queens

- Lincoln Tech was chosen as **GNYADA's official training partner**
- Close to **16 years of partnership with GNYADA**
- **More than 5,300 technicians** provided to New York shops & dealerships
- Our **Queens campus is housed in GNYADA's CAET**
- Built for the Lincoln Tech-GNYADA partnership

The Skills Gap: Automotive

- By 2030, New York employers will need to hire almost 39,000 Automotive Technicians
- There are more than 600,000+ projected openings nationwide in the transportation field alone over the next four years*

*Information available directly through the U.S. Department of Labor

Who is Today's Candidate?



- Auto Technology used to be passed down through generations
- Today's techs aren't married to a specific career
- Motivated by strong incentives, employer investments, upward mobility

The Recruiting Challenge

- Staffing and employee retention = **#1 threats to business**
- Unparalleled in our lifetime
- Partnering with Education Institutions and invest time and resources



Bridging the Skills Gap

Build Awareness in your Community about the Incredible Opportunities in the Field

Community Involvement



Collaborate with Education Institutions to spread the message, build the workforce

Attract Talent

Through Incentives and Career Opportunities



Tuition Reimbursement



Signing Bonuses



Continue Education and Training Opportunities



Show them the path

Be A First Class Employer!

- Attract Talent
 - Re-Evaluate your Compensation Program
- “Invest for the best”
- Higher starting rates lead to increased candidate pools

*Average Median Pay Rate Auto Technicians	
NY State	\$19.79/hr
Nationwide	\$21.18/hr

*Average Median Hourly Rates (in other NY Industries)	
Electricians	\$34.16
HVAC Technicians	\$28.48
Diesel Technicians	\$27.08
Welders	\$21.33

*Source: U.S. Department of Labor, Bureau of Labor Statistics

Value Proposition for the Candidates

Educate Potential Candidates!

- Demand is there — As long as there are cars on the road, there are jobs available
- Automotive service jobs can't be outsourced
- Continuing Education — OEMs are continually investing in education and skills enhancements
- This is an exciting time to enter the industry with automation and advanced electronics just around the corner

Bridging the Skills Gap: Through Mentoring



- Matching new hires with veteran technicians
- Identify mentors and train them
- Motivation through engagement
- Easy, low-cost, effective



How Can We Work Better Together In NY?

Together for
16 years!

Consistent
innovation,
shared best
practices

- **Partner with us during High School Presentations**
 - Lincoln Tech's High School Division
 - On average over 1000 High School students see our presentations annually in NY
 - 150 in-school presentations and events
- **Meet with Current Lincoln Tech Students**
 - Visit our campus
 - Meet current students
 - Choose top candidates
 - Be their first choice for their new career paths
- **Get Involved**
 - Be a mentor to current students
 - Get involved at the campus with PAC meetings
 - Field trips to your dealerships for current students

The Role of Career Services

- Let us be your **hiring partner**
- No-cost talent acquisition support for dealerships
- Lincoln **hand-selects candidates** to fill open positions
- Students are trained with **technical and professional / life skills**
- Hiring new talent brings **opportunities for employers**
 - Continue to build their skills to match your product and dealership culture
 - Future managers
 - Future mentors





THANK YOU!

