

# 2020 ANNUAL ASSOCIATION REPORT



## UPDATE: ARA PROVIDES STRENGTH & GUIDANCE IN A YEAR OF EXTREME CHALLENGES — Sandy Blalock, *ARA Executive Director*

Since March 2020 as COVID-19 hit the United States and began to shut down the country, ARA went into high gear to stay ahead of the situation.

We accomplished the following (and even more) for ALL Automotive Recyclers, listed in no particular order:

- Trademarked **ROE – Recycled Original Equipment®** as a way to accurately identify recycled auto parts as original from the manufacturer (this is a big deal!) (Visit [ROE-RecycledOriginalEquipment.com](http://ROE-RecycledOriginalEquipment.com) for more information!)
- Established the Automotive Recyclers COVID Relief Fund, with assistance of amazing Industry Partners, with *over \$46,000 distributed to auto recyclers in need.*
- Ensured that Automotive Recyclers were an **“Essential Business”** to continue operating through the pandemic
- Became the watch dog of all **COVID legislation**
- Sent industry-wide **“Daily Email Updates”** to help recyclers navigate the crisis
- Created and maintained a **COVID-19 Dashboard** with Federal and State Guidelines affecting the industry
- Assembled and posted all **State’s Orders on Essential Business** on ARA’s Website and sent links in email
- Conducted **Webinars** to help auto recyclers through the crisis – such as ones to assist recyclers with understanding, application and compliance with federal relief programs like the Paycheck Protection Program and Economic Injury Disaster Loans
- Produced **“CRUSH ADVERSITY”** – a 4-Part Webinar with Jason Redman, “ARA’s 2020 Industry Coach” in order to provide business direction and motivation
- Participated in **affiliate webinars** to gather and provide insight into all federal relief programs
- **Partnered with the U.S. Chamber of Commerce’s COVID Liability Coalition** to educate Congress about the need for businesses to have liability protections related to COVID-19 and to urge Congress to pass legislation that would protect businesses from liability associated with COVID-19
- Developed **AutoRecyclingBuyersGuide.com** for auto recyclers to locate quality vendors – who also support the industry as associate members of the ARA
- Created **ARACertification.com** for companies to easily manage their Certified Automotive Recycler (CAR) status and renewals
- **COVID Materials:** ARA put together a guide detailing important information relating to the **SBA’s Economic Injury Disaster Loan (EIDL) program**. This guide provides background information on the EIDL program and also describes its costs and benefits.

In addition, we were on task with our normal business of watching out for the interests of automotive recyclers. Here are a few more (non-COVID) things we have done recently:

### REGULATORY COMMENTS

- ARA submitted regulatory comments advocating for the interests of the automotive recycling industry to the Environmental Protection Agency on their proposed **2020 Industrial Stormwater Permit**.
- ARA submitted regulatory comments advocating for the interests of the automotive recycling industry to the Oregon Department of Motor Vehicles on their proposed NMVTIS rule.

**The rule change supported by ARA was adopted by the Oregon Department of Motor Vehicles.**

### COALITIONS

- ARA is an active participant on **NAATBatt International’s Battery Recycling Committee and Policy and Regulatory Committee**. NAATBatt International is a not-for-profit association of companies, associations, and research institutions involved in the commercialization of electric batteries.
- ARA participated in the **Suppliers Partnership for the Environment 3rd Quarter Meeting**. Suppliers Partnership is a forum for those involved in the automotive value chain to collaborate on cutting edge industry issues such as sustainability and electric vehicle batteries.

We want you to know that ARA – our dedicated staff, experts, and volunteers – are always looking out for your best interests. We leave no detail left unattended to protect your right to do business, unencumbered, as a professional automotive recycler.

**All we ask is that you take a minute to consider ALL you receive for our efforts as the “voice of the automotive recycling industry” in return for membership in YOUR Association.** Whether you are NEW or if you are a member who is returning after a short or long lapse, we really look forward to having you as a part of the Automotive Recyclers Association.

# ARA UPDATES STRATEGIC PLAN

Following a Strategic Planning retreat earlier in 2020, a new Association Strategic Plan was adopted by the Board of Directors in July. The plan represents a direction that will guide current and future work over the next three years.

*"2020 has been a game changer," says ARA President, Scott Robertson. "During these challenging times and given the unprecedented impact that a global pandemic is having on all businesses and industries, the direction outlined in this plan will help ARA continue to move forward. A lot of strategic thought went into this plan, designed to promote the professional automotive recyclers and their businesses for many years to come."*

ARA's Strategic Plan is grounded in the Association's mission to advance the automotive recycling industry and promote its beneficial effects on society. It identifies four strategic initiatives that are the means through which ARA plans to translate its vision into practice. The initiatives focus on branding, non-dues revenue, government advocacy, and education/certification/compliance. With each initiative is a series of implementation strategies the define ARA commitment of resources, as well as goals that measure progress and future success.

*"This Plan is a representation of ARA as the eyes, ears and voice of the professional automotive recycling industry," said ARA Executive Director, Sandy Blalock. "With the direction and guidance the Strategic Plan provides, and the support of our ARA volunteer leaders and members, I am confident that ARA is well equipped to meet any challenge that comes our way."*

2019 - 2020

## EXECUTIVE COMMITTEE



**SCOTT ROBERTSON JR.**  
President



**MARTY HOLLINGSHEAD**  
1st Vice President



**SHAN MCMILLION**  
Secretary



**JONATHAN MORROW**  
Immed. Past Pres.



## NICK DAURIO NOMINATED TO JOIN EXECUTIVE COMMITTEE OF ARA

As announced in July, professional automotive recycler Nick Daurio of Daurio Auto Truck Inc. in Pueblo, Colorado, has been nominated to join the ARA Executive Committee (EC) as Secretary for 2020-2021. *"It is my extreme pleasure to be nominated to serve ARA as incoming Secretary,"* said Daurio. *"I am very humbled and honored to be nominated to such a great team of leaders in the recycling industry."*

Daurio Auto Truck has been part of the Pueblo community since 1957, when Nick's father, John Daurio, entered the automotive business. In the fall of 1970, Daurio Auto Truck ventured into the automotive recycling industry. Nick started working full-time in 1975, joined five years later by his brother Michael, and the brothers continue to work together daily. In 2014 Nick's son, Greg, joined the business as a 3<sup>rd</sup> generation recycler.

*"At Daurio Auto Truck, Inc. our focus has always been teamwork,"* said Daurio. *"This approach is how we accomplish our goals. As an EC member, I may be the face of our company, but our entire staff is excited and ready to learn and contribute to the process."* Daurio will be formally confirmed by the ARA Board of Directors and Membership during the ARA's virtual 77th Annual Convention and Exposition.

*"It has been a privilege getting to know Nick and his family over the years,"* said Jonathan Morrow, chairman of ARA's Nominating Committee. *"His integrity, work ethic and problem solving will be a valuable strength to our team."*

*"Nick, like many of our members, literally grew up working in his multi-generational family business,"* added ARA Executive Director, Sandy Blalock. *"I have worked with Nick both at ARA and the Colorado Auto Recyclers. His insights from many years of experience working in our industry will be an asset to the leadership and members of ARA."*



ROE - Recycled Original Equipment®

### ADDRESS

9113 Church Street  
Manassas, VA 20110

### PHONE

(571) 208-0428

### EMAIL

staff@a-r-a.org

### WEBSITE

www.a-r-a.org

### SOCIAL



2019 IN ACTION

**1,000+** ARA MEMBERS  
115 NEWMEMBERS  
**6** EDUCATIONAL WEBINARS  
**821** Attendees  
**94** Exhibitors  
**42** Sessions  
**19** Sponsors  
**2** Keynotes  
**2** Luncheons  
**96%** of ARA Members agree: "Being an ARA Member adds credibility to my business."

**4** New Member Success Benefits  
ARA University  
FLARES  
GJ Sullivan Insurance  
Mentoring Program

**1** NEW (AMAZING) INDUSTRY TRADEMARK  
**ROE**  
RECYCLED ORIGINAL EQUIPMENT™

TOP 5 MEMBER BENEFITS (in order)  
Automotive Recycling Magazine  
ARA University  
ARA Monthly eNewsletter  
Certification Programs  
ARA Website  
Automotive Recycling MAGAZINE  
ARA UNIVERSITY  
ARA360

**9** Member Town Halls  
Distributed over \$40,000 total in scholarships to 40 students

**99%** of ARA Members agree: "ARA is advocating for the best interests of my business and the industry."  
RAISED OVER \$38K DEFENSE FUND \$17K PAC FUND