



LABNation
DEALERSHIPS
Lawyer Accountant Brokerage Network

For more information, please call **516-534-3600**
or e-mail at Info@LABNationDealerships.com



**Auto Dealership Brokerage
Exclusive to Dealership
Lawyers and CPAs**

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An Introduction to LABNation: A New Kind of Dealership Brokerage

LABNation is proud to sponsor the 2020 AICPA Dealership Online Conference. As part of that sponsorship, we wanted to give you a highlight of a few of the accounting firms and attorneys who have committed to joining LABNation as affiliate brokers. LABNation will be the first multiple listing service of its kind for the purchase and sale of automotive dealerships.

As affiliate brokers, accounting firms experienced in supporting auto dealerships will be able to generate significant income from commissions and referral opportunities related to accounting and advisory work. In

addition, LABNation's business model appeals to many of our CPA partners because it doesn't involve a substantial investment of time on their part – LABNation's home office will do most of the work to market listings and help buyers and sellers close their transactions.

If you are interested in becoming an affiliate broker for LABNation, please contact David Baird, Chief Operating Officer, at dbaird@labnationdealerships.com. Please contact us soon, as we are only making affiliate broker offers to not more than fifty accounting firms nationally.

Affiliate Broker Profile: Peter Bauer, Esq.



Pennsylvania Market Area

Peter Bauer, an experienced Pennsylvania dealership attorney, recently committed to joining LABNation for several reasons. His biggest reason was to help the vast majority of dealers

“LABNation offers great commission potential because it helps dealers reach a national market when selling their stores”

to other CPA's in the LABNation network when my clients need specific help, particularly on out-of-state matters. The national reach that LABNation would provide gives me a much deeper bench to support my clients”

Mr. Bauer's experience in the Pennsylvania auto dealership market will lend itself well to LABNation and its other affiliate brokers. In thirty-one years of practice, he has advised on the purchase and sale of hundreds of franchised dealerships. Such experience includes many years of work in private practice as well as 15 years as general counsel to the Pennsylvania Automotive Association and three years as counsel on the Pennsylvania State Dealer Licensing Board. We welcome Peter Bauer to LABNation.

who are underserved in the buy-sell market. “Most dealers run small-to-medium sized business operations, with typically one to ten franchises located at a small number of sales and service facilities,” states Bauer. “The world they operate in is mostly local. So when they look to sell a franchise, they look to their local market,” states Bauer. “LABNation could be their key to a successful exit. In Pennsylvania where I practice, I keep my ear to ground to know when dealers are ready to sell stores. I find out well before this information gets out to the larger dealership world. With my local connection to dealers and LABNation providing a multiple listing service on a national scale, dealers looking to sell a store could generate more interest from a larger pool of buyers. As result, the seller can get into contract more quickly on a sale and get a fairer price for their assets. I can also refer out business



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Affiliate Broker Profile: Paul Charles, CPA, Richards, Witt & Charles, LLP



New York Market Area

One of our first affiliate brokers to commit to LABNation is Richards, Witt & Charles, LLP (“RWC”) in Garden City, NY. Having worked with automotive

“LABNation will help us unlock new revenue opportunities for our firm”

dealers across the Northeast for more than 37 years, RWC managing partner Paul Charles has seen a lot of buy-sell transactions in his time. That experience has served clients well, especially when it comes to those dealers looking to buy or sell stores. “Working

with dealerships every day, you get to know every aspect of their business” says Charles. “We represent 170 rooftops, and there are always dealers asking me if I know of stores for sale in particular areas or for particular franchises.” Paul's buy-sell exposure goes beyond just the Northeast. He has been past president and an active member of the Dealer CPA Network, a nationwide affiliation of accounting firms committed to auto dealerships and their owners. He has also been an active presenter on dealer tax issues for the Greater New York Auto Dealers Association.

Mr. Charles believes that LABNation can generate significant revenue opportunities through referrals for audit and advisory work from other affiliate brokers. “So, if an affiliate broker on the West Coast has a client in New York

Paul Charles (cont'd from page 1)

that needs local expertise on tax issues, I can meet that need." Mr. Charles also likes the potential for brokerage commission that LABNation could bring to his firm. "Accounting firms like ours have an advantage over other dealership brokers because of the value they already bring to dealers. I have worked on several transactions where I have brought parties

together on multi-million-dollar deals, including one valued at \$19 million. In those cases, brokers were involved but their commissions were largely based on my firm's actions to bring the parties together. As a broker through LABNation, we can now get reimbursed for the value that we have always brought to the table in making such introductions.

Affiliate Broker Profile: John Comunale, CPA, Senior Vice President, Councilor, Buchanan & Mitchell P.C. (CBM)



Maryland and Virginia Market Areas

CBM has been involved with the automotive industry since the introduction of the Model T nearly 100 years ago. The firm provides expertise in accounting,

auditing, tax and operational issues to automotive dealers ranging from single stores to large dealership groups. John Comunale has more than 25 years in public accounting and is actively involved nationally on auto dealership issues through the National Alliance of Auto Dealer Advisors and Dealer CPA Network.

As Chair of CBM's Auto Industry Committee, John Comunale

understands the advantages of a multiple listing service for dealership buy-sell transactions, particularly for his larger clients. CBM has 140 dealer clients with operations in 11 states. Many of these clients have 15+ dealerships each. "Having access to an exclusive national network of experienced dealer professionals is key to helping us serve our clients. Many of them operate at a national level. They are constantly looking to add new stores in each region where they operate."

"LABNation offers the industry's only MLS-like business model"

"I also like the idea that this exclusive network can be an additional resource for my clients for their other business needs. Many of them are challenged with managing their operations across several states. To be able to access expertise from a group that has dealership attorneys as well as accountants brings tremendous value to CBM."

Affiliate Broker Profile: Craig Todderud, CPA, Somerset CPA's and Advisors



Indiana Market Area

"With an MLS-like setup, LABNation is offering a better business model for buying and selling dealerships" states Craig Todderud, Senior

Manager at Somerset CPA's and Advisors. "There is a lot of upside for connecting with other experienced dealership CPA's and attorneys. In addition to brokering buy-sell projects, I look forward to partnering with other affiliate brokers on tax, financial, operational, and other strategic consulting matters for dealers." As an experienced CPA who has spent his entire career advising auto dealerships,

Todderud is one of several members of the Somerset team with deep expertise in auto dealership operations. They provide in-depth reviews of dealer financials, advice on succession planning, due diligence on buy-sells and even outsourced controllers for dealers that do not have that role in house.

"Dealers really need a multiple listing service for buying and selling dealerships"

Somerset provides a full-service suite of accounting and advisory services to dealerships. They currently serve over 150 dealer rooftops clients. Much of these dealers operate in Indiana, but many of them have operations through the Midwest, Southeast and other parts of the country. "We believe there will be many new opportunities created from partnering nationally with other dealership professionals on dealer projects. LABNation gives us the chance to do that."

Affiliate Broker Profile: Sam Agresti, CPA, Brady Ware Dealership Advisors



Ohio Market Area

Brady Ware Dealership Advisors serves hundreds of dealerships in the Midwest and Southeast on tax matters, cost management, fraud detection, succession planning and

many other aspects of running successful, profitable dealerships. "LABNation is more than just a chance to serve dealers on brokerage services," states Sam Agresti. "We like the idea that LABNation is creating this exclusive network of dealership professionals, not just CPA's but attorneys as well. Many of these professionals will be folks we already know and work with. We are always looking for other experienced firms to work with on projects, but we need to trust that they will serve our clients' interests well. LABNation offers us another opportunity to not only find other trusted dealership advisors but to demonstrate our own level of experience and expertise for other dealership firms looking

to refer out accounting, tax, attestation and advisory work. I also like that LABNation is only asking us to obtain listings for dealerships. Once a listing is obtained, LABNation's team of project managers will handle the rest, supporting the buyer and seller on every aspect of the deal through closing."

"The referrals on professional work alone from other professionals will be a big benefit for us and any other firm that joins LABNation."

Sam Agresti is the Team Leader for the Dealership Advisor Group at Brady Ware,

a major CPA firm with dealership clients in Ohio and several other states. Sam has been a partner at the firm for the past 14 years and organizes Brady Ware's annual dealership conference in Columbus. The in-person event has regularly drawn hundreds of dealership professionals each year. With COVID-19 putting the live event on pause this year, Brady Ware has turned the conference into a successful series of webinar events, generating further interest and participation from dealerships nationwide.

Affiliate Broker Profile: Gary Pomykala, CPA, The Pomykala Group



Illinois Market Area

Gary Pomykala works with dealers across the country to identify growth opportunities that will enhance dealership portfolios. The Pomykala

Group serves a young and hungry group of dealers owning in aggregate more than 200 rooftops nationwide. "The value of LABNation to these dealers will be in its operation as a multiple listing service," states Pomykala. "The traditional model of dealership brokers is not working. Most brokers work alone in a silo to find buyers for a dealership sale, without any outside involvement from other brokers that compete with them. This naturally does nothing to benefit the seller for each deal or the many prospective buyers that might want to bid on a given set of dealership assets. I like LABNation because it is

looking to create a sizable multiple listing service, which will be supported by a network of accountants and attorneys who want to partner together for the benefit of their clients. This MLS-type model will definitely yield a better result for everyone involved."

"LABNation provides my firm with growth opportunities because it will help our dealership clients further grow their operations"

Mr. Pomykala is the founding partner of The Pomykala Group. From the time he graduated college and began a career as an accountant, Gary has worked with automotive dealerships on accounting, tax and advisory matters. He started The Pomykala Group in 1997, with just three dealership clients. Since then the firm has grown to service more than 100 dealerships nationwide. Like

many of our other committed affiliate brokers, The Pomykala Group has the kind of entrepreneurial spirit and dedication to client service that will make LABNation a successful venture. "I like the concept of LABNation as an exclusive club, with several like-minded dealership professionals networking and sharing referrals with each other."