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TIME AND ALLY FINANCIAL HONOR JONESBORO DEALER

**Donald Cavanaugh Wins National Recognition for Community Service
and Industry Accomplishments at NADA Show**

(New York, NY, October 21, 2019) – The nomination of Donald Cavanaugh, dealer principal at Cavanaugh Ford Lincoln in Jonesboro, Arkansas, for the 2020 TIME Dealer of the Year award was announced today by TIME.

Cavanaugh is one of a select group of 49 dealer nominees from across the country who will be honored at the 103rd annual National Automobile Dealers Association (NADA) Show in Las Vegas on February 15, 2020. The announcement of this year’s annual award was made by Susanna Schrobsdorff, chief partnerships officer, TIME, and Doug Timmerman, president of Auto Finance for Ally Financial.

The TIME Dealer of the Year award is one of the automobile industry’s most prestigious and highly coveted honors. Recipients are among the nation’s most successful auto dealers who also demonstrate a long-standing commitment to community service. Cavanaugh, 68, was chosen to represent the Arkansas Automobile Dealers Association in the national competition – one of only 49 auto dealers nominated for the 51st annual award from more than 16,000 nationwide.

“One of the rewards of my career is being able to give my children an opportunity to come into this industry,” nominee Cavanaugh said. “Another is seeing the positive impact my businesses have on my employees and their families.”

A 1970 graduate of Walnut Ridge High School in Walnut Ridge, Arkansas, Cavanaugh attended Arkansas State University in Jonesboro. He worked in several jobs in Jonesboro before partnering with his father, Charles, to buy a Ford dealership in Black Rock, Arkansas, in 1978.

“Despite many struggling times, we persisted, and I continued to grow and expand the business following my father’s death in 1988,” he said. “In time, with the acquisition and establishment of several dealerships, Cavanaugh Auto Group was formed.” Today, his company includes eight new car Arkansas dealerships in Jonesboro, Hot Springs and

Walnut Ridge, representing brands Buick, Chevrolet, Chrysler, Dodge, Ford, Genesis, GMC, Hyundai, Jeep, Kia, Lincoln and Ram.

Cavanaugh Auto Group also consists of a management company, used car dealerships, a finance company, a car rental company, a real estate holding company, a car transportation company, an advertising agency and an insurance agency. His wife, Fran, and sons Matt and Donny work for the family enterprise.

“Keeping my focus on the auto industry has allowed me to be successful,” Cavanaugh said. “If a business was auto-related and would allow us to grow, I would find a way to incorporate it into my model.”

And that success has afforded Cavanaugh the opportunity to give back to his community in numerous of ways. “I feel it is our responsibility to make the communities we live in a better place – to make them better than we found them,” he said. “With that goal, we provide both money and time to many, many local events and organizations.”

His company has donated to create a new community park in Walnut Ridge, given to local high school ballfields throughout northeast Arkansas and has provided funds for schools and numerous nonprofits, including the Food Bank of Northeast Arkansas (Jonesboro); The Children's Shelter (Walnut Ridge); City Youth Ministries (Jonesboro); The Foundation of Arts (Jonesboro) and the Delta Symphony Orchestra (Jonesboro), among others.

In addition, Cavanaugh Kia established the Attend to Win car giveaway, which encourages perfect attendance at high schools throughout northeast Arkansas. Now in its third year, the program provides a new Kia Soul to a graduating senior randomly selected from 10 finalists with perfect attendance and \$100 gift cards to the nine runners-up.

For the past nine years, Cavanaugh has sponsored the Cavanaugh Thumperthon, a 5K race that benefits the Northeast Arkansas Humane Society. He also helped create Beatles at the Ridge, a music festival that commemorates the Fab Four’s brief stop in Walnut Ridge for a plane change in 1964, which set off a local frenzy.

“This event brings 15,000 visitors to our community for a weekend-long celebration of Beatles music and memorabilia,” he said. “It has been ranked as one of the top Beatles events in the country.”

He added, “We are also currently working with Hoxie: The First Stand to create a Civil Rights Museum in Hoxie, Arkansas, to tell the story of the first challenged school integration in America.”

For his good works, Cavanaugh has received several awards and recognitions but is most rewarded by what he gives back. “Our communities have been very good to me and my family and helping make them better is a core belief of mine,” he said. “When we all begin to work together to make impactful changes, it helps provide a better future for my family, my employees and our customers.”

Dealers are nominated by the executives of state and metro dealer associations around the country. The award is sponsored by TIME in association with Ally Financial, and in cooperation with NADA. A panel of faculty members from the Tauber Institute for Global Operations at the University of Michigan will select one finalist from each of the

four NADA regions and one national Dealer of the Year. Three finalists will receive an additional \$5,000 for their favorite charities and the winner will receive an additional \$10,000 to give to charity.

In its ninth year as exclusive sponsor, Ally will recognize dealer nominees and their community efforts by contributing \$1,000 to each nominee's 501(c)3 charity of choice. Nominees will also be recognized on **AllyDealerHeroes.com**.

"The award applauds the incredible effort each of these dealers put into their businesses and their communities," said Doug Timmerman, President of Auto Finance at Ally. "They are influential business leaders and admired ambassadors for worthy causes. It's an honor for Ally to recognize their generosity and impact in cities and towns across America."

Cavanaugh was nominated for the TIME Dealer of the Year award by Greg Kirkpatrick, president of the Arkansas Automobile Dealers Association.

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About Ally Financial Inc.

Ally Financial Inc. (NYSE: ALLY) is a leading digital financial-services company with \$181.5 billion in assets as of September 30, 2019. As a customer-centric company with passionate customer service and innovative financial solutions, we are relentlessly focused on "Doing It Right" and being a trusted financial-services provider to our consumer, commercial, and corporate customers. We are one of the largest full-service automotive-finance operations in the country and offer a wide range of financial services and insurance products to automotive dealerships and consumers. Our award-winning online bank (Ally Bank, Member FDIC and Equal Housing Lender) offers mortgage-lending services and a variety of deposit and other banking products, including savings, money-market, and checking accounts, certificates of deposit (CDs), and individual retirement accounts (IRAs). Additionally, we offer securities-brokerage and investment-advisory services through Ally Invest. Our robust corporate finance business offers capital for equity sponsors and middle-market companies.

For more information and disclosures about Ally, visit <https://www.ally.com/#disclosures>.

About the NADA Show

The annual NADA Show brings together more than 20,000 franchised dealers and their

employees, industry leaders, manufacturers and exhibitors to learn about the latest auto industry tools, trends, products and technologies.