

SCHOMP NEWSLETTER

JANUARY 2022



SCHOMP

THE
2021

YEAR IN REVIEW

3 STORES ADDED

85 MANAGERS

Completed 40 hours of leadership training in the Schomp Way

325,000 CALLS **178,000** CONVERSATIONS

With customers in Conversica (as of Dec 23rd)

279,617

Service appointments

183,439

Service appointments made by the BDC

17,385

Titles completed

10,568

Tickets solved by IT
(not including the extensive new store setups!)



BMW

3,232 TOTAL units sold with **ANDREW SAPOZNIK** at 218 units with a \$2285 PVR, and **CHRIS LEIRER** at 204 units with \$2102 PVR!



MAZDA

1,356 TOTAL units sold with **ZACK MARTINEZ** at 182 and **ROBIN GREER** at 158! Mazda started the remodel of the body shop and prep work for new facility.



MINI

1,225 TOTAL units sold with **JESSE COOPER** selling the most at 250 for the year!



HONDA

3,910 TOTAL units sold with **ADRIYANA DAVOUD** at 241 and **CHRIS WILLIAMS** and **JEFF LEAVITT** tying for 2nd at 202 units.



HYUNDAI

2,247 TOTAL units sold with **ATTILA SZABO** at 320 and **ALEX ZAVALA** at 250!



SUBARU

4,018 TOTAL units sold with **MIKE BERKOWITZ** at 311 and **DRU LARSON** at 239.5.



NISSAN

Since 8/3 - **357 TOTAL** units sold with **JACOB BISSELL** at 44 units!



FORD

1,562 TOTAL units sold with **MATT STEPHENSON** and **JONATHAN CARDONA** tied at 165 units.



BMW FF

Since 7/1 - **588 TOTAL** units with **GREG LOCASTRO** as the top seller at 86 units.



PORSCHE

825 TOTAL units sold with **DANIEL EASTMAN** at 325 and **TED POLLOVOY** at 190 units!



MERCEDES-BENZ

1,199 TOTAL units sold with **DIANNE BURNHAM** selling the most at 229 for the year!



SCHOMP GROUP

19,320 TOTAL units sold!!!

SCHOMP **PERSONNEL ANNOUNCEMENTS**



COLEY HAKES
PARTS MANAGER

Schomp MINI

Coley started here when he was 18 back in May of 2015. He has worked as a Porter, Shop Steward, technician, parts advisor, and now has taken the role of Parts Manager all at the Schomp MINI location. He has enjoyed working for Schomp for almost 7 years, making many friends along the way and looking forward to many years to come. Coley has a passion for motorcycles and cars, owning a 2004 R1 and a 2nd Gen MINI Cooper. Coley has grown exponentially and we can't wait to see how much more he develops through this leadership role!



BRIAN GERTIG
PARTS MANAGER

Schomp Ford

Brian started working at Schomp Hyundai at the beginning of October. He had spent the previous 19 years working at Ford dealerships. He has worked in each area of dealerships as a salesperson, internet sales director, wholesale parts manager, service manager, parts manager, and fixed operations manager. His favorite position is as a parts manager which is why he was excited to embrace the challenge of running the Schomp Ford Parts Department.



CJ MILLER
INTERNET SALES MANAGER

Schomp Honda

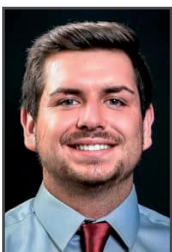
CJ loves playing hockey and has been skating since he was 18 months old. He's had an eventful career with Schomp starting in 2019 at Honda as a Finance Processor. He then transitioned to a Client Advisor and loved the new role. He became one of our Portfolio Advisors a while back and recently embrace the opportunity for growth as the Internet Sales Manager. He is very excited and thankful for this new role and the opportunity to continue to grow and learn within this new position and we're excited for him.



BILLY JONES
WAREHOUSE MANAGER

Schomp Ford

Billy has over 21 years of experience in Ford parts. He is currently running the Warehouse at Schomp Ford and has been with the company since August 2021.



DAVID LIMB
SALES MANAGER

Schomp Subaru

David comes to us from Waterway Carwash beginning his career at Schomp as a Client Advisor, then Portfolio and has been most recently been promoted to Subaru Sales Manager. He was born and raised in Colorado and is a car enthusiast. He works too much to have a pet, but in his time away from work he injures himself playing hockey, loves Mexican food and The Harry Potter series. Congratulations on the well earned promotion, David!

Some **OTHER NEW LEADERS** that we were not able to announce at the end of the year have moved into these positions within the last few months.
LET'S CELEBRATE THESE AWESOME MANAGERS!

ROB VILLANUEBA - Service Manager at BMW

WILLIAM MILLER - Service Manager at Mini

LUCAS ZINN - Shop Foreman at Mini

KYLE JUNEK - Internet Sales Manager at Subaru

JIN JANG - Sales Manager at Mini

EMPLOYEE SHOUT OUT!

"I would like to send a big thank you to **TIM BAHR**. He has stepped up to not only help me out but become a leader and a person that his co-workers look up to. Without his teamwork, knowledge, and passion for his job I'm not completely sure where we would be today!"

- Stephanie Hurtado

"I chose **TROY ECKMAN** because Troy is a true leader. Someone that leads by example and has a selfless attitude every single day at work! Troy's actions lead to the actual results of his efforts. Troy, Thank you for your positive attitude, your extremely hard work ethics, leadership, and willingness to adapt and take on new projects!!!"

- Gavin Pierce

OUR TOP 15 longest tenured employees have a cumulative employment length of **490 YEARS!**

GREG GEIST
MICHAEL BAICH
RANDY YATES
KENICHI SHIOZAKI
JIMMY CALHOUN
BILL ORGAN
RANDY BOSWORTH

RICHARD EMHOFF
Z KONARSKI
MARK OSBORNE
SUE KUHRE
ALEX GINER
BRIAN BRISCOE
ROBERT ANDERSON

January Anniversaries
OVER 5 YEARS!

KENICHI SHIOZAKI
AMOS DEPUY
JOEY PETERSON
MICHAEL GIBSON
JOSE FLORES
ANTHONY DABNEY
KELLY BABINEAU
IAN KRAUTZ
REBECCA SHAY

JOE KYUNG
JASON POWELL
JAVIER ESPARZA
BEGO KARALIC
CHRISTOPHER WILLIAMS
JESUS NAVA-MORENO
JEREMIAH HARMON
TYLER MIHALIK
MERRIE THOMSEN



COLORADO

MEOW WOLF DENVER
Various dates & times

IMMERSIVE VAN GOGH
Daily through Feb 6

THE LION KING
Various dates & times

UTAH

**THE DINNER
DETECTIVE MURDER
MYSTERY SHOW**
Jan 08 - Feb 14

CALIFORNIA

**HOUSE OF FLOYD AND
LASER LIGHT SHOW**
Feb 12

TOP HOT 10 SONGS OF 2021

- | | | |
|----|---------------------|--|
| 1 | Levitating | Dua Lipa |
| 2 | Save Your Tears | The Weeknd & Ariana Grande |
| 3 | Blinding Lights | The Weeknd |
| 4 | Mood | 24kGoldn ft. iann dior |
| 5 | Good 4 U | Olivia Rodrigo |
| 6 | Kiss Me More | doja cat ft. sza |
| 7 | Leave the Door Open | Silk Sonic (Bruno Mars & Anderson .Paak) |
| 8 | Drivers License | Olivia Rodrigo |
| 9 | Montero | Lil Nas X |
| 10 | Peaches | Justin Bieber ft. Daniel Caesar & Giveon |

MANAGER SPOTLIGHT **MELISSA FRANCO**



Who are you? What do you do? How long have you worked in Automotive?

Hi I am Melissa Franco. I've been in the personal lines insurance industry my entire career. Back in March of 2021 I onboarded with Schomp to run the Allstate office.

What's something you think your Schomp family should know about you?

Originally from CA. I've never worked in the automotive industry, I grew up around it my whole life. My father is a avid classic car collector and has been a master tech for over 30 years.

Do you have any pets?

I have 2 doggies - Roxy 7y/o Labrador and Penny 6 y/o Chihuahua

What superhero or supervillain do you most closely identify with?

Black Widow!

What's your favorite dessert?

I love a coconut macaroon!

If you could have dinner with any famous person, alive or dead, who would it be? Why?

I would love to dine with Snoop and Martha. I love their dynamic and bet it would be an absolute fantastic time :)

EMPLOYEE SPOTLIGHT **DANIELLE CRISCOLA**



Who are you? What do you do? How did you get into automotive?

What else should we know about you?

I am Danielle Criscola and I do Accounts Receivable for the company. I got into the automotive industry initially from wanting to explore a new work field and my growing love for cars. Alongside that, I enjoy my quiet time with nature and dabbling in my sketchbook. I also just had my first baby!

Do you have any pets? If so, tell us about them!

I have one calico cat. Her name is Sofi and she is an absolutely spoiled, little brat, but she has quite the quirky personality and I adore her.

What fictional character do you most identify with?

I have absolutely no idea what fictional character I would identify with, to be honest.

What's your favorite movie or book?

It's hard to pick a favorite movie or book, but I think the novel 1984 by George Orwell, which has also been made into a film, is one that has really stuck with me.

If you could have dinner with any famous person, who would it be and why?

If I could have dinner with any famous person, it would probably be Dave Grohl of the Foo Fighters. That is my favorite band and he seems like a pretty funny guy to sit down with.

If you could grow into any role at Schomp, which one would it be?

I've gotten pretty comfortable working in the accounting role where I can express my habits of organization and problem solving, so I think it's a good place of growth for me, at the moment.

TAKING CARE OF OUR OWN

Schomp provided financial assistance to 56 employees
“in crisis” through our Schomp Cares Program



OPEN JOBS

Nissan

Express Tech
Master Tech
Porter
Client Advisor

Ford

Porter
Mainline Tech
Lot Tech
Client Advisor

MINI

Mainline Tech
Client Advisor

Hyundai

Mainline Tech
Product Pro
Client Advisor
Lot Tech

Mazda

Express Tech
Lot Tech
Porter
Client Advisor

Honda

Express Tech
Mainline Tech
Client Advisor
Porter

Subaru

Client Advisor
Mainline Tech
Shipper Receiver
Asst. Service Advisor

BMW

Mainline Tech
Product Genius
Billing/Coding Clerk
Client Advisor
Lot Tech

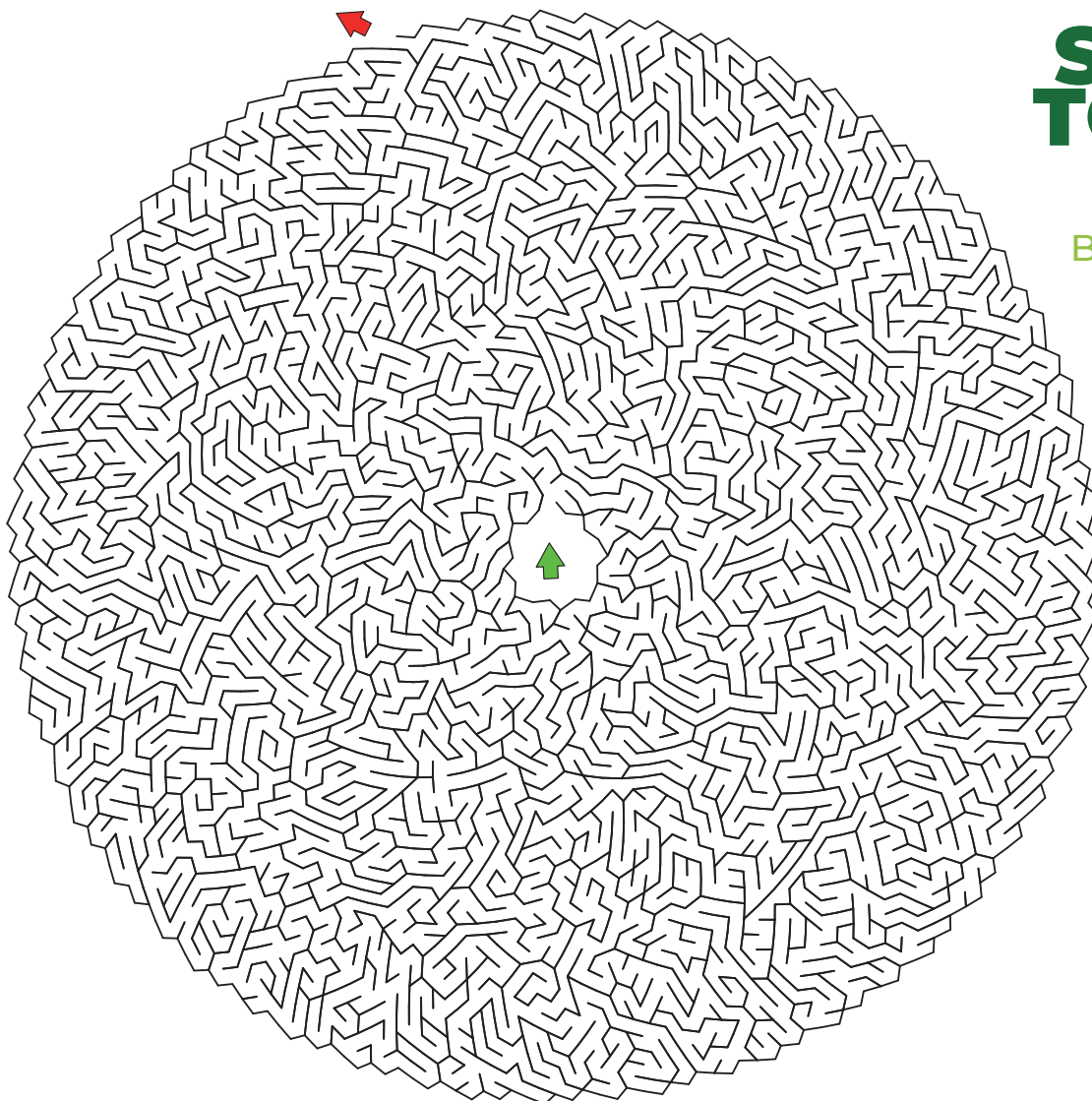
Corporate

Wash Tech
Used Car Tech
Clerical Office Assistant
Title Clerk
Guest Relations Specialist (BDC)
Entry Level PDI Tech
Variable Operations Specialist
Detailer
Hospitality Director
Generalist

EMPLOYEE **GROWTH AND DEVELOPMENT**



At Schomp, we value employee growth and development. We want to see our employees climb the proverbial ladder of success. Regardless of what kind of role our employees want to grow into, we strive to guide them down that path. As we look back on all of the successes we've had, one we don't often call out is how much we promote. The average percentage of positions filled internally according to a study conducted by Recruiting.com is 26% across all industries. Over the last year we've had approximately 41 open manager or training team position seats and we filled over 50% of them internally!



**SUPER
TOUGH
MAZE**
BY KRAZYDAD



Our EAP is in partnership
with UnitedHealthcare
through Live and Work Well

Web ID - FP3EAP
Arapahoe Motors/Schomp
(800) 660-3806



REMINDERS:

ALL EMPLOYEES ARE IN CHARGE OF THEIR OWN PAY...

Please take this friendly reminder to look at your paystubs and W4 deductions to make any necessary adjustments. Your W4 can be updated through the HCMtoGo app. The most recent W4 will be used to process your taxes.

TAX SEASON is just around the corner, so make sure your pay is in order.

W2S ARE COMING out by the end of the month and they will be mailed to the address in Mosaic!

Please contact **PAYROLL@SCHOMP.COM** if you have any questions or concerns



HEALTH UPDATE

Set Small Goals For Lasting Impact

GET BACK TO HEALTH BASICS



EASE THE PRESSURE TO SET SIGNIFICANT HEALTH GOALS AND OPT FOR SMALL, ACHIEVABLE GOALS INSTEAD.

Setting manageable, health-focused goals can help you make a positive impact on your long-term wellbeing.



SCHEDULE A PREVENTIVE EXAM NOW

Completing a free preventive exam* earlier in the year can help lower stress and put you at ease. If your exam uncovers any health concerns, you and your doctor can map out your options and build a plan to improve your health in 2022. Check with your doctor about exams and screenings right for you.



GET TO KNOW YOUR BENEFITS

Take ten minutes to register on your health carrier's website if you haven't already and explore the health services, tools, and resources available. Locate any health ID cards you may need to keep on hand so you are always ready to access care when and where you need it.



DEDICATE 30 MINUTES TO A NEW ACTIVITY

Expand your self-exploration with activities that benefit your physical, mental, or financial health. Take a 30-minute walk, try a virtual crafting class, or review your weekly spending and see if you can cut \$10 from next week's spending. Be flexible—change activities as needed and keep the ones that make an impact in your routine.

*Some services are generally not considered preventive if you get them as part of a visit to diagnose, monitor, or treat an illness or injury. Please be aware that you may be responsible for the cost of any non-preventive care services you receive at your preventive care exam based on your plan design.