



Vicki Giles Fabr  – Lifetime Achievement Award

**Executive Vice-President,
Washington State Auto Dealers Association**

Vicki was born in Okmulgee, Oklahoma and spent 3 years in Texas, growing up in a cattle ranching and farming family, before relocating to Los Angeles and Blythe, California. She currently lives in Seattle, Washington.

Vicki earned higher education degrees at the University of Washington (Bachelor of Arts) and UCLA (Juris Doctorate).

Prior to entering the automobile industry, she spent a year as an elementary school teacher and an additional year as an auto insurance underwriter. Her career then took a public service turn when as the first person of color to do so she worked for 22 years as a policy and legal analyst and staff director for various standing committees and leadership of the Washington State Legislature.

Since 1999, Vicki has been Executive Vice President of the Washington State Auto Dealers Association.

The Washington State Auto Dealers Association (WSADA) is a 100-year-old non-profit trade association that represents the state's 294 franchised new car and truck dealers and 100 dealer-related businesses and supporting sponsors. Franchised dealer members serve 68 communities across the state and maintain an \$18.1 billion retail industry that accounts for 14.2% of the state's retail sales.

When she was selected as WSADA's Executive Vice President, she became the first person of color to lead a state trade association representing new car and truck dealers.

Here are a few of her career highlights:

- She created an effective grassroots lobbying program that connects dealers and dealership managers with all 147 state legislators and 10 members of the state congressional delegation. Her strong, personal relationships built with state legislators led to passage of five major franchise bills, title and licensing law changes, and other legislation that improved dealership operation; as well as the defeat of a multitude of tax and fee proposals that would have increased the cost of a vehicle purchase or dealership operation
- She led the 2015 merger of the metro Puget Sound Automobile Dealers Association with WSADA, and the subsequent acquisition of the Seattle International Auto Show. WSADA doubled the shows' net profit in the first year of operation