

Dealertrack Opens New Long Island Headquarters

Lake Success, NY (June 21, 2017) – Dealertrack, one of Long Island’s largest companies, will soon open its new headquarters in the Village of North Hills. The 230,000-square-foot facility will be home to nearly 600 team members with capacity to continue growing. Team members will begin occupying the building in early July, located at 3400 New Hyde Park Road. The company is committed to remaining in Long Island with a 17-year lease.

“When Dealertrack originally announced the new building plan three years ago, it was a vision driven by our team members to have a work environment that inspired innovation and collaboration, and overall health and wellness in the workplace,” said Dean Tilsley, senior vice president of Finance and Operations, Dealertrack. “As we have grown over the years, we have done so with an unwavering commitment to the Long Island metro area. We are proud to offer our team members a state-of-the-art facility where they can continue to develop solutions that are changing the way the world buys and sells vehicles, and also contributes to local economic prosperity.”

Dealertrack develops software solutions for the automotive retail market that support open choice and are designed to transform the way vehicles are bought and sold for consumers, dealers, manufacturers and lenders. The company’s products drive efficiency throughout the entire purchasing journey, including online shopping, dealership operations, customer relationship management, financing, insurance and e-contracting. Dealertrack was acquired in October 2015 by Cox Automotive, a global company with nearly 33,000 team members in more than 200 locations, and home to some of the most recognized brands in the automotive industry including Autotrader®, Kelley Blue Book®, Manheim®, NextGear Capital®, vAuto®, Xtime® and others.

The 10-acre LEED-specified headquarters features indoor basketball and volleyball courts, a cafe, cardio room and yoga studio, indoor and outdoor dining areas, game rooms and a walking trail. TRITEC Real Estate Company served as construction manager for the project and partnered with Castagna Realty to act jointly as real estate developers. Spector Group is responsible for the building envelope and Combined Resources designed the interior spaces.

The company will hold a celebration for its team members and contributors to the project, as well as state and local officials, at a ribbon-cutting ceremony on June 21.

Howard Zemsky, Empire State Development, President, CEO and Commissioner

“Dealertrack is an important employer in the region, which is why we worked together three years ago to ensure its expanding footprint and job growth would continue to occur on Long Island. Today, we are seeing the fruits of those efforts in a new, state-of-the-art facility that will create hundreds of well-paying jobs for New Yorkers.”

Jim Coughlan, Principal of TRITEC

“TRITEC Development, LLC, in partnership with Castagna Realty, is proud to have conceived and created this landmark headquarters facility, providing a cutting edge, amenity-rich environment that will allow Dealertrack to continue to build one of Long Island’s most talented teams in the tech industry. We appreciate the cooperative efforts of the Village of North Hills as well as the empowering investments from both the New York State Empire State Development Corp and the Nassau County IDA, this

structure stands as testimony to the success of the public investment in local economic development. We wish Dealertrack all the success in their new home and look forward to a long, mutually beneficial relationship.”

John J. Gutleber, President & CEO, Castagna Realty Co., Inc.

“Castagna Realty Company took the time to find the proper tenant for this prime location – one that would be consistent with our 95-year tradition of developing premier properties on Long Island while also being in harmony with the Village of North Hills. We look forward to Dealertrack being a long-term tenant that continues to grow and prosper, and we are committed to assisting with managing and maintaining the property according to our high standards and long history of excellence.”

Frank Castagna, Principal, Castagna Realty Co., Inc.

“It was our pleasure to work with the trustees of the Village of North Hills, the Nassau County IDA, the Spector Group, along with Dealertrack, as we all had the common objective of building something we could be proud of for years to come. The building itself is modern yet timeless, and signifies the start of a new era as we look to help steer Long Island into the future.”

Spector Group Principal, Marc B. Spector AIA NCARB

“For 51 years, Spector Group has built many landmarks on Long Island. Dealertrack joins the architectural landscape as an icon at the gateway to the Long Island peninsula. It is a fresh, unique design for Long Island and the tri-state area. We believe this design reflects the energy and growth of Dealertrack and we’re delighted to be adding such a distinctive structure to Long Island’s rich architectural legacy.”

Marvin Natiss, Mayor, Village of North Hills

“As mayor, I welcome Dealertrack to the Village of North Hills. I am pleased to participate in the ceremonial ribbon cutting for the state-of-the-art building that will serve as the headquarters for this fine company.”

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About Dealertrack

Dealertrack is the leading provider of digital solutions to the automotive retail industry. Whether you’re a dealer, a lender, a manufacturer, or a state agency, our integrated and intuitive approach to products and services makes your workflows more efficient, transparent, and profitable. From our pioneering Digital Retailing tools—bridging the gap between the online and in-store experience—to our lender network (the largest in North America) Dealertrack is the only company helping enable the transformation of auto retailing. Dealertrack is a part of Cox Automotive. For more information, please visit coxautoinc.com

About Cox Automotive

Cox Automotive Inc. is transforming the way the world buys, sells and owns cars with industry-leading digital marketing, software, financial, wholesale and e-commerce solutions for consumers, dealers, manufacturers and the overall automotive ecosystem worldwide. Committed to open choice and dedicated to strong partnerships, the Cox Automotive family includes Autotrader®, Dealer.com®, Dealertrack®, Kelley Blue Book®, Manheim®, NextGear Capital®, vAuto®, Xtime® and a host of other brands. The global company has 33,000 team members in more than 200 locations and is partner to more than 40,000 auto dealers, as well as most major automobile manufacturers, while engaging U.S.

consumer car buyers with the most recognized media brands in the industry. Cox Automotive is a subsidiary of Cox Enterprises Inc., an Atlanta-based company with revenues exceeding \$20 billion and approximately 60,000 employees. Cox Enterprises' other major operating subsidiaries include Cox Communications and Cox Media Group. For more information about Cox Automotive, visit www.coxautoinc.com.

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