



Motoring Wealth Quarterly

Automotive News & Events for Collectors, Enthusiasts
and Motorsport Fans With A Financial Perspective



News and Highlights

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What's New:

GRANATELLI: LARGER THAN LIFE EXHIBIT

@ Indianapolis Motor Speedway Museum
Aug 1 - June 2021

RACING THROUGH TIME MOTORSPORT EXHIBIT

@ SILO Auto Club & Conservancy

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Market Update

Cole's Blue-Chip Corner

The securities market has performed well within the Domestic U.S. and could potentially provide positive results over the long term, compared to international and emerging markets.

Figure 1.1 illustrates annualized returns across various "classic car indices". Overall, German Classics have returned better results compared to the other notable car indices (Muscle Cars and American Classics). Many experts say the classic car market is mature with auction houses producing record sale amounts for collectors worldwide.

Closely aligned with the stock market, as each asset class will rise and fall into investor favor, the same trends are experienced in the classic car world. Valuation experts have hinted that British Classics could start to see price

Vehicle Index Annualized Returns vs S&P 500 Annualized Returns

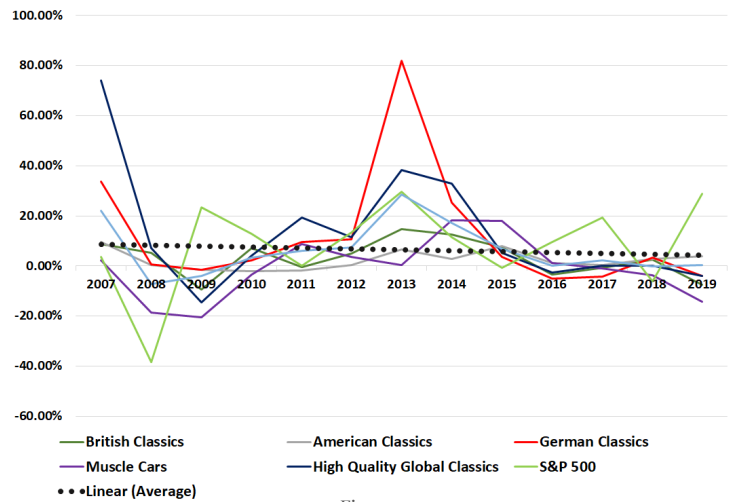


Figure 1.1

Data - Courtesy of Hagerty Drivers Club

movement similar to what the German Classics have experienced over the past 10 years. In summary, despite the S&P 500 outperforming the car indices on an annualized basis, we recognize that individuals buy and hold cars over time for enjoyment, rather than as an investment vehicle.

Motoring Wealth Value Tracker

Cole and Patrick are excited to showcase their *Motoring Wealth Value Tracker*. In addition to customized car-related financial plans, investment portfolios, and longevity resources for the their clients, they provide each client with their own interactive virtual collection portal.

Within the collection portal, clients are able to view their custom dashboards embedded with their vehicle(s) data. Users of the virtual collection portal have the ability to follow and track their collection over time, via computer or mobile device, alongside their investments. As each dashboard is updated on a semi-annual basis, owners have the opportunity to make calculated decisions to potentially expand or contract vehicles in their garage, given historical and current data in the car market.

Figure 1.2

Vehicle Values Over Time

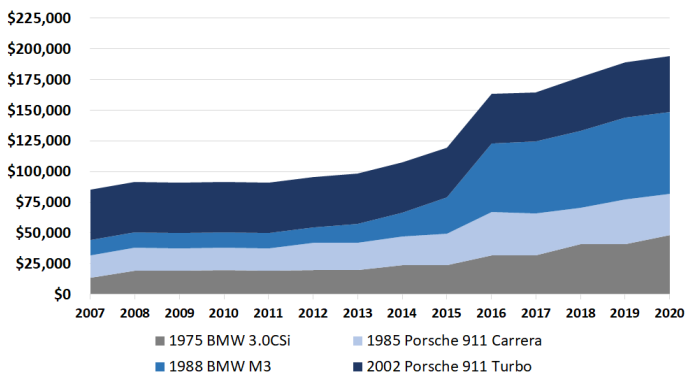
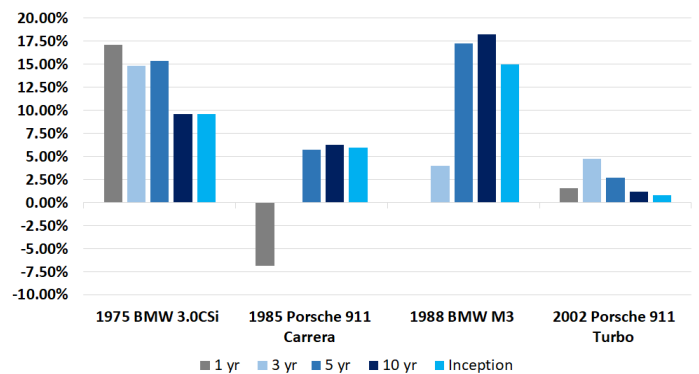


Figure 1.3

Vehicle Annualized Returns



Data - Courtesy of Hagerty Drivers Club

4 Car Feature

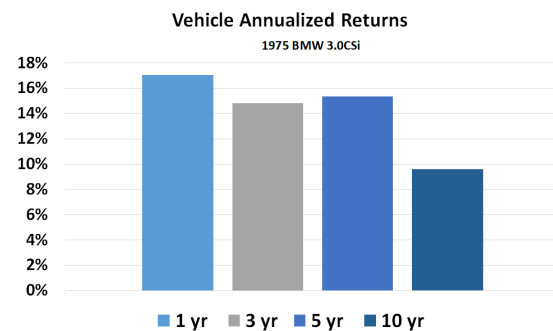
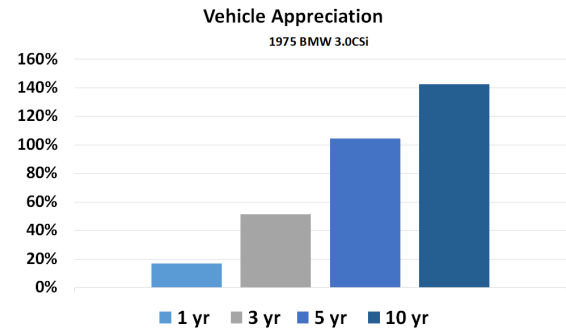
1975 BMW 3.0 CSI



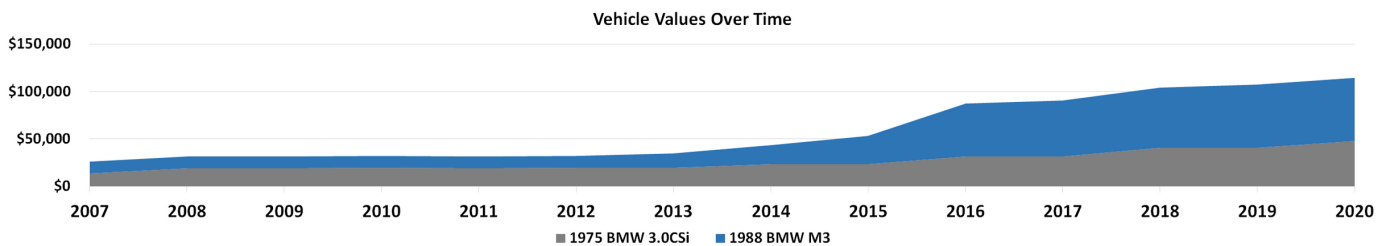
Photo Courtesy of Bring A Trailer

Many associated the BMW 3.0 CSI as a symbol of prestige and elegance. Countless famous individuals around the globe purchased the 3.0 CSI for not only its looks, but for its unmatched performance, at the time. The E9 generation was revealed in 1969, with the 3.0 CSI hitting the road in 1971.

The missing B pillar and small window panes contribute to the CSI's lightweight attributes. Powered by BMW's famous inline 6 cylinder, the 3.0 CSI has a production top speed of 220 KPH (136 mph). As seen recently across the auction houses, popularity of CSIs have skyrocketed given their timeless image, perfect for an original condition cruiser or resto-mod project. Overall, valuations for the CSIs have been strong alongside other German cars from the 70's and 80's. Be sure to keep this one on your radar.



Data - Courtesy of Hagerty Drivers Club



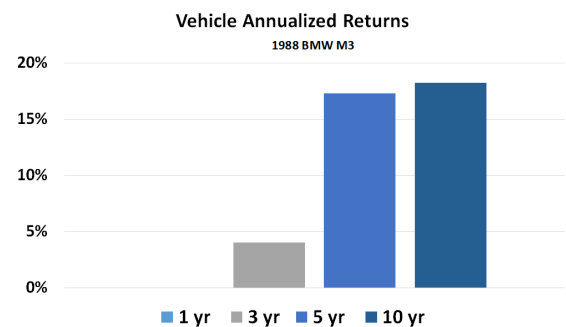
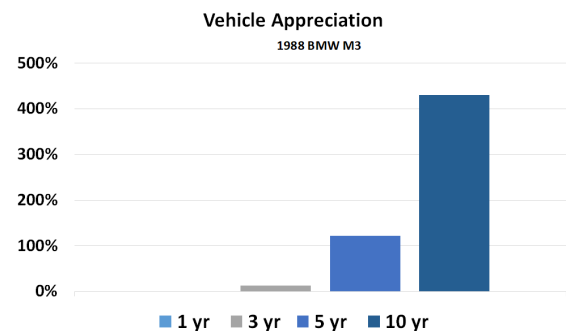
1988 BMW M3



Photo Courtesy of Bring A Trailer

For any collector or enthusiast, the 1st generation BMW M3 is a true icon. The BMW board of productions in the 1980's strategically envisioned a production car for the race track, and once again BMW delivered. Morphing together a race car with a passenger car, BMW further revolutionized sports cars across the globe.

The 1988 M3 brings 195-238 hp to the road (depending on engine option). Engineers placed a 2.3L 4 cylinder under the hood that produces incredible results for its time and is still unbeaten to this day as a touring car. The E30 BMW M3 is a true piece of art for any BMW enthusiast. It performs on the road, just as well as its value across the auction houses over the past 10 years. Although recent reported valuations have been somewhat tame, the E30 M3 continues to be a fan favorite.



Data - Courtesy of Hagerty Drivers Club

4 Car Feature

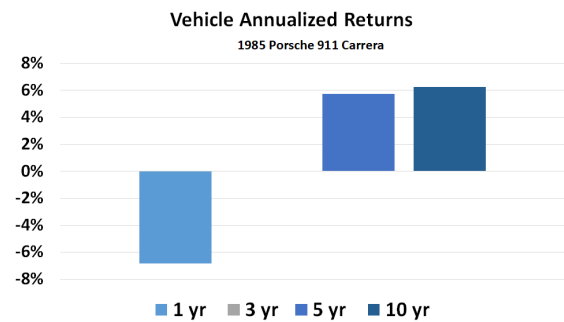
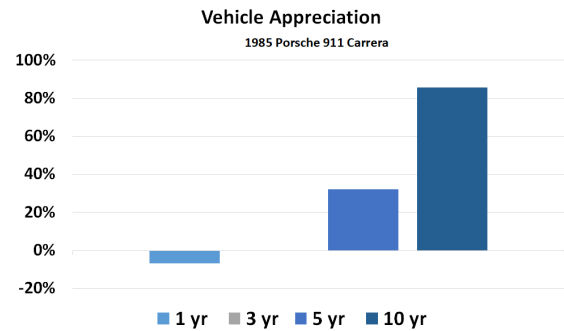
1985 PORSCHE 911 CARRERA



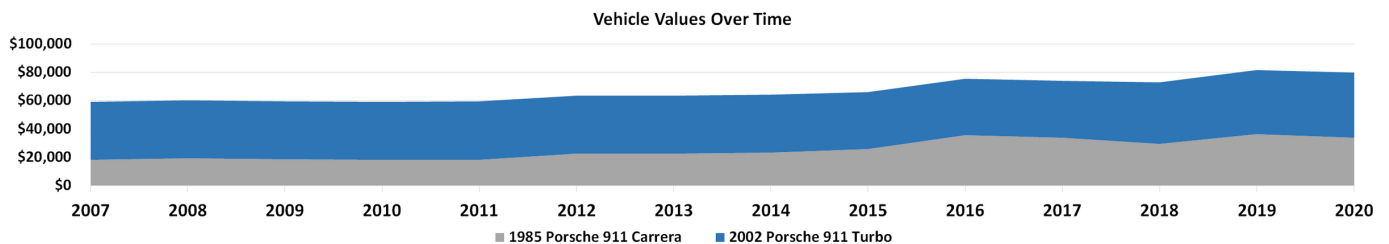
Photo Courtesy of Bring A Trailer

The 1985 911 Carrera is a must have for any Porsche collector. Powered by a larger displaced engine than its predecessor, the 911 SC, the 3.2 liter flat-six produces roughly 207 horsepower. In addition to the larger displacement in this generation of 911's, Porsche increased the brake size, as

well. In the midst of the 3.2 Carrera transition, Porsche nearly ended the 911 powered by a flat-six for a transition to a V8. Many credit to this day, Porsche's then new CEO, Peter Schultz. Peter was adamant to introduce the 911 Carrera in 1984 with an improved 3.2L flat-six. Although not as quick and valuable as the 911 Carrera Turbo, it still offers enthusiasts a fun vintage sports car, for a relatively attractive entry point.



Data - Courtesy of Hagerty Drivers Club



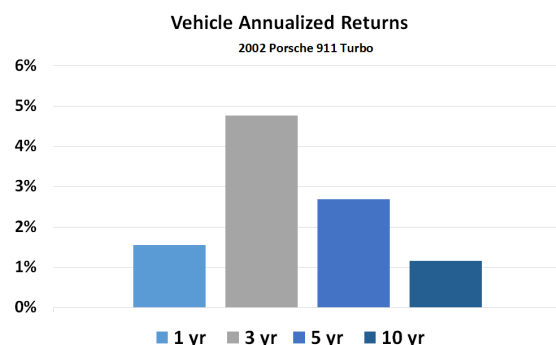
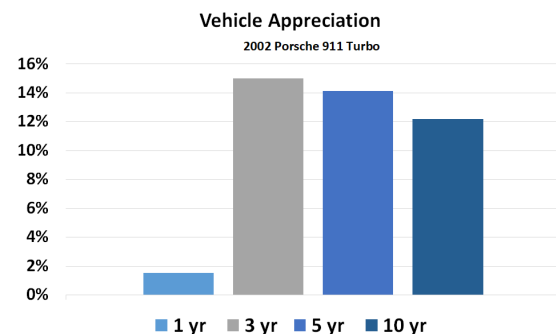
2002 PORSCHE 911 TURBO



Photo Courtesy of Bring A Trailer

The 996 generation 911 was produced from 1998/9 – 2005 and was the first generation 911 to have a water-cooled flat-six engine, replacing the popular air-cooled flat-six after 34 years. In addition to a major body design the 2002 911 turbo was powered by a flat-six twin-turbo charged engine. It was

widely featured across many magazines in its debut as a highly regarded sports car. As car valuations move in waves like the capital markets, one could infer that it is only a matter of time until early 21st century German sports cars start to see price movement like the 80-90's models have recently seen in the market place. As millennial's start to accumulate more capital and incomes rise, this could be viewed as their "classic car" for an attractive, and reasonable price.



Data - Courtesy of Hagerty Drivers Club

Involvement In The Community

Indianapolis Motor Speedway Museum

Contributed by Eric Powell, IMS Museum

O'Donovan & McCardel Wealth Management of Raymond James has been named the official sponsor to the "Granatelli Larger Than Life" exhibit on display at the IMS Museum.



Courtesy of IMS Museum

"Granatelli: Larger Than Life" will be on display in the North Hall & Gallery from **August 1 2020 - June 2021**.

The exhibit will chronicle the life and legacy of Andy Granatelli, the marketing wizard who turned an oil additive – STP Oil Treatment – into a household name, and won the Indianapolis 500 as a car owner through sheer will, persistence and a work ethic engrained from childhood.

The Granatelli brothers were a true rags-to-riches, “American dream” story. Andy, his older brother, Joe, and younger sibling, Vince, grew up in a tough Chicago neighborhood, yet the trio were automotive entrepreneurs before their teenage years, providing service on cold winter days. The brothers soon would promote races at Chicago’s Soldier Field, barnstorm across the Midwest fair circuit with an auto thrill show, and eventually build the family business, Grancor, into a multimillion-dollar powerhouse.

Through much of the 1960s and ‘70s, Andy Granatelli used the Indianapolis 500 to increase the popularity of STP by displaying the logo prominently on everything from team uniforms to billboards, and by handing out free STP decals by the thousands. His tireless promotion, including rubbing elbows with A-list celebrities, also elevated the race’s popularity. One classic example was when Granatelli invited late-night talk show legend Johnny Carson to drive the STP Paxton Turbine at IMS in Fall 1967.

After years of heartbreaking near-victories, Granatelli finally achieved victory at the “500” in 1969 with driver Mario Andretti, and the ebullient Granatelli created one of the race’s most endearing moments by planting a massive kiss on Andretti’s cheek in Victory Circle.

A Perfect Fit

Patrick O'Donovan & Cole McCardel are very excited to support the Museum and help share Andy's unique story and his contribution to Motorsports. Patrick O'Donovan states, "Andy and his team were always offering the public something different and exciting back in the day. When the opportunity arose to establish a long-term relationship with IMS Museum, Cole and I knew it would be a win-win-win for all parties involved including our clients, the Museum, and the community."

Cole McCardel mentions, "We felt that it was fate to be involved with the Larger Than Life exhibit given Andy's track record of always thinking 'outside the box'. Andy's story is very similar to how Patrick and I are serving the car community. Patrick and I are introducing new and unique services that, to the best of our knowledge, are not offered in the marketplace locally or nationally".

Patrick and Cole serve an exciting and unique group of clients, where they provide custom wealth solutions to automobile collectors, enthusiasts, Motorsport teams & individuals, as well as, automotive-related museums & nonprofits.



Courtesy of IMS Museum

SILO Automotive Club



O'Donovan & McCardel Wealth Management of Raymond James presents "Racing Through Time", an automotive exhibit series courtesy of Indianapolis Motor Speedway Museum and SILO Automotive Club and Conservancy.

"Racing Through Time" will showcase the evolution of Motorsports history over the past 112 years. Patrick O'Donovan and Cole McCardel have partnered with the Indianapolis Motor Speedway and SILO Auto Club to reveal to members of SILO Automotive Club and the automotive enthusiast community special historic automobile artifacts. The vehicles on display have been preserved at a concours level of quality.

The cars displayed in the Racing Through Time series at SILO Automotive Club will cycle through in chronological order every 10 weeks. A notable public favorite in the series is a 1914 Duesenberg driven by famous early 20th century driver, Eddie Rickenbacker. Additional cars include vehicles from the early 1900's to the 90's.

Featured Guests

Joe Raiti

Joe Raiti is a former race car driver turned high school history teacher who has entered the realm of internet fame with his YouTube channel [Raiti's Rides](#). Raiti's Rides highlights all things cars with a live format approach done in one take.

Joe's channel has amassed over 330,000 subscribers in less than 3 years, attracting over 20,000 new subscribers and 8 million views a month. MotorBiscuit and FeedSpot recently named Raiti's Rides as one of the top 5 car review channels on YouTube to watch.

Joe's obsession with cars started at age 5, when his dad took him to his very first GT race at Sebring.

After growing up in his father's mechanic shop, Joe followed his dream of professional racing. For several adrenaline filled years, he raced formula cars in the US and Canada. Joe and his wife Lori live in Clearwater, Florida with their dog Dillinger, their 2020 Shelby GT 350R Heritage Edition, 2018 Subaru WRX STI Type RA and a 2016 Subaru BRZ.



Joe Raiti
Collector and Founder
of Raiti's Rides



Jeff Gilbert

Jeff Gilbert, retired CEO/President of Software Engineering Professionals in Carmel, IN has a passion for unique vehicles. Jeff recently acquired his one of a kind custom '56 Volvo Sugga.



Jeff Gilbert
Enthusiast/Collector

An absolute head turner for any enthusiast, the '56 Volvo Sugga originates from Sweden and was originally used by the Swedish Army for its capability to cross rugged terrain in the mountains of Scandinavia.

The Sugga was a complete custom restoration project built by Eddie's Rod & Custom located in Cedar Rapids, IA. At nearly 8,000, lbs the beast is powered by a Cummins 6BT. Jeff has had the opportunity to show the car around the United States, including the famous SEMA show in Las Vegas, Nevada, bringing home a top 40 in the show, top 10 for all trucks. In addition, Jeff recently won top truck at Chicago World of Wheels.



Resources



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Upcoming Events

September

- 16-25 RM Sotheby's Mintosinko Auction
- 26 Indy Cars & Coffee @ Zionsville Lions Park

October

- 2-3 Indycar Harvest GP - Indianapolis Motor Speedway
- 8-9 Mecum Chicago
- 10 Artomobilia Pumpkin 10000 Rally
- 15-17 Mecum Dallas
- 22-24 Barrett Jackson Fall Auction - Scottsdale
- 23-24 RM Sotheby's Auction Elkhart Collection
- 24 Indy Cars & Coffee @ Zionsville Lions Park
- 25 Indycar Grandprix of St. Petersburg
- 29-31 Mecum Indy Fall Special
- 31 RM Sotheby's London Auction

November

- 5-8 SVRA U.S. Vintage National Championship - Austin, TX
- 12-14 Mecum Las Vegas
- 19-21 Mecum Kansas City
- 20-22 SVRA Road Atlanta Grand Prix - Braselton, GA
- 28 Indy Cars & Coffee @ Zionsville Lions Park

December

- 3 Mecum Houston
- 3-6 SVRA Trans Am Speed Fest - Monterey, CA

O'DONOVAN & McCARDEL WEALTH MANAGEMENT OF RAYMOND JAMES



Patrick O'Donovan
Managing Director
Complex Manager



Cole McCardel, CFP®
Financial Advisor

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About the Authors

Cole McCardel and Patrick O'Donovan focus much of their Wealth Management efforts on auto enthusiasts. They work to provide unique value, opportunities and connectivity to individual collectors, motorsport teams & individuals, enthusiasts, historic vehicle related non-profits, as well as individual proprietors of specialized restoration and tuning shops.

Cole and Patrick have developed a proprietary process to manage wealth tailored to the above client groups in a manner that reduces unnecessary risk, with a focus on tax efficiency. Cole and Patrick's primary focus is to include all their client's automotive related assets within their personal wealth plans to ensure their long lived legacy on the road or track.