

2019 SESSION

ENROLLED

HOUSE RESOLUTION NO. 352

Commending Mark F. O'Neil.

Agreed to by the House of Delegates, February 20, 2019

WHEREAS, having enjoyed a career in the automotive industry spanning almost 30 years that included successful startups and distinguished executive roles, Mark F. O'Neil, an outstanding business leader in Virginia, retired on February 1, 2019; and

WHEREAS, a man who loves cars and always has something fun in his garage, Mark O'Neil was recruited into the automotive industry in the late 1980s and has never looked back; and

WHEREAS, Mark O'Neil earned a bachelor's degree in industrial engineering from Worcester Polytechnic Institute and a Master of Business Administration degree from Harvard Business School; and

WHEREAS, after beginning his career at Intel and McKinsey & Company, where he gained a great appreciation for technology and strategy development and operational excellence, Mark O'Neil joined the retail automotive industry and served as president of Ertley MotorWorld, a dealer group based in Pennsylvania; and

WHEREAS, Mark O'Neil went on to cofound and lead the development and rollout of CarMax, the original and revolutionary automobile superstore concept that is now a very recognizable \$3 billion, publicly held used-automobile retailer with roots in Virginia; and

WHEREAS, Mark O'Neil cofounded Dealertrack and, through his leadership, the company went public on the NASDAQ Stock Market in December 2005 and has grown to a more than \$800 million industry leader; and

WHEREAS, Mark O'Neil has helped reshape Dealertrack from a single credit application provider for automotive dealers and lenders into a true end-to-end technology innovator and pioneer that is transforming automotive retail; and

WHEREAS, Mark O'Neil serves as chief operating officer of Cox Automotive, which acquired Dealertrack and now provides technology solutions to connect consumers, manufacturers, dealers, and lenders at every stage of the automotive experience; and

WHEREAS, an active and dedicated member of his community, Mark O'Neil has served on a wide array of local boards and committees for many years; and

WHEREAS, Mark O'Neil has been a leader in his community as an angel investor in many start-up companies, including New Richmond Ventures, and he often provides mentorship and guidance to people in the business community; and

WHEREAS, Mark O'Neil is an avid runner who completed the Richmond Half Marathon in 2017, a hobby that serves to balance his great love of chocolate and hot dogs; and

WHEREAS, a true visionary, Mark O'Neil has helped reshape the automotive industry in Virginia and across the country throughout his long and distinguished career; now, therefore, be it

RESOLVED by the House of Delegates, That Mark F. O'Neil hereby be commended for his long career of business leadership in the automotive industry; and, be it

RESOLVED FURTHER, That the Clerk of the House of Delegates prepare a copy of this resolution for presentation to Mark F. O'Neil as an expression of the House of Delegates' admiration for his achievements and best wishes on his retirement.

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