

A blue banner for KADA News. On the left, there is a white outline of the state of Kentucky with a white car icon above it. The text "Your monthly news publication" is written in white. In the center, the word "kada" is in white lowercase letters, and "News" is in white uppercase letters on a red rectangular background. Below "kada" is the website address "www.kyada.com" with a globe icon. On the right, there is a blue button with the text "READ MORE" in white. A white circular icon with a downward-pointing triangle is also present.

Your monthly news publication

**kada**  
**News**

[www.kyada.com](http://www.kyada.com)

READ MORE



## **A Message from KADA President Jason Wilson**

Dear Kentucky Dealers,

We just wrapped up an amazing 2025 KADA Family Convention in Mackinac Island, Michigan, where we had an incredible opportunity to refresh, renew, and refocus with our members. This beautiful and unique location was so much fun for our dealers, allied members, preferred partners and guests. I want to personally thank all of you who made the trip to Mackinac Island as well as our sponsors, listed below, without whom it would not have been possible.

Kevin Tynan of the Presidio Group gave us important insights into where our industry is headed and Ivette Rivera of NADA delivered a valuable presentation on the latest from Washington, where it seems there are always initiatives in motion. In addition to an electronic registration and title update from Champ Titles, Vitu, and Tyler Technologies, Headline Sponsor ComplyAuto's Sherryl Nens shared the do's and don'ts of advertisements in light of the new automotive tariffs in place. I was also pleased to be joined by two of my peers for a panel discussion on industry news, Chirstine Vinatieri-Erickson of South Dakota auto and trucking, and Jared Wyrick West Virginia auto dealers association.

Of course, the convention was not all business, and I know our members and their families had a great time exploring the island by horse and bike, as well as attending our Garden Party and Fabulous 1950s party.

As we close the door on our 2025 Family Convention, we have opened registration and the room block for our 2026 Family Convention, which will be June 14-16 at the Nemaquin Woodlands Resort in Farmington, Pennsylvania. If you haven't already heard of this property, you can check it out [here](#). It is absolutely a hidden gem, and I am confident you will love it. A short drive from Kentucky, this is sure to be a memorable convention that will be easy to get to and even easier to enjoy!

Click [here](#) to register for convention or [here](#) to secure your room in our room block.

As the summer continues, remember to pay attention to our Team KADA emails to learn about legal changes, upcoming educational opportunities, and compliance tips. This summer, Kentucky Dealer University will be offering an in-person Sales and Use Tax Workshop on July 10 as well as "Back to School with NADA" virtual class on August 11. If you or a member of your team hasn't yet registered for these classes, additional details and information, including links to register, are available [here](#).

Our KADA team hopes that you and your families are all enjoying the summer and getting some much needed rest and relaxation, as a busy fall will no doubt be here before you know it!

As always, thank you for your continued support and participation.

Onward!



## News

**kada**

**COMPLY**AUTO ✓

## **JUNE 27, 2025 LAW CHANGE**

We are excited to announce a major change to Kentucky's temp tag laws. Most notable, beginning June 27, 2025, dealers are now able to move a customer's existing license plate to a purchased vehicle, eliminating the need for a temporary tag on every sale.

[Read more...](#)

## **Recent Compliance Concerns & Trends**

This month, ComplyAuto highlighted a litigation trend wherein claims based in California State Law are finding themselves (and dealers!) in courtrooms across the country. Find out the latest and how you can avoid being a target of these lawsuits.

[Briskin v. Shopify: CA State Law Claims Go Nationwide](#)



## **May Year-Over-Year Sales**

Last month, over 8,000 new vehicles were sold by Kentucky dealerships. This is a 27% increase from May 2024.

Used vehicles in Kentucky had over 23,600 units sold in April, and that is an 17.1% increase year-over-year. However, this is a slight decrease of 11.1% in month-over-month for used vehicles.

[Read more...](#)



## **Make the Most of Your Advertising Dollars**

KADA Preferred Partner Digital Air Strike has tools to help you make sure that your advertising budget reaches as many buyers as possible and that your leads are answered promptly, personally, and efficiently.

KADA's Preferred Partners are high-quality service providers who support the your association and our industry- check out the solutions Digital Air Strike can offer you!

[Read more...](#)



## **Navigating Used Vehicle Supply Constraints**

KADA Preferred Partner ACV has the latest news on the challenges dealers are facing in acquiring used vehicles for resale, particularly in the low percentage of off-lease vehicles entering the market. These challenges are direct threats to the ability of dealers to offer affordable vehicles to consumers.

[Read more...](#)

## **Check out Photos from the 2025 KADA Family Convention!**



Click [here](#) to access our 2025 KADA Family Convention Photos on Facebook!

## **Upcoming Educational Opportunities**

Kentucky Dealer University is your one-stop shop for educational opportunities that recognize the breadth of your dealership. From sales to service to parts, our offerings can help your staff find guidance and stay up to date on the topics impacting business in the Commonwealth. We have both in-person workshops and virtual classes throughout the year so you can find the right programming for you and your staff!

# UPCOMING COURSES

**JULY 10**

**Sales & Use Tax Workshop**  
*Frankfort, KY*

Learn about how sales and use tax changes can impact your business and your customers



**AUGUST 12**

**Back to School With NADA Virtual Class**

Alongside NADA leadership, we'll discuss issues affecting our industry nationally.



**SEPTEMBER 16**

**OSHA Compliance Virtual Class**

Learn about the latest OSHA requirements and considerations, and how to stay compliant.



**OCTOBER 7-16**

**KADA District Meetings**  
*Louisville, Lexington, Florence, Hopkinsville, Bowling Green*

Join us for meetings across the state to talk about important issues and updates.



**NOVEMBER 18-19**

**Title Clerk & Controller Workshops**  
*Louisville, KY*

Learn about compliance, ELT, HR, legal updates, cybersecurity and more.



**DECEMBER 4**

**Fraud Prevention Virtual Class**

Learn about how you can prevent and protect your dealership from fraud and cybersecurity threats.



Welcome New Allied Member

**1st Choice Financial Services, LLC**  
Stacey Springer

sspringer@my1stchoice

# KDU

KENTUCKY DEALER UNIVERSITY

## Sales & Use Tax Workshop

### Topics Include:

- Motor Vehicle Use Tax
- Sales Tax
- U-Drive-It Tax & Rental Excise Tax
- Reporting Issues & Questions

**July 10, 2025**

**10AM-2PM**

Frankfort County Club  
101 Duntreath Street

**Register Here**



\$195 to attend,  
includes lunch



**kada**

# ELT NEWS & UPDATES

THE LATEST ELECTRONIC LIEN &  
TITLING TIPS AND INFORMATION

We are excited to report that the Kentucky Transportation Cabinet has been working diligently on ensuring that KAVIS and KYELT can work together seamlessly. To that end, we expect the systems to be integrated for the purpose of dealer assignments in **August 2025** and for motor vehicle transfers in **October 2025**.

With these enhancements, the information input by dealers can be automatically received by KAVIS. **The practical impact of this is that electronic lien and title transfers will be able to be completed twice as fast!**

Of course, if you are not yet using KYELT, now is the perfect time to reach out to any of our Vitu contacts below to get started!

Vitu office: 502-209-8705

Zach Newsom: 317-919-8697

Stephanie Riddle: 502-330-9311

Jessica Goetzinger: 502-321-4963

# **Congratulations to this month's top 5 transaction leaders!**

1. Oxmoor Toyota
2. Rod Hatfield Chevrolet
3. Toyota South
4. Jake Sweeney Kia
5. Quantrell Cadillac



## **CLERK'S CORNER**

KY County Clerk News & Updates

As ELT grows across the Commonwealth, we'd like to highlight the other critical part of this important transition: the County Clerks. As you know, they are playing a vital role each and every day in ensuring that the move to electronic titling and registration happens, and happens smoothly.

Due to that, we'd like to recognize this month's County leaders with the shortest average transaction turnaround time. Congratulations and thank you to these clerks!

**Muhlenberg County - 0.36 days**

**Boyd County- 0.49 days**

**Pike County- 0.56 days**

**Bullitt County- 0.56 days**

**Boone County- 0.64 days**



## Upcoming Events

October

16

[KADA District Meeting](#)

**Bowling Green, KY**

Join us in Bowling Green at the Holiday Inn University Plaza for dinner and presentations on industry news and solutions.



October

15

[KADA District Meeting](#)

**Hopkinsville, KY**

This year we are taking our Western Kentucky meeting to the James E. Bruce Convention Center in Hopkinsville, where we look forward to lively discussion.



October

9

**KADA District Meeting**

**Florence, KY**

We will enjoy dinner and discussion of the latest industry news and solutions at the Hilton Cincinnati Airport.



October

8

**KADA District Meeting**

**Louisville, KY**

Join us at the Hurstbourne Country Club for dinner and a discussion of the latest industry news and solutions.



October

7

**KADA District Meeting**

**Lexington, KY**

Join us for a lunch meeting at the Embassy Suites UK-Coldstream.



August

17-18

**ALP Retreat**

**French Lick, IN**

Accelerated Leadership Program members are invited to attend our summer retreat.



August

11

**Back to School with NADA**

**Virtual Class**

We will have a special guest instructor from NADA for this virtual class to give you important pointers and tips.



July  
**10**

Tax Workshop  
**Frankfort Country Club**  
Learn about the latest tax changes  
and updates.



## Thank You 2025 Convention Sponsors!

### Headline



### Feature



### Platinum



### Gold



Silver



Bronze



# kadet



## Join our President's Club



Melissa Peach  
KADET Treasurer

Join the growing list of your peers below in the KADET President's Club, and be recognized for making the maximum contribution to support the future of our industry.

Kentucky's auto dealers deserve a strong, unified voice in the policymaking process. But that voice is only as powerful as the relationships we build with legislators who understand our businesses and fight for the issues that matter most to us.

Your KADET contribution directly fuels those efforts—supporting lawmakers who champion pro-dealer policies, defend our rights, and help ensure a stable, pro-business future for dealerships across the state.

[Make Your Online Contribution!](#)

## Thank You 2025 President's Club Members



NANCY SPARKS



TIM SPARKS



ROB MARSHALL



VICKIE KAIN FISTER



**ED HYDE**



**MIKE HYDE**



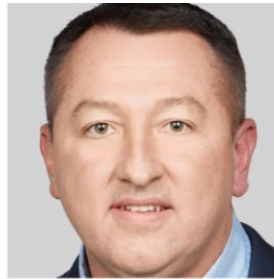
**TRAVIS FLAHERTY**



**FRED TOLSDORF**



**TIM KANALY**



**TODD JUSTICE**



**JOE CROSS**



**JOE CUMMINS**



**KIM HUFFMAN**



**DAN RENSHAW**



**MARK POGUE**



**TREY BLAKLEY**



**DAVID DAUNHAUER**



**DARRELL BILLINGS**



**LARRY CRAIG**

**Thank You 2025 Next Gen President's Club Members**



ALEX POGUE



DEBORAH RENSHAW  
PARKER



BOOK HOOK, III

**kada**

AND



If you haven't signed on already, now's your chance to participate in our incredible initiative alongside Kosair for Kids! This organization has been serving and advocating for children in all counties across the state for over a century.

We've teamed up with them so that you can get involved and make a difference for Kentucky's kids in a way that works for you.

Option 1: Contribute \$1 for every car sold at the end of each month;

OR

Option 2: Contribute a flat amount of your choosing each month.

All you need to get started is to reach out to Kosair's Jason Wilson (not KADA's Jason Wilson) at [jwilson@kosair.org](mailto:jwilson@kosair.org) or 502-939-8563. He can get the information from you that Kosair needs to get started and send monthly invoices if that is what works best for your dealership.

To learn more, visit [kosair.org/kada](https://kosair.org/kada)

Join your fellow dealers below and make an impact!



Kentucky

# Dealers in the community



## Dealer Highlight: Don Jacobs Automotive

This month, we're celebrating Don Jacobs Automotive and their support of the Lexington Humane Society and its recent Mutt Strut, which raised funds to support our four-legged friends in Central Kentucky.



Every day, dealers are making an impact on their local community, and we'd like to highlight what you're doing. From volunteering, to donations, to charity events, we want to hear about how your dealership is giving back. Please email Penny Faulconer at [pfaulconer@kyada.com](mailto:pfaulconer@kyada.com) with your stories that we can share.

# kyada

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