



A Message from KADA President Jason Wilson

Dear Kentucky Dealers,

With May coming to a close, our focus is primarily on our KADA Family Convention coming up in just two weeks! We are so excited for this year's event on Mackinac Island, and we think you will have a truly incredible experience on this car-less island, filled with so many fun activities for you and your family ([click here](#) to read more).

Hear from special guest speakers like Kevin Tynan of the Presidio Group and Ivette Rivera from NADA, who will share important insights into where our industry is headed and how to drive your business forward. We'll also get an update on electronic titling and registration from our partners at Vitu and Champ, hear the County Clerk's perspective, and discuss important legal and association matters in our Legal and ATAE panels.

Plus, expect to dress up and let loose at our Garden Party welcome reception and dinner, and our Fabulous 1950s closing party!

We've had a few questions about how to get there, and please note that we will be sending out more information in the coming days, alongside information for our convention app. You can also [visit our website](#) to see more details.

If you have not already [registered](#), this is your LAST CHANCE! I hope to see each of you there!

A special thank you to our sponsors who are listed below – this event would not be possible without you.

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

Onward!

News



CARB Ban - Senate Votes to Revoke CA Waiver

In a major victory for car dealers and their customers, the Senate recently voted to revoke EPA Waivers that would have enabled California to ban gas-powered cars and trucks as well as hybrids. This vote has national repercussions as it will help protect affordability and availability in all 50 states.

[Read more...](#)



Recent Compliance Concerns & Trends

This month, ComplyAuto highlighted a series of updates regarding regulations affecting the automotive industry. Read about them below.

[Price It Right: Tariffs and Truth-In-Pricing](#)

[Another California Privacy Enforcement Action – and The 9th Circuit Makes It Nationwide!](#)

[Federal Judge Refuses to Remove Auto Exec from Lawsuit](#)



Relief Resources for Dealers

April Year-Over-Year Sales

Last month, over 8,900 new vehicles were sold by Kentucky dealerships. This is a 30% increase from April 2024, and a 25% increase month-over-month (compared to March 2025).

Used vehicles in Kentucky had over 26,000 units sold in April, and that is an 18% increase year-over-year. This is a slight increase month-over-month for used vehicles, with a 7% increase in sales compared to March 2025.

[Read more...](#)

While KADA was relieved to learn that the recent storms impacting Southeastern Kentucky did not result in a total loss of any member's dealership, we know that the effects on these communities have been devastating. To that end, we want to make you aware of resources available through the Kentucky Automobile Dealers Relief Fund and the NADA Emergency Relief Fund.

[Read more...](#)



What You Need to Know About Credit Card Processing

As credit card processing fees continue to climb, reducing costs is essential for dealerships. It's important to take a proactive approach, including updating payment software, ensuring PCI compliance, and reviewing merchant statements to reduce and eliminate unnecessary charges.

[Read more...](#)

Check out our KADA Membership Directory



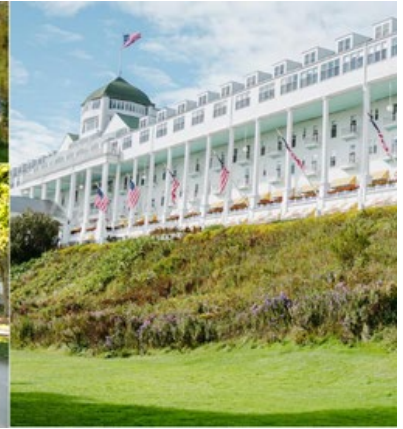
In case you missed it, our 2025 KADA Membership Directory is available at your fingertips. Check it out for important contact information and association/industry resources.

Welcome New Dealer Member

EZ Car Connection

Chris Cochran
(502) 444-0012

**LAST CHANCE to
register for our
KADA Family
Convention,
June 16-19th on
Mackinac Island, MI!**



SPEAKER HIGHLIGHTS



IVETTE RIVERA
NADA



KEVIN TYNAN
PRESIDIO GROUP

**PLUS, HEAR FROM
COMPLYAUTO
CHAMPTITLES, VITU, IN
ADDITION TO A LEGAL
PANEL AND ATAE PANEL.**

JOIN US FOR A

GARDEN PARTY

WELCOME RECEPTION & DINNER

**Monday, June 16th
6:30 - 9:00 PM**

We can't wait to welcome you to the 2025 KADA Family Convention with a Garden Party in the Grand Hotel's legendary gardens. We'll have food, fun, and entertainment to kick off what promises to be a great convention!

www.kyada.com/kada-convention

SHAKE, RATTLE AND ROLL AT OUR

Fabulous 1950s closing party!

WEDNESDAY, JUNE 18TH
7:30-10:00 PM

GRAND HOTEL THEATRE
MACKINAC ISLAND,
MICHIGAN

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**. The practical impact of this integration is that County clerks will no longer have to type or paste information submitted to them through KYELT into KAVIS.

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, please 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



CLERK'S CORNER

KY County Clerk News & Updates

As we continue to develop our ELT program in the state, we'd like to highlight the other major factor involved in 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 counties and clerks with the shortest average transaction turnaround time. Congratulations!

Mason County, Stephanie Schumacher - 0.36 days

Muhlenberg County, Crystal Smith - 0.36 days

Campbell County, Jim Luerson - 0.45 days

Scott County, Rebecca Johnson - 0.52 days

Carroll County, Danielle Kinman - 0.54 days



Upcoming Events

August

17-18

ALP Retreat

French Lick, IN

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



July

10

Tax Workshop

Frankfort Country Club

Learn about the latest tax changes and updates.



June

16-19

Annual Family Convention

The Grand Hotel
Mackinac Island, Michigan



Thank you to our Sponsors!

Headline

COMPLYAUTO 

Feature



Platinum



Gold



Silver





Bronze




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



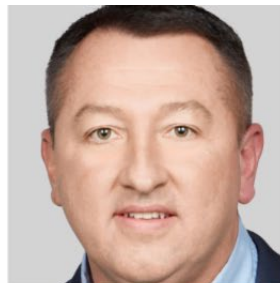
TRAVIS FLAHERTY



FRED TOLSDORF



TIM KANALY



TODD JUSTICE



JOE CROSS



JOE CUMMINS



KIM HUFFMAN



DAN RENSHAW



MARK POGUE



TREY BLAKLEY



DAVID DAUNHAUER

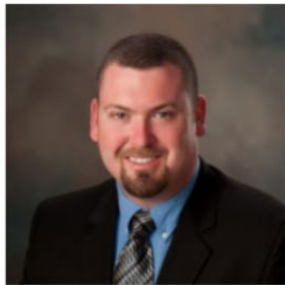


DARRELL BILLINGS



LARRY CRAIG

Thank You 2025 Next Gen President's Club Members



ALEX POGUE



**DEBORAH RENSHAW
PARKER**



BOOK HOOK, III

The logo for KADA, featuring the word "kada" in a bold, blue, lowercase sans-serif font.

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 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

Join your fellow dealers below and make an impact!

BOB HOOK



**ALTON
BLAKLEY**
All The Best...Since 1965!

FLAHERTY



CHEVROLET



Kentucky

Dealers in the community



Dealer Highlight: Toyota South

This month, we're highlighting Toyota South, a Gates Auto Family dealership. With the tornadoes that recently devastated Laurel and Pulaski Counties, they are collecting supplies for those affected and making various truck runs as needed. These donations can be dropped off at any Gates dealership showroom.

GATES
AUTO FAMILY

Tornado Relief for London and surrounding areas

We are collecting desperately needed items for the people of London affected by the tornadoes.

Please bring items for donation to ANY Gates dealership showroom.
(primary collection point is Gates Hyundai)

Recommended Items

- Nonperishable food
- Baby food
- Diapers/wipes
- New socks/underwear
- New shoes
- Toilet paper
- Paper towels
- Tarps
- Nails/screws
- Trash bags
- Batteries
- Plastic wrap
- Dog/cat food
- First aid/medical supplies
- Feminine products
- Heavy-duty work gloves
- Washed clothes/towels
- Hair brush/hair bows
- Flashlights/lanterns
- Razors/shaving cream

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 Kaitlin Carlyle at kcarlyle@kyada.com with your stories that we can share.

kyada

(502) 695-3333
152 Consumer Lane
Frankfort, KY 40601

[Subscribe](#)

