

SHARE:

[Join Our Email List](#)



## PRESIDENT'S MESSAGE

kada

Dear Kentucky Dealers,

Spring is a season of momentum—and across Kentucky, that momentum is alive and well in our dealerships and communities. It's a time to refocus, reconnect, and look ahead to the opportunities in front of us.

There's no better place to do that than at our upcoming Annual Convention at Nemaocolin Woodlands Resort.

Set against one of the most beautiful backdrops in the region, Nemaocolin provides the perfect setting to step away from the day-to-day and engage with peers who understand both the challenges and opportunities shaping our industry. But what truly makes this event special is the strength of the program—and this year's lineup is exceptional!

We are proud to welcome industry leaders including Steve Greenfield, Glenn Mercer, Kevin Tynan, and 2026 NADA Chairman Rob Cochran. Each will bring valuable insight into where the auto retail industry is headed and what it means for your business.

From forward-looking analysis to practical takeaways, this is an agenda designed to inform, challenge, and prepare you for what's next—while also giving you time to build relationships, share ideas, and enjoy a first-class experience with your fellow dealers.

If you haven't already, I strongly encourage you to [register today](#). Bring your team, invest in your perspective, and be part of the conversations that will help shape the future of our industry here in Kentucky.

Your engagement is what makes this association strong, and events like this are where that strength truly comes to life.

Thank you for your continued commitment to this industry and to each other- I look forward to seeing you at Nemaocolin!.

Onward!

## News



### **Four Strategies for Fixed Ops Success**

Dealerships have no shortage of external pressures. Let KADA Preferred Partner Dynatron introduce you to solutions to help improve Fixed Ops performance, protect margin, and drive more consistent results. Click below for a primer on four critical strategies to help you make the most of your fixed ops department.

[Read More Here](#)



### **Dealer Guide to Federal Advertising**

In light of the FTC's recent enforcement actions, KADA Preferred partner ComplyAuto put together a new **Dealer Guide to Federal Advertising**: a comprehensive guide to federal advertising rules for auto dealers - covering the FTC Act, Regulation Z, Regulation M, UDAP, fuel economy claims, vehicle condition disclosures, and more. Get your copy by clicking below!

[Get It Here](#)



Kentucky Automobile Dealers Association

### **News on Sheriff's Inspections**

If you missed our communication last week, the Kentucky Sheriff's Association has informed its members that they can begin accepting applications for dealership special inspectors, a significant achievement that has been 2 years in the making.

Every franchise dealership, and independent dealerships averaging 100 sales per month may have up to two special inspectors to perform out-of-state vehicle inspections. **Contact your local sheriff to begin the process!**



### **Dealership Security Luncheons**

Join KADA Allied Member Trydon for lunch in Bowling Green (May 5) or Louisville (May 6) to talk dealership security and how your business can use investments in dealership security to benefit from recent changes in federal tax rules.

After successful luncheons last year, Trydon is returning to host additional luncheons in Kentucky. If you are in the Bowling Green or Louisville areas, we'd love to see you there. To learn more, or to request an invitation, contact Team KADA by clicking below.

[Contact Us!](#)

## **Senate Bill 110 Passes!**

We are excited for the passage of SB 110 and the huge impact it will have on Kentucky dealers. SB 110 introduces electronic titles to the Commonwealth! Once SB 110 is implemented, paper titles will be phased out, and new titles will be electronic, rather than paper records. We believe this will reduce fraud while speeding up transaction times. Dealers will ultimately be able to obtain titles to trade-in vehicles without the necessity of seeking duplicate titles, and can feel more confident that the customer's title to the vehicle is legitimate.

SB 110 also makes electronic registration and title mandatory (effective in 2027) for all dealers selling more than 25 vehicles annually. Making electronic transfers mandatory has SIGNIFICANT benefits for dealers, in that all transactions will have to be available electronically, eliminating separation of paper and electronic title work. Likewise, we can expect more process uniformity across counties.

We will be covering the impact of SB 110 and other important items in our May legal review, which you can register for below.

## 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!

**2026**  
**LEGAL REVIEW**  
**VIRTUAL CLASS**  
**MAY 13, 2026**  
**10 AM-11 AM**

Complimentary to KADA Members. Register today so you don't miss the latest!

**KENTUCKY DEALER UNIVERSITY**

**Register Here!**

# 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 22, 2026**

10AM-2PM

Frankfort County Club  
101 Duntreath Street

**Register Here**



\$195 to attend,  
includes lunch



**kada**

Register Here!

# ELT NEWS & UPDATES

THE LATEST ELECTRONIC LIEN &  
TITLING TIPS AND INFORMATION

## "O" No! Don't get rejected!

A common KyELT rejection that is easily avoidable is the mistaken use of the letter O rather than a zero (0) in transaction inputs. For all VINs and license plate numbers- there will never be an "O"- it will always be zero! Don't let these kinds of fixable issues slow down your transactions.

If you haven't yet signed up to use KyELT, reach out to one of the contacts from Vitu below. With KyELT scheduled to become mandatory, in 2027, it is advisable to go ahead and get signed up now to avoid any delays that could occur as we get closer to the deadline.

To get started, you can reach out to any of the below Vitu contacts:

Vitu office: 502-209-8705

Zach Newsom: 317-919-8697

Stephanie Riddle: 502-330-9311

Jessica Goetzing: 502-321-4963

## Congratulations to the top 5 transaction leaders for April!

1. Dan Cummins Chevrolet Buick
2. Oxmoor Toyota
3. Rod Hatfield Chevrolet
4. Toyota South
5. Jake Sweeney Kia





# CLERK'S CORNER

## KY County Clerk News & Updates

As KyELT continues to see rapid growth across the Commonwealth, we'd like to express our appreciation to Kentucky's County Clerks for their role in making KyELT such a success!

We'd like to highlight this month's County leaders with the fastest average transaction turnaround time- with each averaging less than one day turnaround time!

If you do business in or have customers residing in these counties and are not using KyELT, consider doing so to take advantage of these fast processing times!



**Boone County- .39  
Days**



**Mason County- 0.43  
Days**



**Grant County- .5  
Days**

## Upcoming Events

May  
**13**

[2026 Legal Review \(Virtual Class\)](#)

**10:00 AM**

Get up to date on the latest law changes from the 2026 session.



June  
14-16

**KADA Family Convention**

**Nemacolin Resort**

Join us for our biggest event of the year!



July  
22

**Sales & Use Tax Workshop**

**Frankfort Country Club**

Don't miss this in-person opportunity to get your questions answered!



August  
12

**Back to School with NADA**

**Virtual Class**

Don't miss this in-person opportunity to get your questions answered!



## KADA Family Convention 2026



**2026** **kada**  
*Family Convention*

 **JUNE 14-16, 2026**  
Nemacolin Woodlands Resort

Step out of the office and into our biggest event of the year! The incredible Nemacolin Woodlands Resort is sure to wow you as it offers an opulent experience for all our attendees!

  


[Register Here](#)

Registration and room reservations are **OPEN** for the 2026 KADA Family Convention at the stunning Nemacolin Woodlands Resort in Farmington, PA.

Nestled in the beautiful Laurel Highlands, Nemacolin offers something for everyone—award-winning dining, world-class spa services, golf, pools, wildlife encounters, and endless family activities. It's the perfect backdrop for a weekend that blends professional development with plenty of memory-making moments.

We are excited to offer three days of professional development, networking, and family fun. Don't miss this incredible experience. Register today!

Register Here

Book Your Room



## Family Convention 2026

### Schedule of Events

#### Sunday June 14

2:00pm-5:00pm

Hospitality Lounge

The Peak Pool

6:00pm-9:00pm

Opening Reception/  
Dinner &

Panorama Pavillion

#### Monday June 15

8:00am-10:00am

Breakfast

Marquis Salon 4

9:00am-11:30am

Meeting & Exhibits

Marquis Salon 1-3

11:30 am-2:00pm

Board Lunch & Meeting

Sequoia

#### Tuesday June 16

8:00am-10:00am

Breakfast

Marquis Salon 4

9:00am-11:30am

Meeting & Exhibits

Marquis Salon 1-4

6:00 pm-9:00pm

Closing Reception &  
Dinner

Grand Ballroom

#### Registration



#### Hotel Block



# MEET THE SPEAKERS



**Steve Greenfield**  
Automotive Ventures



**Rocky Bleier**  
Pittsburgh Steeler &  
Purple Heart Recipient



**Rob Cochran**  
2026 NADA Chairman



**Brad Miller**  
ComplyAuto



**Glenn Mercer**  
Automotive  
Researcher & Analyst



**Kevin Tynan**  
The Presidio Group

# Thank You

to our 2026 Family Convention Sponsors

Headline

# COMPLYAUTO

Feature

easycare

DP Dealer Performance Group, Inc.

Platinum

OPENLANE

INTEGRUM ADVISORS

Reynolds & Reynolds TrueCar

Gold

Silver

ally do it right. Dynatron Software CHAMP vitu  
ADMIC AUTOMOBILE DEALERS MANAGEMENT INSURANCE COMPANY ARMATUS DEALER UPLIFT  
Peoples BANK VUE Ne+ AUTOMOTIVE  
Spectrum REACH AUTOMOTIVE NSMA Maximizing Dealership Potential  
DOMINIONDMS

Bronze

Cherry Bekaert Your Guide Forward  
HHM DEALERSHIP SERVICES TAX | AUDIT | ADVISORY  
NADA Retirement from EMPOWER tyler technologies  
DMS powered by PRIORITY  
Cross-Sell Better Data. Better Decisions.  
ACV

# kadet



## Join our President's Club

Join the KADET President's Club, and be recognized for making an impactful contribution to support the future of our industry.



Melissa Peach

Kentucky's auto dealers need 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 2026 President's Club Members**

**kadet PRESIDENT'S CLUB 2026**

 Ed Hyde	 Kim Huffman	 Fred Tolsdorf	 Mark Pogue	 David Daunhauer	 Tim Kanaly
 Tim Sparks	 Nancy Sparks	 Mike Hyde	 Deborah Renshaw Parker	 Trey Blakley	 Alex Pogue
 Larry Craig	 Lynda Broderick	 Miller Warren	 Vickie Fister	 Travis Flaherty	 Eddie Franklin

**Kosair For Kids**



Providing  
**MORE JOY,**

in **MORE**  
**WAYS,**

to the  
**MOST KIDS.**



## Are you participating in this life-changing partnership?

In November 2024, the KADA Executive Board approved a partnership with Kosair for Kids to help children in need throughout Kentucky. As part of the partnership, KADA dealers across the commonwealth are encouraged to donate \$1 to Kosair for Kids for each new and used car sold. The funds raised will fund pediatric healthcare, medical research, child advocacy, education, and social services so that all children may live life to the fullest.

## KADA and Kosair for Kids are making a difference together!

Who we are:

Kosair for Kids is the most comprehensive children's nonprofit in Kentucky and southern Indiana. We are the safety net for our area's children.

What we believe:

Every child should have access to the medical care they need.  
Our nonprofit partners should be the strongest of their kind.  
Every child should grow up in a safe environment.  
A joyful experience can change a child's life.



*Give today!*

Contact Jason Wilson, Senior Vice President of Regional Development, Kosair for Kids at (502) 939-8563 (voice or text) or by email at [jwilson@kosair.org](mailto:jwilson@kosair.org).





Kentucky

# Dealers in the community



## Dealer Highlight: Mark Porter Ashland

Congratulations to Mark Porter Ashland, for your belief in the people and organizations that make your community strong, and for all you do to support those important organizations. Your generous donation to the Holy Family Catholic School will make a significant impact on the great work it does for local students and families.



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.

Subscribe



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

Kentucky Automobile Dealers Association | 152 Consumer Lane | Frankfort, KY 40601 US

[Unsubscribe](#) | [Update Profile](#) | [Constant Contact Data Notice](#)



Try email marketing for free today!