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PRESIDENT'S MESSAGE

kada

Dear Kentucky Dealers,

As we move into March, we find ourselves at a pivotal point in both the legislative session and the year ahead. For both, this is a time when momentum builds—where conversations become action and priorities begin to take shape in meaningful ways.

At the Capitol, our advocacy efforts are seeing results. Senate Bill 110, which modernizes the way the Commonwealth will title and register motor vehicles, has passed the House and Senate and we expect it to become law soon. Senate Bill 94- the warranty reimbursement bill- is poised to pass the House of Representatives in the coming days and assuming it passes, it will head to the Governor's desk for signature. Through it all, the voice of Kentucky's auto dealers has been clearly heard. Your engagement and support has made a measurable difference in these efforts.

Beyond Frankfort, March also brings a sense of renewal. As spring approaches, it brings excitement for the busy months ahead. We are looking ahead to upcoming events and opportunities to connect, collaborate, and celebrate our shared success. We are extremely excited for this year's

Family Convention at the Nemaocolin Woodlands Resort in Farmington, Pennsylvania. It is an incredible property that you will love, and we have a great agenda prepared with inspiring speakers and more than a few opportunities for fun. These moments remind us that while our work is serious, it is also strengthened by the relationships we build along the way.

Thanks to each of you for your continued involvement, your advocacy, and your dedication to moving our industry forward. Together, we are making a lasting impact across the Commonwealth.

We look forward to seeing you soon.

Onward!



News



**Celebrating Women In
Automotive**



**What Dealers Need to
Know About the FTC
Warnings on Dealer
Ads**

March is Women's History Month, and KADA Preferred Partner Dominion DMS tracks the evolution of women in automotive, and how they are continuing to build the future. When Mary Anderson patented the windshield wiper in 1903, she likely never dreamed of the technology that's now moving our industry and our world. Women are involved in every facet of the automotive industry, and you can read more on the topic from Dominion by clicking below.

[Read More Here](#)



Kentucky Automobile Dealers Association

Right to Repair is on Pause

If you missed our communication yesterday, we are pleased to report the Kentucky Congressman Brett Guthrie, Chair of the House Energy and Commerce Committee, effectively paused the so-called right to repair legislation that dealers nationwide have been opposing for some time. You can read about this pause, and what is next, by clicking below.

[Read More!](#)

KADA Preferred Partner ComplyAuto is your go-to place for compliance answers.

We have all heard about the FTC's warning to 97 dealerships about dealer advertising practices. The letter led to as many questions as answers, including what the FTC's expectations are when it comes to dealer doc fees. Comply Auto shares the latest news from the FTC below.

[Read More Here](#)



July Insurance Renewal? Check out KADS

We know a number of you will have July renewals for employee health insurance. If you are considering your options, reach out to see what KADS can do for you. Many users have seen a zero percent increase in premiums from one year to the next, all while receiving excellent coverage and superior customer service. If you have questions or would like to learn more, just contact us by clicking below.

[Contact Us!](#)

Support Senate Bill 94!

KADA is supporting Senate Bill 94, sponsored by Senator Mike Wilson of Bowling Green. The legislation amends Kentucky's warranty reimbursement statute to create a more equitable system to ensure that dealerships and



their techs receive retail compensation for their work on warranty and recall repairs. It also sets a clear procedure for dealership submission of labor rate and parts rate increases to manufacturers.

We cannot thank you enough for all the phone calls, emails, and messages you sent to legislators on behalf of SB 94. We

heard directly from legislators what an impact your support had on this bill's progress through the chambers of the General Assembly. It is nearly at the finish line, and we hope to see it cross in coming days.

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!



**FIXING YOUR
Fixed Ops**
Virtual Class

Wednesday, April 22
10:00 AM EST

Learn best practices for maximizing
your fixed ops profitability!

Who should attend:

- Service Managers
- Fixed Operations Managers & Personnel

Register Here!



KDU

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!



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

If you're not yet using KyELT, it is time to join your fellow dealers across the state in embracing technology and streamlining your processes. As the numbers of dealers using KyELT continues to rise, more dealers and their staffs are praising the convenience and efficiency of the electronic submission system.

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 Goetzinger: 502-321-4963

Why your dealership should use
Electronic Registration & Titling (ERT).



A Faster, Safer, and More Efficient Way to Process Every Deal

Electronic Registration and Titling (ERT) transforms the way dealerships manage paperwork. By moving from manual processes to fully electronic transactions, your team can work faster, reduce costly risks, and offer a better customer experience—all at no cost to the dealership.

Fast. Accurate. Effortless.

✓ Instant Electronic Submission

Transmit registration and title work immediately to your county or purchasers county — no drop off or mailing delays.

Receive status updates in your portal.

✓ Protect Your Dealership

Electronic lien perfection happens fast, helping you **avoid buybacks** caused by liens not perfected within 30 days.

✓ Seamless DMS Integration

Vitu connects to most dealership management systems for smooth, efficient processing.

Everything in One System

✓ All Transaction Types Supported

Handle transfers, dealer assignment and duplicate titles electronically — no multiple systems

Vitu Interstate for out-of-state deals accessible within the portal — single sign in

✓ Document Scanning

Upload supporting documents electronically — No need for additional copying.

✓ Electronic Lien Filing & Release

File liens and upload lien releases within the transaction, resulting in accuracy and faster turnaround.

Congratulations to the top 5 transaction leaders for March!

1. **Dan Cummins Chevrolet Buick**
2. **Jeff Wyler Honda**
3. **Oxmoor Toyota**
4. **Toyota South**
5. **Tim Short CDJR of Maysville**



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!



**Daviess County- .28
Days**



**Boone County- 0.56
Days**



**Grant County- .81
Days**

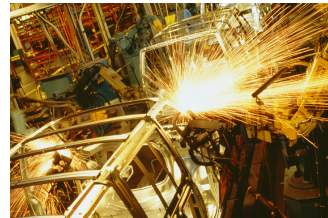
Upcoming Events

April
22

[Fixing Your Fixed Ops Virtual Class](#)

10:00 AM

Learn best practices for maximizing your fixed ops profitability.



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

**[Sales & Use Tax Workshop](#)
Frankfort Country Club**

22

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



KADA Family Convention 2026

2026 **kada**
Family Convention

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

Step out of the office and into our biggest event of the year! The incredible Nemaocolin 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 Nemaocolin Woodlands Resort in Farmington, PA.

Nestled in the beautiful Laurel Highlands, Nemaocolin 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



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.

vitu

Peoples BANK

COX AUTOMOTIVE

ADMIC AUTOMOBILE DEALERS MANAGEMENT INSURANCE COMPANY

Dynatron Software

VUE Net+ DOMINIONDMS

NSMA Maximizing Dealership Potential.

Bronze

Cherry Bekaert Your Guide Forward

NADA Retirement

Cross-Sell Better Data. Better Decisions.

HHM

DEALERSHIP SERVICES TAX | AUDIT | ADVISORY

DMS powered by PRIORITY

from EMPOWER

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

 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.





Kentucky

Dealers in the community



Dealer Highlight: Pennyrile Ford

Pennyrile Ford's participation in the Christian County Schools' Career Expo earlier this month was a great way to serve both the community and the industry! Highlighting careers in automotive service opens doors to good jobs for students in every county, and we appreciate Pennyrile Ford's efforts to reach out and share opportunities!



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 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

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