



PRESIDENT'S MESSAGE



Dear Kentucky Dealers,

It is hard to believe that we are approaching the end of summer and that kids will be heading back to school in just a few weeks. I hope you have found time to enjoy the season with family and friends while continuing the incredible work you do for your customers, employees, and communities.

At KADA, we're already looking ahead to an exciting second half of 2026. Our team is busy planning educational programs, leadership opportunities, and member events designed to help your dealership succeed. From Kentucky Dealer University courses to our District Meetings this September, there will be plenty of opportunities to sharpen your skills, connect with fellow dealers, and stay informed on the issues impacting our industry.

I also encourage you to remain engaged with KADA's advocacy efforts. The relationships we build with elected officials and policymakers help ensure the voice of Kentucky's franchised auto dealers continues to be heard. Campaigns are in full swing and this is a perfect time to invite legislative candidates to your dealership to see its economic impact. We are already outlining our legislative objectives for 2027 and your voice will be a critical component to ensuring that business-centric legislation that serves dealers and their customers is passed by the General Assembly. Your involvement—whether through attending events, sharing your perspective, or supporting our legislative initiatives—makes a meaningful difference.

Thank you for your continued membership and your commitment to our association. KADA is strongest because of the dedicated dealers and

dealership professionals who invest their time, expertise, and passion into our industry every day.

Enjoy the remainder of your summer, and I look forward to seeing you at our upcoming events.

Onward!

News



Vitu Offers Title Clerk Training

KADA preferred partner Vitu will offer two in-person training sessions for title clerks in Georgetown this August.

As Kentucky continues to move toward required use of KyELT, these in-person trainings are a great opportunity for title clerks and office personnel to get up to date and prepared on the do's and don'ts of KyELT.

[Learn More Here](#)



Kentucky Automobile Dealers Association

Bill in U.S. Senate Could Help Alleviate Chinese Vehicle Threat

Dealers across the country have reported receiving demand letters from a serial plaintiff over claimed violations of the California Invasion of Privacy Act (CIPA). These letters allege that dealer websites improperly collect and transmit user data to third parties, effectively making them unlawful wiretaps under California law. Read more below about what to be on the lookout for.

[Read More Here](#)



Cross-Sell
Better Data. Better Decisions.

June Sales Numbers Show an Impressive Month



What is Tier II Reporting and Are You Compliant?

KADA Preferred partner Cross-Sell has been providing vehicle sales data reporting to thousands of dealerships nationwide for over 30 years and is a trusted source for the data you need to keep your dealership in the know.

Cross-Sell reports solid June sales numbers, including 19,598 new and used sales by franchise dealers, and 12,164 sales by independent dealers.

[Contact Cross-Sell](#)

KADA preferred partner ComplyAuto is here to give you all the background you need on Tier II reporting requirements and their impact on dealerships.

Tier II reporting comes from a federal law called the Emergency Planning and Community Right-to-Know Act, or EPCRA. Under EPCRA, facilities that store certain hazardous chemicals above applicable thresholds must share chemical inventory information with state and local emergency officials, including the local fire department. The annual Tier II report is one of the main ways that information gets reported.

[Read More Here](#)

KDU Tax Workshop

Our KDU Tax Workshop on July 22 was a huge success- thanks to all those who attended, and a special thank you to Nick Schaefer of Bowden and Wood and Toni Fields from the Kentucky Department of Revenue for providing valuable expertise, information, and resources to our attendees.

These events are such an important tool for dealerships, make sure that your staff attends our in-person event so that they have the most updated training and information to help your business thrive. Our next in-person Kentucky Dealer University Classes are our November Workshops for title clerks and controllers. You can click the appropriate button below to register!

Title Clerk Workshop- November 14

Dealership Operations Workshop- November 18



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!



Kentucky Dealer University will offer a FREE virtual class on **August 12, 2026 at 10 AM with NADA's Todd Milbury.**

As Vice-President of Industry Affairs, Todd will discuss dealer/ OEM relationships and the best way to strengthen those relationships while protecting dealer interests. We can't wait to hear from Todd!

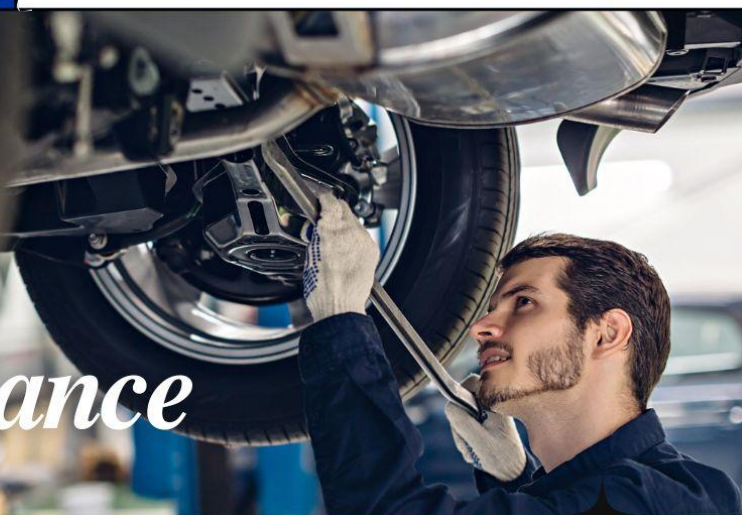
Register Here!



**Kentucky Dealer
University
presents...**



OSHA Keys to Compliance



**Virtual Class
September 16, 2025
10:00 AM**

Register Here



kada November WORKSHOPS

Register for our November 2026 Workshops for
Title Clerks, Controllers, CFOs, and HR Managers

LOUISVILLE SLUGGER MUSEUM

800 W. Main Street

Louisville, KY

9AM-3PM



REGISTER HERE



CONTROLLERS,
CFO'S HR
MANAGERS

WEDNESDAY
NOVEMBER 18

TITLE CLERKS

REGISTER HERE



TUESDAY
NOVEMBER 17



[Learn More or Register Here](#)

ELT NEWS & UPDATES

THE LATEST ELECTRONIC LIEN &
TITLING TIPS AND INFORMATION

Get Signed Up for KyELT Now!

Recent legal changes mean dealers will need to begin transitioning to KyELT very soon, as the deadline for compliance is approaching. **Whether you have seen your store's KyELT use diminish, or if you've never signed up, NOW is the time to engage with Vitu so that you are up and running well in advance of the 2027 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 Goetzinger: 502-321-4963

Congratulations to the top 5 transaction leaders for June!

1. Dan Cummins Chevrolet Buick
2. Oxmoor Toyota
3. Rod Hatfield Chevrolet
4. Toyota South
5. Don Franklin Somerset 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!



**Bourbon County .25
Days**



**Campbell County 0.28
Days**



**Grant Count
.51 Days**

Welcome New Member Kenect

Every Service Call Matters



Kenect's AI-powered phone and messaging assistants help dealerships answer more service inquiries, schedule appointments, and support customers 24/7.

Voice AI

Answers calls, schedules appointments, and handles routine service questions.

Engage AI

Responds to text messages instantly and keeps customer conversations moving.

Reduce missed calls. Capture more appointments.
Improve the customer experience.

See a Demo
smart.kenect.com/learn-more



Upcoming Events

August

12

Back to School with NADA Virtual Class

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



August

18-19

Accelerated Leadership Program Retreat Nashville, TN

We are excited to gather emerging dealership leaders in Nashville for a couple of days of learning and networking.



September

16

OSHA Keys to Compliance Virtual Class

Don't overlook the importance of OSHA compliance. Get registered!



September

21-24

KADA District Meetings Statewide

Team KADA is traveling the state to bring all the latest in automotive

to a community near you,



November

12

KADA Board Meeting

Frankfort Country Club

KADA Annual meeting, to include announcement of board election results. Board members, we hope to see you there!



KADA District Meetings 2026

2026 DISTRICT MEETINGS



LEXINGTON

SEPTEMBER 21

Embassy Suites UK/
Coldstream
12 Noon Eastern



LOUISVILLE

SEPTEMBER 22

Wildwood
Country Club
12 Noon Eastern



INDEPENDENCE

SEPTEMBER 23

Boone County Distilling Co.
& Event Center
12 Noon Eastern



HOPKINSVILLE

SEPTEMBER 24

James E. Bruce
Convention Center
12 Noon CST



BOWLING GREEN

SEPTEMBER 24

Holiday Inn
University Plaza
5:30 CST

MORE INFO HERE:



It is time to register for our 2026 District Meetings! The KADA Team will be hitting the road this September to bring all the latest news and information to a community near you.

Most of these meetings are now lunch meetings, so register yourself and key members of your team to have lunch with your fellow dealers and guests, including legislators, and discuss the issues important to your business. We can't wait to see you there!

[Register Here](#)

[Sponsor Here](#)



Join our President's Club



Melissa Peach

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

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



2027 KADA Family Convention: Save the Date or

Register Now!



Join us for three days of fun in the sun, networking, and learning at our annual convention in stunning St. Thomas!



Register here:



Dealer Registration

Sponsor Registration

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: Freedom CDJR

Congratulations to Freedom Chrysler Dodge Jeep RAM of Lexington for its recent triple header of support for community programs in Fayette County that strengthen mental health, empower future leaders, and invest in the next generation through education.

By donating to NAMI Lexington, Girl Scouts of Kentucky's Wilderness Road Council, and Fayette County Public Schools, Freedom CDJR is showing leadership in action and is an



excellent example of how dealers are such pivotal parts of their communities.

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.



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

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