



June 2023

A Message from Jason Wilson, KADA President



Dear Kentucky dealers,

As we continue into the summer season, I'd like to take a moment to reflect on the incredible milestones we've achieved and the exciting times ahead. We recently wrapped up our 76th Annual Convention at The Greenbrier, alongside Virginia, West Virginia, and Maryland. It was an incredible event that left us all feeling inspired and invigorated.

I want to thank each and every one of you—our awesome dealer body and your families, and our gracious vendor partners. Together, we made the 2023 Convention the biggest one to date.

Throughout the event, we had the privilege of hearing from exceptional speakers who delved into the latest automotive trends, guiding us on how to thrive amidst uncertainty and empowering us to become exemplary leaders. We also had a blast at our themed parties each night, to include KADA's 85th birthday party (make sure to check out the photos below). The week was filled with valuable connections and memorable moments.

During Convention we also held our Summer Board Meeting where we discussed our 2023 legislative achievements and how they have reinforced franchised dealer rights. These laws have just become effective — read about them again [here](#). We discussed our strategy for the 2024 Session, which continues to focus on protecting the rights of Kentucky dealers. We also talked upcoming events and important topics such as EVs and their impact, as well as the rollout of electronic titling and registration in Kentucky. I urge you to pay attention to our upcoming communications that will address these issues.

The KADA Convention is an incredible opportunity for learning, networking, and collective growth within our industry. I cannot emphasize enough the importance of attending events like these, and I encourage you and your team to join us. Together, we can continue to drive our industry forward.

With that said, mark your calendars for next year's Convention, which will be held from June 17-19, 2024, at the Sandestin Golf and Beach Resort in Miramar, Florida.

And don't forget about our Annual Golf Tournament September 18th at the Frankfort Country Club. Now's the time to start getting your team together! [Click here](#) for details and registration information.

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

Onwards!

KADA News

SESCO Management: Your Human Resources Consulting Tool



As a KADA member, you have access to professional human resource management consulting services through SESCO Management Consultants for no additional charge. Aside from unlimited email and phone access for any of your HR questions or needs, you can find helpful tips and information by attending any of their webinars which are linked below.

To learn more about everything SESCO offers, reach out directly to Jamie Hasty at jamie@sescomgt.com or by calling (423) 764-4127.

2023 Webinar Series Pt. 2

Retail Warranty Reimbursement

Endorsed by State Dealer Associations,
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The advertisement features a light gray background with a subtle floral pattern. A yellow ribbon banner in the top left corner contains text. The KADA logo is in the top right. The main title 'Retail Warranty REIMBURSEMENT' is centered, with 'REIMBURSEMENT' in large blue block letters. Below it, 'POWERED BY BELLAVIA BLATT, PC' is written in blue. At the bottom, contact information is provided in a smaller font.

Top 5 Reasons to Choose Bellavia
Blatt

KADA Events

2023 KADA Convention

Thank you to all who attended our 2023 KADA Convention! We had a wonderful time with you and your families at The Greenbrier. Not only did we hear from some incredible speakers, but we celebrated KADA's 85th birthday, and had some memorable evenings at our parties each night.

To see some of the pictures click [here](#) and [here](#). Stay tuned for more!

We hope to see you again next year for our 2024 KADA Convention from **June 17-19, 2024**, at **Sandestin Golf & Beach Resort in Miramar Beach, Florida**.



Our Opening "Candy Land" Reception & Dinner



KADA Chairman Joe Cummins cutting our 85th birthday cake!



KADA President Jason Wilson making announcements in our General Business Session



Our final "Dia de los Dealers" Party & Dinner

Thank you again to our Sponsors!

Feature Sponsors:

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Integrum Advisors

Platinum Sponsor:

Bellavia Blatt

Gold Sponsors:

ADMIC

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MCM CPAs & Advisors
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Sherwin Williams
Sqwire
Vitu

Lunch & Learn with Dealer Merchant Services

*** * KADA LUNCH & LEARN * ***

**Thinking about passing along Credit Card Fees to
your Customers? Get the Facts.**

*Wednesday, July 19, 2023
11:30 am – 12:00 pm Eastern time
Webinar Registration*

Learn how Dealers are saving up to 75% on their Credit Card Processing Expense *and* staying within compliance – without impacting CSI. Join Amberly Allen and Laura Mellencamp of Dealer Merchant Services as they highlight one of the biggest topics in 20 Groups today!

What you'll learn:

- *Legal Changes*
- *Credit Card Expense Awareness*
- *How it works*
- *What about CSI?*
- *Potential Savings*
- *Best Practices for Implementation*



Register Now



Make Your Contribution Today



As you have seen in this Legislative Session, there are constant threats to our franchise system and our business. Whether it's industry changes, manufacturer demands, or economic influences, we face many challenges.

In order to confront these with a unified voice, we need your support and participation.

Building and maintaining relationships with the legislators that represent you in each of your districts is how we are able to protect pro-business and pro-dealer rights. Which is why we ask that you consider donating to our KADET fund today.

Melissa Peach
KADET Treasurer

Below is a list of KADA's President, Senate, House and Patron Club members as of the distribution of this newsletter.

President's Club - \$2,000

Joe Cummins
Nancy Sparks
Tim Sparks
Kim Huffman
David Moore
Joe Cross
Vickie Fister
Dan Renshaw
Bill Cole
Dwain Taylor
Ray Cottrell, Jr.
Dann Hughes
Tim Kanaly
Rob Marshall
Trey Marshall
Mike Hyde
Jeff Eickholz
Fred Tolsdorf
Tammy Coats
Mark Pogue
David Daunhauer
Bob Hook III

Next Gen President Club \$1,000

Alex Pogue

Senate Club - \$1,500

House Club - \$1,000

Travis Flaherty
Mark Schaeffer

Patron Club - \$800

Tasarla Tudor

[Click here to donate today!](#)

President's Club Pinning Ceremony at Convention



Welcome New Allied Members

Digital Airstrike

Aris Woolfolk
(757) 814-0248

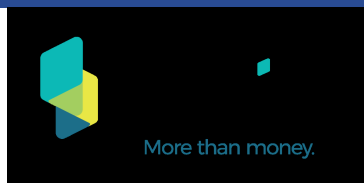
Fisher Phillips

Megan Usellis
(502) 561-3995

StrategicSource

Douglas Austin
(952) 887-2800

Financial Tips with Sqwire



Do you have a will and power of attorney? While many people don't like to think about the possibility of an untimely passing, establishing a will and power of attorney is a critically important step in protecting your financial legacy and your loved ones. Sqwire, one of our Preferred Partners, offers a course on how to create these documents and why they're necessary - along with dozens of other courses on important financial topics. You can provide the entire Sqwire financial wellness program for your team (and no cost to them) for a special discounted members-only rate! Contact the team at Sqwire to learn more today. www.getsqwire.com/kada/

New-Vehicle Sales to Increase More Than 11% Year Over Year Through the First Half of 2023

- New-vehicle inventory levels significantly improved from last year, helping stimulate sales despite elevated prices and high auto loan rates.
- Fleet sales pushed industry volume higher as retail sales improved modestly.
- Cox Automotive increases full-year, new-vehicle sales forecast to 15.0 million in 2023 after a surprisingly strong first half.

[Read full forecast](#)

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