

Newsletter - November 2021

## A Message from Jason Wilson, KADA President



Greetings Kentucky dealers,

We are only a month away from 2022 and it feels like the year has flown by. This past month we held our final Board meeting of 2021 and enjoyed another productive and constructive gathering. We focused heavily on the state of the Association, which thanks to your support and participation, has had an extremely successful year both legislatively and financially.

We were able to stop the trade-in tax cap—which would have made purchasing a new vehicle as a consumer very unaffordable. We were also extremely involved in the implementation of PPP loan forgiveness. And, we are gradually moving ahead in the battle to modernize the titling and registration process.

As we look ahead, we are in great shape in terms of our partnerships with Preferred Partners and Allied Members, as well as Dealer Members. We have seen exponential growth in all of those areas.

We continue to implement new initiatives to help support your business like educational resources, podcasts with industry leaders, networking events and our most recent health and benefits partnership with Integrum Advisors. With this new partnership, we are aiming to enhance the health insurance program we currently have in order to offer you and your staff the best possible benefits that fit each of your individual needs. Please see more about Integrum Advisors below in this newsletter and in our latest podcast.

There truly has never been a better time to be a KADA member.

Be on the lookout for all our news and updates, and as always, please continue to be engaged.

## KADA News

### Subscribe your staff to our newsletter!

Make sure your staff stays up-to-date and involved by having them subscribed

to our newsletter. It's important that the key members of your dealership, like General Managers, CFO's, Fixed Operations and Controllers, receive our communications.

Send an email to Melissa Peach [atmpeach@kyada.com](mailto:atmpeach@kyada.com) with the names and emails of staff members you'd like to get subscribed.

## KADA Member Dues

You should've recently received your member dues. If you haven't already, mail back your dues to the KADA office at 152 Consumer Ln, Frankfort, KY 40601, by **January 15th**.

## Kentucky Horsepower Podcast



Don't forget to check out Kentucky Horsepower, the official podcast of KADA!

Recently, we sat down with Ben Hoffman and Colin Royster, Senior Vice Presidents of **Integrum Advisors**, to discuss this new KADA partnership for employee benefits. For the last

30 years they have been working with dealerships in and outside of Virginia, **creating benefit plans tailored to the specific needs and resources of each dealership, enabling them to attract and retain the best talent** – which we know is the key to running a successful business. Listen to learn more about Integrum Advisors and read more about what they offer below in this newsletter.

As always, you can subscribe to the podcast on **Apple Music**, **Spotify** or by simply clicking the link below. You can also watch the videos on our **YouTube** channel.

[Kentucky Horsepower Podcast](#)

## Congratulations Jack Kain TIME Dealer of the Year for Kentucky



The nomination of Jack Kain Sr., founder of Jack Kain Ford in Versailles, Kentucky, for the 2022 TIME Dealer of the Year award was announced yesterday by TIME.

Kain is one of a select group of 47 dealer nominees from across the country who will be honored at the 105th annual National Automobile Dealers Association (NADA) Show in Las Vegas on March 11, 2022.

The TIME Dealer of the Year award is one of the automobile industry's most prestigious and highly coveted honors. Recipients are among the nation's most successful auto dealers who also demonstrate a

long-standing commitment to community service. Kain was chosen to represent the Kentucky Automobile Dealers Association in the national competition – one of only 47 auto dealers nominated for the 53rd annual award from more than 16,000 nationwide.

“I built my dealership on a foundation of honesty and integrity,” nominee Kain said. “We treat every visitor as an honored guest and put customer satisfaction and transparency first – both before and after the sale.”

As a trailblazer in the retail automotive sector, Kain was called on to serve in leadership positions on the state and national level. He was president of the Kentucky Automobile Dealers Association in 1982 and held numerous executive positions at NADA, including chair (2005), vice chair (2004), treasurer (2003) and secretary (2002), as well as contributing to the board of the NADA Foundation.

Kain also gives back to his community and has coached youth sports, including baseball, basketball and football. He consistently sponsors local school events and educational programs for Versailles and supports numerous organizations in his local area, the county of Woodford and central Kentucky.

We couldn't be more proud of KADA member Jack Kain for being a leader in the community and representing Kentucky at the NADA show in Las Vegas in March. This is also the second time he's been awarded, having won TIME Dealer of the Year for Kentucky in 1986!

[Read more about Jack and the award](#)

## KADA Events

### November Board Meeting

We had another successful and productive Board of Directors meeting on Thursday, November 11th at the Frankfort Country Club.

The 2022 Board of Directors and Treasurer were announced, we discussed the state of the Association and Integrum Advisors presented their program to our full Board.

Welcome again to our 2022 Treasurer, Rob Marshall, and our new Board members:

District 1: Lucinda Gray

District 2: David Jagers

District 3: Bob Hook III

District 4: Catherine Zimmer

District 5: Tim Short

District 6: Steve Gates

## 2022 KADA Convention

**Save the date for our 75th Annual Convention!**  
**June 20-23, 2022**



**Omni Grove Park Inn  
Asheville, North Carolina**

Stay tuned for registration details



Your Support Drives  
Industry Forward

## KADET Contribution



Melissa Peach  
KADET Treasurer

Ensuring that legislators understand our industry and the impact that proposed legislation could have on **your business** – for good or bad – is a primary function of your KADA team.

Being successful on this front relies on the relationships that we have built and continue to build and nurture with senators and delegates from every locality on your behalf. And we need your help.

**If you haven't done so already, please contribute today.**

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

### President's Club Level - \$2,000

Tammy Coats  
Kevin Collins  
Shane Collins  
Nancy DeCastro  
Tom Gill  
Gary Haupt  
Kimberlee Huffman  
Dann T. Hughes  
Robert Marshall  
Mark Pogue  
Dan Renshaw

### President's Club Level - \$1,000

Bob Allen  
Alton Blakley, Jr.  
Duke Brubaker  
Steve Bachman  
Larry Craig  
Joe Cross  
Joe Cummins  
Dan Glass  
Mark Gold  
Bob Hook, III  
David Jagers

Timothy Sparks  
Larry Stovesand  
Carl Swope  
Mike Tewell

President's Club Level - \$1,500

Lynn Alexander  
Ray Cottrell Jr.  
David Daunhauer  
Dick Heaton  
Tim Kanaly  
Dwain Taylor

Jim Johnson  
Todd Justice  
Jack Kain  
David Moore  
Steve Pinkham  
Wilson Sisk  
Fred Tolsdorf  
John Zimmer

Senate Club Level- \$800

House Club Level- \$500

Travis Flaherty  
Patti Powell  
Michael Reid  
Richard Swope  
Larry Turpen

[Click here to donate today!](#)

## Welcome New Allied Members

### **Affinitiv**

Russ Beckenstein  
[rbeckenstein@affinitiv.com](mailto:rbeckenstein@affinitiv.com)  
713-275-3500

### **Car Capital**

Guy Cesario  
[guy@carcapitalcorp.com](mailto:guy@carcapitalcorp.com)  
708-674-1598

### **Dealer Socket – Auto Mate – Solera**

Jeff Kuerzi  
[JKuerzi@dealersocket.com](mailto:JKuerzi@dealersocket.com)  
502-818-2278



## Motor Vehicle Commission Corner

The Kentucky Motor Vehicle Commission would like to encourage dealers to renew their licenses soon after the Thanksgiving holiday and prior to Christmas. Currently, the commission has renewed 783 dealers with 117 being "New Franchise" dealers.

## Preferred Partner Spotlight: Integrum Advisors



Integrum Advisors delivers a customized approach to maximize your employee benefits, so you can recruit and keep top talent. Their innovative tools and expertise ensure your benefit plans give you and your employees the peace of mind that moves your business forward.

They go beyond benefits consulting with health and well-being strategies that foster happier, healthier and higher-performing workforces.

As a new and vetted KADA Preferred Partner, we encourage you to reach out and learn more.

For more information, contact:  
Colin Royster  
[croyster@integrumadvisors.com](mailto:croyster@integrumadvisors.com)  
540-526-7074

Ben Hoffman  
[bhoffman@integrumadvisors.com](mailto:bhoffman@integrumadvisors.com)  
804-357-6004

## [Visit KADA Preferred Providers](#)

This publication is intended to provide accurate and authoritative information on the subject matter covered and is distributed with the understanding that the publisher and distributor are not rendering legal, accounting, or other professional services and assume no liability whatsoever in connection with its use.

Visit our website: [www.kyada.com](http://www.kyada.com)

Follow KADA on Facebook

