

**2026**  
**NADC ANNUAL**  
**MEMBER**  
**CONFERENCE**

Fairmont Miramar Hotel & Bungalows  
Santa Monica, CA • April 12-14, 2026



## Conference Registration

The registration fee is \$695 per attendee and includes sessions and meal functions. [Registration](#) is open to NADC members only.

Contact [info@dealercounsel.com](mailto:info@dealercounsel.com) with registration questions.

## Registration Cancellation Policy

Cancellation(s) of the 2026 NADC Annual Member Conference can be accommodated by NADC up to Friday, March 20, 2026, less a \$25.00 processing fee. After March 20, we are not able to process refunds.

## CLE Credit

CLE Credit may be available for up to 630 minutes (this includes the In-House Roundtable session) of educational programming pending approval in your state (10.5 general credits for states that calculate 60 minutes per credit; 12.6 general credits for states that use 50 minutes per credit). We will submit CLE applications to states requested on the registration

form and will confirm once we hear back. **During registration, indicate which states you'd like to receive CLE credit in.**

Contact [Hannah Webster](#) for more information.

## Travel Plans

There will be no Dealer 101 session at this year's annual conference, however, we will have two receptions on the evening of Sunday, April 12. Please arrange your travel to join us for these receptions. Make sure to indicate if you are planning to attend either Sunday reception on our registration form. There will be music, cocktails, food, and drinks at the Sunday receptions.

## New Member & First Time Attendee Reception/General Welcome Reception

Join us for the New Member and First Time Attendee Reception Sunday, April 12 at 5:30 pm, followed by the General Welcome Reception from 6:00–7:30 pm.

The NADC Board of Directors will be in attendance and available to network with attendees.

## Suggested Dress

Dress attire for all conference events is business casual.





*The Fairmont Miramar Hotel & Bungalows*

## Weather

**Average High:** 63°F (17.2°C)

**Average Low:** 54°F (12.2°C)

## Transportation

The Fairmont Miramar Hotel & Bungalows is conveniently located 9 miles away from Los Angeles International Airport (LAX) – approximately a 25-minute drive. There is no complimentary shuttle service between the hotel and the airports. Rental cars are available at the airport.

Complete coordination of transportation needs is available through the Fairmont Miramar Hotel & Bungalows Concierge at **310-899-8553** or by dialing **ext. 3951 from your guestroom.**

Additionally, there is on-site valet automobile parking for registered Fairmont Miramar guests at \$79 plus tax, per night including in-and-out privileges. All parking rates are subject to 18% city parking tax.

Also note that the resort has complimentary hybrid and electric vehicle charging stations.

## Hotel Address

101 Wilshire Boulevard  
Santa Monica, California, 90403

## Hotel Reservations

The room block at the Fairmont Miramar Hotel & Bungalows closes on March 27, 2026 or when it sells out

## Hotel Cancellation Policy

Individual room cancellations must be received by the hotel at least 72 hours prior to arrival. Otherwise, a no-show fee for one night's room and tax will be charged.



## 2026 NADC ANNUAL MEMBER CONFERENCE SCHEDULE

### SUNDAY, APRIL 12

3:00-5:00 pm      **Board Meeting** | *Wilshire I*

5:30-6:00 pm      **New Member and First Time Attendees Reception** | *Moreton Bay Circle*

Sponsored by:  **Dealership Valuation Services, LLC**

6:00-7:30 pm      **Reception** | *Moreton Bay Circle*

Sponsored by:  **Portfolio**

### MONDAY, APRIL 13

7:00 am            **Registration** | *Starlight Foyer*

7:00-8:00 am      **Breakfast** | *Wedgewood Ballroom*

Co-Sponsored by:  **DAVE CANTIN GROUP**     **forv/s mazars**     **KPA**

8:00-8:30 am      **Opening Remarks** | *Starlight Ballroom*

8:30-9:30 am      **Session 1: NADA Update** | *Starlight Ballroom*

**Presenters:** Daniel Ingber, NADA and Paul Metrey, NADA

During this session, NADA Executives will highlight salient and breaking federal developments affecting dealers on a range of topics including NADA's engagement with the Administration and the 119th Congress; tariffs affecting the automotive industry; EV policy developments and the withdrawal of the endangerment finding; the Surface Transportation Reauthorization act, litigation affecting dealers, and more.



## 2026 NADC ANNUAL MEMBER CONFERENCE SCHEDULE

9:30-9:45 am

**Break** | *Starlight Foyer*

Monday Refreshments  
Co-Sponsored by:



**COMPLYAUTO** ✓

**Holland & Knight**

9:45-10:45 am

**Session 2: TILA Compliance and Surcharging: A Legal Framework for Dealers**  
| *Starlight Ballroom*

**Presenters:** Amberly Allen, Dealer Merchant Service and Bradley Miller, Priority

The payments landscape in automotive retail is rapidly transforming as dealerships adopt new technologies and manage rising credit card costs, requiring dealership attorneys to navigate complex compliance, consumer protection, and operational risk issues. This session provides dealer counsel with practical frameworks for evaluating modern payment methods—including credit card surcharging, digital wallets, cryptocurrency, and automated payables—while examining the regulatory landscape encompassing card-brand policies, federal requirements, and how the Truth in Lending Act (TILA) intersects with fee structures and consumer disclosures. Attendees will learn best practices for compliant implementation, common pitfalls to avoid, and gain practical tools to advise clients on payment strategies that align operational needs with legal obligations and financial objectives in an increasingly strategic payments environment.

10:45-11:00 am

**Break** | *Starlight Foyer*

11:00-12:00 pm

**Session 3: The CARS Act: What Happens in California, Doesn't Stay In California** | *Starlight Ballroom*

**Presenters:** Lauren Bailey, ComplyAuto; Anthony Bento, California New Car Dealers Association; Franjo Dolenac, Scali Rasmussen and Lisa Singer, ArentFox Schiff LLP

California's CARS Act is more than a state compliance project—it is a potential template for similar measures nationwide. This session translates the CARS Act into practical guidance for dealer counsel, focusing on the provisions most likely to drive enforcement and private-claim exposure: price disclosures, voluntary protections products (or "add-ons"), consumer authorization, and deal-jacket documentation. The program also addresses the CARS Act's three-day right to return used vehicles, and the operational and risk-management controls dealers should consider.

12:00-1:30 pm

**Lunch** | *Wedgewood Ballroom*

Sponsored by: **SCALI  
RASMUSSEN**



## 2026 NADC ANNUAL MEMBER CONFERENCE SCHEDULE

12:00-1:30 pm

### In-House Roundtable Lunch | *Wilshire II + III*

**Moderated by:** Kate Kelley, CarMax; Shari Patish, Hall Automotive and Kate Uding, Luther Landers Automotive Group

(Lunch provided)

1:45-2:45 pm

### Session 4a: Valuation Issues in Succession, Estate Taxation, and Buy-Sell Transactions | *Starlight Ballroom*

**Presenters:** Patrick Anderson, Anderson Economic Group and Ilhan Geckil, Anderson Economic Group

Valuation experts Patrick Anderson and Ilhan Geckil discuss technical issues that arise frequently in dealership succession, estate taxation, and buy-sell transactions, as well as breach of contract cases that give rise to commercial damages. These include:

1. The differences between the sale price of a business that has been properly marketed, a conjectured selling price based on a market multiple or cash flow model; and the fair market value under estate and gift tax law;
2. Valuation methods that account for expansion options and marketability discounts, and those that do not;
3. Rights of first refusal; and
4. The unique characteristics of franchised industries, and how this affects valuation and damages.

Mr. Anderson and Mr. Geckil then highlight the risks posed by poorly prepared valuations, and illustrate how a badly-prepared valuation done one year can prove to be very costly in the next. They conclude with recommendations for dealers and their counsel.

1:45-2:45 pm

### Session 4b: Arbitration Under the Hood: A Legal Roadmap for Dealership Employers | *Wilshire II + III*

**Presenters:** Jeremy Roth, Littler Mendelson, P.C. and Kara Southard, Lithia Motors, Inc.

In this hour, the Assistant General Counsel for the world's largest new car retailer and a Senior Shareholder in the world's largest management-side labor law firm will discuss the pros and cons of using a mandatory arbitration policy. We will explore how the use of such policies may reduce legal exposure and expenditures in employment litigation, but can also present enforcement challenges which can lead to more protracted law and motion work. We will discuss current plaintiff's-side strategies to attack such provisions (chain of custody, claims excluded, lack of mutuality, etc.), and touch on best practices for administering and enforcing such policies.



## 2026 NADC ANNUAL MEMBER CONFERENCE SCHEDULE

2:45-3:00 pm **Break** | *Starlight Foyer*

3:00-4:00 pm **Session 5: Driving Value: Navigating the Dealership Buy-Sell Market** | *Starlight Ballroom*

**Presenters:** Jesse Stopnitzky, Performance Brokerage Services, Inc. and Frank H. Killgor, Killgor Pearlman P.A.

This session offers a deep dive into the state of the automotive dealership buy-sell market with an emphasis on the average dealer, not just top performers. This fresh approach provides actionable tools to navigate the buy-sell landscape with greater confidence and clarity. A review of the current retail environment sets the backdrop for emerging M&A trends and transaction dynamics. Beyond the standard multiple-of-earnings method, we explore alternative valuation approaches, the treatment of atypical COVID-era earnings, and practical strategies to maximize value. Drawing on real-world experiences (and our 91 closed transactions in 2025), we highlight the challenges creating friction in today's deals. Whether you're advising clients or guiding your organization through acquisitions or divestitures, this session will help you achieve the best possible outcome.

5:00-6:30 pm **Reception** | *The Bungalow*

Co-sponsored by:



### TUESDAY, APRIL 14

7:00 am **Registration** | *Starlight Foyer*

7:00-8:15 am **Breakfast** | *Wedgewood Ballroom*

Sponsored by:  **ArentFox  
Schiff**

8:15-8:30 am **Opening Remarks** | *Starlight Ballroom*



## 2026 NADC ANNUAL MEMBER CONFERENCE SCHEDULE

8:30-9:30 am

### Session 6: Evaluating Disputes with OEMs | *Starlight Ballroom*

**Presenters:** Kirby Bissell, Bass Sox Mercer; Michael Dommermuth and Joseph Roesner, The Fontana Group

This presentation provides a primer on factors dealers and their attorneys should consider when evaluating and pursuing disputes with OEMs, covering scenarios where either the OEM initiates action or the dealer contemplates suit based on OEM conduct. The presenters will discuss rights under state statutes, the Federal Dealer Day in Court Act, and sales and service agreements, emphasizing critical steps to preserve rights including protest timelines and statutes of limitations, with examples of dealers losing rights through inaction or mistaken beliefs about alternative dispute resolution requirements. Topics include dispute resolution options through administrative bodies, civil actions, mediation, or arbitration, with considerations varying by state; examples of different state forums and board review powers; the value of participating in the National Association of Motor Vehicle Boards and Commissions (NAMVBC) annual meetings; resources available through state associations and NADA; and how different OEMs' approaches to litigation and cooperation levels may influence forum selection and discovery strategies.

9:30-9:45 am

### Break | *Starlight Foyer*

Tuesday Refreshments Co-Sponsored by: **Holland & Knight**  **MOSAIC**

9:45-10:45 am

### Session 7: AI in the Dealership: Disclosures, Governance, and FTC Risk in Sales and Marketing | *Starlight Ballroom*

**Presenter:** Mark Metrey, Hudson Cook, LLP

This session examines how existing consumer protection and advertising principles apply to dealerships' increasing use of AI tools for customer engagement, digital retailing, and sales support in 2026, with a focus on three key risk areas: disclosure obligations, internal governance, and AI-driven sales and marketing activity. The presentation clarifies when dealers are legally required to disclose AI use, as distinct from situations in which over-disclosure may create unnecessary litigation risk, outlines a right-sized AI governance framework tailored to dealership operations that addresses oversight, documentation, and vendor management, and analyzes how Federal Trade Commission advertising, endorsement, and attribution principles apply to AI-powered marketing tools, chatbots, and sales assistants that generate consumer-facing content. The session concludes with practical counseling guidance, including compliance checkpoints, contract considerations, and risk-mitigation strategies dealer counsel can apply immediately.

10:45-11:00 am

### Break | *Starlight Foyer*



## 2026 NADC ANNUAL MEMBER CONFERENCE SCHEDULE

11:00 am-12:00 pm

### **Session 8: Environmental Compliance Landmines Every Auto Dealer Should Know | *Starlight Ballroom***

**Presenters:** Sam Celly, Celly Services, Inc. and Christian Gordon, Lewis Rice LLC

Auto dealerships operate at the intersection of retail, industrial, and real estate regulations, which make them uniquely exposed to environmental compliance risks that often go unnoticed until a regulator, lender, buyer, or insurer raises a red flag. This session is designed to help auto dealers identify the most common (and costly) environmental compliance “landmines” embedded in day-to-day operations, facility management, and transactions, and to provide practical strategies for avoiding or mitigating them.

Rather than focusing on theoretical environmental law, this presentation takes a dealer-centric approach, using real-world enforcement trends, transaction pitfalls, and operational missteps that routinely trigger violations, penalties, and deal friction. Attendees will leave with a clear understanding of where regulators look, what issues most frequently lead to enforcement or liability, and how to proactively reduce risk without disrupting business operations.

12:00-1:00 pm

### **Session 9: The Fine Line Between Employee Perks and Occupational Fraud | *Starlight Ballroom***

**Presenters:** Erik Acosta, Axiom Advisors; Michael Semanie, Semanie Law, PLLC and Marilou Vroman, Axiom Advisors

Occupational fraud arises when individuals exploit their roles for personal gain. During our program we will highlight why automobile dealerships are particularly exposed to this risk, driven by high transaction volumes, a culture of entitlement, and weak or inconsistent internal controls. We will also explore fraud schemes that are often overlooked or unintentionally tolerated, across all departments, executive leadership, and accounting functions. Attendees will leave with a clearer understanding of dealership-specific fraud risks and practical insight into recognizing early indicators before losses escalate. Occupational fraud presents significant financial and legal risk for automobile dealerships. This session explores how internal fraud can siphon approximately five percent of annual revenue and equips dealership counsel with insight into red flags, compliance failures, and strategies to help dealers reduce exposure.

1:00 pm

### **Closing Remarks and Adjourn | *Starlight Ballroom***



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## ADDITIONAL SPONSORS

Wifi



Conference Lanyards



**CAPITAL AUTOMOTIVE**  
*Driving Up Dealers' Returns for Over 25 Years!*

Conference Bags



Conference Badges



Hotel Key Cards



Flash Drives





## LOCAL ACTIVITIES



### Palisades Park

Palisades Park is an iconic park that stretches over twenty-six acres along Ocean Avenue. This landmark park draws visitors from around the world with its gorgeous views of Santa Monica Bay. The park has many features including benches, picnic areas, artworks and monuments, a rose garden, the Camera Obscura Art Lab, and more.

[\*\*i\*\* Palisades Park Information](#)



### Santa Monica Pier

Driving down the Pacific Coast Highway, you know you've arrived in Santa Monica when you see the iconic Ferris Wheel and Santa Monica Pier jutting into the inviting waters of the Pacific Ocean. Set at Santa Monica's

westernmost point, the Santa Monica Pier is a staple of this picturesque seaside community. Packed with family-friendly activities, vibrant street performers, restaurants and shops, the Pier also offers stunning views and over a century of history.

[\*\*i\*\* Santa Monica Pier Information](#)



### Third Street Promenade and Downtown Santa Monica

Downtown Santa Monica is equal parts shopping haven and street-performer stage. Just east of the Pier, the 3rd Street Promenade consists of three open-air, car-free blocks that are anchored by upscale Santa Monica Place, home to more than 80 retailers. With everything from fresh farmers market produce to designer fashions, it's a shopper's nirvana.

Likewise, foodies rejoice in numerous restaurants and bars, featuring locally sourced ingredients and craft cocktails. There's excitement around every corner as street performers, tourists, locals, diners, moviegoers, and more flock to the area. Additionally, it's the terminus of the Metro E Line, which ferries riders by light rail between Santa Monica, CA and Downtown Los Angeles.

[\*\*i\*\* Downtown Santa Monica Information](#)



### Santa Monica Beach

Located just west of Downtown Los Angeles, Santa Monica Beach is a prime example of the famed Southern California state beaches. With large expanses of beach, bike trails and many other things to do, Santa Monica Beach has everything you're looking for:

- Plenty of space—3.5 miles long
- Soft, sandy shores
- Walkable to hotels, shops and restaurants
- Offers a variety of activities and attractions

[\*\*i\*\* Santa Monica Beach Guide](#)



### EMWell Spa

Discover your sanctuary by the sea at the Fairmont Miramar Hotel. Dive into a world where rolling waves inspire deep tissue healing. Where the salt and spray help shed the wear of daily life. Immerse yourself in a wellness, fitness, and beauty experience where you'll emerge feeling balanced, radiant, and new.

[\*\*i\*\* EMWell Spa Information](#)

## POPULAR RESTAURANTS



### FIG

FIG, located in Santa Monica at the Fairmont Miramar, is a neighborhood bistro committed to fresh, seasonal cuisine. The menu features diverse Southern California bounty, sourced from multiple weekly visits to the local farmers markets and from specialty foragers that comb the coastline for hard-to-find items. And although dishes are added and subtracted based on ingredient availability, you can be sure perennial favorites like our Lobster Cobb Salad or Mary's Chicken have a permanent place on the menu.

**Website:** [figsantamonica.com](https://figsantamonica.com)

**Phone:** [310-319-3111](tel:310-319-3111)

**Address:** [101 Wilshire Blvd., Santa Monica, CA 90401](#)



### The Bungalow Santa Monica

The Bungalow Santa Monica, nestled at the Fairmont Miramar Hotel, is the ultimate upscale bar lounge with ocean views, handcrafted cocktails, and great tunes. Whether you're here for a casual drink, a date night, or hosting a private event, it's the best bar in Santa Monica to soak in that classic West Coast vibe. With outdoor patio seating, a laid-back atmosphere, and specialty cocktails, we've created the perfect spot for after-work drinks or an unforgettable night out. Come for the views, stay for the vibes.

**Website:** [thebungalow.com/santa-monica/](http://thebungalow.com/santa-monica/)  
**Phone:** [310-899-8530](tel:310-899-8530)  
**Address:** [101 Wilshire Blvd., Santa Monica, CA 90401](#)



### Citrin and Mélisse

Citrin is a one Michelin-starred modern Californian cuisine restaurant by Chef Josiah Citrin. The attention to detail and pursuit of excellence that defined Josiah's landmark Mélisse restaurant for 20 years thrives in this new space. Citrin is a fun, welcoming, and approachable experience. A large bar and the choice between our à la carte menu and prix fixe brings a fresh take on our love of hospitality and passion to deliver exciting and delicious food.

Mélisse is a restaurant in a restaurant. Chef Josiah revives his two Michelin-starred L.A. institutions with an intimate 14 seat backstage dining room with Chef/ Partner Ken Takayama. Chefs and sommeliers guide guests through a culinary adventure, where the kitchen and dining are one. Working with California farmers from San Diego to Napa Valley, Chef Josiah sources the most unique and best ingredients available. The 18 serving symphony fueled by California's finest suppliers – plucks from experiences with them all, marrying global flavors with classic and contemporary techniques, using flavors from around the world.

**Website:** [citrinandmelisse.com](http://citrinandmelisse.com)  
**Phone:** [310-395-0881](tel:310-395-0881)  
**Address:** [1104 Wilshire Blvd., Santa Monica, CA 90401](#)



### The Lobster

Sitting high on a bluff overlooking the famous Santa Monica Pier, where Route 66 meets the Pacific Ocean, is the internationally recognized legacy seafood restaurant—The Lobster—that, for over a century, continues to serve its guests with mouthwatering cuisine and quality service. From acclaimed Celebrity Chef Govind Armstrong, The Lobster's American seafood menu is crafted from his passion for fresh, locally acquired ingredients used to create his award-winning lobster, seasonally inspired seafood dishes, and the broad selection of tantalizing gourmet fares earning The Lobster the prestigious 2019 Michelin Plate Restaurant award. The Lobster's menus are sure to satisfy even the fussiest of foodies.

**Website:** [www.thelobster.com](http://www.thelobster.com)  
**Phone:** [310-458-9294](tel:310-458-9294)  
**Address:** [1602 Ocean Ave, Santa Monica, CA 90401](#)



### **Urth Caffé**

Since 1989, Urth Caffé has built its reputation, roasting its own exclusively heirloom, organic coffees and offering hand-selected fine teas. Only a handful of the world's shade-grown, certified organic coffee beans can produce the flavor, richness and aroma that make Urth's world-renowned coffees stand out from traditionally grown coffees. Our café's offer inspired health-conscious cuisine focused on direct relationships with family farms, sustainable ingredients and organic whenever possible. Enjoy a delicious breakfast, brunch, lunch or dinner—many organic, vegan and gluten-free options are available. Treat yourself to Urth's famous baked goods and decadent desserts anytime of the day.

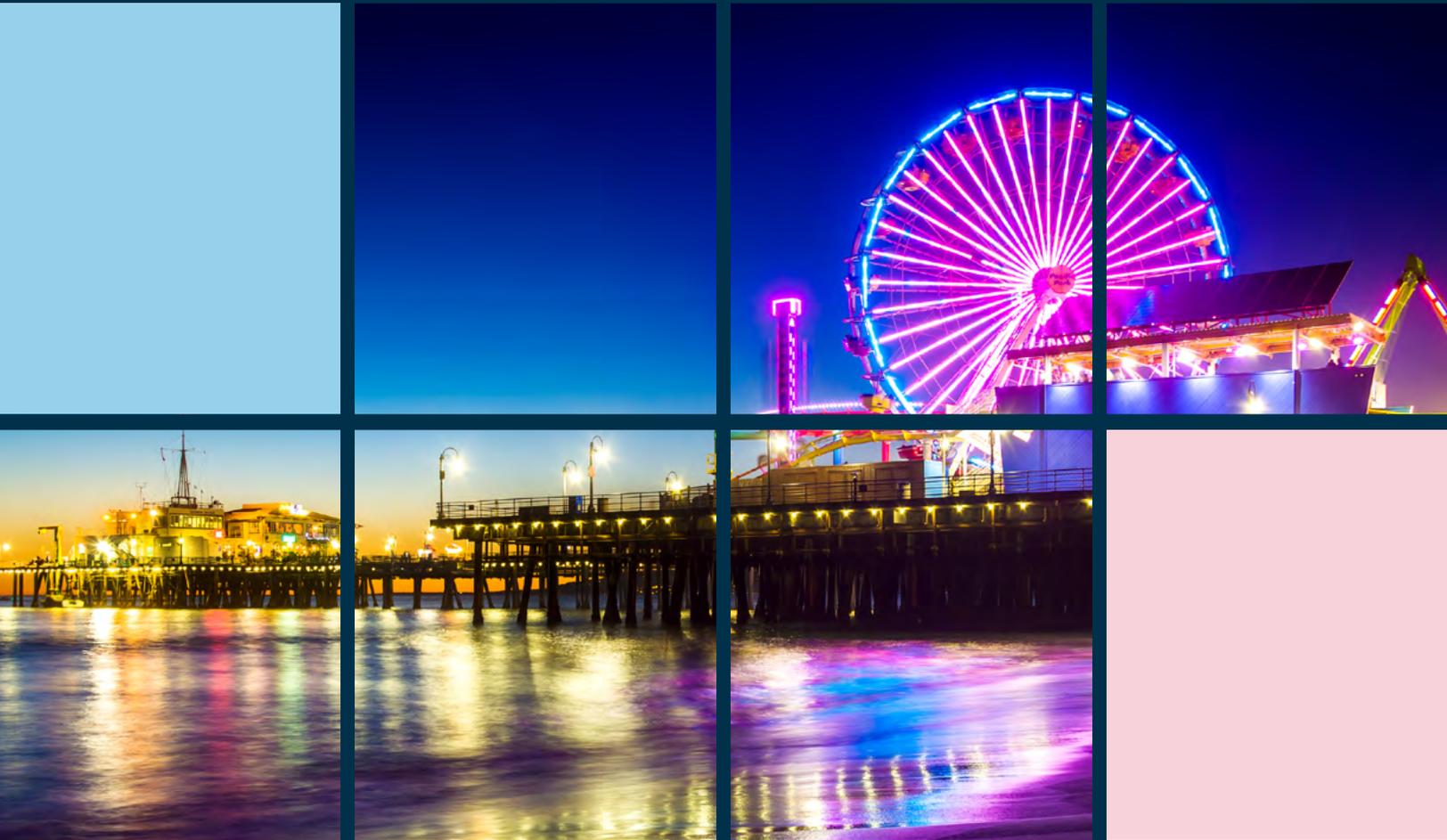
**Website:** [urthcaffe.com/santa-monica](http://urthcaffe.com/santa-monica)

**Phone:** [310-314-7040](tel:310-314-7040)

**Address:** [2327 Main St., Santa Monica, CA 90405](https://www.google.com/maps/place/2327+Main+St,+Santa+Monica,+CA+90405)

**2026 FALL CONFERENCE**  
**SAVE**  
**THE DATE**  
★★★★★  
**OCTOBER 11 – 13, 2026**  
Grand Hyatt Nashville  
1000 Broadway Nashville, TN 37203





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