

# 2025 NADC FALL CONFERENCE

October 19-21, 2025

The Ritz-Carlton Chicago | Chicago, IL

## Register Now!



**NADC**  
NATIONAL ASSOCIATION  
OF DEALER COUNSEL®

# 2025 NADC FALL CONFERENCE

October 19-21, 2025

The Ritz-Carlton Chicago | Chicago, IL



## CONFERENCE REGISTRATION

The registration fee is **\$695 per attendee** and includes sessions and meal functions. To register, go to the "Events" tab on the NADC website, [www.dealercounsel.com](http://www.dealercounsel.com), and look for "2025 NADC Fall Conference." **Registration is open to NADC members only.** Payment may be made through the website using a credit card or by mailing NADC a check. Make check payable to NADC and send to:

NADC, 1800 M Street NW, Suite 400 South, Washington, DC 20036

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

## CANCELLATION POLICY

Cancellation(s) of the 2025 NADC Annual Member Conference can be accommodated by NADC up to Friday, September 26, 2025 less a \$25.00 processing fee. After September 26 we are not able to process refunds.

## CLE CREDIT

CLE Credit may be available for up to 840 minutes (this includes the Dealer 101 and In-House Roundtable sessions) of educational program pending approval in your state (14 general credits for states that calculate 60 minutes per credit; 16.8 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. Additionally, one (1) ethics credit may be available for members.

Contact Hannah Webster at [hwebster@dealercounsel.com](mailto:hwebster@dealercounsel.com) for more information. **Please make sure to indicate on your online registration form what states you would like to receive CLE credit in.**

## TRAVEL PLANS

Our popular program, Dealer Counsel 101, will take place on Sunday, October 19 at 12:00 PM. Please arrange your travel to join us. The fee to attend is \$75. Attendees may expect CLE credits for this session. Make sure to indicate if you are planning to attend on your registration form. A light lunch will be provided.

We hope you will also join us later in the day on the 19th for a reception with music, cocktails, food and drinks at 6:00 PM. The conference will conclude on Tuesday, October

21 at 1:15 PM.

## NEW MEMBER AND FIRST TIME ATTENDEE WELCOME RECEPTION - SUNDAY, OCTOBER 19

New members and first-time conference attendees are invited to join the NADC Board of Directors at the New Member and First Time Attendee Welcome Reception at 5:30 PM. New members and first-time conference attendees will receive an invitation email after registering for the event.

## SUGGESTED DRESS

Dress attire for all conference events is business casual.

## WEATHER

Average High Temperature: 58°F (14°C)

Average Low Temperature: 41°F (5°C)

## TRANSPORTATION

Depending on traffic and weather, the Chicago O'Hare International Airport (ORD) is approximately 30 to 60 minutes; Midway International Airport (MDW) is approximately 30 to 45 minutes.

To arrange limousine service, please contact The Ritz-Carlton, Chicago concierge prior to arrival.

## HOTEL ADDRESS

The Ritz-Carlton, Chicago  
106 E. Pearson Street  
Chicago, IL 60611

## HOTEL RESERVATIONS

The room block at the Ritz-Carlton, Chicago closes on September 25, 2025, or when it sells out.

## HOTEL CANCELLATION POLICY

Individual reservations may be cancelled at no charge up to 24 hours prior to arrival day. If a reservation is not cancelled before 24 hours prior to arrival day or is a "no show," the hotel will assess a fee equal to 1 night's room and tax.

# 2025 NADC FALL CONFERENCE

October 19-21, 2025

The Ritz-Carlton Chicago | Chicago, IL



## CONFERENCE SCHEDULE

*\*Schedule subject to change*

### SUNDAY, OCTOBER 19

#### 12:00 - 3:00 PM

##### Dealer 101: Franchise Law Basics | [Lakeside](#)

Lauren Bailey, *ComplyAuto*

Johnnie Brown, *Pullin, Fowler, Flanagan, Brown & Poe, PLLC*

Shari Patish, *Hall Automotive*

(Light lunch served)

This program is designed for those attorneys relatively new to dealership operations and issues, or those more experienced attorneys who may be very knowledgeable about one legal area and wish to gain knowledge of other legal exposures faced by motor vehicle dealers.

This session examines the legal framework governing franchised vehicle dealerships at the state level. We cover statutory history, key definitions, dealer agreements, service and warranty rules, inventory allocation, data/privacy safeguards, government enforcement and more.

#### 3:00 - 5:00 PM

##### Board Meeting | [Seneca](#)

#### 5:30 - 6:00 PM

##### New Member and First Time Attendee Reception | [Grand Foyer](#)

#### 6:00 - 7:30 PM

##### Reception | [Grand Foyer](#)

Sponsored by:



### MONDAY, OCTOBER 20

#### 7:00 - 8:00 AM

##### Breakfast | [St. Clair Ballroom](#)

Co-Sponsored by:



#### 8:00 - 8:30 AM

##### Opening Remarks | [The Ritz-Carlton Ballroom](#)

#### 8:30 - 10:00 AM

##### Session 1: NADA Update | [The Ritz-Carlton Ballroom](#)

Daniel Ingber, *NADA*

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 One Big Beautiful Bill Act and provisions affecting dealers, federal legislation on right to repair, catalytic converters; and more.

#### 10:00 - 10:15 AM

##### Break

Monday Breaks Co-Sponsored by:



[Holland & Knight](#)



# 2025 NADC FALL CONFERENCE

October 19-21, 2025

The Ritz-Carlton Chicago | Chicago, IL



## 10:15 - 11:15 AM

**Session 2: Blurred Lines: Navigating Conflicts and Ethical Minefields when Representing Dealerships** | [The Ritz-Carlton Ballroom](#)

Maggie Bowman, *Carmax*

Jason Foster, *ArentFox Schiff LLP*

Sara Judge, *ArentFox Schiff LLP*

This ethics-focused presentation is designed for both in house and outside counsel and will explore the complex and often ambiguous terrain of professional responsibility in a busy “results driven” legal practice. With an emphasis on conflicts of interest and common ethical traps, the program will provide practical guidance for identifying and addressing ethical issues before they escalate into disciplinary matters. The goal is to equip attorneys with the tools they need to make sound ethical decisions in high-pressure, real-world situations.

## 11:15 - 11:30 AM

Break

## 11:30 AM - 12:30 PM

**Session 3: Policy Pit Stops - Tune Up Your Dealer Insurance Before It Breaks Down** | [The Ritz-Carlton Ballroom](#)

Tom Kline, *Better Vantage Point* | *Tuck The Octopus*

Michael Semanie, *Semanie Law*

Let's face it—dealership insurance premiums aren't pocket change. Dealers spend big money to protect their operations... but are they really protected? This session unpacks the high-impact insurance strategies most dealers miss. You'll learn how to turn insurance from a necessary evil into a strategic asset — while avoiding the kind of gaps that blow up into seven-figure disasters.

From fine print that'll burn you, to deductible dynamics, to the real difference between carriers, we'll cover the smart, often overlooked angles to make sure your clients aren't overpaying for underperformance.

## 12:30 - 2:00 PM

Lunch | [St. Clair Ballroom](#)

Co-Sponsored by:



## 12:30 - 2:00 PM

**In-House Session: Best practices when absorbing IP of an automotive dealership acquired through an M&A transaction** | [Lakeside](#)

Daniel Johns, *Hill Ward Henderson, P.A.*

Andriy Lytvyn, *Hill Ward Henderson, P.A.*

(Light lunch served)

What happens to a dealership's trademarks (i.e., name, logos, slogans, etc.) when it gets acquired? The reality is that the IP component of any size M&A transaction can be quite complex. One of the objectives of this presentation is to help in-house counsel identify some of the key IP issues that may arise in the context of M&A transactions and obtain a summary understanding and best practices for integrating the acquired IP into a small or large, private or public dealership group, with the goal of effectively maximizing its value. We will also explore some of the obstacles which may include actual or fraudulent claims that can be brought against a dealership in this context.

## 2:00 - 3:00 PM

**Session 4: Unique Cyber & Data Security Threats to Auto Dealers: A Legal Perspective** | [The Ritz-Carlton Ballroom](#)

Leslie Hudock, *Buchanan Ingersoll & Rooney PC*

Kurt Sanger, *Buchanan Ingersoll & Rooney PC*

Tiffany Yeung, *Buchanan Ingersoll & Rooney PC*

Auto dealers face a combination of information technology challenges unlike any other industry. The personal information they receive in the course of business is among the most highly regulated data in the U.S. and around the world. The information technology components of automobiles are becoming greater in number and complexity. All are susceptible to unauthorized access by malicious criminals and state actors, and potentially subject to their control. Between state, federal and international law makers, regulators, plaintiffs attorneys, criminals and spies, the threats to dealers are numerous, significant and proliferating. This session will address each of these threats from technical, operational, legal and policy perspectives. It will identify how to stop those threats that are preventable, mitigate those that are unavoidable, and remain resilient in the face of an uncertain regulatory environment and well-equipped malicious cyber actors who grow more capable by the year.

## 3:00 - 3:15 PM

Break

# 2025 NADC FALL CONFERENCE

October 19-21, 2025

The Ritz-Carlton Chicago | Chicago, IL



**3:15 - 4:15 PM**

## Session 5: Outmaneuvering the ROFR: Legal and Strategic Solutions to Protect Dealership Transactions | [The Ritz-Carlton Ballroom](#)

Stephen Dietrich, *Holland & Knight LLP*

Gabe Robleto, *Kerrigan Advisor*

The manufacturers' use of their right of first refusal ("ROFR") has been on the rise, often disrupting buy/sells and the negotiated cohesiveness between buyer and seller. As consolidation continues in our industry, the risk of a ROFR seems to be a new reality that every transaction will face, as OEMs seek to streamline and shrink the number of dealers in their dealer network. This session will offer a comprehensive look at the current ROFR environment and explore potential strategies to potentially mitigate risk and preserve intended transaction integrity.

**5:00 - 6:30 PM**

## Reception

Co-Sponsored by:



**TUESDAY, OCTOBER 21**

**7:00 - 8:15 AM**

## Breakfast | [St. Clair Ballroom](#)

Sponsored by:



**8:15 - 8:30 AM**

## Opening Remarks | [The Ritz-Carlton Ballroom](#)

**8:30 - 9:30 AM**

## Session 6: Rebooting Dealership Metrics: AI and the Future of Performance Scoring | [The Ritz-Carlton Ballroom](#)

Halbert (Bert) Rasmussen, *Scali Rasmussen PC*

Ted Stockton, *The Fontana Group, Inc.*

In this presentation, we will discuss the OEMs' use of so-called performance metrics from a historical perspective. Beginning with the emergence of OEM metrics, when the increased availability of data converged with expanded processing capacity, we revisit the stunning introduction of the widespread and consequential use of metrics in the GM and Chrysler bankruptcies. Next, we review the ongoing successful challenges to these metrics, that began with Beck and have continued since. In the present day, OEMs have struggled to substantiate many metrics. However, we cannot assume that they will acquiesce to defeat. We consider several observed and potential approaches that the OEM may adopt to revive metrics, or at least to retain their fundamental usefulness--the availability of OEMs to act upon discretion and influence the behavior of franchised dealerships. In discussing these potential paths, we demonstrate why the use of more powerful or rigorous metrics by OEMs would not be free of and may be more subject to statistical and logical principles that have supported challenges to the metrics as they exist. Lastly, we consider a possible convergence between OEM metrics and other fundamental challenges to the two-stage distribution model, which is essential to the US retail automotive industry.

**9:30 - 9:45 AM**

## Break

Tuesday Breaks Co-Sponsored by:



**9:45 - 10:45 AM**

## Session 7: Data Sharing Practices: Practical Guidance for Dealers | [The Ritz-Carlton Ballroom](#)

Bruce Anderson, *Iowa Automobile Dealers Association*

Brian Bennett, *NADA*

Andrea Gumushian, *ArentFox Schiff LLP*

Data sharing between dealers, OEMs, and third-party vendors is important to integrate information and enhance customer experience. But improper data sharing practices has become a hot topic for regulatory and private party litigation. These agreements must be written to ensure legal compliance, protect consumers and not leave dealers exposed. Industry experts and dealer counsel will discuss what to look for and common points of concern in these agreements to protect dealers.

# 2025 NADC FALL CONFERENCE

October 19-21, 2025

The Ritz-Carlton Chicago | Chicago, IL



## 10:45 - 11:00 AM

Break

## 11:00 AM - 12:00 PM

**Session 8: Dealership Leases: Preserving Value and Flexibility: A Legal Guide for Leased Real Estate** | [The Ritz-Carlton Ballroom](#)

Ned Hennessey, *Surmount*

Peter Mannarino, *Federman Steifman LLP*

This session explores how certain lease terms can limit a dealership's operational flexibility, reduce enterprise value, and complicate transactions. As more dealerships monetize their real estate through third-party landlords, or choose to lease from prior ownership, legal counsel plays a critical role in identifying and negotiating lease terms that protect long-term interests. Attendees will gain clarity on how lease terms impact dealership value, operations, and legal flexibility, recognize acceptable provisions, and learn proactive strategies to mitigate risk.

## 12:00 - 1:00 PM

**Session 9: Website Tracking Technologies - Litigation And Regulatory Update for Dealer Lawyers** | [The Ritz-Carlton Ballroom](#)

Brad Miller, *ComplyAuto*

Matthew Pearson, *Womble, Bond and Dixon*

Website tracking technologies are proliferating, with almost all dealer websites utilizing hundreds of such tools at any given time - whether dealers realize it or not! These tools can be beneficial if understood, but unfortunately these tools can also give rise to litigation and regulatory risks for dealers as well as OEM data sharing concerns. Attend this session to learn what these tools are, the latest court decisions, why dealer lawyers must understand the tools plaintiffs lawyers use in these cases, and how dealers can protect themselves.

## 1:00 PM

Closing Remarks and Adjourn

## ADDITIONAL SPONSORS

### CONFERENCE BAG



### CONFERENCE BADGE



### CONFERENCE LANYARD



### CHARGING STATION



### CANDY



### WIFI



### GIFT



### FLASH DRIVE



# 2025 NADC FALL CONFERENCE

October 19-21, 2025

The Ritz-Carlton Chicago | Chicago, IL



## THANK YOU TO OUR CURRENT SPONSORS!



## INTERESTED IN SPONSORING?

Contact Hannah at [hwebster@dealercounsel.com](mailto:hwebster@dealercounsel.com)



# 2025 NADC FALL CONFERENCE

October 19-21, 2025

The Ritz-Carlton Chicago | Chicago, IL



## LOCAL ACTIVITIES

### 360 CHICAGO

Take the fastest elevator in the city to the 94th floor of the iconic John Hancock Building for 360 views of Chicago's skyline and Lake Michigan from 1000 feet above Magnificent Mile. If you're looking for more excitement, check out Chicago's highest thrill ride, TILT, an enclosed moving platform that tilts you out over Michigan Avenue from the 94th floor.

Address: 875 N Michigan Avenue, Chicago IL 60611

Contact: (888) 875-8439

<https://360chicago.com/>



### SHEDD AQUARIUM

Visit Chicago's accredited aquarium, which is home to over 32,000 animals including dolphins, stingrays, beluga whales, sea turtles and sharks and learn how Shedd is working toward a world thriving with aquatic life, sustained by people who love, understand and protect it.

Address: 1200 S Lake Shore Dr., Chicago, IL 60605

Contact: (312) 939-2438

<https://www.sheddaquarium.org/>



### MAGNIFICENT MILE

The eight-block stretch of downtown North Michigan Avenue is Chicago's premier shopping destination. From designers to department stores, you'll find anything you could need or want here, which explains the attraction of both tourists and locals alike. The mile is also home to many extravagant restaurants, hotels and attractions.

Address: 625 N Michigan Ave., Chicago, IL 60611

<https://www.themagnificentmile.com/>



### GRIFFIN MUSEUM OF SCIENCE AND INDUSTRY

Housed in the only building constructed for the 1893 World Fair that remains at the original site, Chicago's Museum of Science and Industry is the largest science museum in the Western Hemisphere, a historic landmark and a must-see.

Address: 57000 S Lake Shore Dr. Chicago, IL 60637

Contact: (773) 684-1414

<https://www.msichicago.org/>





# 2025 NADC FALL CONFERENCE

October 19-21, 2025

The Ritz-Carlton Chicago | Chicago, IL



## POPULAR RESTAURANTS

### AU CHEVAL

A diner-style bar and restaurant with a passion for eggs, Au Cheval elevates traditional diner fare. Guests can indulge in dishes ranging from chopped chicken liver and roasted bone marrow, to traditional sandwiches, egg-focused entrees, and the signature cheeseburger. The bar program showcases strong, classic cocktails including the Horse's Neck, Vieux Bonal, and Hemingway's Daiquiri. A robust draught beer list offers a wide range of neighborhood, domestic, and international selections. The dimly lit restaurant, pulsating with a vintage reel-to-reel soundtrack, features dark leather booths, dark wood paneling, and a zinc bar wrapped around the open kitchen.

Address: 800 W Randolph St., Chicago, IL 60607  
Contact: (312) 929-4580

<https://www.auchevaldiner.com/chicago/home>



### QUARTINO RISTORANTE

Quartino is a bustling downtown Chicago restaurant and wine bar noted for its distinctive Italian small-plates menu, vintage décor, and attentive, personable service staff.

Quartino's menu features Italy's regional specialties including artisanal salumi, Neapolitan thin-crust pizza, house-made pasta, and seasonal dishes. Menu items, served in moderate portions and meant to be shared, are perfect for adventurous diners ready for a unique experience.

Address: 626 N State St., Chicago, IL 60654  
Contact: (312) 698-5000

<https://quartinoristorante.com/chicago>





# 2025 NADC FALL CONFERENCE

October 19-21, 2025

The Ritz-Carlton Chicago | Chicago, IL



## GIRL & THE GOAT

Girl & The Goat opened in summer of 2010 with the goal of serving a fAMily style menu of tasty, bold flavored foods with global influence in a fun and lively setting that makes our guests feel at home from the moment they walk in the door. To enhance the experience, we offer a selection of wines from around the world with a focus on small producers, a rotating list of craft beers with a celebration of local Chicago breweries and a list of fun cocktails created by our bartenders. The menus are extensive and have a little something for everyone, and our staff is happy to help create the perfect dining experience for every guest that joins them.

Address: 809 W Randolph St., Chicago, IL 60607  
Contact: (312) 492-6262

<https://www.girlandthegoat.com/chicago>



## CHICAGO CUT STEAKHOUSE

Chicago Cut is dedicated to putting culinary flair back into Chicago's upscale restaurant scene. That requires a unique menu, an unmatched wine list, and a modern twist on the traditional steakhouse setting.

Address: 300 N LaSalle, Chicago, IL 60654  
Contact: (312) 329-1800

<https://www.chicagocutsteakhouse.com/>

