



# Monthly Bulletin

## Chairman's Corner

Dealer Day is just days away, and I am looking forward to seeing dealers from across the state join together at the State Capitol.



We start Monday with a Board of Directors meeting and later that evening, our annual NextGen Reception, a chance for the next generation of dealer leaders to connect before the main event. We kick off Dealer Day on Tuesday, and that's when the work begins. Dealers will hear from representatives at the Legislative Roundtable, enjoy lunch and hear from our guest speaker, Coach Ron Rivera, then head to the Swing Space to meet with legislators to make the case for our industry, our dealerships, and our communities. These in-person conversations carry weight that no email or letter can match. To every dealer who has registered, thank you. Your participation makes our efforts have a lasting impact.

We also head into Dealer Day with real momentum on the legal front. Courts have ruled that CNCDA's cases against Volkswagen/Scout and Sony Honda's Afeela may both proceed. Chief Legal Officer Anthony Bento provides an update on each case in this issue. These rulings are not the finish line, but they are significant. They affirm that our legal arguments are sound and that this fight is worth having.

When dealers unite with a strong association, we can accomplish things no individual dealer could do alone. Our legal momentum, our presence in Sacramento, and our political program all reflect that strength. This is an election year, and CNCDA's Political Action Committee directly supports dealer-friendly candidates who understand our industry and will fight for it. If you have not yet contributed, I hope you will consider it. To contribute today, contact Andrea Daugherty at [adaugherty@cncda.org](mailto:adaugherty@cncda.org).

See you in Sacramento!

**Jessie Dosanjh**  
**Chairman, CNCDA**  
**Stevens Creek Chevrolet**

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## CNCDA Scores Victories in Fight to Stop Unlawful Manufacturer Competition by Using Scout and Afeela

*By: Anthony Bento, Chief Legal Officer*

CNCDA's top priority is protecting and defending the franchise system. CNCDA's 2023 franchise bill (AB 473) is part of this effort. It included many important changes to California franchise law, such as new rules that prevent manufacturers from competing indirectly against their dealers through affiliate brands.

AB 473 faced strenuous objections from manufacturers like VW because it prevented them from using brands like Scout to compete against their own dealers. Despite these objections, California's legislature unanimously adopted AB 473, and it became law on January 1, 2024.

Unfortunately, our franchise laws are not self-executing. So, when VW and Honda announced that their affiliate brands (Scout and Afeela) would sell directly to consumers, CNCDA knew that it was very likely that the companies were violating California law.

After our investigations were complete and our demand letters led nowhere, CNCDA filed suit against both multinational organizations, including their affiliate brands. The [lawsuit against VW and Scout was filed on April 22, 2025](#), and the [lawsuit against Sony Honda was filed on August 22, 2025](#).

In the past few weeks, CNCDA has received important victories in both cases. On March 6, the [LA County Superior Court issued an order overruling Sony Honda's attempt to have the case dismissed](#). After this ruling, Sony Honda announced it was suspending the Afeela program indefinitely.

On March 30, a [Federal Court in San Diego allowed CNCDA's lawsuit to proceed](#), reaffirming that California law prohibits manufacturers from using affiliates to compete with dealers. This is an important early victory against VW and Scout.

These wins demonstrate that dealer advocacy is critical to preserving the franchise system. Without dealer efforts to adopt and enforce key franchise laws, manufacturers would be free to harm your business in a myriad of ways. We're fighting for you here at CNCDA, and your membership and support are more important than ever.

“

### CNCDA BUZZWORDS

**"This ruling confirms what California law recognizes: manufacturers cannot use affiliate brands to unlawfully compete against their own dealers. Volkswagen dealers would welcome the chance to sell Scout vehicles to their customers, but Volkswagen continues to shut them out."**

- ["California dealer suit challenging Scout's direct sales model to continue, federal judge rules" \(Automotive News 3/31/26\)](#)

”

# Beware of the "Montana Loophole"

By: Les Swizer, Legal & Regulatory Affairs Counsel

California's Department of Justice filed a 57-count [complaint](#) against 14 defendants, alleging conspiracy to commit tax evasion, filing false sales tax returns, money laundering, and perjury. The complaint details an ongoing scheme perpetrated by several dealerships in California and their customers to avoid paying sales tax on high-end luxury vehicles. None of the vehicles were shipped or used outside California. Instead, they were delivered, driven, and stored in California.

Investigators with the California Department of Tax and Fee Administration (CDTFA) uncovered 2,500 sales to customers claiming to be Montana drivers facilitated by hundreds of California-based dealerships, concentrated mostly in Southern California. The investigation uncovered text messages in which dealership employees, shipping agents, and customers bragged about the money they saved by not paying California sales taxes.

One text raved about the avoided fees: "70K saved – I can't believe the registration lasts for 5 years – that's crazy. Stupid California. Paid 3K to own a 600K car for 5 years – lol in Cali that's like 75K for 5 years. Hella dumb."

According to regulators, the violative transactions cost the state over \$10 Million in annual tax revenue between 2018 and 2025. The scheme has been dubbed the "Montana loophole." [Data](#) from the Federal Highway Administration found that in 2023, Montana logged over 2.3 million registered vehicles but only 879,000 licensed drivers, resulting in the nation's highest vehicle-to-driver ratio at 2.68 – more than double the national average.

Following the discovery of false California tax and fee forms, vehicle registration forms, and bills of lading, the CDTFA and the Department of Motor Vehicles (DMV) are scrutinizing all car sales to buyers in Montana and other states with preferential sales tax laws. Dealers should be aware that California has been using surveillance systems and license plate readers to search for Montana plates to locate and penalize registration and tax violators.



Now, California officials are also targeting plates from Alaska, Delaware, New Hampshire, and Oregon, which do not have a statewide sales tax. In criminal investigations conducted since 2023, DMV claimed to have identified 601 fraudulently registered vehicles and recovered approximately \$2.3 million in unpaid taxes and fees, with some fines and penalties totaling nearly 50 percent of the original purchase price.

Dealers should closely scrutinize any out-of-state transactions and ensure they follow all procedures to the letter. CNCDA covered this topic and the procedures required by the CDTFA in the July 2025 [bulletin](#). The CNCDA Legal Team has also reached out to DMV for guidance on out-of-state registration procedures, as the newest edition of the Industry Handbook is devoid of any guidance on the sale of NEW vehicles to out-of-state purchasers. As of this publication, the DMV has responded that they are researching the issue and will get back to us. We will continue to monitor this situation and inform dealers once we receive guidance from DMV.

If you have any questions or wish to discuss this topic further, contact the CNCDA Legal Team at 916-441-2599 or [legalhotline@cncda.org](mailto:legalhotline@cncda.org).

# Are You Registered for Dealer Day 2026? Be Prepared!

By: Autumn Heacox, Director of Communications & Marketing

Over the past few months, CNCDA staff have been preparing for one of our biggest events of the year, Dealer Day. This year, we have over 150 dealers registered to attend, 100+ legislative appointments set, and a record number of sponsors and industry partners attending. If you're joining us, here's what you need to know:



**NOTE: CHECK BACK OFTEN AS APPOINTMENTS CAN CHANGE**



# Thank You to Our Dealer Day 2026 Sponsors

By: Rebecca Matulich, Director of Strategic Partnerships

The success of Dealer Day is made possible with the support of our valued sponsors. Their partnerships help us create an event focused on advocacy and building meaningful connections for California's new car dealers.

We are proud to work with companies that are deeply committed to our dealer community. These sponsors bring expertise and services designed to help dealerships operate more efficiently and stay competitive in a rapidly evolving market.

Dealers, we ask that you engage, connect, and discover new opportunities with these industry partners. Please visit sponsor tables and explore how their offerings can support your business. To our sponsors, thank you for your continued investment and partnership. We are proud to recognize the following sponsors for supporting Dealer Day:

**TITANIUM**

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- REVIVER AUTO
- REVOLUTION OFFICE
- SCALI RASMUSSEN, PC
- TEKION
- US BANK
- WELLS FARGO AUTO

# 2026 CNCDA Dealer Survey of Employee Benefit Plans

By: **EPIC Insurance Brokers**

CNCDA Licensed Vendor EPIC Insurance Brokers and Consultants is conducting its [Annual Survey of Employee Benefit Plans](#) for our members.



This 10-minute survey allows you to anonymously compare and improve your offerings with those of other California dealers.

- **Gain insights:** Compare your current benefit programs with those of other CNCDA members to better understand trends and needs in your region.
- **Receive valuable data:** All respondents will receive the survey results via email, helping you make informed decisions for your employees.

[CLICK HERE TO COMPLETE THE SURVEY NOW.](#)

## Protect Your Dealership's Margins: A Guide to Visa's CEDP Rules

By: **Priority DMS**

Auto dealers are constantly looking for meaningful ways to protect their margins, optimize operational costs, and streamline B2B transactions. If your dealership accepts business and commercial credit cards—whether for fleet sales, bulk OEM parts distribution, warranty payments, or commercial service accounts—a critical Visa rule change that directly impacts your processing costs and bottom line is reshaping how commercial card transactions are processed.



Visa launched the Commercial Enhanced Data Program (CEDP) in April 2025, which fundamentally changes how commercial card transactions are processed and categorized. As Visa completes the final phase of the rollout in April 2026, here is everything your dealership needs to know to avoid rising card fees and maintain profitability.

### What is Visa CEDP?

Historically, merchants who processed business, corporate, or government credit cards could qualify for lower interchange rates by voluntarily submitting Level 2 data (like sales tax) or Level 3 data (detailed line-item information). The CEDP consolidates these old incentive programs into a single, stricter framework designed to promote high-quality, accurate data for commercial transactions.

Visa is strictly enforcing this program, actively examining Level 3 data and replacing previous incentive structures. Crucially, by April 18, 2026, Visa will officially discontinue all standard Level 2 programs, with fleet and fuel card programs continuing under their own data requirements. Going forward, dealerships must submit invoice-quality Level 3 data to qualify for the most favorable interchange rates.

### The Data Requirement: What Dealerships Must Provide

Under CEDP, simply passing along the sales tax amount is no longer enough. Your systems must now capture and transmit comprehensive Level 3 line-item details. For a dealership's parts or service department, this means your payment gateway needs to process specific data points such as:

- Item descriptions (e.g., specific part names or service descriptions)
- Item quantities and unit of measure
- Freight and shipping amounts
- Unit costs and line-item totals
- Item discount amounts, commodity codes, and duty amounts

## Protect Your Dealership's Margins: A Guide to Visa's CEDP Rules (Continued)

### The Financial Impact: Risks and Rewards

CEDP is not just a regulatory update; it is a revenue-impacting event. Visa uses machine learning to validate the quality of the data your dealership submits, categorizing your business as "Verified" or "Non-Verified" after a review period of up to 30 days.

If your dealership fails to provide complete data, or if Visa detects ongoing quality issues—such as leaving fields blank, using single letters, or submitting overly generic product descriptions—you risk losing your verified status. Transactions lacking verified enhanced data will default into higher-cost fee brackets, resulting in 0.5% to 1% higher interchange fees.

However, there is a significant upside for verified merchants. While a 0.05% participation fee is applied to all CEDP transactions, the overall interchange rates for verified data have been reduced by roughly 7% to 10%. Large Ticket purchases see the most significant rate reductions, which is incredibly beneficial for wholesale auto transactions.

For instance, under CEDP, the Corporate Large Ticket and Purchasing Large Ticket rates drop from 1.45% + \$35 down to 1.30% + \$35.

### How to Prepare Your Dealership Today

With the April 2026 Level 2 sunset now part of Visa's rollout timeline, dealerships must take action to protect margins. Here is a step-by-step guide:

- 1. Audit Your Data Flows:** Verify that your point-of-sale (POS), dealership management system (DMS), and payment gateway can capture all required Level 3 fields and transmit them accurately.
- 2. Automate Your Compliance:** Relying on staff to manually enter line-item data can lead to validation errors. Modern payment gateways can offer automatic Level 3 data enrichment, filling in missing invoice numbers, tax, and remittance details to ensure full compliance before the transaction is submitted. Real-time compliance tools and built-in alerts help catch missing data instantly.
- 3. Educate Your Team:** Train your accounting, finance, and fixed-operations staff on the importance of quality data and how to spot errors. Visa monitors this status monthly, so maintaining high data quality is essential to keeping your verified status.
- 4. Re-Evaluate Surcharging:** With the complexities of CEDP and the baseline costs of accepting business credit cards, this regulatory shift provides a compelling reason for dealerships to explore compliant surcharging programs, where permitted by law and card brand rules, to help offset B2B processing fees.

Accepting commercial cards is vital to your dealership's operations, whether you act as a parts distributor, wholesaler, or fleet servicer. By upgrading your payment technology and ensuring CEDP compliance before the final April 2026 deadline, you can avoid unexpected penalties and secure the lowest possible interchange rates for your business.

### Ensure CEDP Compliance and Protect Your Margins

CEDP is more than a regulatory update. It can directly impact your dealership's bottom line. Priority DMS provides the technology, tools, and expertise to capture accurate Level 3 data, qualify for reduced interchange rates, and maximize savings.

Learn more and schedule your CEDP readiness assessment at [infodms@prth.com](mailto:infodms@prth.com) or contact Amberly Allen at **214-683-4088**.

# California Appellate Court Holds that Context Matters in Determining Whether Arbitration Agreement is Unconscionably Overbroad

By: *HR Hotlink and Fine, Boggs, & Perkins, LLP*

In a recent decision, the California Court of Appeal, Fifth Appellate District, held that an employer's arbitration agreement broadly covering all claims is enforceable. In *Ayala-Ventura v. Superior Court*, the court distinguished a prior decision, *Cook v. University of Southern California*, which found an arbitration agreement to be unconscionable in part because of the broad scope of the agreement.

The *Ayala-Ventura* court held that the context of the agreement matters and, although the arbitration agreement potentially covers a broad array of claims, regardless of whether they arise out of the employment relationship, the circumstances of the employment in *Ayala-Ventura* did not reflect that there was actually a broad array of non-employment claims subject to arbitration. This decision will strengthen dealerships' ability to compel employee claims into arbitration.

By way of background, in *Cook*, the plaintiff filed a lawsuit against her former employer, the University of Southern California (USC), and two coworkers, alleging discrimination and harassment. Cook and USC had an arbitration agreement wherein they "agree[d] to the resolution by arbitration of all claims, whether or not arising out of Employee's University employment, remuneration or termination, that Employee may have against the University or any of its related entities, including but not limited to faculty practice plans, or its or their officers, trustees, administrators, employees or agents, in their capacity as such or otherwise; and all claims that the University may have against Employee."

The trial court deemed the agreement unconscionably infinite in scope and duration because it "applied to 'all' of Cook's claims regardless of whether they arose from her employment," for the rest of her life, from any injury related to USC or its related entities. (Id. at p. 318.) The Court of Appeal in *Cook* likewise found unconscionable the agreement's requirement that the plaintiff must resolve by arbitration "any and all claims, whether or not they arose from the employee/employer relationship." The agreement was further deemed unconscionable because it survived indefinitely following Cook's termination from USC and lacked mutuality as it did not require USC's "related entities" to arbitrate their claims against Cook. Thus, in addition to employment claims, the agreement in *Cook* could potentially cover non-employment claims such as a botched surgery at USC's medical center.

In *Ayala-Ventura*, although the agreement similarly mandated arbitration "of all claims, disputes, and/or controversies (collectively 'claims'), whether or not arising out of [Ayala-Ventura] 's employment or the termination of employment, that Company may have against [Ayala-Ventura] or that [Ayala-Ventura] may have against Company or against its employees or agents in their capacity as employees or agents," the court determined that this broad scope was not in itself unconscionable. "Cook must be considered in its own context, which differs materially from the circumstances in this case. . . . [T]he *Cook* court did not conclude an arbitration agreement covering all claims, including those unrelated to employment, is per se unconscionable as *Ayala-Ventura* seems to argue."

Rather, the *Ayala-Ventura* court explained that "[t]he agreement in *Cook* was unconscionable in part because of the multifarious ways in which a claim against USC 'completely unrelated to [Cook's] employment' could arise." Noting that "the trial court observed that if Cook were to undergo a botched surgery at USC's hospital in 15 years, her claims would still be subject to arbitration," the *Ayala-Ventura* court was "hard-pressed to discern how a similarly vast range of claims completely unrelated to *Ayala-Ventura*'s employment could arise, nor does *Ayala-Ventura* offer a similar panoply of potential claims she might assert. The agreement's scope is not unconscionably broad under the circumstances in this case."



## Appellate Court Holds that Context Matters (Continued)

**Impact on Dealerships.** The Ayala–Ventura case provides ammunition in the dealership’s arsenal for compelling employee claims into binding arbitration. A broad arbitration agreement, such as those that appear in employment applications, dealership employee handbooks, and other employment–related paperwork, is not automatically unenforceable under Cook, as many plaintiff’s attorneys representing employees contend. Rather, Ayala–Ventura requires that trial courts construe the agreements in context. Agreements will not be deemed unconscionable where the dealership’s operations do not create exposure to broad categories of non–employment claims.

Dealerships should regularly update their employment documents (such as arbitration agreements) to ensure they reflect the latest developments in federal, state, and local law. The Ayala–Ventura decision highlights the need for dealerships to work with qualified employment counsel to develop clear arbitration agreements that provide mutual obligations between the employee and the dealership.

*If you have any questions about arbitration agreements or any other employment issues, please contact the Association’s employment counsel, John P. Boggs ([jboggs@employerlawyers.com](mailto:jboggs@employerlawyers.com)) of Fine, Boggs & Perkins, LLP (650.712.8908).*

## Take the Electric Vehicle (EV) Expert Pledge Today!

**By: New Motor Vehicle Board**

Are you a new car dealer? Do you want to support the Zero Emission Vehicle (ZEV) transition in California? Take the pledge today to become a leader in the industry by utilizing best practices at your dealership!



We are currently trying to fill the remaining regions in California with at least one new car dealer per Region:

- Region 1 – North State (counties of Siskiyou, Modoc, Lassen, Trinity, Shasta, Plumas, Butte, Glenn, Tehama)
- Region 2 – Redwood (counties of Del Norte, Humboldt, Mendocino, Lake)
- Region 3 – Capital (counties of Nevada, Yuba, Sutter, Yolo, Colusa, Sacramento, Placer, El Dorado)
- Region 4 – Sierra (counties of Mono, Alpine, Tuolumne, Mariposa, Amador, Calaveras, Inyo)
- Region 6 – Northern San Joaquin (counties of Stanislaus, Merced, San Joaquin)
- Region 8 – Central Coast (counties of Ventura, Santa Barbara, San Luis Obispo, Monterey, San Benito)
- Region 9 – Kern County

### The Pledge:

We commit to having one or more dealership staff trained as an EV Expert and local resource for our customers. By signing this pledge, your organization commits to a training that includes the following:

- EV fundamentals, including EV charging and local access to charging networks.
- Explanation of the Monroney sticker information on a new EV.
- The unique needs associated with EV ownership.
- Tactics to effectively learn EV customer needs and suitability.
- Proper demonstration of the features and operation of the EV for the buyer at the time of sale.

\*The New Motor Vehicle Board does not dictate what training provider you choose, including factory–backed programs. Your dealership may have already provided a training program and is encouraged to discuss the training you have already received, or you are considering, to determine if it meets the pledge commitments. We welcome feedback and the sharing of ZEV–related best practices.

Contact [admin@nmvb.ca.gov](mailto:admin@nmvb.ca.gov) with EV Expert Pledge in the subject line today!



## Industry United: Building the Workforce Together

By: *The CNCDA Foundation*

This spring, the CNCDA Foundation has hosted four successful Automotive Career Day events across Orange County, Los Angeles, Long Beach, and San Diego—reaching hundreds of students and strengthening the future technician pipeline.

These events would not have been possible without the commitment of Southern California dealership employees who volunteered their time, shared their expertise, and created meaningful exchanges with students at the job fairs and high school exploration field trip.



We also extend our sincere gratitude to our partners OCADA, GLANCUDA, NCDASD, Bureau of Automotive Repair, BMW North America, and Kia Motors. Your investment in career awareness and workforce development is making a measurable impact—92% of students participating are more interested in an automotive career after attending Career Day.

We are especially proud to have included dedicated girls-only sessions at these events, creating supportive spaces that were led by leaders such as Jeanne Brewer, Acura of Glendale, and Gina Allen, Santa Margarita Ford, helping young ladies envision themselves in successful automotive careers.

Together, we demonstrate the power of industry stepping up to build its own workforce.

## Understanding the Landscape: 2026 California Technician Report



The CNCDA Foundation is proud to announce the completion and publication of its 2026 California Technician Report, offering a comprehensive look at California’s dynamic automotive service landscape. The findings highlight not only a strong demand for skilled technicians but also the tremendous opportunity for individuals to build rewarding, high-impact careers in the automotive industry.

- Highlights the growth potential within California’s automotive workforce.
- Emphasizes the importance of continued investment in training and education.
- Explores key themes, including career satisfaction, retention, and evolving workforce trends.



## ComplyAuto

ComplyAuto is proud to be a CNCDA Licensed Vendor, helping dealerships simplify and strengthen compliance across every area of their operations.



ComplyAuto is the only platform built by dealers, for dealers, that unifies compliance across Privacy, EHS, HR, F&I, and Advertising. One login, one platform, total protection.

**ComplyAuto Privacy** addresses today's complex privacy and cybersecurity requirements, including the FTC Safeguards Rule. It provides a complete framework for data protection, featuring cookie consent management, automated risk assessments, vendor management, advanced cybersecurity tools, and policies that update in real-time as your vendors & laws change.

**ComplyAuto Safety** streamlines EHS compliance with on-site inspections, OSHA compliance, chemical management, environmental reporting, certifications, and automated injury reporting to keep your dealership safe and compliant.

**ComplyAuto Guardian** helps dealerships stay ahead of risk in advertising, sales, and F&I. Guardian scans your website and ads automatically for federal and state violations. It also includes advanced inventory compliance tools for recall management, vehicle privacy resets, and FTC Buyers Guides.

**DealCheck AI** transforms deal review processes with real-time deal jacket audits that review every deal in 30-60 seconds BEFORE the customer leaves F&I. It checks 200+ compliance points instantly, reducing contracts in transit and eliminating funding delays.

**CA CARS Act Solution** (exclusively licensed by CNCDA) helps California dealers confidently navigate the California CARS Act, supporting compliant advertising, disclosures, first communication compliance, and record retention.

Together, these solutions provide a comprehensive, cloud-based approach to dealership compliance—reducing manual effort while increasing visibility and control.

Ready to see how it works? [Schedule a demo](#) to learn how ComplyAuto can support your dealership.

## Affinity Truck Center Donates \$25k to Boys & Girls Club of West Fresno

By: McKenna Bediamol, Administrative Coordinator



Dealers, we know you make an impact far beyond the showroom. From strengthening California's automotive industry to giving back locally, your efforts matter.

This month, we are excited to feature **Affinity Truck Center**, which donated \$25,000 to the Boys & Girls Club of West Fresno! This donation went a long way in renovating the Tech Lab at the West Fresno Club, providing new computers, new flooring, fresh paint, and new furniture. The newly renovated Tech Lab will allow families in the community to work on career searches, FAFSA enrollment, digital literacy, and much more.

This isn't the first time Affinity Truck Center has provided much needed help to the Club as they provided funding for a multi-purpose building in 2022, demonstrating a long-standing commitment to community.

[Click here to read the full story.](#)

To feature your dealership's good news, email McKenna Bediamol at [mbediamol@cncda.org](mailto:mbediamol@cncda.org).

## Porsche in The Showroom

By: McKenna Bediamol, Administrative Coordinator



The Showroom at CNCDA is proud to feature a 911 Targa 4 GTS, courtesy of Porsche Sacramento and board member, Rick Niello. This vehicle is AWD and built for speed and style, perfect for spring break on the road. Come get a closer look at 1517 L St!

When you stop by, be sure to check out The Showroom, which is ready for all of your event needs. With a flexible layout, new high-def video wall, optional catering (for a separate fee), and more, it's the ideal space for meetings, events, or vehicle displays. See for yourself!

If you're interested in hosting an event or displaying your vehicle this year, please reach out to Cathy Mason at [cmason@cncda.org](mailto:cmason@cncda.org) or call (916) 441-2599 x115.

## NMVB Industry Roundtable

*Ideas to Impact ~ The Power of Collaboration*

April 8, 2026 8:30-3:00 PT

California Natural Resources Agency

Floor 2, Room 221 A-C

715 P St. Sacramento, CA 95814



### KEYNOTE SPEAKER

Toks Omishakin, Secretary

California State Transportation Agency

### CalSTA Core Four Priorities Safety, Equity, Climate Action, and Economic Prosperity

#### Morning Session

- **Pathways to Prosperity** As the automotive industry rapidly evolves- with advancements in EV technology, diagnostics, and smart systems- the demand for highly skilled technicians continues to grow. This panel explores the importance of introducing students to automotive technology early in their education and creating clear pathways to the profession.
- **Spotlight on Safety** Highlights from the tremendous progress we've made in California with the National Safety Council's Check to Protect vehicle safety recall program through diverse partnerships and thoughtful collaboration.
- **California's Zero Emission Vehicle Transition** The accelerated shift towards zero-emission vehicles presents opportunities and challenges for the industry, communities, and policymakers. This panel explores navigating this landscape through coordinated planning, and most importantly, cross-sector collaboration.

#### Afternoon Session

- **Meet the Regulation Experts** Engage in discussions with Department of Motor Vehicles, Bureau of Automotive Repair and California Air Resources Board on laws, rules and regulations, and programs that apply to: new and used vehicle dealers, brokers, dismantlers, registrations services, vehicle verifiers, and other vehicle-related businesses; clean truck and diesel programs, compliance, funding, and initiatives; and any other questions you may have!



**RSVP TODAY!**



# UPCOMING 2026 EVENTS

Register at [cncda.org/events](https://cncda.org/events)

Follow CNCDA!



**CNCDA**  
California New Car Dealers Association *Webinar*

## What Your Dealership Must Do **NOW** to Meet Stricter Security Regulations

Thursday, May 7  
10 – 11 am

**REGISTER NOW**

Presented by:



The Authority in Crime Prevention



**CNCDA**

## 2026 ANNUAL CONVENTION

Growing Connections  
Driving Success

SEPTEMBER 20 – 23 | FAIRMONT KEA LANI, MAUI

**SAVE THE DATES!  
SEPTEMBER 20 - 23**

# Thank You 2026 Sponsors



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Thank you for reading!

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