

MONTHLY BULLETIN

Contents

<i>Chairman's Corner: A Grateful Farewell to 2023 and Excitement in 2024</i>	<i>2</i>
<i>CNCDA Sends Letter to Ford.....</i>	<i>3</i>
<i>CNCDA Membership Renewal Season.....</i>	<i>3</i>
<i>DMV Enforcement Areas: Fraudulent Out-of-State Sales & Failure to Timely Transfer Title and Registration to Buyers</i>	<i>4</i>
<i>Dealers Must Register on IRS Website to Apply the Fed ZEV Credit as a Down Payment in January</i>	<i>5</i>
<i>Deadlines for Dealers to Pay Off Credit or Lease Balances on Trade-Ins</i>	<i>6</i>
<i>Meet NextGen Steering Committee Member: Tanner Hedrick</i>	<i>7</i>
<i>IRS 401(k) Contribution Limits Increase for 2024.....</i>	<i>7</i>
<i>New Rule: No One Comes in On Their Day Off!</i>	<i>8</i>
<i>Dealerships Can Now Become EPA Energy-Star-Certified</i>	<i>9</i>
<i>Payment Card Interchange Fee and Dealer Management System Settlements.....</i>	<i>10</i>
<i>The Benefits of Equipment Maintenance and Housekeeping</i>	<i>11</i>
<i>The Showroom Update</i>	<i>12</i>
<i>Upcoming Events.....</i>	<i>12</i>
<i>Thank You to CNCDA's 2023 Sponsors!.....</i>	<i>15</i>

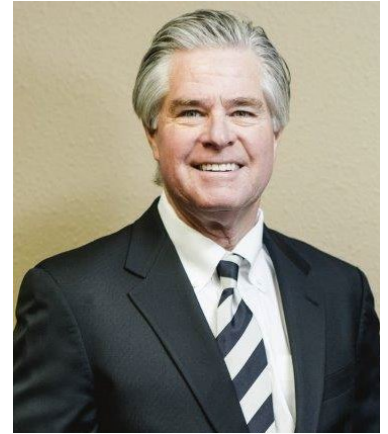
Chairman's Corner: A Grateful Farewell to 2023 and Excitement in 2024

By: Tony Toohey, Auburn Toyota, Chairman, CNCDA

Dear CNCDA Members,

I want to express my deepest gratitude for your unwavering support and dedication to the California New Car Dealers Association. It has been a remarkable year, filled with significant accomplishments that have strengthened our association for years to come.

In reflecting on the past twelve months as your Chairman, I am immensely proud of the victories we achieved together. The passage of AB 473 stands as a testament to the collective power of our members. Your advocacy efforts played a pivotal role in ensuring that manufacturers honor the franchise system and securing new and improved protections for California dealers. Your commitment to our cause made a difference, and for that, I am truly thankful.



Looking ahead, I am thrilled to extend an invitation to our [NADA Show CNCDA Welcome Party](#) in Las Vegas at the Encore at Wynn on February 2, 2024. This promises to be a fun event, providing an opportunity for us to celebrate our achievements, connect with fellow dealers, and forge new connections in the vibrant atmosphere of Las Vegas. Your attendance will greatly add to the success of this event; I look forward to seeing you there!

I also want to express our gratitude to our sponsors and association partners who have been integral to continuing our mission. Your partnership is invaluable, and we are fortunate to have you by our side. Together, we make a formidable team, driving positive change for California's franchised new car dealers.

For those who are unable to attend our New Laws Seminars in person (happening now), I encourage you to register for our [New Laws Webinar](#). Staying informed about the latest legislative regulations is crucial, and we are happy to provide remote opportunities for your continued education.

As we enter 2024, a very special year as we mark our association's centennial, I am excited about what lies ahead. Celebrating 100 years of serving California's franchised new car dealers is a testament to our resilience and commitment to excellence. Together, we will navigate the future with strength and dedication.

Thank you for an incredible 2023. Wishing you and your families a joyous holiday season and a prosperous New Year.

Sincerely,

Tony Toohey
Auburn Auto Group
Chairman, California New Car Dealers Association

CNCDA Sends Letter to Ford on Our New Franchise Bill and Ford's DC Fast Charging Requirements

By: Anthony Bento, Chief Legal Officer

On November 28, CNCDA sent Ford's leadership a letter asking for clarification on how Ford intends to comply with AB 473's DC fast charging requirements.

AB 473 is CNCDA's 2023 Franchise Bill. It includes many elements that are designed to strengthen California franchise law. However, one element is particularly relevant for Ford and its dealers: AB 473 requires manufacturers to reimburse dealers for half of their costs to install and maintain DC fast chargers that were installed pursuant to a coercive manufacturer policy, such as Ford's Model e program.

Our letter asks Ford's leadership to explain how they intend to comply with AB 473 no later than December 18. [Download a copy of the letter here](#). We will update our Ford dealer members following any meaningful response by Ford.

If you're interested in learning more about AB 473, consider reading about the bill in our [2023 Legislative Summary, accessible on CNCDA Comply](#).



November 28, 2023

Mr. James Farley
President & CEO
Ford Motor Company
One American Road
Dearborn, MI 48126

RE: AB 473 and Model e Program Requirements for California Franchisees

Dear Mr. Farley:

The California New Car Dealers Association ("CNCDA") is a statewide trade association representing the interests of nearly 1,400 franchised new car and truck dealer members. CNCDA members are primarily engaged in the retail sale and lease of new and used motor vehicles, but also engage in automotive service, repair, and part sales.

We are writing to you today to ask how Ford intends to comply with California Assembly Bill 473 (AB 473), which was signed into law earlier this year and regulates the ability of manufacturers to impose fast charging infrastructure requirements. AB 473 directly implicates Ford's Model e program (the "Program").

Dealers have been expressing concern about the Program since shortly after its inception in 2022. On November 15, 2022, we wrote to you on this topic. A chief concern of ours is that the Program seeks to coerce dealers into building publicly accessible direct current (DC) fast chargers at their stores, regardless of whether such an investment makes sense for the dealership or the community in which it is located. The Program denies dealers their full allocation of EVs if they do not make this investment.

We applaud Ford's efforts to invest in vehicle electrification and we understand that dealers bear the responsibility to invest in new equipment and chargers that are necessary to sell and service EVs at their stores. However, it is unfair for Ford to require dealers to pay for 100% of the cost of building and maintaining Ford's public DC fast charging network.

Many other dealer trade associations have sent letters like ours, and some dealers have taken legal action against your organization regarding the Program. Despite this, many of the most problematic elements of the Program remain, including a requirement for dealers to install publicly accessible DC fast chargers at their stores.

1517 L Street, Sacramento, CA 95814 • Office 916-441-2599 • Fax 916-441-5612 • www.cncda.org

CNCDA Membership Renewal Season

By: CNCDA Staff

Attention Members: Membership renewals have recently been mailed to all dealership-authorized representatives. Please be on the lookout for these invoices.

Don't miss out on our 2024 top-notch compliance and educational resources, along with events, alerts, and timely communications exclusively for members. Importantly, your CNCDA membership allows us to lobby on your behalf, so we can protect and promote your business at California's State Capitol.



At CNCDA, your membership matters. With over 1,200 members, we boast a highly active association, ensuring your voice is heard in Sacramento. For almost 100 years, CNCDA has represented your needs. Don't let your membership expire; renew today at www.cncda.org/renew.

If you have any questions about membership, please contact Lauren Johnston, Membership Manager at membership@cncda.org, or (916) 441-2599 x116.

DMV Enforcement Areas: Fraudulent Out-of-State Sales & Failure to Timely Transfer Title and Registration to Buyers

By: Crissy Hodgson, Senior Staff Counsel

The California Department of Motor Vehicles (“DMV”) is increasing enforcement against dealerships for (1) fraudulent or undocumented out-of-state vehicle sales and (2) failure to timely transfer title and registration to buyers. It is important that dealers understand and follow these laws, to remain in compliance with DMV dealer license requirements, and to avoid any other fines or penalties.



Fraudulent or Undocumented Out-of-State Sales

Dealers are required to collect and pay sales and use tax on the vehicles they sell unless there is a specific statutory exception. The narrow “out-of-state” sale exception requires the dealer to carefully document that the dealer delivered the vehicle to a customer at the out-of-state location. Documentation can include a CDTFA-447 form and/or the bill of lading from a common or contract carrier, customs broker, or forwarding agent, or a CDTFA-448 form if delivery is made by a method other than a common carrier auto transporter. The California Department of Tax and Fee Administration (CDTFA) further urges dealers to notarize this documentation at the out-of-state delivery point. If you don’t properly document the out-of-state delivery, you may be required to pay the taxes plus penalties, and you could even be charged with fraud if the circumstances show you were aware that the buyer wasn’t buying the vehicle for use out-of-state.

The DMV has been seeing an increase in dealers selling vehicles to California residents, who have business or home addresses outside the state, but will not actually be using the vehicles out-of-state, to avoid paying sales and use tax and/or registration fees to the State of California. For example, a customer may ask a dealer to register the vehicle to the customer’s Montana-based LLC to avoid paying California taxes.

DMV leadership has informed CNCDA that they are targeting dealers that have a pattern of not collecting sales tax by selling to out-of-state businesses. Dealers are advised to carefully review their sales practices to ensure full compliance with California law. Dealers should further review the practices of any delivery company that they contract with to ensure that deliveries occur outside of California and are fully compliant with California law. [For more information on this issue, see Chapter 10 “Sales & Use Tax” of the CNCDA’s Dealership Operations Manual.](#) The California Department of Tax and Fee Administration (CDTFA) also maintains Publication 34, which discusses out-of-state sales by dealers.

Dealer’s Failure to Meet Timelines to Transfer Registration and Title to Buyers

California law requires dealerships to timely transfer title and registration of vehicles to buyers. Failure to follow these laws can result in fines, which cannot be passed on to the buyer, and discipline by the DMV. The DMV is increasing enforcement efforts against dealerships that violate these laws, so it is important that you understand and follow these regulations, to remain in compliance with your DMV dealer license requirements. Here is a summary of the applicable laws:

- Dealerships must apply for registration or transfer of registration to the DMV within 20 days after the sale of a new car, or 30 days after the sale of a used car. (Cal. Veh. Code §4456, subd. (a)(2).)
- If the DMV returns an application for registration and the application was first received by the DMV within 20 days of the date of sale of a new vehicle, the dealer must submit a corrected application within 40 days from the date of sale of the vehicle or 20 days from the date that the application is first returned by the DMV, whichever is later. (Cal. Veh. Code §4456, subd. (a)(5).)
- If the vehicle is used and the application was first received by the DMV within 30 days of the date of sale of the vehicle, then the dealer must submit a corrected application within 50 days from the date of sale or within 30 days from the date that the application is first returned, whichever is later. (Cal. Veh. Code §4456, subd. (a)(5).)
- This means that the maximum time between the date of sale and the receipt of registration should be approximately 40 days for a new vehicle and 60 days for a used vehicle.
- Dealers must transfer the certificate of ownership (title) of a vehicle to the buyer within the same timelines required for transferring the registration. (Cal Veh. Code §5753, subd. (b).)
- Legal owners have 15 business days from the date payment is received in full to release their security interest and transfer title to the owner of record. (Cal. Veh. Code §5753, subd. (c)(1).) If they fail to do so, they may have to pay up to \$2,500 (or \$7,500 with triple damages) plus costs/attorney fees incurred in any court action brought by the buyer. (Cal. Veh. Code §5753, subd. (e).)

California dealers should note that DMV Investigations is targeting dealers that fail to timely furnish the certificate of ownership to the Department. Dealers may wish to review their sales practices to ensure compliance with the above-mentioned legal requirements.

Dealers Must Register on IRS Website to Apply the Fed ZEV Credit as a Down Payment in January

By: Crissy Hodgson, Senior Staff Counsel

Dealers who plan to sell new or previously owned Zero Emission Vehicles (ZEVs) that are eligible for federal clean vehicle tax credits in 2024 should register with the IRS Energy Credits Online portal as soon as possible. Here's the website to register: <https://www.irs.gov/credits-deductions/register-your-dealership-to-enable-credits-for-clean-vehicle-buyers>, and here's a link to a short IRS instructional video for the registration process: [How Dealers and Sellers Register for Energy Credits Online \(irsvideos.gov\)](https://www.irs.gov/credits-deductions/register-your-dealership-to-enable-credits-for-clean-vehicle-buyers). During registration,



dealers should select one representative of the dealership to register as “initial user.” The initial user can add more authorized users beginning in December.

Beginning on January 1, 2024, dealers who register will be able to apply the buyer’s credit at the time of sale as a down payment, if the buyer opts to transfer their tax credit to the dealer. At the time of the sale, the buyer must attest to satisfying the credit income thresholds (\$150K individual/\$300K married for new cars), but the dealer is not responsible for verifying income. CNCDA recommends that the credit be disclosed on the 553 (Retail Installment Sales Contract) under Lines 6(F), (G), or (H) (Other).

Dealers who process qualifying ZEV sales through the portal will enter a vehicle’s VIN, and the IRS will instantly verify that a vehicle is eligible for a federal tax credit and how much. Since the IRS will approve transactions in real-time, dealers are assured reimbursement for the tax credits that they accept at the point-of-sale. The IRS will pay registered dealers electronically, typically within 72 hours, for transferred clean vehicle tax credits.

You can read more about the federal clean vehicle tax credit on the IRS’s website here:

<https://www.irs.gov/clean-vehicle-tax-credits>.

Deadlines for Dealers to Pay Off Credit or Lease Balances on Trade-Ins

By: Crissy Hodgson, Senior Staff Counsel

Dealers should be aware that California law requires you to pay off the credit or lease balances that your customer owes on a trade-in within specified timelines. Dealers must pay off the credit or lease balance by the earliest of the following deadlines that apply:

- Within 21 days of obtaining the vehicle;
- By the deadline agreed upon by the customer and the dealer in a written agreement documenting the transaction, if the payoff deadline agreed upon is less than 21 days; or
- Before selling or consigning for sale or transferring any ownership interest in the vehicle purchased or obtained in trade.



If the dealer only agrees to pay a portion of the credit or lease balance owed as part of deal, the dealer must follow these same deadlines for paying off the dealer’s portion of the payoff amount.

If a dealer fails to comply with these pay-off deadlines, the DMV may file an enforcement action that could result in a suspension of the dealer’s license. See California Vehicle Code Section 11709.4 for these rules and [Chapter 11: Trade-In/Lease Return Issues of CNCDA’s F&I Compliance Manual](#) for more information regarding this topic.

Meet NextGen Steering Committee Member: Tanner Hedrick

By: Autumn Heacox, Director of Communications & Marketing

This month's featured CNCD A NextGen Steering Committee member is Tanner Hedrick, Director of Fixed Operations at [Hedrick's Chevrolet](#). A family-owned business in Clovis, this dealership has been around for 75 years. Tanner joined his dad, Brett, at the dealership in 2020.

In 2000, Bill Hedrick (Tanner's grandfather) took over the dealership from his longtime boss and friend, James Hallowell. However, business at Hedrick's always remains the same, honest, and forthright, over the backs of pickup beds and on the phone.

We are so grateful Tanner has donated his time and talent to establish the strength of the group and our future success. We thank you, Tanner!

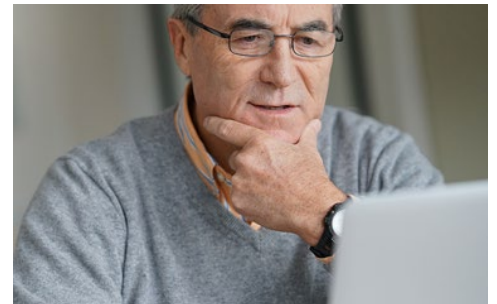


IRS 401(k) Contribution Limits Increase for 2024

By: Todd Adrian, NADA Retirement from Empower

The IRS recently announced adjustments affecting the dollar limitations on 401(k) plans for tax year 2024. Since these changes impact everyone who currently sponsors (or is considering sponsoring) a 401(k) plan, we are sharing a [chart reflecting the changes](#) with all members, not just those who currently sponsor a NADA Retirement plan.

Now is the time to plan any changes to your personal 401(k) contribution strategy for 2024 and to ensure that your payroll system will capture the new limits beginning in January. Helping dealers and their employees reach their financial goals is our mission. Let us help you ensure that the 401(k) plan that you sponsor is keeping up with the needs of your dealership.



NADA and Empower have created a unique relationship through which Empower offers flexible, competitive 401(k) plans with fiduciary support and an award-winning service model. For more information, please contact us directly or complete a [request for a plan comparison](#).

Todd Adrian can be reached at todd.adrian@empower.com or (970) 581-8633.

New Rule: No One Comes in On Their Day Off!

By: John Boggs, Fine Boggs & Perkins, LLP

How can this be? How can my business be liable to third parties because my employee gets into an accident in his/her own car and before even being at work? Is my dealership liable to third parties for my employee's motor vehicle accidents before they even arrive at work? Yes. It's true. The California Court of Appeal says so no matter how unbelievable it may seem.



The facts of the case are fairly simple. An internet sales manager was on his way to work. He was in a rush to get to the dealership on his day off because one of his customers came in and sought delivery of his new vehicle. The internet sales manager testified that the dealership had trained sales staff of the “one vehicle, one salesman, one customer” approach, and the Dealer agreed that his philosophy was that whenever possible, the dealership preferred one salesperson to handle an entire deal.

The Internet Sales Manager (Mr. Lane) was at the beach on his day off. A co-worker (non-supervisor) called his fellow Internet Sales Manager and informed him that one of his customers was at the dealership to close a sale. The co-worker asked Lane if he wanted to come in to close the deal or whether Lane wanted another salesperson to handle it. Like all stores, if another salesperson assisted in the sale, Lane would have to split the deal. Lane told his co-worker he would come in. Lane immediately left the beach to go to the dealership. On his way to the dealership, Lane collided with another car resulting in a fatality in the other vehicle. Lane was driving his own vehicle.

The family of the deceased sued the dealership on the theory that Lane was in the course and scope of employment at the time he had the motor vehicle accident. The jury found that Lane was in the course and scope of employment and hit the dealership with about a four-million-dollar verdict against the dealership. The dealership appealed the decision, and the appeal was denied.

The Court of Appeal upheld the jury's verdict and found that Lane was in the course and scope of employment. The Court of Appeal held that conduct is within the course and scope of employment if it is “reasonable related to the kind of tasks that the employee was employed to perform” or if it is “reasonably foreseeable in light of the employer's business or the employee's job responsibilities.” The court went on to state that, “The employer's liability extends to risks inherent in or incidental to the employer's enterprise.”

However, the courts in California have long recognized the “coming and going rule.” Generally, an employee is outside the course and scope of employment when commuting to and from work. The rules make sense since everyone has to get to their job and get home and so why should the employer be responsible for the employee's conduct while off the clock and going to and from work on their own time and in their own vehicle? The rule makes sense. No employer has no control over an employee's commute so why would the employer be liable for negligence by the employee while off duty on his/her own time? However, the law also recognized an exception to the “coming and going” rule where the employer has the employee on an errand for the business during the employee's commute.

The Court of Appeal found that Lane was not on his normal commute because it was his day off and was at the beach, and that, because he was coming in to close a customer, he was on a special errand by coming into work. The Court held, "The special errand rule may be applicable to the employee who is called to work to perform a special task for the employer at an irregular time." Since Lane was off work and at the beach, and because Lane decided to come to work to close a sale, the Court held Lane was on a special errand and hence was in the course and scope of employment even though Lane chose to come in, not having been told to do so. However, because Lane testified that he would not have been driving in, but for to close the sale, the Court found that he was in the course and scope of employment. The Court further reasoned that because Lane was paid commissions and was expected to sell as many cars as possible, the risk was foreseeable to the dealership. The Court held the expectation to come to work did not have to be mandatory. That, along with the dealership's preference to have only one salesperson for each customer, led the Court to find the dealership was liable for the off-duty accident. Essentially, a dealership is not liable for a salesperson's negligence driving to work on a normal workday, but the dealership is liable if there is an expectation, or it is foreseeable, the salesperson come in on a normal day off work. In the interest of being fully transparent, the Court of Appeal decision has been decertified for publication. This means the case can't be cited as authority for other cases, but the concepts are now in the public eye and will no doubt become a regular attack against dealerships when commuting accidents occur.

While seemingly an irrational distinction, dealerships must change their practices/policies to avoid this potential risk as the dealership may end up facing millions of dollars of liability and not have insurance coverage to address liability for employees' off-duty accidents. The Court of Appeal decision should be very troubling to California dealers. Dealers should make sure that they do not have a policy or practice of expecting employees to come in on their day off to close sales and/or an expectation that a single salesperson handle the entire deal. Dealers should also check their liability insurance policies to see what coverage may exist in circumstances such as this. In fact, it is the opinion of Fine, Boggs & Perkins LLP that dealerships should modify their policies to make clear that there is no expectation that one person handle an entire sale and certainly no expectation that employees come to the dealership on their day off. That policy should also state that, should an employee be contacted by anyone to let them know that they have a customer at the dealership on their day off, the dealership does not expect and does not encourage them to come in on their day off.

Should you have questions, please contact Association employment counsel Fine, Boggs & Perkins LLP at (650) 378-3150 for further guidance.

Dealerships Can Now Become EPA Energy-Star-Certified

By: Crissy Hodgson, Senior Staff Counsel

The EPA has just added the category of automobile dealerships to the types of businesses that they will certify as ENERGY STAR compliant. For dealerships with multiple locations, each facility will need to earn a separate certification.

To apply, dealers should sign-up on the [EPA ENERGY STAR website](#), use the PortfolioManager and follow the application prompts. The PortfolioManager tool also allows dealers to track



energy and water consumption, green power purchases, site specific GHG emissions and costs over time.

Dealers who apply for certification by January 9, 2024, will be featured in an EPA press release and NADA communications. Benefits of the program include reduction of operating expenses (energy cost savings) and customer recognition—can display the ENERGY STAR certification logo on the business.

Payment Card Interchange Fee and Dealer Management System Settlements: Member Participation Opportunity Available

By: CNCDA Staff

CNCDA partner, Class Action Capital (CAC), has notified us about an update to the Payment Card Interchange Fee Class Action Settlement as well as shared information about the Dealer Management System Settlement, both of which we believe highly relevant to our members. We are asking for members to be aware of and participate in these two settlement opportunities if they are inclined.



Dealer Management System Class Action Settlement

This litigation alleges that beginning in 2015 the major suppliers of Data Management and Data Integration Services colluded to fix the cost of their products by cutting out independent vendors, sharing data and entering into price-fixing agreements. This settlement will reimburse all persons and entities who directly purchased DMS and/ or indirectly purchased DIS from CDK and/ or Reynolds & Reynolds or their subsidiaries/ affiliates of either company from January 1, 2015 - October 23, 2018.

Payment Card Interchange Fee Class Action Settlement

The settlement resolves allegations that VISA, MasterCard and their issuing banks violated the law by charging excessive interchange fees to merchants. The settlement received final approval on December 13, 2019, and the settlement fund will be approximately \$5.54 billion. This settlement applies to all merchants who accepted VISA and/ or MasterCard branded credit or debit cards as a form of payment between January 1, 2004 through January 25, 2019. The settlement fund is currently \$29.5 million with litigation against CDK still ongoing. Class Action Capital believes the settlement fund could grow to between \$75 - \$100 million if CDK settles.

As a reminder, CAC is working with a number of dealerships across California and the country helping to recover substantial refunds from recent class action settlements. CAC operates on a contingency fee basis with zero upfront costs or filing charges. They specialize in research, data collection, analysis, filing and ongoing management of complex class action settlement claims.

To read more about and participate in one or both settlements, [PLEASE CLICK HERE.](#)

DISCLAIMER: Class Action Capital's fee is a percentage of your financial recovery, as stated on the Service Agreement you sign. You do not have to hire a third-party claims consultant and are entitled to file your claim on your own without incurring any fee. Class Action Capital is not a law firm and does not give legal advice. Class Action Capital is not associated with the class administrator, the court, class counsel or any other official parties. For the Payment Card Settlement only: Plaintiffs in the Rule 23(b)(3) Class (Money Damages Class) have reached a proposed settlement in this action.

Materials reflecting this proposed settlement were filed September 18, 2018 with the Court. No claim forms are available at this time, and no claims-filing deadline exists. If the settlement is approved, no-cost assistance will be available from the Class Administrator and Class Counsel during any claims-filing period. No one is required to sign up with any third-party service in order to participate in any settlement. For additional information regarding the status of the litigation, interested persons may visit www.paymentcardsettlement.com, the Court-approved website for this case.

The Benefits of Equipment Maintenance and Housekeeping

By: Federated Insurance

Your business' success lies in your careful decisions – and that includes how you approach the [safety and risk management of your workplace](#).

Staying on Top of Safety at Your Business

Without functional equipment or a clean, organized workplace, the risk for injuries and losses can increase. At the end of the day, [maintaining your tools and equipment](#), along with tackling regular housekeeping, can help in the following areas by:



Equipment Maintenance:

- Increasing profits
- Enhancing employee safety
- Reducing the risk of accidents, especially fires
- Increasing product quality and customer satisfaction
- Avoiding regulatory issues and financial penalties
- Improving energy efficiency, helping to lower operational costs
- Extending equipment lifespan, saving replacement costs
- Reducing downtime and production disruptions

Housekeeping:

- Increasing efficiencies
- Increasing profits
- Reducing Experience Modification (Ex Mod) costs (used by insurers to describe both past injuries and future risks)
- Helping to prevent accidents and injuries
- Reducing fire hazards and claims risks
- Creating a safe and efficient work environment
- Minimizing potential pest infestations and damage
- Enhancing employee morale and productivity
- Improving the company's image and reputation

Federated® clients who are interested in learning more about these important topics can check out [mySHIELD®](#) for sample checklists, safety manuals, guides, and other resources. [Reach out to your local marketing representative](#) for additional information.

[The Benefits of Equipment Maintenance and Housekeeping PDF](#)

This article is for general information and risk prevention only and should not be considered legal or other expert advice. The recommendations herein may help reduce, but are not guaranteed to eliminate, any or all risk of loss. Examples shown are for illustrative purposes only. The information herein may be subject to, and is not a substitute for, any laws or regulations that may apply. Qualified counsel should be sought with questions specific to your circumstances. ©2023 Federated Mutual Insurance Company. Published Date: November 20, 2023

The Showroom Update

By: McKenna Bediamol, Administrative Coordinator

The holidays are here and the Showroom at CNCDA's HQ is dressed up for the occasion, making it the perfect venue to host a cocktail reception, fundraiser, or board meeting this holiday season or in the coming year!

Just steps from the Capitol, we offer a flexible set up with food and beverage options to choose from. Consider the showroom for your next event!

To host an event or display your vehicle, email Cathy Mason, Director of Operations, at cmason@cncda.org.



Upcoming Events

**2023
NEW LAWS
SEMINAR**
WEBINAR SERIES
DECEMBER 14, 2023
Pt I: 10 - 11:30 AM
Pt II: 2 - 3:30 PM

PRESENTERS

 BRIAN MAAS President CNCDA	 KENTON STANHOPE Director of Government Affairs CNCDA	 ANTHONY BENTO Chief Legal Officer CNCDA	 JOHN BOGGS Fine, Boggs & Perkins LLP
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REGISTER TODAY!

**2023
NEW LAWS
SEMINAR**

REDDING, CA
JANUARY 4, 2024
11 - 1:30 PM

REGISTER TODAY!



COMPLYAUTO ✓
GLBA Safeguards Rule's
Amendment & Annual Report
January 9, 2024 10 - 11 AM
◀REGISTER TODAY!▶



**MAJOR CHANGES
TO ZEV INCENTIVES
IN 2024**
JAN 29, 2024
10 - 11:30 AM
REGISTER TODAY!



2024 NADA SHOW CNCDA WELCOME PARTY
February 2, 6-8 PM
Encore at Wynn, Las Vegas, Nevada



SAVE THE DATE
DEALER DAY
MARCH 20, 2024
KIMPTON SAWYER HOTEL
SACRAMENTO, CA

CNCDA

California New Car Dealers Association

2023 - 2024



All Upcoming Events:



DECEMBER 12

New Laws Seminar
9 - 11:30 AM
DoubleTree by Hilton Hotel
Fresno Conv. Center
Fresno, CA



DECEMBER 13

New Laws Seminar
Morning: 9 - 11:30 AM
Afternoon: 1:30 - 4 PM
CNCDA HQ
Sacramento, CA



DECEMBER 14

New Laws
Webinar Series:
Part I: 10 - 11:30 AM
Part II: 2 - 3:30 PM
WEBINAR



JANUARY 4

New Laws Seminar
11 - 1 PM
Crown Motors
Redding, CA



JANUARY 9

GLBA Safeguards
Rule's Amendment and
Annual Report
10 - 11 AM
WEBINAR



JANUARY 29

Major Changes to ZEV
Incentives
10 - 11:30 AM
WEBINAR



FEBRUARY 2

2024 NADA Show
CNCDA Welcome Party
6 - 8 PM
Encore at Wynn in Las Vegas

**STAY UP-TO-DATE
REGISTER AT**

www.cncda.org/events

Thank You to CNCDA's 2023 Sponsors!

Thank you for investing in CNCDA! Because of the support, involvement, and enthusiasm of our sponsors, we can accomplish our mission. [View 2024 CNCDA Sponsor Levels HERE!](#) Please email [Rebecca Matulich](#), Director of Education & Events for more information.

CNCDA 2023 SPONSORS

DIAMOND



PLATINUM



GOLD



SILVER

