



# BULLETIN

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**Jeff Taylor**  
Chairman of the Board



## **A Message from the Chairman of the Board**

### *Closing Out 2025*

As we close out the last month of my chairmanship of the CADA Board of Directors, it is customary to use this column to summarize our big wins of the year. But, one of the biggest lessons of this year is that big wins don't happen in an instant. They take time. My stewardship of the Association this year was aimed at continuing progress on a path that we charted out two years ago. To continue to gain momentum in the right direction so that when I hand this off to your next Board Chairman, it is in better shape than when it came to me. In this, we have been successful.

You may not know, but service as Board Chair is not a one-year engagement. It is a 5-year engagement that starts at Secretary and moves through each executive committee position. When I started on this executive committee, we were in the throes of a leadership change, a negative profit and loss sheet, and a declining balance sheet. We were losing staff. And trust with the dealers was stressed.

It is perhaps our biggest accomplishment that we have reversed every single one of those issues. Our financial statements are in the black, our balance sheet is again growing, and our staff is happy working on behalf of the dealers.

Our operating expenses are a fraction of what they used to be, and we are mending legislative relationships at every level of government. But, perhaps most importantly, our targeted outreach is re-engaging dealerships that have drifted over the past several years. This is evident in the new faces on our Board of Directors and our increased participation in our legislative efforts.

While I highlight the slow process of turning a ship in mid-course, it's not to say we haven't had big victories this year. The rescission of the California emissions waiver, the rollback of the Corporate Average Fuel Emissions standard, successfully navigating the 700 Credit breach, and the establishment of the new Waste Tire Fee regime have all been successes to keep dealers out of legal jeopardy. The new car market remains strong at almost 215,000 units registered in Colorado this year and the state has gained a net of two new rooftops of franchised dealers, to bring our membership to 272.

As I hand the reins of leadership over to Aaron Mills from the Schomp Automotive Group, there are still some significant challenges on the horizon.

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**Jeff Taylor**  
Chairman of the Board



## A Message from the Chairman of the Board, Continued

Scout persists in their effort to obtain a dealer license from the state of Colorado, and indications are that the Governor’s office is working on their behalf. The Board spent a portion of this week deliberating over our appropriate response and potential paths forward if this license is to be granted. This is an issue that will likely define 2026 for us.

However, in my time at CADA, it appears as though every challenge we face is a dynamic exercise that is making our Association stronger. The skills and capabilities that we are building by fighting these fights are going to protect us in the long run. The only thing that we need to be continuously successful in your engagement with CADA. I am proud to have served on this board and witnessed all your support over the past four years. I encourage you to keep that going and witness the growth of the Association that time and your support provide.

Happy Holidays to each of you and thank you for your faith in letting me lead this organization.



**Jeff Taylor**  
President, Pikes Peak RV

*Thank you*

The CADA staff thanks Jeff Taylor for his service and leadership as Board Chair. His dedication and guidance have made a meaningful impact on the Association and its members.

— CADA Staff



**Matthew Groves**  
CEO/President



## Preparing for a Turbulent 2026

My family teases me for reading possibly the most boring books in print – mostly military history. But earlier this year in “The End of Everything: How Wars Descend into Annihilation,” Victor Davis Hanson describes several situations in which the victor of a war embraces leniency in victory, then re-fights the same war again in a generation. This was the case with the Carthaginians and the Romans, the Germans between WWI and WWII, and the Iraqis between Desert Storm and Iraqi Freedom.

This is relevant to CADA’s story today. After three years of relative peace since I came to this office, Volkswagen and Scout Motors seem determined on bringing unrest in their attempt to upend the franchise system. While we traditionally adhere to Sun Tzu’s, “the greatest victory is that which requires no battle,” this opponent and this moment seem to call for a more Clausewitzian approach. If you are not current on your Prussian generals, this is the ‘other’ military theory that favors direct conflict and decisive victory. Or as he would passive-aggressively puts it, “the continuation of policy with other means.”

In response to Scout’s misleading the Dealer Board that they currently possessed the ability to sell in California and Missouri by virtue of their manufacturer’s licenses, they were awarded their first dealer license in the United States here in Colorado.

In response to Scout’s misleading the Dealer Board that they currently possessed the ability to sell in California and Missouri by virtue of their manufacturer’s licenses, they were awarded their first dealer license in the United States here in Colorado. CADA is currently assembling a group of Volkswagen, Audi, and Porsche dealers to challenge this license in state court. We will soon welcome all dealers to the group. At the time of writing, our group stands at 9 dealerships, plus the Association. This number may rise or fall, but their resolve will not budge.

Our franchise law has been in existence since the 1930s. CADA has helped to curate that for the protection of our 271 franchised dealers and the 5.7 million Coloradans they serve. On the other hand, no company has ever willingly negotiated themselves out of existence. We should not assume Scout will be the first. This sets up our conflict. There is no acceptable outcome short of decisive victory.

If you watched the CBT News interview with Mike Stanton (NADA) and Don Hall (Virginia Auto Dealers), you heard Don say, “this NEEDS dealer involvement... this is the end of the franchised system if we do not prevail...” While I typically shun hyperbole, I do not believe Don to be hyperbolic here.

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## Preparing for a Turbulent 2026, Continued

Dealers should not approach this situation as a Volkswagen Group problem. There is no doubt that if this license stands, it holds the door open for major legacy manufacturers. Honda's strawman - Afeela - already exists. If Colorado is proof of concept for manufacturers breaching their franchise agreements, we will be the first stop for every struggling brand seeking to reclaim revenues from their dealer partners.

While we do not seek to initiate fights, our goal when challenged is to hit so hard that our message resonates throughout the Volkswagen Group for generations. In other words, Colorado needs to be Scout's Alamo. Anything less, and we will find ourselves fighting this fight again in the future.

Winston Churchill is famous for remarking on WWII, "In War: Resolution, In Defeat: Defiance, In Victory: Magnanimity, In Peace: Good Will." If we want to restore proper relations with manufacturers seeking to sideline dealers, we must show magnanimity. To get to that place, we must first have resolution through war.

This conflict will define CADA's 2026 - maybe beyond. But if we do not stand for the century of our franchise law, future diplomatic endeavors will have no teeth and we will be left defiant. This is a bet that we need to stake our future on.

**Matthew Groves**  
**CEO, Colorado Auto Dealers Association**

# Allied Membership Renewals January 2026

Stay connected to Colorado's auto industry:

- Timely industry news and updates
- CADA Membership Directory
- Access to CADA events and networking opportunities
- Ongoing visibility within the dealer community



*\*Renewal notices will be distributed in January.*

# MILESTONE



**Mark Zeigler**  
Clear the Air  
Foundation Director

## Clear the Air Foundation Reaches Major Impact Milestones

*Vehicle donations continue to drive cleaner air and workforce development*

This year marked a significant milestone for the Clear the Air Foundation. Through the donation and recycling of vehicles, the Foundation has now removed more than 10,000 high-polluting vehicles from Colorado roads and generated over \$1,000,000 in scholarships for students pursuing automotive technician careers.

### By the Numbers

- **10,000+** vehicles recycled
- **\$1,000,000+** awarded in scholarships
- **100%** of funding generated through vehicle donations

These outcomes are measurable, meaningful, and directly tied to one critical action: vehicle donations.

**[Click HERE to make a vehicle donation](#)**

The Clear the Air Foundation’s impact—from emissions reductions to workforce development—is funded entirely through the recycling of donated vehicles. Without a consistent flow of donations, the Foundation cannot sustain or grow its work supporting cleaner air and the next generation of automotive professionals.

Dealers play a vital role in this effort. Identifying and donating eligible vehicles is one of the most direct ways to support environmental progress, strengthen the technician pipeline, and invest in the long-term health of Colorado’s automotive industry.

*“This program represents the best of both worlds for a nonprofit to be a part of. We’re not only helping the environment but also assisting automotive technician students in pursuing a rewarding career. This is life changing!”*



## 2026 EVENTS CALENDAR

January - May	<b>Colorado Legislative Session</b>
February 4	<b>NADA Show Brownstein Event</b>
February 11	<b>Q1 Board Meeting</b>
April 10-12	<b>Colorado Auto Show - Industry Night</b>
June 10	<b>Q2 Board Meeting</b>
June - August	<b>Regional Meetings</b>
TBD	<b>Special Legislative Session</b>
September 14-16	<b>Project DC &amp; Q3 Board Meeting</b>
October 8	<b>Golf Event - Clear the Air Foundation</b>
November 13	<b>Colorado Automotive Hall of Fame</b>
December 9	<b>Holiday Luncheon &amp; Q4 Board Meeting</b>



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# Rising Vehicle Thefts During Transport: What Auto Dealers Need to Know



The National Insurance Crime Bureau reports a troubling increase in vehicle thefts during transport. Organized crime groups, posing as legitimate brokers, commit fraud by rerouting vehicles, switching VINs, and reselling them to unsuspecting buyers or exporting them out of the country.

## How the Scam Works

- 1. Posting the Vehicle:** A dealer posts the vehicle they are shipping on a load board, an online marketplace dealers use to facilitate the transportation of vehicles.
- 2. Transport Arranged:** A legitimate transport company and the dealer agree on shipping terms, including the VIN and authorized documentation.
- 3. The Scam Begins:** An organized crime group enters the picture, posing as a broker and using a defunct motor carrier number, a new LLC in a different state, or another motor carrier's USDOT or Federal Motor Carrier Safety Administration account to appear legitimate.
- 4. Vehicle Pickup:** The criminal company sees vehicle information on the load board and uses that data to arrange an illegal pickup.
- 5. Double Brokering:** Using a broker account on the load board, the fake broker reposts or "double brokers" the vehicle for transport with another carrier. The second transport carrier typically does not know they are carrying a stolen vehicle.
- 6. Delivery to Re-routed Address:** The vehicle is delivered to a new address, provided by the fictitious broker, where the criminals are waiting.

Dealers often realize the vehicle has been stolen days later when they expect delivery. This delay makes it more challenging for law enforcement to recover the vehicle. The thefts are occurring across many makes and models including high-end vehicles. These crime groups operate throughout the country and even ship vehicles overseas.

## Theft Prevention

To help avert theft, dealers should research the transport carrier using records from the U.S. Department of Transportation Federal Motor Carrier Safety Administration (FMCSA) Safety and Fitness Electronic Records (SAFER) to verify the carrier. They should confirm phone numbers of the brokers and carriers and verify all entities and phone numbers listed on the bill of lading. Taking photos of the transport truck or trailer and the driver's license and keeping all communications with the transport carrier helps create a strong paper trail. Lastly, dealerships should inspect insurance certificates to verify their authenticity and confirm the transport company is listed as a certificate holder.

## Best Practices

- Use reputable, well-reviewed transport companies that are fully registered, bonded, and insured.
- Ensure direct shipment by the agreed transport company.
- Install secondary GPS tracking devices on high-value vehicles.
- Immediately file a police report of suspected theft.

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