



National Association of Motor Vehicle Boards and Commissions

2016 Fall Workshop Agenda

September 14 - 17, 2016

The Curtis Hotel

1405 Curtis Street
Denver, Colorado 80202
(800) 525-6651
www.thecurtis.com

RESORT CASUAL ATTIRE (NO TIES OR JACKETS)

The Future is Now

Wednesday, September 14, 2016

5:30 p.m. - 7:30 p.m.

Welcome Reception

Law Offices of Wheeler Trigg O'Donnell LLP
370 Seventeenth Street
www.wtotrial.com

Sponsored by Wheeler Trigg O'Donnell LLP

Special Colorado Welcome by:

- John Elway, Franchised New Car Dealer and General Manager, Denver Broncos

Thursday, September 15, 2016

8:00 a.m. – 9:00 a.m.

Breakfast (Included)

9:00 a.m. – 9:05 a.m.

Greeting

- Bill Brennan, President, National Association of Motor Vehicle Boards and Commissions

9:05 a.m. – 9:20 a.m.

Conference Attendee Introductions

9:30 a.m. - 10:30 a.m.

Presentations and Panel Discussion regarding Sales Effectiveness, its Application in Decision-Making, as well as Benefits and Pitfalls (Part 1)

- Russell McRory, Partner, Arent Fox LLP: Lead attorney for Beck Chevrolet in the recent New York Court of Appeals Decision in *Beck Chevrolet Co., Inc. v. General Motors LLC*
- James McGrath, Partner, Seyfarth Shaw LLP: Lead attorney for General Motors in the recent New York Court of Appeals Decision in *Beck Chevrolet Co., Inc. v. General Motors LLC*

10:30 a.m. – 10:45 a.m.	Break
10:45 a.m. – 12:00 p.m.	Presentations and Panel Discussion regarding Sales Effectiveness, its Application in Decision-Making, as well as Benefits and Pitfalls (Part 2) <ul style="list-style-type: none"> ○ Joseph Roesner, President, The Fontana Group, Inc. ○ Sharif Farhat, Vice President Expert Analytical Services, Urban Science ○ Jim Moors, Senior Counsel, National Automobile Dealers Association
12:00 p.m. – 1:00 p.m.	Lunch (Included)
1:00 p.m. – 1:05 p.m.	Introduction to Upcoming Activities <ul style="list-style-type: none"> ○ Bill Brennan, President, NAMVBC
1:05 p.m. – 2:00 p.m.	The Dealership of Tomorrow <ul style="list-style-type: none"> ○ Glenn Mercer, Independent Automotive Consultant
2:00 p.m. – 2:15 p.m.	Break
2:15 p.m. – 3:30 p.m.	Discussion Regarding Vehicle Recalls: Overall Implications of “Grounding” Vehicles? <ul style="list-style-type: none"> ○ Don Hall, President, Virginia Automobile Dealers Association ○ Joe Gebhardt, Owner of Davidson-Gebhardt Chevrolet & President of the Colorado Motor Vehicle Dealer Board ○ Andy Koblenz, Executive Vice President of Legal and Regulatory Affairs and General Counsel, NADA
3:30 p.m. – 4:30 p.m.	Current Issues regarding the Illegal Export of New Vehicles <ul style="list-style-type: none"> ○ Monica Baumann, Director of Legal & Regulatory Affairs, California New Car Dealers Association ○ Sarah Bernstein, Partner, Barack Ferrazzano Kirschbaum & Nagelberg LLP
6:00 p.m.	Dinner at the Downtown Aquarium (Included) 700 Water Street www.aquariumrestaurants.com/downtownaquariumdenver <i>Sponsored by Barack Ferrazzano Kirschbaum & Nagelberg LLP</i>
8:30 p.m.	Evening Bus Tour and Final-Final Cocktail Reception <i>Sponsored by Colorado Automobile Dealers Association</i>

Friday, September 16, 2016

8:00 a.m. - 9:00 a.m.	Breakfast (Included)
9:00 a.m. – 10:15 a.m.	Panel on Autonomous Vehicles – Point/Counterpoint Discussion <ul style="list-style-type: none">○ Rutt Bridges, Author, “Driverless Car Revolution: Buy Mobility, Not Metal”○ Tim Jackson, President, Colorado Automobile Dealers Association
10:15 a.m. – 10:30 a.m.	Break
10:30 a.m. – 12:00 p.m.	Panel on Autonomous Vehicles (cont.) <ul style="list-style-type: none">○ Robert L. Redding, Jr., Automotive Service Association○ Donald Light, Director of North America Property Casualty Practice, Celent○ John Tolva, CityFi Advisors
12:00 p.m. – 1:00 p.m.	Lunch (Included)
1:00 p.m. – 1:15 p.m.	Introduction to Upcoming Activities <ul style="list-style-type: none">○ Bill Brennan, President, NAMVBC
1:15 p.m. – 2:30 p.m.	Current Issues Affecting Regulators <ul style="list-style-type: none">○ Bruce Gould, Retired Executive Director, Virginia Motor Vehicle Dealer Board
2:30 p.m. – 2:45 p.m.	Break
2:45 p.m. – 4:00 p.m.	“Stuck in the Middle With You: Factories to the Left of Me, Dealers to the Right, Here I Am.” <p>A discussion about current factory/dealer programs and issues; how regulators address them in their respective jurisdictions.</p> <p>Moderator:</p> <ul style="list-style-type: none">○ Greg Kirkpatrick, Executive Director, Arkansas Motor Vehicle Commission
5:30 p.m. – 10:00 p.m.	Colorado Rockies vs. San Diego Padres Baseball Game <p>Game starts at 6:40pm.</p> <p>Or, Evening on your own.</p> <p><i>A total of 65 tickets are available and they are going fast. Contact Roy Dockum at roy.dockum@omvc.ok.gov , if you did <u>not</u> mark your registration form, and would like a ticket.</i></p> <p><i>Sponsored by Seyfarth Shaw LLP</i></p>

Saturday, September 17, 2016

8:00 a.m. – 10:00 a.m.

Breakfast /Roundtable Discussion – All attendees will be given the opportunity to discuss items of interest

10:00 a.m. – 12:00 p.m.

Business Meeting – Government members only

12:00 p.m.

Adjournment