2025 WASHINGTON CONFERENCE
NADA PUBLIC POLICY ACCOMPLISHMENTS

1. **Fighting Direct Sales Challenges:** NADA is actively supporting legislative and legal efforts to push back on attempts by VW and Honda to bypass the franchise dealer model and compete against their own dealers.

2. **Industry Leader in Preserving Vehicle Choice:** NADA secured passage of federal legislation that benefits dealers nationwide by eliminating the ability of California and other states to restrict and eventually ban gas vehicles and diesel trucks.

3. **Overturning FTC Vehicle Shopping Rule:** NADA defeated the FTC Vehicle Shopping Rule in court. This saved each rooftop about $31,500 upfront and nearly $40,000 annually to comply with the rule's overly burdensome new disclosure and recordkeeping requirements.

4. **Preserving and Enhancing Tax Relief for Dealers:** NADA secured in the "One Big Beautiful Bill" several tax provisions providing critical support to small business auto and truck dealers, including permanent estate tax relief and 100% bonus depreciation.

5. **Helping Dealers Manage EV Tax Credits:** NADA took the lead in helping dealers roll out the new "cash on the hood" option for EV tax credits. NADA secured from the IRS the reopening of time of sale reports for 2024 transactions that were not processed within the 72-hour reporting window. NADA also successfully advocated for a reasonable phase out period for EV tax credits upon repeal of the credits.

6. **Preventing Burdensome Captive Finance Company Disclosures:** NADA secured a final IRS rule involving dealer captive finance burdensome and unnecessary disclosure statements.

7. **Relieving Dealer Burden on Breach Notification Requirements:** After the 2024 CDK security breach, NADA negotiated with the FTC and CDK to permit CDK to file any required breach notifications to the FTC on behalf of their dealer clients.

August 18, 2025