



# 2021 NADC Fall Conference October 24-26, 2021

The Ritz-Carlton Chicago  
Chicago, IL

A stylized illustration of the Chicago skyline is centered on the page. The buildings are rendered in a flat, geometric style using a color palette of red, white, grey, and black. The Willis Tower is the most prominent feature, shown in black with its distinctive antenna spires. Other buildings in various heights and colors surround it. The background is a solid light blue. At the top of the illustration is a red horizontal band with the word "CHICAGO" written in white, bold, sans-serif capital letters.

CHICAGO

Mark Your Calendar!  
Hotel Deadline is October 1, 2021.

**2021 NADC Fall Conference**  
**October 24-26, 2021**  
The Ritz-Carlton Chicago  
Chicago, IL



# CHICAGO

## CONFERENCE REGISTRATION

Join us for our fall program which will include innovative sessions that will tackle the complex issues facing dealers and their counsel. Registration is open. The registration fee is \$595 per attendee and includes meeting materials, sessions, and meal functions. Registration will close Wednesday, October 20, 2021. [Click here to register.](#)

## Cancellation Policy

Cancellation(s) of the 2021 NADC Fall Conference can be accommodated by NADC up to Friday, October 15, 2021, less a \$25.00 processing fee. After October 15, we are not able to process refunds.

## CLE Credit

CLE Credit will be available for the 600 minutes (this includes the morning breakout) of educational program pending approval in your state (8.5 general credits and 1.5 ethics credits for states that calculate 60 minutes per credit; 10.2 general credits and 1.8 ethics credits for states that use 50 minutes per credit).

CLE credit will be applied towards the state or states entered in your online registration form. Contact Kira Forster [kforster@dealercounsel.com](mailto:kforster@dealercounsel.com) for more information.



## NADC COVID-19 Code of Conduct

Due to the ongoing COVID-19 pandemic, we have taken several precautions to minimize risk in attending the 2021 NADC Fall Conference.

If you choose to attend in person, you agree that you will abide by the following standards:

- Do not travel if you are sick
- Do not attend the conference if you feel sick
- Wash your hands frequently
- Follow all posted venue guidelines including, but not limited to, social distancing guidelines, mask guidelines and traffic-flow signs
- Abide by the current City of Chicago ordinances\* pertaining to COVID-19 guidance during your time in Chicago even if these ordinances differ from the State of Illinois Executive Orders
- Use provided hand sanitizer stations
- Be considerate - be kind

\*Please note that while on the premises of the Ritz-Carlton, Chicago any violation of the current mandates/city ordinances pertaining to COVID-19 or otherwise, may result in removal from the premises without the ability to return.

Your registration indicates your understanding and acceptance of the terms of this Code of Conduct. You further understand and accept that should you violate the terms of the Code of Conduct and are asked to leave the premises; you will not be issued a refund of any fees paid to NADC.

By completing my 2021 NADC Fall Conference registration, I agree that I have read, understand, and agree to the NADC COVID-19 Code of Conduct and will abide by these regulations while participating in the 2021 NADC Fall Conference.

**Please note:** In alignment with the CDC's guidance, Chicago is now mandating that businesses require masks for everyone (including both customers and staff), regardless of vaccination status, in all public indoor settings. We will inform you if the mandate changes.

## TRAVEL PLANS

Please arrange your travel to join NADC at the opening cocktail reception on Sunday, October 24 from 6:00 - 7:30 pm. The conference will conclude on Tuesday, October 26 at 12:45 pm. Only a select number of rooms are available pre and post the meeting dates. Please make your reservations today to secure additional dates if available.

### Hotel Reservations

Due to high demand, please make your hotel reservation at The Ritz-Carlton, Chicago as soon as possible to avoid the room block selling out. Hotel reservations may be made online [here](#) to receive the group rate of \$329 per night plus applicable taxes when booked by October 1, 2021.

Rates are subject to availability. You may also call 800-542-8680 and ask to book under the code NAD for the NADC Fall Conference.

Please note that room availability outside of the peak conference nights (10/24 and 10/25) are limited. **The group rate is available until Friday, October 1st, unless it sells out earlier!**

### Airport Transportation

Depending on traffic and weather, the Chicago O'Hare International Airport (ORD) is approximately 30 to 60 minutes; Midway International Airport (MDW) is approximately 30 to 45 minutes.

To arrange limousine service, please contact The Ritz-Carlton, Chicago concierge prior to arrival.

### Weather

Average High Temperature: 58°F (14°C)

Average Low Temperature: 41°F (5°C)

Despite what the averages say, weather during this month can vary. Packing layers of clothing is recommended.

### Suggested Dress

Dress for all conference events is business casual.



The Ritz-Carlton Chicago, Chicago, IL  
106 E. Pearson Street  
Chicago, IL 60611  
United States

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# CHICAGO

## Conference Schedule

### SUNDAY, OCTOBER 24

3:00 to 5:00 pm

#### Board Meeting

5:30 PM

#### New Member Reception

6:00 to 7:30 pm

#### Reception

### MONDAY, OCTOBER 25

7:30 to 8:30 am

#### Breakfast

8:30 to 9:00 am

#### Opening Remarks and General Meeting of Members

9:00 to 10:30 am

#### Session 1: Ethics Session: The Tech Never Stops

Stuart Teicher, *CLE Performer*

10:30 to 11:00 am

#### Break

11:00 am to 12:00 pm

#### Session 2: The Closing Day

Charles Gallaer, *Arent Fox*

Ken Rosenfield, *Rosenfield & Company PLLC*

12:00 to 1:00 pm

#### Lunch

1:15 to 2:15 pm

#### Session 3: 3 Questions Dealers Must Answer in the Affirmative (Or Face Extinction over the Next Decade)

Shawn Mercer, *Bass Sox Mercer*

Richard Sox, *Bass Sox Mercer*

2:15 to 2:30 pm

#### Break

2:30 to 3:30 pm

#### Session 4A: COVID-19: Wrapping Up and Lessons Learned

Doug Greenhaus, *NADA*

Kaye Lynch-Sparks, *NADA*

#### Session 4B: Legal Factors When Evaluating or Changing Reinsurance Programs and Providers

Mark Barnes, *Portfolio*

Andy Weill, *Weill & Mazer*

3:30 to 4:00 pm

#### Break

4:00 to 5:00 pm

#### Session 5: What Do I Owe You? Comprehensive Compensation Guidance for Automotive Dealership Employees

Katharine Batista, *Offit Kurman, P.A.*

Ari Karen, *Offit Kurman, P.A.*

5:00 to 6:30 pm

#### Reception

### TUESDAY, OCTOBER 26

7:30 to 8:30 am

#### Breakfast

7:30 to 8:30 am

#### Tax Breakout Session

Allen Magee, *Dixon Huges Goodman LLP*

Jon Gee, *Dixon Huges Goodman LLP*

8:30 to 10:00 am

#### Session 6: NADA Update

Andy Koblenz, *NADA*

Paul Metrey, *NADA*

10:00 to 10:15 am

#### Break

10:15 to 11:15 am

#### Session 7: The EV Transition: Threats and Opportunities for Automotive Dealerships

Patrick Anderson, *Anderson Economic Group*

Cristina Benton, *Anderson Economic Group*

11:15 to 11:30 am

#### Break

11:30 am to 12:30 pm

#### Session 8: Dealer Digital Issues Update: An In-Depth Review of the Latest Legal and Regulatory Privacy and Data Security Issues Facing Dealers

Brad Miller, *NADA*

12:30 to 12:45 pm

#### Closing Remarks

# Thank you to our current sponsors.



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## **Popular Restaurants:**

### **AU CHEVAL**

A diner-style bar and restaurant with a passion for eggs, Au Cheval elevates traditional diner fare. Guests can indulge in dishes ranging from chopped chicken liver and roasted bone marrow, to traditional sandwiches, egg-focused entrees, and the signature cheeseburger. The bar program showcases strong, classic cocktails including the Horse's Neck, Vieux Bonal, and Hemingway's Daiquiri. A robust draught beer list offers a wide range of neighborhood, domestic, and international selections. The dimly lit restaurant, pulsating with a vintage reel-to-reel soundtrack, features dark leather booths, dark wood paneling, and a zinc bar wrapped around the open kitchen.

Address: 800 W Randolph St., Chicago, IL 60607  
Contact: (312) 929-4580

### **QUARTINO**

Quartino is a bustling downtown Chicago restaurant and wine bar noted for its distinctive Italian small-plates menu, vintage décor, and attentive, personable service staff.

Quartino's menu features Italy's regional specialties including artisanal salumi, Neapolitan thin-crust pizza, house-made pasta, and seasonal dishes. Menu items, served in moderate portions and meant to be shared, are perfect for adventurous diners ready for a unique experience.

Address: 626 N State St., Chicago, IL 60654  
Contact: (312) 698-5000

### **GIRL & THE GOAT**

Girl & The Goat opened in summer of 2010 with the goal of serving a family style menu of tasty, bold flavored foods with global influence in a fun and lively setting that makes our guests feel at home from the moment they walk in the door. To enhance the experience, we offer a selection of wines from around the world with a focus on small producers, a rotating list of craft beers with a celebration of local Chicago breweries and a list of fun cocktails created by our bartenders. The menus are extensive and have a little something for everyone, and our staff is happy to help create the perfect dining experience for every guest that joins them.

Address: 809 W Randolph St., Chicago, IL 60607  
Contact: (312) 492-6262

### **CHICAGO CUT STEAKHOUSE**

Chicago Cut is dedicated to putting culinary flair back into Chicago's upscale restaurant scene. That requires a unique menu, an unmatched wine list, and a modern twist on the traditional steakhouse setting.

Address: 300 N LaSalle, Chicago, IL 60654  
Contact: (312) 329-1800



## **Popular Attractions:**

### **360 CHICAGO**

Take the fastest elevator in the city to the 94<sup>th</sup> floor of the iconic John Hancock Building for 360 views of Chicago's skyline and Lake Michigan from 1000 feet above Magnificent Mile. If you're looking for more excitement, check out Chicago's highest thrill ride, TILT, an enclosed moving platform that tilts you out over Michigan Avenue from the 94<sup>th</sup> floor.

Address: 875 N Michigan Avenue, Chicago IL 60611  
Contact: (888) 875-8439

### **SHEDD AQUARIUM**

Visit Chicago's accredited aquarium, which is home to over 32,000 animals including dolphins, stingrays, beluga whales, sea turtles and sharks and learn how Shedd is working toward a world thriving with aquatic life, sustained by people who love, understand and protect it.

Address: 1200 S Lake Shore Dr., Chicago, IL 60605  
Contact: (312) 939-2438

### **MAGNIFICENT MILE**

The eight-block stretch of downtown North Michigan Avenue is Chicago's premier shopping destination. From designers to department stores, you'll find anything you could need or want here which explains the attraction of both tourists and locals alike. The mile is also home to many extravagant restaurants, hotels and attractions.

Address: 625 N Michigan Ave., Chicago, IL 60611

### **MUSEUM OF SCIENCE AND INDUSTRY**

Housed in the only building constructed for the 1893 World Fair that remains at the original site, Chicago's Museum of Science and Industry is the largest science museum in the Western Hemisphere, a historic landmark and a must-see.

Address: 57000 S Lake Shore Dr. Chicago, IL 60637  
Contact: (773) 684-1414