

Driving Forward. Advancing Local Mobility.

Low Speed Vehicle Dealer Association (LSVDA) Newsletter



Mike Alexander

Executive Director's Message

Turning Insight Into Action

Building a Stronger, More Profitable Business

Fellow LSVDA Members: This month's issue is about turning what we are learning into action.

Our latest Dealer Insights Survey gives us a clearer picture of what dealers are experiencing. Growth remains possible, but it is not automatic. Consumer demand, pricing pressure, staffing, inventory, changing regulations, and uncertainty around imports are forcing dealers to make smarter decisions about where they invest.

That is why this issue focuses on practical ideas dealers can use. We look at strategies for building stronger dealerships, improving profitability, developing new growth opportunities, and strengthening the customer experience. We also explore why battery education is becoming an important part of dealer professionalism and long-term business value.

You will also see how LSVDA is evolving to support dealers at every stage. Our new Professional Dealer membership level creates an affordable path for independent dealers ready to invest in their business, learn from others, and become more engaged

On policy and safety, we continue tracking federal activity, recalls, import enforcement, and developments that could affect vehicle availability and dealer operations. As our industry grows, compliance and accountability matter more, not less.

The common thread is simple: **information has value when we do something with it.**

Read the insights. Ask the questions. Find one idea you can put to work.

Then act on it.

Thank you for your leadership, professionalism, and commitment to helping advance responsible local mobility across the country.

Driving Forward., Mike



Dealer Performance and Profitability

Principal Matters

Interviews are conducted by Mike Alexander, Executive Director, LSVDA.

Battery Confidence is a New Advantage – Principal Matters No. 03

Why lithium adoption depends on dealer education, not customer fear.

This month's Principal Matters conversation is with Peter O'Connell, CEO of C2 Vehicles. Peter raised a topic every dealer should be ready to address. Lithium battery confidence.

Our conversation started with a real customer moment. A golf cart owner was ready to replace flooded lead-acid batteries with lithium. Then someone nearby made the comment many dealers have heard in one form or another: "I guess you don't mind your house burning down."

That got Peter's attention. This was not a random consumer with no experience in the category. She owned three golf courses and purchased hundreds of golf carts. If someone that close to the business still believed lithium golf cart batteries were unsafe, Peter saw the real problem.

It was not just battery safety. It was battery confusion.

Peter did what strong operators do. He researched the issue, organized the facts, and turned a common objection into a White Paper and a better customer conversation.

His conclusion was straightforward. Properly certified and installed lithium golf cart battery systems, especially those using lithium iron phosphate chemistry, are not the fire hazard some customers believe them to be. "The problem is not just battery safety. The problem is battery confusion." – Peter O'Connell

Customers hear the word lithium and often think about cell phones, laptops, scooters, e-bikes, or electric vehicle fires they saw online. Peter's point is that those comparisons usually do not apply to modern golf cart battery systems.

Most lithium golf cart batteries use lithium iron phosphate chemistry, commonly called LFP. Peter's research notes that LFP is widely regarded as one of the safest lithium chemistries available, with a higher thermal runaway threshold than other common lithium chemistries used in some higher-performance EV or consumer applications.

Modern golf cart lithium systems also use a Battery Management System, or BMS. A properly designed BMS monitors voltage, temperature, current, and battery health. It helps protect against overcharging, over-discharging, overheating, short circuits, and cell imbalance.



That is not just a technical point. It is a sales, service and trust point.

If your sales team cannot explain the difference between a certified lithium golf cart battery and a low-cost uncertified consumer pack, the customer may fill that gap with fear. If your service team cannot explain charger compatibility, storage, inspection after impact, and warranty expectations, confidence can fade after the sale.

Peter also pointed out something many customers overlook. Flooded lead-acid batteries have their own safety and ownership issues. During charging, they can emit hydrogen gas. In some residential garage situations, that gassing can create alarm issues, customer frustration, and even calls to the fire department. Lithium batteries do not gas during normal charging.

That does not mean dealers should oversell lithium or dismiss safety questions. No technology is risk-free. But professional dealers should be able to separate real risk from misunderstood risk.



The better question is not, “How do we sell more lithium?” The better questions are:

- Are we choosing reputable battery suppliers?
- Do we understand the chemistry being used?
- Can our team explain BMS protection in plain English?
- Do we have certification documents available?
- Are we matching chargers properly?
- Are we training customers on charging, storage, and inspection?
- Are we helping HOAs, insurers, property managers, and fleet buyers make informed decisions?

As our businesses continue to grow into new markets, battery confidence will become a dealer advantage. Dealers who educate clearly will reduce friction, protect margins, and build trust. Dealers who avoid the conversation may lose sales to fear, confusion, or a competitor who is better prepared.

Next Steps: Start / Stop / Keep

Start: Training your sales and service teams to explain lithium battery safety, certification, charger compatibility, and customer care in simple language.

Stop: Letting customers compare certified golf cart lithium systems to unrelated lithium products such as low-cost scooters, consumer electronics, or uncertified imports.



Keep: Treating battery education as part of professional dealership execution, not just a product feature or upgrade conversation.

This is not just about selling more lithium. It is about helping customers feel confident before, during, and after the sale.

Final Thought: How This Impacts the Value of Your Company

If you look at Peter's comments through an equity value creation lens, battery education is more than a sales tool. Dealers who understand battery technology, document certifications, train their people, match chargers properly, and set clear customer expectations reduce risk and improve retention.

Lithium affects warranty exposure, service workflow, used vehicle value, insurance conversations, fleet confidence, and brand trust. A dealership that can explain and support modern battery systems is easier to scale and less dependent on one or two technical experts.

Better battery education does not just improve today's sale. It can improve the long-term value of the company.

You can read and **download Peter's White Paper** titled "*Lithium-Ion Batteries in Golf Carts: Separating Fact from Fiction on Fire Safety*" [HERE](#).

If you would like to offer your take on the industry, best practices or anything you believe will help other dealers, send an email to [Mike](#) to start the conversation.

Want to See How Serious Dealers Are Improving Faster?

For information on dealer best practice participation and operational benchmarking opportunities, contact [Wise Wolf Consulting](#), LSVDA's recognized [Best Practice Leadership](#) and Education Sponsor.

Best Practices: Your Best Asset Is Walking Out the Door:

How to Build Technician Loyalty and Peak-Season Performance



WISE WOLF CONSULTING
PRODUCTIVITY, PERFORMANCE & PROFITABILITY

By George Keen, Founding Education Member

Peak season has a way of revealing everything. In May and June, a dealership's strengths show up in smooth schedules, satisfied customers, and clean margins. But its weaknesses show up too—and few are more costly than losing a skilled technician right when you need them most.

The golf car and LSV industry has a technician problem. Not just a shortage problem—though that's real—but a retention problem. Shops that invest years training a technician, building their diagnostic instincts, earning their certifications, and then watch them walk out the door for a modest pay increase at a competitor are leaving far more money on the table than they realize. Industry research consistently puts the cost of replacing a skilled



technician at 1.5 to 2 times their annual salary once you factor in recruiting time, onboarding, lost billable hours, and the productivity gap that can last a year or more.

In this month's High Performance Dealerships deep dive, George Keen examines what actually drives technician loyalty in a dealership environment—and what destroys it. We'll look at how to build visible career paths that give your best people a reason to stay, how to structure performance recognition that doesn't wait for an exit interview, and how to use the quieter pockets of July to document institutional knowledge before it walks out the door with someone's toolbox.

We'll also take a hard look at compensation structure—because how you pay your technicians affects not just how long they stay, but how they work. A pay structure that rewards speed above all else might be quietly inflating your warranty recovery rate in ways that won't show up until the fall.

If your best technician told you today they were thinking about leaving, would you know what to do? This article is about making sure you never have to find out the hard way.

Full article can be found [HERE](#).

To inquire about joining a Dealer Best Practices Group, click this [LINK](#). You can also email BestPractice@WiseWolfConsulting.com and review the one-page ad toward the end of this newsletter. Take the next step in transforming your dealership's performance today. Contact George directly at 508-579-4131 or george@wisewolfconsulting.com

If you want to sharpen your skills at your own pace, explore a collection of practical, easy-to-read books on dealership management covering critical topics.

Visit <https://wisewolf-consulting.com/books> to learn more. Be sure to choose the “Wise Wolf Special” purchase option for the best price.

Freedom to Build Your Business



*By: Tony Altieri, Vice President of Business Development,
National Powersport Auctions (Founding Platinum Sponsor).*

As America celebrates 250 years of independence, it's a fitting time to recognize another kind of freedom—the freedom to build and grow your business. Dealers have the opportunity to choose how they manage inventory, serve customers, and adapt to an evolving marketplace. Whether your approach emphasizes new vehicles, pre-owned inventory, service, or customization, the decisions you make today help position your dealership for long-term success.

The Land of Pre-Owned Opportunity

One of the greatest opportunities today is in the pre-owned and refurbished market. Rising prices on imported vehicles and components have increased demand for quality used inventory, giving dealers greater flexibility to serve a wider range of customer budgets. Refurbishment, customization, and value-added services can create new revenue



streams while helping dealerships maintain healthy inventory levels and improve margins. A strong pre-owned strategy also gives dealers greater control over inventory in an increasingly dynamic market.



Business Growth Strategies

The local mobility market is accelerating as more communities adopt golf cars and low-speed vehicles for practical, everyday transportation. Dealers have the freedom to capitalize on this growing market by expanding inventory, increasing sales, and building a reputation for exceptional customer service. A balanced inventory strategy that includes quality pre-owned vehicles allows dealerships to serve more customers, improve margins, and remain competitive in a rapidly evolving market. As local mobility continues to gain momentum, dealers who embrace these opportunities will be well positioned for the road ahead.

To learn more about market trends and dealer strategies, watch [Trends, Values, and Dealer Strategies for 2026](#) or contact Tony Altieri, Vice President of Business Development at [National Powersport Auctions](#), at taltieri@npauctions.com.

Industry Insights: Growth Is Still There, But Harder to Earn

The latest LSVDA Dealer Insights Survey paints a picture of an industry with real growth opportunity, but increasing complexity.

Among dealers reporting year-over-year results, **49% are growing**, including one-third growing 8% or more. At the same time, **33% report declining revenue**.

The leading pressures include uneven demand and seasonality, margin and cost pressure, inventory and parts availability, and growing uncertainty surrounding imports, tariffs, regulation, and brand continuity.



The message is not that the market has stopped growing. It is that growth alone may no longer lift every dealership.

Dealers increasingly need to create their own advantage. That means generating qualified demand, measuring marketing effectiveness, protecting gross margin, turning inventory faster, building profitable service and parts operations, and knowing which numbers truly drive the business.

It also means **making thoughtful decisions about brands and suppliers** based not only on price and features, but on product availability, parts, warranty support, compliance and long-term stability.

Perhaps most importantly, dealers need to focus their energy on what they can control while preparing for what they cannot.

The survey also revealed that dealers want to learn from other successful dealers. Their top questions centered on marketing and customer acquisition, profitability and KPIs, and building stronger service operations.

In response, LSVDA is planning a series of **Dealer Best Practice Forums for Premium Members**, bringing experienced dealer principals and industry experts together to share practical ideas dealers can put to work in their businesses.

If you are currently a Community Dealer or not yet an LSVDA dealer member, consider joining at the new **Professional Dealer Membership level for just \$285 per location.**

You will gain access to better information (including the Dealer Insights Report that will publish in August), stronger relationships and proven ideas can pay dividends quickly.

One good idea, put into action, can return 10X++ your membership investment or more.

Join here with a credit card for a 1-year membership: [LINK](#)

Market Growth

TRACTION: From Approved Resolution to Reality



Prepared by Founding Education Member Sea Anchor Group.

Every successful community mobility program reaches an important milestone when the local governing body's resolution allowing golf car use on-road is approved. Experienced dealers know the real work begins the next day.



Implementation determines whether a community simply allows golf carts and low-speed vehicles or truly embraces local mobility. Our goal. Maximize unit sales growth.

The most successful launches start with communication. Announce the approval, explain what it means, thank the HOA leaders, elected officials and county staff who helped make it happen, and clearly outline the next steps. When residents understand both the opportunity and the rules, confidence grows.

Next comes visibility. On public streets, the municipality or county will typically install the official roadway signs. Reinforce those efforts through HOA newsletters, community emails and resident education. One simple recommendation can make a meaningful difference: encourage operators to avoid the busiest roads for the first few weeks while motorists become accustomed to the new signs and begin watching for local mobility vehicles.

Education is equally important. Partner with the HOA, local traffic engineering staff and law enforcement to host a community meeting where residents can ask questions and learn the rules before implementation begins. Dealers who become the local mobility expert earn trust that extends well beyond the sale.

Finally, celebrate the launch.

A Safety Saturday or Carts & Coffee event gives neighbors an opportunity to inspect vehicles, review safe operating practices and enjoy the benefits of their new transportation option together.

Professional dealers don't simply help communities earn approval. They help communities launch successfully.

That commitment to education, safety and long-term partnership is what transforms a single resolution into lasting adoption, stronger neighborhoods and continued market growth.



August's TRACTION series will focus on **Dealer Brand Positioning**: Becoming the Community's Mobility Leader of choice.

Join [LSVDA](#) and be part of the growing network building responsible neighborhood mobility across the country.

LSVDA Note: Follow our LinkedIn and Facebook Pages for weekly Pro Tips on how to grow your local markets. Also, look for the full article in [Golf Car Options Magazine](#).



We anticipate producing a “how to” book at the end of the series. If your business would like to sponsor this book reach out to our executive director at michael@lsvda.com.

Your Next Growth Market May Be Closer Than You Think



By Abbie Randel, Chair, LSVDA Market Growth Committee and Managing Partner, Colorado Golf & Turf

When dealers think about growth, the first question is often, “How do we sell more vehicles?” A better question may be, “Who else could we be selling to?”

Across the country, LSV demand is developing beyond traditional buyers. Residential communities, municipalities, hospitality properties, campuses, commercial fleets, and last-mile delivery operations all represent potential opportunities. The challenge is identifying which opportunities exist in your local market and what may be holding them back.

Start with a simple exercise. Identify your three fastest-growing customer types. Then name one customer segment you rarely pursue today.

Next, ask what is preventing that market from growing. Is it lack of awareness? Road access? Local regulations? Financing? Pricing? Or simply confusion about golf cars versus street-legal LSVs?

Finally, identify one person or organization that could help remove that barrier. It might be an HOA leader, city official, Chamber of Commerce, property manager, resort operator, or local business owner. Then make one call and start the conversation.

Market growth does not always mean taking business from another dealer. Sometimes the biggest opportunity is helping create demand that did not exist before.

LSVDA Market Growth Committee Takeaway: Look beyond your current customer base. Your next growth opportunity may already be in your community, waiting for someone to recognize it.

Public Policy & Safety

Overview

LSVDA’s role in Policy & Safety is NOT to create new regulations or vehicle standards, but to represent dealer concerns, support professionalism, improve communication and help dealers navigate evolving compliance and operational challenges.

Policy, safety, and enforcement activity continues to demand dealer attention. Federal compliance and import enforcement remain active, while state and local actions continue shaping vehicle access and operation. Recent recalls reinforce the importance of disciplined monitoring and customer communication.



Federal Update: Accountability and Enforcement Take Center Stage

June reinforced a broader trend toward increased federal scrutiny and accountability across the golf car and low-speed vehicle industry, spanning trade enforcement, import practices, vehicle safety and FMVSS compliance.

U.S. Customs and Border Protection activity remains a major focus. Under the Enforce and Protect Act, CBP imposed interim measures in Consolidated Case 8247 involving ICON, Denago, Tao Motor and other importers while investigating alleged evasion of antidumping and countervailing duties. ICON continues to challenge CBP's actions in federal court. In a separate action, CBP initiated EAPA Case 8282 involving STAR EV Corporation and imposed interim measures.

Vehicle safety also moved to the forefront. NHTSA Campaign 26V381 involves approximately 34,000 Denago vehicles that may not comply with FMVSS 141 requirements for pedestrian warning sounds. A separate TEKO recall involving approximately 5,500 vehicles addresses similar FMVSS 141 concerns.

NHTSA also maintains an ongoing compliance testing program and periodically selects vehicles to verify conformance with applicable federal safety standards. LSVDA has not independently confirmed that NHTSA is currently conducting testing specifically targeting LSVs.

The Consumer Product Safety Commission also announced two Yamaha recalls in June. One covers approximately 8,650 Drive2 Fleet golf cars involving a potential brake-cable issue. Another covers approximately 1,100 UMAX Bistro and Bistro Deluxe vehicles involving inaccurate weight-capacity certification labels.

For dealers, the message is straightforward: federal oversight is touching more parts of the industry. Supplier due diligence, recall awareness, documentation and confidence in vehicle compliance are becoming increasingly important parts of professional dealership management.

State Update: Legislative activity slows as sessions conclude.

State-level legislative activity affecting low-speed vehicles (LSVs) and golf cars remained relatively quiet during June, as many state legislatures had concluded or were completing their 2026 regular sessions.

LSVDA's review did not identify significant new state legislation enacted during June that materially changed the classification, sale, registration, or roadway operation of federally compliant LSVs. Attention now shifts toward implementation of legislation considered earlier in the year and preparation for future legislative sessions.



LSVDA will continue working with Florida dealers and policymakers to advance work initiated during the 2026 legislative session, including opportunities to support responsible market growth while maintaining appropriate distinctions between federally compliant LSVs and golf cars.

If you see a legislative issue or market growth opportunity involving LSVs or golf cars in your state, please contact LSVDA Executive Director Michael Alexander at michael@lsvda.com.

Municipal Mobility Update: Local rules balance access and accountability.

Local governments continued refining golf cart and Low-Speed Vehicle (LSV) rules during June, with safety and responsible roadway access driving much of the activity. I

Some communities tightened their local golf cart ordinance, including operator-age and licensing requirements and local vehicle registration provisions. Other communities continued reviewing where golf carts and LSVs should operate, with attention to roadway speed, crossings, signage, and enforcement.

The broader municipal trend remains a balance between access and accountability. As golf carts and LSVs become more common for short local trips, communities are distinguishing between vehicle types, identifying appropriate roadways, and addressing unsafe operation.

For dealers, local ordinance activity remains important as **well-designed rules can expand sales opportunities**, while unclear or overly restrictive ordinances can limit market growth. Dealers should stay engaged with local officials and help educate communities on safe, appropriate vehicle use.

Safety Snapshot

Safety starts with knowing the difference between a golf cart and a federally compliant low-speed vehicle.

LSVDA's safety resources provide dealers and consumers with practical guidance on responsible vehicle use, recommended practices, and the safety requirements that apply to LSVs.

Dealers play an important role in helping customers understand proper operation, roadway restrictions, occupant protection, and the importance of purchasing vehicles designed and certified for their intended use.



Low Speed Vehicle Dealer Recommended Practices

Low Speed Vehicle (LSV) dealers play a critical role in ensuring customer satisfaction, vehicle reliability, and safe operation. These recommended practices support consistent standards for vehicle preparation, delivery, and education across the LSV industry.

LSV Dealer Recommended Practices

- 1. Conduct a Comprehensive Pre-Delivery Inspection (PDI).**
Before delivery, verify that each LSV is properly assembled, fully charged, and in safe operating condition. Inspect tires, brakes, steering, lights, mirrors, seat belts, and all safety equipment. Record completion of the inspection and retain documentation.
- 2. Perform a Vehicle Walk-Around with the Customer.**
Review the vehicle's key features and controls. Demonstrate operation of headlights, turn signals, parking brake, seat belts, and charging port. Highlight any special equipment or accessories installed on the vehicle.
- 3. Provide Basic Operating Instruction.**
Explain starting, driving, and parking procedures. Review speed limits, right-of-way expectations, and any unique handling characteristics of LSVs compared to passenger cars or golf carts.



As LSVs and golf carts become more common in communities nationwide, education and responsible operation remain essential to protecting occupants and other road users. You can find more safety information [HERE](#).

Membership and Communications

LSVDA's New Membership Model for a Growing Industry

As LSVDA has grown, so have the needs of our members.

Over the past year, we've welcomed more than 425 dealers, suppliers, manufacturers, and industry professionals into the association. During that time, one thing became clearer. Not every dealership is at the same stage of its journey.

A startup dealership has different priorities than a multi-location organization. Some dealers are focused on building stronger operations. Others are preparing for expansion or helping lead the future of our industry.

Rather than offering a basic through platinum level membership, we listened.

The result is **The LSVDA Dealer Growth Path™**.

Our new membership structure aligns benefits, education, leadership opportunities, and resources with where a dealership is today while supporting where it wants to go tomorrow.

Whether you're just getting started or operating one of the industry's leading dealerships, there is now a membership designed specifically for your business.

Over the coming months, *Driving Forward* will introduce the Leadership, Growth, Professional and Community dealership levels in greater detail. In this issue we introduce the **Professional Dealer** membership.

Because building a stronger industry starts with building stronger dealerships

Membership Spotlight: The Professional Dealer Membership Level

Building a Better Dealership

Professional Dealers are committed to building well-run, respected dealerships focused on exceptional customer service, operational excellence, and long-term success.



This membership level is designed for independently owned dealerships, as well as individual locations within larger dealer groups, that are committed to building a stronger business. Most have approximately **2–7 employees** at their location, dedicated to their local mobility operation. Yet, the best measure isn't headcount. It's a commitment to professionalism. Professional Dealers are investing in better processes, stronger customer service, employee development, and continuous improvement. They understand that operating a successful dealership means getting better every day.

As a Professional Dealer, you'll receive access to LSVDA education, communications, industry resources, and premium member benefits designed to help you operate more effectively and grow more profitably. Just as importantly, you'll become part of a nationwide network of dealers committed to sharing ideas, solving problems, and raising the standards of the local mobility industry.



Many Professional Dealers are actively improving their sales process, service operations, marketing, leadership, and customer experience. If you have expertise in a particular area of the business or simply enjoy helping others succeed, you may be invited to serve on an LSVDA standing committee or ad hoc working group, helping shape future programs and best practices for dealers nationwide.

Professional Dealer membership isn't simply about receiving benefits. It's about joining a community of business owners who are committed to building stronger dealerships and a stronger local mobility industry.

If this sounds like your business, we'd appreciate you joining LSVDA or upgrading to Professional Dealer today. Visit [LINK](#) and choose "Professional Dealer" to become part of the growing network of professional local mobility dealers.

Sponsor Highlight

The Local Mobility Market Continues to Evolve



*By Greg Boeder, Senior Partner at Power Products Marketing
(Founding Education Sponsor).*

What Happens When a Growing Market Reallocates Share?

Over the past several years, Local Mobility has grown from a commercial campus like niche market into a significant transportation category. Much of that growth has been driven by Personal Transportation Vehicles (PTVs) and Low-Speed Vehicles (LSVs), which are increasingly being used for neighborhood transportation, community access, recreation, and everyday convenience.



Recent market data suggests the PTV and LSV segment continued to grow from 2024 to 2025, reinforcing a trend that has been building for several years. While traditional golf applications remain important, a growing percentage of vehicles are now being purchased for transportation within master-planned communities, resort areas, active adult developments, and residential neighborhoods; throughout the country.

While Local Mobility continues to expand, the commercial market has followed a different path. Commercial People Movers and fleet-oriented utility vehicles have softened somewhat in recent years after experiencing elevated demand during the pandemic and supply-constrained period. Many commercial operators accelerated purchases when product availability improved, creating a temporary pull-forward of demand. As a result, the commercial segment has normalized while the broader Local Mobility market continues to benefit from expanding residential, lifestyle, and community transportation applications.

Looking ahead, one of the industry's biggest questions is no longer demand. It's supply.

Tariffs, antidumping and countervailing duty actions, NHTSA enforcement, and import avoidance investigations have introduced new uncertainty into portions of the industry. While the outcome of these actions remains to be determined, they raise an important question for dealers and manufacturers alike.

If Local Mobility demand remains strong but available supply changes, where will those customers go?

History suggests that growing markets adapt. Existing manufacturers may expand production, other import brands may gain share, new entrants may accelerate their plans, and dealers may increasingly rely on pre-owned and refurbished vehicles to meet customer demand. The companies best positioned to succeed will be those that can deliver quality products, dependable parts support, and long-term confidence to their dealer networks.

No one knows exactly how this next chapter will unfold. What we do know is that Local Mobility has established itself as a lasting transportation category, and customers will continue looking for practical mobility solutions close to home.

What this means for dealers: Stay focused on your customers, maintain flexibility in your inventory strategy, and continue investing in service and long-term relationships. Markets evolve, and well-prepared dealerships are often the first to benefit from the opportunities that follow.



Learn more or if you need research on this or adjacent industries, Contact Greg Boeder, Senior Partner, [Power Products Marketing](#) at gboeder@powerprods.com or (952) 893-6872

Member Advantage

Exclusive opportunities for LSVDA Premium Members

LSVDA is expanding how we deliver measurable value to dealer members. Beyond education and advocacy, we are working with select sponsors to create targeted opportunities that improve dealership performance and employee retention, reduce cost, and strengthen operations.

This section highlights curated offers designed specifically for professional dealers. These are not generic discounts. They are practical tools to help you operate more effectively and protect margin in a more competitive market.

LIGHTSPEED Lightspeed DMS (Platinum Sponsor)

You're Leaving Money on Every Deal. Here's the Fix.

Disconnected systems drain revenue from every sale. [Lightspeed DMS](#) [dealer management software] gives LSVDA members one connected system to maximize accessories, service, parts, and margins on every deal -built for how golf car dealers actually operate.

Get started for \$0 upfront + up to 6 months FREE. Offer valid May 1 – July 31.

[Claim Your LSVDA Exclusive Offer →](#)



National Powersport Auctions (Platinum Sponsor)

Inventory Access + Buyer Fee Credit

LSVDA Members receive a complimentary one-year NPA membership along with up to \$300 in buyer fee credits on their first purchase.

Why this matters:

As pre-owned inventory stabilizes, access to transparent, well-documented units becomes a margin lever. NPA helps dealers source efficiently while reducing acquisition risk.

Dealer takeaway:

If you are rebuilding your pre-owned strategy in 2026, this is a low-risk way to expand sourcing options.

Action: To get started contact NPA Dealer Registration at 888.292.5339 x923302 | visit npauctions.com/Register-golfcar.aspx or email | dealer-reg@npauctions.com



**Christensen Group (Platinum Sponsor)****Free Insurance Profile Review + Risk Consultation**

LSVDA Members can access a complimentary Insurance Profile Review and consultation through Christensen Group's LSV Shield™ platform, designed specifically for LSV and golf car dealers and fleet operators.

Why this matters:

As dealers expand into street-legal rental fleet, and commercial applications, insurance complexity and exposure are increasing. Most policies were not built for how this industry operates, creating gaps in coverage, cost inefficiencies and limits revenue growth opportunities.

Dealer takeaway:

If you have not reviewed your coverage in the past 12–18 months, you are likely carrying risk or overpaying for misaligned protection.

Action: Learn more or request your review [HERE](#) or contact Brandon Schuh at BSchuh@christensengroup.com

**Daybright Financial (Supplier Sponsor)****Free Workforce Assessment + Benefits Review**

LSVDA Members can access a complimentary workforce assessment and employee benefits review through Daybright Financial, focused on **improving team stability, employee retention**, and internal operations.

Why this matters:

As dealerships grow, performance is increasingly tied to workforce consistency. LSDVA's **Q1 report lists Staffing Issues as the number three cause limiting growth**. Confusion around benefits, administrative friction, and unclear employee value can lead to turnover, lost productivity, and hidden costs that impact profitability.

Dealer takeaway:

If you are experiencing turnover, hiring challenges, or spending too much time on HR-related issues, there is opportunity to strengthen your operation and reduce friction.

Action: Review Daybright Financial's [WEBSITE](#) and contact Murat Tokat at mtokat@usenrollments.com or (813) 610-1336 to request your assessment



Looking Ahead

We will continue expanding Member Advantage with additional sponsor-supported programs focused on:

- Service profitability and absorption
- Inventory and sourcing efficiency
- Digital retailing and lead conversion
- Compliance, safety, and risk reduction
- Executive coaching and team dynamics

Please Welcome Our New Members

Since October 2025, we have grown to over 400 dealer members and 25 Sponsors. We would like to welcome our newest members.

Sponsor Members, [Dometic](#), [Daedong Mobility](#)

Dealer Members: Taylor Equipment, Golf Cars Unlimited, Dave Warren Auto, IOP Golf Cart Rentals, Golf Cars of Arizona

Community Members: Sandeep Tandel,

Events and Education Opportunities

Best Practice Forums and All Network Meetings

We will be announcing a series **LSVDA Dealer Performance** Forums, beginning in August. The forums produced by our Best Practice Committee (chaired by Ben Sverdlow, President and CEO, Jeffrey Allen, Inc.), will provide practical strategies to grow revenue, protect profit, and build a stronger dealership. Invitations will be sent to LSVDA premium dealer members. If you would like an invitation, you can join as a premium member for as little as \$285 for a yearly membership. Join [HERE](#).

Block your calendar for the second LSVDA All-Network Briefing & Open Forum August 21 at 4:00 PM ET. This is a dealer-first conversation, **open to members and sponsors**. Registration information will be provided via email to dealer members and Sponsors.

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Trade Shows

We will have a display and be represented at the following trade shows.



- October 1 – 3, 2026, Charleston, SC: [GolfCarting Expo 2026](#)
- January 26 – 29, 2027, Orlando, FL: [PGA Show](#)

Our executive director will be presenting at GolfCarting Expo 2026 and we are working out details for a sponsored premium member event.

Closing Thoughts – Looking Ahead

The opportunity in front of us is bigger than selling more vehicles. We have an opportunity to help define an emerging category of **Local Mobility** and shape how communities and municipalities think about short-distance transportation.

That will take leadership. Suppliers, OEMs and Dealers coordinating with local officials to continue adding miles where our products can be used.

Dealers can lead by becoming the trusted experts in their markets. OEMs and suppliers can help develop safer, better products and stronger support systems. And LSVDA can bring the industry together around market growth, policy, safety and best practices.

The companies that win as this category develops will not simply react to change. They will help create it. They will understand where the market is going, build the capabilities to get there, and earn a position that customers and communities recognize and trust.

Our challenge is to think bigger about the role we can play.

The category is forming. The opportunity is growing. Now is the time to help define it. And Play Bigger.

Warm Regards, The LSVDA Leadership Team

LSVDA: Know more. Miss less. Lead better. Keep Driving.





Kawasaki
Let the Good Times Roll™

NAV 4e
BECOME A DEALER



MARKETING TOOLS

- Co-op programs
- Parts & accessories support
- Lead management systems



BUILT TO LAST

- Assembled in the USA
- 2-year limited factory warranty
- 6-year Li-ion battery coverage on select models



EXPERT SUPPORT

- District managers
- Service advisors
- Tech hotline
- Dealer training



ASSEMBLED IN THE USA
FOREIGN & DOMESTIC PARTS



Become a Dealer



Explore NAV® 4e



LSVDA MEMBER EXCLUSIVE BENEFIT

Stop Making Every Hard Decision *Alone.*



EXCLUSIVELY FOR
LSVDA MEMBERS
SUBSCRIBING MEMBERS ONLY

Join a confidential peer group of high-performing golf car dealers — benchmark your numbers, exchange proven strategies, and build the informal board of directors your dealership deserves.

The Dealer Best Practices Groups for LSVDA Members, facilitated by **Wise Wolf Consulting**, bring together 10–12 non-competing dealers in a structured, NDA-protected environment built around the three operating engines that determine dealership profitability. Most members report receiving at least **10×** the value of their monthly investment — often from a single idea shared at one meeting.

THE THREE OPERATING ENGINES

- **Sales Management** — Higher close rates, improved margin discipline, predictable pipeline health
- **Service Management** — Stronger labor margins, better technician retention, increased fixed-ops absorption
- **Rental & Fleet Management** — Smoother cash flow, higher utilization, increased customer lifetime value

"Joining a best practice group has been the single most value-added decision of my career. The members have become my informal board of directors, my sounding board, and my friends. They provide perspective, accountability, and moral support — giving me greater confidence in the day-to-day decisions business leaders are typically expected to make on their own."

— CEO, Jeffrey Allen Inc. | Best Practices Group Member

10×
REPORTED
VALUE
RETURN

**10–
12**
NON-
COMPETING
DEALERS
PER GROUP

3
OPERATING
ENGINES

CHOOSE YOUR FORMAT

IN-PERSON GROUP

Full-two-day meetings each year (Spring & Fall) at rotating locations — dealer updates, financial reviews, gap analysis, and accountability commitments. Ideal for deep, face-to-face collaboration.

ONLINE ZOOM GROUP

Two-hour sessions every month — same benchmarking, structure, and peer collaboration without the travel. Ideal for dealers who want consistent monthly engagement.

INVESTMENT

\$335
per month - 1-year
commitment

Includes all facilitated meetings, regular financial composites, gap analysis, and all group tools & templates

All groups are geographically protected — no two members share a trading area. Financial data shared under NDA. Groups launch once 5–6 dealers confirm. Priority given by sign-up order. **Spots are limited.**

Ready to Join?

Contact George Keen at Wise Wolf Consulting to verify eligibility and schedule your introductory call.

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