

Driving Forward. – Keeping the LSV World Moving

Low Speed Vehicle Dealer Association (LSVDA) Newsletter



Mike Alexander

Executive Director's Message

We are off to the races.

Fellow LSVDA Members,

Welcome to this inaugural edition of our newsletter. Based on conversations with you, the idea is to pull together the most important developments in the golf car, personal and commercial transport and low-speed vehicle world. Then summarize what they mean for you as a dealer, supplier, or industry partner. Member Spotlights and news on LSVDA sightings, events, white papers, webinars and surveys are also included.

We're at a pivotal moment. The low-speed vehicle category is no longer a niche; it is evolving into a serious mobility solution, both for community usage and commercial applications. At the same time, the regulatory and safety landscape is tightening, competition is growing, and consumer expectations are rising. That combination means opportunities for you and the need for capable action.

In this issue, you'll see how federal and state rules are shifting, how municipalities are embracing (or restricting) LSVs, which product innovations matter, and how dealers can stay ahead of the curve. We're here to give you tools, insight and connection. Because as we always say at LSVDA: We are Stronger Together.

Here's to a productive and profitable end of 2025 and to unlocking growth in all corners of the market as we slide into an even better 2026 and beyond.

Driving Forward.,

A stylized, handwritten signature in blue ink, appearing to be the initials "MA" followed by a long, sweeping horizontal line.

Mike

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1. Regulation & Policy Watch

1.1 Federal Standards Update: FMVSS 500 and LSVs

Under U.S. federal regulation, an LSV is defined and regulated via 49 CFR Part 571.500; specifically, the vehicle must have a maximum speed of no more than 25-mph and must meet minimum equipment requirements (headlamps, turn signals, stop lamps, reflex reflectors, etc.).

For LSV dealers and manufacturers, this means: any vehicle marketed or titled as an “LSV” must comply with those safety standards; exceeding the 25-mph threshold would place the vehicle into a different regulatory bucket (and greatly increased compliance costs).

One important difference: while the federal standard caps the top speed and prescribes required safety features, states and localities retain considerable discretion. For example, States and local municipalities can often determine which roads LSVs may legally operate on or what additional equipment (mirrors, windshields, etc.) might be required.

Primer on Federal, State and Local Laws

 NHTSA NATIONAL HIGHWAY TRAFFIC SAFETY ADMINISTRATION	 FLORIDA STATUTES	 Sarasota County
Federal Title 49 571.500 The purpose of this standard is to ensure that low-speed vehicles operated on the public streets, roads, and highways are equipped with the minimum motor vehicle equipment appropriate for motor vehicle safety. Low-speed vehicle (LSV) means a motor vehicle between 20 – 25 mph	FL Title XXIII Chapter 316 §212 A golf cart may be operated only upon a county road that has been designated by a county, a municipal street that has been designated by a municipality, or a two-lane county road located within the jurisdiction of a municipality designated by that municipality, for use by golf carts.	Sarasota County Resolution Pinecraft - This resolution shall amend the use of golf carts, as defined by Florida Statute 316.001, to be limited to designated roads and streets within the jurisdiction of the County of Sarasota, Florida, and to be subject to the following conditions: - All golf carts shall be equipped with the minimum motor vehicle equipment appropriate for motor vehicle safety as required by Florida Statute 316.001. - The Public Works Department is authorized to issue signs indicating the designated use of golf carts on the designated roads and streets.

For the purpose of the State and Local entities, PTVs are Golf Carts

1.2 State & Local Ordinance Trends: Roadworthiness, Speed Zones, LSV Access

Most U.S. states allow LSVs on roads posted at 35 mph or less, but local jurisdictions are increasingly imposing more nuanced rules (turning restrictions, crossing of faster roads, curb-routing, dedicated lanes).

For your dealership, this means your customer base is impacted by not only what you sell, but where their vehicle may be used. For example, a community that only allows LSV operation on streets posted 25 mph or less may limit market size, or require marketing differently (e.g., resort, gated community, campus use).

Also, we’re seeing municipalities consider dedicated “slow vehicle” networks or paths linking neighborhoods with retail zones, a growth area for potential LSV expansion.



Dealers should monitor local code changes (zoning, speed-limit amendments, permitting for LSVs) and talk to city planners to become “go-to” advisors for local adoption.

1.3 Safety & Accident Data: Implications for Dealers and Consumers

While low-speed vehicles (LSVs) operate at lower speeds, broader traffic-safety data remains sobering: the U.S. motor vehicle crash death rate remains higher than many peer nations and the economic cost of vehicle crashes is massive (in 2019: ~\$340 billion in the U.S.).

LSVs are becoming a more common part of everyday transportation, communities have an opportunity to make roads safer and more inclusive for all users. By adapting infrastructure such as refining right-of-way design, enhancing roadway signage, and moderating urban speed limits, cities can create well-balanced environments where LSVs, cyclists, and traditional vehicles safely coexist while advancing sustainability and mobility goals.

What this means for you: as dealers, beyond selling the vehicle you are selling safety, reliability, and suitability for a given environment. Educate your customer on roadway-eligibility, safe usage, and the importance of matching vehicle to local conditions. It also means LSVDA’s advocacy for safety standards, clarity in regulation, and best practices matters more than ever.

Between 2010 and 2023, there were an average of:



4,000

golf cart-related injuries per year
among youth in the United States

Healio

2. Market & Community Adoption

2.1 Growth of LSVs / NEVs: Where the Numbers Are Going

The global LSV market is projected for solid growth, driven by urban mobility solutions, resort/community use, last-mile delivery, and aging population mobility. According to LSVDA’s website, the North American LSV market (2024) is valued at approx. USD 2.39 billion and projected to grow toward OR beyond USD 4.9 billion by 2034. Based on two decades of market data, there are an estimated 3.5 million golf cars and LSVs in use in the U.S. today.

For the commercial/resort/trail use case (which many of our dealer members serve), the opportunity is strong, especially with commercial fleets wanting quiet, compact, lower-speed mobility solutions.



While the crystal ball can get foggy, navigating impacts of tariffs and such, and considering recent headwinds in consumer durables, the fundamentals remain strong. Golf participation is up. Lifestyle and neighborhood vehicles acceptance is surging. Commercial vehicle fleets continue to deliver excellent ROI in campus, resort, and industrial settings. Taken together, these trends point to sustainable growth above inflation across all categories for the next several years.

2.2 Community Case Studies: Touring LSV-Friendly Towns

Several communities in the U.S. are building or have built infrastructure friendly to LSVs (or golf-cart/NEV type vehicles), e.g., The Villages, Florida, Peachtree City, Georgia.

These represent both opportunities for dealer outreach (offer tours, community-based sales, partnerships with HOAs) and signals of what local governments may seek (dedicated paths, signage, registration frameworks).

I encourage each member to identify your local “LSV-friendly” or “golf-cart-favorable” municipalities and consider outreach there (city councils, planning commissions, HOAs) to become the trusted dealer partner when these communities expand.



More importantly, with what you learn and soon to be published market growth guides from LSVDA, you’ll want to expand where LSVs and personal golf cars can be used in your local markets. Remember, “high tides lift all boats.” Imagine the pie getting bigger, so you get a bigger piece and a better margin. Be on the lookout for a soon to be launched series of weekly pro tips and monthly white papers under the “Traction” masthead.



2.3 Commercial & Fleet Applications: From Resort to Last-Mile



Beyond community use, LSVs are increasingly utilized in commercial and institutional settings, campuses, resorts, industrial parks, warehouse grounds, last-mile delivery in dense areas.

If your dealership currently focuses only on residential/HOA markets, this presents a growth avenue: build a fleet offering (including accessories, service contracts, charging infrastructure where applicable).

LSVDA will be working to push this segment with targeted materials and networking to help you capture more of the “fleet & institutional” demand. And, by the way.... notice anything funny about this blue utility vehicle?



3. Product & Technology Spotlights

3.1 New Vehicle Models & Upgrades: What’s Just Launched

The market continues to evolve with more robust electric platforms, improved battery performance, better controls, and improved seating/comfort. Even though our niche is lower speed, consumers are expecting “automotive style” features (turn signals, seat belts, full glass windshields, better ride).

As dealers, highlight the features that differentiate; battery range, warranty, serviceability, accessories, configurability (cargo vs passenger).

Make sure you understand whether a model qualifies under the LSV classification or is a “PTV/Golf-Cart” variant and how that affects registration/use.



3.2 Safety Feature Advances: Belted Seats, Turn Signals, Vehicle Controls

Because LSVs must comply with FMVSS 500 (or equivalent state regimes) we see increased focus on occupant protection; seatbelts, proper lights/turn signals, mirrors, speed limiting devices.

Your sales and service team should be able to explain to customers why these features matter both for legal street use *and* resale/licensing value.



3.3 After-Market & Accessories: How Dealers Can Upsell

From upgraded batteries, lighting packages, custom body work, to fleet-specific accessories (ladder racks, cargo modules, solar-charging kits), the accessory market around LSVs is increasingly important.

Your dealership should evaluate a structured add-on program (and training the service team accordingly) to capture higher margin opportunities and differentiate service offerings. Who would have thought a beach chair rack would be so important?



4. Dealer & Consumer News

4.1 Dealer Best Practices: Training, Succession, Inventory Management

The LSV market is still growing and evolving rapidly. As a dealer you'll need to focus not just on sales, but margin management, effective inventory rotation, service support, training for your staff on LSV regulations and niche usage cases (resort, HOA, fleet).

The association will be announcing educational webinars soon. Many sponsored or presented by our supplier partners. I encourage you to register your team and take advantage of peer-group benchmarking to see what other high-performing LSV dealers are doing. And reach out to me at michael@lsvda.com to tell me what you need most. We even have the capability to do a "Flash" lunch and learn discussion, sometime the same day. Give us a shout.

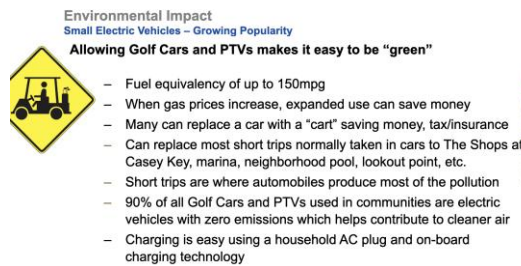
4.2 Consumer Trends: What Buyers Are Looking For

Today's buyers are looking for:

- "Street-legal" status (so they can use the vehicle beyond private property)



- Low maintenance, good range (for electric)
- Sustainability
- Customizability and aesthetics (especially in resort/HOA settings)
- Service/parts support from the dealer
- Clarity on where they *can* legally drive the vehicle (which roads, speed limits)



As dealers, make sure you're aligning your marketing & customer education around those themes, particularly clarifying usage scenarios (community vs street vs private property).

4.3 Recall & Liability Watch: How to Stay Ahead of Risk

Theme of the Month — "Your Recall Playbook: Find, Flag, Fix."

A solid recall response process protects customers and your store. First, scan weekly for official notices (CPSC, NHTSA, and OEM pages). Second, triage by matching affected models/years/serials against your sales and service records; keep VIN/serials in a searchable CRM field and tag units as "Hold for Recall." Third, communicate fast: call/text owners with the remedy, book appointments, and post the notice at service check-in. Finally, document everything: who you contacted, work performed, parts used, and dates. This creates a defensible audit trail if questions arise.

Pro tip: create a saved search in your DMS/CRM for each active recall (by brand/model year) and use a simple status pipeline: "Unreached → Reached → Scheduled → Completed." Assign an owner, review weekly, and close the loop with customers with a short "service complete" text/email.

Recent Recalls Relevant to Golf Cars/PTVs/LSVs

- Textron E-Z-GO — 2020–2025 PTVs (RXV Freedom, TXT Freedom/Valor, Valor). Hazard: Fuel leak may cause fire or injury risk. Stop-use advisory and repair per OEM instructions. See serial ranges in notice. [Official OEM recall page, 10/16/2025]
- Yamaha Golf Car — 2021–2025 Drive2 (selected models). Hazard: Lack of stop lights may increase crash risk. Repair stop-light kit. [Posted 10/16/2025].
- Waev/Polaris GEM — 2024–2025 GEM vehicles. Hazard: Suspension fastener torque issue; inspect and repair per NHTSA 24V-971.

Quick Actions for Your Store (this month)



- 1) Pull a list of sold/serviced recalled products; match serials/VINs to notices.
- 2) Follow manufacturer's instructions; create service kits and book owners proactively.
- 3) Train advisors to explain hazards and remedies clearly; add a counter sign with QR codes to official notices.

Brought to you by the LSVDA Policy & Safety Committee

5. Advocacy & Member Benefits

5.1 How LSVDA Is Working for You: Advocacy, Education, Networking

The association's mission is to support and promote the interests of low-speed vehicle dealers, manufacturers and suppliers.

What that means in practice: we are engaging in federal and state regulatory matters, developing educational programs (webinars, onsite training), supporting member networking and building supplier/dealer connections.

Your membership gives you access to value-added services: education, advocacy, business consulting (financial modelling, succession planning, etc.) as laid out on the website.

It's our expectation that you'll want to actively engage, attending webinars, using the resources and letting [me](#) know where we can improve.

5.2 Sponsorship and Member Spotlights

We are rolling out sponsorship tiers (Educational, Supplier, Platinum Supplier, OEM), giving sponsoring companies increased visibility and benefits for your dealership network.

If you are a supplier or OEM, we encourage you to explore sponsorship opportunities. Hit the QR code or reach out to our Membership Chair [Gabe](#) or [me](#).

If you are a dealer, sign up now to become a member. There is a level for everyone. We would appreciate you being an early adopter with at least a "Silver" level and if you have multiple locations, sign up for "Platinum" today.



Check out the Spotlights of our newest Dealer Member Tom Flood from Richmond LSV and our newest Supplier Sponsors Lester Electrical and National Powersports Auctions.

Member Spotlight: Tom Flood – Richmond LSV

We met Tom Flood at Golf Carting Expo a couple of weeks ago. I got to know a bit about him and his business and pitched LSVDA member benefits. Tom had some great ideas on public policy and some connections too. Within 10 minutes he signed up for a paid subscription,



right on the show floor. Since then, he has volunteered to serve on our Policy and safety committee. We asked Tom to write a story about his business. In Tom's own words.

"I started my career in advertising by calling on Mercedes-Benz, Lexus and Toyota dealers from Miami to Maine. This gave me a great background in brands, markets and a front row seat on the differences in how to run a dealership. The brand that stood out the most was Lexus, even though it was a new brand at the time (launched in 1990 with LS 400). What set Lexus apart was the culture (Treat every customer like a guest in your home), product, marketing and the relationship of the OEM and the dealers.

I went retail in 2004 as Sales Manager at Lexus of Richmond. In 2010-11, I attended the National Automobile Dealers Association (NADA) Academy. This was a yearlong program that consisted of six weeks of classroom work in DC. (Financial Management, Parts, Service, New, Used and Leadership/Succession planning). In addition, I regularly attended AIADA every May in DC, and all the dealers would call on the state and local legislatures. Within Toyota and Lexus, we had an advocacy group called TLDAN.

Last summer, I opened Richmond LSV as the authorized Bintelli retailer in Richmond, Virginia. My core customer has vacationed in Bald Head Island, Myrtle Beach or down near Charleston and rented a low-speed vehicle. One of the challenges in central Virginia is the lack of awareness of LSV's. In addition, there is lots of confusion over the legal use of golf carts in local neighborhoods.

I was very excited to see the LSVDA being formed and I'm excited to join and volunteer for a committee. I'm located close to DC and being in the state capital city there are lots of opportunities to meet with representatives on current policies.

I'm a new and small LSV dealer, but at this stage of my career, I have big plans to help LSV dealers in the following three areas: 1) Calling on DC representatives on key issues like

STROLL

Tarrington on the James



DELIVERING NEIGHBORHOOD CONNECTIONS



tariffs. 2) Help bring retailers and manufacturers together. 3) Grow LSV awareness and market sales. Follow the journey @RichmondLSV.”

Submitted by LSVDA Dealer Member Tom Flood – Richmond LSV

Member Spotlight: Lester Electrical - Powering Progress from America’s Heartland

For more than six decades, *Lester Electrical* has stood as a pillar of innovation, reliability, and American craftsmanship in the motive power industry. Based in the heartland of the USA—Lincoln, Nebraska—this iconic brand has become synonymous with high-quality battery chargers trusted across the globe in applications ranging from golf cars and floor care equipment to aerial lifts and industrial machinery.

Founded in 1963, Lester built its reputation on quality, innovation, and long-standing partnerships. Whether it’s a global OEM or a private golf car owner, customers know they can count on Lester for chargers that last—and service that stands behind them.

“Our mission has always been to build dependable, forward-thinking charging solutions right here in the heartland,” says Spencer Stock, President & CEO. “We succeed by earning trust—through strong partnerships and products that perform year after year.”

Lester’s chargers are well known for their durability, safety, and adaptability. With decades-long relationships across dealer networks and OEMs, the company continues to lead the motive power space—combining proven performance with ongoing innovation.

As the industry looks to the future of electrification, Lester Electrical remains firmly grounded in its core values: innovation and technical excellence, trusted relationships, and American-made quality. From the factory floor in Nebraska to customers around the world, Lester Electrical is proud to keep the world moving—one charge at a time.





POWERING PROGRESS IN THE HEARTLAND

American-made and built with pride since 1963.

For over 60 years, **Lester Electrical** has been designing and manufacturing industry-leading power solutions in Lincoln, Nebraska.

We're proud to deliver **reliable, high-quality** products backed by exceptional customer support and deep technical expertise.

From our first charger in 1963 to today's smart, connected systems, our commitment remains the same: built to outlast and engineered to perform.



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Member Spotlight: National Powersport Auctions - Your Premier Partner for Golf Car Inventory

National Powersport Auctions (NPA) is your trusted source for high-quality, pre-owned golf cars. As the low-speed vehicle industry continues to evolve, NPA helps dealers stay ahead with smarter inventory management and dependable sourcing solutions.

Since 1990, NPA has combined nationwide reach with personalized service to help dealers source and sell vehicles. We understand the challenges of maintaining consistent, profitable inventory and are committed to providing solutions to help golf dealers adapt to changing market needs.

Smarter Inventory Solutions

NPA delivers proven remarketing and auction services to dealerships, manufacturers, and lenders. With 10 locations nationwide, we host monthly live and simulcast auctions, connecting buyers and sellers across the golf car, powersport, and specialty vehicle industries. Our 24/7 online platform, NPA eSale, gives dealers the flexibility to buy and sell anytime, anywhere.



Transparency You Can Trust

NPA offers a wide range of inventory—from late-model electric fleets to consumer-ready specialty vehicles—all backed by detailed condition reports and photos. Our transparent, data-driven process ensures every transaction is efficient, straightforward, and reliable.

Supporting the Dealer Community

NPA is proud to join the Low Speed Vehicle Dealer Association (LSVDA) as a Founding Partner, reinforcing our commitment to dealer success. To celebrate, NPA is offering all LSVDA members a free one-year new NPA membership, including up to \$300 in buyer fee credits on their first purchase. To join, contact the NPA Dealer Registration team at 888.292.5339 ext. 923301 or dealer-reg@npauctions.com.



Whether you're looking to expand your pre-owned golf car selection or streamline your inventory management process, National Powersport Auctions delivers the expertise, technology, and trusted partnerships that keep your business moving forward.

5.3 Past and Upcoming Events & Education Opportunities

Golf Carting Expo 2025





The LSVDA team had an amazing time connecting with dealers, suppliers, and industry partners from across the country. For a first-year event, the turnout was outstanding, a true reflection of the growth, enthusiasm, and unity within the low-speed vehicle community.

Events like this remind us why we're here: to strengthen dealer relationships, elevate industry standards, and drive the future of low-speed mobility together.

We had three outstanding supporters at the show. It started Thursday with author Dino Dakuras, former consumer and commercial regional dealer manager and strategic account leader for Club Car, signing his new book, "A Legacy Left Behind: A Father's Guide to Life and Business". In the book he recounts dozens of lessons learned from his dad, Billy "the Greek" Dakuras. Seeing Dino took me back to 1984. The year I hired Billy to join my Sales Engineering team. The book is a great read and you can get your cope [HERE](#).



[Jeffrey Allen Inc.](#), a Platinum Level Dealer Member is a premier authorized golf car dealer for [Club Car](#), as well as other leading [golf cart brands](#). They specialize in golf car sales, service, parts, accessories and rentals and serve customers throughout Central and South Florida with showrooms in Tampa, Orlando and Ft. Lauderdale (Davie). They are also a battery distributor. Jeffrey Allen's president, Ben Sverdlow was gracious enough to offer a free giveaway for new LSVDA members signing up at the show.

Ozzie Hughes, from [Kelly's Custom Carts](#) in Ft. Ann, NY won the random drawing of the Bolt Energy USA Battery Giveaway. After receiving the news Ozzie reached out and said "Thank you so much for this amazing prize!!! Chris, Earle, and I really enjoyed our time with you at the expo. As we move forward with more LSV's it is great to know there is support for us dealers. This premium LiFePO4 lithium battery system (valued at over \$3,000 retail!) will power one of our upcoming custom builds — highlighting the latest in performance, range, and reliability for our customers here in the Lake George and Upstate NY region."



I ran into Jill Aerni, Director of Sales and Marketing, [Lester Electrical](#) at the Networking event Wednesday evening. She saw the action at the LSVDA booth Thursday morning and after a chat, she decided to offer a giveaway of their brand new, Made in America charger system, the TT 650. By noon, the signage was in place at our booth.



We are pleased to announce that Jenny Starnes of [Grove Motor South](#) won the Lester Charger Giveaway. Grove Motor South offers a full suite of golf carts, low-speed vehicle (LSV) conversions, and electric mobility solutions. The business emphasizes new electric vehicle models, used carts, lithium battery upgrades, and street-legal LSV conversion services. The team, including Jenny Starnes, is known for outstanding customer service and technical expertise when it comes to high-performance and eco-friendly carts. Their mission: "eco-friendly, high-performance transportation solutions with unmatched customer service."

A huge thank-you to Golf Carting Magazine for hosting such a successful event, and to all the exhibitors, sponsors, and attendees who made it possible. From innovative products to insightful conversations, the energy was electric, and we are already looking forward to next year's summit!

PGA Show and Your Business Predictions



We are planning our attendance for the PGA Show and wanted to know if you will be there. We are also interested in your predictions on how your 2025 will finish compared to 2024 and your feelings about 2026.

Please take this 45 second ANONYMOUS [LSVDA Micro Poll](#).



We will close the poll mid-November and post the results on our social media accounts and in next month's Newsletter.

And, let [me](#) know what other polling questions you would like to see and the frequency.

Upcoming Webinar

Watch our first industry-round table online seminar (silver, gold, and platinum members only) planned before year-end. We will cover LSV regulatory changes, dealer case studies, and product innovations, plus break-out sessions for resort/HOA vs fleet sales strategies.

Also check the Members Portal in mid Q1 2026 for training modules on "LSV Dealer Best Practices", "Fleet Conversion Strategies", and "Accessory Business Growth".

In-depth Survey

We want to publish a **State-of-the-Industry Report** during the PGA Show. The only way this happens is if we can get credible information from you. In a few weeks, Member Dealers will receive an invitation from me to participate in what will be an anonymous 10-minute survey. That is a long survey, yet the information and analysis derived will be invaluable to you and the broader industry. I'll am looking for sponsor partners to offer prizes for those providing some additional information.

5.4 Working for You: The Leadership of LSVDA

It takes more than a village. **It takes ALL of us together.** And we are walking the talk and the walk.... I mean the ride. We have been very fortunate to assemble and onboard the following professionals and business owners to serve your needs. Join us for the ride.



Board Chair: **Brian Rott** – Brian serves as CEO of Cart Mart and is a visionary leader and entrepreneur with a lifelong passion for business growth, customer experience, and community impact. With decades of experience in leadership and operations, he has built a culture centered on integrity, innovation, and excellence. Brian is known for his hands-on approach, empowering teams to perform at their highest level while maintaining a strong commitment to customer satisfaction and company values. His leadership philosophy blends strategic foresight with genuine care for people, driving sustained growth and long-term success. Under his direction, the organization continues to expand its reach, reputation, and industry influence.



Board Vice Chair: **Ben King** – A Fort Worth, Texas native, Ben King serves as Vice President and General Manager of Metro Golf Cars, a family-owned business founded by his father in 1974. He is also President of Martex Global Enterprise, a manufacturing company he founded in 2008, and President of Boot Jack King Development. A former scholar-athlete and basketball enthusiast, Ben holds both a BBA and MBA from Texas Wesleyan University. Deeply committed to community and industry leadership, he serves on several boards, including the Texas Wesleyan President’s Advisory Board and the LSV Best Practice 20 Group. Ben values family, service, and continuous innovation.



Board Secretary and Executive Director: **Mike Alexander**. Mike is a leading consultant and executive advisor in the small vehicle and powersports industry, with extensive experience across golf carts, side-by-sides, LSVs, and utility vehicles. He advises OEMs, suppliers, and dealers on growth strategy, innovation, and organizational performance, helping clients “play bigger” to dominate their markets. As founder of Sea Anchor Group, LLC, Mike guides startups and private equity backed companies through investment, transformation and leadership development. A seasoned executive and former senior leader in global vehicle manufacturing, he has also served on multiple corporate boards and industry associations, shaping best practices, safety standards, and sustainable growth across the electric mobility ecosystem.



Communications Chair: **Jodi Eyles** - Jodi is a seasoned publishing and marketing professional with over 30 years of experience in the golf car and low-speed vehicle industry. As owner and publisher of *Golf Car Options* magazine the only woman-owned publication in the field—she is dedicated to connecting manufacturers, dealers, and owners through relevant, insightful content. Before launching her own publication, Jodi spent 24 years at Nivel and *Golf Car News*, where she managed editorial production and marketing initiatives. With deep industry knowledge and strong relationships, she continues to serve as a trusted liaison, advocate, and voice for the evolving LSV community.

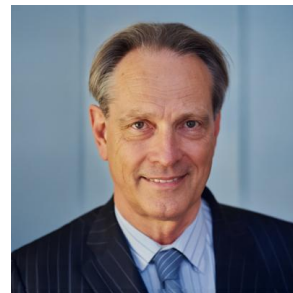


Finance Committee Chair: **Frank Jaime** - Frank serves as the CFO of Cart Mart and is a seasoned financial executive with extensive experience in corporate finance, accounting, and strategic business management. He excels at building scalable financial systems, improving operational efficiency, and guiding companies through periods of growth and transformation. With a disciplined yet forward-thinking approach, Frank provides strong fiscal leadership that balances profitability with long-term sustainability. His expertise spans budgeting, forecasting, cost control, and organizational planning. Known for his integrity and collaborative leadership style, Frank partners closely with department heads to align financial performance with strategic objectives, ensuring stability and success across all areas of the business.



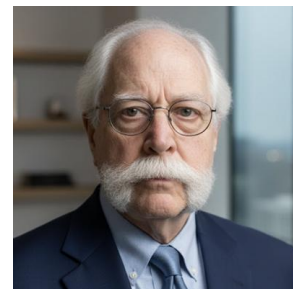
Industry News Committee Chair: **Stephen Metzger Ph.D.**

Dr. Metzger is a respected economist, researcher, and consultant with more than 30 years of experience analyzing global markets and emerging technologies. As Managing Director of Small Vehicle Resource, LLC (SVR), he leads research and consulting focused on the small electric and task-oriented vehicle industry, including golf cars, UTVs, and low-speed vehicles. His work provides actionable insights into market trends, competitiveness, and growth opportunities for manufacturers, dealers, and policymakers. As Industry News Committee Chair for the LSVDA, Dr. Metzger is dedicated to advancing industry knowledge and innovation through credible research and data-driven analysis.



LSV Industry Historian/Archivist Committee Chair: **Jack Triolo**

With over 40 years in the golf car and low-speed vehicle industry, Jack Triolo has been a driving force in shaping its growth and innovation. As President and CEO of Mountaintop



Golf Cars, he is recognized for his deep technical expertise, pioneering work in parts and accessories, and lifelong commitment to advancing the industry. Now serving as the LSV Industry Historian and Archivist Committee Chair, Jack documents the evolution of electric mobility from its early days to today's dynamic market. Known as one of the best storytellers in the business, he continues to educate, inspire, and preserve industry history.

Membership Committee Chair: **Gabe West** - Gabe West serves as the CTO of Cart Mart and is an experienced digital leader with over two decades of expertise in e-commerce, marketing, and technology integration. He specializes in developing unified systems that connect sales, marketing, and operations to improve efficiency and customer experience. Known for his creative vision and analytical approach, Gabe has led numerous digital transformation initiatives, branding campaigns, and automation projects that drive measurable growth. His leadership blends strategy, innovation, and collaboration to empower teams and streamline performance across multiple business segments. Gabe is passionate about leveraging technology to simplify processes and deliver meaningful, data-driven results.



Operational Excellence Committee Chair: **Gabor Hajos** - Gabor is a seasoned operational leader with more than 30 years of global experience optimizing manufacturing, supply chain, and product development processes. Renowned for his expertise in Lean, Six Sigma, and change management, he has successfully led transformation initiatives that enhance efficiency, quality, and profitability across diverse industries. As founder of GR8 Advisor Group, Gabor works with executive teams to align operations with strategic objectives and cultivate high-performance, results-driven cultures. Combining engineering precision with strategic insight, he is recognized for his ability to translate complex challenges into sustainable, measurable business improvements that drive long-term growth.



Policy and Safety Committee Chair: **Paul Vitrano** - Paul is a respected leader in the powersports and electric vehicle industry, recognized for his expertise in business development, government relations, and regulatory policy. As Co-Founder, SVP, and Head of International Business Development at Waev Inc., he drives global growth and strategic partnerships while overseeing legal and policy affairs. Paul previously held senior leadership roles at Polaris Inc. and served as Executive Vice President and General Counsel for several major industry associations, including the Motorcycle Industry Council and the Specialty Vehicle Institute of America. His work continues to shape responsible growth and innovation across the mobility sector.



6. Closing Thoughts – Looking Ahead

6.1 Key Take-aways for Dealers

- Understand your local regulatory environment, where your LSVs can legally be used matters as much as the vehicle features. Be the expert that your local legislators can count on perfect ordinances and define the appropriate operating environments.
- Expand your market view beyond HOA/resort: fleet, commercial, and last-mile delivery are growth areas.
- Build your accessory/after-market service offering, margins there are critical. Let us hear [what you need](#).
- Monitor safety, recalls, and liability issues proactively. Your reputation relies on safe and informed usage for customers.
- Use the association's resources. Education, networking, advocacy, to stay ahead of change.

6.2 What to Watch in Q4 & 2026

- Municipalities may accelerate “slow-vehicle network” infrastructure (paths, signage, zoning) which could open new sales territories. Here's an [EXAMPLE](#).
- State regulatory clarifications: e.g., whether LSVs will be allowed on more roads, or whether speed/classification requirements will be relaxed or tightened.
- Technological advances: better battery performance, smart vehicle features for LSVs, connectivity, mapping (like [WaddleNav](#)) and fleet management tools.
- Competitive evolution: new entrants, OEMs targeting the LSV/NEV space, which could put pressure on pricing or require differentiation by dealer service.
- Advocacy opportunities: local licensing, linkage with sustainable mobility initiatives, which could fund fleets or municipal adoption of LSVs.

Thank you for reading. Stay connected, stay educated and let LSVDA know how we can help you grow and succeed in the expanding LSV marketplace.

Driving Forward.,





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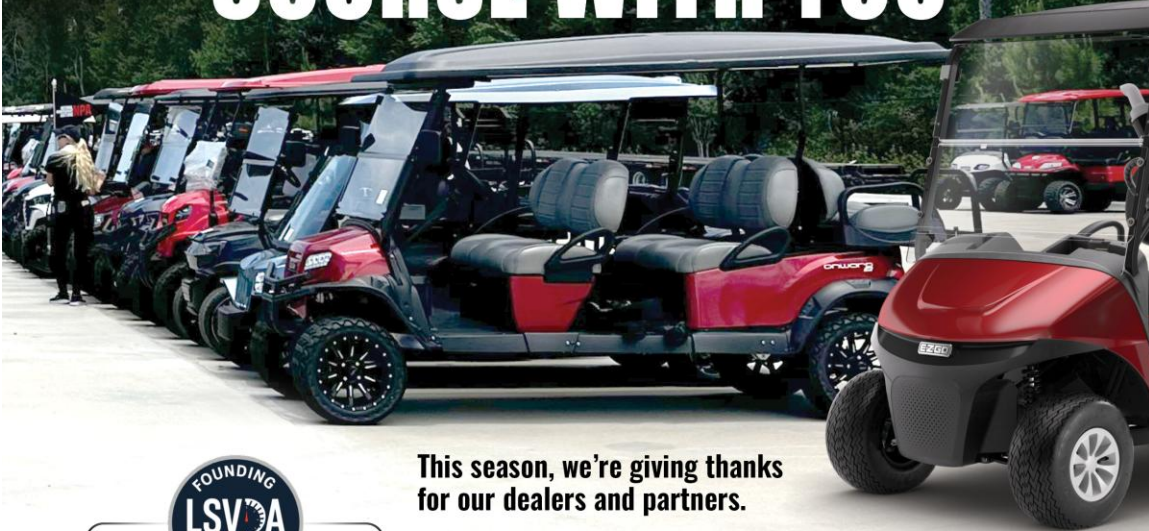
Mike Alexander, Executive Director, Low Speed Vehicle Dealer Association

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