



*Automotive Service Councils of California*  
Professionals in Automotive Service ~ Since 1940

**Automotive Service Councils  
of California**

One Capitol Mall, Suite 800  
Sacramento, CA 95814-3229  
(916) 924-9054  
(800) 810-4272  
FAX (916) 444-7462  
E-mail: info@ascca.com

# Team Weekend Book

*ASCCA January 2020 Team Weekend  
Embassy Suites Riverfront Promenade, Sacramento, CA*

*Government Affairs Committee Meeting  
Chapter Representatives Committee Meeting  
Board of Directors Meeting  
Leadership Orientation  
Strategic Planning*

January 25-26, 2020

Thank you to our Team Weekend Sponsors:



## **Antitrust Compliance Policy**

It shall be the policy of the Association to be in strict compliance with all Federal and State Antitrust laws, rules and regulations. Therefore:

1. These policies and procedures apply to all membership, board, committee and other meetings of the Association, and all meetings attended by representatives of the Association.
2. Discussions of prices or price levels is prohibited. In addition, no discussion is permitted of any elements of a company's operations which might influence price such as:
  - a. Cost of operations, supplies, labor or services;
  - b. Allowance for discounts;
  - c. Terms of sale including credit arrangements; and,
  - d. Profit margins and mark ups provided this limitation shall not extend to discussions of methods of operation, maintenance, and similar matters in which cost or efficiency is merely incidental.
3. It is a violation of Antitrust laws to agree not to compete, therefore, discussions of division of territories or customers or limitations on the nature of business carried on or products sold are not permitted.
4. Boycotts in any form are unlawful. Discussion relating to boycotts is prohibited, including discussions about blacklisting or unfavorable reports about particular companies including their financial situation.
5. It is the Association's policy that all meetings attended by representatives of the Association where discussion can border on an area of antitrust sensitivity, the Association's representative request that the discussion be stopped and ask that the request be made a part of the minutes of the meeting being attended. If others continue such discussion, the Association's representative should excuse himself from the meeting and request that the minutes show that he left the meeting at that point and why he left. Any such instances should be reported immediately to the President and staff of the Association.
6. It is the Association's policy that a copy of these Antitrust Compliance Policies and Procedures be given to each officer, director, committee member, official representative of member companies and Association Management Company (AMC) employees annually and that the same be read or understood at all meetings of the membership of the Association. A copy of this policy will be included in every meeting agenda packet.



**MISSION STATEMENT:** To provide business resources for our members and to advance the professionalism of the Automotive Repair Industry.

**CORE PURPOSE:** To elevate and unite automotive professionals and give them voice.

**CORE VALUES:** Integrity, Compassion, Professionalism, Unity

**BHAG:** Make the public aware that ASCCA means skilled professionalism and inspired customer trust.

**LONG-RANGE GOALS:**

- **MEMBERSHIP:** To Increase Membership by 100% (to approximately 2,000)
- **GOVERNMENT AFFAIRS:** Increased credibility and influence in government and regulatory affairs
- **PUBLIC RELATIONS:** To promote positive relations between the motoring public and ASCCA members.
- **EDUCATION:** Elevate professionalism through increased focused education

**2019 Goals:**

Chapter Representatives Committee

- Developing relationships between the Chapters and ASCCA's liaisons
- Increased promotion of ASCCA Legislative Fly-in Day
- 100% participation in Chapter Reps Committee meetings

Connected Cars

- News/training resources for membership
- Ongoing representation with other industry groups
- Potential "Connected" certification for best practices
- Cybersecurity guidance for shops

## Education Training & Information Committee

- Automotive Technician Training Standards (ATTS) - Review for possible management by ASCCA
- Building an online Educational Resource Video Library
- Continue to identify educational opportunities that support the mission of the association

## Membership Committee

- 150-plus new members in 2019

## PR Committee

- Improve ASCCA's visibility to the aftermarket industry

## **CODE OF ETHICS:**

1. To promote goodwill between the motorist and the automotive industry.
2. To have a sense of personal obligation to each individual customer.
3. To perform high quality services at a fair and just price.
4. To employ the best skilled personnel obtainable.
5. To use only proven merchandise of high quality, distributed by reputable firms.
6. To itemize all parts and adjustments in the price charged for services rendered.
7. To retain all parts replaced for customer inspection, if so requested.
8. To uphold the high standards of our profession and always seek to correct any and all abuses within the automotive industry.
9. To uphold the integrity of all members.
10. To refrain from an advertisement, which is false or misleading or likely to confuse, or deceive the customer.

## Robert's Rules of Order Quick Reference Sheet

Robert's Rules can be confusing to people who have never encountered it before. However, it is the most efficient way to handle business at a large meeting. Robert's Rules of Order protects the rights of the majority, of the minority, of individual members, of absentees, and all of these together.

The following points and chart should cover all you need to know to effectively participate during a meeting.

- Only voting delegates may make motions or vote on motions.
- Non-voting delegates may participate in the debate on a motion.
- State your name and the Chapter you represent (also add that you are a non-voting delegate, if necessary) when speaking or making a motion.
- Stand in line at one of the microphones to obtain the floor.
- You do not need to obtain the floor to second a motion or to make one of the motions that allow you to interrupt the speaker (although the chair may ask you to go to a microphone).
- Attempts to use point of order, point of information, or parliamentary inquiry to participate in the debate will be ruled out of order.
- Address your comments to the chair and not to another member (don't directly engage in debate with another member).
- An amendment to a motion may be amended, but an amendment to an amendment to a motion may not!

	<b>You want to...</b>	<b>You say...</b>	<b>Can you interrupt a speaker?</b>	<b>Does your motion need a second?</b>	<b>Is your motion debatable?</b>	<b>Can someone amend your motion?</b>	<b>Applies to which motions?</b>	<b>Vote Required</b>
D	alert the chair to an urgent matter affecting the assembly or of personal privilege.	I rise to a question of {privilege affecting the assembly, personal privilege}.	Yes	No	No	No	None	None
E	have the Convention follow the agenda.	I call for the orders of the day.	Yes	No	No	No	None	No vote
G	end debate and vote on the motion.	I move the Previous Question.	No	Yes	No	No	Any debatable or amendable	2/3
J	send a matter to committee.	I move to commit the motion...	No	Yes	Yes	Yes	No subsidiary motion	Majority
K	modify a pending motion.	I move to amend...	No	Yes	Yes (usually)	Yes	All amendable	Majority
M	bring business before the Convention.	I move...	No	Yes	Yes	Yes	None	Majority
S	alert the chair to some error.	Point of order.	Yes	No	No	No	Any error	No vote
T	disagree with the ruling of the chair.	I appeal from the decision of the chair.	Yes	Yes	Yes (usually)	No	Decision of the chair	Majority or tie
X	have the vote counted using a rising vote.	I call for a division.	Yes	No	No	No	Voice or hand vote	None
Y	obtain information on parliamentary law or rules of the organization.	A parliamentary inquiry, please.	Yes (if urgent)	No	No	No	Any motion	No vote
Z	request information relating to the business at hand.	A point of information, please.	Yes (if urgent)	No	No	No	Any motion	No vote



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 E-mail: info@ascca.com

# ASCCA January 2020 Team Weekend Schedule

Thank you to our Team Weekend Sponsors:



### Saturday, January 25 *Dress Code - Business Casual*

8:00 am – 8:10 am	Welcome – Pledge, Opening Comments
8:10 am – 8:15 am	NEW: Induction of new members and first-time Team Weekend attendees.
<b>8:15am – 10:00am</b>	<b>Government Affairs Committee</b>
10:00am – 10:30am	Break
<b>10:30am – 12:00pm</b>	<b>Chapter Representatives Meeting</b>
12:00pm – 1:00pm	Lunch
<b>1:00 pm – 2:30 pm</b>	<b>Leadership Orientation</b>
2:30 – 3:00 pm	Break
<b>3:00 – 5:00 pm</b>	<b>Board of Directors Meeting</b>
Evening	ASCCA group dinner (no-host) – <u>ALL</u> are welcome & encouraged to attend. Location TBD.

### Sunday, January 26 *Dress Code - Business Casual*

8:30 am – 8:40 am	Welcome – Pledge, Opening Comments
<b>8:40 am – Noon</b>	<b>ASCCA Strategic Planning Session</b>
Noon – 1:00pm	Lunch
<b>1:00 – 5:00pm</b>	<b>ASCCA Strategic Planning Session (Continued)</b>
5:00pm	Adjourn



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# STRATEGIC PLAN



**JANUARY 25-26, 2020**  
**TEAM WEEKEND**  
**SACRAMENTO, CA**

Join us on January 25-26 for a unique Team Weekend Event at  
Embassy Suites Riverfront Promenade  
100 Capitol Mall, Sacramento, CA 95814



**Leadership Training**  
Join the ASCCA Board of Directors Orientation as David Butler shares his expertise in organizational management.

**Strategic Planning**  
In this special session, ASCCA leaders participate in a strategic planning process with expert facilitator Dori Eppstein.

**Important Updates**  
Join the Chapter Representatives & Government Affairs Committees for important updates on legislation and committee reports.

## Register Now!



For more information, contact us at 916-924-9054 x137 or bichimaru@amgroup.us

# Stay Informed. Be Heard.

LEGISLATIVE APPOINTMENTS - PROMENIENT GUEST SPEAKERS - INDUSTRY EXPOSURE - LEGISLATIVE/REGULATORY UPDATE

## FLY-IN SCHEDULE:

8:30 - 9:00 AM WELCOME BREAKFAST

8:30 - 9:00 AM GUEST SPEAKERS

10:30 AM - NOON LEGISLATIVE APPOINTMENTS

NOON - 1:00 PM LUNCH AT CAPITOL EVENT CENTER

1:30 - 3:00 PM LEGISLATIVE APPOINTMENTS



## AUTOMOTIVE AFTERMARKET INDUSTRY LEGISLATIVE DAY

Coordinated by ASCCA

STATE CAPITOL | TUESDAY, APRIL 28, 2020 | 8:30 AM - 3:00 PM

## Join the Automotive Aftermarket Industry For A Day at the Capitol!

The Automotive Aftermarket Industry is joining together for a Legislative Fly-In! Don't miss out on this opportunity to connect with others in the industry. Fill out this registration form and make your travel arrangements. Reservations will be accepted on a first come, first serve basis. Past speakers have included: *Chief, Bureau of Automotive Repair; Governor's Small Business Advocate; Governor's Economic Adviser; Chair, Select Committee on Career Technical Education & Workforce Development; Chair, Senate Transportation & Housing Committee.*

**EVENT LOCATION:** Capitol Event Center, 1020 11th Street, Sacramento, CA, one block from the California State Capitol Building.

**HOTEL INFORMATION:** Legislative Day guests will be on their own to make hotel arrangements. A walking-distance hotel can be recommended upon request.

## Complete Registration Form

[click here for online registration or scan:](#)

Name: \_\_\_\_\_ Chapter: \_\_\_\_\_  
City: \_\_\_\_\_ Affiliation: \_\_\_\_\_  
E-mail: \_\_\_\_\_ Cell Phone: \_\_\_\_\_

Yes, I plan to attend the Welcome Breakfast (8:30 – 9am)

Yes, I plan to attend lunch (Noon-1:00pm)

Please schedule appointments with legislators who represent my business and home address.  
(The following information is required in order to schedule your legislative appointments.)

Business address: \_\_\_\_\_

Home address: \_\_\_\_\_

I will schedule my own appointment with my legislator(s). Find your legislator: <http://findyourrep.legislature.ca.gov/>

**REGISTRATION DEADLINE:** Registrations must be received by **April 17, 2020** in order for staff to schedule legislative appointments on your behalf.

**PREPARATION CONFERENCE CALL:** A Legislative Day preparation conference call is scheduled for April 20 at 2:00 PM. You may access the call at [www.uberconference.com/ascca](http://www.uberconference.com/ascca).

Please return this form via e-mail or fax to: [cwheeler@amgroup.us](mailto:cwheeler@amgroup.us) OR 916.444.7462 (fax).

**Want More Information?** Visit [www.ascca.com](http://www.ascca.com), upcoming events **OR** contact Cindy at 916.924.9054 x136.

Participating associations:



# Southwest Flight Schedules

## ASCCA LEGISLATIVE FLY-IN

STATE CAPITOL | TUESDAY, APRIL 28, 2020 | 8:30 AM – 3:00 PM

*Please plan to arrive before the 8:30am Welcome Breakfast.  
Arrange departing flights at or after 5:30pm to allow enough time to go through the airport.  
Check other airlines or arrive the previous evening if you can not make an early flight. The  
flight information is subject to change by SouthWest Airlines.*

## Arrival Flights to Sacramento Airport (SMF)

### For April 28

Airport	Flight #	Depart	Arrive
Burbank (BUR)	936	7:10am	8:30am* Late
Los Angeles (LAX)	197	6:25am	7:55am
Ontario (ONT)	2093	6:00am	7:20am
Orange County (SNA)	1384	7:15am	8:50am* Late
San Diego (SAN)	1916	6:42am	8:10am

## Departing Flights to Southern California Airports

Airport	Flight #	Depart	Arrive
Burbank (BUR)	1399	4:45pm	6:30pm
Los Angeles (LAX)	651	5:25pm	6:55pm
Ontario (ONT)	2119	5:10pm	6:30pm
Orange County (SNA)	1740	3:40pm	5:05pm* Early
San Diego (SAN)	1967	4:45pm	6:10pm



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**LEGISLATIVE DAY  
FIRST-TIME ATTENDEE REIMBURSEMENT APPLICATION**

**Procedures**

Any ASCCA member who has not previously attended an ASCCA Legislative Day event may be nominated by their Chapter President and Chapter Representative to receive travel reimbursement. The reimbursement amounts will not exceed \$150 per person for attendees traveling within a 150-mile radius of the event location, or \$250 per person for attendees traveling further than 150 miles.

**All nominations must be reviewed and approved by ASCCA Government Affairs Committee prior to the event.**

This application may be used as your travel reimbursement request. Simply include supporting documents for costs incurred by the attendee, such as mileage, tolls, airfare or hotel accommodations.

Request Date: \_\_\_\_\_

Applicant Name: \_\_\_\_\_

Nominating Chapter: \_\_\_\_\_

Payee Address: \_\_\_\_\_  
\_\_\_\_\_

Event Date: \_\_\_\_\_

**Expense Estimates**

Date	Auto Mileage # miles x 58 cents per mile.	Auto Rental / Taxi	Airplane/Train Fare	Parking /Tolls
Please subtract any Chapter funds that will be applied towards the attendee's expenses				
Total Expenses (Minus Chapter funds applied)				

\_\_\_\_\_  
Applicant Signature

\_\_\_\_\_  
Date

**Submit completed request to:**

Email: [asccaadmin@ascca.com](mailto:asccaadmin@ascca.com) Fax: (916) 444-7462 | Mail: 1 Capitol Mall, Suite 800 Sacramento, CA 95814  
OR Fax 916-444-7462

# ASCCA Meetings Calendar 2020

(All meeting dates are tentative and subject to change)

<b>Bylaws and Policy Committee</b>	<b>As Needed</b>	<b>All Meetings Via Uber Conference Call</b>  <a href="https://uberconference.com/ascca">URL: uberconference.com/ascca</a>  <b>Dial: 916-407-0765 (No Pin Needed)</b>
<b>Connected Cars</b>	<b>1st Monday</b>	
<b>Women in Automotive Committee (WiAC)</b>	<b>TBD</b>	
<b>Revenue &amp; Benefits Committee</b>	<b>1st Wednesday</b>	
<b>Public Relations Committee</b>	<b>3rd Wednesday</b>	
<b>Membership Committee</b>	<b>2nd Thursday</b>	
<b>Education Training &amp; Information (ETI) Committee</b>	<b>3rd Monday</b>	
<b>Government Affairs Committee</b>	<b>3rd Thursday</b>	
<b>ASCEF Board of Trustees</b>		
<b>Executive / Finance Committee</b>	<b>4th Wednesday</b>	
<b>Chapter Reps Committee</b>	<b>4th Thursday</b>	

## January 2020

January 6, 2020	6:00 - 7:00 pm	Connected Cars	Conference Call
January 9, 2020	6:00 - 7:00 pm	Membership Committee	Conference Call
<b>January 25-26, 2020</b>		<b>ASCCA Team Weekend</b>	Embassy Suites Sacramento

## February 2020

February 3, 2020	6:00 - 7:00 pm	Connected Cars Committee	Conference Call
February 5, 2020	6:00 - 7:00 pm	Revenue & Benefits Committee	Conference Call
February 10, 2020	6:00-7:00 pm	ASCEF Board of Trustees	Conference Call
February 13, 2020	6:00 - 7:00 pm	Membership Committee	Conference Call
February 17, 2020	6:00 - 7:00 pm	Education Training & Information (ETI) Committee	Conference Call
February 19, 2020	6:00 - 7:00 pm	Public Relations Committee	Conference Call
February 20, 2020	2:00 - 3:00 pm	Government Affairs Committee	Conference Call
February 26, 2020	6:00 - 7:00 pm	Executive / Finance Committee	Conference Call
February 27, 2020	6:00 - 7:00 pm	Chapter Reps Committee	Conference Call

## March 2020

March 2, 2020	6:00 - 7:00 pm	Connected Cars Committee	Conference Call
March 4, 2020	6:00 - 7:00 pm	Revenue & Benefits Committee	Conference Call
March 12, 2020	6:00 - 7:00 pm	Membership Committee	Conference Call

# ASCCA Meetings Calendar 2020

(All meeting dates are tentative and subject to change)

March 16, 2020	6:00 - 7:00 pm	Education Training & Information (ETI) Committee	Conference Call
March 18, 2020	6:00 - 7:00 pm	Public Relations Committee	Conference Call
March 19, 2020	2:00 - 3:00 pm	Government Affairs Committee	Conference Call
March 25, 2020	6:00 - 7:00 pm	ASCCA Finance / Executive Committee	Conference Call
March 26, 2020	6:00 - 7:00 pm	Chapter Reps Committee	Conference Call

## April 2020

April 1, 2020	6:00 - 7:00 pm	Revenue & Benefits Committee	Conference Call
April 6, 2020	6:00 - 7:00 pm	Connected Cars Commitete	Conference Call
April 9, 2020	6:00 - 7:00 pm	Membership Committee	Conference Call
April 15, 2020	6:00 - 7:00 pm	Public Relations Committee	Conference Call
April 16, 2020	2:00 - 3:00 pm	Government Affairs Committee	Conference Call
April 20, 2020	6:00 - 7:00 pm	Education Training & Information (ETI) Committee	Conference Call
April 22, 2020	6:00 - 7:00 pm	Executive / Finance Committee	Conference Call
April 23, 2020	6:00 - 7:00 pm	Chapter Reps Committee	Conference Call
April 28, 2019	8:00 am - 3:00 pm	<b>Automotive Aftermarket Industry Legislative Day</b>	Sacramento, CA

## May 2020

May 4, 2020	6:00 - 7:00 pm	Connected Cars Committee	Conference Call
May 6, 2020	6:00 - 7:00 pm	Revenue & Benefits Committee	Conference Call
May 14, 2020	6:00 - 7:00 pm	Membership Committee	Conference Call
May 18, 2020	6:00 - 7:00 pm	ASCEF Board of Trustees	Conference Call
May 20, 2020	6:00 - 7:00 pm	Public Relations Committee	Conference Call
May 28, 2020	6:00 - 7:00 pm	Chapter Reps Committee	Conference Call

## June 2020

June 1, 2020	6:00 - 7:00 pm	Connected Cars Committee	Conference Call
June 24, 2020	6:00 - 7:00 pm	Executive / Finance Committee	Conference Call
<b>June 26-28, 2020</b>		<b>ASCCA Team Weekend</b>	Hilton San Diego Mission Valley

## July 2020

July 1, 2020	6:00 - 7:00 pm	Revenue & Benefits Committee	Conference Call
July 6, 2020	6:00 - 7:00 pm	Connected Cars Committee	Conference Call



# ASCCA Meetings Calendar 2020

(All meeting dates are tentative and subject to change)

## November 2020

November 2, 2020	6:00 - 7:00pm	Connected Cars Committee	Conference Call
<b>November 21-22, 2020</b>		<b>ASCCA Team Weekend</b>	Embassy Suites Sacramento
November 20, 2020	1:00 - 4:00 pm	<b>ASCEF Strategic Planning Meeting</b>	AMG Office - Sacramento

## December 2020

December 2, 2020	6:00 - 7:00 pm	Revenue & Benefits Committee	Conference Call
December 7, 2020	6:00 - 7:00pm	Connected Cars Committee	Conference Call
December 10, 2020	6:00 - 7:00pm	Membership Committee	Conference Call
December 16, 2020	6:00 - 7:00pm	Public Relations Committee	Conference Call
December 17, 2020	2:00 - 3:00pm	Government Affairs Committee	Conference Call
December 17, 2020	6:30 - 7:30pm	Chapter Reps Committee	Conference Call
December 21, 2020	6:00 - 7:00pm	Education Training & Information (ETI) Committee	Conference Call
December 30, 2020	6:00 - 7:00pm	Executive / Finance Committee	Conference Call

# Automotive Service Councils of California

## 2020 State Board of Directors

### President

John Eppstein Chapter 24

**John's Automotive Care**  
**6267 Riverdale Street**  
**San Diego, CA 92120**

Tel (619) 280-9315

Fax (619) 717-8823

john@johnsautomotivecare.com

**Term:** 01/01/2020 To 12/31/2021

### Vice President

Rory Balmer Chapter 14

**Twin Peaks Auto Service**  
**P.O. Box 191**  
**26100 State Highway 189**  
**Twin Peaks, CA 92391-0191**

Tel (909) 337-0082

Fax (888) 313-2621

roryasca14@gmail.com

**Term:** 01/01/2020 To 12/31/2021

### Chap. Reps. Committee Chair

Travis Guy Chapter 48

**Chapter 48 - North Orange County**  
**801 Lakeview Ave, Unit G**  
**Placentia, CA 92870**

Tel (714) 970-8774

Fax

travisguy@yorbalindaautoservice.com

**Term:** 01/01/2020 To 12/31/2020

### Treasurer

John Villa Chapter Sta

**Villa Automotive**  
**34 South Street**  
**San Luis Obispo, CA 93401**

Tel (805) 781-3925

Fax (805) 781-3184

jvilla@villa-automotive.com

**Term:** 01/01/2020 To 12/31/2021

### Secretary

Carolyn Coquillet Chapter 21

**Luscious Garage**  
**475 9th Street**  
**San Francisco, CA 94103**

Tel (415) 875-9030

Fax

carolyn@shop-ware.com

**Term:** 01/01/2020 To 12/31/2021

### Past President

Rocky Khamenian Chapter 48

**Bimmer & Benz Specialists**  
**1998 Placentia Avenue**  
**Costa Mesa, CA 92627**

Tel (949) 642-1410

Fax

4asca@gmail.com

**Term:** 01/01/2020 To 12/31/2020

### Board Director

Lee Chesnin Chapter 12

**BVA, Inc. - Volvo, Honda, Acura, Toyota**  
**1522 Broadway**  
**Santa Monica, CA 90404**

Tel (310) 393-9889

Fax (310) 395-1671

service@bvainc.net

**Term:** 01/01/2020 To 12/31/2021

### Board Director

Scott Brown Chapter 14

**Connie & Dick's Service Center**  
**150 Olive Street**  
**Claremont, CA 91711**

Tel (909) 626-5653

Fax (909) 626-6753

cindyb.cd@gmail.com

**Term:** 01/01/2020 To 12/31/2021

**Board Director**

Tony Callas Chapter 1940

**Callas Rennsport**  
**19080 Hawthorne Blvd**  
**Torrance, CA 90503**

Tel (310) 370-7038

Fax (310) 370-4073

Tony@CallasRennsport.com

**Term:** 01/01/2020 To 12/31/2021

**Board Director**

Jerry L. Kubitsky Chapter 24

**Summit Transmissions**  
**7633 El Cajon Blvd, Suite 100**  
**La Mesa, CA 91942**

Tel (619) 463-9400

Fax (619) 463-9404

jerry123Lee@gmail.com

**Term:** 01/01/2020 To 12/31/2020

**Board Director**

Rob Pitari Chapter 99

**All Wheel Auto, Truck & RV Repair**  
**18730 Old Oasis Road**  
**Redding, CA 96003**

Tel (530) 241-1010

Fax (530) 241-7406

allwheelalignment@msn.com

**Term:** 01/01/2020 To 12/31/2020

**Board Director**

Todd Westerlund Chapter Sta

**Kukui Corporation**  
**1217 Pleasant Grove Blvd**  
**Ste. 110**

**Roseville, CA 95678**

Tel (888) 845-3477

Fax

todd@kukui.com

**Term:** 01/01/2020 To 12/31/2020

**Board Director**

Steve Vanlandingham Chapter 24

**Van's Automotive**  
**10813 Airport Drive**  
**El Cajon, CA 92020**

Tel (619) 596-0011

Fax (619) 596-0022

vansautomotive@hotmail.com

**Term:** 01/01/2020 To 12/31/2020

**Board Director**

Dave Kusa Chapter 42

**Autotrend Diagnostics**  
**2885 S. Winchester Boulevard, Ste F**  
**Campbell, CA 95008**

Tel (408) 866-5140

Fax (408) 866-5198

davidkusa@hotmail.com

**Term:** 01/01/2020 To 12/31/2020

**Board Director**

George Hritz Chapter Sta

**California Automotive Teachers**  
**PO Box 1809**  
**Sonoma, CA 95476**

Tel (707) 486-5148

Fax

george.hritz@sbcglobal.net

**Term:** 01/01/2020 To 12/31/2020

**Advisor**

Jack Scrafield Chapter 05

**North Hollywood Auto Repair**  
**5451 Tujunga Avenue**  
**North Hollywood, CA 91601**

Tel (818) 769-2334

Fax (818) 769-0350

jacknhar@yahoo.com

**Term:** 01/01/2020 To 12/31/2020

***Advisor***

Rob Morrell Chapter Sta

**WORLD PAC**

**37137 Hickory Street**

**Newark, CA 94560**

Tel (510) 755-6058

Fax

robm@worldpac.com

**Term:** 01/01/2020 To 12/31/2020

# Automotive Service Councils of California

## Chapter Representatives

### **Chakarian, Timothy**

05 - Foothill Chapter Representative  
Bimmer PhD  
1539 E. Walnut Street  
Pasadena, CA 91106  
Tel (626) 792-9222  
Fax  
tim@bmwphd.com

### **Chesnin, Lee**

12 - West Los Angel Chapter Representative  
BVA, Inc. - Volvo, Honda, Acura, Toyo  
1522 Broadway  
Santa Monica, CA 90404  
Tel (310) 393-9889  
Fax (310) 395-1671  
service@bvainc.net

### **Small, Stephen**

16 - East Bay Chapter Representative  
Retired Instructor  
25555 Hesperian Blvd  
Hayward, CA 94545  
Tel (510) 427-4345  
Fax  
stephen\_a\_small@yahoo.com

### **Callas, Tony**

1940 - LAX/South Ba Chapter Representative  
Callas Rennsport  
19080 Hawthorne Blvd  
Torrance, CA 90503  
Tel (310) 370-7038  
Fax (310) 370-4073  
Tony@CallasRennsport.com

### **Grech, Paul**

21 - San Francisco Chapter Representative  
Allied Engine (Retired)  
234 Bal Ceta Court  
Danville, CA 94526  
Tel (415) 286-6747  
Fax  
p\_grech@comcast.net

### **Vacant, Vacant**

06 - San Joaquin Val Chapter Representative  
Ch. 6 - San Joaquin Valley  
NA  
NA, CA NA  
Tel  
Fax

### **Bauld, David**

14 - Inland Empire Chapter Representative  
H Mobile Services  
PO Box 281  
Rimforest, CA 92378  
Tel (760) 220-5157  
Fax  
hmobile@bauld.net

### **Schoedl, Dennis**

18 - Long Beach Chapter Representative  
Long Beach Muffler  
3880 East Anaheim St  
Long Beach, CA 90805  
Tel (562) 494-3880  
Fax (562) 434-2086  
shop@longbeachmuffler.com

### **Lezcano, Rich**

20 - Mt Diablo Chapter Representative  
Simply Superior Auto Body  
2110 Market Street  
Concord, CA 94520  
Tel (925) 680-6946  
Fax (925) 680-6961  
rich@simplysuperior.com

### **Sevim, Eric**

23 - Peninsula Chapter Representative  
A+ Japanese Auto Repair  
780 Industrial Road  
San Carlos, CA 94070  
Tel (650) 595-2277  
Fax (650) 595-2911  
apluseric@gmail.com

**Vanlandingham, Steve**

24 - San Diego Chapter Representative  
Van's Automotive  
10813 Airport Drive  
El Cajon, CA 92020  
Tel (619) 596-0011  
Fax (619) 596-0022  
vansautomotive@hotmail.com

**Camara, John**

26 - Tulare/Visalia Chapter Representative  
Chapter 26 - Tulare/Visalia  
440 South K Street  
Tulare, CA 93274  
Tel (559) 688-5721  
Fax (559) 688-1801  
jcamara01@sbcglobal.net

**Kusa, Dave**

42 - San Jose Chapter Representative  
Autotrend Diagnostics  
2885 S. Winchester Boulevard, Ste F  
Campbell, CA 95008  
Tel (408) 866-5140  
Fax (408) 866-5198  
davidkusa@hotmail.com

**Pitari, Rob**

99 - Redding Chapter Representative  
All Wheel Auto, Truck & RV Repair  
18730 Old Oasis Road  
Redding, CA 96003  
Tel (530) 241-1010  
Fax (530) 241-7406  
allwheelalignment@msn.com

**Martirosian, Zarkis**

25 - Fresno Chapter Representative  
Bud Eberwein Brake Service, Inc.  
1559 Broadway  
Fresno, CA 93721  
Tel (559) 268-6359  
Fax (559) 498-6548  
zarkis@budeberwein.com

**Toepp, Bob**

28 - Santa Rosa Chapter Representative  
Bill's Auto Electric and Repair Inc.  
356 West College Ave  
Santa Rosa, CA 95401  
Tel (707) 546-2851  
Fax (707) 544-4758  
billsaer@sonic.net

**Guy, Travis**

48 - No. Orange Cou Chapter Representative  
Yorba Linda Auto Service  
801 Lakeview Ave, Unit G  
Placentia, CA 92870  
Tel (714) 970-8774  
Fax (714) 970-8712  
travisguy@yorbalingdaautoservice.com

## Committee and Task Force List

---

### **Bylaws, Policies & Procedures**

*Email Group Contact Information: ASC-Bylaws-policy@googlegroups.com*

John Eppstein	President	(619) 280-9315	john@johnsautomotivecare.com
Rory Balmer	Vice President	(909) 337-0082	roryasca14@gmail.com
Steve Vanlandingham	Committee Chair	(619) 596-0011	vansautomotive@hotmail.com
Stuart Terry	Vice Chair	(619) 287-9626	stuartterystar@gmail.com
Rocky Khamenian	Member	(949) 642-1410	4asca@gmail.com
Dave Kusa	Member	(408) 866-5140	davidkusa@hotmail.com
Gloria Peterson	Staff	(916) 924-9054	gpeterson@amgroup.us

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### **Connected Cars**

*Email Group Contact Information:*

John Eppstein	President	(619) 280-9315	john@johnsautomotivecare.com
Rory Balmer	Vice President	(909) 337-0082	roryasca14@gmail.com
Carolyn Coquillette	Committee Chair	(415) 875-9030	carolyn@shop-ware.com
Rob Morrell	Vice Chair	(510) 755-6058	robm@worldpac.com
Scott Brown	Member	(909) 626-5653	cindyb.cd@gmail.com
Patrick Cadam	Member	(415) 647-4500	karin@patsgarage.com
Kevin Fitzpatrick	Member	(631) 486-3506	kevin.fitzpatrick@autologic.com
Fred Gruner	Member	(650) 269-6933	fgruner@yahoo.com
Rocky Khamenian	Member	(949) 642-1410	4asca@gmail.com
Dave Kusa	Member	(408) 866-5140	davidkusa@hotmail.com
Niko Sougias	Member	(760) 753-4969	niko@charliesforeigncar.com
Anne Mullinax	Staff	(916) 924-9054	amullinax@amgroup.us
Gloria Peterson	Staff	(916) 924-9054	gpeterson@amgroup.us

---

## Committee and Task Force List

### **Education Training & Information**

*Email Group Contact Information: ASC-ETI@googlegroups.com*

John Eppstein	President	(619) 280-9315	john@johnsautomotivecare.com
Rory Balmer	Committee Chair	(909) 337-0082	roryasca14@gmail.com
Skip Beals	Member	(323) 831-3300	team@c3mnc.com
Mike Chicconi	Member	(559) 271-2431	michaelc@cos.edu
Dick DeLoach	Member	(909) 983-1538	dick.deloach@partsandpeople.com
Evan DeMik	Member	(415) 595-3346	edemik@repairpal.com
Jaime Gonzalez	Member	(714) 895-8156	ocdsn.atl@outlook.com
George Hritz	Member	(707) 486-5148	george.hritz@sbcglobal.net
Rocky Khamenian	Member	(949) 642-1410	4asca@gmail.com
Dave Kusa	Member	(408) 866-5140	davidkusa@hotmail.com
Rob Morrell	Member	(510) 755-6058	robm@worldpac.com
Luke Murray	Member	(510) 755-6058	lukemurray79@gmail.com
Denise Pina	Member	(714) 990-1500	breaautobody@yahoo.com
Jim Silverman	Member	(301) 575-9140	jsilverman@autotraining.net
Steve Vanlandingham	Member	(619) 596-0011	vansautomotive@hotmail.com
Colleen Yarger	Member	(818) 718-6138	colleen.yarger@yahoo.com
Gloria Peterson	Staff	(916) 924-9054	gpeterson@amgroup.us

### **Revenue & Benefits Committee**

*Email Group Contact Information: ASC-Endorse@googlegroups.com*

John Eppstein	President	(619) 280-9315	john@johnsautomotivecare.com
Rory Balmer	Vice President	(909) 337-0082	roryasca14@gmail.com
Todd Westerlund	Committee Chair	(888) 845-3477	todd@kukui.com
Daniel Costa	Member	(415) 377-5876	marinautomotive@gmail.com
Rocky Khamenian	Member	(949) 642-1410	4asca@gmail.com
Dave Kusa	Member	(408) 866-5140	davidkusa@hotmail.com
Rob Morrell	Member	(510) 755-6058	robm@worldpac.com
Maylan Newton	Member	(805) 526-3039	maylan@esiseminars.com
Rob Pitari	Member	(530) 241-1010	allwheelalignment@msn.com
Jim Silverman	Member	(301) 575-9140	jsilverman@autotraining.net
Anne Mullinax	Staff	(916) 924-9054	amullinax@amgroup.us
Gloria Peterson	Staff	(916) 924-9054	gpeterson@amgroup.us

## Committee and Task Force List

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### Government Affairs

*Email Group Contact Information: ASC-GovComm@googlegroups.com*

John Eppstein	President	(619) 280-9315	john@johnsautomotivecare.com
Rory Balmer	Vice President	(909) 337-0082	roryasca14@gmail.com
Dave Kusa	Committee Chair	(408) 866-5140	davidkusa@hotmail.com
James Justus	Vice Chair	(619) 239-2208	jwjustus@aol.com
Glenn Davis	Member	(909) 946-2282	gdaent@dslexreme.com
Rocky Khamenian	Member	(949) 642-1410	4asca@gmail.com
Dennis Montalbano	Member	(559) 438-6508	Dbenzdr@aol.com
Rob Morrell	Member	(510) 755-6058	robm@worldpac.com
Gene Morrill	Member	(626) 963-0814	gene@certautospec.com
Allen Pennebaker	Member	(925) 519-2371	allen@orindamotors.com
Steve Vanlandingham	Member	(619) 596-0011	vansautomotive@hotmail.com
John Villa	Chair, Telematics Task Force	(805) 781-3925	jvilla@villa-automotive.com
Jack Molodanof	Legislative Advocate	(916) 447-0313	jack@mgrco.org
George Hritz	Advisor	(707) 486-5148	george.hritz@sbcglobal.net
Larry Moore	Advisor	(650) 968-5202	moorelarry1251@gmail.com
Gloria Peterson	Staff	(916) 924-9054	gpeterson@amgroup.us

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## Committee and Task Force List

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### **Membership Committee**

*Email Group Contact Information: ASC-Membership@googlegroups.com*

John Eppstein	President	(619) 280-9315	john@johnsautomotivecare.com
Rory Balmer	Vice President	(909) 337-0082	roryasca14@gmail.com
Lee Chesnin	Committee Chair	(310) 393-9889	service@bvainc.net
Jim Silverman	Vice Chair	(301) 575-9140	jsilverman@autotraining.net
Skip Beals	Member	(323) 831-3300	team@c3mnc.com
Daniel Costa	Member	(415) 377-5876	marinautomotive@gmail.com
Shannon Devery	Member	(626) 476-9016	shannon@fdis-sangabrielvalley.com
Rocky Khamenian	Member	(949) 642-1410	4asca@gmail.com
Jerry Kubitsky	Member	(619) 463-9400	jerry123Lee@gmail.com
Jimmy Lea	Member	(408) 482-1035	jimmylea@kukui.com
Angi Roberts	Member	(408) 266-9658	asca-san-jose@assoc-office.com
Steve Vanlandingham	Member	(619) 596-0011	vansautomotive@hotmail.com
John Camara	Advisor	(559) 688-5721	camara01@sbcglobal.net
Anne Mullinax	Staff	(916) 924-9054	amullinax@amgroup.us
Gloria Peterson	Staff	(916) 924-9054	gpeterson@amgroup.us

### **Public Relations**

*Email Group Contact Information: ASC-PRComm@googlegroups.com*

John Eppstein	President	(619) 280-9315	john@johnsautomotivecare.com
Rory Balmer	Vice President	(909) 337-0082	roryasca14@gmail.com
Jerry Kubitsky	Committee Chair	(619) 463-9400	jerry123Lee@gmail.com
John Camara	Member	(559) 688-5721	camara01@sbcglobal.net
Carolyn Coquillet	Member	(415) 875-9030	carolyn@shop-ware.com
Rocky Khamenian	Member	(949) 642-1410	4asca@gmail.com
Rob Pitari	Member	(530) 241-1010	allwheelalignment@msn.com
Ryan King	Staff	(916) 444-3568	rking@amgroup.us
Gloria Peterson	Staff	(916) 924-9054	gpeterson@amgroup.us

## Committee and Task Force List

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### Women in Automotive Committee

Email Group Contact Information: [asc-wiac@googlegroups.com](mailto:asc-wiac@googlegroups.com)

John Eppstein	President	(619) 280-9315	<a href="mailto:john@johnsautomotivecare.com">john@johnsautomotivecare.com</a>
Rory Balmer	Vice President	(909) 337-0082	<a href="mailto:roryasca14@gmail.com">roryasca14@gmail.com</a>
Jennifer Filzen	Committee Chair		<a href="mailto:jenniferfilzen@gmail.com">jenniferfilzen@gmail.com</a>
Tammy Chaffee	Member	(608) 275-3340	<a href="mailto:tammy.chaffee@spectrumbrands.co">tammy.chaffee@spectrumbrands.co</a>
Carolyn Coquillette	Member	(415) 875-9030	<a href="mailto:carolyn@shop-ware.com">carolyn@shop-ware.com</a>
Kenia Cueto	Member	(714) 801-9888	<a href="mailto:kcueto@nocrop.us">kcueto@nocrop.us</a>
Dori Eppstein	Member	(970) 980-3661	<a href="mailto:hello@hellodori.com">hello@hellodori.com</a>
Bonnie Estes	Member	(916) 588-0775	
Rosario Gonzalez	Member	(626) 391-9042	<a href="mailto:chayotek@gmail.com">chayotek@gmail.com</a>
Kate Jonasse	Member	(707) 824-6881	<a href="mailto:kate@ktechautomotive.com">kate@ktechautomotive.com</a>
Dave and Mary Kemnitz	Member	(925) 356-0683	<a href="mailto:rusty@dandhautorepair.com">rusty@dandhautorepair.com</a>
Rocky Khamenian	Member	(949) 642-1410	<a href="mailto:4asca@gmail.com">4asca@gmail.com</a>
Dave Kusa	Member	(408) 866-5140	<a href="mailto:davidkusa@hotmail.com">davidkusa@hotmail.com</a>
Judy Kusa	Member	408-866-5140	<a href="mailto:judykusa@hotmail.com">judykusa@hotmail.com</a>
Wendy Lucko	Member	(626) 585-7245	<a href="mailto:wllucko@pasadena.edu">wllucko@pasadena.edu</a>
Johanna Reichert	Member	(626) 792-9222	<a href="mailto:bimmerphd@gmail.com">bimmerphd@gmail.com</a>
Tracy Renee	Member	(707) 642-1900	<a href="mailto:TracyReneeT@aol.com">TracyReneeT@aol.com</a>
Rena Rennenbohm	Member	(916) 588-0775	<a href="mailto:Rena@AutomotiveCoachingandTrain">Rena@AutomotiveCoachingandTrain</a>
Jenny Schnacker	Member	(323) 773-2231	<a href="mailto:Jenny@BOFR.org">Jenny@BOFR.org</a>
Jim Silverman	Member	(301) 575-9140	<a href="mailto:jsilverman@autotraining.net">jsilverman@autotraining.net</a>
Jill Trotta	Member	(510) 788-5549	<a href="mailto:jtrotta@repairpal.com">jtrotta@repairpal.com</a>
Colleen Yarger	Member	(818) 718-6138	<a href="mailto:colleen.yarger@yahoo.com">colleen.yarger@yahoo.com</a>
Anne Mullinax	Staff	(916) 924-9054	<a href="mailto:amullinax@amgroup.us">amullinax@amgroup.us</a>
Gloria Peterson	Staff	(916) 924-9054	<a href="mailto:gpeterson@amgroup.us">gpeterson@amgroup.us</a>

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**ASCCA Headquarters General Info:**

Automotive Service Councils of California  
One Capitol Mall, Suite 800  
Sacramento, CA 95814  
Phone: (800) 810-4272 or (916)924-9054  
Fax: (916)444-7462 General Email: [info@ascca.com](mailto:info@ascca.com)

**ASCCA Staff:**

**Gloria Peterson - Executive Director**  
[gpeterson@amgroup.us](mailto:gpeterson@amgroup.us), Phone ext: 104

**Anne Mullinax – Deputy Executive Director**  
[amullinax@amgroup.us](mailto:amullinax@amgroup.us), Phone ext: 131

**Nito Goolan – Staff Accountant**  
[ngoolan@amgroup.us](mailto:ngoolan@amgroup.us), Phone ext: 103

**Ben Ichimaru - Membership Services**  
[bichimaru@amgroup.us](mailto:bichimaru@amgroup.us), Phone ext: 116

**Ryan King - Communications and Publications Manager**  
[rking@amgroup.us](mailto:rking@amgroup.us), Phone ext: 122

**Sarah Austin – Manager Digital and Social Media  
& Membership Services Specialist**  
[saustin@amgroup.us](mailto:saustin@amgroup.us), Phone ext: 110

**Becky McGuire – Event Management**  
[bm McGuire@amgroup.us](mailto:bm McGuire@amgroup.us), Phone ext: 118



*Automotive Service Councils of California*  
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## Automotive Service Councils of California

One Capitol Mall, Suite 800  
Sacramento, CA 95814  
(916) 924-9054  
(800) 810-4272  
FAX (916) 444-7462  
info@ascca.com

# AGENDA

## ASCCA GOVERNMENT AFFAIRS COMMITTEE

*Mission: Increased Credibility and Influence in Government and Regulatory Affairs.*

January 25, 2020 | 8:30 – 10:00 AM (SHARP)

Embassy Suites

100 Capitol Mall, Sacramento, CA

- |   |                           |
|---|---------------------------|
| I. Call to Order  | R. Khamenian              |
| II. Roll Call / Attendance Record – <i>encl.</i>                  | Staff                     |
| III. Minute Approval  | R. Khamenian              |
| a. November 9, 2019 Meeting Minutes – <i>encl.</i>                |                           |
| b. December 19, 2019 Meeting Minutes – <i>encl.</i>               |                           |
| IV. Financials  |                           |
| a. 2020 Budget – <i>encl.</i>                                     | R. Khamenian              |
| V. NASTF & Society of Automotive Engineers (SAE) Committee Update | R. Morrell / Donny Seyfer |
| VI. Action Sheet – <i>encl.</i>                                   | J. Molodanof              |
| VII. Legislative Bill Report – <i>encl.</i>                       | J. Molodanof              |
| VIII. New Business  | R. Khamenian              |
| IX. Old Business  | R. Khamenian              |
| X. Adjournment  | R. Khamenian              |

Government Affairs Committee  
2020 Attendance Record

Member Name	1/25										
1. Kusa, Dave (Chair)											
2. Justus, James (V. Chair)											
3. Rory Balmer											
4. Davis, Glenn											
5. John Eppstein											
6. Khamenian, Rocky											
7. Montalbano, Dennis											
8. Morrell, Rob											
9. Morrill, Gene											
10. Pennebaker, Allen											
11. Seyfer, Donny											
12. Vanlandingham, Steve											
13. Villa, John											
<b>Advisors</b>											
Hritz, George											
Moore, Larry											
Fournier, Phil											
Jim Silverman											

P = Present    A = Absent    E = Excused Absence



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## **Automotive Service Councils of California**

One Capitol Mall, Suite 800  
Sacramento, CA 95814  
(916) 924-9054  
(800) 810-4272  
FAX (916) 444-7462  
info@ascca.com

# **MINUTES**

## **ASCCA GOVERNMENT AFFAIRS COMMITTEE**

*Mission: Increased Credibility and Influence in Government and Regulatory Affairs.*

November 9, 2019

Embassy Suites Sacramento Promenade  
100 Capitol Mall, Sacramento, CA

### I. Call to Order

D. Kusa called the meeting to order at 8:16 am.

### II. Roll Call / Attendance Record

Present: David Kusa, Rory Balmer, John Eppstein, Rocky Khamenian, Steve Vanlandingham, Jim Silverman, John Villa, Dennis Montalbano

Excused: James Justus, Donny Seyfer, Advisors: Larry Moore, Phil Fournier, George Hritz

Absent: Glenn Davis, Rob Morrell, Gene Morrill, Allen Pennebaker

Staff: Gloria Peterson, Kari Groff, Jack Molodanof

Guests: Mandy Bradshaw, Rob Pitari, Steve Small, Stuart Terry, Jerry Kubitsky, Stephani Pitari, Angi Roberts, Jack Scrafield, Travis Guy, Zarkis Martirosian, Skip Beals, Scott Brown, Stuart Terry, Grant Takikawa, Todd Westerlund, Denise Pina, Fred Gruner, Daniel Costa, Ken McKay, Estaban Gonzalez, Tim Chakarian, Uriel Gonzalez, David Bauld, Eduardo Campos

### III. October 24, 2019 Meeting Minutes

The minutes of the October 24, 2019 were deferred due the lack of a quorum.

### IV. Committee Financial Update

- a. 2019 Committee Budget to Actual – There were no changes to the year-to-date financials.
- b. 2020 Proposed Budget – D. Kusa noted that there will be a few changes in the 2020 proposed budget.

### V. NASTF & Society of Automotive Engineers (SAE) Committee Update

D. Kusa presented a report provided by D. Seyfer. The report noted that they will launch a new website in December and welcomes feedback by ASCCA members. The Service Information Request (SIR) process is being overhauled to be more transparent as it will be publicly posted throughout the process. NASTF will only remove the ludicrous, abusive or issues that are readily available and are not, in fact, legitimate SIRs. OEs will be able to respond directly and have their posts visible right away. We believe this will help drive more rapid action from all parties. We are going to give this approach a try and see how it works.

NASTF has offered automakers and scan tool companies a new transaction code on the Vehicle Security Professional (VSP) registry which would allow use of VSP identification (ID) as a means to allow access

to the secure gateway. There are a number of tools being discussed. Several automakers and a couple of scan tool makers have begun the process to determine the feasibility of this process.

#### VI. Action Sheet

J. Molodanof covered the two-year bills that will come back next year and some of the proposals are coming, as follows:

AB 755 – Storm Water – This bill is currently in suspense file. It is attempting to raise the tire fee.

SB 522 – Sales Tax on Service – This bill is in the suspense file.

AB 1359 – Tow Trucks – This is a bill introduced by the Tow Truck industry in order to provide more oversight of the industry. ASCCA has not taken a position but will work with the Tow Truck industry.

AB 1343 & 1345 – Address private postsecondary education. ASCCA is working with UTI to help amend legislation and joined them on a letter seeking technical amendments.

J. Molodanof provided an overview of the issue related to complaint investigations and negative press that has surrounded that. From that issue the idea of grading shops has been considered by Assemblyman Low, but ASCCA is attempting to work on this to allow for more timely investigations by the Bureau of Automotive Repair (BAR).

Safety Inspection – J. Molodanof reported that there has been consideration to the idea of developing legislation to create a vehicle safety inspection program.

Transmission Fuel Additives – J. Molodanof reported about the BAR's recent work with the California Department of Food and Agriculture (CDFA) related to additives in transmission fluids and insuring compliance. The BAR and CDFA are working to create regulations to eliminate additives in transmissions. ASCCA is advocating that shops be able to continue including additives and is working with the manufacturers of these additives to address the concerns so that we do not have to eliminate them all together in California.

#### VII. Minutes

The minutes of the October 24, 2019 meeting were approved by consent.

#### VIII. New Business

2020 Legislative Day – April 28. Preparation webinar is scheduled for April 20.

#### IX. Old Business

There was no old business.

#### X. Adjournment

The meeting adjourned at 9:47 am.



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## Automotive Service Councils of California

One Capitol Mall, Suite 800  
Sacramento, CA 95814  
(916) 924-9054  
(800) 810-4272  
FAX (916) 444-7462  
info@ascca.com

# MINUTES

## ASCCA GOVERNMENT AFFAIRS COMMITTEE

*Mission: Increased Credibility and Influence in Government and Regulatory Affairs.*

December 19, 2019 | 2:00 –3:00

Conference Call

- I. Call to Order  
D. Kusa called the meeting order at 2:00 pm.
- II. Roll Call / Attendance Record  
Present: Dave Kusa, James Justus, John Eppstein, Gene Morrill, Allen Pennebaker, Donny Seyfer, George Hritz  
Absent: Rory Balmer, Glenn Davis, Dennis Montalbano, Steve Vanlandingham, John Villa  
Excused: Rocky Khamenian, Rob Morrell,  
Guest: Steve Caruso  
Staff: Gloria Peterson, Jack Molodanof
- III. November 9, 2019 Meeting Minutes  
Deferred due to a lack of a quorum.
- IV. Financials
  - a. 2019 Year-To- Date Report – There were no change since the prior month report.
- V. NASTF & Society of Automotive Engineers (SAE) Committee Update  
Donny Seyfer reported that NASTF is continuing work on its website. He noted that the end user license agreements being used by the manufacturers are outdated in relation to the tools. Holly Wolfson and D. Seyfer have reached out to the automakers and assisted by building a survey to help.
- VI. Action Sheet  
J. Molodanof reported the meeting that he participated on earlier today on the CAWA Vehicle Inspection Safety Program Task Force. The next call will take place on January 15. Aaron Lowe will possibly make a presentation at the BAG meeting.

BAR is looking to expand their site and fine authority and are creating an internal task force to further examine the issue. It will not require legislative action but would need to go through the regulatory process.

Transmission Fuel Additives – J. Molodanof provided further updates on BAR's work with the California Department of Food and Agriculture (CDFA) related to additives in transmission fluids and insuring compliance.

Split Role Ballot Measure – It will generate about \$10 billion in new tax revenue. It will have the assessor's office reassess commercial property at its current market value. This ballot measure has qualified to be on the 2020 ballot. G. Morrill recommended that this be a priority issue to educate our members to help bring awareness to this issue.

Senator Hertzberg Tax on Service (SB 522) – J. Molodanof reported that he will either use the same bill or introduce a new bill. He does have the support of the Governor on this issue.

VII. New Business

J. Justus reported that he attended a California Small Business Association (CSBAU meeting coordinate by Betty Jo Tocolli at Todd Gloria's office. At the top of his list was the tax on service so they spoke about that and J. Justus expressed his concerns. They also touched on minimum wage, rising health costs, housing costs, immigration and climate change.

VIII. Adjournment

The meeting adjourned at 2:39 pm.

ASCCA Government Affairs Committee  
2020 Approved Budget

	2020 Budget	ACTUAL	Balance
Travel	\$ 700	\$ -	\$ 700.00
Travel-NASTF	\$ -	\$ -	\$ -
Travel-First Time Leg Day Attendee	\$ 2,500	\$ -	\$ 2,500.00
SBC - Gov.	\$ 750	\$ -	\$ 750.00
Legislative Day	\$ 4,300	\$ -	\$ 4,300.00
Facility Rental Fee	\$ -	\$ -	\$ -
Breakfast Cost	\$ -	\$ -	\$ -
Lunch Cost	\$ -	\$ -	\$ -
<b>Total Expenses</b>	<b>\$ 8,250.00</b>	<b>\$ -</b>	<b>\$ 8,250.00</b>

\* Assumes an estimate of \$150 for AV- We are not allowed to use our own AV at this facility.

\*\* These estimates assume an estimated 10% increase over the prior year.

## **ASCCA GOVERNMENT AFFAIRS COMMITTEE 2019**

**Mission: Increased Credibility and influence in Government and Regulatory Affairs**

### **ACTION SHEET**

**01/15/2020**

1. Legislative Bills Update -Jack M.
2. Monitor State Budget-Jack
3. BAR Advisory Group Committee-Tracy, Jack, Gloria
4. BAR Educational Committee-Craig J., Jack M., Phil F., Gloria
5. Oil Change and Minor Services Regulations (vetoed SB 778 & AB 873)
6. California Vehicle Inspection System (Cal-VISTA)-Update
7. BAR Complaint Allegations, Trends, & Unlicensed Enforcement Activity
8. Automotive Fuels & Petroleum Products-Food-Ag (CDFA) Division of Measurements
9. Small Business Committee-John V., Dennis M., James J., Stuart T.
10. Tele-matics
11. National Automotive issues-R2Repair
12. ASCCA Advocacy Fund
13. PZEV Vehicles/Warranties/DAD Machines/CAP
14. Requesting BAR to Redefine Sublet Services
15. BAR Sunset Review

#### **CURRENT BAR REGULATIONS IN PROCESS**

1. BAR-97 Specifications
2. Brake and Lamp Handbooks
3. STAR Program Clean-Up
4. Bureau-Certified Institutions and Instructors
5. Licensing Application Updates

#### **2020 EVENT DATES**

- |         |   |
|---------|---|
| Jan 25  | ASCCA Government Affairs Team Weekend, Embassy Suites, Sacramento, CA   |
| Feb 20  | ASCCA Government Affairs Committee Conference Call                      |
| Mar 19  | ASCCA Government Affairs Committee Conference Call                      |
| Apr 16  | ASCCA Government Affairs Committee Conference Call                      |
| Apr 28  | Automotive Service Industry Legislative Day                             |
| May 21  | ASCCA Government Affairs Committee Conference Call                      |
| June 26 | Automotive Industry Aftermarket Summit, Hilton San Diego Mission Valley |
| June 27 | ASCCA Government Affairs Team Weekend, Hilton San Diego Mission Valley  |
| Aug 20  | ASCCA Government Affairs Committee Conference Call                      |
| Sep 12  | ASCCA Government Affairs Team Weekend, Radisson Fresno                  |
| Oct 15  | ASCCA Government Affairs Committee Conference Call                      |
| Nov 21  | ASCCA Government Affairs Team Weekend, Embassy Suites, Sacramento, CA   |
| Dec 17  | ASCCA Government Affairs Committee Conference Call                      |

# M o l o d a n o f   G o v e r n m e n t R e l a t i o n s

## STATE LEGISLATIVE BILL REPORT

Client: Automotive Service Councils of California

Report Date: January 13, 2020

CA AB 40      **AUTHOR:** Ting [D]  
**TITLE:** Air Quality Improvement Program: Clean Vehicle Rebates  
**FISCAL COMMITTEE:** yes  
**URGENCY CLAUSE:** no  
**INTRODUCED:** 12/03/2018  
**LAST AMEND:** 01/06/2020  
**DISPOSITION:** Pending  
**COMMITTEE:** Assembly Natural Resources Committee  
**HEARING:** 01/15/2020 11:00 am  
**COMMITTEE:** Assembly Transportation Committee  
**HEARING:** 01/13/2020 2:30 pm  
**SUMMARY:**  
Declares it is the policy of the state to place a minimum number of zero emission vehicles on state roads by certain future years. Requires the State Air Resources Board to limit vehicle eligibility for the Clean Vehicle Rebate Project to only those vehicles manufactured by companies that have entered into a specified agreement that has been adopted by the Board and to post that agreement on its website.  
**STATUS:**  
01/09/2020      In ASSEMBLY. Assembly Rule 56 suspended.

CA AB 126      **AUTHOR:** Cooper [D]  
**TITLE:** Air Quality Improvement Program: Clean Vehicle Rebate  
**FISCAL COMMITTEE:** yes  
**URGENCY CLAUSE:** no  
**INTRODUCED:** 12/03/2018  
**LAST AMEND:** 06/24/2019  
**DISPOSITION:** Pending  
**LOCATION:** Senate Transportation Committee  
**SUMMARY:**  
Requires the State Air Resources Board, for the purposes of the Clean Vehicle Rebate Project, to increase rebate payments by \$500 for low-income applicants and to only offer rebates for plug-in hybrids that have an electric range of at least 40 miles.  
**STATUS:**  
07/09/2019      In SENATE Committee on TRANSPORTATION: Heard, remains in Committee.

CA AB 161      **AUTHOR:**                    Ting [D]  
**TITLE:**                                Solid Waste: Paper Waste: Proofs of Purchase  
**FISCAL COMMITTEE:**                yes  
**URGENCY CLAUSE:**                 no  
**INTRODUCED:**                      01/07/2019  
**LAST AMEND:**                        06/27/2019  
**DISPOSITION:**                      Pending  
**LOCATION:**                             Senate Appropriations Committee  
**SUMMARY:**  
Requires a business, as defined, that accepts payment through cash, credit, or debit transactions, subject to certain exceptions, to provide a proof of purchase to a consumer only at the consumer's option and would prohibit a business from printing a paper proof of purchase if the consumer opts to not receive a proof of purchase, unless otherwise required by state or federal law.  
**STATUS:**  
08/30/2019                                In SENATE Committee on APPROPRIATIONS: Held in committee.  
**Position:**                                Concerns

CA AB 210      **AUTHOR:**                    Voepel [R]  
**TITLE:**                                Smog Check: Exemption  
**FISCAL COMMITTEE:**                yes  
**URGENCY CLAUSE:**                 no  
**INTRODUCED:**                      01/14/2019  
**LAST AMEND:**                        02/12/2019  
**DISPOSITION:**                      Pending  
**LOCATION:**                             Assembly Transportation Committee  
**SUMMARY:**  
Exempts from the smog check program all motor vehicles manufactured prior to the 1983 model year.  
**STATUS:**  
03/25/2019                                In ASSEMBLY Committee on TRANSPORTATION: Not heard.

CA AB 215      **AUTHOR:**                    Mathis [R]  
**TITLE:**                                Dumping  
**FISCAL COMMITTEE:**                yes  
**URGENCY CLAUSE:**                 no  
**INTRODUCED:**                      01/15/2019  
**LAST AMEND:**                        02/28/2019  
**DISPOSITION:**                      Pending  
**LOCATION:**                             Assembly Appropriations Committee  
**SUMMARY:**  
Makes dumping waste matter on private property, including on any private road or highway, without consent of the owner, punishable with specified fines. Requires the fine to be doubled for a fourth or subsequent violation if the prosecuting attorney pleads and proves, or, in an infraction case, if the court finds, that the waste placed, deposited, or dumped includes used tires.  
**STATUS:**  
05/16/2019                                In ASSEMBLY Committee on APPROPRIATIONS: Held in committee.

CA AB 238      **AUTHOR:**                      Santiago [D]  
**TITLE:**                                      Unlicensed Automobile Dismantlers: Enforcement  
**FISCAL COMMITTEE:**                      yes  
**URGENCY CLAUSE:**                      no  
**INTRODUCED:**                              01/18/2019  
**DISPOSITION:**                              Pending  
**LOCATION:**                                      Assembly Appropriations Committee  
**SUMMARY:**  
Extends to a specified date provisions requiring the DMV to collaborate with specified state agencies to review and coordinate enforcement and compliance activity related to unlicensed and unregulated automobile dismantling.  
**STATUS:**  
05/16/2019                      In ASSEMBLY Committee on APPROPRIATIONS: Not heard.

CA AB 613      **AUTHOR:**                                      Low [D]  
**TITLE:**    Professions and Vocations: Regulatory Fees  
**FISCAL COMMITTEE:**                      yes  
**URGENCY CLAUSE:**                      no  
**INTRODUCED:**                              02/14/2019  
**DISPOSITION:**                              Pending  
**LOCATION:**                                      Senate Business, Professions & Economic Development Committee  
**SUMMARY:**  
Authorizes each board within the Department of Consumer Affairs to increase every 4 years any fee authorized to be imposed by that board by an amount not to exceed the increase in the California Consumer Price Index for the preceding 4 years, subject to specified conditions. Requires the Director of Consumer Affairs to approve any fee increase proposed by a board except under specified circumstances.  
**STATUS:**  
07/01/2019                      In SENATE Committee on BUSINESS, PROFESSIONS AND ECONOMIC DEVELOPMENT: Heard, remains in Committee.

CA AB 755      **AUTHOR:**                                      Holden [D]  
**TITLE:**    Tire Fee: Stormwater Permit Compliance Fund  
**FISCAL COMMITTEE:**                      yes  
**URGENCY CLAUSE:**                      yes  
**INTRODUCED:**                              02/19/2019  
**LAST AMEND:**                              05/16/2019  
**DISPOSITION:**                              Pending  
**FILE:**    A-3  
**LOCATION:**                                      Assembly Inactive File  
**SUMMARY:**  
Requires the California Department of Tax and Fee Administration to collect the State tire fee and would repeal the provision authorizing the Department of Resources Recycling and Recovery to solicit and use the expertise of, and contract or cooperate with, other state agencies. Increases the State tire fee by a certain amount.  
**STATUS:**  
05/29/2019                      In ASSEMBLY. From third reading. To Inactive File.  
**Position:**                                      Oppose

CA AB 808      **AUTHOR:** Chu [D]  
**TITLE:** Vehicles: Daytime Running Lamps  
**FISCAL COMMITTEE:** yes  
**URGENCY CLAUSE:** no  
**INTRODUCED:** 02/20/2019  
**LAST AMEND:** 04/12/2019  
**DISPOSITION:** Pending  
**LOCATION:** Assembly Transportation Committee  
**SUMMARY:**  
Requires every new motor vehicle, other than a motorcycle, manufactured and first registered or sold in the State on or after a certain date, to be equipped with automatic daytime running headlamps and automatic taillamps.  
**STATUS:**  
04/22/2019      In ASSEMBLY Committee on TRANSPORTATION: Failed passage.  
04/22/2019      In ASSEMBLY Committee on TRANSPORTATION: Reconsideration granted.

CA AB 846      **AUTHOR:** Burke [D]  
**TITLE:** Customer Loyalty Programs  
**FISCAL COMMITTEE:** yes  
**URGENCY CLAUSE:** no  
**INTRODUCED:** 02/20/2019  
**LAST AMEND:** 09/06/2019  
**DISPOSITION:** Pending  
**FILE:** A-44  
**LOCATION:** Senate Inactive File  
**SUMMARY:**  
Amends the Consumer Privacy Act. Authorizes a business to enter a consumer into a financial incentive program only if the consumer affirmatively consents to the material terms of the incentive program. Prohibits the act from being construed to prohibit a business from offering a different price, rate, level, or quality of goods or services to a consumer if the offering is in connection with a consumer's voluntary participation in a loyalty, rewards, premium features, discount, or club card program.  
**STATUS:**  
09/12/2019      In SENATE. From third reading. To Inactive File.

CA AB 1343      **AUTHOR:** Eggman [D]  
**TITLE:** Private Postsecondary Education Act  
**FISCAL COMMITTEE:** yes  
**URGENCY CLAUSE:** no  
**INTRODUCED:** 02/22/2019  
**LAST AMEND:** 06/11/2019  
**DISPOSITION:** Pending  
**LOCATION:** Senate Business, Professions & Economic Development Committee  
**SUMMARY:**  
Prohibits a private postsecondary educational institution that arranges loans, for students, from enrolling residents of the State not already enrolled, unless the institution meets either the requirement that no more than a certain percentage of the institution's tuition revenue, determined is derived from student financial aid provided by a federal agency, or not less than 50% of the institution's tuition

revenue is dedicated to a combination of student instruction and student support.

**STATUS:**

06/17/2019 In SENATE Committee on BUSINESS, PROFESSIONS AND ECONOMIC DEVELOPMENT: Not heard.

**Position:** Opposeunlessamended

CA AB 1345

**AUTHOR:** McCarty [D]  
**TITLE:** Private Postsecondary Education  
**FISCAL COMMITTEE:** yes  
**URGENCY CLAUSE:** no  
**INTRODUCED:** 02/22/2019  
**LAST AMEND:** 08/13/2019  
**DISPOSITION:** Pending  
**LOCATION:** Senate Appropriations Committee  
**SUMMARY:**

Prohibits an institution from providing, directly or indirectly, certain financial incentives to any person, including a student, engaged in student recruitment or admission activities, engaged in awarding financial aid directly to a student, or engaged in the sales of any educational materials directly to a student, if that financial incentive is contingent upon quotas or the success of securing enrollments, admissions, awarding financial aid to a student, or sales of educational materials directly.

**STATUS:**

08/30/2019 In SENATE Committee on APPROPRIATIONS: Held in committee.

**Position:** Opposeunlessamended

**Priority:** High

CA AB 1359

**AUTHOR:** Santiago [D]  
**TITLE:** Vehicles: Tow Trucks  
**FISCAL COMMITTEE:** yes  
**URGENCY CLAUSE:** no  
**INTRODUCED:** 02/22/2019  
**LAST AMEND:** 04/08/2019  
**DISPOSITION:** Pending  
**LOCATION:** Assembly Transportation Committee  
**SUMMARY:**

Requires the Department of the California Highway Patrol to convene an advisory working group that includes representatives from the Department, the towing industry, the insurance industry, and other stakeholders to study the feasibility of developing and maintaining a registry of towing companies operating in the state.

**STATUS:**

04/08/2019 From ASSEMBLY Committee on TRANSPORTATION with author's amendments.

04/08/2019 In ASSEMBLY. Read second time and amended. Re-referred to Committee on TRANSPORTATION.

CA AB 1509

**AUTHOR:** Mullin [D]  
**TITLE:** Solid Waste: Lithium Ion Batteries  
**FISCAL COMMITTEE:** yes  
**URGENCY CLAUSE:** no  
**INTRODUCED:** 02/22/2019  
**LAST AMEND:** 05/01/2019

	<b>DISPOSITION:</b>	Pending
	<b>LOCATION:</b>	Senate Environmental Quality Committee
	<b>SUMMARY:</b>	Establishes the Lithium Ion Battery Recycling Program in the Department of Resources Recycling and Recovery. Requires a covered entity to provide a list of covered products that it sells or offers for sale in the state to the department and the total number of each covered product it sold in the state during the prior year, and to update those lists annually.
	<b>STATUS:</b>	06/06/2019 To SENATE Committee on ENVIRONMENTAL QUALITY.
CA AB 1850	<b>AUTHOR:</b>	Gonzalez [D]
	<b>TITLE:</b>	Employee Classification
	<b>FISCAL COMMITTEE:</b>	no
	<b>URGENCY CLAUSE:</b>	no
	<b>INTRODUCED:</b>	01/06/2020
	<b>DISPOSITION:</b>	Pending
	<b>LOCATION:</b>	ASSEMBLY
	<b>SUMMARY:</b>	Declares the intent of the Legislature to enact legislation that would further clarify the application of the California Supreme Court's decision in Dynamex Operations W. v. Superior Court (2018) and recently-enacted requirements under the Labor Code.
	<b>STATUS:</b>	01/06/2020 INTRODUCED.
CA SB 59	<b>AUTHOR:</b>	Allen [D]
	<b>TITLE:</b>	Autonomous Vehicle Technology: Statewide Policy
	<b>FISCAL COMMITTEE:</b>	yes
	<b>URGENCY CLAUSE:</b>	no
	<b>INTRODUCED:</b>	12/19/2018
	<b>LAST AMEND:</b>	07/03/2019
	<b>DISPOSITION:</b>	Pending
	<b>LOCATION:</b>	Assembly Appropriations Committee
	<b>SUMMARY:</b>	Requires the chair of the commission to establish an advisory committee, the California Council on the Future of Transportation, to provide the Governor and the Legislature with recommendations for changes in state policy to ensure that California continues to be the world leader in autonomous, driverless, and connected vehicle technology.
	<b>STATUS:</b>	08/30/2019 In ASSEMBLY Committee on APPROPRIATIONS: Held in committee.
CA SB 643	<b>AUTHOR:</b>	Roth [D]
	<b>TITLE:</b>	Career Technical Education
	<b>FISCAL COMMITTEE:</b>	no
	<b>URGENCY CLAUSE:</b>	no
	<b>INTRODUCED:</b>	02/22/2019
	<b>DISPOSITION:</b>	Pending
	<b>LOCATION:</b>	Senate Rules Committee
	<b>SUMMARY:</b>	Makes nonsubstantive changes to the State Department of Education career

technical education staff responsibilities.

**STATUS:**

03/14/2019            To SENATE Committee on RULES.

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**Automotive Service Councils  
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One Capitol Mall, Suite 800  
 Sacramento, California 95814  
 (916) 924-9054  
 (800) 810-4272  
 FAX (916) 444-7462  
 E-mail: [info@ascca.com](mailto:info@ascca.com)

**AGENDA**

**ASCCA Chapter Representatives Committee**  
 Saturday, January 25, 2020 | 10:30 am – Noon

November Team Weekend | Embassy Suites Sacramento, Central Pacific Room

*Committee Mission:*

*Promote ASCCA’s Legislative Day | 100% Chapter Participation*

- I. Call to Order T. Guy
- II. Roll Call Staff
- III. Updates/reports
  - a. Armstrong & Associates G. Dailey
  - b. ASCEF D. Kusa
  - c. Connected Cars Committee C. Coquillet
  - d. ETI Committee G. Takikawa
  - e. Government Affairs Committee D. Kusa
  - f. Membership Committee L. Chesnin
  - g. Public Relations Committee J. Kubitsky
  - h. Revenue and Benefits Committee T. Westerlund
- IV. Minutes Approval: 12/19/19 – *encl.* T. Guy
- V. Consent items - dues reports Staff
  - a. Outstanding Chapter Dues – *encl.*  
**December 2019: \$4,973 | November 2019: \$7,331 | December 2018: \$3,734**
  - b. Outstanding State Dues – *encl.*  
**December 2019: \$5,761 | November 2019: \$8,589 | December 2018: \$5,152**
  - c. Year-to-date cancellation report – *encl.*
  - d. Membership aging report – *encl.*
- VI. Discussion items T. Guy
- VII. Adjourn

	<i>January</i>	<i>February</i>	<i>March</i>	<i>April</i>	<i>May</i>	<i>June</i>	<i>July</i>	<i>August</i>	<i>September</i>	<i>October</i>	<i>Nov</i>	<i>Dec</i>
<b>Travis Guy (48), Chair</b>												
Jack Scrafield (5)												
Lee Chesnin (12)												
Rory Balmer (14)												
Kamil Targosz (16) / Steve Small												
Tony Callas (1940)												
Rich Lezcano (20)												
Paul Grech (21)												
Angi Roberts (23)												
Steve Vanlandingham (24)												
Zarkis Martirosian (25)												
John Camara (26)												
Rob Pitari (99)												
Bob Toepp (28)												
Dave Kusa (42)												
John Eppstein, ASCCA President												

Absent  
Excused



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**MINUTES**

**ASCCA Chapter Representatives Committee**

December 19, 2019 | 6:30 – 7:30 pm

*Committee Mission:*

*To develop relationships between the Chapters and Liaisons |  
Promote ASCCA's Legislative Day | 100% Chapter Participation*

I. Call to Order

J. Scrafield called the meeting to order at 6:30 pm.

II. Attendance

Present: Jack Scrafield (5), Rory Balmer (14), Tony Callas (1940), Rich Lezcano (20), Steve Vanlandingham (24), Steven Small (16), Angi Roberts (23), Zarkis Martirosian (25), Dave Kusa (42), John Eppstein, ASCCA President

Absent: Rob Pitari (99), Bob Toepp (28)

Excused: Lee Chesnin (12), John Camara (26), Travis Guy (48)

Guest: Paul Grech, Davey (14)

Staff: Gloria Peterson

III. Consent items - dues reports

a. Outstanding chapter dues by chapter

The object is to review the previous year and current year to see how our progress is matching up. The following was reported.

**December 2019: \$4,973 | November 2019: \$7,377 | October 2018: \$3,945**

b. Outstanding state dues by chapter

**December 2019: \$5,761 | November 2019: \$8,590 | October 2018: \$4,681**

c. Year-to-date cancellation report

**ACTION** Don Cole (Don's Nissan) and Lou Romanello are both not going to renew for chapter 42, because they are retired.

d. Membership aging report

ACTION                    BG Products Chapter 42 – Check with in with Austin Nave about his 2019 dues. He thought they were already paid. Provide it to Angi Roberts.

IV.            Discussion items

J. Scrafield announced that there is currently a state board director position open. It was noted that Gilbert Rios has expressed an interest.

ACTION                    R. Balmer will encourage Gilbert to submit his information.

a. Improving attendance at chapter meetings

J. Scrafield reminded the committee that we do have funds available for first time attendee reimbursement for Team Weekend events.

b. Promoting Legislative Day

It was also noted that there is a first-time attendee reimbursement opportunity for the Legislative Day event. Ideas were shared about how to improve the experience for attendees and draw new individuals to attend.

V.            Adjourn

J. Scrafield called the meeting to order at 7:20 pm.



## Outstanding Chapter Dues By Chapter

**Chapter: 05**

**TOTAL Outstanding Chapter Dues: \$266.66**

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**Chapter: 12**

**TOTAL Outstanding Chapter Dues: \$380.00**

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**Chapter: 16**

**TOTAL Outstanding Chapter Dues: \$100.00**

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**Chapter: 20**

**TOTAL Outstanding Chapter Dues: \$420.00**

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**Chapter: 21**

**TOTAL Outstanding Chapter Dues: \$165.00**

---

**Chapter: 24**

**TOTAL Outstanding Chapter Dues: \$500.00**

---

**Chapter: 25**

**TOTAL Outstanding Chapter Dues: \$35.00**

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**Chapter: 42**

**TOTAL Outstanding Chapter Dues: \$655.00**

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**Chapter: 99**

**TOTAL Outstanding Chapter Dues: \$110.00**

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**TOTAL OUTSTANDING CHAPTER DUES**

**\$2,631.66**



## ASCCA- Outstanding State Dues By Chapter

Chapter: **05**

---

TOTAL State Dues Outstanding: \$266.66

Chapter: **16**

---

TOTAL State Dues Outstanding: \$100.00

Chapter: **20**

---

TOTAL State Dues Outstanding: \$418.00

Chapter: **21**

---

TOTAL State Dues Outstanding: \$100.00

Chapter: **24**

---

TOTAL State Dues Outstanding: \$423.75

Chapter: **25**

---

TOTAL State Dues Outstanding: \$33.33

Chapter: **42**

---

TOTAL State Dues Outstanding: \$148.00

Chapter: **99**

---

TOTAL State Dues Outstanding: \$200.00

Chapter: **Sta**

---

TOTAL State Dues Outstanding: \$618.75

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**TOTAL OUTSTANDING STATE DUES: \$2,308.49**

**ASCCA Cancellations Report**

Report Date: 1/14/20

**YEAR TO DATE CANCELATIONS & NEW MEMBERS**

	YTD	12/16/2019
New members	55	2
Canceled members	63	10
<b>Net change</b>	<b>-8</b>	

**NEW MEMBERS SINCE 12/16/19**

Classic German Motors, Esteban (Steve) Nazarian, RM Chapter 5  
Meissner Automotive, Kurt Meissner, RM Chapter 42

**DROPPED MEMBERS YEAR TO DATE**

2019	Cancelations	New Members	Dues Amount	Net Change in Members	Estimated Net Change
Regular	53	21	\$ 400.00	-32	\$ (12,800.00)
Associate	3	4	\$ 495.00	1	\$ 495.00
Branch	1	1	\$ 250.00	-	-
Educator	3	5	\$ 25.00	2	\$ 50.00
CAT	-	23	-	21	-
Other	3	1	-	-2	\$ (1,200.00)
<b>Total</b>	<b>63</b>	<b>55</b>	<b>-</b>	<b>-1</b>	<b>\$ (13,455.00)</b>

2018	Cancelations	New Members	Dues Amount	Net Change in Members	Estimated Net Change
Regular	36	16	\$ 400.00	-20	\$ (8,000.00)
Associate	10	7	\$ 495.00	-3	\$ (1,485.00)
Branch	3	2	\$ 250.00	-1	\$ (500.00)
Educator	1	1	\$ 25.00	-	-
CAT	-	22	-	22	-
Other	1	7	-	6	-
<b>Total</b>	<b>51</b>	<b>74</b>	<b>-</b>	<b>23</b>	<b>\$ (9,985.00)</b>

**REASONS FOR CANCELING**

2	-	Not sufficient value
19	-	Declined Renewal
22	-	Nonpayment of Dues
10	-	Out of Business
3	-	Financial concerns
6	-	Retired/Sold Shop
1	-	Previous contact left
0	-	Health/Life Issues

Member	Chapter	Mem Type	Joined	Canceled	Reason
All Components Automc	5	RM	2018	23-Sep	Out of Business
Bavarian Garage	5	RM	2017	20-Jun	Declined Renewal
Brake Masters	5	RM	2018	27-Jun	Non Payment of Dues
Chuck Merciers Union 7	5	RM	2018	27-Jun	Retired
Greg's Automotive Servi	5	RM	2005	1-Jul	Out of Business
Silver Star Service	5	RM	1989	10-Jan	Retired
Diego's Auto Repair	5	RM	2015	1-Apr	Not enough value
Paul's Automotive Servi	5	RM	2015	9-Apr	Non Payment of Dues
Joel's Automotive, Inc.	5	RM	2003	18-Dec	Financial concerns/hardship
Main Street Garage	5	RM	2015	21-May	Declined Renewal
Technology Automotive	5	RM	2015	11-Sep	Non Payment of Dues

**ASCCA Cancellations Report**

**Report Date: 1/14/20**

Car Nerds	12	RM	2018	11-Mar	Not enough value
Bagge & Sons	12	RM	1982	19-Apr	Retired/Sold
J & S Precision	12	RM	1984	10-Jul	Non Payment of Dues
Loyola Automotive	12	RM	1970	8-Apr	Retired/Sold
Santa Monica High School	12	EM	2017	10-Jul	Non Payment of Dues
Taylor Company	14	RM	1990	15-Jul	Non Payment of Dues
Broadway German Car Service	18	RM	1977	10-Jul	Declined Renewal
International Motors	18	RM	1989	9-Apr	Non Payment of Dues
Oberjuerge Auto Repair	18	RM	1978	1-Jul	Out of Business
Independent Repair	1940	RM	1981	9-Jan	Retired/Sold
Leo's Auto Repair	1940	RM	2001	30-Dec	Non Payment of Dues
Pierce Bros Garage	1940	RM	2012	30-Dec	Non Payment of Dues
Clayton Valley Auto Service	20	RM	2001	10-Jan	Declined Renewal
Devil Mountain Diesel	20	RM	2011	19-Aug	Non Payment of Dues
Mendelson Autobody	20	RM	2010	24-Jun	Declined Renewal
Auto Analysts	21	RM	2019	30-Dec	Out of Business
Dieter's Independent	24	RM	1971	11-Mar	Retired
Modern Auto Repair	24	RM	2018	21-Jun	Declined Renewal
West Automotive	24	RM	2016	19-Jul	Non Payment of Dues
Hedrick's Hallowell	25	RM	1993	10-Jul	Declined Renewal
Lee's Service, Inc.	25	RM	1991	2-Jul	Declined Renewal
Little John's Auto Electric	26	RM	2017	26-Jun	Financial concerns/hardship
Ty's Diesel Air & Electric	26	RM	1990	23-Jan	Retired
New Life Auto Salon	28	RM	2018	19-Aug	Non Payment of Dues
Sal Automotive	28	RM	2016	28-Jun	Non Payment of Dues
Allied Auto Stores	42	AM	2018	29-May	Contact Left
Don's Nissan & Z Specialist	42	RM	1994	30-Dec	Out of Business
Lou's Automotive	42	RM	1991	30-Dec	Out of Business
Redwood General Tire	42	RM	2011	10-Jun	Non Payment of Dues
California Career Schools	48	AM	1998	15-Jul	Declined Renewal
Fox Service Center	48	HM	1986	28-Jun	Financial concerns/hardship
Miller's Automotive	48	RM	1997	19-Jul	Non Payment of Dues
Universal Technical Institute	48	EM	2017	19-Mar	Declined Renewal
iATN	48	AM	1996	17-Jan	Not enough value
Mesa Center Automotive Inc.	48	RM	2015	13-Jan	Declined Renewal
Alexis Oil Company	48	AM	2011	9-Apr	Non Payment of Dues
Advanced Automotive	99	RM	2000	15-Jul	Non Payment of Dues
Autoworks	99	RM	2017	26-Jun	Non Payment of Dues

**ASCCA Cancellations Report**

**Report Date: 1/14/20**

Shasta Motors LLC	99	RM	2017	15-Jul	Non Payment of Dues
AllTech Automotive	State	RM	1996	18-Jun	Out of Business
Birch, Tom	State	EM	1994	2-Jul	Out of Business
Chuck's Automotive	State	RM	1988	2-Jul	Non Payment of Dues
Clovis Garage	State	RM	2019	11-Sep	Declined Renewal
Jim's Automotive & Hybrid	State	RM	2002	2-Jul	Declined Renewal
Konso Motors	State	RM	2018	13-Aug	Non Payment of Dues
Pass N Go Smog Center	State	RM	2015	27-Jun	Declined Renewal
Saugus Auto Repair	State	RM	1997	9-Apr	Non Payment of Dues
Shafter Auto Service, Inc.	State	RM	1986	10-Jul	Retired/Sold
S.G. Auto Repair	State	RM	2010	9-Dec	Declined Renewal
The Repair Shop	State	RM	2016	31-Jul	Declined Renewal
USA Automotive & Chemicals	State	AM	2017	3-Jan	Declined Renewal

# Invoice Aging

Tuesday, January 14, 2020

Company	Contact Info	Current	31-60	61-90	91-120	120+	Balance
<b>Chapter 05</b>							
All-Car Specialist, Inc. Paul Brow	330 South Del Mar San Gabriel, CA 91776 (626) 285-2205 allcars@hotmail.com	\$200.00	\$0.00	\$0.00	\$0.00	\$0.00	\$200.00
Art's Auto Care Arabo Sarkisian	605 S. Victory Blvd. Burbank, CA 91502 8188483163 arts.autocare@yahoo.com	\$200.00	\$0.00	\$0.00	\$200.00	\$0.00	\$400.00
Bauer German Car Repair Andreas Bauer	322 West Foothill Blvd Glendora, CA 91740 (626) 963-5775 bauergermanauto@verizon.net	\$200.00	\$0.00	\$0.00	\$0.00	\$0.00	\$200.00
Bender's Alignment Service Thomas Bender	747 East San Bernardino Covina, CA 91722 (626) 332-3022	\$800.00	\$0.00	\$0.00	\$0.00	(\$187.00)	\$613.00
BG Petrospecs (5) Abe Chavira	Attn: Bill Speidel, 3301 Grande Vista Dri Newbury Park, CA 91320 8058575065 abe@petrospecsbg.com	\$650.00	\$0.00	\$0.00	\$0.00	\$0.00	\$650.00
Bill's Quality Auto Care Bill Garcia	2016 Donville Avenue Simi Valley, CA 93065 8055207818 billgarcia99@gmail.com	\$800.00	\$0.00	\$0.00	\$0.00	\$0.00	\$800.00

<b>Company</b>	<b>Contact Info</b>	<b>Current</b>	<b>31-60</b>	<b>61-90</b>	<b>91-120</b>	<b>120+</b>	<b>Balance</b>
Campbell's Automotive Bill Campbell	3840 Foothill Blvd. La Crescenta, CA 91214 (818) 541-9288 cmbly@aol.com	\$200.00	\$0.00	\$0.00	\$0.00	\$0.00	\$200.00
Citrus College Greg Lipp	1000 West Foothill Blvd Glendora, CA 91741 6269148737 glipp@citruscollege.edu	\$25.00	\$0.00	\$0.00	\$0.00	\$0.00	\$25.00
Craig Johnson Automotive Craig Johnson	19140 E San Jose Avenue Rowland Heights, CA 91748 (626) 810-2281 cjauto@verizon.net	\$800.00	\$0.00	\$0.00	\$0.00	\$0.00	\$800.00
DRIVE Mandee Bradshaw	324 S Myrtle Ave Monrovia, CA 91016 8188631077 mbradshaw@driveshops.com	\$895.00	\$0.00	\$0.00	\$0.00	\$0.00	\$895.00
East Los Angeles College Adrian Banuelos	1301 Avenida Cesar Chavez Monterey Park, CA 91754 3232658726 banuelam@elac.edu	\$25.00	\$0.00	\$0.00	\$0.00	\$0.00	\$25.00
Economy Auto Center Hampo Krjalian	850 West Tenth Street Azusa, CA 91702 (626) 334-8221 economyautocenter@hotmail.com	\$400.00	\$0.00	\$0.00	\$0.00	\$0.00	\$400.00
Ed's Automotive Ed Marcelo Aulestia	11637 Sherman Way, #A North Hollywood, CA 91605 (818) 982-5589 aulestia@pacbell.net	\$0.00	\$0.00	\$0.00	\$200.00	\$0.00	\$200.00

<b>Company</b>	<b>Contact Info</b>	<b>Current</b>	<b>31-60</b>	<b>61-90</b>	<b>91-120</b>	<b>120+</b>	<b>Balance</b>
Frederick Blum Insurance (5) Fred Blum	14930 Ventura Blvd, Suite 330 Sherman Oaks, CA 91403 (818) 783-7838 fred@fredblumins.com	\$650.00	\$0.00	\$0.00	\$0.00	\$0.00	\$650.00
Huntington Tire & Auto Center Gary Ghazarian	511 West Huntington Dr Monrovia, CA 91016 (626) 303-7666	\$200.00	\$0.00	\$0.00	\$0.00	\$0.00	\$200.00
Jasper Engines & Transmissions (05) Randy Lewis	Attn: AP - PO Box 650 Jasper, IN 47547-0650 (800) 827-7455 rshcwenk@jasperengines.com	\$650.00	\$0.00	\$0.00	\$0.00	\$0.00	\$650.00
Kerechuk Motor Service Billy DeBere	120 East Valley Blvd Alhambra, CA 91801 (626) 308-0811 kerechuk@sbcglobal.net	\$200.00	\$0.00	\$0.00	\$0.00	\$0.00	\$200.00
Larry's Union Service Larry Raether	1100 Mission St South Pasadena, CA 91030 (626) 799-2497 l.raether@verizon.net	\$200.00	\$0.00	\$0.00	\$0.00	\$0.00	\$200.00
Leo Brown's Complete Auto Care Leo Brown	676 E. San Bernardino Rd Covina, CA 91723 6263323400 lbrown@leobrownsautocare.com	\$200.00	\$0.00	\$0.00	\$0.00	\$0.00	\$200.00
Meyer & Meyer Enterprises Ernie Arciniego	8138 Foothill Blvd #300 Sunland, CA 91040  ernie@rkmins.com	\$895.00	\$0.00	\$0.00	\$0.00	\$0.00	\$895.00

<b>Company</b>	<b>Contact Info</b>	<b>Current</b>	<b>31-60</b>	<b>61-90</b>	<b>91-120</b>	<b>120+</b>	<b>Balance</b>
Montrose Automotive Jimmy Lomeli	3744-A North Verdugo Road Montrose, CA 91020 8182493355 cabodreaming@gmail.com	\$200.00	\$0.00	\$0.00	\$0.00	\$0.00	\$200.00
North Hollywood Auto Repair Jack Scrafield	5451 Tujunga Avenue North Hollywood, CA 91601 8187692334 jacknhar@yahoo.com	\$800.00	\$0.00	\$0.00	\$0.00	\$0.00	\$800.00
Omega Automotive Carlos Menjivar	8601 Reseda Blvd. Northridge, CA 91324 8187014061 info@omegaauto.net	\$66.66	\$66.66	\$66.66	\$0.00	\$0.00	\$199.98
One Stop Auto Care Jerry Vicario	4695 Eagle Rock Blvd Los Angeles, CA 90041-3036 (323) 257-5876	\$800.00	\$0.00	\$0.00	\$0.00	\$0.00	\$800.00
Orr Automotive Nathan Thompson	4701 E Arrow Hwy Suite B Montclair, CA 91763 (909) 625-8963 natet2@yahoo.com	\$200.00	\$0.00	\$0.00	\$0.00	\$0.00	\$200.00
Pasadena City College Wendy Lucko	1570 East Colorado Blvd Pasadena, CA 91106 6265857245 wllucko@pasadena.edu	\$25.00	\$0.00	\$0.00	\$0.00	\$0.00	\$25.00
R.M. Automotive Michael Wright	19248 Roscoe Boulevard Northridge, CA 91324 (818) 709-4343 rmauto@sbcglobal.net	\$200.00	\$0.00	\$0.00	\$0.00	\$0.00	\$200.00

<b>Company</b>	<b>Contact Info</b>	<b>Current</b>	<b>31-60</b>	<b>61-90</b>	<b>91-120</b>	<b>120+</b>	<b>Balance</b>
Raul's Auto Repair Kevin Salgado	958 E. Arrow Hwy Covina, CA 91724 6262573066 mike@raulsautorepair.com	\$162.50	\$0.00	\$0.00	\$0.00	\$0.00	\$162.50
Raul's Auto Repair Raul Salgado	767 East Arrow Highway #1C Azusa, CA 91702 (626) 339-7566 raulsauto@outlook.com	\$200.00	\$0.00	\$0.00	\$0.00	\$0.00	\$200.00
Rick's Automotive, Inc. Rick Mogab	12000 Balboa Blvd, #118 Granada Hills, CA 91344 (818) 363-6025 autocardoc@hotmail.com	\$200.00	\$0.00	\$0.00	\$0.00	\$0.00	\$200.00
Sanders Auto Kevin Houmard	344 W Arrow Hwy. San Dimas, CA 91773 (909) 599-1133 kvracing@ymail.com	\$200.00	\$0.00	\$0.00	\$0.00	\$0.00	\$200.00
Stanyer Edmondson of Pasadena John Hagen	400 South Fair Oaks Pasadena, CA 91105 (626) 793-8167	\$200.00	\$0.00	\$0.00	\$0.00	\$0.00	\$200.00
Stuttcar Service, Inc. Peter Fazekas	1320 E. Walnut Street Pasadena, CA 91106 6263212736 peter@stuttcarservice.com	\$200.00	\$0.00	\$0.00	\$0.00	\$0.00	\$200.00
Vince's Auto Service Vincent Egan	3230 East Colorado Blvd Pasadena, CA 91107 (626) 792-5853	\$200.00	\$0.00	\$0.00	\$0.00	\$0.00	\$200.00

<b>Company</b>	<b>Contact Info</b>	<b>Current</b>	<b>31-60</b>	<b>61-90</b>	<b>91-120</b>	<b>120+</b>	<b>Balance</b>
Young's Automotive Service Mark Young	322 East San Bernardino Road Covina, CA 91723 (626) 339-6171	\$200.00	\$0.00	\$0.00	\$0.00	\$0.00	\$200.00
<b>Chapter 05 Subtotal</b>		\$12,044.16	\$66.66	\$66.66	\$400.00	(\$187.00)	\$12,390.48
<b>Chapter 06</b>							
Bobby's Smog Robert Pereira	1515 Yosemite Blvd Modesto, CA 95354 (209) 575-9722	\$111.00	\$0.00	\$0.00	\$0.00	\$0.00	\$111.00
Bruce & Jack Auto Service Paul La Berge	12 East Poplar St Stockton, CA 95202 (209) 466-5364 bruceandjack@myautobiz.net	\$578.00	\$0.00	\$0.00	\$0.00	\$0.00	\$578.00
Monkey's RV & Auto Service David Ellison	P.O. Box 823 Manteca, CA 95337 (209) 239-9571	\$578.00	\$0.00	\$0.00	\$0.00	\$0.00	\$578.00
Pro On-Site Fleet Services Joe Lonero	2954 Moss Creek Court Stockton, CA 95219 2099311851 pro_onsite@yahoo.com	\$673.00	\$0.00	\$0.00	\$0.00	\$0.00	\$673.00
<b>Chapter 06 Subtotal</b>		\$1,940.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,940.00

Company	Contact Info	Current	31-60	61-90	91-120	120+	Balance
<b>Chapter 12</b>							
BVA, Inc. - Volvo, Honda, Acura, Toyota Lee Chesnin	1522 Broadway Santa Monica, CA 90404 (310) 393-9889 service@bvainc.net	\$780.00	\$0.00	\$0.00	\$0.00	\$0.00	\$780.00
Completes Plus (12) Jim Hubka	10425 S. La Cienega Blvd. Los Angeles, CA 90045 3108428777 jimhubka@completesplus.com	\$380.00	\$0.00	\$0.00	\$0.00	\$380.00	\$760.00
Four Oaks Garage, Inc. Larry Beaufait	2029 Pier Avenue Santa Monica, CA 90405 (310) 451-2226 larrymb@earthlink.net	\$25.00	\$0.00	\$0.00	\$0.00	\$0.00	\$25.00
Frederick Blum Insurance (12) Fred Blum	14930 Ventura Blvd, Suite #330 Sherman Oaks, CA 91403 (818) 783-7838 fred@fredblumins.com	\$875.00	\$0.00	\$0.00	\$0.00	\$0.00	\$875.00
High Point Distributing (12) Tim Huddleston	5737 Kanan Rd #216 Agoura Hills, CA 91301 8186740930 tim@highpointdist.com	\$157.50	\$0.00	\$0.00	\$0.00	\$0.00	\$157.50
Paul's Transmission Vance Griffitts	11526 West Washington Blvd. Los Angeles, CA 90066-5995 3103910533 paulstrans1@hotmail.com	\$780.00	\$0.00	\$0.00	\$0.00	\$0.00	\$780.00
Samo Wheel & Brake Howard Okumura	1310 Pico Blvd Santa Monica, CA 90405 (310) 452-3934 samowheel@hotmail.com	\$780.00	\$0.00	\$0.00	\$0.00	\$0.00	\$780.00

<b>Company</b>	<b>Contact Info</b>	<b>Current</b>	<b>31-60</b>	<b>61-90</b>	<b>91-120</b>	<b>120+</b>	<b>Balance</b>
Santa Monica Motors Karim Rawji	2318 Pico Blvd Santa Monica, CA 90405 3104506510 karim@santamonicomotors.com	\$780.00	\$0.00	\$0.00	\$0.00	\$0.00	\$780.00
Undercar Plus Sev Kalaydjian	2246 Federal Ave West Los Angeles, CA 90064 3104791137 sevag@undercarplus.com	\$875.00	\$0.00	\$0.00	\$0.00	\$0.00	\$875.00
West Coast Tire and Service Tom Eisenberg	2239 Pontius Avenue Los Angeles, CA 90064 3104777057 tom@westcoasttire.com	\$780.00	\$0.00	\$0.00	\$0.00	\$0.00	\$780.00
<b>Chapter 12 Subtotal</b>		\$6,212.50	\$0.00	\$0.00	\$0.00	\$380.00	\$6,592.50

#### **Chapter 14**

Big Apple Automotive, Inc. Melinda Collingsworth	21775 US Highway 18 Apple Valley, CA 92307-3913 (760) 247-7255 melinda@bigappleautomotive.com	\$330.00	\$0.00	\$0.00	\$0.00	\$0.00	\$330.00
Center for Employment Training Christopher Sanchez	1099 N. Pepper Ave Colton, CA 92324 9094783818 csanchez@cet2000.org	\$25.00	\$0.00	\$0.00	\$0.00	\$0.00	\$25.00
Chino Autotech Inc. Jim O'Neill	4702 Chino Avenue, Ste #1 Chino, CA 91710 909-627-0919 jim@chinoautotech.com	\$660.00	\$0.00	\$0.00	\$0.00	\$0.00	\$660.00

<b>Company</b>	<b>Contact Info</b>	<b>Current</b>	<b>31-60</b>	<b>61-90</b>	<b>91-120</b>	<b>120+</b>	<b>Balance</b>
Connie & Dick's Service Center Cindy & Scott Brown	150 Olive Street Claremont, CA 91711 (909) 626-5653 cindyb.cd@gmail.com	\$660.00	\$0.00	\$0.00	\$0.00	\$0.00	\$660.00
Dale Bright's Auto Service Dale Bright	5180 G St Chino, CA 91710 (909) 628-0600 dbas@verizon.net	\$330.00	\$0.00	\$0.00	\$0.00	\$0.00	\$330.00
Foreign Auto Tech Said Takouche	1635 West Redlands Blvd Redlands, CA 92373 (909) 335-9575	\$330.00	\$0.00	\$0.00	\$0.00	\$0.00	\$330.00
Mountain Auto Service & Towing Michael Cronshey	P.O Box 485 Twin Peaks, CA 92391 (909) 336-3222 mtnautoservice2@yahoo.com	\$165.00	\$0.00	\$0.00	\$0.00	\$0.00	\$165.00
Salerno's Auto Service Center Robert Salerno	609 3rd Street Redlands, CA 92374 (909) 792-3453 rfsalerno@verizon.net	\$260.00	\$0.00	\$0.00	\$0.00	\$0.00	\$260.00
<b>Chapter 14 Subtotal</b>		<b>\$2,760.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$2,760.00</b>

### Chapter 16

Glenmoor Auto Repair Paul Seghposs	4270 Peralta Blvd Fremont, CA 94536 (510) 793-3666 paul@glenmoorauto.com	\$202.00	\$0.00	\$0.00	\$0.00	\$0.00	\$202.00
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<b>Company</b>	<b>Contact Info</b>	<b>Current</b>	<b>31-60</b>	<b>61-90</b>	<b>91-120</b>	<b>120+</b>	<b>Balance</b>
Pete's Gear Shop Peter Brooks	21065 Foothill Blvd Hayward, CA 94541 (510) 537-9446 petesgear@sbcglobal.net	\$200.00	\$0.00	\$0.00	\$200.00	\$0.00	\$400.00
Retired Instructor Stephen Small	25555 Hesperian Blvd Hayward, CA 94545 5104274345 stephen_a_small@yahoo.com	\$25.00	\$0.00	\$0.00	\$0.00	\$0.00	\$25.00
San Leandro High School Andy Shyers	2200 Bancroft Ave San Leandro, CA 94577 (510) 667-3540 rshyers@juno.com	\$25.00	\$0.00	\$0.00	\$0.00	\$0.00	\$25.00
Unique Engines & Auto Repair Sergio Guijarro	44 A Street Hayward, CA 94541 5105384720 sguear@att.net	\$800.00	\$0.00	\$0.00	\$0.00	\$0.00	\$800.00
<b>Chapter 16 Subtotal</b>		\$1,252.00	\$0.00	\$0.00	\$200.00	\$0.00	\$1,452.00
<b>Chapter 18</b>							
Belmont Auto Repair Glenn Thornton	3720 East 4th St Long Beach, CA 90814 (562) 439-0291	\$100.00	\$0.00	\$0.00	\$0.00	\$0.00	\$100.00
Belmont Motor Clinic Peter Blair	1217 N Newport Ave Long Beach, CA 90804 (562) 597-4013 belmontmotorclinic@verizon.net	\$100.00	\$0.00	\$0.00	\$0.00	\$0.00	\$100.00

<b>Company</b>	<b>Contact Info</b>	<b>Current</b>	<b>31-60</b>	<b>61-90</b>	<b>91-120</b>	<b>120+</b>	<b>Balance</b>
C.H. Topping & Co. Vince Bunting	520 West Esther St Long Beach, CA 90813 (562) 432-0901 chtop@earthlink.net	\$100.00	\$0.00	\$0.00	\$0.00	\$0.00	\$100.00
Long Beach Autohaus Scott Parsons	3925 East Broadway Long Beach, CA 90803 (562) 434-4446 bimerman02@aol.com	\$100.00	\$0.00	\$0.00	\$0.00	\$0.00	\$100.00
Long Beach Muffler Dennis Schoedl	3880 East Anaheim St Long Beach, CA 90805 (562) 494-3880 shop@longbeachmuffler.com	\$100.00	\$0.00	\$0.00	\$0.00	\$0.00	\$100.00
Miller's Wheel Alignment & Brake Dean Starks	1601 East South St Long Beach, CA 90805 (562) 422-9037	\$100.00	\$0.00	\$0.00	\$0.00	\$0.00	\$100.00
Modern Specialists, Inc. Leo Barwig	6190 Cherry Ave Long Beach, CA 90805 (562) 423-8431 leo@modernspecauto.com	\$100.00	\$0.00	\$0.00	\$0.00	\$0.00	\$100.00
Overseas Garage Andrew Klein	3141 East 4th Street Long Beach, CA 90814 (562) 434-9627 andy@overseasgarage.com	\$100.00	\$0.00	\$0.00	\$0.00	\$0.00	\$100.00
<b>Chapter 18 Subtotal</b>		<b>\$800.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$800.00</b>

<b>Company</b>	<b>Contact Info</b>	<b>Current</b>	<b>31-60</b>	<b>61-90</b>	<b>91-120</b>	<b>120+</b>	<b>Balance</b>
<b>Chapter 1940</b>							
Callas Rennsport Tony Callas	19080 Hawthorne Blvd Torrance, CA 90503 (310) 370-7038 Tony@CallasRennsport.com	\$800.00	\$0.00	\$0.00	\$0.00	\$0.00	\$800.00
Completes Plus (1940) Jim Hubka	10425 S. La Cienega Blvd. Los Angeles, CA 90045 3107035700 jimhubka@completesplus.com	\$895.00	\$0.00	\$0.00	\$0.00	\$0.00	\$895.00
Harbor Brake Evan Yankovich	217 S Pacific San Pedro, CA 90731 (310) 832-3985 evan@harborbrake.com	\$800.00	\$0.00	\$0.00	\$0.00	\$0.00	\$800.00
Japanese Automotive Center Daniel Schrier	1846 Del Amo Blvd Torrance, CA 90501 3106180777 jac90501@yahoo.com	\$800.00	\$0.00	\$0.00	\$0.00	\$0.00	\$800.00
Miraleste Automotive Greg Streeter	40 Miraleste Plaza Rancho Palos Verdes, CA 90274 (310) 833-5339 miralesteauto@gmail.com	\$800.00	\$0.00	\$0.00	\$0.00	\$0.00	\$800.00
Rick's Automotive Service Inc. Rick Seneris	14929 Prairie Ave. Lawndale, CA 90260 4242553781 ricksautoinc@gmail.com	\$402.00	\$0.00	\$0.00	\$0.00	\$0.00	\$402.00
Southbay Euro Car Mahida Mehboob	22400 S. Western Ave Torrance, CA 90501 3103285786 southbayeurocar@sbcglobal.net	\$800.00	\$0.00	\$0.00	\$0.00	\$0.00	\$800.00

<b>Company</b>	<b>Contact Info</b>	<b>Current</b>	<b>31-60</b>	<b>61-90</b>	<b>91-120</b>	<b>120+</b>	<b>Balance</b>
Swedish Car Clinic Inc Peter Kjellberg	24200 S. Vermont Avenue Harbor City, CA 90710 (310) 326-9895 PK@swedishcarclinic.com	\$800.00	\$0.00	\$0.00	\$0.00	\$0.00	\$800.00
<b>Chapter 1940 Subtotal</b>		\$6,097.00	\$0.00	\$0.00	\$0.00	\$0.00	\$6,097.00
<b>Chapter 20</b>							
All Flow Muffler & Auto Repair Danny Larson	3900 Pacheco Blvd. Martinez, CA 94553 9252293044 allflowmuffler@yahoo.com	\$220.00	\$0.00	\$0.00	\$0.00	\$0.00	\$220.00
D&H Enterprises Auto Repair Dave and Mary Kemnitz	2689 Monument Boulevard Concord, CA 94520 (925) 356-0683 rusty@dandhautorepair.com	\$420.00	\$0.00	\$0.00	\$0.00	(\$349.00)	\$71.00
Hunt & Sons Tim Lockhart	5750 S. Watt Avenue Sacramento, CA 95829 7077479500	\$915.00	\$0.00	\$0.00	\$0.00	\$0.00	\$915.00
JJ Auto Repair Victor Gonzalez	P.O. Box 1179 Brentwood, CA 94513 9255135927 jjautorepair_victor@yahoo.com	\$220.00	\$0.00	\$0.00	\$0.00	\$0.00	\$220.00
Moraga Motors Ronald G Schumacker	530 Moraga Road Moraga, CA 94556 (925) 376-0692 moragamotors@sbcglobal.net	\$820.00	\$0.00	\$0.00	\$0.00	\$0.00	\$820.00

<b>Company</b>	<b>Contact Info</b>	<b>Current</b>	<b>31-60</b>	<b>61-90</b>	<b>91-120</b>	<b>120+</b>	<b>Balance</b>
S.P. Automotive Supply Steve Markus	PO Box 1709 Martinez, CA 94553 (925) 372-4930 smarkus@spauto.com	\$915.00	\$0.00	\$0.00	\$0.00	\$0.00	\$915.00
SC Fuels (20), Attn: Jeannette Acker Mark Williams	1800 W. Katella Ave #200 Orange, CA 92867 4086256059 williamsm@scfuels.com	\$345.00	\$0.00	\$0.00	\$0.00	\$0.00	\$345.00
Scott Phillips, CPA, Inc. Scott Phillips	3011 Citrus Circle, Suite 204 Walnut Creek, CA 94598 9252740600 scott@cpaman.com	\$915.00	\$0.00	\$0.00	\$0.00	\$0.00	\$915.00
Simply Superior Auto Body Rich Lezcano	2110 Market Street Concord, CA 94520 9256806946 rich@simplysuperior.com	\$820.00	\$0.00	\$0.00	\$0.00	\$820.00	\$1,640.00
West Coast Muffler, Inc. (20) Steve Elstins	2090 Market Street Concord, CA 94520 9256768376 westcoastmuffler925@yahoo.com	\$420.00	\$0.00	\$0.00	\$0.00	\$0.00	\$420.00
<b>Chapter 20 Subtotal</b>		\$6,010.00	\$0.00	\$0.00	\$0.00	\$471.00	\$6,481.00

### Chapter 21

Chase Auto Service Robert Peterson	911 Harrison St San Francisco, CA 94107 (415) 543-0444 chaseautosf@att.net	\$265.00	\$0.00	\$0.00	\$0.00	\$0.00	\$265.00
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<b>Company</b>	<b>Contact Info</b>	<b>Current</b>	<b>31-60</b>	<b>61-90</b>	<b>91-120</b>	<b>120+</b>	<b>Balance</b>
Hans Art Automotive Hans Art	3121 17th Street San Francisco, CA 94110 (415) 621-6400 hansart@pacbell.net	\$265.00	\$0.00	\$0.00	\$265.00	\$0.00	\$530.00
Market Garage, Inc. Jeff Murai	541 Ellis St San Francisco, CA 94109 (415) 673-8626 marketgarage1@aol.com	\$1,060.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,060.00
Pat's Garage Patrick Cadam	1090 26th St San Francisco, CA 94107 4156474500 karin@patsgarage.com	\$265.00	\$0.00	\$0.00	\$0.00	\$0.00	\$265.00
U & I Auto Safety Center Sang Yuo	758 Bryant Street San Francisco, CA 94107 4152557337 uandiautosafetycenter@gmail.com	\$265.00	\$0.00	\$0.00	\$0.00	\$0.00	\$265.00
<b>Chapter 21 Subtotal</b>		\$2,120.00	\$0.00	\$0.00	\$265.00	\$0.00	\$2,385.00
<b>Chapter 23</b>							
Four Car Garage, Inc. Gary Kaldor	839 N. San Mateo Drive San Mateo, CA 94401 (650) 342-1406 diane@fourcargarage.com	\$210.00	\$0.00	\$0.00	\$0.00	\$0.00	\$210.00
Hudson Automotive Sean Hudson	186 South Blvd San Mateo, CA 94402 (650) 344-4800 hudauto@yahoo.com	\$210.00	\$0.00	\$0.00	\$0.00	\$0.00	\$210.00
<b>Chapter 23 Subtotal</b>		\$420.00	\$0.00	\$0.00	\$0.00	\$0.00	\$420.00

Company	Contact Info	Current	31-60	61-90	91-120	120+	Balance
<b>Chapter 24</b>							
1-800 Radiator (SNZ Radiator) Natalie Salimitari	402 W 35th Street #E National City, CA 91950 6194771113 natalies@1800radiator.com	\$250.75	\$0.00	\$0.00	\$250.75	\$0.00	\$501.50
Autotech Auto Repair Thomas Yocom	590 South Marshall Ave El Cajon, CA 92020 (619) 588-5742 yocom@pacbell.net	\$225.00	\$0.00	\$0.00	\$225.00	\$225.00	\$675.00
Bob Stivers Shell Robert Stivers	1011 A St San Diego, CA 92101 (619) 232-2906 williamballard3@sbcglobal.net	\$900.00	\$0.00	\$0.00	\$0.00	\$0.00	\$900.00
Cuyamaca College Brad McCombs	900 Rancho San Diego Pkwy El Cajon, CA 92019 6196604267 brad.mccombs@gcccd.edu	\$50.00	\$0.00	\$0.00	\$0.00	\$0.00	\$50.00
Cuyamaca College Justin Pinnell	900 Rancho San Diego Pkwy El Cajon, CA 92019 6197099047 JJustin111@cox.net	\$50.00	\$0.00	\$0.00	\$0.00	\$0.00	\$50.00
D & R Automotive Jolene Prather	10517 Prospect Ave Santee, CA 92071 (619) 449-1224 jolene@affordablerg.com	\$225.00	\$0.00	\$0.00	\$0.00	\$0.00	\$225.00
David Stump Inc. - DBA Dave's Auto Ser David Stump	111 Press Lane Chula Vista, CA 91910-1011 (619) 585-4800 dave@davesautoservice.net	\$225.00	\$0.00	\$0.00	\$225.00	\$0.00	\$450.00

<b>Company</b>	<b>Contact Info</b>	<b>Current</b>	<b>31-60</b>	<b>61-90</b>	<b>91-120</b>	<b>120+</b>	<b>Balance</b>
Del Mar Automotive Todd Phillips	2201 San Dieguito Dr Del Mar, CA 92014 8583452168 delmarauto@sbcglobal.net	\$225.00	\$0.00	\$0.00	\$0.00	\$0.00	\$225.00
Educational Culture Complex Bryan Perrin	4343 Oceanview Blvd San Diego, CA 92113 6193881261 bperrin@sdccd.edu	\$50.00	\$0.00	\$0.00	\$0.00	\$0.00	\$50.00
Family Auto Service Rob Rowsell	P.O Box 717 Alpine, CA 91910 6197221725 claudiabuyshouses@gmail.com	\$225.00	\$0.00	\$0.00	\$0.00	\$0.00	\$225.00
Greg's Automotive Greg Kelly	1641 N. Magnolia Avenue El Cajon, CA 92020 (619) 440-4337 gregk@gregs-auto.com	\$225.00	\$0.00	\$0.00	\$0.00	\$0.00	\$225.00
Jasper Engines & Transmissions (24) Bob DeMoll	Attn: AP - P O Box 650 Jasper, IN 47547 (812) 482-1041 Bob.DeMoll@jasperengines.com	\$500.00	\$0.00	\$0.00	\$0.00	\$0.00	\$500.00
John's Automotive Care La Mesa John Eppstein	7447 University Ave. La Mesa, CA 91942 (619) 461-3600 john@johnsautomotivecare.com	\$125.00	\$0.00	\$0.00	\$0.00	\$0.00	\$125.00
Luxury Import Care Steve Salvaggio	3691 Via Mercado Suite 4 La Mesa, CA 91941 6197411000 support@luxuryimportcare.com	\$900.00	\$0.00	\$0.00	\$0.00	\$0.00	\$900.00

<b>Company</b>	<b>Contact Info</b>	<b>Current</b>	<b>31-60</b>	<b>61-90</b>	<b>91-120</b>	<b>120+</b>	<b>Balance</b>
Mastertech Rick Sing	2801 Industry St Oceanside, CA 92054 (760) 433-5760 rasing@mastertech-inc.net	\$900.00	\$0.00	\$0.00	\$0.00	\$0.00	\$900.00
NAPA Auto Parts-Main Dist Center John Hartman	7440 Convoy Court San Diego, CA 92111 6193004910 john_hartman@genpt.com	\$500.00	\$5,000.00	\$0.00	\$0.00	\$0.00	\$5,500.00
O'Reilly Auto Parts, Inc. Henry Verdugo	2750 Midway Dr San Diego, CA 92110 6199201929 hverdugo@oreillyauto.com	\$500.00	\$0.00	\$0.00	\$0.00	\$0.00	\$500.00
Pacific Highway Auto Repair Gary Anderberg	4306 Pacific Highway San Diego, CA 92110 6192997700 ganderberg54@gmail.com	\$900.00	\$0.00	\$0.00	\$0.00	\$0.00	\$900.00
Ro & Jo Inc./Asmar's Auto Care Ryan Ogden	8621 Troy St. Spring Valley, CA 91977 (619) 589-1188 ryanogden@cox.net	\$450.00	\$0.00	\$0.00	\$0.00	\$0.00	\$450.00
San Diego Miramar College Joe Young	10440 Black Mountain Rd San Diego, CA 92126 6193887672 jyoung@sdccd.edu	\$50.00	\$0.00	\$0.00	\$0.00	\$0.00	\$50.00
Southwestern College David Preciado	900 Otay Lakes Rd Chula Vista, CA 91910 (619) 421-6700 dpreciado@swccd.edu	\$50.00	\$0.00	\$0.00	\$0.00	\$0.00	\$50.00

<b>Company</b>	<b>Contact Info</b>	<b>Current</b>	<b>31-60</b>	<b>61-90</b>	<b>91-120</b>	<b>120+</b>	<b>Balance</b>
Van's Automotive Steve Vanlandingham	10813 Airport Drive El Cajon, CA 92020 (619) 596-0011 vansautomotive@hotmail.com	\$500.00	\$0.00	\$0.00	\$0.00	\$0.00	\$500.00
<b>Chapter 24 Subtotal</b>		\$8,025.75	\$5,000.00	\$0.00	\$700.75	\$225.00	\$13,951.50

### Chapter 25

A & J Truck & Auto Repair Andrew C Frowsing	2695 South Cherry Avenue, Space 105 Fresno, CA 93706 (559) 445-1054 ajtruckandauto@gmail.com	\$205.00	\$0.00	\$0.00	\$0.00	\$0.00	\$205.00
Fresno City College Tim Hunter	1101 East University Ave. Fresno, CA 93741 (559) 442-4600 tim.hunter@fresnocitycollege.edu	\$60.00	\$0.00	\$0.00	\$0.00	\$0.00	\$60.00
German Auto Repair, Inc. Dennis Montalbano	6622 N. Blackstone Avenue Fresno, CA 93710-3627 5594386508 Dbenzdr@aol.com	\$105.00	\$0.00	\$0.00	\$0.00	\$0.00	\$105.00
Marlin & Tony's Auto Repair, Inc. Tony Novielli	4660 East Carmen Ave. Fresno, CA 93703-4519 (559) 252-1584 marlinandtonys@yahoo.com	\$205.00	\$0.00	\$0.00	\$0.00	\$0.00	\$205.00
Mastertech Auto & Electric Phillip Gray	2825 North Weber Ave Fresno, CA 93705 (559) 497-9425 PGMasterP@aol.com	\$70.33	\$70.33	\$0.00	\$0.00	\$0.00	\$140.66

<b>Company</b>	<b>Contact Info</b>	<b>Current</b>	<b>31-60</b>	<b>61-90</b>	<b>91-120</b>	<b>120+</b>	<b>Balance</b>
NAPA -Fresno Brian Schaefer	5675 East Clinton Ave Fresno, CA 93727 (559) 294-5602 brian_schaefer@genpt.com	\$915.00	\$0.00	\$0.00	\$0.00	\$0.00	\$915.00
Sunnyside Auto Repair, Inc. Jeff Ames	5977 East Clinton Ave Fresno, CA 93727 (559) 292-1986	\$820.00	\$0.00	\$0.00	\$0.00	\$0.00	\$820.00
<b>Chapter 25 Subtotal</b>		\$2,380.33	\$70.33	\$0.00	\$0.00	\$0.00	\$2,450.66

### Chapter 26

Ely Auto Parts Matt Weaver	215 East Inyo Avenue Tulare, CA 93274 5596863811 elyauto@sbcglobal.net	\$765.00	\$0.00	\$0.00	\$0.00	\$0.00	\$765.00
HMC Auto Parts - Visalia Anthony Flores	7940 W. Doe Ave #600 Visalia, CA 93291 5598021199 danjr.hanson@hansondistributing.com	\$520.00	\$0.00	\$0.00	\$0.00	\$270.00	\$790.00
Jenkins Automotive Joe Wallen	2028 E Main Street Suite A Visalia, CA 93292 (559) 732-0843	\$335.00	\$0.00	\$0.00	\$0.00	\$0.00	\$335.00
Smiths Auto Parts Daniel Bravo	216 South Bridge St Visalia, CA 93291 (559) 734-1526 daniel.smithauto@gmail.com	\$765.00	\$0.00	\$0.00	\$0.00	\$0.00	\$765.00

<b>Company</b>	<b>Contact Info</b>	<b>Current</b>	<b>31-60</b>	<b>61-90</b>	<b>91-120</b>	<b>120+</b>	<b>Balance</b>
The Auto Shop Jim Barlogio	2044 East Main St Visalia, CA 93292 (559) 734-2886 barlogio@pacbell.net	\$335.00	\$0.00	\$0.00	\$0.00	\$0.00	\$335.00
<b>Chapter 26 Subtotal</b>		\$2,720.00	\$0.00	\$0.00	\$0.00	\$270.00	\$2,990.00
<b>Chapter 28</b>							
Acurit Imports, Inc. William Turbovich	5677 Redwood Dr, Suite A,B,C Rohnert Park, CA 94928 (707) 584-1424 will@acuritaautorepair.com	\$330.00	\$0.00	\$0.00	\$0.00	\$0.00	\$330.00
Hybrid Haven Edward Rueda	660 Lakeville Street Petaluma, CA 94952 7077669700 greenracer73@gmail.com	\$167.00	\$0.00	\$0.00	\$0.00	\$0.00	\$167.00
Jasper Engines & Transmissions (28) Joe Rego	Attn: AP - PO Box 650 Jasper, IN 47547-0650 8124821041 Joe.Rego@jasperengines.com	\$250.00	\$0.00	\$0.00	\$0.00	\$0.00	\$250.00
Local Heroes Auto Service Fred Blue	1769 Bodega Ave. Petaluma, CA 94952 7077651975 lhas@localheroesauto.com	\$165.00	\$0.00	\$0.00	\$0.00	\$0.00	\$165.00
<b>Chapter 28 Subtotal</b>		\$912.00	\$0.00	\$0.00	\$0.00	\$0.00	\$912.00

Company	Contact Info	Current	31-60	61-90	91-120	120+	Balance
<b>Chapter 42</b>							
BG Products, Fleming Distributing (42) Austin Nave	1061 Suncastr Lane El Dorado Hills, CA 95762 9169332430 anave@bgfleming.com	\$554.00	\$0.00	\$0.00	\$0.00	\$504.00	\$1,058.00
Cartex One Stop Auto Fred Ho	438 S Bascom Ave San Jose, CA 95128 4082926442 fred.intex@gmail.com	\$929.00	\$0.00	\$0.00	\$0.00	\$0.00	\$929.00
Corporate Auto Works Mike Takasugi	770 Yuba Dr Mountain View, CA 94041 (650) 691-9477	\$251.00	\$0.00	\$0.00	\$0.00	\$0.00	\$251.00
Custom Alignment Joe Silva	2599 Wyandotte St, #A Mountain View, CA 94043 (650) 961-5311 customalignment@yahoo.com	\$251.00	\$0.00	\$0.00	\$0.00	\$0.00	\$251.00
Jasper Engines & Transmissions (42) Fernando Garribay	Attn: AP - PO Box 650 Jasper, IN 47547-0650 8124821041	\$754.00	\$0.00	\$0.00	\$0.00	\$0.00	\$754.00
Larson Auto Repair, Inc. Joe Smith	901 Camden Avenue #10 Campbell, CA 95008 4083789007 datfleet@gmail.com	\$929.00	\$0.00	\$0.00	\$0.00	\$0.00	\$929.00
Nate Smith's Optimal Auto Nathan Smith	2335 Soquel Dr Santa Cruz, CA 95065 (831) 476-1332 nate@optimalauto.com	\$251.00	\$0.00	\$0.00	\$0.00	\$0.00	\$251.00

<b>Company</b>	<b>Contact Info</b>	<b>Current</b>	<b>31-60</b>	<b>61-90</b>	<b>91-120</b>	<b>120+</b>	<b>Balance</b>
Skunkworks Robert Orsburn	210 E. Alma Ave San Jose, CA 95112 4085092035 wldcrd2@yahoo.com	\$251.00	\$0.00	\$0.00	\$251.00	\$0.00	\$502.00
Walt Nehse Auto Repair Walt Nehse	335 McGlincey Lane, #3 Campbell, CA 95008 (408) 377-8124	\$929.00	\$0.00	\$0.00	\$0.00	\$0.00	\$929.00
<b>Chapter 42 Subtotal</b>		\$5,099.00	\$0.00	\$0.00	\$251.00	\$504.00	\$5,854.00

### Chapter 48

A-1 Transmission Service & Supply Ken Brown	6940 Stanton Ave Buena Park, CA 90621 (714) 523-1132 A1trans@msn.com	\$255.00	\$0.00	\$0.00	\$0.00	\$0.00	\$255.00
Alexis Oil Company Victoria Wyatt	219 Glider Circle Corona, CA 92880 9512799830 marketing@alexisoil.com	\$437.50	\$0.00	\$0.00	\$0.00	\$0.00	\$437.50
Automax Service Center- Newport Bea Brian Bennett	1081 Camelback Street Newport Beach, CA 92660 (949) 759-3393 bbtustin@yahoo.com	\$780.00	\$0.00	\$0.00	\$0.00	\$0.00	\$780.00
Bimmer & Benz Specialists Rocky Khamenian	1998 Placentia Avenue Costa Mesa, CA 92627 (949) 642-1410 4ascca@gmail.com	\$380.00	\$0.00	\$0.00	\$0.00	\$0.00	\$380.00

<b>Company</b>	<b>Contact Info</b>	<b>Current</b>	<b>31-60</b>	<b>61-90</b>	<b>91-120</b>	<b>120+</b>	<b>Balance</b>
Brea Auto Body, Inc. Denise Pina	430 N Berry St. Brea, CA 92821 (714) 990-1500 breaautobody@yahoo.com	\$195.00	\$0.00	\$0.00	\$0.00	\$0.00	\$195.00
Cerritos Community College Jannet Malig	111110 New Falcon Way, CE Cerritos, CA 90703 5628602451 jmalig@cerritos.edu	\$50.00	\$0.00	\$0.00	\$0.00	\$0.00	\$50.00
D & S Auto Air Steve Plummer	1638 Placentia Avenue #B Costa Mesa, CA 92627 (949) 645-7802 dsautoair@yahoo.com	\$195.00	\$0.00	\$0.00	\$0.00	\$0.00	\$195.00
Frederick Blum Insurance (48) Fred Blum	14930 Ventura Blvd, Suite #330 Sherman Oaks, CA 91403 (818) 783-7838 fred@fredblumins.com	\$630.00	\$0.00	\$0.00	\$0.00	\$0.00	\$630.00
Heritage Auto Graham Reid	1701 Pomona Ave Costa Mesa, CA 92627 (949) 646-6404 minis@heritagegarage.com	\$780.00	\$0.00	\$0.00	\$0.00	\$0.00	\$780.00
High Point Distributing (48) Tim Huddleston	5737 Kanan Rd #216 Agoura Hills, CA 91301 (818) 674-0930 tim@highpointdist.com	\$157.50	\$0.00	\$0.00	\$0.00	\$0.00	\$157.50
Jasper Engines & Transmissions (48) Richard Chun	Attn: AP - PO Box 650 Jasper, IN 47547-0650 8008277455 richard.chun@jasperengines.com	\$630.00	\$0.00	\$0.00	\$0.00	\$0.00	\$630.00

<b>Company</b>	<b>Contact Info</b>	<b>Current</b>	<b>31-60</b>	<b>61-90</b>	<b>91-120</b>	<b>120+</b>	<b>Balance</b>
Leo & Son's Garage, Inc. Joseph Henderson	9161 Alondra Blvd Bellflower, CA 90706-4207 (562) 867-2387 don@leoandsongarage.com	\$780.00	\$0.00	\$0.00	\$0.00	\$0.00	\$780.00
Okimoto's Automotive Center, Inc. Roy Okimoto	16400 South Pioneer Blvd Norwalk, CA 90650 (562) 926-7317 okimotoautoctr@hotmail.com	\$780.00	\$0.00	\$0.00	\$0.00	\$0.00	\$780.00
Rossi Automotive Equipment Marcello Rossi	13771 Rosewell Ave Ste C Chino, CA 91710 9092349844 rossiautoequip@gmail.com	\$875.00	\$0.00	\$0.00	\$0.00	\$0.00	\$875.00
Saddleback Cars Inc. Nick Papageorges	25701 Taladro Cir, Ste F Mission Viejo, CA 92691 9498556700 nick@saddlebackcars.com	\$780.00	\$0.00	\$0.00	\$0.00	\$0.00	\$780.00
Savi Ranch Automotive Josh Reimer	22945 Savi Ranch Parkway Yorba Linda, CA 92887 7149746647 Josh@saviranchauto.com	\$780.00	\$0.00	\$0.00	\$0.00	\$0.00	\$780.00
Star Auto Service Patrick Howard	221 Viking Avenue Brea, CA 92821 7146710784 patrick@starautoservicebrea.com	\$197.00	\$0.00	\$0.00	\$0.00	\$0.00	\$197.00
Titan Automotive Mike Fry	939 West Chapman Ave Orange, CA 92868 (714) 997-2311 mikefry@sbcglobal.net	\$840.00	\$0.00	\$0.00	\$0.00	\$0.00	\$840.00

<b>Company</b>	<b>Contact Info</b>	<b>Current</b>	<b>31-60</b>	<b>61-90</b>	<b>91-120</b>	<b>120+</b>	<b>Balance</b>
Toxguard Fluid Technologies Bill Kughn	11942 Western Avenue Stanton, CA 90680 7146983400 bkughn@toxguard.com	\$218.75	\$0.00	\$0.00	\$0.00	\$0.00	\$218.75
<b>Chapter 48 Subtotal</b>		\$9,740.75	\$0.00	\$0.00	\$0.00	\$0.00	\$9,740.75
<b>Chapter 99</b>							
1-800 Radiator & A/C (Redding) Mark & Kim Dragoo	3777 Meadow View Drive, Suite 400 Redding, CA 96002 5303470066 mdragoo@1800radiator.com	\$220.00	\$0.00	\$0.00	\$0.00	\$0.00	\$220.00
Anderson Automotive Nick Jones	2966 Oak Street Anderson, CA 96007 5303562134 andersonsmog@gmail.com	\$155.00	\$0.00	\$0.00	\$0.00	\$0.00	\$155.00
BG Products, Fleming Distribution (99) Chris Larson	1061 Suncast Lane El Dorado Hills, CA 95762 5304103263 chris@bgfleming.com	\$220.00	\$0.00	\$0.00	\$0.00	\$0.00	\$220.00
CompuTrek LLC Dave Schedin	659 Mission De Oro Drive Redding, CA 96003 2537325229 dave@computreksystems.com	\$715.00	\$0.00	\$0.00	\$0.00	\$0.00	\$715.00
J & H Performance Joel Gooch	875 Twin View Blvd Redding, CA 96003 (530) 245-0176 info@jandhperformance.com	\$155.00	\$0.00	\$0.00	\$155.00	\$155.00	\$465.00

<b>Company</b>	<b>Contact Info</b>	<b>Current</b>	<b>31-60</b>	<b>61-90</b>	<b>91-120</b>	<b>120+</b>	<b>Balance</b>
Jefferson State Diesel Jeremy Wright	8924 Airport Road Redding, CA 96002 5302216161 jeffersonstate@att.net	\$620.00	\$0.00	\$0.00	\$0.00	\$0.00	\$620.00
Quality Auto Repair Frankie Manfredonia	865 Twin View Blvd. Redding, CA 96003 5306054600 qualityautorepair@live.com	\$620.00	\$0.00	\$0.00	\$0.00	\$0.00	\$620.00
Strong Automotive Mike Strong	11114 Rhyolite Drive Redding, CA 96003 5302435878 service@strongautomotive.com	\$310.00	\$0.00	\$0.00	\$0.00	\$0.00	\$310.00
<b>Chapter 99 Subtotal</b>		<b>\$3,015.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$155.00</b>	<b>\$155.00</b>	<b>\$3,325.00</b>

### Chapter Sta

Automotive Coaching & Training Group Ray Kunz	9628 Nature Trail Way Elk Grove, CA 95757 9165880775 ray@automotivecoachingandtraining.c	\$123.75	\$0.00	\$1,500.00	\$123.75	\$0.00	\$1,747.50
Automotive Training Consultant Steve Caruso	702 Las Palmas Drive Irvine, CA 92602 7146555324 crzdktr@yahoo.com	\$25.00	\$0.00	\$0.00	\$0.00	\$0.00	\$25.00
AutoText.me Chris Cloutier	4032 Legacy Trail Carrollton, TX 75010 4699642140 chris@autotextme.com	\$0.00	\$0.00	\$0.00	\$0.00	\$2,500.00	\$2,500.00

<b>Company</b>	<b>Contact Info</b>	<b>Current</b>	<b>31-60</b>	<b>61-90</b>	<b>91-120</b>	<b>120+</b>	<b>Balance</b>
AutoZone Jim Gray	123 S. Front Street Memphis, TN 38103 7043011500 jim.gray@autozone.com	\$0.00	\$0.00	\$0.00	\$7,158.00	\$0.00	\$7,158.00
BG Products, Fleming Distributing Ross Day	1061 Suncastr Lane El Dorado Hills, CA 95762 2096486248 ross@bgfleming.com	\$495.00	\$0.00	\$0.00	\$0.00	\$0.00	\$495.00
Bob's Automotive Brian Wensel	12776 Nutwood St Garden Grove, CA 92840-6310 (714) 537-0076 cdchaplin27@hotmail.com	\$400.00	\$0.00	\$0.00	\$0.00	\$0.00	\$400.00
BP/Castrol Mackenzie Merz	1500 Valley Road Wayne, NJ 07470 3106995212 mackenzie.merz@bp.com	\$0.00	\$0.00	\$0.00	\$0.00	\$7,500.00	\$7,500.00
Broadly.com Laura Nelson	1500 Broadway, Suite 200 Oakland, CA 94612 4155890431 laura@broadly.com	\$495.00	\$0.00	\$0.00	\$0.00	\$0.00	\$495.00
C3 Marketing & Consulting Skip Beals	548 Spring Street Ste 6 Los Angeles, CA 90013 3238313300 team@c3mnc.com	\$495.00	\$0.00	\$0.00	\$0.00	\$0.00	\$495.00
California Automotive Teachers George Hritz	PO Box 1809 Sonoma, CA 95476 7074865148 george.hritz@sbcglobal.net	\$25.00	\$0.00	\$0.00	\$0.00	\$0.00	\$25.00

<b>Company</b>	<b>Contact Info</b>	<b>Current</b>	<b>31-60</b>	<b>61-90</b>	<b>91-120</b>	<b>120+</b>	<b>Balance</b>
Dynamic Friction Company Daniel Biezonsky	13140 Midway Place Cerritos, CA 90703 9512000953 danb@dynamicfriction.com	\$0.00	\$0.00	\$0.00	\$0.00	\$2,500.00	\$2,500.00
Educational Seminars Institute Maylan Newton	2222 Emmett Ave Simi Valley, CA 93063 (805) 526-3039 maylan@esiseminars.com	\$2,995.00	\$0.00	\$0.00	\$0.00	\$495.00	\$3,490.00
Family Smog & Auto Joe Forgacs	7026 E. Peabody Street Long Beach, CA 90808-2311 5622306364 jforgacsjr@aol.com	\$25.00	\$0.00	\$0.00	\$0.00	\$0.00	\$25.00
Florin Automotive Repair Roy Joerger	7232 Frasinetti Road Sacramento, CA 95828 (916) 383-2076 leahjoer@aol.com	\$400.00	\$0.00	\$0.00	\$0.00	\$0.00	\$400.00
Greg Solow's Engine Room Greg Solow	125 Front St Santa Cruz, CA 95060 (831) 429-1800 gregmogdoc@surfnetusa.com	\$400.00	\$0.00	\$0.00	\$0.00	\$0.00	\$400.00
LKQ Corporation Steven Poole	13603 Foster Road Santa Fe Springs, CA 90670 5623202398 SJPoole@lkqcorp.com	\$0.00	\$0.00	\$0.00	\$0.00	\$5,000.00	\$5,000.00
Mike's Auto Service Mike Schepens	17662 Metzler Lane #A Huntington Beach, CA 92647 (714) 375-3145 mike@mikesautohb.com	\$200.00	\$0.00	\$0.00	\$0.00	\$0.00	\$200.00

<b>Company</b>	<b>Contact Info</b>	<b>Current</b>	<b>31-60</b>	<b>61-90</b>	<b>91-120</b>	<b>120+</b>	<b>Balance</b>
Motul Nick Bagley	5836 Corporate Avenue, Suite 150 Cypress, CA 90630 6574652464 n.bagley@us.motul.com	\$0.00	\$0.00	\$0.00	\$0.00	\$5,000.00	\$5,000.00
Mt. San Jacinto College Roddy Rampersad	1499 North State St San Jacinto, CA 92583 (951) 654-8011	\$25.00	\$0.00	\$0.00	\$0.00	\$0.00	\$25.00
NAPA AutoCare Jason Rainey	2999 Wildwood Parkway Atlanta, GA 30339 4046541660 jason_rainey@genpt.com	\$0.00	\$5,000.00	\$0.00	\$0.00	\$0.00	\$5,000.00
Official Smog Check Test Only Albert Romero	645 85th Avenue Oakland, CA 94621 5106397664 rockyrue_1@hotmail.com	\$400.00	\$0.00	\$0.00	\$0.00	\$0.00	\$400.00
Quinn's Automotive Tom Quinn	1501 W. Acacia Avenue, 106 Hemet, CA 95243 951.929.4442 quinnstq1@verizon.net	\$400.00	\$0.00	\$0.00	\$0.00	\$0.00	\$400.00
Robert's Auto Repair Robert Wesenberg	234 Ramona Ave Monterey, CA 93940 (831) 373-1534	\$100.00	\$0.00	\$0.00	\$0.00	\$0.00	\$100.00
Shop-Ware, Inc. Roxanne Doche	475 9th Street San Francisco, CA 94103 4158900906 roxanne@shop-ware.com	\$5,000.00	\$0.00	\$0.00	\$0.00	\$0.00	\$5,000.00

<b>Company</b>	<b>Contact Info</b>	<b>Current</b>	<b>31-60</b>	<b>61-90</b>	<b>91-120</b>	<b>120+</b>	<b>Balance</b>
SunRay Auto Service Joe Okimoto	10300 East Artesia Blvd Bellflower, CA 90706 (562) 867-5296 sunray00@verizon.net	\$400.00	\$0.00	\$0.00	\$0.00	\$0.00	\$400.00
The Institute for Automotive Business Cecil Bullard	3789 Wall Avenue South Ogden, UT 84405 6507954245 cecil@iforabe.com	\$495.00	\$0.00	\$0.00	\$0.00	\$0.00	\$495.00
True Blue Auto Care Saj Zoghet	8964 Greenback Lane Orangevale, CA 95662 9166739001 szoghet@trueblueautocare.com	\$102.00	\$0.00	\$0.00	\$0.00	\$0.00	\$102.00
Warren's Automotive Russell Warren	501 West Ridgecrest Blvd Ridgecrest, CA 93555 (760) 375-4123 highsierra@iwvisp.com	\$400.00	\$0.00	\$0.00	\$0.00	\$0.00	\$400.00
Westlake Independent Honda/ Acura S Thomas "Bruce" Nation	31290 La Baya Dr, #1 Westlake Village, CA 91362 (818) 889-0377	\$400.00	\$0.00	\$0.00	\$0.00	\$0.00	\$400.00
Wine Country Motors Kelly Dicker	755 6th St Napa, CA 94559 (707) 255-8697 kd@wcmotors.com	\$100.00	\$0.00	\$0.00	\$0.00	\$0.00	\$100.00
WORLD PAC Rob Morrell	37137 Hickory Street Newark, CA 94560 5107556058 robm@worldpac.com	\$495.00	\$0.00	\$0.00	\$0.00	\$0.00	\$495.00

<b>Company</b>	<b>Contact Info</b>	<b>Current</b>	<b>31-60</b>	<b>61-90</b>	<b>91-120</b>	<b>120+</b>	<b>Balance</b>
WorldPac Industries	37137 Hickory St.	\$495.00	\$0.00	\$0.00	\$0.00	\$0.00	\$495.00
Jeff Puccini	Newark, CA 94560 (510) 608-5460						
<b>Chapter Sta Subtotal</b>		\$14,890.75	\$5,000.00	\$1,500.00	\$7,281.75	\$22,995.00	\$51,667.50
<b>Grand Total</b>		86439.24	10136.99	1566.66	9253.5	24813	132209.39



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 (800) 810-4272  
 FAX (916) 444-7462  
 E-mail: [info@ascca.com](mailto:info@ascca.com)

**AGENDA**

**MBI BOARD OF DIRECTORS**

January 25, 2020 | 3:00 – 3:15pm  
 Embassy Suites Sacramento Promenade – *Central Pacific Room*  
 Sacramento, CA

- |  |                |
|--|----------------|
| I. Call to Order                                   | J. Eppstein    |
| II. Roll Call                                      | C. Coquillette |
| III. Minutes of the 11.10.19 Meeting– <i>encl.</i> | J. Eppstein    |
| IV. Overview of Year-to-Date Revenue – <i>TBP.</i> | G. Peterson    |
| V. ASC Insurance Program Update                    | G. Dailey      |

**AGENDA**

**ASCCA BOARD OF DIRECTORS**

January 25, 2020 | 3:15 - 5:00pm

- |   |                       |
|---|-----------------------|
| I. Call to Order  | J. Eppstein           |
| II. Attendance – <i>encl.</i>   | C. Coquillette        |
| III. Secretary’s Report   | C. Coquillette        |
| a. Minutes Approval: 1.13.2020 Board of Directors Meetings – <i>encl.</i>   |                       |
| b. Action Items Review – <i>encl.</i>   |                       |
| c. Ratify Electronic Votes: Appointments of Rob Morrell and Jack Scrafield  |                       |
| IV. ASCCA Building Update   | G. Peterson           |
| V. Treasurer’s Report   | J. Villa              |
| a. December Month-end Financial Statement – <i>tbp.</i>   |                       |
| b. Vanguard Statement – <i>encl.</i>  |                       |
| VI. President’s Report  | J. Eppstein           |
| VII. ASCEF Update   | D. Kusa / G. Peterson |
| VIII. Committee Discussion & Recommendations  | J. Eppstein           |
| IX. Old Business  | J. Eppstein           |
| a. Vote to donate the balance of the 2019 budgeted Board Travel fund to the ASCEF scholarship named ASCCA President |                       |
| b. Review ASCCA Long Range Investment Strategy Policy – <i>encl.</i>  |                       |
| c. Review ASCCA Operating Funds Investment Policy – <i>encl.</i>  |                       |
| X. New Business   | J. Eppstein           |
| a. Resignation of Board Director Darren Gilbert   |                       |
| b. Possible New Chico Chapter   |                       |
| XI. Adjournment   | J. Eppstein           |

**Board of Directors & Executive Committee  
2020 Attendance Record**

Member Name	Term Expiration	1/27 BOD	2/27 BOD	3/27 Exec	4/24 BOD	5/19 BOD	6/26 BOD	7/24 EXEC	9/8 Executive Session BOD	9/8 BOD	10/23 Exec Budget Mtg	10/30 Exec Budget Mtg	11/10 BOD
<b>EXECUTIVE COMMITTEE</b>													
John Eppstein, President	12.31.2021	P											
Rory Balmer, Vice President	12.31.2021	P											
Rocky Khamenian, Immediate Past President	12.31.2020	P											
John Villa, Treasurer	12.31.2021	P											
Carolyn Coquillette, Secretary	12.31.2021	A											
Travis Guy, CRC Chair	12.31.2020	P											
<b>BOARD DIRECTORS (1 Vacancy)</b>													
Scott Brown	12.31.2021	A											
Tony Callas	12.31.2021	P											
Lee Chesnin	12.31.2021	P											
George Hritz (Educator Member)	12.31.2020	P											
Jerry Kubitsky	12.31.2020	P											
Dave Kusa	12.31.2020	P											
Rob Pitari	12.31.2020	A											
Steve Vanlandingham	12.31.2020	P											
Todd Westerlund (Associate Member)	12.31.2020	A											
<b>ADVISOR – NON-VOTING</b>													
Rob Morrell	12.31.2020	P											
Jack Scrafield	12.31.2020	A											

P = Present    A = Absent    E = Excused Absence

# MINUTES

## MBI BOARD OF DIRECTORS

November 10, 2019

Embassy Suites Sacramento

100 Capitol Mall, Sacramento, CA

### I. Call to Order

J. Eppstein called the meeting to order at 10:55 am.

### II. Roll Call

John Eppstein, Rocky Khamenian, Rory Balmer, Jack Scrafield, David Kusa, Rob Pitari, Steve Vanlandingham, Lee Chesnin, Jerry Kubitsky, John Villa, Carolyn Coquillette, Rob Morrell

Absent: Darren Gilbert

Excused: George Hritz, Scott Brown, Travis Guy, Todd Westerlund

Guests: Stuart Terry, Jim Silverman, Angi Roberts, Glen Dailey, Grant Takikawa, Dennis Montalbano

Staff: Kari Groff, Gloria Peterson

### III. Minutes

MOTION                      It was moved, seconded and carried (MSC) to approve the minutes of the September 7, 2019 MBI Board of Directors meeting

### IV. Overview of Year-to-Date Revenue

G. Peterson reported that as of September 30, 2019, the year-to-date revenue from endorsed services is \$47,344, on budget, but lower than the prior year by \$1,521.

### V. ASC Insurance Program Update

Glen Dailey provided an update on the year to date new business and renewing business for the insurance services program.

### VI. Adjournment

The meeting adjourned at 11:12 am.



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E-mail: [info@ascca.com](mailto:info@ascca.com)

### MINUTES

ASCCA Board of Directors Meeting  
January 13, 2020  
Conference Call

#### I. Call to Order

The meeting was called to order at 6:02 pm.

#### II. Roll Call

Present: John Eppstein, Rory Balmer, Rocky Khamenian, John Villa, Tony Callas, Lee Chesnin, George Hritz, Jerry Kubitsky, Dave Kusa, Steve Vanlandingham, Rob Morrell

Absent: Carolyn Coquillette, Travis Guy, Scott Brown, Rob Pitari, Todd Westerlund, Jack Scrafield

Staff: Gloria Peterson

#### III. Investment Advisor Proposal

The Board of Directors was presented with the Executive Committee recommended investment advisor service presented by Grant Knox.

**MOTION** It was moved, seconded to accept the proposal as presented.

**AMEND MOTION** It was moved, seconded and carried to amend the motion was to approve Grant Knox at the proposed fees.

**ACTION** J. Villa will connect with Grant Knox to discuss some of the fund selections.

**ACTION** G. Peterson will include the current long-range investment strategy in the January 25 Board of Directors agenda packet.

#### IV. New Business

R. Khamenian sought input from the Board on the possibility of creating a Smartphone app for the association.

J. Kubitsky reported his findings on the exit interviews with non-renewed members.

#### V. Adjournment

The meeting adjourned at 6:48 pm.

**ASCCA Action Item**

**1/15/2020**

<b>ACTION</b>	<b>RESPONSIBLE</b>	<b>Start Date</b>	<b>Deadline</b>	<b>STATUS</b>
Obtain quotes for window replacement and mold cleanup in the ASCCA owned building.	G. Peterson	1/27/2019		<b>COMPLETE</b>
The Executive Committee will review the current long-term investment policy with respect to the asset mix since current policy does not match the actual mix. It will await the ASCEF to select an investment adviser and subsequent selection by the association.	Executive Committee	3/27/2019		<b>COMPLETE</b>

# ASCCA Policy # 2-12A

## Operating Funds Investment Policy

*Amended: 9/27/15  
Adopted 12/3/2008*

### **DEFINITION:**

Operating Funds are all ASCCA funds not restricted or designated. Operating funds at a minimum will be maintained in an amount equal to six months operating expenses. Operating expenses are ASCCA approved budget expenses for Board of Director meetings, General Administrative expenses and Professional Services expenses.

### **OBJECTIVES:**

The objective of the ASCCA's operating funds investment policy is to obtain the maximum possible return on operating funds while assuring preservation of capital and maintenance of sufficient liquidity.

### **MANAGING COMMITTEE:**

The investments will be administered by the Executive Committee. The ASCCA outside Investment Manager may be used as a consultant when choosing investment vehicles. The election of an outside Investment Manager will be determined by the Executive Committee.

### **INVESTMENT GUIDELINES:**

1. The Executive Committee is authorized to invest operating funds in deposit accounts, certificates of deposit at commercial banks, savings and loans and money market funds that invest in U.S. Government backed securities with maturities of one year or less. The FDIC limits shall be observed for certificates of deposit.
2. The Executive Committee is authorized to invest short-term cash surpluses in United States Government obligations or federal agency obligations, which are backed, by the full faith and credit of the United States Government, with a maturity of one year or less.
3. All funds that are not part of the operating funds shall be invested as directed by the Long Term Non-Operating Fund Investment Policy.
4. Purchases of securities not outlined above require prior approval by the ASCCA Executive Committee.

### **ADMINISTRATIVE REQUIREMENTS**

1. Transfers from investment funds to operating funds must be approved by the Executive Committee.
2. The Executive Committee will review and manage the cash flow and transfers between funds.
3. A cash analysis of the operating funds projected below \$30K, may warrant a transfer.

**INVESTMENT REPORTING:**

1. The Executive Committee shall review monthly the status of investments and report such on a quarterly basis to the Board of Directors.
2. The Executive Committee shall review the investment policies at least annually with input from the outside Investment Manager. It is highly recommended that the annual review be conducted at the beginning of the fiscal year.

Policy Status: Approved  
Last Policy Status Date: *September 27, 2015*

## **ASCCA Policy # 2-12B**

# **Long Term Non-Operating Fund Investment Policy**

*Amended 9/27/2015*

*Adopted 12/3/2008*

### **BACKGROUND**

The funds covered by this investment policy statement are comprised of the following funds:

- Designated Reserve Funds
- Other Non-Operating Funds

Although there are no current needs for these funds, it is anticipated that these assets will be used in the future to meet the needs of ASCCA.

### **PURPOSE**

The purpose of this statement is to establish a clear understanding regarding the investment policies and objectives of these assets between ASCCA, Executive Committee, association management staff and any outside Investment Manager(s) that ASCCA may engage.

### **MANAGING COMMITTEE:**

The investments will be administered by the Executive Committee.

### **RESPONSIBILITIES**

The Executive Committee is responsible for selecting an Investment Fund Manager, as defined in Policy 2-12C.

### **OBJECTIVES**

Investments will be made for the sole interest and exclusive purpose of providing returns for the ASCCA. The assets must be invested with the care, skill and diligence that a prudent person acting in this capacity would undertake.

The objectives of the account should be pursued as a long-term goal designed to maximize the returns without exposure to undue risk. Knowing that ASCCA understands that fluctuating rates of return are characteristic of the securities markets, the Executive Committee and the Investment Manager's primary objects should be long-term appreciation of the assets and consistency of total portfolio returns.

The Executive Committee and Investment Manager, in consultation with the Board of Directors, have complete discretion over the timing and selection of securities following the investment requires within this investment policy.

### **ASSET ALLOCATION**

This asset allocation policy has been developed after examining the historical relationships of risk and returns among asset classes, and is designed to provide a reasonable rate of return without undue risk.

## TARGET ASSET ALLOCATION TABLE

<u>Asset Class</u>	<u>Max Percent</u>	<u>Target Percent</u>	<u>Min Percent</u>
Equities	25	<b>25</b>	<b>15</b>
Fixed Income	75	75	70

### **EQUITIES**

In keeping with the general philosophy, ASCCA expects the Executive Committee and any Investment Manager to maintain the equity portfolio at a risk level roughly equivalent to that of the equity market as a whole, as represented by the Standard & Poors 500.

### **FIXED INCOME**

Investments in fixed-income securities will be managed actively to pursue opportunities presented in interest rates and maturity premiums. ASCCA has established the following guidelines for fixed income investments:

- Individual bonds will have credit ratings of A- or better.
- A maximum maturity of 10 years for an individual bond.
- An average maturity of 3-5 years for the portfolio.
- U.S. Government backed certificates of deposits with maturities of 2-5 years.
- Total return bond funds with AA rating

### **COMMUNICATIONS**

Meetings will be held on an as needed basis between ASCCA, Executive Committee and any Investment Managers to discuss:

1. The performance and risk levels in light of the stated policies and objectives.
2. The effects of changes within any outside Investment Manager's organization on investment philosophy, strategy and performance.

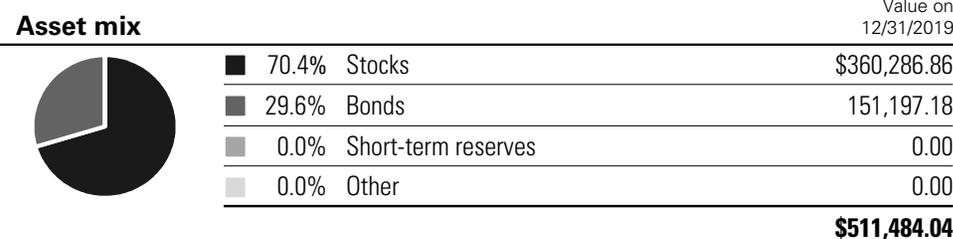
### **INVESTMENT REPORTING:**

1. The Executive Committee shall review monthly the status of investments and report such on a quarterly basis to the Board of Directors.
2. The Executive Committee shall review the investment policies at least annually.
3. The Investment Fund Manager will provide a report at least twice annually on the condition of the investment fund(s). The Executive Committee will review the report and will provide it to the Board of Directors.

Policy Status: Approved  
Last Policy Status Date: *December 3, 2008*  
*Amended: September 27, 2015*

Statement overview **\$511,484.04**  
Total value of all accounts as of December 31, 2019

Accounts	Value on 12/31/2018	Value on 12/31/2019
Automotive Service Councils Of California Inc.		
<b>Corporation account</b>	<b>\$381,031.53</b>	<b>\$511,484.04</b>



Your asset mix percentages are based on your holdings as of the prior month-end.



Corporation account  
Automotive Service Councils Of California Inc.

Client Services: 800-662-2739

## Account overview

**\$511,484.04**

Total account value as of December 31, 2019

### Year-to-date income

Taxable income	\$10,148.24
Nontaxable income	0.00
<b>Total</b>	<b>\$10,148.24</b>

### Balances and holdings for Vanguard funds

Beginning on January 1, 2012, new tax rules on taxable (nonretirement) mutual fund accounts (excluding money market funds) require Vanguard to track cost basis information for shares acquired and subsequently sold, on or after that date. Unless you select another method, sales of Vanguard mutual funds, but not ETFs, will default to the average cost method. For more information, visit [vanguard.com/costbasis](http://vanguard.com/costbasis).

Symbol	Name	Fund and account	Average price per share	Total cost	Balance on 12/31/2018	Balance on 12/31/2019
VFIJX	GNMA Fund Admiral Shares	0536-09944948724	\$10.52	\$107,191.40	\$101,452.93	\$107,473.56
VFIIX	GNMA Fund Investor Shares	0036-09944948724	10.40	43,104.28	21,843.69	43,723.62
VTSAX	Total Stock Mkt Idx Adm	0585-09944948724	47.78	216,000.89	257,734.91	360,286.86
					<b>\$381,031.53</b>	<b>\$511,484.04</b>



20200101 190106 RSEJM/26 102B 00000094538299 L

Corporation account

Client Services: 800-662-2739

Automotive Service Councils Of California Inc.

**Account activity for Vanguard funds**

**GNMA Fund Admiral Shares 0536-09944948724**

Purchases	Withdrawals	Dividends
\$0.00	\$0.00	\$3,024.65
30-day SEC yield as of 12/31/2019*		2.56%

\*Based on holdings' actual income for the past 30 days; distribution may differ. For updated information, visit [vanguard.com](http://vanguard.com).

Date	Transaction	Amount	Share price	Shares transacted	Total shares owned	Value
	Beginning balance on 12/31/2018		\$10.25		9,897.847	\$101,452.93
01/31	Income dividend	\$260.81	10.30	25.321	9,923.168	
02/28	Income dividend	265.67	10.28	25.843	9,949.011	
03/29	Income dividend	269.07	10.37	25.947	9,974.958	
04/30	Income dividend	270.29	10.34	26.140	10,001.098	
05/31	Income dividend	262.98	10.44	25.190	10,026.288	
06/28	Income dividend	278.18	10.49	26.519	10,052.807	
07/31	Income dividend	256.61	10.50	24.439	10,077.246	
08/30	Income dividend	241.59	10.59	22.813	10,100.059	
09/30	Income dividend	233.57	10.57	22.097	10,122.156	
10/31	Income dividend	233.33	10.58	22.054	10,144.210	
11/29	Income dividend	219.62	10.57	20.778	10,164.988	
12/31	Income dividend	232.93	10.55	22.079	10,187.067	
	<b>Ending balance on 12/31/2019</b>		<b>\$10.55</b>		<b>10,187.067</b>	<b>\$107,473.56</b>

December 31, 2019, year-to-date statement



20200101 190106 RSEJM/26 102B 00000094538299 L

Corporation account

Client Services: 800-662-2739

Automotive Service Councils Of California Inc.

**Account activity for Vanguard funds** continued

**GNMA Fund Admiral Shares 0536-09944948724** continued

Per your request, a copy of this statement has been sent to:

CURRY FINANCIAL GROUP  
 ATTN: JEFF A. CURRY  
 PO BOX 610934  
 SAN JOSE CA 95161

**GNMA Fund Investor Shares 0036-09944948724**

Purchases	Withdrawals	Dividends
\$20,000.00	\$0.00	\$946.46
30-day SEC yield as of 12/31/2019*		2.46%

\*Based on holdings' actual income for the past 30 days; distribution may differ. For updated information, visit [vanguard.com](http://vanguard.com).

Date	Transaction	Amount	Share price	Shares transacted	Total shares owned	Value
	Beginning balance on 12/31/2018		\$10.25		2,131.092	\$21,843.69
01/31	Income dividend	\$54.30	10.30	5.272	2,136.364	
02/28	Income dividend	55.51	10.28	5.400	2,141.764	
03/29	Income dividend	56.05	10.37	5.405	2,147.169	
04/30	Income dividend	56.36	10.34	5.451	2,152.620	
05/28	Buy electronic bank transfer	20,000.00	10.40	1,923.077	4,075.697	
05/31	Income dividend	59.45	10.44	5.694	4,081.391	
06/28	Income dividend	109.74	10.49	10.461	4,091.852	
07/31	Income dividend	100.80	10.50	9.600	4,101.452	
08/30	Income dividend	94.65	10.59	8.938	4,110.390	
09/30	Income dividend	91.49	10.57	8.656	4,119.046	

December 31, 2019, year-to-date statement



20200101 190106 RSEJM/26 102B 00000094538299 L

Corporation account

Client Services: 800-662-2739

Automotive Service Councils Of California Inc.

**Account activity for Vanguard funds** continued

**GNMA Fund Investor Shares 0036-09944948724** continued

Date	Transaction	Amount	Share price	Shares transacted	Total shares owned	Value
10/31	Income dividend	91.26	10.58	8.626	4,127.672	
11/29	Income dividend	85.78	10.57	8.115	4,135.787	
12/31	Income dividend	91.07	10.55	8.632	4,144.419	
<b>Ending balance on 12/31/2019</b>			<b>\$10.55</b>		<b>4,144.419</b>	<b>\$43,723.62</b>

Per your request, a copy of this statement has been sent to:

CURRY FINANCIAL GROUP  
 ATTN: JEFF A. CURRY  
 PO BOX 610934  
 SAN JOSE CA 95161

**Total Stock Mkt Idx Adm 0585-09944948724**

Purchases	Withdrawals	Dividends				
\$20,000.00	\$0.00	\$6,177.13				

Date	Transaction	Amount	Share price	Shares transacted	Total shares owned	Value
	Beginning balance on 12/31/2018		\$62.09		4,150.989	\$257,734.91
03/22	Income dividend .3736	\$1,550.81	69.49	22.317	4,173.306	
05/28	Buy electronic bank transfer	20,000.00	69.77	286.656	4,459.962	
06/14	Income dividend .2647	1,180.55	71.58	16.493	4,476.455	
09/13	Income dividend .3389	1,517.07	74.37	20.399	4,496.854	
12/23	Income dividend .4289	1,928.70	79.53	24.251	4,521.105	
<b>Ending balance on 12/31/2019</b>			<b>\$79.69</b>		<b>4,521.105</b>	<b>\$360,286.86</b>

December 31, 2019, year-to-date statement



Automotive Service Councils Of  
California Inc.  
1 CAPITOL MALL STE 800  
SACRAMENTO, CA 95814-3274

**Valuation date 12/31/2019**

Client Services: 800-662-2739

**Total report value: \$511,484.04**

Total report value includes any accrued dividends.

**Automotive Service Councils Of California Inc. Account**

**\$511,484.04**

**Account value summary contents**

Symbol	Name	Fund & account	Date opened	Quantity	Price as of 12/31/2019**	Balance***	Accrued dividends
VFIJX	Vanguard GNMA Fund Admiral Shares	0536-09944948724	03/01/2006	10,187.0670	\$10.55	\$107,473.56	-
VFIIX	Vanguard GNMA Fund Investor Shares	0036-09944948724	10/22/2001	4,144.4190	\$10.55	\$43,723.62	-
VT SAX	Vanguard Total Stock Market Index Fund Admiral Shares	0585-09944948724	12/14/2010	4,521.1050	\$79.69	\$360,286.86	-
<b>Total</b>						<b>\$511,484.04</b>	<b>\$0.00</b>

\*Note on account protection: Securities in your brokerage account are held in custody by Vanguard Brokerage Services®, a division of Vanguard Marketing Corporation, member FINRA and SIPC.

\*\*Price information reflects the market close for the date shown. If the date shown falls on a weekend or holiday, we use the previous business day's closing price.

\*\*\*Balance does not include Accrued dividends.

Trade date balance is the net dollar amount in your account that has not swept to or from your settlement fund.

The values represented in this report are based upon the account criteria you selected and the closing price(s) as of the date listed on the report. If the date selected falls on a weekend or holiday, we use the previous business day's closing price. This is not a date of death or alternate date of death valuation report as these two types of reports are calculated using a different method. For more information, we recommend you consult a qualified tax professional.

Brokerage holdings must be sold (online or by calling Vanguard Brokerage) before proceeds are available for withdrawal from the brokerage account. Proceeds are available for withdrawal on the settlement date of the executed trade(s). The settlement period for brokerage trades varies based on the security type. Most domestic stock, bond, and American Depositary Receipt (ADR) trades settle on the second business day after the trade date. Vanguard mutual funds held in a brokerage account can be exchanged to another fund or redeemed by submitting a sell. Proceeds of Vanguard funds' redemption are sent on the settlement date (generally, the business day following the trade date).

This report is not intended to replace an account statement, which contains more detailed information about the investments and associated transactions within an account

Vanguard funds not held in a brokerage account are held by The Vanguard Group, Inc., and are not protected by SIPC. Brokerage assets are held by Vanguard Brokerage Services, a division of Vanguard Marketing Corporation, member FINRA and SIPC.

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# AUTOMOTIVE SERVICE COUNCILS OF CALIFORNIA

## PRELIMINARY AND NON-REVIEWED FINANCIAL STATEMENTS

Period Ending December 31, 2019

### OVERVIEW

The financial statements are based on the Board approved 2019 budget. ASCCA uses the accrual method of accounting for financial reporting.

The operations of ASCCA for the Period Ending December 31, 2019 resulted in excess revenue over/(under) expenses of \$168,577 which is better than budget by \$109,065 after taxes.

The following statements are provided for Period Ending December 31, 2019:

- (1) ASCCA Consolidated – Statement of Financial Position
- (2) ASCCA Consolidated – Statement of Functional Activities

### CONSOLIDATED STATEMENT OF FINANCIAL POSITION

#### CURRENT ASSETS:

*Cash:* All funds are kept in interest-bearing accounts whenever possible. Total cash balance for this reporting period is \$721,052 of which \$511,484 is being held in the Vanguard reserve account.

*Investment Accounts (Vanguard):* ASCCA operating investment policy calls for six months of operating reserves. Six months based on the current 2019 budget would be \$204,991 (\$34,165 monthly). Currently ASCCA has total cash in operating of \$511,484 less total current liabilities of \$176,808 a balance of \$334,676 which is 9.8 months of operating expenses. Realized **gain/loss** on investments is currently **\$90,453** better than budget by \$67,073.

#### FIXED ASSETS:

*Building & Fixtures:* No fixed assets have been added.

#### OTHER ASSETS:

*Prepaid Expenses:* Prepaid expenses are \$3,836

*Projects in Progress:* Projects in progress are \$621.

*Future Tax Benefits:* MBI's tax benefit which the CPA will review each year to ensure is correct.

#### CURRENT LIABILITIES:

*Accounts Payable:* Balance of Accounts Payable is \$72,164.

*Accounts Payable MBI:* (Estimated 2019 tax payments) \$0.00.

*Other liabilities* include: Advocacy Fund Contribution, currently the balance \$8,879.

Connect Cars Committee Designated Fund, currently at \$4,405.

Chapter Dues Payable: currently the balance is \$2,028.

Deferred 2020 Dues: currently at \$89,258.

#### LONG TERM LIABILITIES:

Tenant Lease Deposit: \$3,138 (increased from \$1,611.00 by \$1,527.00)

*MEMBERS' EQUITY:* Includes Capital Stock, Additional Paid in Capital, Retained Earning prior years and current year retained earnings.

## CONSOLIDATED STATEMENT OF FUNCTIONAL ACTIVITIES

**REVENUES:** Total revenue is \$507,242 **better** than budget by **\$77,434** (the revenue includes realized **gain** of **\$90,453** on investments)

**Membership Dues:** Currently dues are \$219,125 **less** than budget by **\$23,100**.

**Endorsements/Services:** Revenue is \$67,457 **better** than budget by **\$15,707**.

**Merchandise Revenue:** Revenue is \$53, **less** than budget by **\$47**.

**Connect Car Committee:** Revenue is at zero, **less** than budget by **\$6,000**.

**Corporate Partners:** Revenue is at \$85,126 **better** than budget by **\$25,126**.

**Education & Training:** Revenue is \$99, there was no amount budgeted.

**Team Weekend Raffle:** Revenue is at \$1,175 for this month, **less** than budget by **\$1,325**.

**Other Revenue:** (includes miscellaneous revenue and building rental) Revenue \$43,753 same as budget.

**Technology Expenses** are all expenses related to list service, systems maintenance, database updates and website changes and maintenance. Currently expenses are zero **better** than budget by **\$7,000**.

**Publication/Communication:** Expenses are \$2,374 **greater** than budget by **\$1,226**.

**Revenue & Benefit Expenses:** Expenses are \$2,750, **greater** than budget by **\$1,053**.

**Educational & Training – Chapter:** Expenses are zero, **better** than budget by **\$2,500**.

**Board (Team Weekends) & Committee Expense includes items that are directly related to the committee and Team Weekends travel**

**Meeting & Travel:** \$19,915 in expenses for year to date, **better** than budget by **\$1,517**.

**Governmental Affairs:** Expenses are \$4,558, **better** than budget by **\$2,442**.

**Membership Recruitment/Retention:** Expenses are \$17,951 for year to date, **better** than budget by **\$3,049**.

**Public Relation Committee:** Expenses are \$118, **better** than budget by **\$2,582**.

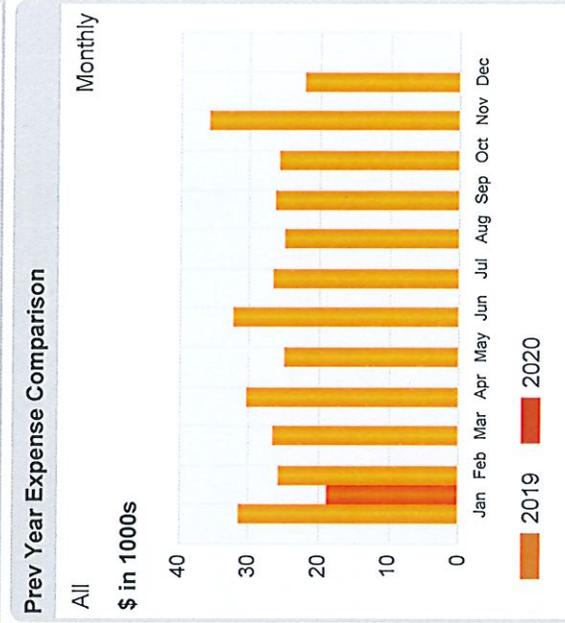
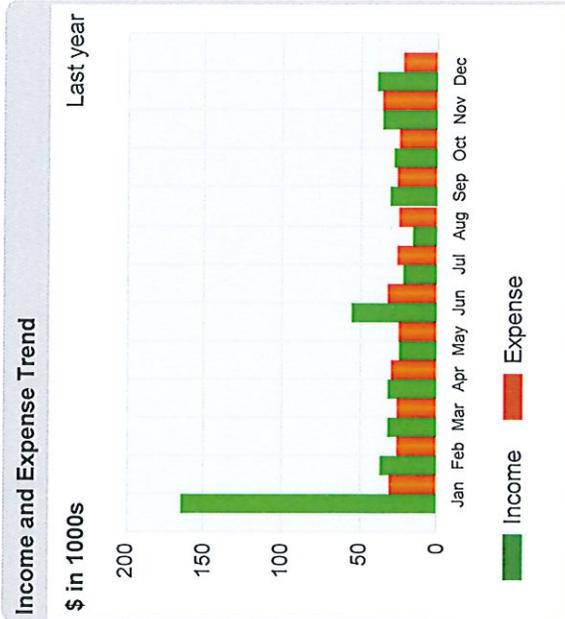
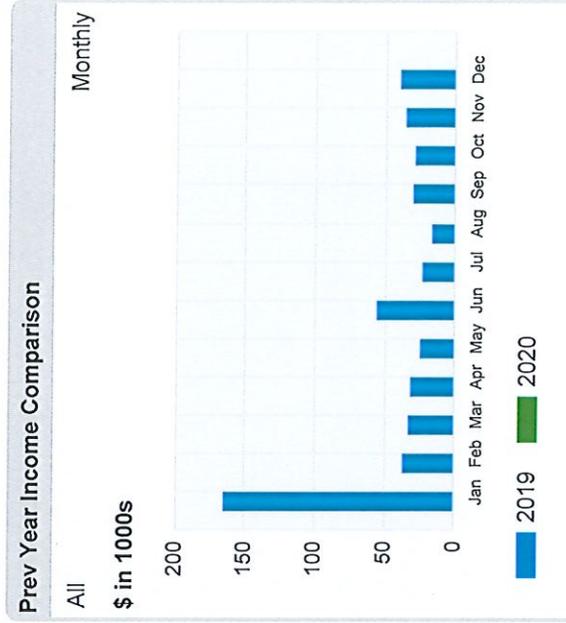
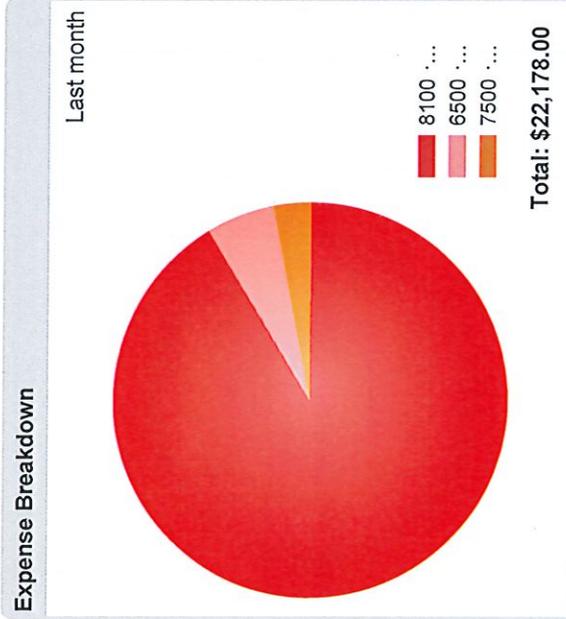
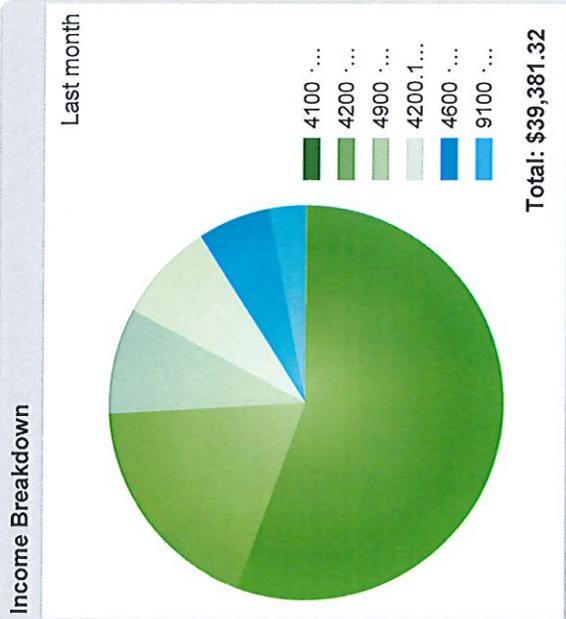
**Connect Car Committee Expenses:** Expenses are zero, **better** budget by **\$6,000**.

**General & Administrative expenses** include all expenses for operations. Total of the expenses for operations are \$22,573 **less** than budget by **\$481**.

**Building Maintenance** includes all expenses related to the care and maintenance of the property owned by ASCCA. Revenue for the building is \$43,753 with expenses of \$17,616 for a net **gain** of **\$26,137**.

**Professional Services** includes accounting fees, management, advocacy, legal and consulting. Expenses are \$247,235 **less** than budget by **\$65**.

**YEAR TO DATE SUMMARY:** Total revenue is \$507,242 with total expenses (direct expenses plus operating expenses) of \$334,605 for a net gain of \$172,637 before taxes & 168,577 after, which is **better** than budgeted net gain by **\$109,065**.



## Automotive Service Councils of California

## Balance Sheet

01/16/20

As of December 31, 2019

Accrual Basis

	<u>Dec 31, 19</u>
<b>ASSETS</b>	
<b>Current Assets</b>	
<b>Checking/Savings</b>	
1100 · Cash	
1105 · Cash-In Banking	151,136.31
1105.01 · Bank - MBI	58,432.13
1115 · Vanguard	467,760.42
1120 · Vanguard -Net Proceeds from Bui	43,723.62
<b>Total 1100 · Cash</b>	<u>721,052.48</u>
<b>Total Checking/Savings</b>	721,052.48
<b>Accounts Receivable</b>	
1200 · Accounts Receivable	
1220 · Accounts Receivable-Chapters	548.68
<b>Total 1200 · Accounts Receivable</b>	<u>548.68</u>
<b>Total Accounts Receivable</b>	548.68
<b>Total Current Assets</b>	721,601.16
<b>Fixed Assets</b>	
1300 · Fixed Assets	
1330 · Buildings & Fixtures	145,233.00
1380 · Land	73,800.00
1390 · Accumulated Depreciation	-105,261.00
<b>Total 1300 · Fixed Assets</b>	<u>113,772.00</u>
<b>Total Fixed Assets</b>	113,772.00
<b>Other Assets</b>	
1500 · Other Assets	
1510 · Prepaid Expenses	3,836.16
1520 · Projects In Progress	621.42
<b>Total 1500 · Other Assets</b>	<u>4,457.58</u>
1600 · Investments	
1630 · Future Tax Benefits - MBI	64,504.02
<b>Total 1600 · Investments</b>	<u>64,504.02</u>
<b>Total Other Assets</b>	68,961.60
<b>TOTAL ASSETS</b>	<b><u>904,334.76</u></b>
<b>LIABILITIES &amp; EQUITY</b>	
<b>Liabilities</b>	
<b>Current Liabilities</b>	
<b>Accounts Payable</b>	
2000 · Current Liabilities	
2110 · Accounts Payable	72,163.79
<b>Total 2000 · Current Liabilities</b>	<u>72,163.79</u>
<b>Total Accounts Payable</b>	72,163.79
<b>Other Current Liabilities</b>	
2503 · Advocacy Fund Contribution	8,953.64
2504 · Connect Cars Committee designat	4,405.00
2505 · Chapter Dues Payables	2,027.50
2511 · Deferred Dues - 2020	89,258.42
<b>Total Other Current Liabilities</b>	<u>104,644.56</u>
<b>Total Current Liabilities</b>	176,808.35
<b>Long Term Liabilities</b>	

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# Automotive Service Councils of California

01/16/20

## Balance Sheet

Accrual Basis

As of December 31, 2019

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	<u>Dec 31, 19</u>
2501 · Tenant - Lease Deposit	3,137.60
<b>Total Long Term Liabilities</b>	<u>3,137.60</u>
<b>Total Liabilities</b>	179,945.95
<b>Equity</b>	
3000 · Members' Equity	
3100 · Undesignated Fund Balance	-267,499.94
3101 · Capital Stock	1,000.00
3110 · Additional Paid in Capital	669,568.00
3120 · Retained Earnings	<u>-36,079.25</u>
<b>Total 3000 · Members' Equity</b>	366,988.81
30000 · Opening Balance Equity	-3,722.04
32000 · Unrestricted Net Assets	192,545.18
Net Income	<u>168,576.86</u>
<b>Total Equity</b>	<u>724,388.81</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<u><u><b>904,334.76</b></u></u>

**Automotive Service Councils of California**  
**Balance Sheet Prev Year Comparison**  
**As of December 31, 2019**

	Dec 31, 19	Dec 31, 18	\$ Change	% Change
<b>ASSETS</b>				
<b>Current Assets</b>				
<b>Checking/Savings</b>				
<b>1100 · Cash</b>				
1105 · Cash-In Banking	151,136.31	82,988.24	68,148.07	82.1%
1105.01 · Bank - MBI	58,432.13	53,298.46	5,133.67	9.6%
1115 · Vanguard	467,760.42	359,187.84	108,572.58	30.2%
1120 · Vanguard -Net Proceeds from Bui	43,723.62	21,843.69	21,879.93	100.2%
<b>Total 1100 · Cash</b>	<b>721,052.48</b>	<b>517,318.23</b>	<b>203,734.25</b>	<b>39.4%</b>
<b>Total Checking/Savings</b>	<b>721,052.48</b>	<b>517,318.23</b>	<b>203,734.25</b>	<b>39.4%</b>
<b>Accounts Receivable</b>				
<b>1200 · Accounts Receivable</b>				
1220 · Accounts Receivable-Chapters	548.68	548.68	0.00	0.0%
<b>Total 1200 · Accounts Receivable</b>	<b>548.68</b>	<b>548.68</b>	<b>0.00</b>	<b>0.0%</b>
<b>Total Accounts Receivable</b>	<b>548.68</b>	<b>548.68</b>	<b>0.00</b>	<b>0.0%</b>
<b>Total Current Assets</b>	<b>721,601.16</b>	<b>517,866.91</b>	<b>203,734.25</b>	<b>39.3%</b>
<b>Fixed Assets</b>				
<b>1300 · Fixed Assets</b>				
1330 · Buildings & Fixtures	145,233.00	145,233.00	0.00	0.0%
1380 · Land	73,800.00	73,800.00	0.00	0.0%
1390 · Accumulated Depreciation	-105,261.00	-105,261.00	0.00	0.0%
<b>Total 1300 · Fixed Assets</b>	<b>113,772.00</b>	<b>113,772.00</b>	<b>0.00</b>	<b>0.0%</b>
<b>Total Fixed Assets</b>	<b>113,772.00</b>	<b>113,772.00</b>	<b>0.00</b>	<b>0.0%</b>
<b>Other Assets</b>				
<b>1500 · Other Assets</b>				
1510 · Prepaid Expenses	3,836.16	3,952.08	-115.92	-2.9%
1520 · Projects In Progress	621.42	806.25	-184.83	-22.9%
<b>Total 1500 · Other Assets</b>	<b>4,457.58</b>	<b>4,758.33</b>	<b>-300.75</b>	<b>-6.3%</b>
<b>1600 · Investments</b>				
1630 · Future Tax Benefits - MBI	64,504.02	48,357.02	16,147.00	33.4%
<b>Total 1600 · Investments</b>	<b>64,504.02</b>	<b>48,357.02</b>	<b>16,147.00</b>	<b>33.4%</b>
<b>Total Other Assets</b>	<b>68,961.60</b>	<b>53,115.35</b>	<b>15,846.25</b>	<b>29.8%</b>
<b>TOTAL ASSETS</b>	<b>904,334.76</b>	<b>684,754.26</b>	<b>219,580.50</b>	<b>32.1%</b>
<b>LIABILITIES &amp; EQUITY</b>				
<b>Liabilities</b>				
<b>Current Liabilities</b>				
<b>Accounts Payable</b>				
<b>2000 · Current Liabilities</b>				
2110 · Accounts Payable	72,163.79	58,057.68	14,106.11	24.3%
<b>Total 2000 · Current Liabilities</b>	<b>72,163.79</b>	<b>58,057.68</b>	<b>14,106.11</b>	<b>24.3%</b>
<b>Total Accounts Payable</b>	<b>72,163.79</b>	<b>58,057.68</b>	<b>14,106.11</b>	<b>24.3%</b>
<b>Other Current Liabilities</b>				
2503 · Advocacy Fund Contribution	8,953.64	8,853.64	100.00	1.1%
2504 · Connect Cars Committee designat	4,405.00	6,000.00	-1,595.00	-26.6%
2505 · Chapter Dues Payables	2,027.50	-3,519.85	5,547.35	157.6%
2511 · Deferred Dues - 2020	89,258.42	56,413.24	32,845.18	58.2%
<b>Total Other Current Liabilities</b>	<b>104,644.56</b>	<b>67,747.03</b>	<b>36,897.53</b>	<b>54.5%</b>
<b>Total Current Liabilities</b>	<b>176,808.35</b>	<b>125,804.71</b>	<b>51,003.64</b>	<b>40.5%</b>
<b>Long Term Liabilities</b>				
2501 · Tenant - Lease Deposit	3,137.60	3,137.60	0.00	0.0%
<b>Total Long Term Liabilities</b>	<b>3,137.60</b>	<b>3,137.60</b>	<b>0.00</b>	<b>0.0%</b>
<b>Total Liabilities</b>	<b>179,945.95</b>	<b>128,942.31</b>	<b>51,003.64</b>	<b>39.6%</b>
<b>Equity</b>				
<b>3000 · Members' Equity</b>				
3100 · Undesignated Fund Balance	-267,499.94	-267,499.94	0.00	0.0%
3101 · Capital Stock	1,000.00	1,000.00	0.00	0.0%
3110 · Additional Paid in Capital	669,568.00	669,568.00	0.00	0.0%

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01/16/20

Accrual Basis

**Automotive Service Councils of California**  
**Balance Sheet Prev Year Comparison**  
**As of December 31, 2019**

	Dec 31, 19	Dec 31, 18	\$ Change	% Change
3120 · Retained Earnings	-36,079.25	-36,079.25	0.00	0.0%
<b>Total 3000 · Members' Equity</b>	366,988.81	366,988.81	0.00	0.0%
30000 · Opening Balance Equity	-3,722.04	-3,722.04	0.00	0.0%
32000 · Unrestricted Net Assets	192,545.18	157,591.52	34,953.66	22.2%
Net Income	168,576.86	34,953.66	133,623.20	382.3%
<b>Total Equity</b>	724,388.81	555,811.95	168,576.86	30.3%
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>904,334.76</b>	<b>684,754.26</b>	<b>219,580.50</b>	<b>32.1%</b>

**Automotive Service Councils of California**  
**Profit & Loss Budget vs. Actual**  
**January through December 2019**

	Jan - Dec 19	Budget	\$ Over Budget	% of Budget
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
4100 · Membership Dues				
4110 · Association Dues	185,969.37	200,000.00	-14,030.63	93.0%
4120 · General Member State Dues	0.00	2,430.00	-2,430.00	0.0%
4130 · Application Fees	880.76	1,000.00	-119.24	88.1%
4135 · Education Members	725.00	850.00	-125.00	85.3%
4140 · Associate Dues	30,677.08	30,195.00	482.08	101.6%
4143 · Associate Branch Dues	0.00	6,750.00	-6,750.00	0.0%
4145 · Recruitment Fee	-671.00	-500.00	-171.00	134.2%
4160 · Membership Liaison Commission	-124.00	1,500.00	-1,624.00	-8.3%
4198 · Service Charge Reoccurring bill	1,668.00			
<b>Total 4100 · Membership Dues</b>	<b>219,125.21</b>	<b>242,225.00</b>	<b>-23,099.79</b>	<b>90.5%</b>
4200 · Endorsements/Services				
4225 · Heartland	4,540.61	2,000.04	2,540.57	227.0%
4235 · G&K Services - Cintas	11,877.51	8,500.00	3,377.51	139.7%
4250 · Auto Zone	13,376.77	10,000.00	3,376.77	133.8%
4255 · Yourmembership	0.00	250.00	-250.00	0.0%
<b>Total 4200 · Endorsements/Services</b>	<b>29,794.89</b>	<b>20,750.04</b>	<b>9,044.85</b>	<b>143.6%</b>
4200.10 · ASC Insurance Services				
4215 · Armstrong Insurance	28,653.22	24,000.00	4,653.22	119.4%
4299 · CoreMark	9,009.12	7,000.00	2,009.12	128.7%
<b>Total 4200.10 · ASC Insurance Services</b>	<b>37,662.34</b>	<b>31,000.00</b>	<b>6,662.34</b>	<b>121.5%</b>
4400 · Merchandise				
4410 · Merchandise - Revenue	53.40	100.00	-46.60	53.4%
<b>Total 4400 · Merchandise</b>	<b>53.40</b>	<b>100.00</b>	<b>-46.60</b>	<b>53.4%</b>
4550 · Connected Cars Committee				
4550.01 · Connected Cars Committee	0.00	6,000.00	-6,000.00	0.0%
<b>Total 4550 · Connected Cars Committee</b>	<b>0.00</b>	<b>6,000.00</b>	<b>-6,000.00</b>	<b>0.0%</b>
4600 · Corporate Partners				
4610 · Corporate Partners	85,416.71	60,000.00	25,416.71	142.4%
4612 · Raffle Tickets	-290.45			
<b>Total 4600 · Corporate Partners</b>	<b>85,126.26</b>	<b>60,000.00</b>	<b>25,126.26</b>	<b>141.9%</b>
4700 · Education & Training				
4705 · Chapter Leadership Training	99.00	0.00	99.00	100.0%
<b>Total 4700 · Education &amp; Training</b>	<b>99.00</b>	<b>0.00</b>	<b>99.00</b>	<b>100.0%</b>
4799.10 · Team Weekend Raffle..				
4799.01 · Team Weekend Raffle	1,175.00	2,500.00	-1,325.00	47.0%
<b>Total 4799.10 · Team Weekend Raffle..</b>	<b>1,175.00</b>	<b>2,500.00</b>	<b>-1,325.00</b>	<b>47.0%</b>
4900 · Other Revenue				
4908 · Building Rental Revenue	43,753.20	43,753.20	0.00	100.0%
4910 · Miscellaneous Income	0.00	100.00	-100.00	0.0%
<b>Total 4900 · Other Revenue</b>	<b>43,753.20</b>	<b>43,853.20</b>	<b>-100.00</b>	<b>99.8%</b>
<b>Total Income</b>	<b>416,789.30</b>	<b>406,428.24</b>	<b>10,361.06</b>	<b>102.5%</b>
<b>Gross Profit</b>	<b>416,789.30</b>	<b>406,428.24</b>	<b>10,361.06</b>	<b>102.5%</b>
<b>Expense</b>				
5000.1 · Technology Expenses				
5240.1 · Website Expenses	0.00	7,000.00	-7,000.00	0.0%
<b>Total 5000.1 · Technology Expenses</b>	<b>0.00</b>	<b>7,000.00</b>	<b>-7,000.00</b>	<b>0.0%</b>
5300.1 · Publication/Communication Expen				
5310.1 · Independent Expenses	1,499.00	3,000.00	-1,501.00	50.0%
5320.1 · Website Expenses	254.21	0.00	254.21	100.0%
5325.1 · Broadcast Emails & Faxes	621.25	600.00	21.25	103.5%
<b>Total 5300.1 · Publication/Communication Expen</b>	<b>2,374.46</b>	<b>3,600.00</b>	<b>-1,225.54</b>	<b>66.0%</b>
5600.00 · R & B Committee				
5600.01 · Revenue & Benefits Cmte Raffle	0.00	500.00	-500.00	0.0%
5600.02 · Advantage Printing	2,078.38	1,000.00	1,078.38	207.8%
5600.03 · Corporate Partner Awards	668.51	1,500.00	-831.49	44.6%

**Automotive Service Councils of California**  
**Profit & Loss Budget vs. Actual**  
**January through December 2019**

	Jan - Dec 19	Budget	\$ Over Budget	% of Budget
5910 · Advantage Re-Design	0.00	800.00	-800.00	0.0%
<b>Total 5600.00 · R &amp; B Committee</b>	<b>2,746.89</b>	<b>3,800.00</b>	<b>-1,053.11</b>	<b>72.3%</b>
5700.1 · Educational & Training - Chapter				
5750.1 · Miscellaneous Ed/Training	0.00	2,500.00	-2,500.00	0.0%
<b>Total 5700.1 · Educational &amp; Training - Chapter</b>	<b>0.00</b>	<b>2,500.00</b>	<b>-2,500.00</b>	<b>0.0%</b>
6100 · Meetings & Travel				
6110 · Meeting Exp-Team Weekend (1)	4,592.37	4,782.00	-189.63	96.0%
6111 · Meeting Exp - Team Weekend (2)	4,118.49	4,782.00	-663.51	86.1%
6112 · Meeting Exp - Team Weekend (3)	2,317.03	2,500.00	-182.97	92.7%
6113 · Meeting Exp - Team Weekend (4)	6,081.10	5,182.00	899.10	117.4%
6120 · Travel - ED	85.84	750.00	-664.16	11.4%
6121 · Travel - Directors/Officers	839.93	3,000.00	-2,160.07	28.0%
6122 · Travel - Staff	821.53	500.00	321.53	164.3%
6124 · Chap. Reps-First Time Attendee	0.00	3,500.00	-3,500.00	0.0%
6125 · Printing/Reproduction	142.44	500.00	-357.56	28.5%
6140 · Conference Calls	128.40			
6145 · Board Awards	631.32	1,500.00	-868.68	42.1%
6199 · Other BOD Expenses	156.59	750.00	-593.41	20.9%
<b>Total 6100 · Meetings &amp; Travel</b>	<b>19,915.04</b>	<b>27,746.00</b>	<b>-7,830.96</b>	<b>71.8%</b>
6300 · Government Affairs Committee				
6320 · Travel	0.00	800.00	-800.00	0.0%
6321 · Travel - NASTF	0.00	3,000.00	-3,000.00	0.0%
6325 · SBC - gov	750.00	750.00	0.00	100.0%
6360 · Legislative Day	3,807.66	2,450.00	1,357.66	155.4%
<b>Total 6300 · Government Affairs Committee</b>	<b>4,557.66</b>	<b>7,000.00</b>	<b>-2,442.34</b>	<b>65.1%</b>
6500 · Membership Recruitment/Retentio				
5420.1 · Membership Signs	595.64	1,500.00	-904.36	39.7%
6505 · Advertising/Marketing	71.64			
6506 · Membership Recruitment Drive	149.11	3,000.00	-2,850.89	5.0%
6515 · Membership Appreciation	484.80	1,000.00	-515.20	48.5%
6525 · Member Survey	1,000.00			
6535 · Legal Advise-Member Service	15,000.00	15,000.00	0.00	100.0%
6545 · Printing	603.71	500.00	103.71	120.7%
6590 · Postage/Other	45.80			
<b>Total 6500 · Membership Recruitment/Retentio</b>	<b>17,950.70</b>	<b>21,000.00</b>	<b>-3,049.30</b>	<b>85.5%</b>
6700 · PR Committee				
6715 · Public Relation Committee	118.23	2,600.00	-2,481.77	4.5%
<b>Total 6700 · PR Committee</b>	<b>118.23</b>	<b>2,600.00</b>	<b>-2,481.77</b>	<b>4.5%</b>
6800 · Connected Cars Committee - Exp	0.00	6,000.00	-6,000.00	0.0%
7100 · General & Admin Expenses				
7101 · Office Supplies	336.56	500.00	-163.44	67.3%
7103 · Printing/Reproduction	2,892.81	4,000.00	-1,107.19	72.3%
7105 · Telephone/Fax	840.00	1,000.00	-160.00	84.0%
7107 · Postage/Mailing	1,420.19	1,500.00	-79.81	94.7%
7111 · Insurance	6,268.08	6,000.00	268.08	104.5%
7123 · Off-Site Storage	1,489.26	1,524.00	-34.74	97.7%
7124 · On-Site Storage	1,124.22	1,080.00	44.22	104.1%
7125 · Travel - Staff	33.13	300.00	-266.87	11.0%
7126 · Bank Charges/Credit Card Fees	8,123.90	7,000.00	1,123.90	116.1%
7127 · Filing Fees/Penalties	45.00	50.00	-5.00	90.0%
7490 · Miscellaneous G&A	0.00	100.00	-100.00	0.0%
<b>Total 7100 · General &amp; Admin Expenses</b>	<b>22,573.15</b>	<b>23,054.00</b>	<b>-480.85</b>	<b>97.9%</b>
7500 · Building Maint & Mgmt				
7505 · Building Mgmt Fees	8,136.00	8,136.00	0.00	100.0%
7510 · Utilities	4,173.07	3,000.00	1,173.07	139.1%
7515 · Repairs & Maintenance	0.00	1,000.00	-1,000.00	0.0%
7522 · Insurance	0.00	850.00	-850.00	0.0%
7525 · Security	30.00			
7550 · Property Taxes	4,794.76	4,600.00	194.76	104.2%
7590 · Misc Building Maint/Mgmt	0.00	30.00	-30.00	0.0%
<b>Total 7500 · Building Maint &amp; Mgmt</b>	<b>17,133.83</b>	<b>17,616.00</b>	<b>-482.17</b>	<b>97.3%</b>
8100 · Professional Services				
8110 · Accounting/Audit	3,725.00	3,800.00	-75.00	98.0%

**Automotive Service Councils of California**  
**Profit & Loss Budget vs. Actual**  
**January through December 2019**

	Jan - Dec 19	Budget	\$ Over Budget	% of Budget
8120 · Management Services	210,000.00	210,000.00	0.00	100.0%
8130 · Advocacy	33,000.00	33,000.00	0.00	100.0%
8150 · Legal	509.99	500.00	9.99	102.0%
<b>Total 8100 · Professional Services</b>	<b>247,234.99</b>	<b>247,300.00</b>	<b>-65.01</b>	<b>100.0%</b>
<b>Total Expense</b>	<b>334,604.95</b>	<b>369,216.00</b>	<b>-34,611.05</b>	<b>90.6%</b>
<b>Net Ordinary Income</b>	<b>82,184.35</b>	<b>37,212.24</b>	<b>44,972.11</b>	<b>220.9%</b>
<b>Other Income/Expense</b>				
<b>Other Income</b>				
9100 · Other Revenue/Expenses				
4906 · Gain/Loss & Int - Bldg Proceeds	1,879.93			
4907 · Gain/Loss & Int. on Investments	88,572.58	20,000.00	68,572.58	442.9%
9120 · Tax - Federal	0.00	1,500.00	-1,500.00	0.0%
9130 · Tax - State	-4,060.00	800.00	-4,860.00	-507.5%
<b>Total 9100 · Other Revenue/Expenses</b>	<b>86,392.51</b>	<b>22,300.00</b>	<b>64,092.51</b>	<b>387.4%</b>
<b>Total Other Income</b>	<b>86,392.51</b>	<b>22,300.00</b>	<b>64,092.51</b>	<b>387.4%</b>
<b>Net Other Income</b>	<b>86,392.51</b>	<b>22,300.00</b>	<b>64,092.51</b>	<b>387.4%</b>
<b>Net Income</b>	<b>168,576.86</b>	<b>59,512.24</b>	<b>109,064.62</b>	<b>283.3%</b>

## Automotive Service Councils of California Profit & Loss Prev Year Comparison

January through December 2019

	Jan - Dec 19	Jan - Dec 18	\$ Change	% Change
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
<b>4100 · Membership Dues</b>				
4110 · Association Dues	185,969.37	189,132.89	-3,163.52	-1.7%
4120 · General Member State Dues	0.00	0.00	0.00	0.0%
4130 · Application Fees	880.76	1,210.00	-329.24	-27.2%
4135 · Education Members	725.00	500.00	225.00	45.0%
4140 · Associate Dues	30,677.08	17,559.42	13,117.66	74.7%
4145 · Recruitment Fee	-671.00	-1,823.25	1,152.25	63.2%
4160 · Membership Liaison Commission	-124.00	0.00	-124.00	-100.0%
4198 · Service Charge Reoccurring bill	1,668.00	1,359.17	308.83	22.7%
<b>Total 4100 · Membership Dues</b>	<b>219,125.21</b>	<b>207,938.23</b>	<b>11,186.98</b>	<b>5.4%</b>
<b>4200 · Endorsements/Services</b>				
4225 · Heartland	4,540.61	3,272.27	1,268.34	38.8%
4235 · G&K Services - Cintas	11,877.51	10,624.83	1,252.68	11.8%
4250 · Auto Zone	13,376.77	11,071.39	2,305.38	20.8%
4255 · Yourmembership	0.00	232.75	-232.75	-100.0%
4290 · Other Endorsements	0.00	0.00	0.00	0.0%
<b>Total 4200 · Endorsements/Services</b>	<b>29,794.89</b>	<b>25,201.24</b>	<b>4,593.65</b>	<b>18.2%</b>
<b>4200.10 · ASC Insurance Services</b>				
4215 · Armstrong Insurance	28,653.22	30,350.09	-1,696.87	-5.6%
4299 · CoreMark	9,009.12	8,419.21	589.91	7.0%
<b>Total 4200.10 · ASC Insurance Services</b>	<b>37,662.34</b>	<b>38,769.30</b>	<b>-1,106.96</b>	<b>-2.9%</b>
<b>4400 · Merchandise</b>				
4410 · Merchandise - Revenue	53.40	35.40	18.00	50.9%
<b>Total 4400 · Merchandise</b>	<b>53.40</b>	<b>35.40</b>	<b>18.00</b>	<b>50.9%</b>
<b>4500 · Annual Conference</b>				
4510.15 · Registration	0.00	120.00	-120.00	-100.0%
<b>Total 4500 · Annual Conference</b>	<b>0.00</b>	<b>120.00</b>	<b>-120.00</b>	<b>-100.0%</b>
<b>4550 · Connected Cars Committee</b>				
4550.01 · Connected Cars Committee	0.00	0.00	0.00	0.0%
<b>Total 4550 · Connected Cars Committee</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.0%</b>
<b>4600 · Corporate Partners</b>				
4610 · Corporate Partners	85,416.71	70,212.00	15,204.71	21.7%
4612 · Raffle Tickets	-290.45	0.00	-290.45	-100.0%
<b>Total 4600 · Corporate Partners</b>	<b>85,126.26</b>	<b>70,212.00</b>	<b>14,914.26</b>	<b>21.2%</b>
<b>4700 · Education &amp; Training</b>				
4705 · Chapter Leadership Training	99.00	1,674.95	-1,575.95	-94.1%
<b>Total 4700 · Education &amp; Training</b>	<b>99.00</b>	<b>1,674.95</b>	<b>-1,575.95</b>	<b>-94.1%</b>
<b>4799.10 · Team Weekend Raffle..</b>				
4799.01 · Team Weekend Raffle	1,175.00	3,600.00	-2,425.00	-67.4%
<b>Total 4799.10 · Team Weekend Raffle..</b>	<b>1,175.00</b>	<b>3,600.00</b>	<b>-2,425.00</b>	<b>-67.4%</b>
<b>4800 · ASCCA ESI Course Voucher.</b>				
4801 · ASCCA ESI Course Voucher	0.00	2,265.00	-2,265.00	-100.0%
<b>Total 4800 · ASCCA ESI Course Voucher.</b>	<b>0.00</b>	<b>2,265.00</b>	<b>-2,265.00</b>	<b>-100.0%</b>
<b>4900 · Other Revenue</b>				
4908 · Building Rental Revenue	43,753.20	41,721.60	2,031.60	4.9%
4910 · Miscellaneous Income	0.00	367.80	-367.80	-100.0%
<b>Total 4900 · Other Revenue</b>	<b>43,753.20</b>	<b>42,089.40</b>	<b>1,663.80</b>	<b>4.0%</b>
<b>Total Income</b>	<b>416,789.30</b>	<b>391,905.52</b>	<b>24,883.78</b>	<b>6.4%</b>
<b>Gross Profit</b>	<b>416,789.30</b>	<b>391,905.52</b>	<b>24,883.78</b>	<b>6.4%</b>
<b>Expense</b>				
<b>5000.1 · - Technology Expenses</b>				
5240.1 · Website Expenses	0.00	4,200.00	-4,200.00	-100.0%
<b>Total 5000.1 · - Technology Expenses</b>	<b>0.00</b>	<b>4,200.00</b>	<b>-4,200.00</b>	<b>-100.0%</b>
<b>5300.1 · Publication/Communication Expen</b>				
5310.1 · Independent Expenses	1,499.00	2,075.00	-576.00	-27.8%
5320.1 · Website Expenses	254.21	0.00	254.21	100.0%
5325.1 · Broadcast Emails & Faxes	621.25	551.25	70.00	12.7%
<b>Total 5300.1 · Publication/Communication Expen</b>	<b>2,374.46</b>	<b>2,626.25</b>	<b>-251.79</b>	<b>-9.6%</b>
<b>5600.00 · R &amp; B Committee</b>				
5600.01 · Revenue & Benefits Cmte Raffle	0.00	271.17	-271.17	-100.0%
5600.02 · Advantage Printing	2,078.38	669.64	1,408.74	210.4%
5600.03 · Corporate Partner Awards	668.51	876.83	-208.32	-23.8%
<b>Total 5600.00 · R &amp; B Committee</b>	<b>2,746.89</b>	<b>1,817.64</b>	<b>929.25</b>	<b>51.1%</b>

## Automotive Service Councils of California Profit & Loss Prev Year Comparison

January through December 2019

Accrual Basis

	Jan - Dec 19	Jan - Dec 18	\$ Change	% Change
<b>6100 · Meetings &amp; Travel</b>				
6110 · Meeting Exp-Team Weekend (1)	4,592.37	5,408.89	-816.52	-15.1%
6111 · Meeting Exp - Team Weekend (2)	4,118.49	4,281.31	-162.82	-3.8%
6112 · Meeting Exp - Team Weekend (3)	2,317.03	4,007.18	-1,690.15	-42.2%
6113 · Meeting Exp - Team Weekend (4)	6,081.10	6,441.28	-360.18	-5.6%
6120 · Travel - ED	85.84	148.68	-62.84	-42.3%
6121 · Travel - Directors/Officers				
6121.02 · ASCCA Presidents Scholarship	0.00	4,249.18	-4,249.18	-100.0%
6121 · Travel - Directors/Officers - Other	839.93	750.82	89.11	11.9%
<b>Total 6121 · Travel - Directors/Officers</b>	839.93	5,000.00	-4,160.07	-83.2%
6122 · Travel - Staff	821.53	292.96	528.57	180.4%
6124 · Chap. Reps-First Time Attendee	0.00	465.10	-465.10	-100.0%
6125 · Printing/Reproduction	142.44	404.53	-262.09	-64.8%
6140 · Conference Calls	128.40	0.00	128.40	100.0%
6145 · Board Awards	631.32	1,788.34	-1,157.02	-64.7%
6150 · Misc Meetings/Travel	0.00	249.55	-249.55	-100.0%
6160 · Audio Visual Equipment	0.00	9.60	-9.60	-100.0%
6199 · Other BOD Expenses	156.59	100.00	56.59	56.6%
<b>Total 6100 · Meetings &amp; Travel</b>	19,915.04	28,597.42	-8,682.38	-30.4%
<b>6300 · Government Affairs Committee</b>				
6321 · Travel - NASTF	0.00	969.82	-969.82	-100.0%
6325 · SBC - gov	750.00	750.00	0.00	0.0%
6360 · Legislative Day	3,807.66	1,343.27	2,464.39	183.5%
<b>Total 6300 · Government Affairs Committee</b>	4,557.66	3,063.09	1,494.57	48.8%
<b>6500 · Membership Recruitment/Retentio</b>				
5420.1 · Membership Signs	595.64	870.79	-275.15	-31.6%
6505 · Advertising/Marketing	71.64	0.00	71.64	100.0%
6506 · Membership Recruitment Drive	149.11	904.30	-755.19	-83.5%
6515 · Membership Appreciation	484.80	1,014.78	-529.98	-52.2%
6525 · Member Survey	1,000.00	0.00	1,000.00	100.0%
6535 · Legal Advise-Member Service	15,000.00	15,000.00	0.00	0.0%
6545 · Printing	603.71	252.39	351.32	139.2%
6590 · Postage/Other	45.80	0.00	45.80	100.0%
<b>Total 6500 · Membership Recruitment/Retentio</b>	17,950.70	18,042.26	-91.56	-0.5%
<b>6700 · PR Committee</b>				
6715 · Public Relation Committee	118.23	1,296.13	-1,177.90	-90.9%
<b>Total 6700 · PR Committee</b>	118.23	1,296.13	-1,177.90	-90.9%
<b>6800 · Connected Cars Committee - Exp</b>				
6800.01 · Connected Cars Committee Expens	0.00	0.00	0.00	0.0%
<b>Total 6800 · Connected Cars Committee - Exp</b>	0.00	0.00	0.00	0.0%
<b>7100 · General &amp; Admin Expenses</b>				
7101 · Office Supplies	336.56	182.33	154.23	84.6%
7102.00 · Dues & Subscription	0.00	0.00	0.00	0.0%
7103 · Printing/Reproduction	2,892.81	2,360.94	531.87	22.5%
7105 · Telephone/Fax	840.00	840.00	0.00	0.0%
7106 · Telephone Conference Calls	0.00	137.98	-137.98	-100.0%
7107 · Postage/Mailing	1,420.19	1,375.48	44.71	3.3%
7111 · Insurance	6,268.08	6,226.46	41.62	0.7%
7123 · Off-Site Storage	1,489.26	1,436.44	52.82	3.7%
7124 · On-Site Storage	1,124.22	990.00	134.22	13.6%
7125 · Travel - Staff	33.13	232.53	-199.40	-85.8%
7126 · Bank Charges/Credit Card Fees	8,123.90	6,426.52	1,697.38	26.4%
7127 · Filing Fees/Penalties	45.00	155.00	-110.00	-71.0%
<b>Total 7100 · General &amp; Admin Expenses</b>	22,573.15	20,363.68	2,209.47	10.9%
<b>7500 · Building Maint &amp; Mgmt</b>				
7505 · Building Mgmt Fees	8,136.00	7,458.00	678.00	9.1%
7510 · Utilities	4,173.07	4,166.45	6.62	0.2%
7515 · Repairs & Maintenance	0.00	924.00	-924.00	-100.0%
7525 · Security	30.00	0.00	30.00	100.0%
7550 · Property Taxes	4,794.76	4,529.96	264.80	5.9%
<b>Total 7500 · Building Maint &amp; Mgmt</b>	17,133.83	17,078.41	55.42	0.3%
<b>8100 · Professional Services</b>				
8110 · Accounting/Audit	3,725.00	3,655.00	70.00	1.9%
8120 · Management Services	210,000.00	210,000.00	0.00	0.0%
8130 · Advocacy	33,000.00	33,000.00	0.00	0.0%
8150 · Legal	509.99	124.26	385.73	310.4%
<b>Total 8100 · Professional Services</b>	247,234.99	246,779.26	455.73	0.2%
<b>Total Expense</b>	334,604.95	343,864.14	-9,259.19	-2.7%
<b>Net Ordinary Income</b>	82,184.35	48,041.38	34,142.97	71.1%
<b>Other Income/Expense</b>				
Other Income				
9100 · Other Revenue/Expenses				
4906 · Gain/Loss & Int - Bldg Proceeds	1,879.93	983.61	896.32	91.1%

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**Automotive Service Councils of California  
Profit & Loss Prev Year Comparison**

Accrual Basis

January through December 2019

	<u>Jan - Dec 19</u>	<u>Jan - Dec 18</u>	<u>\$ Change</u>	<u>% Change</u>
4907 · Gain/Loss & Int. on Investments	88,572.58	-14,775.42	103,348.00	699.5%
9130 · Tax - State	-4,060.00	704.09	-4,764.09	-676.6%
<b>Total 9100 · Other Revenue/Expenses</b>	<u>86,392.51</u>	<u>-13,087.72</u>	<u>99,480.23</u>	<u>760.1%</u>
<b>Total Other Income</b>	<u>86,392.51</u>	<u>-13,087.72</u>	<u>99,480.23</u>	<u>760.1%</u>
<b>Net Other Income</b>	<u>86,392.51</u>	<u>-13,087.72</u>	<u>99,480.23</u>	<u>760.1%</u>
<b>Net Income</b>	<u><u>168,576.86</u></u>	<u><u>34,953.66</u></u>	<u><u>133,623.20</u></u>	<u><u>382.3%</u></u>