



*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 September 2020 Team Weekend  
Conducted via Zoom*

Join Zoom Meeting: <https://zoom.us/j/99158598050>

Meeting ID: 991 5859 8050

Dial: (669) 900-6833 or (253) 215-8782

*ADAS Demonstration – Presented by Scott Brown  
Chapter Representatives Committee Meeting  
Board of Directors Meeting*

September 12, 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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# ASCCA September 2020 Team Weekend Schedule

Thank you to our Team Weekend Sponsors:



**WHAT:** SEPTEMBER 2020 TEAM WEEKEND  
**WHEN:** SEPTEMBER 12, 2020  
**LOCATION(s):** Via Zoom

**SCHEDULE OF EVENTS:**

**Saturday, September 12:**

- 8:30 am – 10:30 am **ADAS Demonstration – Presented by Scott Brown**
- 10:30 – 10:45 am Break
- 10:45 am – 12:45pm **Chapter Representatives Committee Including:**
  - Government Affairs Update by Legislative Advocate Jack Molodanof
  - 2021 Board of Directors Elections
- 12:45 pm – 1:30 pm Lunch Break
- 1:30 pm – 3:30 pm **Board of Directors Meeting**



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# September 2020 Team Weekend

**Saturday, September 12, 2020**

**Location:** via ZOOM (link will be provided in advance of the meeting).

8:30 am - 10:30 am: ADAS Demonstration - Presented by Scott Brown

10:30 am - 10:45 am: Break

10:45 am - 12:45 pm: Chapter Representatives Committee Including:

- Government Affairs Update by Legislative Advocate Jack Molodanof
- 2021 Board of Directors Elections

12:45 pm - 1:30 pm: Lunch Break

1:30 pm - 3:30 pm: Board of Directors Meeting

**DEADLINE TO REGISTER IS  
 SEPTEMBER 11 @ 2:00 PM**

**Introduction to Advanced Driver Assistance Service (ADAS):  
 An Inside Look at the Technology and How This Will Affect Your Business**

*Speaker: Scott Brown, Founder of Diagnostic Network & Owner of Connie & Dick's Automotive*

Advanced technologies are already on the roadways and will be headed to your service bays soon. It's likely that ADAS equipped vehicles have already been in your shop and there are things you and your staff should be aware of. Scott Brown will provide an introduction into these technologies and present some best practices on how to address challenges that these vehicles present. He will also provide insight on how to prepare for the car parc you serve and what tools and equipment you may need. Come join us for this enlightening presentation.



**Automotive Service Councils of California**  
**www.ascca.com**

1 Capitol Mall, Ste. 800  
 Sacramento, CA 95814



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



# 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 Zoom</b><br><br><a href="https://zoom.us/j/5630090021">https://zoom.us/j/5630090021</a> |
| <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 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                         | Zoom |
| May 6, 2020  | 6:00 - 7:00 pm | Revenue & Benefits Committee                     | Zoom |
| May 14, 2020 | 6:00 - 7:00 pm | Membership Committee                             | Zoom |
| May 18, 2020 | 6:00 - 7:00pm  | Education Training & Information (ETI) Committee | Zoom |
| May 18, 2020 | 6:00 - 7:00 pm | ASCEF Board of Trustees                          | Zoom |
| May 27, 2020 | 6:00 - 7:00 pm | Executive / Finance Committee                    | Zoom |
| May 28, 2020 | 6:00 - 7:00 pm | Chapter Reps Committee                           | Zoom |

## June 2020

|               |                |  |      |
|---------------|----------------|--|------|
| June 1, 2020  | 6:00 - 7:00 pm | Connected Cars Committee                         | Zoom |
| June 6, 2020  | 6:00 - 7:00 pm | Revenue & Benefits Committee                     | Zoom |
| June 11, 2020 | 6:00 - 7:00 pm | Membership Committee                             | Zoom |
| June 15, 2020 | 6:00 - 7:00 pm | Education Training & Information (ETI) Committee | Zoom |
| June 18, 2020 | 2:00 - 3:00 pm | Government Affairs Committee                     | Zoom |
| June 24, 2020 | 6:00 - 7:00 pm | Executive / Finance Committee                    | Zoom |

# ASCCA Meetings Calendar 2020

(All meeting dates are tentative and subject to change)

|               |                |                        |      |
|---------------|----------------|------------------------|------|
| June 25, 2020 | 6:00 - 7:00 pm | Chapter Reps Committee | Zoom |
|---------------|----------------|------------------------|------|

## July 2020

|               |                |  |      |
|---------------|----------------|--|------|
| July 1, 2020  | 6:00 - 7:00 pm | Revenue & Benefits Committee                     | Zoom |
| July 9, 2020  | 6:00 - 7:00 pm | Membership Committee                             | Zoom |
| July 13, 2020 | 6:00 - 7:00pm  | Connected Cars Committee                         | Zoom |
| July 20, 2020 | 6:00 - 7:00pm  | Education Training & Information (ETI) Committee | Zoom |
| July 22, 2020 | 6:00 - 7:00pm  | Executive / Finance Committee                    | Zoom |
| July 23, 2020 | 2:00 - 3:00pm  | Government Affairs Committee                     | Zoom |
| July 23, 2020 | 6:00 - 7:00 pm | Chapter Reps Committee                           | Zoom |

## August 2020

|                |                |                              |      |
|----------------|----------------|------------------------------|------|
| August 3, 2020 | 6:00 - 7:00pm  | Connected Cars Committee     | Zoom |
| August 5, 2020 | 6:00 - 7:00 pm | Revenue & Benefits Committee | Zoom |

|                 |                |  |      |
|-----------------|----------------|--|------|
| August 17, 2020 | 6:00 - 7:00pm  | Education Training & Information (ETI) Committee | Zoom |
| August 20, 2020 | 2:00 - 3:00pm  | Government Affairs Committee                     | Zoom |
| August 24, 2020 | 6:00 - 7:00pm  | ASCEF Board of Trustees                          | Zoom |
| August 26, 2020 | 6:00 - 7:00pm  | Executive / Finance Committee                    | Zoom |
| August 27, 2020 | 6:00 - 7:00 pm | Chapter Reps Committee                           | Zoom |

## September 2020

|                    |               |  |               |
|--------------------|---------------|--|---------------|
| September 10, 2020 | 6:00 - 7:00pm | Membership Committee                             | Zoom          |
| September 12, 2020 |               | <b>ASCCA Team Weekend</b>                        | Virtual Event |
| September 14, 2020 | 6:00 - 7:00pm | Connected Cars Committee                         | Zoom          |
| September 17, 2020 | 2:00 - 3:00pm | Government Affairs Committee                     | Zoom          |
| September 21, 2020 | 6:00 - 7:00pm | Education Training & Information (ETI) Committee | Zoom          |
| September 23, 2020 | 6:00 - 7:00pm | Executive / Finance Committee                    | Zoom          |

## October 2020

|                 |                |                              |      |
|-----------------|----------------|------------------------------|------|
| October 5, 2020 | 6:00 - 7:00pm  | Connected Cars Committee     | Zoom |
| October 7, 2020 | 6:00 - 7:00 pm | Revenue & Benefits Committee | Zoom |

## ASCCA Meetings Calendar 2020

*(All meeting dates are tentative and subject to change)*

|                  |                |  |      |
|------------------|----------------|--|------|
| October 8, 2020  | 6:00 - 7:00pm  | Membership Committee                             | Zoom |
| October 15, 2020 | 2:00 - 3:00pm  | Government Affairs Committee                     | Zoom |
| October 19, 2020 | 6:00 - 7:00pm  | Education Training & Information (ETI) Committee | Zoom |
| October 22, 2020 | 6:00 - 7:00 pm | Chapter Reps Committee                           | Zoom |
| October 28, 2020 | 5:30 - 7:30pm  | Executive / Finance Committee - Budget Meeting   | Zoom |

# 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                         | Zoom                      |
| November 4, 2020            | 6:00 - 7:00 pm | Revenue & Benefits Committee                     | Zoom                      |
| November 12, 2020           | 6:00 - 7:00 pm | Membership Committee                             | Zoom                      |
| November 16, 2020           | 6:00 - 7:00 pm | Education Training & Information (ETI) Committee | Zoom                      |
| <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                     | Zoom |
| December 7, 2020  | 6:00 - 7:00pm  | Connected Cars Committee                         | Zoom |
| December 10, 2020 | 6:00 - 7:00pm  | Membership Committee                             | Zoom |
| December 17, 2020 | 2:00 - 3:00pm  | Government Affairs Committee                     | Zoom |
| December 17, 2020 | 6:00 - 7:00 pm | Chapter Reps Committee                           | Zoom |
| December 21, 2020 | 6:00 - 7:00pm  | Education Training & Information (ETI) Committee | Zoom |
| December 30, 2020 | 6:00 - 7:00pm  | Executive / Finance Committee                    | Zoom |



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

# Important Dates for 2021

|                       |                           |
|-----------------------|---------------------------|
| January 29-31, 2021   | Team Weekend – Sacramento |
| April 27, 2021        | Leg Day – Sacramento      |
| June 25-27, 2021      | Team Weekend – San Diego  |
| September 10-12, 2021 | Team Weekend – Fresno     |
| November 19-21, 2021  | Team Weekend – Sacramento |



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**TO:** ASCCA BOARD, CHAPTER REPRESENTATIVES, COMMITTEES & INTERESTED PARTIES  
**FR:** ASCCA OFFICE  
**RE:** NOVEMBER 2020 ASCCA TEAM WEEKEND

Thank you to our Team Weekend Sponsors:



Attached, please find detailed information on the upcoming NOVEMBER Team Weekend. Please Note: the schedule listed below is tentative and subject to change.

*All Directors, Committee Members, Chapter Presidents, and Chapter Representatives are responsible for making their own hotel and travel arrangements. Please let us know if you need any assistance with your travel planning. We are certainly available to assist you. Below please find important information to assist you with your travel planning:*

**WHAT:** NOVEMBER 2020 TEAM WEEKEND  
**WHEN:** November 21-22, 2020  
**LOCATION:** Embassy Suites Sacramento Riverfront Promenade  
 100 Capitol Mall, Sacramento, CA 95814  
 (916) 326-5000 (Location is subject to change due to COVID-19 restrictions.)

**SCHEDULE OF EVENTS: (Tentative)**

**Saturday, November 21:**  
*(Dress Code - Business Casual)*

- 8:00 am – 8:10 am Welcome – Pledge, Opening Comments
- 8:10 am – 8:15 am **NEW:** Introduce new members and first-time Team Weekend attendees.
- 8:15 am – 9:45 am **ASCCA Government Affairs**
- 9:45 am – 10:00 am Break
- 10:00 am – Noon **Chapter Representatives Committee**
- 12:00 pm – 1:15 pm **Lunch – Awards & 2021 Board Installation**

1:15 pm 5:00 pm      **Education Training: Don't just sit there, do something!**

*Presented by Maylan Newton*

Evening      ASCCA group dinner (no-host) – **ALL** are welcome & encouraged to attend. Location TBD.

**Sunday, November 22:**

*(Dress Code – Business / ASCCA Board Shirts Optional)*

8:30am - 1:30pm      **Board of Directors Meeting & Strategic Workplan Overview**

**HOTEL RECOMMENDATIONS:**

All attendees must make their own room reservations. Our room rate is **\$199/night** for single or double occupancy. Room rate includes complimentary cooked to order breakfast and evening manager's reception.

Mention "**Automotive Service Councils of CA**" discount rate in order to get your special room rate for Friday, November 20 and Saturday, November 21. Call (916) 326-5000 to make your reservation.

**Booking Link:**

[https://secure3.hilton.com/en\\_US/es/reservation/book.htm?inputModule=HOTEL&ctyhocn=SACESES&spec\\_plan=CESASN&arrival=20201120&departure=20201122&cid=OM,WW,HILTONLINK,EN,DirectLink&fromId=HILTONLINKDIRECT](https://secure3.hilton.com/en_US/es/reservation/book.htm?inputModule=HOTEL&ctyhocn=SACESES&spec_plan=CESASN&arrival=20201120&departure=20201122&cid=OM,WW,HILTONLINK,EN,DirectLink&fromId=HILTONLINKDIRECT)

The cut-off date for making reservations with the hotel is Friday, October 30. Any reservations made after this date are subject to full published hotel rates. Rooms are not guaranteed to be available after our cut-off date. Please book your room ASAP to avoid not getting a room.

**TRANSPORTATION INFORMATION:**

**AIRPORT:**

The nearest airport to the Embassy Suites Sacramento is Sacramento International Airport (SMF).

**PARKING:**

Valet parking is available at the hotel for \$32 per day. You may self-park in the garage adjacent to the hotel. Prices may vary as it is a City-Owned garage.

**SHUTTLE SERVICE:**

Complimentary shuttle pickup (based on availability) is available through the Embassy Suites. You will need to call 916-326-5000 when your flight arrives to arrange pickup. The shuttle runs from 6:00am-10:00pm.



ASCCA NOVEMBER 2020 TEAM WEEKEND
REGISTRATION FORM

November 21-22, 2020
Embassy Suites Riverfront Promenade

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

Please complete and return to the ASCCA Headquarters Office by Friday, November 12.
ASCCA Headquarters Office, One Capitol Mall, Suite 800, Sacramento, CA 95814 -- Fax: (916) 444-7462 or email
bichimaru@amgroup.us. If you have any questions, please contact Gloria Peterson at (916) 924-9054 x 104.

Online Registration:
http://events.constantcontact.com/register/event?llr=9elmgocab&oeidk=a07eh2lxy56c3059caf

Name:
Company:
Phone: Email:

Guests Attending: Cost for guest(s) to attend lunch is \$40. ALL GUEST(S) MUST BE REGISTERED.

I am attending the ASCCA Team Weekend as a: (check all that apply)

- Director Committee Chair/Committee Member
Chapter Representative Chapter Name and #

Please check all events you will be attending.

Saturday, November 21

- Government Affairs Committee Meeting
ASCCA Chapter Representatives Meeting
Lunch # Guests x \$40
Educational Training
Member - Complimentary Non-Member - \$100

Sunday, November 22

- ASCCA Board of Directors Meeting & Strategic Workplan Review

Payment Amount (Non-Member and/or Guest Registrations Only): \$

Payment Method: Check # Credit Card: Visa MasterCard AmEx

Credit Card Information

Name on Credit Card
Credit Card #
Exp. Date (MM/YY) Security Code Billing Zip Code



Signature \_\_\_\_\_

# 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@yorbalingautoservice.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

### *Member*

Esteban Gonzalez Chapter 14

**Proshop Automotive**  
**1441 N. La Cadena Dr.**  
**Colton, CA 92324**

Tel (909) 279-9447

Fax (909) 498-9090

proshopautomotive@gmail.com

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

### *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**

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**

TBD TBD 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**

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**

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**

Mark Warren Chapter Sta

**WORLD PAC**  
**37137 Hickory Street**  
**Newark, CA 94560**

Tel (510) 701-5865

Fax

mwarren1117@gmail.com

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

**Advisor**

Rob Morrell Chapter Sta

**WORLD PAC**  
**37137 Hickory Street**  
**Newark, CA 94560**

Tel (510) 701-5865

Fax

rmkroll@gmail.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  
bimmerphd@gmail.com

### **Chesnin, Lee**

12 - West Los Angel Chapter Representative  
BVA, Inc. - Volvo, Honda, Acura, Toyo  
1522 Broadway  
Santa Monica, CA 90404  
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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  
daviebauld@gmail.com

### **Schoedl, Dennis**

18 - Long Beach Chapter Representative  
Long Beach Muffler  
3880 East Anaheim St  
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### **Lezcano, Rich**

20 - Mt Diablo Chapter Representative  
Simply Superior Auto Body  
2110 Market Street  
Concord, CA 94520  
Tel (925) 680-6946  
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### **Sevim, Eric**

23 - Peninsula Chapter Representative  
A+ Japanese Auto Repair  
780 Industrial Road  
San Carlos, CA 94070  
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**Vanlandingham, Steve**

24 - San Diego Chapter Representative  
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10813 Airport Drive  
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**Camara, John**

26 - Tulare/Visalia Chapter Representative  
Chapter 26 - Tulare/Visalia  
440 South K Street  
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Tel (559) 688-5721  
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**Kusa, Dave**

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**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  
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**Martirosian, Zarkis**

25 - Fresno Chapter Representative  
Bud Eberwein Brake Service, Inc.  
1559 Broadway  
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**Toepp, Bob**

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

**Guy, Travis**

48 - No. Orange Cou Chapter Representative  
Yorba Linda Auto Service  
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Placentia, CA 92870  
Tel (714) 970-8774  
Fax (714) 970-8712  
travisguy@yorbalingaautoservice.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         |

---

### **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 Coquillet | Committee Chair | (415) 875-9030 | carolyn@shop-ware.com         |
| Rob Morrell       | Vice Chair      | (510) 701-5865 | rmkroll@gmail.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@opusivs.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   |
| Nelson Vargas     | Member          | (877) 945-6442 | Nelson.vargas@opusivs.com     |
| Anne Mullinax     | Staff           | (916) 924-9054 | amullinax@amgroup.us          |
| Gloria Peterson   | Staff           | (916) 924-9054 | gpeterson@amgroup.us          |

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## 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 |
| Luke Murray         | Committee Chair | (510) 755-6058 | lukemurray79@gmail.com       |
| Rory Balmer         | Member          | (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 | dickdeloach@gmail.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) 701-5865 | rmkroll@gmail.com            |
| Virginia Pina       | Member          | (714) 990-1500 | virginia@breaautobody.com    |
| Gilbert Rios        | Member          | (951) 781-0412 | grios@casmoginst.org         |
| Jim Silverman       | Member          | (301) 575-9140 | Jfsmanagement38@gmail.com    |
| 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 |
| Rob Pitari      | Committee Chair | (530) 241-1010 | allwheelalignment@msn.com    |
| Rory Balmer     | Member          | (909) 337-0082 | roryasca14@gmail.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) 701-5865 | rmkroll@gmail.com            |
| Maylan Newton   | Member          | (805) 526-3039 | maylan@esiseminars.com       |
| Jim Silverman   | Member          | (301) 575-9140 | Jfsmanagement38@gmail.com    |
| Anne Mullinax   | Staff           | (916) 924-9054 | amullinax@amgroup.us         |
| Gloria Peterson | Staff           | (916) 924-9054 | gpeterson@amgroup.us         |



## Committee and Task Force List

---

### **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          |
| Dave Fischer        | Member                       | (888) 358-2221 | cesyes@hotmail.com            |
| Rocky Khamenian     | Member                       | (949) 642-1410 | 4asca@gmail.com               |
| Dennis Montalbano   | Member                       | (559) 438-6508 | Dbenzdr@aol.com               |
| Rob Morrell         | Member                       | (510) 701-5865 | rmkroll@gmail.com             |
| Gene Morrill        | Member                       | (626) 963-0814 | gene@certautospec.com         |
| Allen Pennebaker    | Member                       | (925) 519-2371 | allen@orindamotors.com        |
| Hester Taylor       | Member                       | (909) 593-6878 | hester@taylorcoautomotive.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

---

### **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 | Jfsmanagement38@gmail.com         |
| 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 |
| Dori Eppstein       | Member          | (970) 980-3661 | hello@hellodori.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                |
| Rob Pitari          | Member          | (530) 241-1010 | allwheelalignment@msn.com         |
| Stephanie Pitari    | Member          | (530) 241-1010 | rheasunshine2810@gmail.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            |
| Jonathan Flom       | Staff           | (916) 444-3568 | jflom@amgroup.us                  |
| Anne Mullinax       | Staff           | (916) 924-9054 | amullinax@amgroup.us              |
| Gloria Peterson     | Staff           | (916) 924-9054 | gpeterson@amgroup.us              |

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

**Automotive Service Councils  
 Of California**

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

**AGENDA**

**ASCCA Chapter Representatives Committee**

September 12, 2020 | 10:45am - 12:45pm

Zoom Meeting ID: 563 009 0021

<https://zoom.us/j/5630090021>

One tap mobile

+16699006833,,5630090021# US (San Jose)

+13462487799,,5630090021# US (Houston)

*Committee Mission:*

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

- |      |   |  |
|------|---|--|
| I.   | Call to Order   | T. Guy   |
| II.  | Roll Call   | Staff  |
| III. | Presentation of Member of the Year  | J. Eppstein  |
| IV.  | Election of 2021 ASCCA Board of Directors – <i>encl.</i>  |  |
| V.   | Chapter Representatives Committee Election<br>a. Committee Chair and Vice Chair   | T. Guy   |
| VI.  | Minutes Approval: July 23, 2020   | T. Guy   |
| VII. | Updates/Reports<br>a. Armstrong & Associates<br>b. ASCEF<br>c. Connected Cars Committee<br>d. ETI Committee<br>e. Government Affairs Committee<br>Molodanof<br>f. Membership Committee<br>g. Revenue & Benefits Committee | G. Dailey<br>J. Eppstein<br>C. Coquillette<br>R. Balmer<br>D. Kusa and J.<br><br>L. Chesnin<br>R. Pitari |

- VIII. Consent items - dues reports Staff
- a. Outstanding Chapter dues by Chapter – *encl.*
    - a. **August 2020: \$11,482 | June 2020: \$10,301 |**
  - b. Outstanding State dues by Chapter – *encl.*
    - a. **August 2020: \$15,038 | June 2020: \$14,941 |**
  - c. Aging Report (September 2, 2020) – *encl.*
  - d. Change in Membership Report – *encl.*
- IX. Discussion items T. Guy
- a. Chapter Representatives Onboarding Packet – *encl.*  
(This document will be inserted into the packet by Sept. 10<sup>th</sup>)
- X. Adjourn

|                                | January | February | March | April | May | June | July | August | September | October | Nov | Dec |
|--------------------------------|---------|----------|-------|-------|-----|------|------|--------|-----------|---------|-----|-----|
| <b>Travis Guy (48), Chair</b>  | X       | X        | X     | X     | X   | x    | X    |        |           |         |     |     |
| David Bauld (14), Vice Chair   |         | X        | X     | X     | X   | x    | X    |        |           |         |     |     |
| Timothy Chakarian (5)          | X       | X        | X     | X     | E   | x    | X    |        |           |         |     |     |
| Lee Chesnin (12)               | X       | X        | X     | E     | X   | x    | X    |        |           |         |     |     |
| Rory Balmer (14)               | X       | E        | X     | X     | X   | x    | X    |        |           |         |     |     |
| Dennis Schoedl (18)            | E       | E        | E     | A     | A   | A    | A    |        |           |         |     |     |
| Steve Small (16)               | X       | E        | X     | A     | A   | A    | X    |        |           |         |     |     |
| Tony Callas (1940)             | E       | E        | E     | X     | E   | A    | A    |        |           |         |     |     |
| Rich Lezczano (20)             | E       | E        | E     | A     | A   | A    | A    |        |           |         |     |     |
| Paul Grech (21)                | X       | E        | E     | X     | A   | x    | A    |        |           |         |     |     |
| Eric Sevim/Angi Roberts (23)   | E       | X        | X     | X     | X   | x    | X    |        |           |         |     |     |
| Steve Vanlandingham (24)       | X       | X        | E     | X     | X   | x    | X    |        |           |         |     |     |
| Zarkis Martirosian (25)        | X       | E        | E     | A     | A   | x    | A    |        |           |         |     |     |
| John Camara (26)               | X       | E        | E     | E     | X   | x    | X    |        |           |         |     |     |
| Rob Pitari (99)                | X       | E        | E     | E     | E   | A    | A    |        |           |         |     |     |
| Bob Toepp (28)                 | X       | X        | E     | A     | X   | A    | A    |        |           |         |     |     |
| Dave Kusa (42)                 | E       | X        | X     | X     | X   | x    | E    |        |           |         |     |     |
| John Eppstein, ASCCA President | X       | E        | X     | X     | X   | x    | X    |        |           |         |     |     |
| Guests:                        |         |          |       |       |     |      |      |        |           |         |     |     |
| Rob Morrell                    |         |          | X     |       | X   |      | X    |        |           |         |     |     |
| Carolyn Coquillet              |         |          | X     |       |     |      |      |        |           |         |     |     |
| Roxanne Doche                  |         |          | X     |       |     |      |      |        |           |         |     |     |
| Rocky Khamenian                |         |          | X     | X     | X   | X    | X    |        |           |         |     |     |
| Fred Blum                      |         |          |       |       |     |      | X    |        |           |         |     |     |

A = Absent

E = Excused



*Automotive Service Councils of California*

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## **Automotive Service Councils of California**

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### **ASCCA Nominating Committee Report Board of Director Elections**

The ASCCA Nominating Committee solicited candidates for a two (2) year term on the ASCCA Board of Directors, commencing January 1, 2021. Based on its review of each candidate's qualifications, the Nominating Committee is happy to present the following slate:

- Travis Guy – Bio
- David Kusa – Bio
- Rob Pitari – Bio
- Esteban Gonzalez – Bio
- Steve Vanlandingham – [Bio](#)
- Rob Morrell – Associate Position – [Bio](#)
- Wendy Lucko – Educator Position – Bio

The total number of candidates for the Board of Directors elections is seven (7) with a total number of open seats of seven (7). Therefore, there will be no balloting process for this year's election. The Chapter Representative Committees will vote by acclamation to formally approve the slate of directors during its September 12 meeting being held via Zoom.



*Automotive Service Councils of California*  
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E-mail: info@ascca.com

## MINUTES

### ASCCA Chapter Reps Committee Meeting

July 23, 2020

I. Call to Order

T. Guy called the meeting to order at 6:07pm.

II. Roll Call

**Present:** T. Guy, D. Bauld, T. Chakarian, L. Chesnin, R. Balmer, S. Small, A. Roberts, S. Vanlandingham, J. Camara, J. Eppstein

**Not present:** D. Schoedl, T. Callas, R. Lezcano, P. Grech, Z. Martirosian, R. Pitari, B. Toepp, D. Kusa

**Staff:** A. Mullinax

**Guests:** R. Morrell, R. Khamenian, F. Blum, A. MacLeod (KP Public Affairs)

III. Minutes Approval:

- a. June 25, 2020 – A motion was made by L. Chesnin and seconded by J. Camara to approve the Minutes of June 25, 2020. The motion was unanimously approved.

IV. Consent items – Dues Reports

- a. Outstanding chapter dues by chapter – encl  
**June 2020: \$10,301 | May 2020: \$15,413 | June 2019: \$11,418**
- b. Outstanding state dues by chapter – encl  
**June 2020: \$14,941 | May 2020: \$19,339 | June 2019: \$17,387**
- c. Aging Report – encl
- d. Change in Membership Report – encl

The Committee reviewed the various reports and discussed the need to stay in touch with those members that may be struggling. The office is continuing to not drop past due members, but Chapter leaders should be reaching out to their past due members.

V. Discussion Items

- a. September 2020 Team Weekend – A decision has been made to have the Team Weekend via Zoom. Scott Brown will do his ADAS presentation at the originally scheduled time on Saturday, September 12<sup>th</sup>. The Chapter Reps Committee and the

Board will meet later that same day. Due to this schedule, the August meeting of the Chapter Reps Committee will not be held.

- b. Selection of Communications and Marketing Firm – The ASCCA Board has hired the firm of KP Public Affairs to prepare a marketing and communications plan for the Association. Alison MacLeod from KP introduced herself and explained that she was attending some of the Committee meetings to get a sense of their missions and to hear from them any ideas they improve the marketing. A group of Chapter Reps volunteered to stay on following the Committee meeting to provide some input. More information regarding KP’s work will come to the Committee at future meetings.
- c. Chapter Affiliation Agreements – Each Chapter Rep was requested to follow up with their Chapter leaders on the status of the agreement if had not already been submitted. A. Mullinax commented that she had not received any at the office as of that date but had received several via email.

#### VI. Adjournment

T. Guy adjourned the meeting at 6:45pm pm to the next meeting scheduled for September 12, 2020.





## Outstanding Chapter Dues By Chapter

**Chapter: 05**

**TOTAL Outstanding Chapter Dues: \$300.00**

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**Chapter: 06**

**TOTAL Outstanding Chapter Dues: \$356.00**

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**Chapter: 12**

**TOTAL Outstanding Chapter Dues: \$618.50**

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**Chapter: 14**

**TOTAL Outstanding Chapter Dues: \$585.00**

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**Chapter: 16**

**TOTAL Outstanding Chapter Dues: \$600.00**

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**Chapter: 1940**

**TOTAL Outstanding Chapter Dues: \$800.00**

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**Chapter: 20**

**TOTAL Outstanding Chapter Dues: \$1,233.32**

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**Chapter: 21**

**TOTAL Outstanding Chapter Dues: \$330.00**

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**Chapter: 24**

**TOTAL Outstanding Chapter Dues: \$1,833.34**

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**Chapter: 25**

**TOTAL Outstanding Chapter Dues: \$315.00**

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**Chapter: 26**

**TOTAL Outstanding Chapter Dues: \$270.00**

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**Chapter: 28**

**TOTAL Outstanding Chapter Dues: \$260.00**

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**Chapter: 42**

**TOTAL Outstanding Chapter Dues: \$1,779.00**

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**Chapter: 48**

**TOTAL Outstanding Chapter Dues: \$1,853.50**

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**Chapter: 99**

**TOTAL Outstanding Chapter Dues: \$348.32**

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***TOTAL OUTSTANDING CHAPTER DUES* \$11,481.98**



## ASCCA- Outstanding State Dues By Chapter

Chapter: **05**

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TOTAL State Dues Outstanding: **\$300.00**

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Chapter: **06**

---

TOTAL State Dues Outstanding: **\$895.00**

---

Chapter: **12**

---

TOTAL State Dues Outstanding: **\$690.00**

---

Chapter: **14**

---

TOTAL State Dues Outstanding: **\$900.00**

---

Chapter: **16**

---

TOTAL State Dues Outstanding: **\$600.00**

---

Chapter: **1940**

---

TOTAL State Dues Outstanding: **\$895.00**

---

Chapter: **20**

---

TOTAL State Dues Outstanding: **\$1,128.32**

---

Chapter: **21**

---

TOTAL State Dues Outstanding: **\$199.99**

---

Chapter: **24**

---

TOTAL State Dues Outstanding: **\$1,066.66**

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Chapter: **25**

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TOTAL State Dues Outstanding: **\$300.00**

---

Chapter: **26**

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TOTAL State Dues Outstanding: **\$495.00**

---

Chapter: **28**

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TOTAL State Dues Outstanding: **\$400.00**

---

Chapter: **42**

---

TOTAL State Dues Outstanding: **\$1,233.32**

---

Chapter: **48**

---

TOTAL State Dues Outstanding: **\$1,916.25**

---

Chapter: 99

TOTAL State Dues Outstanding: \$633.32

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Chapter: Sta

TOTAL State Dues Outstanding: \$3,385.00

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**TOTAL OUTSTANDING STATE DUES: \$15,037.86**

# Invoice Aging

Wednesday, September 2, 2020

| Company                                      | Contact Info   | Current  | 31-60  | 61-90  | 91-120 | 120+   | Balance  |
|--|--|----------|--------|--------|--------|--------|----------|
| <b>Chapter 05</b>                            |  |          |        |        |        |        |          |
| 60 Min Tune Granada Hills<br>David Jackson   | 11920 Balboa Ave<br>Granada Hills, CA 91344<br>(818) 360-2277<br>davejackson@60minutetune.com  | \$66.66  | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$66.66  |
| All-Car Specialist, Inc.<br>Paul Brow        | 330 South Del Mar<br>San Gabriel, CA 91776<br>(626) 285-2205<br>allcars@hotmail.com            | \$200.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$200.00 |
| Angel's Auto Repair, Inc.<br>Angel Benitez   | 450 Agostino Road<br>San Gabriel, CA 91776<br>(626) 286-6202<br>angelsauto@sbcglobal.net       | \$200.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$200.00 |
| Arcadia Ultimate Auto<br>Jeff Stellern       | 418 North First<br>Arcadia, CA 91006<br>(626) 821-0262   | \$200.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$200.00 |
| Art's Auto Care<br>Arabo Sarkisian           | 605 S. Victory Blvd.<br>Burbank, CA 91502<br>8188483163<br>arts.autocare@yahoo.com             | \$200.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$200.00 |
| Associated Auto Air & Radiator<br>Steve Hart | 746 North Barranca Ave<br>Covina, CA 91723<br>(626) 967-7341<br>associatedautorepair@yahoo.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> |
|---|--|----------------|--------------|--------------|---------------|-------------|----------------|
| Bauer German Car Repair<br>Andreas Bauer          | 322 West Foothill Blvd<br>Glendora, CA 91740<br>(626) 963-5775<br>bauergermanauto@verizon.net  | \$200.00       | \$0.00       | \$0.00       | \$0.00        | \$0.00      | \$200.00       |
| Bavaria Auto Center<br>Rudy Fonseca               | 4441 North Rosemead Blvd<br>Rosemead, CA 91770<br>(626) 287-5745                               | \$200.00       | \$0.00       | \$0.00       | \$0.00        | \$0.00      | \$200.00       |
| Bimmer PhD<br>Timothy Chakarian                   | 1539 E. Walnut Street<br>Pasadena, CA 91106<br>6267929222<br>bimmerphd@gmail.com               | \$200.00       | \$0.00       | \$0.00       | \$0.00        | \$0.00      | \$200.00       |
| Bistagne Bros. Body Shop<br>Chuck Bistagne        | 1400 East Chevy Chase Dr<br>Glendale, CA 91206<br>(818) 242-6876<br>cbistagne@gmail.com        | \$200.00       | \$0.00       | \$0.00       | \$0.00        | \$0.00      | \$200.00       |
| Bussard's All Pro<br>Gary Papirian                | 5312 York Blvd.<br>Los Angeles, CA 90042<br>3232555566<br>bussards@sbcglobal.net               | \$200.00       | \$0.00       | \$0.00       | \$0.00        | \$0.00      | \$200.00       |
| Campbell's Automotive<br>Bill Campbell            | 3840 Foothill Blvd.<br>La Crescenta, CA 91214<br>(818) 541-9288<br>cmbfmly@aol.com             | \$200.00       | \$0.00       | \$0.00       | \$0.00        | \$0.00      | \$200.00       |
| Classic German Motors<br>Esteban (Steve) Nazarian | 1818 East Walnut Street<br>Pasadena, CA 91107<br>6265572240<br>service@classicgermanmotors.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> |
|---|--|----------------|--------------|--------------|---------------|-------------|----------------|
| Crown City Tire<br>Thomas Maimone               | 80 W Bellvue Drive<br>Pasadena, CA 91105<br>6266760659<br>thomas.m@crowncitytire.com                 | \$200.00       | \$0.00       | \$0.00       | \$0.00        | \$0.00      | \$200.00       |
| Frank Joel<br>Frank Joel                        | 3866 Timberridge Road<br>Moorpark, CA 93021<br>8183260602<br>fjoel@ix.netcom.com                     | \$74.58        | \$0.00       | \$0.00       | \$0.00        | \$0.00      | \$74.58        |
| Fremont & Purdon, Inc.<br>Steve Jabourian       | 836 East Orange Grove<br>Pasadena, CA 91104<br>(626) 795-6282<br>customerservice@fremontandpurdon.c  | \$200.00       | \$0.00       | \$0.00       | \$0.00        | \$0.00      | \$200.00       |
| Gilbert Motor Service<br>Darren Gilbert         | 2100 W Valley<br>Alhambra, CA 91803<br>(626) 282-0644<br>gilbertmotors@yahoo.com                     | \$200.00       | \$0.00       | \$0.00       | \$0.00        | \$0.00      | \$200.00       |
| Hawley Insurance Services<br>Bruce Hawley       | 4333 Mahogany Circle<br>Yorba Linda, CA 92886<br>(714) 865-2908<br>bruce@hawleyinsuranceservices.com | \$74.58        | \$0.00       | \$0.00       | \$0.00        | \$0.00      | \$74.58        |
| High Point Distributing<br>Tim Huddleston       | 5737 Kanan Rd #216<br>Agoura Hills, CA 91301<br>(805) 584-0030<br>tim@highpointdist.com              | \$76.58        | \$0.00       | \$0.00       | \$0.00        | \$0.00      | \$76.58        |
| Huntington Tire & Auto Center<br>Gary Ghazarian | 511 West Huntington Dr<br>Monrovia, CA 91016<br>(626) 303-7666                                       | \$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> |
|---|---|----------------|--------------|--------------|---------------|-------------|----------------|
| Ken Daniels Automotive, Inc.<br>Carlo Minassian | 3507 Oceanview<br>Glendale, CA 91208<br>(818) 249-2886<br>kendanielsauto@ca.rr.com            | \$200.00       | \$0.00       | \$0.00       | \$0.00        | \$0.00      | \$200.00       |
| Larry's Union Service<br>Larry Raether          | 1100 Mission St<br>South Pasadena, CA 91030<br>(626) 799-2497<br>l.raether@verizon.net        | \$200.00       | \$0.00       | \$0.00       | \$0.00        | \$0.00      | \$200.00       |
| Leo Brown's Complete Auto Care<br>Leo Brown     | 676 E. San Bernardino Rd<br>Covina, CA 91723<br>6263323400<br>lbrown@leobrownsautocare.com    | \$200.00       | \$0.00       | \$0.00       | \$0.00        | \$0.00      | \$200.00       |
| Lima Auto Repair<br>Mike Bruni                  | 4500 N Rosemead Blvd<br>Rosemead, CA 91770<br>626-287-7955<br>limaauto@yahoo.com              | \$200.00       | \$0.00       | \$0.00       | \$0.00        | \$0.00      | \$200.00       |
| Luis Lopez Automotive, Inc.<br>Luis Lopez       | 2751 Fletcher Drive<br>Los Angeles, CA 90039<br>3236650166                                    | \$200.00       | \$0.00       | \$0.00       | \$0.00        | \$0.00      | \$200.00       |
| Moe's Automotive Service<br>Frank Marshal       | 125 West Sierra Madre Blvd<br>Sierra Madre, CA 91024<br>(626) 355-4714<br>moeauto@verizon.net | \$200.00       | \$0.00       | \$0.00       | \$0.00        | \$0.00      | \$200.00       |
| Montrose Automotive<br>Jimmy Lomeli             | 3744-A North Verdugo Road<br>Montrose, CA 91020<br>8182493355<br>smogcheckpro@gmail.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> |
|--|---|----------------|--------------|--------------|---------------|-------------|----------------|
| Nishikawa Auto Service<br>Jose Lira      | 510 South Fair Oaks<br>Pasadena, CA 91105<br>(626) 792-4372<br>jlira@nishikawaautoservice.net | \$200.00       | \$0.00       | \$0.00       | \$0.00        | \$0.00      | \$200.00       |
| Olive Auto Center<br>Ali Farizi          | 264 W Olive Avenue<br>Burbank, CA 91502<br>(818) 566-4204<br>oliveautocenter@sbcglobal.net    | \$200.00       | \$0.00       | \$0.00       | \$0.00        | \$0.00      | \$200.00       |
| Omega Automotive<br>Carlos Menjivar      | 8601 Reseda Blvd.<br>Northridge, CA 91324<br>8187014061<br>info@omegaauto.net                 | \$66.66        | \$0.00       | \$0.00       | \$0.00        | \$0.00      | \$66.66        |
| Orr Automotive<br>Nathan Thompson        | 4701 E Arrow Hwy Suite B<br>Montclair, CA 91763<br>(909) 625-8963<br>natet2@yahoo.com         | \$200.00       | \$0.00       | \$0.00       | \$0.00        | \$0.00      | \$200.00       |
| Performance Automotive<br>Javier Cerecer | 14630 Valley Blvd<br>La Puente, CA 91746<br>(626) 330-4477<br>cerecerj@yahoo.com              | \$200.00       | \$0.00       | \$0.00       | \$0.00        | \$0.00      | \$200.00       |
| R.M. Automotive<br>Michael Wright        | 19248 Roscoe Boulevard<br>Northridge, CA 91324<br>(818) 709-4343<br>mike@rmauto.com           | \$200.00       | \$0.00       | \$0.00       | \$0.00        | \$0.00      | \$200.00       |
| Raul's Auto Repair<br>Raul Salgado       | 767 East Arrow Highway #1C<br>Azusa, CA 91702<br>(626) 339-7566<br>raulsauto@outlook.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> |
|--|--|----------------|--------------|--------------|---------------|-------------|----------------|
| Raul's Auto Repair<br>Raul Salgado       | 958 E. Arrow Hwy<br>Covina, CA 91724<br>6262573066<br>raulsauto@outlook.com                    | \$162.50       | \$0.00       | \$0.00       | \$0.00        | \$0.00      | \$162.50       |
| Rick's Automotive, Inc.<br>Rick Mogab    | 12000 Balboa Blvd, #118<br>Granada Hills, CA 91344<br>(818) 363-6025<br>autocardoc@hotmail.com | \$200.00       | \$0.00       | \$0.00       | \$0.00        | \$0.00      | \$200.00       |
| Sanders Auto<br>Kevin Houmard            | 344 W Arrow Hwy.<br>San Dimas, CA 91773<br>(909) 599-1133<br>merissahoumard1@yahoo.com         | \$200.00       | \$0.00       | \$0.00       | \$0.00        | \$0.00      | \$200.00       |
| Spence and Frye<br>Art Olivares          | 1847 E. Walnut Street<br>Pasadena, CA 91107<br>6267922351<br>spenceandfrye@sbcglobal.net       | \$66.66        | \$0.00       | \$0.00       | \$0.00        | \$0.00      | \$66.66        |
| Stuttcar Service, Inc.<br>Peter Fazekas  | 1320 E. Walnut Street<br>Pasadena, CA 91106<br>6263212736<br>peter@stuttcarservice.com         | \$200.00       | \$0.00       | \$200.00     | \$0.00        | \$0.00      | \$400.00       |
| Tony's Auto Repair<br>Conrad Batham      | 200 E. Rt 66<br>Glendora, CA 91740<br>(626) 963-2622<br>tonysautorepairglendora@yahoo.com      | \$66.66        | \$0.00       | \$0.00       | \$0.00        | \$0.00      | \$66.66        |
| Tyerman's Wheel Alignment<br>Joel Vasile | 1420 West Magnolia Blvd<br>Burbank, CA 91506<br>(818) 846-7291<br>joel@tyermans.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>    |
|---|---|-------------------|---------------|-----------------|---------------|-----------------|-------------------|
| United Alignment Tire Center<br>Nova Kousherian | 11251 Burbank Ave<br>North Hollywood, CA 91601<br>8189808550<br>unitedalignment@gmail.com | \$200.00          | \$0.00        | \$200.00        | \$0.00        | \$200.00        | \$600.00          |
| Vince's Auto Service<br>Vincent Egan            | 3230 East Colorado Blvd<br>Pasadena, CA 91107<br>(626) 792-5853<br>vincess@pacbell.net    | \$200.00          | \$0.00        | \$0.00          | \$0.00        | \$0.00          | \$200.00          |
| Vince's Automotive<br>Vincent Valdivia          | 18401 Vanowen St<br>Reseda, CA 91335<br>8183436477<br>vinnieauto@aol.com                  | \$200.00          | \$0.00        | \$0.00          | \$0.00        | \$0.00          | \$200.00          |
| VJ's Auto Service<br>V.J. Sabanayagam           | 400 North First Avenue<br>Arcadia, CA 91006<br>(626) 446-4900<br>vj@vjsautoservice.com    | \$200.00          | \$0.00        | \$0.00          | \$0.00        | \$0.00          | \$200.00          |
| Ward Service<br>Jim Ward                        | 130 Railroad Avenue<br>Monrovia, CA 91016<br>(626) 357-8080<br>jim@wardservice.com        | \$200.00          | \$0.00        | \$0.00          | \$0.00        | \$0.00          | \$200.00          |
| Young's Automotive Service<br>Mark Young        | 322 East San Bernardino Road<br>Covina, CA 91723<br>(626) 339-6171                        | \$200.00          | \$0.00        | \$0.00          | \$0.00        | \$0.00          | \$200.00          |
| <b>Chapter 05 Subtotal</b>                      |   | <b>\$8,454.88</b> | <b>\$0.00</b> | <b>\$400.00</b> | <b>\$0.00</b> | <b>\$200.00</b> | <b>\$9,054.88</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 06</b>                                      |  |                |              |              |               |             |                |
| Bobby's Smog<br>Robert Pereira                         | 1515 Yosemite Blvd<br>Modesto, CA 95354<br>(209) 575-9722                              | \$144.50       | \$0.00       | \$0.00       | \$0.00        | \$0.00      | \$144.50       |
| Monkey's RV & Auto Service<br>David Ellison            | P.O. Box 823<br>Manteca, CA 95337<br>(209) 239-9571                                    | \$0.00         | \$0.00       | \$0.00       | \$0.00        | \$578.00    | \$578.00       |
| Pro On-Site Fleet Services<br>Joe Lonero               | 2010 W Fremont St, Suite C<br>Stockton, CA 95203<br>2099311851<br>pro_onsite@yahoo.com | \$0.00         | \$0.00       | \$0.00       | \$0.00        | \$673.00    | \$673.00       |
| <b>Chapter 06 Subtotal</b>                             |  | \$144.50       | \$0.00       | \$0.00       | \$0.00        | \$1,251.00  | \$1,395.50     |
| <b>Chapter 12</b>                                      |  |                |              |              |               |             |                |
| 26th Street Auto Center<br>Robert Keirstead            | 13060 San Vicente Blvd.<br>Los Angeles, CA 90049<br>3107464737<br>rjk@kiggroup.com     | \$197.00       | \$0.00       | \$197.00     | \$0.00        | \$0.00      | \$394.00       |
| BVA, Inc. - Volvo, Honda, Acura, Toyota<br>Lee Chesnin | 1522 Broadway<br>Santa Monica, CA 90404<br>(310) 393-9889<br>service@bvainc.net        | \$197.00       | \$0.00       | \$0.00       | \$0.00        | \$0.00      | \$197.00       |
| Carotech Automotive<br>Gary Kasbarian                  | 8687 West Pico Blvd.<br>Los Angeles, CA 90035<br>4242834303<br>carotech@aol.com        | \$195.00       | \$0.00       | \$190.00     | \$0.00        | \$0.00      | \$385.00       |

| <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> |
|--|--|----------------|--------------|--------------|---------------|-------------|----------------|
| High Point Distributing (12)<br>Tim Huddleston | 5737 Kanan Rd #216<br>Agoura Hills, CA 91301<br>8186740930<br>tim@highpointdist.com    | \$159.50       | \$0.00       | \$54.50      | \$0.00        | \$0.00      | \$214.00       |
| Jeff's Auto Service<br>Jeff Jardine            | 11568 Pico Blvd.<br>Los Angeles, CA 90064<br>3104794790<br>jeff@jeffsmbz.com           | \$67.00        | \$0.00       | \$0.00       | \$0.00        | \$0.00      | \$67.00        |
| Modesti's Car Care Center<br>Nick Modesti      | 12121 Jefferson Blvd<br>Culver City, CA 90230<br>(310) 827-2400<br>nick@modestis.com   | \$197.00       | \$0.00       | \$0.00       | \$0.00        | \$0.00      | \$197.00       |
| Tony's Motor Service<br>Edwin Rodriguez        | 11722 Gateway Blvd<br>Los Angeles, CA 90064<br>3102310123<br>erod.tech@yahoo.com       | \$197.00       | \$0.00       | \$0.00       | \$0.00        | \$0.00      | \$197.00       |
| Undercar Plus<br>Sev Kalaydjian                | 2246 Federal Ave<br>West Los Angeles, CA 90064<br>3104791137<br>sevag@undercarplus.com | \$0.00         | \$0.00       | \$0.00       | \$0.00        | \$875.00    | \$875.00       |
| West Coast Tire and Service<br>Tom Eisenberg   | 2239 Pontius Avenue<br>Los Angeles, CA 90064<br>3104777057<br>tom@westcoasttire.com    | \$134.00       | \$0.00       | \$0.00       | \$0.00        | \$0.00      | \$134.00       |
| <b>Chapter 12 Subtotal</b>                     |  | \$1,343.50     | \$0.00       | \$441.50     | \$0.00        | \$875.00    | \$2,660.00     |

| Company  | Contact Info   | Current  | 31-60  | 61-90    | 91-120 | 120+     | Balance  |
|--|--|----------|--------|----------|--------|----------|----------|
| <b>Chapter 14</b>                                    |  |          |        |          |        |          |          |
| A New Direction For Us, Inc.<br>Pamela Stevens       | 10675 Anaconda Avenue<br>Oak Hills, CA 92344<br>9095742866<br>pstevens@and4us.com                          | \$57.00  | \$0.00 | \$0.00   | \$0.00 | \$0.00   | \$57.00  |
| Budget Auto Repair and Transmission<br>Ramez Makhlof | 23930 Sunnymead Boulevard, Bldg A<br>Moreno Valley, CA 92553<br>9512433555<br>ramseym@budgetautorepair.com | \$57.00  | \$0.00 | \$0.00   | \$0.00 | \$0.00   | \$57.00  |
| Foreign Auto Tech<br>Said Takouche                   | 1635 West Redlands Blvd<br>Redlands, CA 92373<br>(909) 335-9575  | \$0.00   | \$0.00 | \$330.00 | \$0.00 | \$0.00   | \$330.00 |
| GP Rice Insurance Services, Inc.<br>Gene Rice        | 22421 Barton Road Suite 348<br>Grand Terrace, CA 92313-5116<br>(909) 370-3107<br>riceins@yahoo.com         | \$64.92  | \$0.00 | \$0.00   | \$0.00 | \$0.00   | \$64.92  |
| H Mobile Services<br>David Bauld                     | PO Box 281<br>Rimforest, CA 92378<br>7602205157<br>daviebauld@gmail.com                                    | \$57.00  | \$0.00 | \$0.00   | \$0.00 | \$0.00   | \$57.00  |
| Mountain Auto Service & Towing<br>Michael Cronshey   | P.O Box 485<br>Twin Peaks, CA 92391<br>(909) 336-3222<br>mtnautoservice2@yahoo.com                         | \$165.00 | \$0.00 | \$165.00 | \$0.00 | \$330.00 | \$660.00 |
| Murrieta Auto Repair<br>Chris & Justin Christianson  | 26540 Jefferson Avenue Suite F<br>Murrieta, CA 92562<br>9516984222<br>murrietaautorepair@verizon.net       | \$167.00 | \$0.00 | \$0.00   | \$0.00 | \$0.00   | \$167.00 |

| <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> |
|--|--|----------------|--------------|--------------|---------------|-------------|----------------|
| Proshop Automotive<br>Esteban Gonzalez | 1441 N. La Cadena Dr.<br>Colton, CA 92324<br>9092799447<br>proshopautomotive@gmail.com         | \$57.00        | \$0.00       | \$0.00       | \$0.00        | (\$21.67)   | \$35.33        |
| Taylor Company<br>Bruce Taylor         | 340 East Foothill Blvd, Suite C<br>Pomona, CA 91767<br>(909) 593-6878<br>taylorcobmw@yahoo.com | \$0.00         | \$0.00       | \$0.00       | \$0.00        | \$660.00    | \$660.00       |
| Twin Peaks Auto Service<br>Rory Balmer | P.O. Box 191<br>Twin Peaks, CA 92391-0191<br>(909) 337-0082<br>roryasca14@gmail.com            | \$167.00       | \$0.00       | \$0.00       | \$0.00        | \$0.00      | \$167.00       |
| <b>Chapter 14 Subtotal</b>             |  | \$791.92       | \$0.00       | \$495.00     | \$0.00        | \$968.33    | \$2,255.25     |

### Chapter 16

|  |   |          |        |        |        |        |          |
|--|---|----------|--------|--------|--------|--------|----------|
| Ackerman's Servicing Volvo, Inc.<br>Bruce Ackerman | 2220 San Pablo Ave<br>Berkeley, CA 94702<br>(510) 549-9330<br>backerman@sbcglobal.net | \$202.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$202.00 |
| Berkeley Bob's<br>Sean Stephens                    | 2705 San Pablo Avenue<br>Berkeley, CA 94702<br>5105487140<br>voltoy1@sbcglobal.net    | \$202.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$202.00 |
| Fremont Auto Center<br>Sal Garcia                  | 320 Mowry Avenue<br>Fremont, CA 94536<br>5107441800<br>fremontautoctr@gmail.com       | \$202.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$202.00 |

| <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> |
|--|--|----------------|--------------|--------------|---------------|-------------|----------------|
| Fritz & Peters, Inc.<br>Terry or Joe Klaus | 420 25th St.<br>Oakland, CA 94612<br>5104443224<br>fritzneters@yahoo.com                       | \$202.00       | \$0.00       | \$0.00       | \$0.00        | \$0.00      | \$202.00       |
| Glenmoor Auto Repair<br>Paul Seghposs      | 4270 Peralta Blvd<br>Fremont, CA 94536<br>(510) 793-3666<br>paul@glenmoorauto.com              | \$202.00       | \$0.00       | \$202.00     | \$0.00        | \$404.00    | \$808.00       |
| Model Garage, Inc.<br>Robert Perkins       | 2920 Shattuck Avenue<br>Berkeley, CA 94705<br>5105405899<br>modelgarage@modelgarageberkeley.co | \$200.00       | \$0.00       | \$0.00       | \$0.00        | \$0.00      | \$200.00       |
| Pete's Gear Shop<br>Peter Brooks           | 21065 Foothill Blvd<br>Hayward, CA 94541<br>(510) 537-9446<br>petesgear@sbcglobal.net          | \$200.00       | \$0.00       | \$200.00     | \$0.00        | \$400.00    | \$800.00       |
| <b>Chapter 16 Subtotal</b>                 |  | \$1,410.00     | \$0.00       | \$402.00     | \$0.00        | \$804.00    | \$2,616.00     |
| <b>Chapter 18</b>                          |  |                |              |              |               |             |                |
| Belmont Auto Repair<br>Glenn Thornton      | 3720 East 4th St<br>Long Beach, CA 90814<br>(562) 439-0291                                     | \$100.00       | \$0.00       | \$0.00       | \$0.00        | \$0.00      | \$100.00       |
| Belmont Motor Clinic<br>Peter Blair        | 1217 N Newport Ave<br>Long Beach, CA 90804<br>(562) 597-4013<br>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.<br>Vince Bunting    | 520 West Esther St<br>Long Beach, CA 90813<br>(562) 432-0901<br>chtop@earthlink.net         | \$100.00        | \$0.00        | \$0.00        | \$0.00        | \$0.00        | \$100.00        |
| Long Beach Autohaus<br>Scott Parsons   | 3925 East Broadway<br>Long Beach, CA 90803<br>(562) 434-4446<br>bimerman02@aol.com          | \$100.00        | \$0.00        | \$0.00        | \$0.00        | \$0.00        | \$100.00        |
| Long Beach Muffler<br>Dennis Schoedl   | 3880 East Anaheim St<br>Long Beach, CA 90805<br>(562) 494-3880<br>shop@longbeachmuffler.com | \$100.00        | \$0.00        | \$0.00        | \$0.00        | \$0.00        | \$100.00        |
| Modern Specialists, Inc.<br>Leo Barwig | 6190 Cherry Ave<br>Long Beach, CA 90805<br>(562) 423-8431<br>leo@modernspecauto.com         | \$100.00        | \$0.00        | \$0.00        | \$0.00        | \$0.00        | \$100.00        |
| Overseas Garage<br>Andrew Klein        | 3141 East 4th Street<br>Long Beach, CA 90814<br>(562) 434-9627<br>andy@overseasgarage.com   | \$100.00        | \$0.00        | \$0.00        | \$0.00        | \$0.00        | \$100.00        |
| <b>Chapter 18 Subtotal</b>             |   | <b>\$700.00</b> | <b>\$0.00</b> | <b>\$0.00</b> | <b>\$0.00</b> | <b>\$0.00</b> | <b>\$700.00</b> |

**Chapter 1940**

|                                    |  |        |        |        |        |          |          |
|------------------------------------|--|--------|--------|--------|--------|----------|----------|
| Completes Plus (1940)<br>Jim Hubka | 10425 S. La Cienega Blvd.<br>Los Angeles, CA 90045<br>3107035700<br>jimhubka@completesplus.com | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$895.00 | \$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> |
|--|--|----------------|--------------|--------------|---------------|-------------|----------------|
| Harbor Brake<br>Evan Yankovich         | 217 S Pacific<br>San Pedro, CA 90731<br>(310) 832-3985<br>evan@harborbrake.com           | \$0.00         | \$0.00       | \$0.00       | \$0.00        | \$800.00    | \$800.00       |
| Liebsack & Son Auto<br>George Liebsack | 1928 Redondo Beach Blvd<br>Gardena, CA 90247<br>(310) 324-0463<br>steve@Liebsackauto.com | \$200.00       | \$0.00       | \$0.00       | \$0.00        | \$0.00      | \$200.00       |
| <b>Chapter 1940 Subtotal</b>           |  | \$200.00       | \$0.00       | \$0.00       | \$0.00        | \$1,695.00  | \$1,895.00     |

### Chapter 20

|   |  |          |        |        |        |        |          |
|---|--|----------|--------|--------|--------|--------|----------|
| All Flow Muffler & Auto Repair<br>Danny Larson        | 3900 Pacheco Blvd.<br>Martinez, CA 94553<br>9252293044<br>allflowmuffler@yahoo.com                 | \$220.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$220.00 |
| Autotron Service Center<br>Ryan Tunison               | 3688 Washington St, #F<br>Pleasanton, CA 94566<br>(925) 484-2400<br>ryan@autotronsERVICECENTER.COM | \$222.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$222.00 |
| BG Products, Fleming Distributing (20)<br>Chris Smith | 1011 Suncast Lane<br>El Dorado Hills, CA 95762<br>9162230559<br>csmith@bgfleming.com               | \$102.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$102.00 |
| Dick & Ryan's Auto Repair<br>Ryan Stoneham            | 1679 1st St<br>Livermore, CA 94550<br>(925) 373-9055<br>dickryan@pacbell.net                       | \$222.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$222.00 |

| <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> |
|---|---|----------------|--------------|--------------|---------------|-------------|----------------|
| Five Star Automotive<br>Janice Andrews        | 1440-C Concord Ave<br>Concord, CA 94520<br>(925) 609-7827<br>concord5star@aol.com               | \$177.32       | \$88.66      | \$88.66      | \$88.66       | \$88.66     | \$531.96       |
| Frank's Auto Service<br>Margaret & Dave Frank | 1255 Boulevard Way<br>Walnut Creek, CA 94595<br>(925) 942-3677<br>franksautoservice76@gmail.com | \$222.00       | \$0.00       | \$222.00     | \$0.00        | \$222.00    | \$666.00       |
| Hunt & Sons<br>Tim Lockhart                   | 5750 S. Watt Avenue<br>Sacramento, CA 95829<br>7077479500                                       | \$0.00         | \$0.00       | \$0.00       | \$0.00        | \$915.00    | \$915.00       |
| JJ Auto Repair<br>Victor Gonzalez             | P.O. Box 1179<br>Brentwood, CA 94513<br>9255135927<br>jjautorepair_victor@yahoo.com             | \$220.00       | \$0.00       | \$220.00     | \$0.00        | \$0.00      | \$440.00       |
| Lehmer's Concord Buick-GMC<br>Deanna Nyberg   | 1905 Market Street<br>Concord, CA 94520<br>9256854481<br>Dnyberg@lehmers.com                    | \$88.66        | \$0.00       | \$0.00       | \$0.00        | \$0.00      | \$88.66        |
| Mekatron Concord<br>Ian Miller                | 1771 Concord Ave<br>Concord, CA 94520<br>9256878300<br>imiller@mekatron.com                     | \$222.00       | \$0.00       | \$222.00     | \$0.00        | \$0.00      | \$444.00       |
| Monkey Wrenches, Inc.<br>Ted Curran           | 8130 Brentwood Blvd<br>Brentwood, CA 94513<br>(925) 634-4145<br>ted.curran@monkeyauto.com       | \$88.66        | \$0.00       | \$0.00       | \$0.00        | \$0.00      | \$88.66        |

| <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> |
|---|--|----------------|--------------|--------------|---------------|-------------|----------------|
| Precision Auto Repair<br>Tyler & Renee Edgren             | 164-A Wyoming Street<br>Pleasanton, CA 94566<br>9254627440<br>renee@precisionauto-pleasanton.com | \$222.00       | \$0.00       | \$0.00       | \$0.00        | \$0.00      | \$222.00       |
| Solano Way Auto Repair<br>Ken Fritzberg                   | 2197 Solano Way<br>Concord, CA 94520<br>(925) 676-2890<br>swar2197@yahoo.com                     | \$222.00       | \$0.00       | \$0.00       | \$0.00        | \$0.00      | \$222.00       |
| Tuolumne Street Auto Repair & Electric<br>John McLaughlin | 625 C Tuolumne Street<br>Vallejo, CA 94590<br>7076483434<br>tuolumneautoelectric@gmail.com       | \$222.00       | \$0.00       | \$222.00     | \$0.00        | \$0.00      | \$444.00       |
| <b>Chapter 20 Subtotal</b>                                |  | \$2,450.64     | \$88.66      | \$974.66     | \$88.66       | \$1,225.66  | \$4,828.28     |

### Chapter 21

|                                       |   |          |        |          |        |        |          |
|---------------------------------------|---|----------|--------|----------|--------|--------|----------|
| Chase Auto Service<br>Robert Peterson | 911 Harrison St<br>San Francisco, CA 94107<br>(415) 543-0444<br>chaseautosf@att.net         | \$265.00 | \$0.00 | \$265.00 | \$0.00 | \$0.00 | \$530.00 |
| Hans Art Automotive<br>Hans Art       | 3121 17th Street<br>San Francisco, CA 94110<br>(415) 621-6400<br>hansart@pacbell.net        | \$265.00 | \$0.00 | \$0.00   | \$0.00 | \$0.00 | \$265.00 |
| Marin Automotive<br>Daniel Costa      | 1810 Sir Francis Drake Blvd<br>Fairfax, CA 94930<br>4153775876<br>marinautomotive@gmail.com | \$90.33  | \$0.00 | \$0.00   | \$0.00 | \$0.00 | \$90.33  |

| <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> |
|--|---|----------------|--------------|--------------|---------------|-------------|----------------|
| Pat's Garage<br>Patrick Cadam                | 1090 26th St<br>San Francisco, CA 94107<br>4156474500<br>karin@patsgarage.com                 | \$265.00       | \$0.00       | \$0.00       | \$0.00        | \$0.00      | \$265.00       |
| Pearce Autotech<br>Jason Pearce              | 751 Ellis Street<br>San Francisco, CA 94109<br>4155465123<br>saabtech@gmail.com               | \$267.00       | \$0.00       | \$0.00       | \$0.00        | \$0.00      | \$267.00       |
| R & I Automotive<br>Ray Vincent              | 625 Del Ganado Road<br>San Rafael, CA 94903<br>4154792662<br>vincent0501@sbcglobal.net        | \$180.66       | \$90.33      | \$90.33      | \$90.33       | \$0.00      | \$451.65       |
| U & I Auto Safety Center<br>Sang Yuo         | 758 Bryant Street<br>San Francisco, CA 94107<br>4152557337<br>uandiautosafetycenter@gmail.com | \$265.00       | \$0.00       | \$0.00       | \$0.00        | \$0.00      | \$265.00       |
| <b>Chapter 21 Subtotal</b>                   |   | \$1,597.99     | \$90.33      | \$355.33     | \$90.33       | \$0.00      | \$2,133.98     |
| <b>Chapter 23</b>                            |   |                |              |              |               |             |                |
| Burlingame Motors<br>Rene Wiegand            | 1295 Rollins Road<br>Burlingame, CA 94010<br>(650) 343-8858<br>burlingame_motors@yahoo.com    | \$212.00       | \$0.00       | \$0.00       | \$0.00        | \$0.00      | \$212.00       |
| C & T Auto Toyota Specialist<br>Chris Harter | 1950 Leslie St<br>San Mateo, CA 94403<br>(650) 341-3815<br>ctaauto@hotmail.com                | \$210.00       | \$0.00       | \$0.00       | \$0.00        | \$0.00      | \$210.00       |

| <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> |
|---|--|----------------|--------------|--------------|---------------|-------------|----------------|
| Portola Valley Garage<br>Thomas Ramies              | 4170 Alpine Road<br>Portola Valley, CA 94028<br>(650) 851-7442<br>TRamies@pvgarage.com       | \$212.00       | \$0.00       | \$0.00       | \$0.00        | \$0.00      | \$212.00       |
| <b>Chapter 23 Subtotal</b>                          |  | \$634.00       | \$0.00       | \$0.00       | \$0.00        | \$0.00      | \$634.00       |
| <b>Chapter 24</b>                                   |  |                |              |              |               |             |                |
| 1-800 Radiator (SNZ Radiator)<br>Natalie Salimitari | 402 W 35th Street #E<br>National City, CA 91950<br>6194771113<br>natalies@1800radiator.com   | \$250.75       | \$0.00       | \$0.00       | \$0.00        | \$0.00      | \$250.75       |
| Allman Family Auto<br>Michael Allman                | 7066 El Cajon Blvd<br>San Diego, CA 92115<br>6194658686<br>allmanfamilyauto@sbcglobal.net    | \$77.00        | \$0.00       | \$0.00       | \$0.00        | \$0.00      | \$77.00        |
| Becka Automotive<br>Robert Nieto                    | 736 F St<br>Chula Vista, CA 91910<br>(619) 585-8606<br>went2fish@cox.net                     | \$227.00       | \$0.00       | \$0.00       | \$0.00        | \$0.00      | \$227.00       |
| Black Forest Automotive<br>John Rickard             | 8066 Engineer Road<br>San Diego, CA 92111<br>8582921192<br>manager@blackforestautomotive.com | \$225.00       | \$0.00       | \$0.00       | \$0.00        | \$0.00      | \$225.00       |
| Bonita Point Auto Care 76<br>Lori Hupp              | 1495 East H Street<br>Chula Vista, CA 91910<br>6194217600<br>bonitapointautocare76@gmail.com | \$227.00       | \$0.00       | \$0.00       | \$0.00        | \$0.00      | \$227.00       |

| <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 & D Auto Care<br>Dara Bakhshandeh                | 7167 University Ave<br>La Mesa, CA 91942<br>(619) 466-9100<br>dara@cdautocare.com               | \$154.00       | \$77.00      | \$77.00      | \$0.00        | \$0.00      | \$308.00       |
| Carrillo & Sons Collision Center<br>Maria Carrillo | 4680 Old Cliffs Road<br>San Diego, CA 92120<br>6192877200<br>maria@carrillonsons.com            | \$227.00       | \$0.00       | \$0.00       | \$0.00        | \$0.00      | \$227.00       |
| Convoy Auto Repair<br>David Ely                    | 3909 Convoy St<br>San Diego, CA 92111<br>(858) 560-9131<br>service@convoyautorepair.com         | \$77.00        | \$0.00       | \$0.00       | \$0.00        | \$0.00      | \$77.00        |
| D & R Automotive<br>Shane Dendy                    | 10517 Prospect Ave<br>Santee, CA 92071<br>(619) 449-1224<br>dnrauto@yahoo.com                   | \$0.00         | \$0.00       | \$225.00     | \$0.00        | \$450.00    | \$675.00       |
| Del Mar Automotive<br>Todd Phillips                | 2201 San Dieguito Dr<br>Del Mar, CA 92014<br>8583452168<br>delmarauto@sbcglobal.net             | \$225.00       | \$0.00       | \$0.00       | \$0.00        | \$0.00      | \$225.00       |
| East County Alignment<br>Kevin Healy               | 10741 Woodside Ave<br>Santee, CA 92071<br>6195624110<br>eastcountyalignment@gmail.com           | \$77.00        | \$0.00       | \$0.00       | \$0.00        | \$0.00      | \$77.00        |
| Express Auto Service<br>David and Connie Bennett   | 7633 El Cajon Blvd #300<br>La Mesa, CA 91942<br>(619) 463-1484<br>expressautoservice1@gmail.com | \$77.00        | \$0.00       | \$0.00       | \$0.00        | \$0.00      | \$77.00        |

| <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> |
|---|--|----------------|--------------|--------------|---------------|-------------|----------------|
| Family Auto Service<br>Rob Rowsell              | P.O Box 717<br>Alpine, CA 91910<br>6197221725<br>stoeyicah@gmail.com                             | \$225.00       | \$0.00       | \$0.00       | \$0.00        | \$0.00      | \$225.00       |
| Greg's Automotive<br>Greg Kelly                 | 1641 N. Magnolia Avenue<br>El Cajon, CA 92020<br>(619) 440-4337<br>gregk@gregs-auto.com          | \$225.00       | \$0.00       | \$0.00       | \$0.00        | \$0.00      | \$225.00       |
| Hunda Automotive, Inc.<br>Rich Martin           | 13905 Poway Road, #A<br>Poway, CA 92064<br>(858) 486-2403<br>rich@hundaautomotive.com            | \$225.00       | \$0.00       | \$0.00       | \$0.00        | \$0.00      | \$225.00       |
| John's Automotive Care<br>John Eppstein         | 6267 Riverdale Street<br>San Diego, CA 92120<br>6192809315<br>john@johnsautomotivecare.com       | \$225.00       | \$0.00       | \$0.00       | \$0.00        | \$0.00      | \$225.00       |
| John's Automotive Care La Mesa<br>John Eppstein | 7447 University Ave.<br>La Mesa, CA 91942<br>(619) 461-3600<br>john@johnsautomotivecare.com      | \$125.00       | \$0.00       | \$0.00       | \$0.00        | \$0.00      | \$125.00       |
| Luxury Import Care<br>Steve Salvaggio           | 3691 Via Mercado Suite 4<br>La Mesa, CA 91941<br>6197411000<br>support@luxuryimportcare.com      | \$0.00         | \$0.00       | \$0.00       | \$0.00        | \$900.00    | \$900.00       |
| Mode Automotive<br>Ryan Mode                    | 9545 Kearny Villa Road, Ste. 107<br>San Diego, CA 92126<br>8583614645<br>ryan@modeautorepair.com | \$227.00       | \$0.00       | \$0.00       | \$0.00        | \$0.00      | \$227.00       |



| <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> |
|---|--|----------------|--------------|--------------|---------------|-------------|----------------|
| NAPA Auto Parts-Main Dist Center<br>John Hartman      | 7440 Convoy Court<br>San Diego, CA 92111<br>6193004910<br>john_hartman@genpt.com                 | \$0.00         | \$0.00       | \$0.00       | \$0.00        | \$5,000.00  | \$5,000.00     |
| O'Reilly Auto Parts, Inc.<br>Henry Verdugo            | 2750 Midway Dr<br>San Diego, CA 92110<br>6199201929<br>hverdugo@oreillyauto.com                  | \$0.00         | \$0.00       | \$0.00       | \$0.00        | \$500.00    | \$500.00       |
| R A E, An Automotive Service Company<br>Randy Waitman | 415 9th Street<br>Ramona, CA 92065<br>7607884912<br>randy@r-a-e.com                              | \$227.00       | \$0.00       | \$227.00     | \$0.00        | \$227.00    | \$681.00       |
| Rocky's Miatomotive<br>Rocky Murphy                   | 696 Naples St<br>Chula Vista, CA 91911<br>6192844911<br>rocky57murphy@gmail.com                  | \$227.00       | \$0.00       | \$0.00       | \$0.00        | \$0.00      | \$227.00       |
| Roy Wheeler Automotive<br>Tanya Hildebrand            | 797 Greenfield Drive<br>El Cajon, CA 92021<br>6194420722<br>01racing@cox.net                     | \$77.00        | \$0.00       | \$0.00       | \$0.00        | \$0.00      | \$77.00        |
| Summit Transmissions<br>Jerry Kubitsky                | 7633 El Cajon Blvd, Suite 100<br>La Mesa, CA 91942<br>(619) 463-9400<br>jerry123Lee@gmail.com    | \$77.00        | \$0.00       | \$0.00       | \$0.00        | \$0.00      | \$77.00        |
| Valley Trans -Valtran Inc<br>Greg Boehm               | Attn: Alice Boehm 1158 North 2nd Stre<br>El Cajon, CA 92021<br>(619) 447-4353<br>GJB3543@cox.net | \$227.00       | \$0.00       | \$227.00     | \$0.00        | \$0.00      | \$454.00       |

| <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> |
|-----------------------------------|--|----------------|--------------|--------------|---------------|-------------|----------------|
| Valley Truck & Auto<br>Rick Silva | 8381 Broadway<br>Lemon Grove, CA 91945<br>(619) 589-8585 | \$225.00       | \$0.00       | \$0.00       | \$0.00        | \$0.00      | \$225.00       |

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**Chapter 24 Subtotal**    \$4,155.75    \$77.00    \$756.00    \$0.00    \$7,077.00    \$12,065.75

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**Chapter 25**

|  |   |          |        |          |        |        |          |
|--|---|----------|--------|----------|--------|--------|----------|
| A & J Truck & Auto Repair<br>Andrew C Frowsing         | 2695 South Cherry Avenue, Space 105<br>Fresno, CA 93706<br>(559) 445-1054<br>ajtruckandauto@gmail.com | \$205.00 | \$0.00 | \$0.00   | \$0.00 | \$0.00 | \$205.00 |
| Bud Eberwein Brake Service, Inc.<br>Zarkis Martirosian | 1559 Broadway<br>Fresno, CA 93721<br>(559) 268-6359<br>zarkis@budeberwein.com                         | \$70.33  | \$0.00 | \$0.00   | \$0.00 | \$0.00 | \$70.33  |
| Elbert Distributing (BG Products)<br>Tom Elbert        | P.O. Box 25391<br>Fresno, CA 93729<br>5594540180<br>tyelbert@bgcentralvalley.com                      | \$228.75 | \$0.00 | \$0.00   | \$0.00 | \$0.00 | \$228.75 |
| German Auto Repair, Inc.<br>Dennis Montalbano          | 6622 N. Blackstone Avenue<br>Fresno, CA 93710-3627<br>5594386508<br>Dbenzdr@aol.com                   | \$105.00 | \$0.00 | \$0.00   | \$0.00 | \$0.00 | \$105.00 |
| Marlin & Tony's Auto Repair, Inc.<br>Tony Novielli     | 4660 East Carmen Ave.<br>Fresno, CA 93703-4519<br>(559) 252-1584<br>marlinandtonys@yahoo.com          | \$205.00 | \$0.00 | \$205.00 | \$0.00 | \$0.00 | \$410.00 |

| <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 Auto & Electric<br>Phillip Gray           | 2825 North Weber Ave<br>Fresno, CA 93705<br>(559) 497-9425<br>mastertech2825@gmail.com    | \$70.33        | \$0.00       | \$0.00       | \$0.00        | \$0.00      | \$70.33        |
| Payless Transmission & Clutch<br>Roger Rodriguez Sr. | 1550 North Effie St, #101<br>Fresno, CA 93703-3624<br>5592663000<br>rogerrfresno1@aol.com | \$207.00       | \$0.00       | \$207.00     | \$0.00        | \$207.00    | \$621.00       |
| Rasmussen Auto Repair<br>Ron Rasmussen               | 1023 North Maple Ave<br>Fresno, CA 93702<br>(559) 251-0669<br>patty@rasmussenauto.com     | \$207.00       | \$0.00       | \$0.00       | \$0.00        | \$0.00      | \$207.00       |
| <b>Chapter 25 Subtotal</b>                           |   | \$1,298.41     | \$0.00       | \$412.00     | \$0.00        | \$207.00    | \$1,917.41     |

### Chapter 26

|  |  |          |        |        |        |          |          |
|--|--|----------|--------|--------|--------|----------|----------|
| Auto MD Motorsports<br>Darrin Woodbridge | 1751 E. Finni Ct<br>Visalia, CA 93292<br>5597397829<br>monica.automd@gmail.com   | \$169.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00   | \$169.50 |
| Ely Auto Parts<br>Matt Weaver            | PO Box 728<br>Tulare, CA 93275-0728<br>5596863811<br>elyauto@sbcglobal.net       | \$0.00   | \$0.00 | \$0.00 | \$0.00 | \$765.00 | \$765.00 |
| The Auto Shop<br>Jim Barlogio            | 2044 East Main St<br>Visalia, CA 93292<br>(559) 734-2886<br>barlogio@pacbell.net | \$169.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00   | \$169.50 |

| <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> |
|---|--|----------------|--------------|--------------|---------------|-------------|----------------|
| Tulare Automotive Repair<br>Alfonso Cerrillos     | 1089 E. Tulare Ave<br>Tulare, CA 93274<br>5596861009<br>tulareauto@gmail.com                           | \$169.50       | \$0.00       | \$0.00       | \$0.00        | \$0.00      | \$169.50       |
| <b>Chapter 26 Subtotal</b>                        |  | \$508.50       | \$0.00       | \$0.00       | \$0.00        | \$765.00    | \$1,273.50     |
| <b>Chapter 28</b>                                 |  |                |              |              |               |             |                |
| Acurit Imports, Inc.<br>William Turbovich         | 5677 Redwood Dr, Suite A,B,C<br>Rohnert Park, CA 94928<br>(707) 584-1424<br>will@acuritaautorepair.com | \$0.00         | \$0.00       | \$330.00     | \$0.00        | \$330.00    | \$660.00       |
| Bill's Auto Electric and Repair Inc.<br>Bob Toepp | 356 West College Ave<br>Santa Rosa, CA 95401<br>(707) 546-2851<br>billsaer@sonic.net                   | \$167.00       | \$0.00       | \$0.00       | \$0.00        | \$0.00      | \$167.00       |
| G. Roman's Transmission Service<br>Greg Roman     | 922 North Dutton Avenue<br>Santa Rosa, CA 95401<br>7075664662<br>gromanstrans@hotmail.com              | \$167.00       | \$0.00       | \$0.00       | \$0.00        | \$0.00      | \$167.00       |
| Leonardi Automotive<br>Tony Leonardi              | 7426 Redwood Blvd<br>Novato, CA 94945<br>4158971503<br>leonardiservice@yahoo.com                       | \$57.00        | \$0.00       | \$0.00       | \$0.00        | \$0.00      | \$57.00        |
| Ryan's Automotive Repair<br>Ryan Hicks            | 10010 Old Redwood Hwy<br>Windsor, CA 95492<br>7078375324<br>rhicks@ryansar.com                         | \$167.00       | \$0.00       | \$0.00       | \$0.00        | \$0.00      | \$167.00       |

| <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> |
|--|--|----------------|--------------|--------------|---------------|-------------|----------------|
| TL Tilletts Automotive<br>Thomas Tillett   | 1426 Petaluma Hill Road<br>Santa Rosa, CA 95404<br>(707) 527-7615<br>tillett@sonic.net | \$167.00       | \$0.00       | \$0.00       | \$0.00        | \$0.00      | \$167.00       |
| Transco Transmission & Auto<br>David Vigil | 1470 Santa Rosa Avenue<br>Santa Rosa, CA 95404<br>7075446722<br>DTVigil@gmail.com      | \$167.00       | \$0.00       | \$0.00       | \$0.00        | \$0.00      | \$167.00       |
| <b>Chapter 28 Subtotal</b>                 |  | \$892.00       | \$0.00       | \$330.00     | \$0.00        | \$330.00    | \$1,552.00     |

#### **Chapter 42**

|                                       |  |          |        |          |        |        |          |
|---------------------------------------|--|----------|--------|----------|--------|--------|----------|
| 1-800-Radiator<br>Jeff Mullins        | 888 Aldo Avenue<br>Santa Clara, CA 95054<br>4085678052<br>jmullins@1800radiator.com                  | \$128.25 | \$0.00 | \$0.00   | \$0.00 | \$0.00 | \$128.25 |
| Autotrend Diagnostics<br>Dave Kusa    | 2885 S. Winchester Boulevard, Ste F<br>Campbell, CA 95008<br>(408) 866-5140<br>davidkusa@hotmail.com | \$153.00 | \$0.00 | \$0.00   | \$0.00 | \$0.00 | \$153.00 |
| Campbell Automotive<br>Harry Taylor   | 28 East Rincon Ave<br>Campbell, CA 95008<br>(408) 378-0244<br>campbellautoharry@gmail.com            | \$253.00 | \$0.00 | \$0.00   | \$0.00 | \$0.00 | \$253.00 |
| Corporate Auto Works<br>Mike Takasugi | 770 Yuba Dr<br>Mountain View, CA 94041<br>(650) 691-9477<br>bmwvolvo@earthlink.net                   | \$251.00 | \$0.00 | \$251.00 | \$0.00 | \$0.00 | \$502.00 |

| <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> |
|---|---|----------------|--------------|--------------|---------------|-------------|----------------|
| Custom Alignment<br>Joe Silva             | 2599 Wyandotte St, #A<br>Mountain View, CA 94043<br>(650) 961-5311<br>customalignment@yahoo.com | \$251.00       | \$0.00       | \$0.00       | \$0.00        | \$0.00      | \$251.00       |
| Frontier Bay Insurance<br>Ryan Cummings   | 175 E. Prospect Ave. Suite 250-C<br>Danville, CA 94526<br>9252174974<br>ryan@frontierbayins.com | \$330.75       | \$0.00       | \$0.00       | \$0.00        | \$0.00      | \$330.75       |
| John Funkey Inc.<br>John Funkey           | 120 Jewell Street<br>Santa Cruz, CA 95060<br>8314195182<br>john@funkeyinc.com                   | \$128.25       | \$0.00       | \$0.00       | \$0.00        | \$0.00      | \$128.25       |
| Larson Auto Repair, Inc.<br>Joe Smith     | 901 Camden Avenue #10<br>Campbell, CA 95008<br>4083789007<br>datfleet@gmail.com                 | \$0.00         | \$0.00       | \$0.00       | \$0.00        | \$929.00    | \$929.00       |
| Los Gatos Auto Service<br>David Hernandez | 1460 White Oaks Rd.<br>Campbell, CA 95008<br><br>losgatosauto@gmail.com                         | \$253.00       | \$0.00       | \$0.00       | \$0.00        | \$0.00      | \$253.00       |
| Made in Japan/USA/Europe<br>Matt Ogabian  | 2970 Winchester Blvd.<br>Campbell, CA 95008<br>4088665300<br>matt@mijusa.com                    | \$253.00       | \$0.00       | \$0.00       | \$0.00        | \$0.00      | \$253.00       |
| Michael & Co, Inc.<br>Felisha Lindsey     | 380 Lincoln Ave<br>San Jose, CA 95126<br>4082862988<br>felishal@yahoo.com                       | \$253.00       | \$0.00       | \$0.00       | \$0.00        | \$0.00      | \$253.00       |

| <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> |
|--|--|----------------|--------------|--------------|---------------|-------------|----------------|
| Nasseri Auto Tech<br>David Nasseri                   | 1811 El Camino Real<br>Santa Clara, CA 95050<br>4084493905<br>nasseriautotech@yahoo.com        | \$204.66       | \$102.33     | \$102.33     | \$102.33      | \$102.33    | \$613.98       |
| Nate Smith's Optimal Auto<br>Nathan Smith            | 2335 Soquel Dr<br>Santa Cruz, CA 95065<br>(831) 476-1332<br>nate@optimalauto.com               | \$251.00       | \$0.00       | \$0.00       | \$0.00        | \$0.00      | \$251.00       |
| Silicon Valley Performance<br>Robert Reyes           | 2570 Leghorn St. #2<br>Mountain View, CA 94043<br>4082077171<br>robertjermainreyes@outlook.com | \$253.00       | \$0.00       | \$0.00       | \$0.00        | \$0.00      | \$253.00       |
| Smog Man<br>Kulkaran "K" Dhillon                     | 646 Auzerais Avenue<br>San Jose, CA 95126<br>4089990699<br>kdhillon2003@yahoo.com              | \$253.00       | \$0.00       | \$0.00       | \$0.00        | \$0.00      | \$253.00       |
| SpeedySkunk<br>Robert Orsburn                        | 210 E. Alma Ave<br>San Jose, CA 95112<br>4085092035<br>wldcrd2@yahoo.com                       | \$251.00       | \$0.00       | \$251.00     | \$0.00        | \$251.00    | \$753.00       |
| Sturken Auto Body, Auto & RV Repair<br>Steve Sturken | 855 Mabury Road<br>San Jose, CA 95133<br>4082957195<br>service@sturken.com                     | \$253.00       | \$0.00       | \$0.00       | \$0.00        | \$0.00      | \$253.00       |
| W. E. Harding Co.<br>AJ Amin                         | 502 South 2nd St<br>San Jose, CA 95112<br>(408) 286-8989<br>hardingoffice2000@gmail.com        | \$253.00       | \$0.00       | \$0.00       | \$0.00        | \$0.00      | \$253.00       |

| <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> |
|--------------------------------------|--|----------------|--------------|--------------|---------------|-------------|----------------|
| Walt Nehse Auto Repair<br>Walt Nehse | 335 McGlincey Lane, #3<br>Campbell, CA 95008<br>(408) 377-8124 | \$0.00         | \$0.00       | \$0.00       | \$0.00        | \$929.00    | \$929.00       |
| <b>Chapter 42 Subtotal</b>           |  | \$3,972.91     | \$102.33     | \$604.33     | \$102.33      | \$2,211.33  | \$6,993.23     |

### Chapter 48

|   |  |          |        |          |        |          |          |
|---|--|----------|--------|----------|--------|----------|----------|
| Brea Auto Body, Inc.<br>Virginia Pina       | 430 N Berry St.<br>Brea, CA 92821<br>(714) 990-1500<br>virginia@breaautobody.com                   | \$195.00 | \$0.00 | \$195.00 | \$0.00 | \$390.00 | \$780.00 |
| Castner's Auto Service, Inc.<br>Ron Castner | 214 South Bradford Ave<br>Placentia, CA 92670<br>(714) 528-1311<br>m.castner@roadrunner.com        | \$60.00  | \$0.00 | \$0.00   | \$0.00 | \$0.00   | \$60.00  |
| D & S Auto Air<br>Steve Plummer             | 1638 Placentia Avenue #B<br>Costa Mesa, CA 92627<br>(949) 645-7802<br>dsautoair@yahoo.com          | \$195.00 | \$0.00 | \$0.00   | \$0.00 | \$0.00   | \$195.00 |
| Exclusive Truck & Auto<br>Craig Haller      | 1961 Miraloma Ave, Suite A<br>Placentia, CA 92870<br>(714) 524-7061<br>exclusivemotorsap@gmail.com | \$197.00 | \$0.00 | \$0.00   | \$0.00 | \$0.00   | \$197.00 |
| Fisk Automotive<br>Jack Crawley             | 820 West Commonwealth Avenue<br>Fullerton, CA 92832<br>7145263303<br>jack@fiskauto.com             | \$155.00 | \$0.00 | \$0.00   | \$0.00 | \$0.00   | \$155.00 |



| <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> |
|--|---|----------------|--------------|--------------|---------------|-------------|----------------|
| Frank's X-Ray Garage<br>Frank Grigsby          | 401 1/2 East La Habra<br>La Habra, CA 90631<br>(562) 691-4717<br>franksxray1981@gmail.com               | \$195.00       | \$0.00       | \$0.00       | \$0.00        | \$0.00      | \$195.00       |
| Frederick Blum Insurance (48)<br>Fred Blum     | 14930 Ventura Blvd, Suite #330<br>Sherman Oaks, CA 91403<br>(818) 783-7838<br>fred.blum@provenceinc.com | \$0.00         | \$0.00       | \$0.00       | \$0.00        | \$630.00    | \$630.00       |
| Glenn's Auto<br>Mike Grosse                    | 12441 Woodruff Avenue<br>Downey, CA 90241<br>5628615111<br>mikeatglenns@yahoo.com                       | \$195.00       | \$0.00       | \$0.00       | \$0.00        | \$0.00      | \$195.00       |
| Good Guys Automotive<br>Peter Guy              | 22929 Savi Ranch Pkwy<br>Yorba Linda, CA 92887<br>(714) 974-4897<br>goodguysauto22929@gmail.com         | \$197.00       | \$0.00       | \$0.00       | \$0.00        | \$0.00      | \$197.00       |
| High Point Distributing (48)<br>Tim Huddleston | 5737 Kanan Rd #216<br>Agoura Hills, CA 91301<br>(818) 674-0930<br>tim@highpointdist.com                 | \$159.50       | \$0.00       | \$54.50      | \$0.00        | \$0.00      | \$214.00       |
| Jax Auto Repair<br>Jack Taf                    | 331 South Brea Blvd<br>Brea, CA 92821<br>(714) 529-2886<br>lilitaf@pacbell.net                          | \$195.00       | \$0.00       | \$0.00       | \$0.00        | \$0.00      | \$195.00       |
| Karco Specialties<br>Richard Kartoian          | 721 North Batavia St<br>Orange, CA 92868<br>(714) 532-6893<br>rkarco@gmail.com                          | \$197.00       | \$0.00       | \$197.00     | \$0.00        | \$0.00      | \$394.00       |

| <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.<br>Joseph Henderson | 9161 Alondra Blvd<br>Bellflower, CA 90706-4207<br>(562) 867-2387<br>don@leoandsongarage.com         | \$0.00         | \$0.00       | \$0.00       | \$0.00        | \$780.00    | \$780.00       |
| Placentia Super Service<br>Bob Cornwall      | 643 South Melrose St<br>Placentia, CA 92870-6306<br>(714) 528-1828<br>bob@placentiasuperservice.com | \$67.00        | \$0.00       | \$0.00       | \$0.00        | \$0.00      | \$67.00        |
| Rossi Automotive Equipment<br>Marcello Rossi | 13771 Rosewell Ave Ste C<br>Chino, CA 91710<br>9092349844<br>rossiautoequip@gmail.com               | \$0.00         | \$0.00       | \$0.00       | \$0.00        | \$875.00    | \$875.00       |
| Toxguard Fluid Technologies<br>Bill Kughn    | 11942 Western Avenue<br>Stanton, CA 90680<br>7146983400<br>bkughn@toxguard.com                      | \$218.75       | \$0.00       | \$218.75     | \$0.00        | \$437.50    | \$875.00       |
| <b>Chapter 48 Subtotal</b>                   |   | \$2,226.25     | \$0.00       | \$665.25     | \$0.00        | \$3,112.50  | \$6,004.00     |

### Chapter 99

|                                      |  |          |         |          |         |          |            |
|--------------------------------------|--|----------|---------|----------|---------|----------|------------|
| J & H Performance<br>Joel Gooch      | 875 Twin View Blvd<br>Redding, CA 96003<br>(530) 245-0176<br>info@jandhperformance.com | \$155.00 | \$0.00  | \$155.00 | \$0.00  | \$620.00 | \$930.00   |
| Redding Transmission<br>Kaylie Jones | 3398 South Market<br>Redding, CA 96001<br>5302417178<br>reddingtransmission@gmail.com  | \$107.32 | \$53.66 | \$53.66  | \$53.66 | \$53.66  | \$321.96   |
| <b>Chapter 99 Subtotal</b>           |  | \$262.32 | \$53.66 | \$208.66 | \$53.66 | \$673.66 | \$1,251.96 |

| Company                                    | Contact Info  | Current  | 31-60      | 61-90  | 91-120 | 120+       | Balance    |
|--|---|----------|------------|--------|--------|------------|------------|
| <b>Chapter Sta</b>                         |   |          |            |        |        |            |            |
| ALL DATA<br>Chuck Bennett                  | 9650 West Taron Dr. STE 100<br>Elk Grove, CA 95757<br>5122850307<br>Charles.bennett@alldata.com           | \$0.00   | \$1,500.00 | \$0.00 | \$0.00 | \$0.00     | \$1,500.00 |
| All Valley Automotive Inc<br>Steven Bolduc | 1505 Tollhouse Road<br>Clovis, CA 93611<br>5593220345<br>allvalleyauto@comcast.net                        | \$102.00 | \$0.00     | \$0.00 | \$0.00 | \$0.00     | \$102.00   |
| AutoText.me<br>Chris Cloutier              | 4032 Legacy Trail<br>Carrollton, TX 75010<br>4699642140<br>chris@autotextme.com                           | \$0.00   | \$0.00     | \$0.00 | \$0.00 | \$2,500.00 | \$2,500.00 |
| AutoVitals, Inc.<br>Dustin Anaas           | 3905 State Street, Suite 7-319<br>Santa Barbara, CA 93105<br>8669492848<br>dustin.anaas@autovitalsinc.com | \$43.25  | \$0.00     | \$0.00 | \$0.00 | \$0.00     | \$43.25    |
| AutoZone<br>Jim Gray                       | 123 S. Front Street<br>Memphis, TN 38103<br>7043011500<br>jim.gray@autozone.com                           | \$0.00   | \$0.00     | \$0.00 | \$0.00 | \$7,158.00 | \$7,158.00 |
| Bob's Automotive<br>Brian Wensel           | 12776 Nutwood St<br>Garden Grove, CA 92840-6310<br>(714) 537-0076<br>cdchaplin27@hotmail.com              | \$0.00   | \$0.00     | \$0.00 | \$0.00 | \$400.00   | \$400.00   |
| Brad's Motor Werke's<br>Brad Kyle          | 2635 Lavery Ct, #7<br>Newbury Park, CA 91320<br>(805) 499-0083<br>brad_kyle@hotmail.com                   | \$102.00 | \$0.00     | \$0.00 | \$0.00 | \$0.00     | \$102.00   |

| <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> |
|---|---|----------------|--------------|--------------|---------------|-------------|----------------|
| C3 Marketing & Consulting<br>Skip Beals       | 548 Spring Street Ste 6<br>Los Angeles, CA 90013<br>3238313300<br>team@c3mnc.com            | \$0.00         | \$0.00       | \$0.00       | \$0.00        | \$495.00    | \$495.00       |
| California Employers Services<br>Dave Fischer | 8839 N. Cedar Avenue #143<br>Fresno, CA 93720<br>8883582221<br>cesyes@hotmail.com           | \$43.25        | \$0.00       | \$0.00       | \$0.00        | \$0.00      | \$43.25        |
| Dick's Automotive, Inc.<br>Grant Takikawa     | 1550 Tollhouse Road<br>Clovis, CA 93611<br>(559) 299-2226<br>dicksautomotiveinc@gmail.com   | \$102.00       | \$0.00       | \$0.00       | \$0.00        | \$0.00      | \$102.00       |
| Digital Financial Group<br>Shannon Devery     | 2909 Poplar Blvd<br>Alhambra, CA 91803<br>6264769016<br>shannon@fdis-sangabrielvalley.com   | \$7,500.00     | \$0.00       | \$0.00       | \$0.00        | \$0.00      | \$7,500.00     |
| G & G Auto Repair<br>Richard Gauthier         | 3410 Fruitvale Ave Ste B<br>Bakersfield, CA 93308<br>6616797957<br>info@gandgautorepair.com | \$102.00       | \$0.00       | \$0.00       | \$0.00        | \$0.00      | \$102.00       |
| Hans Auto Repair<br>Michael Brooks            | 384 Olympia Avenue<br>Seaside, CA 93955<br>(831) 583-9820<br>tracybrooks2436@gmail.com      | \$102.00       | \$0.00       | \$0.00       | \$0.00        | \$0.00      | \$102.00       |
| Hartzel Automotive<br>Barry Hartzel           | 510 California St<br>Sand City, CA 93955<br>(831) 394-6002<br>barry@hartzelautomotive.com   | \$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> |
|--|--|----------------|--------------|--------------|---------------|-------------|----------------|
| Mail Shark<br>Josh Davis                       | 4125 New Holland Rd.<br>Mohnton, PA 19540<br>4849481611<br>josh@themailshark.com               | \$5,000.00     | \$0.00       | \$0.00       | \$0.00        | \$0.00      | \$5,000.00     |
| Master Automotive Training<br>Oscar Gomez      | 9253 Archibald Ave<br>Rancho Cucamonga, CA 91730<br>9095390114<br>masterautotraining@gmail.com | \$125.75       | \$0.00       | \$0.00       | \$0.00        | \$0.00      | \$125.75       |
| Mike's Auto Service<br>Mike Schepens           | 17662 Metzler Lane #A<br>Huntington Beach, CA 92647<br>(714) 375-3145<br>mike@mikesautohb.com  | \$0.00         | \$0.00       | \$200.00     | \$0.00        | \$200.00    | \$400.00       |
| Official Smog Check Test Only<br>Albert Romero | 645 85th Avenue<br>Oakland, CA 94621<br>5106397664<br>rockyrue_1@hotmail.com                   | \$0.00         | \$0.00       | \$0.00       | \$0.00        | \$400.00    | \$400.00       |
| O'Reilly Auto Parts<br>Sergio Garcia           | 233 S. Patterson Avenue<br>Springfield, CA 65802<br>4178623333<br>sgonzalez@oreillyauto.com    | \$5,000.00     | \$0.00       | \$0.00       | \$0.00        | \$0.00      | \$5,000.00     |
| Precision Automotive<br>Theresa Johnson        | 1633 Aviation Blvd.<br>Redondo Beach, CA 90278<br>(310) 649-5774<br>pdtcorp@yahoo.com          | \$102.00       | \$0.00       | \$0.00       | \$0.00        | \$0.00      | \$102.00       |
| Rock Star Marketing<br>Jennifer Filzen         | 601-A Dickman Avenue<br>Monterey, CA 93940<br><br>jenniferfilzen@gmail.com                     | \$43.25        | \$0.00       | \$0.00       | \$0.00        | \$0.00      | \$43.25        |

| <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> |
|--|---|----------------|--------------|--------------|---------------|-------------|----------------|
| Tech-Payments<br>Tracy Franks                                | 1420 NW Gilman Blvd. Suite 2299<br>Issaquah, WA 98027<br>4254576525<br>tracy.franks@tech-payments.com | \$125.75       | \$0.00       | \$0.00       | \$0.00        | \$0.00      | \$125.75       |
| The Institute for Automotive Business<br>Cecil Bullard       | 3789 Wall Avenue<br>South Ogden, UT 84405<br>6507954245<br>cecil@iforabe.com                          | \$0.00         | \$0.00       | \$0.00       | \$0.00        | \$495.00    | \$495.00       |
| True Blue Auto Care<br>Saj Zoghet                            | 8964 Greenback Lane<br>Orangevale, CA 95662<br>9166739001<br>szoghet@trueblueautocare.com             | \$102.00       | \$0.00       | \$102.00     | \$0.00        | \$204.00    | \$408.00       |
| Unlimited Transmission & Clutch, Inc.<br>Bob Meeks           | 906 Barstow #D<br>Clovis, CA 93612<br>5592998284<br>dmbmmeeks@sbcglobal.net                           | \$35.33        | \$0.00       | \$0.00       | \$0.00        | \$0.00      | \$35.33        |
| Westlake Independent Honda/ Acura S<br>Thomas "Bruce" Nation | 31290 La Baya Dr, #1<br>Westlake Village, CA 91362<br>(818) 889-0377                                  | \$0.00         | \$0.00       | \$0.00       | \$0.00        | \$400.00    | \$400.00       |
| Wine Country Motors<br>Kelly Dicker                          | 755 6th St<br>Napa, CA 94559<br>(707) 255-8697<br>kd@wcmotors.com                                     | \$100.00       | \$0.00       | \$0.00       | \$0.00        | \$0.00      | \$100.00       |
| WORLD PAC<br>Rob Morrell                                     | 37137 Hickory Street<br>Newark, CA 94560<br>5107015865<br>rmkroll@gmail.com                           | \$0.00         | \$0.00       | \$0.00       | \$0.00        | \$495.00    | \$495.00       |
| <b>Chapter Sta Subtotal</b>                                  |   | \$18,830.58    | \$1,500.00   | \$302.00     | \$0.00        | \$12,747.00 | \$33,379.58    |

**Company**

**Contact Info**  
**Grand Total**

| <b>Current</b> | <b>31-60</b> | <b>61-90</b> | <b>91-120</b> | <b>120+</b> | <b>Balance</b> |
|----------------|--------------|--------------|---------------|-------------|----------------|
| 49874.15       | 1911.98      | 6346.73      | 334.98        | 34142.48    | 92610.32       |

**Change in Membership  
All Types**

**2015 – 2020**  
(as of 9/2/20)

|            | <b>2015</b> | <b>2016</b> | <b>2017</b> | <b>2018</b> | <b>2019</b> | <b>2020</b> |
|------------|-------------|-------------|-------------|-------------|-------------|-------------|
| New        | 30          | 20          | 56          | 74          | 55          | 9           |
| Canceled   | 66          | 81          | 76          | 51          | 63          | 27          |
| <b>Net</b> | <b>-36</b>  | <b>-61</b>  | <b>-20</b>  | <b>23</b>   | <b>-8</b>   | <b>-18</b>  |





*Automotive Service Councils of California*

Professionals in Automotive Service ~ Since 1940

## **Automotive Service Councils Of California**

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)

### **Chapter Representatives Committee Orientation Packet**

Welcome to the Chapter Representatives Committee, or Chapter Reps for short. Whether you volunteered or went to the bathroom at the wrong times, we're excited to have you join the Committee and know you will have a great time, learn a variety of information to take back to your chapters and shops, and meet wonderful people that want to help you personally and professionally.

As a Chapter Rep, you will be responsible for representing your chapter at the state level of ASCCA, but also relaying the information gained from the Committee meetings and Team Weekend events back to your chapter. As you begin your journey at the state level of ASCCA, this packet will help you understand and acclimate to the role of the Chapter Rep.

## Chapter Representative's Job Description (from the ASCCA Chapter Manual)

Each ASCCA chapter board appoints a Chapter Representative to attend every meeting, both state and local. Chapter boards should also appoint and make known an alternate in case the Chapter Representative is unable to attend a meeting. Chapter Representatives have a flexible term ultimately determined by the individual chapters although it is recommended that chapter representatives commit to a minimum of a two-year term.

The recommended career progression for a Chapter Representative is a minimum of two years as a member of the chapter and having held a leadership position on the Chapter Board. Many chapters have their Past President in this position. Further advancement is up to the individual but many Chapter Representatives eventually serve on the ASCCA Board of Directors. However, they may not serve as a Chapter Representative and a member of the State Board unless there is a compelling and necessary reason for them to do so.

**Purpose:** To represent the Chapter and serve as a conduit of information between the Chapter and the association.

### **Tasks and Responsibilities:**

1. Get the ASCCA message to the members by sharing what we are doing at the state level.
2. Communicate in both directions with the Association and Chapter.
3. Share the benefits of being a member of ASCCA.
4. Help promote partners.
5. Develop a Committee onboarding process: ASCCA Policies, Chapter Manual, Treasurer's Tax Manual.
6. Chapter Rep Committee Chairman picks up the phone and talks to each Rep, quarterly at a minimum and reports back on the conversations (that they happened and quality) to the Board.
7. Use staff provided Team Weekend summary to present to the Chapter board.

### **Specific Responsibilities that fall to Chapter Representatives include:**

1. Attendance at all meetings: Chapter Representatives meetings, special meetings and chapter board meetings, ASCCA Board of Directors' meetings.
2. After attending Chapter Representatives Committee meetings, the Chapter Representative will provide their chapter board and chapter members with a report on the meeting.
3. The Chapter Representative communicates the following: chapter issues to the ASCCA Board of Directors and/or the state office; ASCCA Board of Directors and/or state office issues to the chapter; and issues, concerns, successes, ideas with other chapter representatives.
4. The Chapter Representative stays informed about all issues that will impact their chapter members including current activities regarding government relations, membership issues or endorsed benefit providers and can act as a resource to individual chapter members who may have questions regarding any of those/
5. The Chapter Representative disseminates information to their chapter boards, newsletter editors, members, and also contributes to state office communications as needed.

6. The Chapter Representative will vote on issues on their chapter's behalf and as part of the Chapter Representatives Committee as a whole.
7. The Chapter Representative will contribute to ongoing projects identified in the Long Range Strategic Plan in a positive manner.
8. The Chapter Representative will be involved with membership recruitment and retention at the chapter level.

In order to support the Chapter Representatives development, the ASCCA Staff will assist in coordinating:

1. A yearly orientation.
2. Encouragement of the "buddy system" pairing a veteran chapter representative with a newcomer in order to show them the ropes.

Misconduct is identified as the following:

1. Consistent non-attendance at meetings.
2. Not fulfilling responsibilities.
3. Not fulfilling chapter directives including voting contrary to the position of the chapter board on issues.

Misconduct will be addressed in the following manner:

1. Attendance will be monitored by the Chapter Representatives Committee and those not in attendance will be reported to the Chapter President by the 2nd Vice President.
2. Further action will be the responsibility of the individual chapter.

## **ASCCA Professionals in Automotive Service**

The members of the Automotive Service Councils of California are professional dedicated to providing quality and equitable automotive services to the motoring public.

The independent shop owners are pledged, as a condition of membership, to stand behind the services they perform and the products they sell.

## **ASCCA Core Purpose**

The ASCCA Core Purpose is: “To Elevate and Unite Automotive Professionals, and Give Them Voice.”

## **ASCCA Sign of the Professional**

ASCCA members are proud of the symbol of their professionalism – the ASCCA emblem. An ASCCA emblem on a sign is sent to new members along with their new member packet. The sign remains the property of ASCCA. Only members in good standing may display the sign or use the emblem.

## **ASCCA Code of Ethics**

1. To promote good will between the motorist and the automotive industry.
2. To have a sense of personal obligation to each individual customer.
3. To perform high quality service 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 service 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 with the automotive industry.
9. To uphold the integrity of all members.
10. To refrain from advertisement which is false or misleading or likely to confuse or deceive the customer.

List of Current Chapter Representatives with Locations:

| <b>Chapter</b>           | <b>Chapter Representative</b> | <b>Email Address</b>   |
|--------------------------|-------------------------------|--|
| 48 (North Orange County) | Travis Guy (Chair)            | <a href="mailto:Travisguy@yorbalingaautoservice.com">Travisguy@yorbalingaautoservice.com</a> |
| 14 (Inland Empire)       | David Bauld (Vice Chair)      | <a href="mailto:hmobile@bauld.net">hmobile@bauld.net</a>                                     |
| 5 (Foothill)             | Timothy Chakarian             | <a href="mailto:tim@bmwphd.com">tim@bmwphd.com</a>   |
| 6 (San Joaquin Valley)   | Unknown                       | Unknown  |
| 12 (West Los Angeles)    | Lee Chesnin                   | <a href="mailto:service@bvainc.net">service@bvainc.net</a>                                   |
| 16 (East Bay)            | Steve Small                   | <a href="mailto:Stephen_a_small@yahoo.com">Stephen_a_small@yahoo.com</a>                     |
| 18 (Long Beach)          | Dennis Schoedl                | <a href="mailto:shop@longbeachmuffler.com">shop@longbeachmuffler.com</a>                     |
| 1940 (South Bay)         | Tonny Callas                  | <a href="mailto:tony@callasrennsport.com">tony@callasrennsport.com</a>                       |
| 20 (Mt. Diablo)          | Rich Lezcano                  | <a href="mailto:Richl.ssab@sbcglobal.net">Richl.ssab@sbcglobal.net</a>                       |
| 21 (San Francisco)       | Paul Grech                    | <a href="mailto:P_grech@comcast.net">P_grech@comcast.net</a>                                 |
| 23 (Peninsula)           | Eric Sevo                     | <a href="mailto:eric@aplusjapaneseautorepair.com">eric@aplusjapaneseautorepair.com</a>       |
| 24 (San Diego)           | Steve Vanlandingham           | <a href="mailto:vansautomotive@hotmail.com">vansautomotive@hotmail.com</a>                   |
| 25 (Fresno)              | Zarkis Martirosian            | <a href="mailto:zarkis@budeberwein.com">zarkis@budeberwein.com</a>                           |
| 26 (Tulare/Visalia)      | John Camara                   | <a href="mailto:Jcamara01@sbcglobal.net">Jcamara01@sbcglobal.net</a>                         |
| 28 (Santa Rosa)          | Bob Toepp                     | <a href="mailto:billsaer@sonic.net">billsaer@sonic.net</a>                                   |
| 42 (San Jose)            | Dave Kusa                     | <a href="mailto:davidkusa@hotmail.com">davidkusa@hotmail.com</a>                             |
| 99 (Redding)             | Rob Pitari                    | <a href="mailto:allwheelalignment@msn.com">allwheelalignment@msn.com</a>                     |

Other members of the Chapter Reps Committee include:

|  |  |
|--|--|
| John Eppstein, ASCCA President                 | <a href="mailto:john@johnsautomotivecare.com">john@johnsautomotivecare.com</a>       |
| Rory Balmer, ASCCA Vice-President              | <a href="mailto:roryasca14@gmail.com">roryasca14@gmail.com</a>                       |
| Angi Roberts (back-ups for Chapters 23 and 42) | <a href="mailto:asca-peninsula@assoc-office.com">asca-peninsula@assoc-office.com</a> |

**AUTOMOTIVE SERVICE COUNCILS OF CALIFORNIA**  
**Chapter Affiliation Agreement**  
**Revised January 2018**

This Agreement is entered into as of this \_\_\_\_\_ day of \_\_\_\_\_, 20\_\_\_\_  
Between the Automotive Service Councils of California, a California nonprofit mutual benefit corporation (ASCCA) and undersigned (Chapter) with respect to the following:

A. ASCCA is the preeminent professional trade association of independent repair garage owners in the State of California whose overall purpose is to advance and protect the industry.

B. The Chapter represents ASCCA members primarily in the geographical area described below within the State of California and desires to be chartered by ASCCA as its exclusive Chapter within that geographical area subject to the terms and conditions of this Agreement.

1. **Charter.** ASCCA grants to Chapter the exclusive charter to operate as an ASCCA Chapter in the geographical territory as recommended by the Chapters Representatives Committee and approved by the ASCCA Board of Directors (Attachment A). This grant shall become effective (or continued) as of the date of this Agreement and shall continue until suspended or terminated as provided below.

2. **Name.** ASCCA licenses the use of its name to the Chapter for the purpose of using the ASCCA name in conformance with the terms and conditions of this Agreement, provided Chapter shall adopt, or continue in use, “Automotive Service Councils of California, [followed by the name of the Chapter]” in the manner stated in Attachment A (“Chapter name”). The Chapter shall refer to itself by the Chapter name in the conduct of its affairs and shall avoid any inference that it is acting under the authority of ASCCA unless specifically authorized by ASCCA to do so in writing. The license of the use of the ASCCA name as provided in this Agreement shall be effective as of the date of this Agreement and shall continue until it is suspended or terminated as provided below.

3. **Logo.** ASCCA licenses the use of its logo to the Chapter for the purpose of identifying itself as a chapter of ASCCA in conformance with the terms and conditions of this Agreement and in accordance to Article VIII: Use of Association Name, Section: 8-01. The license of the use of the ASCCA logo shall be effective as of the date of this Agreement and shall continue until it is suspended or terminated as provided below.

4. **ASCCA Membership.** All members of the Chapter shall be members in good standing of the ASCCA.

5. **Leadership.** Chapter Board members shall be ASCCA members in good standing; committee members are not required to be ASCCA members.

6. **Standards.** The Chapter shall conform its activities to the purposes of ASCCA as expressed in the ASCCA Bylaws, Policies, and Code of Ethics as amended from time to time, and as established by the ASCCA Board. The ASCCA Board may pass resolutions which also apply to the Chapter and the Chapter shall conform its activities to meet the standards of such resolutions.

7. **Minimum Membership.** The Chapter must maintain a minimum membership in accordance with policy 3-2 *New Chapter Formation and Minimum Requirement of an Existing Chapter* as established by the ASCCA Board of Directors.

8. **Incorporation.** The Chapter shall be organized and operated as a separate, independent corporation, as required by State law, with its own tax identification number.

9. **Respective Authority.** The parties are independent corporations. Neither party shall have the authority to direct or control the other except as specifically provided in this Agreement. Neither party shall have the authority to bind the other except as specifically provided in this Agreement. No partnership or joint venture is created by this Agreement.

10. **Dues.** The respective responsibility of ASCCA and the Chapter for dues collection is described in policy number 2-14, *Collection and Payment of Membership Dues*, as established by the Board of Directors.

11. **Insurance.** ASCCA shall procure insurance in the following general coverage areas that it deems appropriate as to the terms and conditions of each policy and that will specifically name the Chapter as an insured: comprehensive general liability insurance or its equivalent and association professional liability insurance (directors and officers liability insurance) or its equivalent. ASCCA may revise the policies at any time, provided it shall give the Chapter adequate notice. The Chapter will be responsible for determining whether those policies are adequate for the Chapter's particular needs. The Chapter may obtain other or additional insurance as it deems appropriate.

12. **Indemnification.** Each party shall defend, indemnify, and hold harmless the other against any claim arising from the negligence or willful misconduct of the indemnifying party, its agents and employees in the performance of its own activities.

13. **Programs, Activities and Materials.** The parties shall make reasonable efforts to avoid conflicts with the scheduling of significant events. ASCCA and the Chapter shall exchange educational and informational materials produced by each upon request.

14. **Program Providers.** Both parties agree that providing benefits at both the state and chapter level is not only beneficial but desirable for the member. ASCCA partners with reliable companies to enhance the benefit of membership and revenue to the association to support its effectiveness. Program Providers may be endorsed vendors, corporate sponsors and or benefit providers, as defined in Policy 2-19, *Association Program Partner Definitions*. Chapters should participate in joint program development and revenue sharing, as defined in Policy 3-5A, *Chapter / Association Joint Corporate Partner Program*.

15. **Chapter Access by Program Providers.** A benefit offered to ASCCA Program Providers is access to members. Chapters are encouraged to highlight the benefits of the ASCCA Program Providers when they attend local meetings. Program Providers will participate at chapter events, at the chapter applicable member rate. Participation shall be coordinated to cause minimal inconvenience to the Chapter.

16. **Records and Reports.** After consultation with the chapter, ASCCA may require such records and reports of the chapter as it deems reasonably necessary to establish that the

chapter is conforming to the terms of this Agreement. Upon reasonable notice to the chapter, ASCCA may inspect and copy those records.

**17. Confidential Information.** Each party shall maintain the confidentiality of all confidential and proprietary information and data, including membership lists (“Confidential Information”) of the other party. Each party shall also take all reasonable steps to ensure that no use, by themselves or by any third parties, shall be made of the other party’s Confidential Information without the other party’s consent. Each party’s Confidential Information shall remain the property of that party and shall be considered to be furnished in confidence to the other party when necessary under the terms of this Agreement.

**18. Contracting.** The Chapter Board shall specify those persons authorized to enter into Chapter agreements; such persons shall be advised to avoid any impression that ASCCA is in any way involved or liable for performance of the agreement.

**19. Tax Matters.** The Chapter is encouraged to adopt the same accounting year as that of ASCCA. The Chapter is solely responsible for preparation and filing of its own tax returns and other legal filings as required by law, regardless of whether the Chapter has a separate tax exemption or is exempt under ASCCA’s Group Exemption. The Chapter agrees to provide ASCCA a copy of its annual return within 30 days of filing. By Acceptance of the affiliation agreement the Chapter acknowledges its responsibility for filing its own tax return.

**20. Suspension or Termination.** ASCCA retains the right to suspend or terminate this Agreement and any of the benefits conferred under it to the Chapter based on a majority vote of the ASCCA Board of Directors that the Chapter has substantially breached any of the provisions of this Agreement or has or is taking actions prejudicial to the interests of ASCCA. A Chapter may terminate this Agreement for any or no reason by a 2/3 vote of its entire membership. Should this agreement be terminated, the Chapter must immediately cease usage of any and all ASCCA identifiers and return all ASCCA property within 10 days. All members will remain members of ASCCA despite any dissolution of the Chapter.

**21. Review and Revisions.** This Agreement shall be reviewed on the first day of December of the year this Agreement is entered into and every two years thereafter on December 1. This Agreement may be revised or amended at any time, but only by a written document executed by both parties.

**21. Dispute Resolution.** In the event of any dispute or controversy arising out of this Agreement, the parties agree to first submit all issues to mediation under the procedures of the American Arbitration Association. In the event that mediation fails to resolve all issues, the parties shall submit all remaining issues to arbitration under the procedures of the American Arbitration Association; the prevailing party shall be entitled to reasonable attorneys' fees and expenses in accordance with those procedures. The venue of the mediation or arbitration shall be Sacramento, CA.

**23. Controlling Law.** This Agreement shall be controlled and governed by the laws of the State of California.

IN WITNESS WHEREOF, the parties have entered into this agreement as of the day and year first above written.

**Automotive Service Councils of California:**



By: \_\_\_\_\_  
[name/title]

**[Full, legal name of Chapter]:** \_\_\_\_\_

By: \_\_\_\_\_  
[name/title]

Pursuant to the authority granted by Chapter Board motion adopted on \_\_\_\_\_ (date), a true and correct copy of which is attached to the Agreement.

# ASCCA Strategic Work Plan 2020

## Strategic Long-Range Goals

- MEMBERSHIP: To increase Membership by net 10%
- GOVERNMENTAL AFFAIRS: Increased Credibility and Influence in Government and Regulatory Affairs
- EDUCATION: Elevate Professionalism through Increased Focused Education

## 2020 Strategic Work Goals

- Hire a professional firm to:
  - Do marketing research both amongst members and potential members to determine how we need to change to stay relevant
  - Evaluate both internal and external communication to help us improve our communication methods and messaging
  - Review and possibly reshape our branding
  - Create a marketing plan with the intent to grow and retain members
- Improve Chapter engagement:
  - Identify a plan for the ASCCA Board to directly connect with the Chapter Representatives and Chapter Presidents
  - Poll the Chapter Leaders to gauge the performance of the Chapter Representative to bring information back to the Chapter; the results can be used to coach Chapter Reps to be more effective
  - Improve the onboarding of Chapter Representatives to help them be more effective
- Build value for members and partners

## ASCCA 2020 Board of Directors Committee Directives

### Executive Committee

**Purpose:** The Executive Committee is comprised of the officers of the Association. Acting as the Budget & Finance Committee, the Executive Committee is charged with overseeing the financial wellbeing and operations of the ASCCA on a regular basis.

1. Fulfill the responsibilities as outlined in Policy 2-1H.
2. Continue to assess the financial resources to meet strategic objectives.
3. Oversee the transition to the new investment strategy.
4. Review revenue sources, specifically membership dues renewals.
5. Evaluate annually the investment policies and adjust accordingly.

## **Bylaws & Policy Committee**

**Purpose:** To continually review and update bylaws and policy and procedures to meet the growing needs of the association and the membership.

- 1.1 Change, update and amend policies, as directed by the Board.

## **Chapter Representatives Committee**

**Purpose:** To represent the Chapter and serve as a conduit of information between the Chapter and the Association.

1. Get the ASCCA message to the members by sharing what we are doing at the state level.
2. Communicate in both directions with the Association and Chapter.
3. Share the benefits of being a member of ASCCA.
4. Help promote partners.
5. Develop a Committee onboarding process; ASCCA Policies, Chapter Manual, Treasurer's Tax Manual.
6. Chapter Rep Committee Chair picks up the phone and talks to each Rep, quarterly at minimum and reports back on conversations (that they happened and quality) to the Board.
7. Use staff-provided Team Weekend summary to present to the Chapter Board.

## **Connected Cars Committee**

**Purpose:** Help keep ASCCA members at the forefront of this emerging technology and provide them with accurate, timely information on autonomous and connected vehicles, resources for information and training, and guidance on best practices.

1. Keep membership updated on new technologies concerning the automobile and the repair industry.
2. Create training around these items.
3. Drive greater attendance at Team Weekend events.
4. Create best practices on how to stay on top of the changes.
5. Let members know where and when training opportunities are available.

## **Education, Training & Information (ETI) Committee**

**Strategic Goal:** Elevate Professionalism through Increased Continuing Education

1. Create training opportunities for membership.
2. Inform membership where to find training.
3. Communicate the resources effectively to membership.
4. Share training videos:
  - a. Technical
  - b. Management
  - c. Service Advisor
  - d. Marketing

- e. Recruitment
- f. Leadership
- g. Human Resources

### **Government Affairs Committee**

**Strategic Goal:** Increased Credibility and Influence in Government and Regulatory Affairs.

**Purpose:** To protect and represent the views and needs of the automotive aftermarket profession and the association by directing the constant review of new and pending legislation and regulation; to provide information and expert opinion on industry related legislation and regulation; to work closely with contracted association lobbyist.

1. Keep an eye on all the bills and keep the membership informed.
2. Continue to build the relationship with the Bureau of Automotive Repair (BAR).
3. Help people having issues with the BAR.
4. Participate in the BAR Advisory Group (BAG).
5. Identify possible partners in Sacramento:
  - a. BAR
  - b. California Air Resources Board (CARB)
  - c. Environmental Protection Agency (EPA)
  - d. OSHA – Possibly have Dave Fisher join this Committee to help with OSHA
  - e. Small Business Coalition
  - f. California Small Business Association (CSBA)

### **Membership / Public Relations Committee**

**Strategic Goal:** To Increase Membership by net 10%

**Purpose:** To continually evaluate the membership value proposition to support membership growth and retention. Develop and support outreach efforts to foster growth and retention.

1. Recommend, for Board approval, clear guidelines on state-only membership.
2. Work with a marketing company to provide input on our target membership and to help implement the marketing plan to potential members.
3. Work towards diversifying the Committee so different views and options can be represented when working on our marketing and retention plans.
4. Set guidelines to attract new members and improve retention.
5. Help get the word out that ASCCA is the place to be.

### **Revenue & Benefits Committee**

**Purpose:** To identify financial support that supports the Association’s activities as well as identify member benefit programs that enhances the ASCCA Advantage.

1. Create more value for our members through member benefits.
2. Create a marketing piece to educate members on all the benefits.
3. Work with the marketing company to create item #2.
4. Find new partners.

5. Keep the relationships going with current partners.
6. Identify the value for our partners and share with them.
7. Develop partner resources to assist in our marketing outreach.

## Committee and Task Force List

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### **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 Coquillet | Committee Chair | (415) 875-9030 | carolyn@shop-ware.com         |
| Rob Morrell       | Vice Chair      | (510) 701-5865 | rmkroll@gmail.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@opusivs.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   |
| Nelson Vargas     | Member          | (877) 945-6442 | Nelson.vargas@opusivs.com     |
| Anne Mullinax     | Staff           | (916) 924-9054 | amullinax@amgroup.us          |
| Gloria Peterson   | Staff           | (916) 924-9054 | gpeterson@amgroup.us          |

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## 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 |
| Luke Murray         | Committee Chair | (510) 755-6058 | lukemurray79@gmail.com       |
| Rory Balmer         | Member          | (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 | dickdeloach@gmail.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) 701-5865 | rmkroll@gmail.com            |
| Virginia Pina       | Member          | (714) 990-1500 | virginia@breaautobody.com    |
| Gilbert Rios        | Member          | (951) 781-0412 | grios@casmoginst.org         |
| Jim Silverman       | Member          | (301) 575-9140 | Jfsmanagement38@gmail.com    |
| 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 |
| Rob Pitari      | Committee Chair | (530) 241-1010 | allwheelalignment@msn.com    |
| Rory Balmer     | Member          | (909) 337-0082 | roryasca14@gmail.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) 701-5865 | rmkroll@gmail.com            |
| Maylan Newton   | Member          | (805) 526-3039 | maylan@esiseminars.com       |
| Jim Silverman   | Member          | (301) 575-9140 | Jfsmanagement38@gmail.com    |
| 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@dslextreme.com         |
| Dave Fischer        | Member                       | (888) 358-2221 | cesyes@hotmail.com            |
| Rocky Khamenian     | Member                       | (949) 642-1410 | 4asca@gmail.com               |
| Dennis Montalbano   | Member                       | (559) 438-6508 | Dbenzdr@aol.com               |
| Rob Morrell         | Member                       | (510) 701-5865 | rmkroll@gmail.com             |
| Gene Morrill        | Member                       | (626) 963-0814 | gene@certautospec.com         |
| Allen Pennebaker    | Member                       | (925) 519-2371 | allen@orindamotors.com        |
| Hester Taylor       | Member                       | (909) 593-6878 | hester@taylorcoautomotive.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 | Jfsmanagement38@gmail.com         |
| 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 |
| Dori Eppstein       | Member          | (970) 980-3661 | hello@hellodori.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                |
| Rob Pitari          | Member          | (530) 241-1010 | allwheelalignment@msn.com         |
| Stephanie Pitari    | Member          | (530) 241-1010 | rheasunshine2810@gmail.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            |
| Jonathan Flom       | Staff           | (916) 444-3568 | jflom@amgroup.us                  |
| Anne Mullinax       | Staff           | (916) 924-9054 | amullinax@amgroup.us              |
| Gloria Peterson     | Staff           | (916) 924-9054 | gpeterson@amgroup.us              |

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

# Important Dates for 2021

|                       |                           |
|-----------------------|---------------------------|
| January 29-31, 2021   | Team Weekend – Sacramento |
| April 27, 2021        | Leg Day – Sacramento      |
| June 25-27, 2021      | Team Weekend – San Diego  |
| September 10-12, 2021 | Team Weekend – Fresno     |
| November 19-21, 2021  | Team Weekend – Sacramento |

New Chapter Rep Questionnaire (Please answer honestly, even if you were volun-told!)

1. How long have you been a member of ASCCA?
2. What was the reasons for becoming a Chapter Rep?
3. What does becoming a Chapter Rep mean to you?
4. How long have you been in the automotive industry?
5. What expectations do you have as a Chapter Rep?
6. What are your goals as a shop owner?
7. What are your goals in ASCCA?
8. What are your hobbies? What do you like to do in your free time?
9. Do you have any special talents?



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

### AGENDA

#### MBI BOARD OF DIRECTORS

September 12, 2020 | 1:30 – 1:40 pm (SHARP)  
 Join Zoom Meeting: <https://zoom.us/j/99158598050>  
 Meeting ID: 991 5859 8050  
 Dial: (669) 900-6833 or (253) 215-8782

- |  |                |
|--|----------------|
| I. Call to Order                                   | J. Eppstein    |
| II. Attendance                                     | C. Coquillette |
| III. Minutes of the 1.5.2020 Meeting– <i>encl.</i> | J. Eppstein    |
| IV. Overview of Year-to-Date Revenue               | G. Peterson    |
| V. ASC Insurance Program Update                    | G. Dailey      |

### AGENDA

#### ASCCA BOARD OF DIRECTORS

September 12, 2020 | 1:40 – 3:30 pm

- |   |                |
|---|----------------|
| I. Call to Order & Acknowledgement of Antitrust Policy  | J. Eppstein    |
| II. Attendance – <i>encl.</i>   | C. Coquillette |
| III. Election of 2021 Officers  | R. Khamenian   |
| IV. Secretary’s Report  | C. Coquillette |
| a. Meeting Minutes Approval: 6.05.20, 7.15.20 Board of Directors<br>6.24.20, 7.22.20, 8.26.20 Executive Committee – <i>encls.</i> |                |
| b. Ratify Electronic Votes:   |                |
| i. Join the Coalition to No on Prop 15 - Split Roll Property Tax Hike   |                |
| ii. Confirm Mark Warren to Board position of Non-Voting Advisor   |                |
| iii. Confirm Esteban Gonzalez to Director Vacancy   |                |
| iv. Confirm President Appoint of Rob Morrell to Director Vacancy  |                |
| c. Action Items Review – <i>encl.</i>   |                |
| V. Treasurer’s Report   | J. Villa       |
| a. July Month-end Financial Statement – <i>encl.</i>  |                |
| b. Investment Account Statement – <i>encl.</i>  |                |
| VI. ASCEF Update  | D. Kusa        |
| a. Expiring Trustee Terms – Seeking Candidates  |                |
| VII. Committee Recommendations  | J. Eppstein    |
| VIII. Old Business  | J. Eppstein    |
| a. ASCCA Outreach & Communications Key Findings Report – <i>encl.</i>   |                |
| b. 2020 Budget Planning Meeting Date: October 28<br>Committee Budget Proposals Due: October 7                                     |                |
| IX. New Business  | J. Eppstein    |
| a. Virtual Conference Platform Proposal – <i>encl.</i>  |                |
| X. Adjournment  | J. Eppstein    |

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

| Member Name   | Term Exp.  | 1/13<br>BOD | 1/25<br>BOD | 2/12<br>EXEC | 2/26<br>BOD | 3/11<br>EXEC | 3/25<br>BOD | 4/10<br>BOD | 4/22<br>EXEC | 5/27<br>EXEC | 6/5<br>BOD | 6/24<br>BOD | 7/15<br>BOD | 7/24<br>EXEC | 8/26<br>EXEC | 9/12<br>BOD | 10/28<br>EXEC<br>(Budget) | 11/22<br>BOD | 12/30<br>EXEC |
|---|------------|-------------|-------------|--------------|-------------|--------------|-------------|-------------|--------------|--------------|------------|-------------|-------------|--------------|--------------|-------------|---------------------------|--------------|---------------|
| <b>EXECUTIVE COMMITTEE</b>  |            |             |             |              |             |              |             |             |              |              |            |             |             |              |              |             |                           |              |               |
| 1. John Eppstein, President   | 12.31.2021 | P           | P           | P            | P           | P            | P           | P           | P            | P            | P          | P           | P           | P            | P            |             |                           |              |               |
| 2. Rory Balmer, Vice President  | 12.31.2021 | P           | P           | P            | P           | P            | P           | P           | P            | P            | P          | P           | P           | P            | P            |             |                           |              |               |
| 3. Rocky Khamenian, Immediate Past President  | 12.31.2020 | P           | P           | P            | P           | P            | P           | P           | P            | P            | P          | P           | P           | P            | P            |             |                           |              |               |
| 4. John Villa, Treasurer  | 12.31.2021 | P           | P           | P            | P           | A            | P           | P           | P            | P            | E          | P           | P           | P            | P            |             |                           |              |               |
| 5. Carolyn Coquillette, Secretary   | 12.31.2021 | A           | P           | P            | E           | P            | P           | A           | P            | P            | A          | P           | A           | P            | P            |             |                           |              |               |
| 6. Travis Guy, CRC Chair  | 12.31.2020 | P           | P           | P            | P           | P            | P           | P           | P            | P            | A          | P           | P           | P            | P            |             |                           |              |               |
| <b>BOARD DIRECTORS (1 Vacancy)</b>  |            |             |             |              |             |              |             |             |              |              |            |             |             |              |              |             |                           |              |               |
| 7. Scott Brown  | 12.31.2021 | A           | P           |              | A           |              | P           | P           | A            | A            | P          | A           | P           | E            | P            |             |                           |              |               |
| 8. Tony Callas  | 12.31.2021 | P           | A           |              | P           |              | P           | P           | P            | A            | A          | A           | A           | A            | A            |             |                           |              |               |
| 9. Lee Chesnin  | 12.31.2021 | P           | P           |              | P           |              | P           | P           | P            | P            | P          | P           | P           | P            | A            |             |                           |              |               |
| 10. George Hritz (Educator Member)  | 12.31.2020 | P           | P           |              | P           |              | A           | P           | A            | A            | P          | P           | P           | E            | P            |             |                           |              |               |
| 11. Jerry Kubitsky  | 12.31.2020 | P           | P           |              | P           |              | P           | P           | P            | P            | A          | P           | P           | P            | E            |             |                           |              |               |
| 12. Dave Kusa   | 12.31.2020 | P           | E           | P            | E           |              | P           | P           | P            | P            | P          | P           | P           | P            | P            |             |                           |              |               |
| 13. Rob Pitari  | 12.31.2020 | A           | P           |              | P           |              | P           | P           | A            | P            | P          | A           | A           | P            | A            |             |                           |              |               |
| 14. Steve Vanlandingham   | 12.31.2020 | P           | P           |              | P           |              | P           | P           | P            | P            | A          | P           | P           | P            | P            |             |                           |              |               |
| <del>Todd Westerlund (Associate Member)</del>   | 12.31.2020 | A           | P           |              | A           |              | A           | E           | A            | A            | A          | A           | A           | A            |              |             |                           |              |               |
| 15. Rob Morrell (Associate Member)<br><i>(Director as of 8.2020; Advisor 1.20 – 7.20)</i> | 12.31.2020 | P           | P           | A            | P           | A            | P           | A           | A            | P            | A          | E           | P           | P            | P            |             |                           |              |               |
| <b>ADVISOR – NON-VOTING</b>   |            |             |             |              |             |              |             |             |              |              |            |             |             |              |              |             |                           |              |               |
| Jack Scrafield  | 12.31.2020 | A           | A           | A            | P           | P            | P           | P           | P            | A            | A          | A           | P           | P            | P            |             |                           |              |               |
| Mark Warren   | 12.31.2020 |             |             |              |             |              |             |             |              |              |            |             |             |              | P            |             |                           |              |               |

P = Present    A = Absent    E = Excused Absence

# MINUTES

## 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 called the meeting to order at 2:34 pm.

II. Roll Call

Present: John Eppstein, Rory Balmer, Scott Brown, Lee Chesnin, Carolyn Coquette, Travis Guy, George Hritz, Rocky Khamenian, Jerry Kubitsky, Rob Pitari, John Villa, Todd Westerlund

Advisor: Rob Morrell

Absent: Tony Callas, David Kusa – excused, Jack Scrafield (advisor)

Guests: David Bauld, Joe Camera, Timothy Chakarian, Dori Eppstein, Chris Garcia, Dennis Montalbano, Mike Murphy, Peggy Murphy, Luke Murray, Maylan Newton, Johanna Reichert, Alda Rodriguez, Jim Silverman, Stuart Terry

III. Minutes of the 11.10.19 Meeting

MOTION It was moved, seconded and carried (MSC) to approve the minutes of the November 11, 2019 Board of Directors meeting, as submitted. (10-yes, 0-no, 1-abstention: G. Hritz)

IV. Overview of Year-to-Date Revenue

G. Peterson provided the year-to-date revenue report.

V. ASC Insurance Program Update

G. Dailey provided the year-to-date activity. It is reflective of a slight decline in revenue over the prior year, because of the decline in premium amounts for Workers' Compensation.

VI. Adjournment

The meeting adjourned at 3:03pm.



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

# **MINUTES**

## **ASCCA SPECIAL BOARD OF DIRECTORS**

June 5, 2020 at 2:00 pm  
Via Zoom

### I. Call to Order

The meeting was called to order at 2:05 pm.

### II. Attendance

Present: John Eppstein, Rory Balmer, Rocky Khamenian, Scott Brown, Lee Chesnin, George Hritz, Dave Kusa, Rob Pitari

Excused: John Villa

Absent: Carolyn Coquillette, Travis Guy, Tony Callas, Jerry Kubitsky, Steve Vanlandingham, Todd Westerlund, Rob Morrell, Jack Scrafield

### III. Communications Protocol Discussion

The Board discuss the two Chapter 16 newsletter articles written by Kamil Targosz and Art Ratner that resulted in member, Jason Simms, decided to quit the association. The following actions will be taken:

**ACTION** Rory Balmer will reach out to Jason Simms and report back to Dave Kusa and John Eppstein before making their calls.

**ACTION** Dave Kusa will reach out to Art Ratner.

**ACTION** John Eppstein will reach out to Kamil Targosz.

**ACTION** A letter will be sent as a follow-up, the content of which will be determined based on the outcomes of the phone conversations.

The Board also discussed the Team Talk posts by Nick Papageorge and Phillip Gray. It was understood that the Board would evaluate the next steps with Nick Papageorge after his two-week suspension from TeamTalk.

**ACTION** R. Khamenian will reach out to Phillip Gray to discuss the TeamTalk etiquette rules.

It was decided that the Executive Committee will serve as the TeamTalk Advisory Committee.

### IV. Adjournment

The meeting adjourned at 3:33pm.



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# MINUTES

## ASCCA SPECIAL BOARD OF DIRECTORS

July 15, 2020 | 6:00 PM

*ASCCA Core Purpose: To elevate and unite automotive professionals and give them voice.*

I. Call to Order

J. Eppstein called to order at 6:05 pm.

II. Attendance

Present: John Eppstein, Rory Balmer, Rocky Khamenian, John Villa, Travis Guy, Scott Brown, Lee Chesnin, George Hritz, Jerry Kubitsky, Dave Kusa, Steve Vanlandingham, ADVISOR – Rob Morrell  
ADVISOR – NON-VOTING: Jack Scrafield  
Absent: Tony Callas, Carolyn Coquillette, Rob Pitari, Todd Westerlund  
Staff: Anne Mullinax

III. Communications & Marketing Task Force Recommendation: KP Public Affairs

J. Eppstein reviewed for the Board the steps taken in the RFP process, the review of the submittals by the Task Force, the interviews conducted, and the reference checks performed on the top candidates. Based on these activities, the Task Force had forwarded a recommendation for the Board to approve a contract with KP Public Affairs.

**MOTION** It was moved, seconded, and carried (MSC) to authorize the Executive Director to enter into the agreement with KP Public Affairs.  
(11-yes, 0-No)

**ACTION** G. Peterson will execute an agreement with KP Public Affairs.

IV. September Team Weekend

There was discussion about eliminating the in-person portion of September Team Weekend. S Brown expressed an interest in conducting the ADAS training via Zoom on the same day and time as had been previously scheduled. J Eppstein stated that he would work with G. Peterson in scheduling other aspects of the weekend (Chapter Reps and Board) on Zoom.

**MOTION** It was MSC to eliminate the in-person aspect of the September 2020 Team Weekend; the ADAS training and some meetings will be held via Zoom.  
(11-yes, 0-no)

V. Strategic Plan Facilitation Fees for November Team Weekend

The Board discussed the \$2,500 fee (plus hotel and airfare) requested by Dori Eppstein for the facilitation services scheduled for the November 2020 Team Weekend.

**MOTION** It was moved, seconded, and carried (MSC) to approve the requested fee of \$2,500 plus hotel and airfare for the facilitation services scheduled for the November 2020 Team Weekend.



*(11-yes, 0-no)*

VI. New / Old Business

a. Team Talk – Nick Papageorge’s Suspension – The Board discussed the posts, comments, and conversations that have occurred with Nick Papageorge leading up to his suspension from posting on Team Talk. It was commented that he is still able to read posts; he is just unable to post/comment himself. There was a concurrence that the Board should solicit an opinion from Jack Molodanof on next steps.

ACTION A Mullinax will send information regarding this suspension as well as the etiquette for Team Talk and request his opinion.

ACTION S Vanlandingham will share with the Board language regarding diversity and inclusion that Chapter 24 has placed in its bylaws.

VII. Adjournment

The meeting adjourned at 7:25 pm.



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### MINUTES

**ASCCA Executive Committee Meeting**  
June 24, 2020 | 6:00 – 7:00 PM  
VIA ZOOM

*ASCCA Core Purpose: To elevate and unite automotive professionals and give them voice.*

I. Call to Order

J. Eppstein called the meeting to order at 6:03 pm.

II. Attendance

Present: John Eppstein, Rory Balmer, Rocky Khamenian, John Villa, Carolyn Coquillette, Travis Guy, Lee Chesnin, George Hritz

Absent: Scott Brown, Tony Callas, Rob Pitari, Todd Westerlund, ADVISOR: Rob Morrell, ADVISOR: Jack Scrafield

Staff: Gloria Peterson, Anne Mullinax

III. Secretary's Report

C. Coquillette

a. Minutes: May 27, 2020 Meeting – *approved as submitted.*

b. Action Item Status Report

Reviewed the action items report. R. Balmer reported on his action item, noting that the potential Board member is working on simplifying some business matters before joining the Board.

T. Guy reported on the status of creating the Chapter Representatives Committee onboarding packet. He is still working on the polling of the chapter officers.

S. Vanlandingham reported on his efforts to find a bank in the San Diego area that would work on a statewide program for equipment financing and noted that it was more difficult than he thought. He suggested that members be directed to lease equipment through parts distributors.

**ACTION** D. Kusa will speak with Bank of the West to see if they would be willing to work with the association.

IV. Treasurer's Report

a. May Financial Statement

J. Villa reported that he is not getting financial updates frequently from our new financial advisor.

**ACTION** We will speak with Grant Knox to have him get us monthly reports and get you added as an authorized person to view the accounts.

V. Marketing RFP Update

G. Peterson provided an update on where the Task Force is in the process.

VI. New /Old Business

a. Strategic Workplan Status Review

There were no new comments regarding the strategic work plan. G. Peterson reported that she will bring back to the Executive Committee a proposal from Dori Eppstein for her to facilitate the strategic work plan review during the November Team Weekend.

R. Khamenian noted that next Monday there will be a Zoom call with Jack Molodanof.

VII. Adjournment

The meeting adjourned at 6:44 pm.



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# MINUTES

## ASCCA Executive Committee Meeting

July 22, 2020 | 6:00 – 7:00 PM

Via Zoom

*ASCCA Core Purpose: To elevate and unite automotive professionals and give them voice.*

I. Call to Order

J. Eppstein called the meeting to order at 6:02 pm.

II. Attendance

Present: John Eppstein, Rory Balmer, Rocky Khamenian, John Villa, Carolyn Coquillet, Travis Guy, Lee Chesnin, Jerry Kubitsky, Dave Kusa, Rob Pitari, Steve Vanlandingham, ADVISOR: Rob Morrell, Jack Scrafield

Absent: Scott Brown, Tony Callas, George Hritz, Todd Westerlund

Staff: Anne Mullinax

III. Secretary's Report

a. Minutes: June 24, 2020 Meeting

MOTION It was moved, seconded, and carried (MSC) to approve the minutes of the June 24, 2020 meeting, as corrected.

b. Action Item Status Report

- R. Balmer continuing to discussions with a potential Board member
- Chapter Rep onboarding process is being developed
- Work on survey of Chapter officers will commence shortly; T Guy will be added to this task
- Bank or Credit Union in San Diego area – S Vanlandingham is working on this
- Bank of the West – D Kusa said that there is no interest, and this should be marked as completed.
- Addition of John Villa as an authorized viewer of the investment accounts – J Villa stated that this had been completed

IV. Treasurer's Report

a. June Financial Statement & Investment Funds Report

J Villa expressed his belief that Grant Knox was doing a good job and that he was feeling positive about the investments considering the current market conditions.

V. Marketing & Communication Project update

a. Budget Augmentation

J Villa expressed his belief that the funds needed for the 2020 portion of the contract with KP Public Affairs

could be pulled from underspent appropriations such as Team Weekend.

VI. New /Old Business

a. Board Elections

J Eppstein noted that Todd Westerlund had recently left Kukui and resigned from the ASCCA Board. J Eppstein is looking at who he can appoint in this empty seat and will bring it forward by the next meeting. The Board discussed other seats that were empty or may be up for election in September.

b. September Team Weekend

The Committee discussed the adjustments being made to the agenda for the September Team Weekend due to the need to eliminate the face-to-face aspect. J Eppstein said that he would be working with G Peterson on the details.

VII. Adjournment

The meeting adjourned at 7:05 pm.



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### MINUTES

#### ASCCA Executive Committee Meeting

August 26, 2020 | 6:00 – 7:00 PM

Via Zoom

*ASCCA Core Purpose: To elevate and unite automotive professionals and give them voice.*

I. Call to Order

J. Eppstein called to the meeting 6:04 pm.

II. Attendance – encl.

G. Peterson

III. Secretary's Report

a. Minutes: July 22, 2020 Meeting

MOTION It was moved, seconded, and carried to approve the minutes, as submitted.

b. Action Item Status Report

Travis sent a preliminary onboarding process for the Chapter Representative Committee members to the Board for comments. There will be a meeting on Monday to finalize it.

Steve V. reported that he thinks the pursuit of a credit union should come off the list, because he has not found a viable resource. R. Khamenian indicated that Mechanics Credit Union that he will reach out to.

IV. Treasurer's Report

a. July Financial Statement

It was reported that an additional \$20k is in the process of being moved into the investment account. The corporate partner account income is down a bit, but that was to be expected.

b. Investment Funds

V. Marketing & Communication Project Update

A written summary report was provided in the packet with a recommendation and a marketing plan expected by the end of the week. G. Peterson reported that they helped with the ADAS Webinar marketing efforts that included the marketing piece and plan developed. This included Facebook marketing of which they will use the results as a small sampling of the effectiveness of a large campaign.

VI. New /Old Business

Mark Warren was welcomed to the Board. Rob Morrell and Esteban Gonzalez who are both newer voting Board member.

a. Virtual Multi-State Conference Proposal

The Board was presented with the proposal to join a group of like state association to develop a joint virtual conference.

MOTION           It was moved, seconded, and carried to participate in the event, as proposed.

G. Peterson will serve on the marketing committee.

J. Eppstein, E. Gonzalez, and R. Balmer would be willing to join a committee. R. Morrell will be working in a committee as well.

b. Board Elections

T. Guy has volunteered to be nominated as a director.

ACTION           G. Peterson will send a corrected notice to the membership including T. Guy.

c. Chapter 5 Membership Recruitment

J. Eppstein summarize the Chapter 5 recruitment campaign and their request that ASCCA consider matching or providing some incentive.

MOTION           It was MSC to participate by waiving the remainder of the 2020 dues, but no additional discount, with the support of KP on the idea. (1-oppose)

Discussion followed about the need to track its successfulness, both in the number of people approached, and whether the members renew after 2021.

ACTION           G. Peterson will check with KP, bring any concerns to the Executive Committee. If no concerns she will let Chapter 5 know what we are willing to do.

VII. Adjournment

The meeting adjourned at 7:07 pm.

**ASCCA Action Item**  
**9/4/2020**

| ACTION   | RESPONSIBLE            | START DATE | DEADLINE | STATUS  |
|--|------------------------|------------|----------|---|
| Work on the Chapter Representatives Committee onboarding process.  | A. Mullinax and T. Guy | 4/22/2020  |          | <b>On agenda for 9/12/20 Chapter Representatives Committee for input.</b> |
| Draft survey to the chapter officers.  | A. Mullinax and T. Guy | 4/22/2020  |          | <b>T. Guy contacting chapter leads for input.</b>                         |
| G. Peterson will send a corrected elections notice to the membership that will include Travis Guy.   | G. Peterson            | 8/26/2020  |          | <b>COMPLETE</b>   |
| G. Peterson will check with KP regarding the Chapter 5 new memembr offer and ASCCA's possible participation. She will bring any concerns to the Executive Committee. If no concerns she will let Chapter 5 know what we are willing to do. | G. Peterson            | 8/26/2020  |          | <b>COMPLETE</b>   |



# AUTOMOTIVE SERVICE COUNCILS OF CALIFORNIA

## PRELIMINARY AND NON-REVIEWED FINANCIAL STATEMENTS

Period Ending July 31, 2020

### OVERVIEW

The financial statements are based on the Board approved 2020 budget. ASCCA uses the accrual method of accounting for financial reporting.

The operations of ASCCA for the Period Ending July 31, 2020 resulted in excess revenue over/(under) expenses of \$64,604 which is less than budget by \$33,711 after taxes.

The following statements are provided for Period Ending July 31, 2020:

- (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 \$632,885 of which \$504,644 is being held in the Sage Point Financial reserve account.

*Investment Accounts (Vanguard):* ASCCA operating investment policy calls for six months of operating reserves. Six months based on the current 2020 budget would be \$180,782 (\$30,130 monthly). Currently ASCCA has total cash in operating of \$632,885 less total current liabilities of \$30,708 a balance of \$62,177 which is ~20 months of operating expenses. Realized **gain/loss** on investments is currently **\$(6,840) less** than budget by **\$32,969**.

#### FIXED ASSETS:

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

#### OTHER ASSETS:

*Prepaid Expenses:* Prepaid expenses are \$3,698.

*Projects in Progress:* Projects in progress are zero.

*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 \$8,343.

*Accounts Payable MBI:* (Estimated 2019 tax payments) \$323.

*Other liabilities* include: Advocacy Fund Contribution, currently the balance \$8,960.

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

Chapter Dues Payable: currently the balance is \$8,677.

#### 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 \$263,093 **less** than budget by \$66,615 (the revenue includes realized **gain/loss** of (6,840 on investments)

**Membership Dues:** Currently dues are \$181,546 **less** than budget by \$12,617.

**Endorsements/Services:** Revenue is \$29,653 **less** than budget by \$6,097.

**Connected Car Committee:** Revenue is zero, **less** than budget by \$3,000.

**Corporate Partners:** Revenue is at \$32,013 **less** than budget by \$14,654.

**Team Weekend Raffle:** Revenue is at \$10, **less** than budget by \$1,240

**Other Revenue:** (includes miscellaneous revenue and building rental) Revenue \$26,712, same as budget.

**Technology Expenses** are all expenses related to list service, systems maintenance, database updates and website changes and maintenance. Currently expenses are \$440 **better** than budget by \$4,060.

**Publication/Communication:** Expenses are \$363, **better** than budget by \$1,862.

**Revenue & Benefit Expenses:** Expenses are \$302, **better** than budget by \$1,898.

**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:** \$11,282 in expenses for year to date, **better** than budget by \$6,298.

**Governmental Affairs:** Expenses are \$135, **better** than budget by \$8,115.

**Membership Recruitment/Retention:** Expenses are \$9,487, **better** than budget by \$2,950.

**Public Relation Committee:** Expenses are \$40, **better** than budget by \$2,260.

**General & Administrative expenses** include all expenses for operations. Total of the expenses for operations are \$14,496, **greater** than budget by \$12.

**Building Maintenance** includes all expenses related to the care and maintenance of the property owned by ASCCA: Revenue for the building is \$26,712 with expenses of \$7,661 for a net **gain** of \$19,051.

**Professional Services** includes accounting fees, management, advocacy, legal and consulting. Expenses are \$154,275 **better** than budget by \$317.

|   |
|---|
| <p><b>YEAR TO DATE SUMMARY:</b> Total revenue is \$263,093 with total expenses (direct expenses plus operating expenses) of \$198,4489 for a net gain of \$64,604 which is <b>less</b> than budgeted net gain by \$33,711..</p> |
|---|

**Automotive Service Councils of California**  
**Balance Sheet Prev Year Comparison**  
**As of July 31, 2020**

|   | Jul 31, 20        | Jul 31, 19        | \$ Change         | % Change      |
|---|-------------------|-------------------|-------------------|---------------|
| <b>ASSETS</b>                           |                   |                   |                   |               |
| <b>Current Assets</b>                   |                   |                   |                   |               |
| <b>Checking/Savings</b>                 |                   |                   |                   |               |
| <b>1100 · Cash</b>                      |                   |                   |                   |               |
| 1105 · Cash-In Banking                  | 40,475.18         | 71,998.10         | -31,522.92        | -43.8%        |
| 1105.01 · Bank - MBI                    | 87,765.84         | 53,298.46         | 34,467.38         | 64.7%         |
| 1115 · Vanguard                         | 0.00              | 437,471.63        | -437,471.63       | -100.0%       |
| 1120 · Vanguard -Net Proceeds from Bui  | 0.00              | 43,065.25         | -43,065.25        | -100.0%       |
| 1125 · Sage Point Financial             | 504,644.36        | 0.00              | 504,644.36        | 100.0%        |
| <b>Total 1100 · Cash</b>                | <b>632,885.38</b> | <b>605,833.44</b> | <b>27,051.94</b>  | <b>4.5%</b>   |
| <b>Total Checking/Savings</b>           | <b>632,885.38</b> | <b>605,833.44</b> | <b>27,051.94</b>  | <b>4.5%</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>633,434.06</b> | <b>606,382.12</b> | <b>27,051.94</b>  | <b>4.5%</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         | -128,316.00       | -105,261.00       | -23,055.00        | -21.9%        |
| <b>Total 1300 · Fixed Assets</b>        | <b>90,717.00</b>  | <b>113,772.00</b> | <b>-23,055.00</b> | <b>-20.3%</b> |
| <b>Total Fixed Assets</b>               | <b>90,717.00</b>  | <b>113,772.00</b> | <b>-23,055.00</b> | <b>-20.3%</b> |
| <b>Other Assets</b>                     |                   |                   |                   |               |
| <b>1500 · Other Assets</b>              |                   |                   |                   |               |
| 1510 · Prepaid Expenses                 | 3,698.01          | 4,298.20          | -600.19           | -14.0%        |
| <b>Total 1500 · Other Assets</b>        | <b>3,698.01</b>   | <b>4,298.20</b>   | <b>-600.19</b>    | <b>-14.0%</b> |
| <b>1600 · Investments</b>               |                   |                   |                   |               |
| 1610 · Investments in Subsidiaries - M  | 58,670.13         | -40,000.00        | 98,670.13         | 246.7%        |
| 1630 · Future Tax Benefits - MBI        | 834.00            | 48,357.02         | -47,523.02        | -98.3%        |
| <b>Total 1600 · Investments</b>         | <b>59,504.13</b>  | <b>8,357.02</b>   | <b>51,147.11</b>  | <b>612.0%</b> |
| <b>Total Other Assets</b>               | <b>63,202.14</b>  | <b>12,655.22</b>  | <b>50,546.92</b>  | <b>399.4%</b> |
| <b>TOTAL ASSETS</b>                     | <b>787,353.20</b> | <b>732,809.34</b> | <b>54,543.86</b>  | <b>7.4%</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                 | 8,343.33          | 6,893.97          | 1,449.36          | 21.0%         |
| 2110.01 · Accounts Payable - MBI        | 323.00            | 975.00            | -652.00           | -66.9%        |
| <b>Total 2000 · Current Liabilities</b> | <b>8,666.33</b>   | <b>7,868.97</b>   | <b>797.36</b>     | <b>10.1%</b>  |
| <b>Total Accounts Payable</b>           | <b>8,666.33</b>   | <b>7,868.97</b>   | <b>797.36</b>     | <b>10.1%</b>  |
| <b>Other Current Liabilities</b>        |                   |                   |                   |               |
| 2503 · Advocacy Fund Contribution       | 8,959.89          | 8,878.64          | 81.25             | 0.9%          |
| 2504 · Connect Cars Committee designat  | 4,405.00          | 6,000.00          | -1,595.00         | -26.6%        |
| 2505 · Chapter Dues Payables            | 8,676.85          | 8,704.83          | -27.98            | -0.3%         |
| <b>Total Other Current Liabilities</b>  | <b>22,041.74</b>  | <b>23,583.47</b>  | <b>-1,541.73</b>  | <b>-6.5%</b>  |
| <b>Total Current Liabilities</b>        | <b>30,708.07</b>  | <b>31,452.44</b>  | <b>-744.37</b>    | <b>-2.4%</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>33,845.67</b>  | <b>34,590.04</b>  | <b>-744.37</b>    | <b>-2.2%</b>  |

**Automotive Service Councils of California**  
**Balance Sheet Prev Year Comparison**  
**As of July 31, 2020**

|  | Jul 31, 20        | Jul 31, 19        | \$ Change        | % Change    |
|--|-------------------|-------------------|------------------|-------------|
| <b>Equity</b>                            |                   |                   |                  |             |
| <b>3000 · Members' Equity</b>            |                   |                   |                  |             |
| <b>3100 · Undesignated Fund Balance</b>  | 0.00              | -267,499.94       | 267,499.94       | 100.0%      |
| <b>3101 · Capital Stock</b>              | 1,000.00          | 1,000.00          | 0.00             | 0.0%        |
| <b>3110 · Additional Paid in Capital</b> | 303,696.34        | 669,568.00        | -365,871.66      | -54.6%      |
| <b>3120 · Retained Earnings</b>          | -256,457.75       | -36,079.25        | -220,378.50      | -610.8%     |
| <b>Total 3000 · Members' Equity</b>      | 48,238.59         | 366,988.81        | -318,750.22      | -86.9%      |
| <b>30000 · Opening Balance Equity</b>    | 0.00              | -3,722.04         | 3,722.04         | 100.0%      |
| <b>32000 · Unrestricted Net Assets</b>   | 640,664.72        | 192,545.18        | 448,119.54       | 232.7%      |
| <b>Net Income</b>                        | 64,604.22         | 142,407.35        | -77,803.13       | -54.6%      |
| <b>Total Equity</b>                      | 753,507.53        | 698,219.30        | 55,288.23        | 7.9%        |
| <b>TOTAL LIABILITIES &amp; EQUITY</b>    | <b>787,353.20</b> | <b>732,809.34</b> | <b>54,543.86</b> | <b>7.4%</b> |

**Automotive Service Councils of California**  
**Profit & Loss Budget Performance**  
January through July 2020

|   | Jan - Jul 20      | YTD Budget        | \$ Over<br>Budget | % of Budget   | Annual Budget     |
|---|-------------------|-------------------|-------------------|---------------|-------------------|
| <b>Ordinary Income/Expense</b>                  |                   |                   |                   |               |                   |
| <b>Income</b>                                   |                   |                   |                   |               |                   |
| <b>4100 · Membership Dues</b>                   |                   |                   |                   |               |                   |
| 4110 · Association Dues                         | 156,129.14        | 172,697.02        | -16,567.88        | 90.41%        | 187,400.00        |
| 4120 · General Member State Dues                | 0.00              | 583.35            | -583.35           | 0.0%          | 1,000.00          |
| 4130 · Application Fees                         | 330.00            | 583.35            | -253.35           | 56.57%        | 1,000.00          |
| 4135 · Education Members                        | 600.00            | 350.00            | 250.00            | 171.43%       | 350.00            |
| 4140 · Associate Dues                           | 24,686.25         | 17,325.00         | 7,361.25          | 142.49%       | 29,700.00         |
| 4143 · Associate Branch Dues                    | 0.00              | 3,791.65          | -3,791.65         | 0.0%          | 6,500.00          |
| 4145 · Recruitment Fee                          | -875.00           | -1,166.65         | 291.65            | 75.0%         | -2,000.00         |
| 4198 · Service Charge Reoccurring bill          | 676.00            | 0.00              | 676.00            | 100.0%        | 0.00              |
| <b>Total 4100 · Membership Dues</b>             | <b>181,546.39</b> | <b>194,163.72</b> | <b>-12,617.33</b> | <b>93.5%</b>  | <b>223,950.00</b> |
| <b>4200 · Endorsements/Services</b>             |                   |                   |                   |               |                   |
| <b>4200.10 · ASC Insurance Services</b>         |                   |                   |                   |               |                   |
| 4215 · Armstrong Insurance                      | 14,280.28         | 18,083.35         | -3,803.07         | 78.97%        | 31,000.00         |
| 4299 · CoreMark                                 | 5,468.69          | 5,833.35          | -364.66           | 93.75%        | 10,000.00         |
| <b>Total 4200.10 · ASC Insurance Services</b>   | <b>19,748.97</b>  | <b>23,916.70</b>  | <b>-4,167.73</b>  | <b>82.57%</b> | <b>41,000.00</b>  |
| <b>4200.20 · Endorsements</b>                   |                   |                   |                   |               |                   |
| 4225 · Heartland                                | 2,716.81          | 2,333.35          | 383.46            | 116.43%       | 4,000.00          |
| 4235 · G&K Services - Cintas                    | 6,002.03          | 7,500.00          | -1,497.97         | 80.03%        | 10,000.00         |
| 4250 · Auto Zone                                | 1,184.90          | 2,000.00          | -815.10           | 59.25%        | 3,000.00          |
| <b>Total 4200.20 · Endorsements</b>             | <b>9,903.74</b>   | <b>11,833.35</b>  | <b>-1,929.61</b>  | <b>83.69%</b> | <b>17,000.00</b>  |
| <b>Total 4200 · Endorsements/Services</b>       | <b>29,652.71</b>  | <b>35,750.05</b>  | <b>-6,097.34</b>  | <b>82.95%</b> | <b>58,000.00</b>  |
| <b>4550 · Connected Cars Committee</b>          |                   |                   |                   |               |                   |
| 4550.01 · Connected Cars Committee              | 0.00              | 3,000.00          | -3,000.00         | 0.0%          | 0.00              |
| <b>Total 4550 · Connected Cars Committee</b>    | <b>0.00</b>       | <b>3,000.00</b>   | <b>-3,000.00</b>  | <b>0.0%</b>   | <b>0.00</b>       |
| <b>4600 · Corporate Partners</b>                |                   |                   |                   |               |                   |
| 4610 · Corporate Partners                       | 32,013.01         | 46,666.65         | -14,653.64        | 68.6%         | 80,000.00         |
| <b>Total 4600 · Corporate Partners</b>          | <b>32,013.01</b>  | <b>46,666.65</b>  | <b>-14,653.64</b> | <b>68.6%</b>  | <b>80,000.00</b>  |
| <b>4799.10 · Team Weekend Raffle..</b>          |                   |                   |                   |               |                   |
| 4799.01 · Team Weekend Raffle                   | 10.00             | 1,250.00          | -1,240.00         | 0.8%          | 2,500.00          |
| <b>Total 4799.10 · Team Weekend Raffle..</b>    | <b>10.00</b>      | <b>1,250.00</b>   | <b>-1,240.00</b>  | <b>0.8%</b>   | <b>2,500.00</b>   |
| <b>4900 · Other Revenue</b>                     |                   |                   |                   |               |                   |
| 4908 · Building Rental Revenue                  | 26,712.00         | 26,712.00         | 0.00              | 100.0%        | 45,792.00         |
| <b>Total 4900 · Other Revenue</b>               | <b>26,712.00</b>  | <b>26,712.00</b>  | <b>0.00</b>       | <b>100.0%</b> | <b>45,792.00</b>  |
| <b>Total Income</b>                             | <b>269,934.11</b> | <b>307,542.42</b> | <b>-37,608.31</b> | <b>87.77%</b> | <b>410,242.00</b> |
| <b>Total Income</b>                             | <b>269,934.11</b> | <b>307,542.42</b> | <b>-37,608.31</b> | <b>87.77%</b> | <b>410,242.00</b> |
| <b>Expense</b>                                  |                   |                   |                   |               |                   |
| <b>5000.1 · - Technology Expenses</b>           |                   |                   |                   |               |                   |
| 5225.1 · Database updates & changes             | 440.00            | 1,000.00          | -560.00           | 44.0%         | 1,000.00          |
| 5240.1 · Website Expenses                       | 0.00              | 3,500.00          | -3,500.00         | 0.0%          | 6,000.00          |
| <b>Total 5000.1 · - Technology Expenses</b>     | <b>440.00</b>     | <b>4,500.00</b>   | <b>-4,060.00</b>  | <b>9.78%</b>  | <b>7,000.00</b>   |
| <b>5300.1 · Publication/Communication Expen</b> |                   |                   |                   |               |                   |

**Automotive Service Councils of California  
Profit & Loss Budget Performance  
January through July 2020**

|  | Jan - Jul 20     | YTD Budget       | \$ Over<br>Budget | % of Budget   | Annual Budget    |
|--|------------------|------------------|-------------------|---------------|------------------|
| 5310.1 · Independent Expenses                              | 0.00             | 1,875.00         | -1,875.00         | 0.0%          | 2,500.00         |
| 5320.1 · Website Expenses                                  | 20.00            |                  |                   |               |                  |
| 5325.1 · Broadcast Emails & Faxes                          | 343.00           | 350.00           | -7.00             | 98.0%         | 600.00           |
| <b>Total 5300.1 · Publication/Communication Exper</b>      | <b>363.00</b>    | <b>2,225.00</b>  | <b>-1,862.00</b>  | <b>16.32%</b> | <b>3,100.00</b>  |
| <b>5600.00 · R &amp; B Committee</b>                       |                  |                  |                   |               |                  |
| 5600.01 · Revenue & Benefits Cmte Raffle                   | 0.00             | 500.00           | -500.00           | 0.0%          | 500.00           |
| 5600.02 · Advantage Printing                               | 301.84           | 600.00           | -298.16           | 50.31%        | 1,200.00         |
| 5600.03 · Corporate Partner Awards                         | 0.00             | 1,100.00         | -1,100.00         | 0.0%          | 1,100.00         |
| <b>Total 5600.00 · R &amp; B Committee</b>                 | <b>301.84</b>    | <b>2,200.00</b>  | <b>-1,898.16</b>  | <b>13.72%</b> | <b>2,800.00</b>  |
| <b>5700.1 · Educational &amp; Training - Chapter</b>       |                  |                  |                   |               |                  |
| 5710.1 · Facility & Banquest                               | 0.00             | 2,500.00         | -2,500.00         | 0.0%          | 2,500.00         |
| <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>   | <b>2,500.00</b>  |
| <b>6100 · Meetings &amp; Travel</b>                        |                  |                  |                   |               |                  |
| 6110 · Meeting Exp-Team Weekend (1)                        | 8,575.90         | 5,708.00         | 2,867.90          | 150.24%       | 5,708.00         |
| 6111 · Meeting Exp - Team Weekend (2)                      | 0.00             | 6,062.00         | -6,062.00         | 0.0%          | 6,062.00         |
| 6112 · Meeting Exp - Team Weekend (3)                      | 500.00           | 0.00             | 500.00            | 100.0%        | 4,334.00         |
| 6113 · Meeting Exp - Team Weekend (4)                      | 0.00             | 0.00             | 0.00              | 0.0%          | 5,900.00         |
| 6113. · Aftermarket Industry Summit                        | 0.00             | 1,589.00         | -1,589.00         | 0.0%          | 1,589.00         |
| 6120 · Travel - ED   | 0.00             | 375.00           | -375.00           | 0.0%          | 750.00           |
| 6121 · Travel - Directors/Officers                         | 0.00             | 1,500.00         | -1,500.00         | 0.0%          | 3,000.00         |
| 6122 · Travel - Staff                                      | 0.00             | 250.00           | -250.00           | 0.0%          | 500.00           |
| 6123 · Leadership Train/Strategic Plan                     | 2,000.00         | 1,000.00         | 1,000.00          | 200.0%        | 2,000.00         |
| 6124 · Chap. Reps-First Time Attendee                      | 0.00             | 700.00           | -700.00           | 0.0%          | 1,400.00         |
| 6125 · Printing/Reproduction                               | 4.95             | 145.85           | -140.90           | 3.39%         | 250.00           |
| 6145 · Board Awards  | 200.80           | 0.00             | 200.80            | 100.0%        | 0.00             |
| 6199 · Other BOD Expenses                                  | 0.00             | 250.00           | -250.00           | 0.0%          | 250.00           |
| <b>Total 6100 · Meetings &amp; Travel</b>                  | <b>11,281.65</b> | <b>17,579.85</b> | <b>-6,298.20</b>  | <b>64.17%</b> | <b>31,743.00</b> |
| <b>6300 · Government Affairs Committee</b>                 |                  |                  |                   |               |                  |
| 6320 · Travel  | 14.00            | 700.00           | -686.00           | 2.0%          | 700.00           |
| 6321 · Travel - NASTF                                      | 0.00             | 2,500.00         | -2,500.00         | 0.0%          | 2,500.00         |
| 6325 · SBC - gov   | 0.00             | 750.00           | -750.00           | 0.0%          | 750.00           |
| 6360 · Legislative Day                                     | 121.42           | 4,300.00         | -4,178.58         | 2.82%         | 4,300.00         |
| <b>Total 6300 · Government Affairs Committee</b>           | <b>135.42</b>    | <b>8,250.00</b>  | <b>-8,114.58</b>  | <b>1.64%</b>  | <b>8,250.00</b>  |
| <b>6500 · Membership Recruitment/Retentio</b>              |                  |                  |                   |               |                  |
| 5420.1 · Membership Signs                                  | 333.62           | 653.35           | -319.73           | 51.06%        | 1,120.00         |
| 6506 · Membership Recruitment Drive                        | 90.55            | 1,750.00         | -1,659.45         | 5.17%         | 3,000.00         |
| 6515 · Membership Appreciation                             | 210.00           | 583.35           | -373.35           | 36.0%         | 1,000.00         |
| 6535 · Legal Advise-Member Service                         | 8,750.00         | 8,750.00         | 0.00              | 100.0%        | 15,000.00        |
| 6545 · Printing  | 102.50           | 583.35           | -480.85           | 17.57%        | 1,000.00         |
| 6590 · Postage/Other                                       | 0.00             | 116.65           | -116.65           | 0.0%          | 200.00           |
| <b>Total 6500 · Membership Recruitment/Retentio</b>        | <b>9,486.67</b>  | <b>12,436.70</b> | <b>-2,950.03</b>  | <b>76.28%</b> | <b>21,320.00</b> |
| <b>6700 · PR Committee</b>                                 |                  |                  |                   |               |                  |
| 6715 · Public Relation Committee                           | 40.00            | 2,300.00         | -2,260.00         | 1.74%         | 2,300.00         |

**Automotive Service Councils of California**  
**Profit & Loss Budget Performance**  
January through July 2020

|  | Jan - Jul 20     | YTD Budget       | \$ Over<br>Budget | % of Budget   | Annual Budget    |
|--|------------------|------------------|-------------------|---------------|------------------|
| <b>Total 6700 · PR Committee</b>                 | 40.00            | 2,300.00         | -2,260.00         | 1.74%         | 2,300.00         |
| <b>7100 · General &amp; Admin Expenses</b>       |                  |                  |                   |               |                  |
| 7101 · Office Supplies                           | 35.93            | 291.65           | -255.72           | 12.32%        | 500.00           |
| 7103 · Printing/Reproduction                     | 710.81           | 1,750.00         | -1,039.19         | 40.62%        | 3,000.00         |
| 7105 · Telephone/Fax                             | 490.00           | 575.00           | -85.00            | 85.22%        | 1,000.00         |
| 7106 · Telephone Conference Calls                | 428.20           | 0.00             | 428.20            | 100.0%        | 0.00             |
| 7107 · Postage/Mailing                           | 284.40           | 700.00           | -415.60           | 40.63%        | 1,200.00         |
| 7111 · Insurance                                 | 6,225.15         | 4,025.00         | 2,200.15          | 154.66%       | 6,900.00         |
| 7123 · Off-Site Storage                          | 836.06           | 840.00           | -3.94             | 99.53%        | 1,440.00         |
| 7124 · On-Site Storage                           | 630.00           | 630.00           | 0.00              | 100.0%        | 990.00           |
| 7125 · Travel - Staff                            | 0.00             | 0.00             | 0.00              | 0.0%          | 300.00           |
| 7126 · Bank Charges/Credit Card Fees             | 4,835.12         | 5,563.65         | -728.53           | 86.91%        | 8,700.00         |
| 7127 · Filing Fees/Penalties                     | 20.00            | 50.00            | -30.00            | 40.0%         | 50.00            |
| 7490 · Miscellaneous G&A                         | 0.00             | 58.35            | -58.35            | 0.0%          | 100.00           |
| <b>Total 7100 · General &amp; Admin Expenses</b> | 14,495.67        | 14,483.65        | 12.02             | 100.08%       | 24,180.00        |
| <b>7500 · Building Maint &amp; Mgmt</b>          |                  |                  |                   |               |                  |
| 7505 · Building Mgmt Fees                        | 4,613.10         | 4,781.00         | -167.90           | 96.49%        | 8,196.00         |
| 7510 · Utilities                                 | 2,227.86         | 1,750.00         | 477.86            | 127.31%       | 3,000.00         |
| 7515 · Repairs & Maintenance                     | 820.00           | 1,000.00         | -180.00           | 82.0%         | 1,000.00         |
| 7522 · Insurance                                 | 0.00             | 495.85           | -495.85           | 0.0%          | 850.00           |
| 7525 · Security                                  | 0.00             | 0.00             | 0.00              | 0.0%          | 30.00            |
| 7550 · Property Taxes                            | 0.00             | 0.00             | 0.00              | 0.0%          | 4,750.00         |
| <b>Total 7500 · Building Maint &amp; Mgmt</b>    | 7,660.96         | 8,026.85         | -365.89           | 95.44%        | 17,826.00        |
| <b>8100 · Professional Services</b>              |                  |                  |                   |               |                  |
| 8110 · Accounting/Audit                          | 3,775.00         | 3,800.00         | -25.00            | 99.34%        | 3,800.00         |
| 8120 · Management Services                       | 131,250.00       | 131,250.00       | 0.00              | 100.0%        | 225,000.00       |
| 8130 · Advocacy                                  | 19,250.00        | 19,250.00        | 0.00              | 100.0%        | 33,000.00        |
| 8150 · Legal                                     | 0.00             | 291.65           | -291.65           | 0.0%          | 500.00           |
| <b>Total 8100 · Professional Services</b>        | 154,275.00       | 154,591.65       | -316.65           | 99.8%         | 262,300.00       |
| <b>Total Expense</b>                             | 198,480.21       | 229,093.70       | -30,613.49        | 86.64%        | 383,319.00       |
| <b>Net Ordinary Income</b>                       | 71,453.90        | 78,448.72        | -6,994.82         | 91.08%        | 26,923.00        |
| <b>Other Income/Expense</b>                      |                  |                  |                   |               |                  |
| <b>Other Income</b>                              |                  |                  |                   |               |                  |
| <b>9100 · Other Revenue/Expenses</b>             |                  |                  |                   |               |                  |
| 4906 · Gain/Loss & Int - Bldg Proceeds           | 1,299.32         | 2,041.69         | -742.37           | 63.64%        | 3,500.04         |
| 4907 · Gain/Loss & Int. on Investments           | -8,139.00        | 20,125.00        | -28,264.00        | -40.44%       | 34,500.00        |
| 9120 · Tax - Federal                             | 0.00             | -1,500.00        | 1,500.00          | 0.0%          | -1,500.00        |
| 9130 · Tax - State                               | -10.00           | -800.00          | 790.00            | 1.25%         | -800.00          |
| <b>Total 9100 · Other Revenue/Expenses</b>       | -6,849.68        | 19,866.69        | -26,716.37        | -34.48%       | 35,700.04        |
| <b>Total Other Income</b>                        | -6,849.68        | 19,866.69        | -26,716.37        | -34.48%       | 35,700.04        |
| <b>Net Other Income</b>                          | -6,849.68        | 19,866.69        | -26,716.37        | -34.48%       | 35,700.04        |
| <b>Net Income</b>                                | <b>64,604.22</b> | <b>98,315.41</b> | <b>-33,711.19</b> | <b>65.71%</b> | <b>62,623.04</b> |

## Automotive Service Councils of California Profit & Loss Prev Year Comparison January through July 2020

|   | Jan - Jul 20      | Jan - Jul 19      | \$ Change         | % Change       |
|---|-------------------|-------------------|-------------------|----------------|
| <b>Ordinary Income/Expense</b>                  |                   |                   |                   |                |
| <b>Income</b>                                   |                   |                   |                   |                |
| <b>4100 - Membership Dues</b>                   |                   |                   |                   |                |
| 4110 - Association Dues                         | 156,129.14        | 169,270.62        | -13,141.48        | -7.76%         |
| 4130 - Application Fees                         | 330.00            | 880.00            | -550.00           | -62.5%         |
| 4135 - Education Members                        | 600.00            | 700.00            | -100.00           | -14.29%        |
| 4140 - Associate Dues                           | 24,686.25         | 28,795.83         | -4,109.58         | -14.27%        |
| 4145 - Recruitment Fee                          | -875.00           | -746.00           | -129.00           | -17.29%        |
| 4160 - Membership Liaison Commission            | 0.00              | -124.00           | 124.00            | 100.0%         |
| 4198 - Service Charge Reoccurring bill          | 676.00            | 1,068.00          | -392.00           | -36.7%         |
| <b>Total 4100 - Membership Dues</b>             | <b>181,546.39</b> | <b>199,844.45</b> | <b>-18,298.06</b> | <b>-9.16%</b>  |
| <b>4200 - Endorsements/Services</b>             |                   |                   |                   |                |
| <b>4200.10 - ASC Insurance Services</b>         |                   |                   |                   |                |
| 4215 - Armstrong Insurance                      | 14,280.28         | 0.00              | 14,280.28         | 100.0%         |
| 4299 - CoreMark                                 | 5,468.69          | 0.00              | 5,468.69          | 100.0%         |
| <b>Total 4200.10 - ASC Insurance Services</b>   | <b>19,748.97</b>  | <b>0.00</b>       | <b>19,748.97</b>  | <b>100.0%</b>  |
| <b>4200.20 - Endorsements</b>                   |                   |                   |                   |                |
| 4225 - Heartland                                | 2,716.81          | 0.00              | 2,716.81          | 100.0%         |
| 4235 - G&K Services - Cintas                    | 6,002.03          | 0.00              | 6,002.03          | 100.0%         |
| 4250 - Auto Zone                                | 1,184.90          | 0.00              | 1,184.90          | 100.0%         |
| <b>Total 4200.20 - Endorsements</b>             | <b>9,903.74</b>   | <b>0.00</b>       | <b>9,903.74</b>   | <b>100.0%</b>  |
| <b>Total 4200 - Endorsements/Services</b>       | <b>29,652.71</b>  | <b>0.00</b>       | <b>29,652.71</b>  | <b>100.0%</b>  |
| <b>4600 - Corporate Partners</b>                |                   |                   |                   |                |
| 4610 - Corporate Partners                       | 32,013.01         | 55,376.91         | -23,363.90        | -42.19%        |
| <b>Total 4600 - Corporate Partners</b>          | <b>32,013.01</b>  | <b>55,376.91</b>  | <b>-23,363.90</b> | <b>-42.19%</b> |
| <b>4799.10 - Team Weekend Raffle..</b>          |                   |                   |                   |                |
| 4799.01 - Team Weekend Raffle                   | 10.00             | 0.00              | 10.00             | 100.0%         |
| <b>Total 4799.10 - Team Weekend Raffle..</b>    | <b>10.00</b>      | <b>0.00</b>       | <b>10.00</b>      | <b>100.0%</b>  |
| <b>4800 - ASCCA ESI Course Voucher.</b>         |                   |                   |                   |                |
| 4801 - ASCCA ESI Course Voucher                 | 0.00              | 0.00              | 0.00              | 0.0%           |
| <b>Total 4800 - ASCCA ESI Course Voucher.</b>   | <b>0.00</b>       | <b>0.00</b>       | <b>0.00</b>       | <b>0.0%</b>    |
| <b>4900 - Other Revenue</b>                     |                   |                   |                   |                |
| 4908 - Building Rental Revenue                  | 26,712.00         | 25,522.70         | 1,189.30          | 4.66%          |
| <b>Total 4900 - Other Revenue</b>               | <b>26,712.00</b>  | <b>25,522.70</b>  | <b>1,189.30</b>   | <b>4.66%</b>   |
| <b>Total Income</b>                             | <b>269,934.11</b> | <b>280,744.06</b> | <b>-10,809.95</b> | <b>-3.85%</b>  |
| <b>Expense</b>                                  |                   |                   |                   |                |
| <b>5000.1 - Technology Expenses</b>             |                   |                   |                   |                |
| 5225.1 - Database updates & changes             | 440.00            | 0.00              | 440.00            | 100.0%         |
| <b>Total 5000.1 - Technology Expenses</b>       | <b>440.00</b>     | <b>0.00</b>       | <b>440.00</b>     | <b>100.0%</b>  |
| <b>5300.1 - Publication/Communication Expen</b> |                   |                   |                   |                |
| 5310.1 - Independent Expenses                   | 0.00              | 1,499.00          | -1,499.00         | -100.0%        |
| 5320.1 - Website Expenses                       | 20.00             | 163.36            | -143.36           | -87.76%        |
| 5325.1 - Broadcast Emails & Faxes               | 343.00            | 0.00              | 343.00            | 100.0%         |



**Automotive Service Councils of California**  
**Profit & Loss Prev Year Comparison**  
January through July 2020

|   | Jan - Jul 20 | Jan - Jul 19 | \$ Change | % Change |
|---|--------------|--------------|-----------|----------|
| <b>Total 5300.1 - Publication/Communication Expen</b> | 363.00       | 1,662.36     | -1,299.36 | -78.16%  |
| <b>5600.00 - R &amp; B Committee</b>                  |              |              |           |          |
| 5600.02 - Advantage Printing                          | 301.84       | 1,275.73     | -973.89   | -76.34%  |
| 5600.03 - Corporate Partner Awards                    | 0.00         | 668.51       | -668.51   | -100.0%  |
| <b>Total 5600.00 - R &amp; B Committee</b>            | 301.84       | 1,944.24     | -1,642.40 | -84.48%  |
| <b>6100 - Meetings &amp; Travel</b>                   |              |              |           |          |
| 6110 - Meeting Exp-Team Weekend (1)                   | 8,575.90     | 4,474.41     | 4,101.49  | 91.67%   |
| 6111 - Meeting Exp - Team Weekend (2)                 | 0.00         | 4,118.49     | -4,118.49 | -100.0%  |
| 6112 - Meeting Exp - Team Weekend (3)                 | 500.00       | 480.90       | 19.10     | 3.97%    |
| 6120 - Travel - ED                                    | 0.00         | 85.84        | -85.84    | -100.0%  |
| 6121 - Travel - Directors/Officers                    | 0.00         | 639.93       | -639.93   | -100.0%  |
| 6123 - Leadership Train/Strategic Plan                | 2,000.00     | 0.00         | 2,000.00  | 100.0%   |
| 6125 - Printing/Reproduction                          | 4.95         | 141.64       | -136.69   | -96.51%  |
| 6140 - Conference Calls                               | 0.00         | 128.40       | -128.40   | -100.0%  |
| 6145 - Board Awards                                   | 200.80       | 130.36       | 70.44     | 54.04%   |
| <b>Total 6100 - Meetings &amp; Travel</b>             | 11,281.65    | 10,199.97    | 1,081.68  | 10.61%   |
| <b>6300 - Government Affairs Committee</b>            |              |              |           |          |
| 6320 - Travel   | 14.00        | 0.00         | 14.00     | 100.0%   |
| 6325 - SBC - gov                                      | 0.00         | 750.00       | -750.00   | -100.0%  |
| 6360 - Legislative Day                                | 121.42       | 3,807.66     | -3,686.24 | -96.81%  |
| <b>Total 6300 - Government Affairs Committee</b>      | 135.42       | 4,557.66     | -4,422.24 | -97.03%  |
| <b>6500 - Membership Recruitment/Retentio</b>         |              |              |           |          |
| 5420.1 - Membership Signs                             | 333.62       | 55.61        | 278.01    | 499.93%  |
| 6506 - Membership Recruitment Drive                   | 90.55        | 124.40       | -33.85    | -27.21%  |
| 6515 - Membership Appreciation                        | 210.00       | 376.05       | -166.05   | -44.16%  |
| 6535 - Legal Advise-Member Service                    | 8,750.00     | 8,750.00     | 0.00      | 0.0%     |
| 6545 - Printing                                       | 102.50       | 173.73       | -71.23    | -41.0%   |
| <b>Total 6500 - Membership Recruitment/Retentio</b>   | 9,486.67     | 9,479.79     | 6.88      | 0.07%    |
| <b>6700 - PR Committee</b>                            |              |              |           |          |
| 6715 - Public Relation Committee                      | 40.00        | 40.00        | 0.00      | 0.0%     |
| <b>Total 6700 - PR Committee</b>                      | 40.00        | 40.00        | 0.00      | 0.0%     |
| <b>6800 - Connected Cars Committee - Exp</b>          |              |              |           |          |
| 6800.01 - Connected Cars Committee Expens             | 0.00         | 1,595.00     | -1,595.00 | -100.0%  |
| <b>Total 6800 - Connected Cars Committee - Exp</b>    | 0.00         | 1,595.00     | -1,595.00 | -100.0%  |
| <b>7100 - General &amp; Admin Expenses</b>            |              |              |           |          |
| 7101 - Office Supplies                                | 35.93        | 313.15       | -277.22   | -88.53%  |
| 7102.00 - Dues & Subscription                         | 0.00         | 210.00       | -210.00   | -100.0%  |
| 7103 - Printing/Reproduction                          | 710.81       | 2,153.67     | -1,442.86 | -67.0%   |
| 7105 - Telephone/Fax                                  | 490.00       | 490.00       | 0.00      | 0.0%     |
| 7106 - Telephone Conference Calls                     | 428.20       | 0.00         | 428.20    | 100.0%   |
| 7107 - Postage/Mailing                                | 284.40       | 836.84       | -552.44   | -66.02%  |
| 7111 - Insurance                                      | 6,225.15     | 3,653.88     | 2,571.27  | 70.37%   |
| 7123 - Off-Site Storage                               | 836.06       | 887.91       | -51.85    | -5.84%   |
| 7124 - On-Site Storage                                | 630.00       | 674.22       | -44.22    | -6.56%   |

**Automotive Service Councils of California**  
**Profit & Loss Prev Year Comparison**  
January through July 2020

|  | Jan - Jul 20      | Jan - Jul 19      | \$ Change         | % Change       |
|--|-------------------|-------------------|-------------------|----------------|
| 7126 · Bank Charges/Credit Card Fees             | 4,835.12          | 5,728.54          | -893.42           | -15.6%         |
| 7127 · Filing Fees/Penalties                     | 20.00             | 0.00              | 20.00             | 100.0%         |
| <b>Total 7100 · General &amp; Admin Expenses</b> | <b>14,495.67</b>  | <b>14,948.21</b>  | <b>-452.54</b>    | <b>-3.03%</b>  |
| <b>7500 · Building Maint &amp; Mgmt</b>          |                   |                   |                   |                |
| 7505 · Building Mgmt Fees                        | 4,613.10          | 4,746.00          | -132.90           | -2.8%          |
| 7510 · Utilities                                 | 2,227.86          | 2,393.60          | -165.74           | -6.92%         |
| 7515 · Repairs & Maintenance                     | 820.00            | 0.00              | 820.00            | 100.0%         |
| 7550 · Property Taxes                            | 0.00              | 105.24            | -105.24           | -100.0%        |
| <b>Total 7500 · Building Maint &amp; Mgmt</b>    | <b>7,660.96</b>   | <b>7,244.84</b>   | <b>416.12</b>     | <b>5.74%</b>   |
| <b>8100 · Professional Services</b>              |                   |                   |                   |                |
| 8110 · Accounting/Audit                          | 3,775.00          | 2,950.00          | 825.00            | 27.97%         |
| 8120 · Management Services                       | 131,250.00        | 122,500.00        | 8,750.00          | 7.14%          |
| 8130 · Advocacy                                  | 19,250.00         | 19,250.00         | 0.00              | 0.0%           |
| 8150 · Legal                                     | 0.00              | 509.99            | -509.99           | -100.0%        |
| <b>Total 8100 · Professional Services</b>        | <b>154,275.00</b> | <b>145,209.99</b> | <b>9,065.01</b>   | <b>6.24%</b>   |
| <b>Total Expense</b>                             | <b>198,480.21</b> | <b>196,882.06</b> | <b>1,598.15</b>   | <b>0.81%</b>   |
| <b>Net Ordinary Income</b>                       | <b>71,453.90</b>  | <b>83,862.00</b>  | <b>-12,408.10</b> | <b>-14.8%</b>  |
| <b>Other Income/Expense</b>                      |                   |                   |                   |                |
| <b>Other Income</b>                              |                   |                   |                   |                |
| <b>9100 · Other Revenue/Expenses</b>             |                   |                   |                   |                |
| 4906 · Gain/Loss & Int - Bldg Proceeds           | 1,299.32          | 1,221.56          | 77.76             | 6.37%          |
| 4907 · Gain/Loss & Int. on Investments           | -8,139.00         | 58,283.79         | -66,422.79        | -113.96%       |
| 9130 · Tax - State                               | -10.00            | -960.00           | 950.00            | 98.96%         |
| <b>Total 9100 · Other Revenue/Expenses</b>       | <b>-6,849.68</b>  | <b>58,545.35</b>  | <b>-65,395.03</b> | <b>-111.7%</b> |
| <b>Total Other Income</b>                        | <b>-6,849.68</b>  | <b>58,545.35</b>  | <b>-65,395.03</b> | <b>-111.7%</b> |
| <b>Net Other Income</b>                          | <b>-6,849.68</b>  | <b>58,545.35</b>  | <b>-65,395.03</b> | <b>-111.7%</b> |
| <b>Net Income</b>                                | <b>64,604.22</b>  | <b>142,407.35</b> | <b>-77,803.13</b> | <b>-54.63%</b> |

Viewing: **AVM052156** In USD

**SUMMARY** As of 4:35 PM ET 09/03/2020

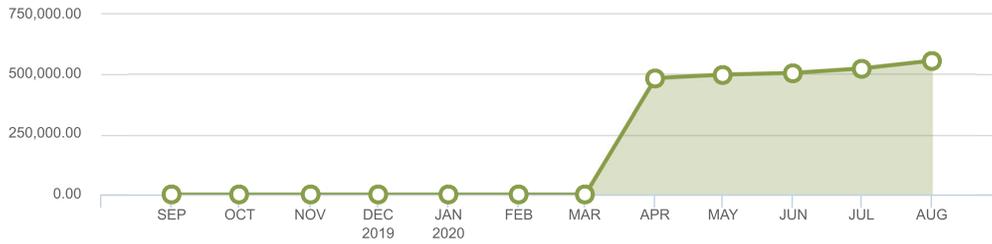
|                  | TOTAL VALUE | DAY CHANGE      | UNREALIZED GAIN/LOSS* |
|------------------|-------------|-----------------|-----------------------|
| <b>AVM052156</b> | 565,122.96  | +892.46 (0.16%) | +59,994.66 (11.90%)   |

\*Unrealized Gain/Loss value is based on positions and quotes as of previous close.

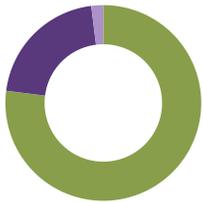
**MARKET VALUE ( LAST 12 MONTHS)**

As of 4:35 PM ET 09/03/2020

[Go To Valuation Over Time](#)



**COMPOSITION**



| ASSET CLASS                             | CURRENT VALUE | PERCENT OF TOTAL |
|---|---------------|------------------|
| <b>MUTUAL FUND</b>                      | 435,065.48    | 76.99%           |
| <b>EQUITY</b>                           | 118,896.48    | 21.04%           |
| <b>CASH, MONEY FUNDS, BANK DEPOSITS</b> | 11,161.00     | 1.97%            |

**PORTFOLIO MOVERS** As of 4:10 PM ET 09/03/2020

| Strongest Performers |  |                    |   |
|----------------------|--|--------------------|---|
| COMPANY              |  | TODAY'S CHANGE (%) |   |
| SPTL                 | SPDR® Portfolio Long Term Treasury ETF | 0.30               | <div style="width: 100%; height: 10px; background-color: green;"></div> |
| TIP                  | iShares TIPS Bond ETF                  | -0.35              | <div style="width: 100%; height: 10px; background-color: red;"></div>   |
| Weakest Performers   |  |                    |   |
| COMPANY              |  | TODAY'S CHANGE (%) |   |

No data available for Weakest Movers.

**HISTORY** As of 4:35 PM ET 09/03/2020

| DATE       | SECURITY ID | DESCRIPTION                            | NET AMOUNT |
|------------|-------------|--|------------|
| 09/03/2020 | USD999997   | ADVISORY FEES                          | 158.56     |
| 09/01/2020 | PIMIX       | REINVEST CASH INCOME ** PIMIX          | -177.28    |
| 09/01/2020 | PIMIX       | CASH DIVIDEND RECEIVED                 | 177.28     |
| 08/26/2020 | USD999997   | FDIC INSURED BANK WITHDRAWAL           | 7,020.70   |
| 08/25/2020 | BEGIX       | BUY 30.3160 SHARES OF BEGIX @ 20.55000 | -623.00    |

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For valuation, delayed quotes using the last price are used for domestic equities and options only. Pricing of other positions is as of the previous day's close or the most recently available price. If an equity security has not traded today, the valuation is based on the best bid price from the previous business day. The current bid or ask may be different from the price displayed. Securities pricing may vary from actual liquidation value.

Prices shown should only be used as a general guide to portfolio value. Your printed confirmations and statements are the official records of your account.

The value of any non-dollar denominated holding used is first converted in to a U.S. Dollar Equivalent (USDE) amount. The USDE amount is calculated by multiplying the previous day's closing price for the holding in its native currency by the previous day's closing spot (conversion) rate from sources deemed to be reliable. If the previous day's closing price is not available, then the most recent closing price available for the holding will be used.

Prices for Mutual Funds are not updated until after market close (usually between 7PM ET and 10PM ET). Until prices are updated, Change and Change (%) for Mutual Fund holdings are based on the difference between the prior two business days closing price. These values reflect the effect of market fluctuations on the Market Value of a Mutual Fund. Recent Mutual Fund activity such as a purchase or sale will not affect these values, but may result in these values not accurately reflecting the effect of market fluctuations on the account in which it is held.

Due to rounding, total asset type percentages may vary from 100.00%.

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**ASCCA RESEARCH & FINDINGS:**  
**GUIDANCE FOR COMMUNICATIONS**  
**& OUTREACH INITIATIVES**

**AUGUST 28, 2020**

# Table of Contents

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|  |    |
|--|----|
| Overview.....  | 3  |
| General Observations.....  | 4  |
| Key Recommendations.....   | 6  |
| Message Framework & Value Proposition.....                               | 8  |
| Branding Observations.....   | 9  |
| Diversity & Inclusion.....   | 11 |
| Social Media Highlights.....   | 12 |
| Website Highlights.....  | 14 |
| Media Audit.....   | 15 |
| Materials Audit.....   | 15 |
| Addendum 1 – Social Media Full Audit.....                                | 18 |
| Addendum 2 – Website Full Audit.....                                     | 40 |
| Addendum 3 – Chapter Review and Audit .....                              | 46 |
| Addendum 4 – Review of Best Practices & Other Industry Associations..... | 52 |
| Addendum 5 – Interviews with Non-Members.....                            | 54 |

## Overview

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KP has conducted a review and analysis of ASCCA communication materials and tactics, and put together a series of observations, key findings and recommendations for moving forward with improving communications, strengthening branding, and growing membership. Throughout the course of our research, we did the following:

- Compiled and reviewed communication and outreach materials from ASCCA state and chapter outreach.
- Held interviews and discussions with ASCCA committee members.
- Conducted a “deep dive” launch session with selected ASCCA leaders
- Reviewed results from the past ASCCA member survey.
- Reviewed and analyzed ASCCA state and chapter social media channels.
- Reviewed and analyzed ASCCA state and chapter websites.
- Called non-ASCCA members for input.
- Reached out to industry associations in other states regarding their communications efforts.
- Reviewed best practices for marketing/messaging/branding considerations.

Based on this research, we were able to get a solid understanding of the types of communication practices and materials in use by ASSCA, identify areas of strength and focus in on areas for improvement, and develop recommendations to guide new outreach efforts moving forward.

The information in this document will be used to guide the development of new materials, creation of new templates with branding/visual updates, and outline systems for marketing and outreach aimed at strengthening the association’s communications and positioning it for growth.

## General Observations

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Overall ASCCA is an impressive association with a lot to offer its members. It has a strong network of experts and information available to help repair shop owners improve their businesses and save both time and money. We want to get people excited about joining ASCCA – helping them see that they will benefit personally and professionally – because people want to get involved in things they are excited about. A part of building that excitement will involve using “WIIFM” (what’s in it for me) messaging – that frames the information as how the participant will benefit or what they will learn versus what the association is offering generally. Another part of building excitement about ASCCA is to highlight how the association is the path to a successful future, and show positive visuals and graphics that quickly leave that impression. Too much text, dense documents, or outdated materials make it harder for someone to get excited or be engaged with the association. The value is there, and now ASCCA can take the steps to ensure its communication efforts effectively showcase that value, build excitement and engagement, and point people to the benefits and tools they need most.

Communicating quickly and clearly what the association benefits are will help break through clutter in people’s inboxes and feeds. ASCCA offers so many different things – it’s hard to know which benefits people need at which time. Keeping communications simple, focusing on categories of benefits, and highlighting those that are consistently cited as highly valuable can help draw in your audience. Not every piece of communication from ASCCA has to tell the whole ASCCA story – different graphics, posts or eblasts can zero in on an individual benefit or specific event. For example, TeamTalk is a major ASCCA benefit to promote – a proprietary tool that ASCCA already offers, something that members who use it appreciate – so this should be promoted more prominently and leveraged more frequently.

We have heard that key barriers to joining for non-members include limited time and limited money – and yet, ASCCA can help members get MORE time and MORE money. Association materials should underscore that fundamental value.

Additionally, the future is upon us, whether a repair shop owner is ready or not. The auto repair industry is changing as car technology is rapidly advancing, and ASCCA aims to be the go-to resource for repair shops to increase their understanding and business capabilities in addressing these changing needs. Through educational webinars, available resources, and connection to networking/chats/meetings – ASCCA can position members to be best prepared to address ADAS needs and other challenges of the future.

In this way, ASCCA strives to be seen as future-focused, and the path for members to improve their future business operations – but the “look” and motto of the association haven’t caught up yet. The design of ASCCA materials is dated, and the tagline included with the ASCCA logo directly mentions an era-past: “Professionals in Automotive Service – Since 1940” – which makes viewers think of history/tradition/old ways, rather than innovation/speed/technology. A variety of our recommendations will help address the need to modernize the branding and tone of the association to match its “future-focused” member benefits and offerings.

We have also found that ASCCA has complicated structure that can be either helpful or confusing to existing or potential members. The state chapters came first, followed by the birth of the state umbrella association – we understand the importance of state chapters as well as



why they are each different and unique in their offerings. However, this creates a disparate and uneven member experience for ASCCA. We believe that a stronger top-down communications program will help create uniformity, and not only help strengthen ASCCA’s state communications but also position the chapters to be more effective in their own activities. We believe it is in the association’s long-term interest to put in place some basic tools and strategies to help unify the chapters and state association – cascading out common branding, messaging, and materials across the state. This should include providing tools to “plug and play” for the chapters that are less active – making it easier for them to raise the caliber of their localized communications and outreach programs. This will also help with creating a strong statewide brand and give ASCCA a competitive advantage.

| <i>Overall Strengths</i>  | <i>Overall Weaknesses</i>   |
|---|---|
| <ul style="list-style-type: none"> <li>• Combination of state value and chapter value</li> <li>• Lots to offer</li> <li>• Well-respected, credible</li> <li>• Offers a community/network/camaraderie</li> <li>• Great info assets for education/ resources</li> <li>• Great platform for info -sharing – Team Talk</li> </ul> | <ul style="list-style-type: none"> <li>• Need more effective on-boarding to ensure members get plugged in and “hooked”</li> <li>• Branding look is outdated – doesn’t match the desire of the association to be positioning members for the future</li> <li>• Hard to find what is relevant as an offering</li> <li>• Communication is inconsistent</li> <li>• Outdated/out of touch in language/presentation</li> <li>• Lack of uniformity in chapter structure</li> </ul> |

## Key Recommendations

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Based on the above information and our understanding of where the association wants to head, we believe there are four key recommendations that should guide ASCCA marketing and communications.

### ***Modernization: Be Future-Focused***

- Modernize the look and feel of the association’s core materials – show a modern brand to reflect the goals of ASCCA helping its members modernize and be prepared for the future.
  - Portraying an association that is future-focused and tech savvy will help demonstrate relevance for younger business owners and the future of the industry.
  - Create updated templates for fact sheets, flyers, brochures, social graphics, newsletters and other outreach materials.
- Capitalize on association activities that are preparing owners to provide services “of the future”.
  - Leverage and promote the work of the Connected Cars Committee – they are offering case studies/lessons/advocacy to position auto repair shop owners to effectively use technology and provide the repair services that will be needed in the coming years.
- Consider updated association systems to reflect a modernized brand.
  - ASCCA would benefit from an updated website that not only has a more modern feel, but also functions in a more modern way.
  - The ASCCA website should serve as the association hub – with chapter subpages organized and housed on the main state website rather than sitting as stand-alone pages with completely different styles.
  - The ASCCA website should include online event registration, member database info, membership sign up and payments.

### ***Consistency: Create Greater Uniformity Among Chapters***

- Create more uniformity for the chapter structure and chapter communications
  - Provide chapters with templates for events and resources that use the same ASCCA branding.
  - Provide a framework for suggested outreach and communications practices that can be executed on the local level by chapters.
    - This can include monthly events and newsletter content.
- Consider joint billing with the state association to demonstrate coordination.
- Fold chapter websites into the main ASCCA website.

### ***Systems-Based Approach: Implement a Multi-Pronged Communications Program***

- Systems produce outcomes – so ASCCA will benefit from a systematic and sustained effort to communicate with members and non-members. There is no immediate silver

bullet solution to increase membership, but over time the continued use of various tools and tactics will position the association for long-term growth and success.

- We recommend a 3-pronged communications approach
  1. Chapter level outreach through events/networking/creation of social media ambassadors to spread the word
  2. State level umbrella communications about association benefits/events/value
  3. State level digital outreach through social media (paid ads)
- 1) Chapter level outreach
  - It is important to leverage volunteer membership in marketing and recruitment efforts – but this must be done in a sustainable way. We recommend providing chapters with a sort of guidebook for member/peer outreach that includes a recommended calendar of activities and the materials to support those activities.
  - Peer-to-peer outreach is very effective for recruiting members and increasing engagement – but it is time-consuming and has a ceiling on what can be expected of volunteer member outreach – that’s why this peer-to-peer outreach must be supported by digital outreach from the state level.
  - We suggest creating a bigger pool of ASCCA representatives who are part of the recruitment effort and see it as part of their role.
- 2) State level communications – general association information and events
  - We recommend creating an annual marketing calendar to guide the top-down distribution of information about member benefits – this should help ensure sustained implementation of systematic outreach. The calendar can include themes for social media and newsletter content, state level events, local events, membership drives, and key membership checkup points.
  - If someone joins on at the state level only – they can then get exposed to the chapter representatives and localized chapter activities, making them more likely to join their local chapter too.
- 3) State level digital outreach/ paid digital ads
  - Social media is a great space to help amplify ASCCA’s voice – but we first need to strengthen ASCCA’s social presence and increase engagement.
    - We recommend assigning ASCCA leaders at the state and local levels as social media ambassadors to help increase social media engagement and over time increase the strength of ASCCA’s brand and social messaging over time.
    - It takes a shift in attitudes to get people to be more active on social media – so ASCCA should consider making it a more formalized responsibility for ASCCA leaders so the network becomes more robust and better able to serve as a megaphone.
  - We recommend marketing through flights of paid ads – a small budget can be aimed at a highly targeted audience with a highly targeted message.
    - Paid digital ads are far more cost effective than mass mailings.
    - Paid digital ads are can expand the association’s reach to prospective members.
    - Paid digital ads can aid the association in building a strong brand identify.

### ***Accessibility: Make it Easier to Tap into the Right ASCCA Resources at the Right Time***

- ASCCA has a large library of resources and a valuable portal to information through its TeamTalk channel – the challenge is that it may be hard for members to quickly find the information that is needed or relevant at the right time.
  - We recommend adding a search feature if possible on the website to sort information by topic; streamline and reorganize the website structure to make it easier for a member to find what they need or for a prospective member to understand the education and resource benefits the association offers.
  - We recommend prominently promoting the TeamTalk channel on the website as a way for members to seek out information and get answers in real time. This can also serve as a key marketing tactic for prospective members.
- ASCCA communications should be written through the lens of the member on the receiving end, rather through the lens of the association delivering a product or service.
- Go digital.
  - To attract diverse and younger members – use more email/digital outreach.
  - Highlight easy and quick access to tools and resources that save time.
  - Showcase how the association helps businesses with digital services – focus on technology.

## **Message Framework & Value Proposition**

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### ***Proposed Value Proposition***

ASCCA is the vehicle to help you improve your repair shop operations today, saving you time AND money – while positioning your shop and the industry for long-term growth and success tomorrow.

### ***Key Messages***

- Access to Information:
  - Auto repair shop owners wear many hats – and ASCCA will give you information and tools to be a successful small business owner. ASCCA’s free legal consultations, business management advice, HR services, industry education and access to business supplies and services can all make your job easier and your business more profitable.
- Positioning you for the Future:
  - The industry landscape is changing and auto repair needs are evolving – ASCCA will help you navigate these changes, understand new vehicle systems, and adopt technologies into your business so you are best prepared to serve your customers moving forward.
- Accessible Network:
  - ASCCA members represent a wealth of information and experience – through the TeamTalk online forum, webinars, local chapter events, and state-level

events you can tap into a large network for advice and insights to improve your skill set and business.

- Fighting for the Industry:
  - Doing business in California comes with countless challenges – ASCCA will help shape state laws and regulations to minimize their impacts on auto repair shops and make them work in the real-world.

## Branding Observations

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The brand and logo appear dated and inconsistent with how the association wants to frame its current image and value. Based on a review of association benefits and member experience, and discussions with ASCCA leaders, the following key words held the most significance for the ASCCA brand:

1. Future-focused
2. Community / network
3. Access to valuable information / education
4. Defense of the industry against government threats
5. Pathway for business growth

These words will help guide the content development and materials creation moving forward.

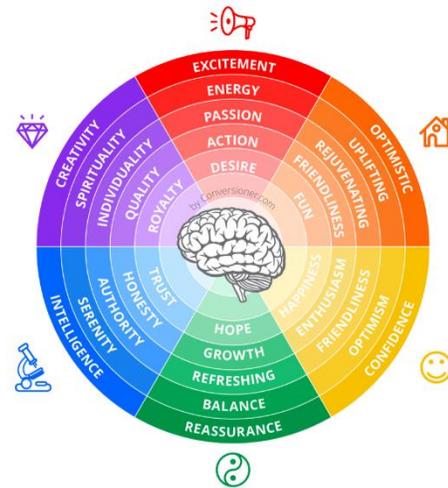
### *Observations on Existing Brand and Logo*

- Tone/ content
  - The tone of the ASCCA website and materials feels corporate, dense, and information heavy. Simplifying the messages and using more action-oriented language could make the association feel more exciting and accessible.
  - There is limited use of visuals or photos, especially of members.
  - Red and blue colors are striking and classic.
- The logo looks dated and is inconsistent with the theme and focus of the association today. The tagline that accompanies the logo: “Professionals in Automotive Service ~ since 1940” is a blatant reference to “the old days” and doesn’t effectively communicate how ASCCA is future-focused and preparing its members for the future challenges and opportunities facing their industry.
  - It is likely that younger members don’t want historical expertise, they want access to expertise and learnings on current and future issues for auto repair and the industry.
  - The tagline and link to website make the logo look bulky and is unnecessary.
- Many similar associations across the country have outdated websites, so an update would help position ASCCA as an industry leader.
- Feels out-of-touch with evolving industry – there is little to showcase the association’s emphasis on technology and the future.
- Outside of main site (state), chapter sites are inconsistent with the state site and there are no indicators that they connected to a larger organization.

- The website should serve as a welcoming and information entry point for prospective members – yet it is hard to get the feel through the website for the connected membership or statewide network.

### Considerations to Guide Rebranding and Development of New Materials

- Imagery
  - Include high-resolution photos, especially of members. Images should be of diverse auto repair shop owners and technicians, happy customers, and give the feeling of satisfaction from good service.
  - Include visuals of individuals in classes, training, or interacting with one another to highlight the benefits of membership through imagery.
  - ASCCSA is for all shop owners: young, new, seasoned professionals, men, women, gender-neutral, Black, white, Asian, Latino, Middle Eastern, etc. Visuals must reflect the kind of diverse membership you want.
- Tone
  - Create a feel that is: sleek, modern, and up to date. Create a tone that is: motivating, inspiring, accessible (not overwhelming).
  - Stick with general palette of red, blue, and white colors to maintain historical consistency; however, make the colors, visuals and graphics more modern -- consider how colors influence us emotionally.
- Modernize the existing logo using a more modern font and omitting the “Professionals in...” and web URL.
- Consider incorporating an icon into logo. Whether the shape of a car, an outline of the state of California, an easily recognizable tool, etc.
- Cascade out the new logo through all ASCCA and chapter materials to increase uniformity.
- See logo examples from the auto industry below:



## Diversity & Inclusion

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California is the one of the most diverse states in the nation with its diversity ever-growing. As a statewide organization in California, ASCCA has an opportunity to develop an organization-wide plan for equity, inclusion, and diversity. It may address: 1) increasing diversity in ASCCA leadership, 2) increasing diversity in ASCCA membership, and 3) supporting workforce development of a diverse pipeline of future auto repair techs and shop owners.

ASCCA must assess diversity among its current membership and any existing programs aimed at diversity and inclusion. If no programs exist, we suggest developing a diversity and inclusion task force that can help refine the approach for chapter and state leaders. They can help identify areas within association recruitment, events, and structure that could be tailored to more purposely include members of diverse backgrounds.

Additionally, ASCCA should work to develop written materials, training resources, social media posts, events and newsletters that reflect a commitment to inclusion and visually show diverse populations. By creating visuals and materials that model the association's goals for inclusion and diversity, the association creates a more welcoming organization.

Over the spring and summer, many businesses, non-profits, and associations all put out statements about racial justice and diversity – but some received backlash for issuing statements without making any real improvements – *“But is the support of the business community performative or have they really done the work? Investing in diversity, equity, inclusion and justice work is significant because it requires a multi-layered approach. Racism can be internalized, interpersonal, institutional and structural all at the same time.”* We don't recommend ASCCA simply post a statement online about diversity – there should instead be actions to back up that sentiment and commitment.

### **Key Recommendations**

- Establish diversity and inclusion task force that provides recommendations for increasing diversity through membership growth and leadership recruitment within the existing membership. Activities can be implemented at the state and local level.
- Assess member demographics and areas of opportunities to increase diverse membership.
- Create opportunities to engage non-members and develop resources specific to diverse shop owners.
- Engage third-party community partners that focus on women and ethnic groups and establish relationships with partners for co-hosting events.
  - Work with ethnic chambers or community groups on initiatives aimed at preparing the auto tech workforce pipeline.
  - Engage nonprofits as partners for job training initiatives – Urban League, local workforce boards, local community colleges, etc.
- Consider a mentoring program for potential members of all backgrounds.

# Virtual Conference Environment

KUKUI Conferences and Expositions provide a truly global showcase for exhibitors and sponsors. The virtual booths give attendees the feel of visiting an actual vendor exhibit without physically traveling there.



The virtual conference features live keynotes / general sessions,

Sponsors are featured in the main hall with a pop-up guiding attendees to their virtual booth

training sessions either live or recorded, an interactive exhibition area, a resource

download center, and live video chat rooms to interact with other attendees.

As a marketing vehicle, we provide sponsors with registration services and immediate lead generation plus ongoing residual value as people come to watch session replays. Registered visitors view demos, participate in technical presentations, and interact with vendors during the conference in an online virtual expo center.

Following the live event, the Conference environment is maintained online 24 hours a day for at least 60 days, providing sponsors with continual lead generation potential and extending the ROI beyond the actual event.

Online conferences deliver everything you want in a trade-show without the expense of travel, booth fabrication, freight, or hourly labor bills. No airport security lines, missed flights, hotel check-ins, or shuttle buses either. It has all the power of a physical exhibit hall and more, but with none of the pitfalls. Most importantly, this exhibit hall does not get taken down at the end of the live event or require your potential customers to travel to learn about your products.

An often overlooked benefit of an online conference is attracting exceptional speakers and trainers more cost-effectively. Speakers that might typically be out of budget or unavailable for



your event due to scheduling conflicts can often fit an hour or two at a much lower price than their normal fee.

The virtual booth allows attendees to investigate vendor products and services, view demos, pick up literature and white papers, and even engage in discussions with a company representative.

Visitors may "drop their card" electronically to get into a drawing a

attendees. They can view product information and demonstrations from the comfort of their office or even at home without having to talk to a salesperson unless they want to.

The online nature of the KUKUI Expo enables extensive lead collection capabilities not easily obtained at an in-person event, including questions they asked during sessions and while interacting with staff at the virtual booth.

Visitors can obtain information about products and solutions, chat live with vendor

representatives, or view a product demonstration in the virtual trade show booth.

Following the live event, the Conference environment will be maintained online and available 24 hours a day for at least 60 days. And optionally, sessions can be promoted as part of our ongoing webcast series providing continued lead generation potential.



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Click Here to Hi ! Welcome to the KUKUI Booth. Want to talk with someone on our team right now?

Fill out this form for more information

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"The simplicity of Kuku's platform is amazing," Bryan Gossel says. "I'm able to look at it and within a few minutes, you have a good idea of what's working and what's not." [CLICK HERE](#) to read how BG Auto breaks down the data.

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*What could make*

Hi sam ! Welcome to the KUKUI Booth. Want to talk with someone on our team right now?

**From:** Jimmy Lea <jimmylea@kukui.com>  
**Sent:** Friday, August 21, 2020 8:58 AM  
**To:** John Eppstein <john@johnsautomotivecare.com>  
**Subject:** ASCCA Virtual Conference

John  
 Hello!  
 I have the prices for the Virtual Conference.  
 Lets get together to talk about what we want to do...

| Description                    | Qty | Cost            | Total           |
|--------------------------------|-----|-----------------|-----------------|
| Webinar 10000                  | 0   | \$6,700         | \$0             |
| Webinar 5000                   | 0   | \$2,700         | \$0             |
| Webinar 1000                   | 0   | \$597           | \$0             |
| Webinar 500                    | 1   | \$250           | \$250           |
| Live support per day           | 0   | \$900           | \$0             |
| Jimmy Lea Master of Ceremonies | 1   | \$2,700         | \$2,700         |
| Platform Build out             | 1   | \$5,700         | \$5,700         |
| Vendor Pages                   | 20  | \$397           | \$7,940         |
| Resource Center pages          | 0   | \$97            | \$0             |
| Replay hosting (month)         | 0   | \$500           | \$0             |
| Other (TBD)                    | 0   | \$0             | \$0             |
| <b>Total</b>                   |     |                 | <b>\$16,590</b> |
|                                |     | <b>Discount</b> | 25%             |
|                                |     |                 | \$12,443        |

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