



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

**Automotive Service Councils
of California**

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

Team Weekend Book

ASCCA January 2021 Team Weekend

Conducted via Zoom

Saturday, January 30th: <https://zoom.us/j/91080606716>

Meeting ID: 910 8060 6716

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

Sunday, January 31st: <https://zoom.us/j/99726209579>

Meeting ID: 997 2620 9579

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

*ASCCA Committee Meetings
Chapter Representatives Committee Meeting
Education & Training
Board of Directors Meeting*

January 30-31, 2021

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.



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

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

STRATEGIC LONG-RANGE GOALS

- **MEMBERSHIP:** To Increase Membership by net 10%.
- **GOVERNMENT AFFAIRS:** Increased Credibility and Influence in Government and Regulatory Affairs.
- **EDUCATION:** Elevate Professionalism Through Increased Focused Education.

2021 STRATEGIC WORK PLAN

- Marketing & Communications
 - Continue working with KP Public Affairs
 - Reach out to potential members and concentrate on growth.
 - Continue to improve both internal and external communications & marketing materials.
 - Redesign e-newsletter to be more eye catching & provide digests.
 - Demonstrate the value of membership in monetary savings via corporate partner program participation.
- Improve Chapter Engagement
 - Implement the new Chapter Representatives Training & Tools Developed in 2020.
- Member & Partner Outreach
 - Increase video messaging from leadership (President, Directors, and Committee Chairs) to continually personalize what ASCCA is doing.
 - Continually Survey Members Needs to help shape our communications and programs.
- Education
 - ASCCA Board Leadership Training
 - Technology training to members

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!

	You want to...	You say...	Can you interrupt a speaker?	Does your motion need a second?	Is your motion debatable?	Can someone amend your motion?	Applies to which motions?	Vote Required
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



Automotive Service Councils of California
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Greetings ASCCA members and partners,

We made it through 2020 and well into January 2021! We have all learned to be more resourceful and innovative managing our businesses. Challenging times do tend to make us stronger. However, many of us have lost family, friends and co-workers to the Covid-19 virus and are trying to deal with devastating losses. Together we will get through this pandemic. However, we will be changed because of the experience.

Throughout the Covid-19 pandemic ASCCA has helped to provide crucial resources, information, and contacts to move our businesses forward and survive this difficult time. It has also been helpful to network with other shop owners. I have found the support, feedback and insight to be extremely valuable in remaining creative and positive. Although Covid-19 has been extremely negative in many ways, it has only further solidified my dedication to ASCCA's members and partners. ASCCA's staff at AMG have also been extremely resourceful in meeting the demands of our association while dealing with challenges of their own. We should be extremely thankful to have AMG backing us when we need it most.

2021 will be an exciting year in the automotive industry on many levels. I know we will have more opportunities to learn and grow as business owners and technicians and be better prepared to face challenges in the industry as a result. This year we have marketing professionals helping to get our message out and share all the great benefits ASCCA has to offer. We *ALL* have to be proactive in sharing our experiences and how this association helped to make our businesses better. Working together we have the opportunity to give back to the industry and build a stronger association to serve all of us into the future. Recruiting young members with exciting new ideas is the lifeblood of any association. We must cultivate an environment to attract these upcoming leaders to us. We also must respect senior volunteers who have given for so long and asked for little in return. They provide the wisdom to avoid repeating mistakes and insight from past experiences.

I know bright days are ahead for ASCCA and the industry. Everyone has a role to play to help make us better and stronger moving into the future. ASCCA is a great catalyst to elevate and unite automotive professionals and give them voice!

Sincerely,

A handwritten signature in black ink that reads "Rory Balmer". The signature is written in a cursive, flowing style.

Rory Balmer

ASCCA President 2021



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 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

TO: ASCCA BOARD, CHAPTER REPRESENTATIVES, COMMITTEES & INTERESTED PARTIES
FR: ASCCA OFFICE
RE: JANUARY 2021 ASCCA TEAM WEEKEND



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

WHAT: JANUARY 2021 TEAM WEEKEND
WHEN: January 30-31, 2021
LOCATION: Via Zoom

SCHEDULE OF EVENTS: (Tentative)

Saturday, January 30:
<https://zoom.us/j/91080606716>
 Meeting ID: 910 8060 6716

(669) 900-6833 – San Jose CA
 (253) 215-8782 – Tacoma WA

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 – 9:30 am	Government Affairs Committee
9:30 am – 9:45 am	Break
9:45 am – 10:45 am	Education, Training & Information Committee
10:45 am – 11:00 am	Break
11:00 am – 12:00 pm	Membership Committee
12:00 pm – 12:15pm	Break
12:15 pm – 1:15 pm	Revenue & Benefit Committee

1:15 pm – 1:30 pm Break
1:30 pm – 2:45 pm **Chapter Representatives Committee**
2:45 pm – 3:00 pm Break
3:00 pm – 3:45 pm ***Impact of COVID-19 on the Auto Repair Industry* – Rob Morrell, Director,
WORLD PAC Training Institute**
3:45 pm – 4:00 pm Break
4:00 pm – 5:00 pm ***Stimulus Package and the Paycheck Protection Program* – Hunt Demarest,
CPA and Accredited in Business Valuation**

Sunday, January 31:

<https://zoom.us/j/99726209579>

Meeting ID: 997 2620 9579

(669) 900-6833 – San Jose CA

(253) 215-8782 – Tacoma WA

8:30 am – 11:00 am **ASCCA Board of Directors**

Join Us for January Team Weekend



Jan. 30th | 8 AM - 5 PM

Virtual Opportunity to Learn about the Latest Auto Service Industry Impacts and Opportunities

- ASCCA Committee meeting from 8:00 AM - 3:00 PM
- Tips for PPP Loan Forgiveness & Tax Implications
- How to Position Yourself for a Financially Successful Year in Business

Presentation & Discussion, 3:00 - 3:45 PM: **Impact of COVID-19 on the Auto Repair Industry**



Rob Morrell

Director, WORLDPAC Training Institute

Expert technician-shop foreman for Porsche, BMW, and Mercedes Benz, with an extensive background building high-performance engines.

Presentation & Discussion, 4:00 - 5:00 PM: **Stimulus Package and the Paycheck Protection Program**



Hunt Demarest, CPA

CPA and Accredited in Business Valuation

Specializes in business taxes, valuations, and consulting with auto repair shops across the country.

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Registration & full agenda at www.ascca.com/events/team-weekend



ASCCA Meetings Calendar 2021

(All meeting dates are tentative and subject to change)

Bylaws and Policy Committee	As Needed	All Meetings Via Zoom
Connected Cars	1st Monday	
Revenue & Benefits Committee	1st Wednesday	
Membership Committee	2nd Thursday	
Education Training & Information (ETI) Committee	3rd Monday	
Government Affairs Committee	3rd Thursday	
ASCEF Board of Trustees		
Executive / Finance Committee	4th Wednesday	
Chapter Reps Committee	4th Thursday	

January 2021

January 6, 2021	6:00 - 7:00 pm	Revenue & Benefits Committee	Via Zoom
January 8-10, 2021		PAVE Training	Virtual
January 11, 2021	6:00 - 7:00 pm	Connected Cars Committee	Via Zoom
January 14, 2021	6:00 - 7:00 pm	Membership Committee	Via Zoom
January 18, 2021	6:00 - 7:00 pm	Education Training & Information (ETI) Committee	Via Zoom
January 30-31, 2021		ASCCA Team Weekend	Via Zoom

February 2021

February 1, 2021	6:00 - 7:00 pm	Connected Cars Committee	Via Zoom
February 3, 2021	6:00 - 7:00 pm	Revenue & Benefits Committee	Via Zoom
February 11, 2021	6:00 - 7:00 pm	Membership Committee	Via Zoom
February 22, 2021	6:00 - 7:00 pm	Education Training & Information (ETI) Committee	Via Zoom
February 18, 2021	2:00 - 3:00 pm	Government Affairs Committee	Via Zoom
February 24, 2021	6:00 - 7:00 pm	Executive / Finance Committee	Via Zoom
February 25, 2021	6:00 - 7:00 pm	Chapter Reps Committee	Via Zoom

March 2021

March 1, 2021	6:00 - 7:00 pm	Connected Cars Committee	Via Zoom
March 3, 2021	6:00 - 7:00 pm	Revenue & Benefits Committee	Via Zoom
March 11, 2021	6:00 - 7:00 pm	Membership Committee	Via Zoom
March 15, 2021	6:00 - 7:00 pm	Education Training & Information (ETI) Committee	Via Zoom

ASCCA Meetings Calendar 2021

(All meeting dates are tentative and subject to change)

March 18, 2021	2:00 - 3:00 pm	Government Affairs Committee	Via Zoom
March 24, 2021	6:00 - 7:00 pm	ASCCA Finance / Executive Committee	Via Zoom
March 25, 2021	6:00 - 7:00 pm	Chapter Reps Committee	Via Zoom

April 2021

April 5, 2021	6:00 - 7:00 pm	Connected Cars Committee	Via Zoom
April 7, 2021	6:00 - 7:00 pm	Revenue & Benefits Committee	Via Zoom
April 8, 2021	6:00 - 7:00 pm	Membership Committee	Via Zoom
April 15, 2021	2:00 - 3:00 pm	Government Affairs Committee	Via Zoom
April 19, 2021	6:00 - 7:00 pm	Education Training & Information (ETI) Committee	Via Zoom
April 22, 2021	6:00 - 7:00 pm	Chapter Reps Committee	Via Zoom
April 28, 2021	6:00 - 7:00 pm	Executive / Finance Committee	Via Zoom

May 2021

May 3, 2021	6:00 - 7:00 pm	Connected Cars Committee	Via Zoom
May 5, 2021	6:00 - 7:00 pm	Revenue & Benefits Committee	Via Zoom
May 13, 2021	6:00 - 7:00 pm	Membership Committee	Via Zoom
May 14-15, 2021		ASCCA Virtual Conference	Via Zoom
May 17, 2021	6:00 - 7:00pm	Education Training & Information (ETI) Committee	Via Zoom
May 20, 2021	2:00 - 3:00 pm	Government Affairs Committee	Via Zoom
May 26, 2021	6:00 - 7:00 pm	Executive / Finance Committee	Via Zoom
May 27, 2021	6:00 - 7:00 pm	Chapter Reps Committee	Via Zoom

June 2021

June 2, 2021	6:00 - 7:00 pm	Revenue & Benefits Committee	Via Zoom
June 7, 2021	6:00 - 7:00 pm	Connected Cars Committee	Via Zoom
June 10, 2021	6:00 - 7:00 pm	Membership Committee	Via Zoom
June 21, 2021	6:00 - 7:00 pm	Education Training & Information (ETI) Committee	Via Zoom
June 23, 2021	6:00 - 7:00 pm	Executive / Finance Committee	Via Zoom
June 24, 2021	6:00 - 7:00 pm	Chapter Reps Committee	Via Zoom
June 26-27, 2021		ASCCA Team Weekend	TBD

ASCCA Meetings Calendar 2021

(All meeting dates are tentative and subject to change)

July 2021

July 5, 2021	6:00 - 7:00 pm	Connected Cars Committee	Via Zoom
July 7, 2021	6:00 - 7:00 pm	Revenue & Benefits Committee	Via Zoom
July 8, 2021	6:00 - 7:00pm	Membership Committee	Via Zoom
July 15, 2021	2:00 - 3:00 pm	Government Affairs Committee	Via Zoom
July 19, 2021	6:00 - 7:00pm	Education Training & Information (ETI) Committee	Via Zoom
July 22, 2021	6:00 - 7:00 pm	Chapter Reps Committee	Via Zoom
July 28, 2021	6:00 - 7:00 pm	Executive / Finance Committee	Via Zoom

August 2021

August 2, 2021	6:00 - 7:00pm	Connected Cars Committee	Via Zoom
August 4, 2021	6:00 - 7:00 pm	Revenue & Benefits Committee	Via Zoom
August 12, 2021	6:00 - 7:00 pm	Membership Committee	Via Zoom
August 16, 2021	6:00 - 7:00 pm	Education Training & Information (ETI) Committee	Via Zoom
August 19, 2021	2:00 - 3:00 pm	Government Affairs Committee	Via Zoom
August 25, 2021	6:00 - 7:00 pm	Executive / Finance Committee	Via Zoom
August 26, 2021	6:00 - 7:00 pm	Chapter Reps Committee	Via Zoom

September 2021

September 1, 2021	6:00 - 7:00 pm	Revenue & Benefits Committee	Via Zoom
September 6, 2021	6:00 - 7:00 pm	Connected Cars Committee	Via Zoom
September 9, 2021	6:00 - 7:00 pm	Membership Committee	Via Zoom
September 11-12, 2021		ASCCA Team Weekend	Fresno, CA
September 20, 2021	6:00 - 7:00 pm	Education Training & Information (ETI) Committee	Via Zoom

October 2021

October 4, 2021	6:00 - 7:00 pm	Connected Cars Committee	Via Zoom
October 6, 2021	6:00 - 7:00 pm	Revenue & Benefits Committee	Via Zoom
October 14, 2021	6:00 - 7:00 pm	Membership Committee	Via Zoom
October 18, 2021	6:00 - 7:00 pm	Education Training & Information (ETI) Committee	Via Zoom
October 21, 2021	2:00 - 3:00 pm	Government Affairs Committee	Via Zoom

Save the Date



ASCCA Virtual Conference

Business Management & Technical Training

**MAY 14-15,
2021**

Friday, May 14

1:00 - 5:00 PM

*Business Management & Technical
Training*

Evening Event

*Keynote Speaker, Giveaways, and
Networking*

Saturday, May 15

8:00 AM - 5:00 PM

*Business Management & Technical
Training*

ASCCA educational meetings offer strategies and tips to improve your repair shop operations today – **saving you time AND money** – while positioning you for long term **growth and success**.

Automotive Service Councils of California

2021 State Board of Directors

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

David Bauld Chapter 14

H Mobile Services
PO Box 281
Rimforest, CA 92378

Tel (760) 220-5157

Fax

daviebauld@gmail.com

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

Secretary

Travis Guy Chapter 48

Yorba Linda Auto Service
801 Lakeview Ave, Unit G
Placentia, CA 92870

Tel (714) 970-8774

Fax (714) 970-8712

travisguy@yorbalindaautoservice.com

Term: 01/01/2021 To 12/31/2022

Board Director

Wendy Lucko Chapter 05

Pasadena City College
1570 East Colorado Blvd
Pasadena, CA 91106

Tel (626) 585-7245

Fax

wllucko@pasadena.edu

Term: 01/01/2021 To 12/31/2022

Vice President

Carolyn Coquillette 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

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

Past 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

Board Director

Lee Chesnin Chapter 12

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

Tel (310) 393-9889

Fax (310) 395-1671

service@bvainc.net

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

Board Director

Scott Brown Chapter 14

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

Tel (909) 626-5653
Fax (909) 626-6753
cindyb.cd@gmail.com

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

Board Director

Tony Callas Chapter 1940

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

Tel (310) 370-7038
Fax (310) 370-4073
Tony@CallasRennsport.com

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

Board Director

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: 01/01/2021 To 12/31/2022

Board Director

Rob Morrell Chapter Sta

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

Tel (510) 701-5865
Fax
rmkroll@gmail.com

Term: 01/01/2021 To 12/31/2022

Board Director

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: 01/01/2021 To 12/31/2022

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: 01/01/2021 To 12/31/2022

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
rob@allwheelinc.com

Term: 01/01/2021 To 12/31/2022

Non-Voting

Rocky Khamenian Chapter 48

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

Tel (949) 642-1410
Fax
4ascca@gmail.com

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

Non-Voting

Jim Silverman Chapter Sta

**Automotive Training Institute
705 Digital Drive Suite V
Linthicum, MD 21090**

Tel (301) 575-9140

Fax

Jfsmanagement38@gmail.com

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

Non-Voting

Mark Warren Chapter Sta

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

Tel (510) 370-5215

Fax

mwarren1117@gmail.com

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

<p>John Eppstein <i>Chair</i> John's Automotive Care 6267 Riverdale Street San Diego, CA 92120 Tel: 619-280-9315 john@johnsautomotivecare.com</p> <p><i>Trustee Since: 10/2015</i> <i>Term Exp: 10/2022</i></p>	<p>David Kusa <i>President</i> Autotrend Diagnostics 2885 S. Winchester Blvd Suite F, Campbell, CA 95008 Tel: (408) 866-5140 Fax: (908) 866-5198 davidkusa@hotmail.com</p> <p><i>Trustee Since: 10/2019</i> <i>Term Exp: 10/2021</i></p>	<p>Maylan Newton <i>Secretary</i> Educational Seminars Institute 2222 Emmett Ave. Simi Valley, CA 93063 Tel: 805-526-3039 Maylan@esiseminars.com</p> <p><i>Trustee since: 3/2017</i> <i>Term Exp: 10/2023</i></p>
<p>Angi Roberts <i>Treasurer</i> The Association Office 950 S. Bascon Avenue #1113 San Jose, CA 95128 Tel: (408) 266-9658 asca@assoc-office.com</p> <p><i>Trustee since: 3/2019</i> <i>Term Exp: 10/2021</i></p>	<p>Dara Bakhshandeh C&D Autocare 7167 University Avenue La Mesa, CA 91942 Tel: (619) 466-9100 dara@cdautocare.com</p> <p><i>Trustee Since: 05/2018</i> <i>Term Exp: 10/2021</i></p>	<p>Stuart Terry Stuart Terry Auto Repair 4858 El Cajon Boulevard San Diego, CA 92115 Tel: (619) 287-9626 Fax: (619) 287-6158 stuartterry@sbcglobal.net</p> <p><i>Trustee Since: 10/2011</i> <i>Term Exp: 10/2022</i></p>
<p>Skip Beals C3 Marketing 548 S Spring Street Ste 605 Los Angeles, CA 90013 Tel: (323) 831-3300 skip@c3mnc.com</p> <p><i>Trustee since 3/2019</i> <i>Term Exp: 10/2021</i></p>	<p>George Hritz California Automotive Teachers PO Box 180 Sonoma, CA 95476 Tel: (707) 486-5148 george.hritz@sbcglobal.net</p> <p><i>Trustee since: 10/2018</i> <i>Term Exp: 10/2021</i></p>	<p>Gene Morrill Certified Automotive Specialist 476 S. Vermont Avenue Glendora, CA 91741 Tel: (878) 261-6009 gene@certautospec.com</p> <p><i>Trustee Since: 12/2018</i> <i>Term Exp: 10/2023</i></p>
<p>Rory Balmer Twin Peaks Auto Service 26100 CA-189 Twin Peaks, CA 92391 Tel: (909) 337-0082 roryasca14@gmail.com</p> <p><i>Trustee Since: 12/2020</i> <i>Term Exp: 10/2024</i></p>	<p>Wendy Lucko Pasadena City College 1570 East Colorado Blvd Pasadena, CA 91106 Tel: (626) 585-7245 wllucko@pasadena.edu</p> <p><i>Trustee Since: 12/2020</i> <i>Term Exp: 10/2024</i></p>	

Automotive Service Councils of California

Chapter Representatives

Chakarian, Timothy

05 - Foothill Chapter Representative
Bimmer PhD
1539 E. Walnut Street
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Bauld, David

14 - Inland Empire Chapter Representative
H Mobile Services
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Schoedl, Dennis

18 - Long Beach Chapter Representative
Long Beach Muffler
3880 East Anaheim St
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Grech, Paul

21 - San Francisco Chapter Representative
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Vanlandingham, Steve

24 - San Diego Chapter Representative
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Fax (619) 596-0022
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Chesnin, Lee

12 - West Los Angel Chapter Representative
BVA, Inc. - Volvo, Honda, Acura, Toyo
1522 Broadway
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Committee and Task Force List

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AGENDA

ASCCA GOVERNMENT AFFAIRS COMMITTEE

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

January 30, 2021 | 8:15 – 9:30 am (SHARP)

Via Zoom

<https://zoom.us/j/91080606716>

Meeting ID: 910 8060 6716

(669) 900-6833 – San Jose CA

(253) 215-8782 – Tacoma WA

- | | |
|--|-----------------------|
| I. Call to Order | D. Kusa |
| II. Roll Call / Attendance Record – <i>encl.</i> | Staff |
| III. Minute Approval | D. Kusa |
| a. December 17, 2020 Meeting Minutes – <i>encl.</i> | |
| IV. NASTF & Society of Automotive Engineers (SAE) Committee Update | C. Johnson/R. Morrell |
| V. Legislative Update & Action Sheet – <i>encl.</i> | J. Molodanof |
| a. January 28 Bureau of Automotive Repair Advisory Group (MAG) Meeting | |
| VI. New Business | D. Kusa |
| VII. Old Business | D. Kusa |
| VIII. Adjournment | D. Kusa |

Government Affairs Committee
2021 Attendance Record

Member Name	1/30										
1. Dave Kusa (Chair)											
2. James Justus (V. Chair)											
3. Rory Balmer											
4. Carolyn Coquillet											
5. Glenn Davis											
6. John Eppstein											
7. David Fischer											
8. Craig Johnson											
9. Rocky Khamenian											
10. Dennis Montalbano											
11. Rob Morrell											
12. Gene Morrill											
13. Allen Pennebaker											
14. Donny Seyfer											
15. Steve Vanlandingham											
16. John Villa											
Advisors											
George Hritz											
Larry Moore											
Phil Fournier											
Jim Silverman											

P = Present A = Absent E = Excused Absence



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MINUTES

ASCCA GOVERNMENT AFFAIRS COMMITTEE

Mission: Increased Credibility and Influence in Government and Regulatory Affairs.
December 17, 2020 | 2:00 – 3:00 PM (SHARP)

Via Zoom

I. Call to Order

D. Kusa called the meeting to order at 2:04 pm.

Roll Call / Attendance Record

Present: Dave Kusa (Chair), James Justus (V. Chair), Rory Balmer, John Eppstein, Craig Johnson, Rocky Khamenian, Dennis Montalbano, Gene Morrill, Advisors: George Hritz, Larry Moore

Absent: Glenn Davis, David Fischer, Rob Morrell - excused, Allen Pennebaker, Donny Seyfer, Steve Vanlandingham, John Villa, Advisors: Phil Fournier, Jim Silverman

Staff: Gloria Peterson, Jack Molodanof

II. Minute Approval

a. November 21, 2020 Meeting Minutes

G. Peterson noted one correction. The minutes were deemed approve with the noted correction.

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

C. Johnson provided a NASTF update noting that the new website is up and running and the links are working. Most of the manufacturers have signed on. He also provided an update on SAE and the securing the data link, which is completed.

IV. Legislative Update & Action Sheet

J. Molodanof reported that the Legislature reconvened December 7. He discussed the following legislative issues he anticipates:

- Hazardous waste fees for oil
- Taxes related to COVID.
- AB 2419 to be reintroduced, which deals with storage fees. ASCCA will monitor that closely.

V. Bureau of Automotive Repair Advisory Group (BAG) January Meeting

J. Molodanof summarized the following items that will be included on the BAG January meeting agenda:

- Presentation during the next meeting regarding disciplinary penalties.
- Cite and fine regulations will also be on the agenda.
- Smog Check additional equipment requirements.

J. Molodanof reported on AB 995 – Department of Toxics were going to create an additional agency to oversee hazardous waste generated by large business. The Governor had vetoed it and recommended that it

be reintroduced, which it has as AB 1. J. Molodanof summarize the importance of monitoring this bill for ASCCA.

VI. New Business

J. Molodanof remarked that Legislative Day is uncertain due to the uncertainty of COVID. G. Peterson reported that the Board has determined that an in person legislative day is not feasible. She noted that if there is a way to have a grassroots effort, the association would be open to that. The consensus was to be flexible and the possibility of an opportunity for a late summer or fall Legislative Day.

J. Justus reported that Assemblyman Todd Gloria has been elected to be Major of San Diego. Chris Ward was elected to take his place in the Assembly 78th district.

VII. Old Business

There was no old business to report.

VIII. Adjournment

The meeting adjourned at 2:39 pm.

ASCCA GOVERNMENT AFFAIRS COMMITTEE 2019

Mission: Increased Credibility and influence in Government and Regulatory Affairs

ACTION SHEET

1/21/2021

1. Legislative Bills Update -Jack M.
2. Monitor State Budget-Jack
3. BAR Advisory Group Committee-Tracy, Jack, Gloria
4. BAR Educational Committee-Craig J., Jack M., Phil F., Gloria
5. Oil Change and Minor Services Regulations (vetoed SB 778 & AB 873)
6. California Vehicle Inspection System (Cal-VISTA)-Update
7. BAR Complaint Allegations, Trends, & Unlicensed Enforcement Activity
8. Automotive Fuels & Petroleum Products-Food-Ag (CDFA) Division of Measurements
9. Small Business Committee-John V., Dennis M., James J., Stuart T.
10. Tele-matics
11. Aftermarket industry's access to service notices via telematics. – Rob Morrell
12. National Automotive issues-R2Repair
13. ASCCA Advocacy Fund
14. PZEV Vehicles/Warranties/DAD Machines/CAP
15. Requesting BAR to Redefine Sublet Services
16. BAR Sunset Review

CURRENT BAR REGULATIONS IN PROCESS

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

2021 EVENT DATES

- | | |
|----------|--|
| Feb 18 | ASCCA Government Affairs Committee Conference Call |
| March 18 | ASCCA Government Affairs Committee Conference Call |
| April 15 | ASCCA Government Affairs Committee Conference Call |
| May 20 | ASCCA Government Affairs Committee Conference Call |
| June 26 | ASCCA Government Affairs Committee Virtual Team Weekend |
| July 15 | ASCCA Government Affairs Committee Conference Call |
| Aug 19 | ASCCA Government Affairs Committee Conference Call |
| Sept 11 | ASCCA Government Affairs Committee Team Weekend I Fresno, CA |
| Oct 21 | ASCCA Government Affairs Committee Conference Call |
| Nov 20 | ASCCA Government Affairs Committee Team Weekend I Embassy Suites, Sacramento, CA |
| Dec 16 | ASCCA Government Affairs Committee Conference Call |



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AGENDA

ASCCA Education Training & Information (ETI) Committee

January 30, 2021 | 9:45 am – 10:45 am

Join Zoom Meeting: <https://zoom.us/j/91080606716>

Meeting ID: 910 8060 6716

(669) 900-6833 – San Jose CA

(253) 215-8782 – Tacoma WA

Committee's Mission: *Elevate Professionalism Through Increased Focused Education.*

- | | |
|--|-------------|
| I. Call to Order | L. Murray |
| II. Attendance – <i>encl.</i> | G. Peterson |
| III. Minutes: 1/18/2021 Meetings – <i>encls.</i> | L. Murray |
| IV. Action Items Review – <i>encl.</i> | L. Murray |
| V. Virtual Conference Discussion | L. Murray |
| a. Review of Session Submission Received To-Date – <i>tbp.</i> | |
| b. Joint Meetings with R&B Committee? | |
| VI. New / Old Business | L. Murray |
| VII. Adjournment | L. Murray |

ASCCA ETI Committee 2021 Attendance Record

Name	Position	1/18	1/30									
1. Luke Murray	Committee Chair	P										
2. Jim Silverman	Vice Chair	P										
3. Rory Balmer	President	P										
4. Carolyn Coquillette	Vice President	P										
5. John Eppstein	Member	P										
6. Jaime Gonzalez	Member	A										
7. George Hritz	Member	P										
8. Rocky Khamenian	Member	A										
9. Dave Kusa	Member	E										
10. Jimmy Lea	Member	P										
11. Wendy Lucko	Member	A										
12. Rob Morrell	Member	E										
13. Gilbert Rios	Member	P										

P = Present
A = Absent
E = Excused



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MINUTES

ASCCA Education Training & Information (ETI) Committee

January 18, 2021 | 6:00 – 7:00 pm

Via Zoom

Committee's Mission: *Elevate Professionalism Through Increased Focused Education.*

I. Call to Order

L. Murray called the meeting to order at 6:04 pm.

II. Attendance

Present: Luke Murray, Jim Silverman, Rory Balmer, Carolyn Coquillette, John Eppstein, George Hritz, Jimmy Lea, Gilbert Rios

Absent: Jaime Gonzalez, Rocky Khamenian, Wendy Lucko

Excused: Dave Kusa, Rob Morrell

Staff: G. Peterson

III. Minutes: 12/16/2020 Meetings

L. Murray noted a correction needed in the spelling of Charlie Burke's last name.

MOTION It was moved, seconded, and carried to accept the minutes as corrected.

IV. Virtual Conference Discussion

a. DRAFT Save the Date Flyer

The Committee reviewed a draft Save the Date Flyer.

ACTION Update the scheduled for Friday evening to remove the times, and to that it will include the Keynote speaker.

b. Draft Attendee Registration Link:

A draft event registration link was provided to the Committee.

c. Discuss Topic / Speaker Ideas & Approach

i. Draft Event Schedule

There was discussion about the general training schedule. L. Murray emphasized the need to request that instructors provide unique content. The Committee was reminded that the sessions will be recorded and made available for up to 60 days after the event.

ACTION Make sure that instructors are aware that their session will be made available by recording for 60-days after the event.

It was further discussed that if we do have tutorials, we want to make available beyond the 60-days, we may want to consider purchasing the content from the instructor.

d. Opening General Session

The consensus was that it would be a good idea to have a general, “Kick-off”, session.

There was discussion about the length of the virtual tech training classes and how to overcome the perception that they may be too long to sit in front of a computer. One solution discussed was to collect testimonials from members who have attended prior training from that instructor.

e. Draft Call for Sessions

A link to the draft call for session submission form was provided to the Committee during the call. Add the question is this a technical class or management class. The following items will be added to the form:

- Speaker Bio and bio pic.
- Statement that unique content will be heavily waited over prior used content.
- Include questions about whether the content was previously used or if they plan to use it in the near future.
- Whether the session requires a workbook.

The deadline is February 8-10. L. Murray and J. Lea will help with the outreach.

ACTION G. Peterson will provide an update on the submissions received during the January 30 meeting.

f. Session Ideas Previously Discussed:

1. Business Management

There was discussion about having the financial classes, being scheduled on Friday afternoon.

- BAR – Pat Dorais

ACTION G. Peterson will reach out to Pat Dorais and invite him to speak during the keynote address. Request how much time he will require.

- Micromanagement classes
- Quick Books Beginning
- Bob Greenwood (Possibly a two-part class)
- Service Advisor – Keep it on a separate track. There was discussion about the ideal date to conduct the training and the consensus was Saturday is the ideal day.

2. Technical Training – Not manufacturer specific, more like diagnostic strategies that work on all vehicles. Alternative fuel ideas were discussed such as:

- Electric

- Hybrid
- ADAS - David Friend
- Fuel cell vehicle training – Determined to not have enough audience.
- Hydrogen fuel training

There was discussion about the turnaround time for the recordings be made available.

ACTION J. Lea will reach out to his team and find out the answer to that question.

g. Attendee Engagement & Social Time

Prize drawings will be incorporated in the event. There was discussion about whether the Kukui platform includes gamification. J. Lea indicated that they could hide things throughout the exhibitor videos or handouts.

ACTION G. Peterson will inform the R&B Committee to let them know we will have the gamification.

ACTION Figure out a show wrap up so that we can do the vendor prize drawings. Also give attendees the ability to share their takeaways from the event. Must be present to win.

ACTION Figure out if there is a program that randomizes raffle tickets so that we can enforce that people have to be present to win. One suggested program is Randomizer.

V. New / Old Business

L. Murray no new or old business.

VI. Adjournment

L. Murray called the meeting to order at 6:59 pm.

ASCCA ETI Committee Action Items Status Report

As of 1/22/2021

ACTION	RESPONSIBLE	Start Date	Deadline	STATUS
Send the committee an updated agreement.	J. Lea	10/1/2020		Asked for, but not provided. Following up.
Develop educational content ideas for for the June 2021 TW event.	J. Silverman	5/18/2020		<p>Jim - working with Brian (ATI) will put something together for that meeting. Jim will send email to Rocky, John E, & Rory.</p> <p>The Committee decided to wait until the conference session ideas were submitted and to possibly identify a two-part series with the second half being presented at TW.</p>
Inform the R&B Committee to let them know we will have the gamification.	G. Peterson	1/18/2021		
Figure out a show wrap up so that we can do the vendor prize drawings. Also give attendees the ability to share their takeaways from the event. Must be present to win.	COMMITTEE	1/18/2021		
Figure out if there is a program that randomizes raffle tickets so that we can enforce that people have to be present to win. One suggested program is Randomizer.	G. Peterson	1/18/2021		
Connect with his team and find the turn around time for the session recordings to appear in the app, post live event.	J. Lea	1/18/2021		
Reach out to Pat Dorais and invite him to speak during the keynote address. Request how much time he will require.	G. Peterson	1/18/2021		
Provide an update on the submissions received during the January 30 meeting.	G. Peterson	1/18/2021		
Make sure that instructors are aware that their session will be made available by recording for 60-days after the event.	G. Peterson	1/18/2021		COMPLETE - Included in the session submission application as a check box to give permission to record.
Update the scheduled for Friday evening to remove the times, and to that it will include the Keynote speaker.	G. Peterson	1/18/2021		COMPLETE



AGENDA

ASCCA MEMBERSHIP COMMITTEE

Saturday, January 30, 2021 | 11:00 am – 12:00 pm

Zoom Meeting ID: 910 8060 6716

<https://zoom.us/j/91080606716>

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

Committee goal: _____ new members in 2021

<u>Agenda Item</u>	<u>Presenter</u>
I. Call to order	L. Chesnin
II. Roll call	A. Mullinax
III. Review prior minutes	L. Chesnin
a) January 14, 2021 – <i>encl.</i>	
IV. Action Items Review – <i>encl.</i>	
V. Discussion Items	L. Chesnin
a) 2021 Committee Goal – number of new ASCCA members	
b) New Member Onboarding Plan – <i>encl.</i>	
c) Membership Outreach Project	
VI. Adjourn to meeting of February 11, 2021	L. Chesnin

2021 Meeting Attendance

Member	January	January TW	February	March	April	May	June	July	August	September	October	November	December
Lee Chesnin (Chair)	X												
Stephanie Pitari (Vice Chair)	X												
Jim Silverman	A												
Shannon Devery (DFG)	X												
Rocky Khamenian	X												
Angi Roberts	X												
Rob Pitari	X												
John Camara	A												
John Eppstein	X												
Rory Balmer - ASCCA President	X												
Carolyn Coquillette - Vice President	E												
Jimmy Lea	X												
Daniel Costa	X												
Guests:													

x= In Attendance

a = Absent

e=excused



MINUTES

ASCCA MEMBERSHIP COMMITTEE

Thursday, January 14, 2021 | 6:00 – 7:00 pm

Via Zoom

Committee goal: 150-plus new members in 2020

- I. Call to Order
L. Chesnin called the meeting to order at 6:06pm.
- II. Roll Call
Present: Lee Chesnin, Stephanie Pitari, Shannon Devery, Rocky Khamenian, Angi Roberts, Rob Pitari, John Eppstein, Rory Balmer, Jimmy Lea, Daniel
Not Present: Jim Silverman, John Camera, Carolyn Coquilletette
Staff: A. Mullinax
Guests: None
- III. Minutes Approval
A motion was made by R. Pitari to approve the Minutes for the December 14, 2020 meeting. The motion was seconded by S. Pitari and approved unanimously.
- IV. Action Items
The Committee reviewed and updated the Action Items list.
- V. Consent Items – Membership Reports
 - a. Membership Trends Report Update
 - b. Cancellation Report & Pie Chart
 - c. Change in Membership Report

The Committee reviewed and discussed the various reports included. Concern regarding the number of cancellations due to non-payment was expressed. The Committee discussed whether any of these dropped/cancelled members expressed having difficulties when contacted earlier in 2020. A. Mullinax will review the responses and report back to the Committee at a future date (Action Item). S. Pitari and R. Balmer confirmed that they were interested in reaching out to these members. A. Mullinax will provide them with contact information and the previously used questions in a shared Google document (Action Item).
- VI. Discussion Items
 - a. January 2021 Team Weekend: The Committee was reminded of the upcoming Team Weekend. The Committee will meet as part of the activities on Saturday, January 30th.
 - b. New Member Onboarding Plan: The Committee reviewed the document and will bring any comments to Team Weekend. Once approved by the Committee, staff will work KP to provide email templates as well as other materials that can be utilized as part of the contacts with new members.

- c. Membership Outreach Project: The Committee discussed the purpose of the calls as well as sample questions. It was the consensus of the Committee that creating a “personal connection” was important on these calls as well as giving the member an opportunity to express any needs or concerns not met by ASCCA. The Committee also discussed the importance of thanking the member for their continued support and membership in ASCCA.

Sample questions will be prepared and shared with the Committee prior to the Team Weekend meeting so that they can be finalized at that time. It was also suggested that a Zoom meeting be held with those making the calls to provide an orientation. R. Balmer and S. Pitari volunteered to lead the Zoom meeting; A. Mullinax will organize and schedule following Team Weekend (Action Item).

VII. The meeting was adjourned at 7:08pm to the next meeting scheduled for Saturday, January 30, 2021 as part of Team Weekend.

ASCCA Action Item

1/22/2021

ACTION	RESPONSIBLE	Start Date	Deadline	STATUS
Committee to nominate Members of the Month.	Committee	1/9/2020	ongoing	Will be included on future agendas
Develop Membership contact program including questions, tracking, etc.	Committee	4/9/2020	ongoing	New round of calls will be made in early 2021. Questions will be discussed and finalized at the meeting of 01/30/2021
Onboarding of new member suggestions	A. Mullinax	7/9/2020	ASAP	Being reviewed by Committee, approval anticipated at meeting of 1/30/2021
Review/compare comments received during Spring 2020 calls against the drop/cancelled members	A. Mullinax	1/15/2021	2/11/2021	A report will be provided to the Committee at its February meeting.
Provide list of drop/cancelled members to R. Balmer & S. Pitari	A. Mullinax	1/15/2021	1/25/2021	In progress
Schedule Zoom orientation meeting for those volunteers who will make calls to the regular members in early 2021.	A. Mullinax	1/15/2021	ongoing	Will be scheduled following the January Team Weekend

Onboarding of New ASCCA Members (Regular Members only)

When a new candidate signs up for membership, the State Association does the following:

- Emails Chapter Leadership and administrator (if one exists) with information of new members and requests a Mentor for the new member.
- Orders ASCCA sign for any member not provided a sign by the Chapter (Chapters 1940, 20, 24, 48, and sometimes 5 often provide signs to their members).
- Adds to the “Find a Shop” feature on the ASCCA website.
- Sends a “welcome” email to the new member.
- Adds new member to TeamTalk.
- Welcomes the new member in an email on TeamTalk.
- Mails, via USPS, a new member packet with Membership Card (possibly pump up the new member packet).
- Provides a short introduction to the ASCCA website, especially the Home Page.

Two weeks following the original sign-up

The State Association sends the new member the following email:

Good Afternoon,

Thank you again for joining ASCCA. We would like to get to know you a little better. Please take a moment to fill out this new member survey so that we can help make the most out of your ASCCA membership experience. You can complete this online survey using the link:

<http://survey.constantcontact.com/survey/a07ecx1tx3jiqbhd1sv/start>

Some of the questions are specific to certain types of shops, so you can answer the parts that apply to you.

We look forward to hearing from you!

**** Questions asked in the survey should be reviewed and perhaps updated so that we are gathering additional information about the new member (such as outside interests or specific reasons for joining ASCCA**

Two months following sign-up

Invite the new member to an Orientation Webinar –

- Could be recorded with live Q&A afterwards
- Held quarterly
- Go over *Advantage* and other benefits

- Email a copy of the *Advantage* afterwards (the new member has previously received a copy of the *Advantage* as part of the “Welcome” packet)

AND/OR

Have a representative of the Membership Committee send an email to the new member with content related to their special interests derived from the completed survey.

Three months following sign-up

Send an email, pairing the new member with a mentor from their Chapter or introduce them to another member with similar interests. (This would need to be coordinated with the Chapter so as not to interfere with any mentor they have already set.)

Four months following sign-up

Send an email focusing on State Association activities such as Team Weekends, TeamTalk, State Committees and initiatives, endorsed vendor list, and a copy of the most recent *Advantage*.

Five months following sign-up

Spotlight one ASCCA member benefit. (This is something that should be included in each communication with the new member.)

Six months following sign-up

The State Association will send out a new member satisfaction survey (utilize KP in drafting the survey). What benefits are being used? What are they getting from ASCCA that is valuable to them? What are they still wanting from the organization? What is the likelihood of renewing their membership?

Seven months following sign-up

Targeted email reviewing their topics of interest as identified from the two-week and six-month surveys. This would be sent by the State Association.

Eight months following sign-up

Send an email that spotlights another member benefit or endorsed vendor (perhaps something/someone new). Invite them to an upcoming state event. Ensure that they are receiving their Chapter newsletter and/or information.

Nine months following sign-up

Send an email that reviews recent topics on TeamTalk, provides legislative update, and pertinent updates from State Committees. Provide a message from the ASCCA President thanking them for their membership and encouraging them to renew.

Ten months following sign-up

Send an email that reviews activities from other Chapters (utilizing the Chapter Rep report from a Team Weekend to create the content). Review online shop locator available through website so that members are aware of being able to refer customers to other trusted shops throughout the state.

Eleven months following sign-up

Member satisfaction survey (utilize KP to draft) – What benefits have they been using? What are they getting from the organization? Have they been able to attend a State event? Are they involved in their Chapters? What is the likelihood of them renewing their membership?

Twelve months following sign-up

Provide a “year in review” message; highlight any accomplishments throughout the previous 12 months. Also point out the activities anticipated for the next 12 months.



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AGENDA

ASCCA REVENUE & BENEFITS COMMITTEE

January 30, 2021 | 12:15pm – 1:15pm

Zoom Meeting ID: 910 8060 6716
<https://zoom.us/j/91080606716>

(669) 900-6833 – San Jose CA
 (253) 215-8782 – Tacoma WA

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

2020 Action Plan

*Exceed budget projection of \$60,000 per year in Corporate Partnership Income, Target Goal \$90,000.
 Add membership benefits to increase the overall ASCCA Advantage.*

- | | | |
|--------------|--|-------------|
| I. | CALL TO ORDER | R. Pitari |
| II. | ROLL CALL | A. Mullinax |
| | a. Review Attendance Record – <i>encl.</i> | |
| III. | Approval of January 6, 2020 Meeting Minutes – <i>encl.</i> | |
| IV. | Review Action Items – <i>encl.</i> | R. Pitari |
| V. | Update on Current Partners – <i>encl.</i> | R. Pitari |
| | a. Review Income to date: \$65,750 in <i>CP Payments</i> & \$49,064 in <i>Revenue Share</i> . Grand Total: \$114,814. | |
| VII. | Old/New Business | |
| | a. 2021 Action Plan – Corporate Partnership Goal | |
| | b. ASCCA Virtual Conference – Sponsorships/Levels | |
| | c. Roundtable | |
| VIII. | Adjourn to the meeting of Wednesday, February 3, 2021 | |

2021 Revenue Benefits Committee Attendance Record

Members	Jan	Jan TW	Feb	March	April	May	June	July	August	Sept	Oct	Nov	Dec
Rob Pitari (Chair)	P												
Rob Morrell (Vice Chair)	E												
Rory Balmer (President)	P												
Carolyn Coquillette (Vice President)	P												
John Eppstein	P												
Daniel Costa	P												
Rocky Khamenian	P												
Dave Kusa	P												
Maylan Newton	P												
Jim Silverman	P												

P = Present
A = Absent
E = Excused

Guests:	Jan	Jan TW	Feb	March	April	May	June	July	August	Sept	Oct	Nov	Dec



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MINUTES ASCCA REVENUE & BENEFITS COMMITTEE

January 6, 2021 | 6:00pm – 7:00pm

I. Call to Order

R. Pitari called the meeting to order at 6:05pm

II. Roll Call

Present: Rob Pitari, Rory Balmer, Carolyn Coquillette, John Eppstein, Daniel Costa, Rocky Khamenian, Dave Kusa, Maylan Newton, Jim Silverman

Not Present: Rob Morrell

Staff: Anne Mullinax

III. Minutes Approval

J. Eppstein made a motion to approve the minutes of December 2, 2020. The motion was seconded by D. Kusa and carried by the full Committee.

IV. Review Action Items

The Committee reviewed and updated the Action Items list.

V. Updates on Current Partners

The Committee reviewed the list of current partners and discussed contacts that should be made.

VI. Potential Partners

The Committee reviewed the list of potential partners and had no specific updates. The Committee then discussed its desire to take a strong look at the benefits available to the Corporate Partners and what may be keeping companies from coming on board. It was suggested that the KP team be invited to a future meeting to discuss the messaging of the Committee.

VII. Old/New Business

a. Committee Composition – The Committee discussed looking for additional members. Names will be forward to R. Pitari.

b. RFP/Exclusive Agreement - The Committee tabled this discussion to the February 2021 meeting.

c. January 2021 Team Weekend – The Committee was reminded of the upcoming Team Weekend (Jan 30-31, 2021). The Committee will meet as part of the Saturday events.

VIII. The meeting was adjourned at 7:05pm. The Committee will next meet on Saturday, January 30, 2021.

ASCCA Action Items Status Report

As of 01/22/2021

ACTION	RESPONSIBLE	Start Date	Deadline	STATUS
Coordinate communication of member benefits with Chapter Reps Committee	A. Mullinax	1/26/2019	ongoing	Will be discussed with the Chapter Reps Committee at January meeting
Approach Bosch about coming on as a corporate partner.	R. Khamenian / C. Coquillet	3/6/2019	ongoing	R. Khamenian will discuss a possible contact with C. Coquillet
Rob P. to work on getting a Corporate Contact at 1-800 Radiator & enlist help from Tracy Renee	R. Pitari	6/5/2019	ongoing	R. Pitari contacted again prior to Sept 2020 meeting; no reponse
Exclusive Agreement/RFP - Credit Card Processing Services	A. Mullinax	12/2/2020	in progress	Will be on the agenda for the February 2021 meeting
FUTURE ITEMS				
Contact Bolt-on Technology regarding 2021 support	J. Eppstein			
Contact Dynamic Friction - Winter 2020	R. Pitari			

Corporate Partners Company	Committee Member	Main Contact	Renewal Terms	Revenue Shared	2020 Revenue YTD	Renewal Date	Sponsorship or Endorsement Terms
autotext.me	John Eppstein	Chris Cloutier (469)456-5725, chris@autotextme.com	\$1,500.00		\$1,500.00	10/15/2021	\$1,500.00
ACT Group	Dave Kusa	Ray Kunz (805) 444-2598, ray@automotivecoachingandtraining.com	\$1,500.00			10/1/2019	\$1,500.00
AllData	Rob Pitari	Dan Brickle (314)304-3745, daniel.brickle@alldata.com	\$1,500.00			8/1/2020	\$1,500.00
ATI	John Eppstein	Karen Dee/Jim Silverman, K 301-575-9102/ J 301-575-9140, ksdee@autotraining.net; jsilverman@autotraining.net	\$5,000.00		\$5,000.00	4/1/2021	\$5,000.00
Opus IVS	Rocky Khamenian	Kevin Fitzpatrick (631) 486-3506, kevin.fitzpatrick@opusivs.com Gena Iaquinto, genia.iaquinto@opusivs.com	\$5,000.00		\$5,000.00	7/1/2021	\$5,000.00
BG PetroSpecs	Dave Kusa	Eric Wain/Eric Elbert, Eric Wain (949) 337.2484 or (714) 863-2299/ Eric Elbert 805-490-6080, EricE@petrospecsBG.com; ericw@petrospecsbg.com	\$5,000.00		\$5,000.00	6/1/2021	\$5,000
Bolt On Technology	John Eppstein	Tim Cifelli (610)400-1019, tcifelli@boltontechnology.com	\$5,000.00			7/1/2020	\$5,000
Broadly	Rocky Khamenian	Jenna Simon, (925) 683-5269, jenna@broadly.com	\$2,500.00		\$2,500.00	8/1/2021	\$2,500
CA Employers Services	Rocky Khamenian	Dave Fischer, (559) 472-3542, cesyes@hotmail.com	\$1,500.00		\$1,500.00	1/1/2022	\$1,500
Digital Financial Group	Anne Mullinax	Shannon Devery (626) 476-9016, shannon@fdis-sangabrielvalley.com	\$2,500.00			11/1/2020	\$2,500.00
Dynamic Friction Co	Rob Pitari	Daniel Biezonsky (951)200-0953, danb@dynamicfriction.com	\$2,500.00			8/1/2019	\$2,500.00
DRIVE	John Eppstein	Carolyn Gray (818) 863-1077, cgray@driveshops.com	\$5,000.00		\$5,000.00	5/1/2021	\$5,000.00
ESI	John Eppstein	Maylan Newton (866) 526-3039, maylan@esiseminars.com	\$2,500.00		\$5,000.00	1/1/2022	\$1500, \$1200 paid YTD in course vouchers
Course Vouchers			TBD				
Kukui.com	Dave Kusa	Jimmy Lea (408) 482-1035, jimmylea@kukui.com		Auto Pay/ Quarterly Installments/\$10,000	\$10,000.00	6/1/2021	\$10K - As of 10/1/2013 + \$3,000 additional in newsletter advertising
LKQ Southern California	John Eppstein	Steven Poole (562)320-2398, sjpoole@lkqcorp.com	\$5,000.00			8/1/2019	\$5,000
MailShark	Maylan Newton	Josh Davis 484-948-1611 or 484-269-3715, Josh@themailshark.com	\$5,000.00		\$5,000.00	11/1/2021	\$5,000
MotoRad	John Eppstein	Sean Ruitenber, Brandon Kight Sean (949)872-5019, Brandon (618)599-5196, sean.ruitenber@motoradusa.com; brandon.kight@motoradusa.com	\$5,000.00		\$1,250.01	5/1/2020	\$5,000 total \$416.67 monthly payment
Upswell (Mudlick) Marketing	John Eppstein	Cydne Wright, 470-377-0069, cwright@upswellmarketing.com	\$2,500.00			2/1/2021	\$2,500
Napa Auto Care	John Eppstein	R. Jason Rainey (678)934-5148, jason_rainey@genpt.com	\$5,000.00		\$5,000.00	3/1/2021	\$10,000 level
Napa Auto Care	John Eppstein	John Hartman 619-300-4910, john_hartman@genpt.com	\$5,000.00	Chapter 24		2/1/2020	
O'Reilly Auto Parts	Dave Kusa	Scott Luna or Sergio Gonzales 916-962-3270 or 650-544-9665, ASCCA@oreillyauto.com, sgonzalez@oreillyauto.com; sluna@oreillyauto.com	\$5,000.00	Chapter 24	\$5,000.00	12/1/2021	\$5,000
RepairPal	Dave Kusa	Evan DeMik, 866-549-0339, evan@repairpal.com	\$1,500.00		\$1,500.00	7/1/2021	\$1,500.00
Shop-Ware	Dave Kusa	Matt Ellinwood, matt@shop-ware.com	\$5,000.00		\$5,000.00	5/1/2021	\$5,000.00
Tekmetric	John Eppstein	Sunil Patel, sales@tekmetric.com, 832-930-9400	\$2,500.00		\$2,500.00	5/1/2021	\$2,500.00
			Subtotal		\$65,750.01		
			\$82,500.00				
AES Wave	Gloria/Anne	Carlos Menchu		Total Raffle			
Revenue Programs							
Armstrong/Coremark	John Eppstein	Glen Dailey, (916) 286-0925, gdailey@armstrongprofessional.com			\$30,554.80	10/1/2019	Sliding scale rebate program.
AutoZone	John Eppstein	Jim Gray or Scott Wyman Jim Gray 704-301-1500 / Scott Wyman 916-631-0383, jim.gray@autozone.com; Scott.Wyman@autozone.com			\$1,937.88	10/1/2019	Marketing Allowance equal to .50% of net purchases – Paid qtrly
Cintas	John Eppstein	Jessica Essad, c. 775-813-8954, Essad@cintas.com			\$11,984.81	10/1/2019	Net Rental Revenue Rebate of 1.5% payable quarterly starting year 2
Heartland					\$4,586.13	10/1/2019	
WORLD PAC	John Eppstein	Rob Morrell, rmkroll@gmail.com				1/1/2019	
			Subtotal CP		\$65,750.01		
			Subtotal RP		\$49,063.62		
			Grand Total		\$114,813.63		
Non Revenue Generating Programs							
iATN	Dave Kusa	Greg Montero, (P) 651.628.5706, greg.montero@iatn.com					Member Benefit Program - Free Ads for ASCCA on iATN website.
Identifix	Rob Pitari	Matt Casharino/Ryan Young Matt: (651) 628-5728; Ryan: (800) 745-9649 ext. 2064, ryoung@mpifix.com					Benefit Program
Mitchel 1		Mark Lewis (858) 652-2555					Benefit Program
Motor Age Training	John Eppstein	James Hwang, 310-857-7633					Member benefit program offering 25% discounts to all members on self study guides for ASE Certification.
HotelStorm	Anne Mullinax	Siena Reese 702.325.9707, siena@hotelstorm.com					Benefit Program
Office Depot	Rob Pitari	Michael Nitz, Tel: 855-337-6811 Ext.1280					Benefit Program



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AGENDA

ASCCA Chapter Representatives Committee

January 30, 2021 | 1:30pm – 2:45pm

Zoom Meeting ID: 910 806 6716
<https://zoom.us/j/91080606716>

(669) 900-6833 – San Jose CA
 (253) 215-8782 – Tacoma WA

Committee Mission:

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

- I. Call to Order D. Bauld
- II. Roll Call Staff
- III. Minutes Approval: December 17, 2021 D. Bauld
- IV. Updates/Reports
 - a. Armstrong & Associates G. Dailey
 - b. ASCEF J. Eppstein
 - c. Connected Cars Committee C. Coquillette
 - d. ETI Committee L. Murray
 - e. Government Affairs Committee D. Kusa / J. Molodanof
 - f. Membership Committee L. Chesnin
 - g. Revenue & Benefits Committee R. Pitari
- V. Consent items - dues reports Staff
 - a. Outstanding Chapter dues by Chapter – *encl.*
 a. **January 2021: \$1,530 | December 2020: \$1,841**
 - b. Outstanding State dues by Chapter – *encl.*
 a. **January 2021: \$1,623.74 | December 2020: \$1,790**
 - c. Aging Report – *encl.*
 - d. Change in Membership Report – *encl.*

- VI. Discussion items
 - a. Chapter Representatives Onboarding Packet – *encl.*
 - b. Membership Recruitment Outreach Plan for Chapters
- VII. Adjourn to next meeting on February 25, 2021

D. Bauld

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

A = Absent

E = Excused



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MINUTES

ASCCA Chapter Reps Committee Meeting

December 18, 2020

I. Call to Order

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

II. Roll Call

Present: Travis Guy, Davie Bauld, Tim Chakarian, Lee Chesnin, Rory Balmer, Angi Roberts, Steve Vanlandingham, John Camara, Rob Pitari, Bob Toepp, Dave Kusa, John Eppstein

Not present: Dennis Schoedl, Steve Small, Tony Callas, Rich Lezcano, Paul Grech, Zarkis Martirosian

Staff: Anne Mullinax

Guests: Rocky Khamenian

III. Minutes Approval:

- a. November 21, 2020 – A motion was made by D. Bauld and seconded by B. Toepp to approve the Minutes of November 21, 2020. The motion was carried.

IV. Consent items – Dues Reports

- a. Outstanding Chapter dues by Chapter

December 2020: \$1,841 | November 2020: \$12,197 | December 2019: \$4,973

- b. Outstanding State dues by Chapter

December 2020: \$1,790 | November 2020: \$15,364 | December 2019: \$5,761

- c. Aging Report

- d. Change in Membership Report

The Committee discussed the reports as well as the need for Chapter Leadership to keep in touch their members. L. Chesnin requested that Chapters inform the Membership Committee and/or the state office if they are aware of members that are struggling. The Committee discussed the steps that can be taken to help a shop owner, not only to maintain the membership but also to simply help. J. Eppstein commented that a “Help a Shop” program was currently in the early development stage and that more information would be coming. Once announced, the program will be looking for referral from Chapter Reps.

V. Discussion Items

- a. Membership Recruitment Outreach Plan for Chapters – Alison MacLeod of KP Public Affairs reviewed for the Committee an outreach plan that was being developed for the Chapters. Under this plan, Chapter Leaders will be asked to contact non-member shops in their areas. Templates for emails as well as scripts for phone calls are being developed and will be shared with the Chapters.
- b. ASCEF “Cars for Careers” – Dave Kusa, President of ASCEF, presented information to the Committee on the “Cars for Careers” program. This program accepts car donations from shops, the proceeds from the program fund scholarships. D. Kusa commented that ASCEF would appreciate information regarding the program be shared via Chapters and that he was available to present the program at Chapter meetings. A tri-fold brochure on the program is available (attached).
- c. Chapter Representative Onboarding Packet – The Committee briefly discussed the packet and will be prepared to formally approve at the January 2021 meeting.

VI. Adjournment

The meeting was adjourned at 7:35pm to Saturday, January 30, 2021.

Become an ASCEF Cars4Careers Donation Center! Turn your customers' unwanted cars into a tax-deductible donation for them and cash for scholarships to support students pursuing a career in the aftermarket services industry.

Being a donation center is:

- Easy
- Rewarding
- An additional service to your customer

ASCEF is driven to make a difference!



**BUILDING
CAREERS
ONE CAR AT A TIME**

1 Capitol Mall Suite 800
Sacramento, CA 95814
(916) 290 - 5828
(916) 444-7462 fax
www.asc-ef.org





Cars4Careers
Supports Careers in
Automotive Technology

Here is a simple way to help your customers donate their unwanted vehicles and support the ASCEF scholarship program at the same time. ASCEF created the Cars4Careers program to turn unwanted vehicles – running or not – into cash that supports scholarships for aftermarket industry students.

ASCEF will:

- Provide free timely pick-up
- Prepare all the required documents and coordinate sale
- Send tax-deductible documentation to all parties

You will:

- Provide your customer with a simple way to donate an unwanted vehicle quickly and safely
- Get satisfaction knowing you have helped a student pursue his/her career goals
- Added value to your shop while supporting an automotive industry non-profit

Your Client will:

- Donate their unwanted vehicle with ease
- Get satisfaction knowing they have helped a student pursue his/her career goals
- Effortlessly receive documentation of their tax deductible donation
- Appreciate your commitment by investing in the lives of our youth

Join shops throughout California that proudly display their support of ASCEF as a Cars4Careers donation center. It's easy. It's rewarding. It's making a difference!

Call **ASCEF** and get information on how to join our Cars4Careers program at 916.290.5828

Further information is available at asc-ef.org/cars-4-careers



ASCEF Scholarship Program

ASCEF provides annual scholarships to selected qualified automotive aftermarket industry students. The Foundation's support has made a difference for over twenty years helping students further their education in the automotive industry. Besides becoming a donation center for the Cars4Careers program you can also support the foundation by:

- Making a direct donation to ASCEF on your ASCCA dues invoice;
- Set up an annual or monthly recurring donation to ASCEF;
- Include ASCEF in your trust



Outstanding Chapter Dues By Chapter

Chapter: 05

TOTAL Outstanding Chapter Dues: \$700.00

Chapter: 20

TOTAL Outstanding Chapter Dues: \$120.00

Chapter: 21

TOTAL Outstanding Chapter Dues: \$165.00

Chapter: 24

TOTAL Outstanding Chapter Dues: \$250.01

Chapter: 25

TOTAL Outstanding Chapter Dues: \$105.00

Chapter: 26

TOTAL Outstanding Chapter Dues: \$135.00

Chapter: 99

TOTAL Outstanding Chapter Dues: \$55.00

TOTAL OUTSTANDING CHAPTER DUES

\$1,530.01



ASCCA- Outstanding State Dues By Chapter

Chapter: **05**

TOTAL State Dues Outstanding: **\$700.00**

Chapter: **20**

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

Chapter: **21**

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

Chapter: **24**

TOTAL State Dues Outstanding: **\$223.74**

Chapter: **26**

TOTAL State Dues Outstanding: **\$200.00**

Chapter: **99**

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

Chapter: **Sta**

TOTAL State Dues Outstanding: **\$200.00**

TOTAL OUTSTANDING STATE DUES: \$1,623.74

Invoice Aging

Monday, January 11, 2021

Company	Contact Info	Current	31-60	61-90	91-120	120+	Balance
Chapter 05							
All-Car Specialist, Inc. Paul Brow	330 South Del Mar San Gabriel, CA 91776 (626) 285-2205 allcars@hotmail.com	\$212.50	\$0.00	\$0.00	\$0.00	\$0.00	\$212.50
Art's Auto Care Arabo Sarkisian	605 S. Victory Blvd. Burbank, CA 91502 8188483163 arts.autocare@yahoo.com	\$212.50	\$0.00	\$0.00	\$200.00	\$0.00	\$412.50
Bauer German Car Repair Andreas Bauer	322 West Foothill Blvd Glendora, CA 91740 (626) 963-5775 bauergermanauto@verizon.net	\$212.50	\$0.00	\$0.00	\$0.00	\$0.00	\$212.50
Bussard's All Pro Gary Papirian	5312 York Blvd. Los Angeles, CA 90042 3232555566 bussards@sbcglobal.net	\$212.50	\$0.00	\$0.00	\$0.00	\$0.00	\$212.50
Campbell's Automotive Bill Campbell	3840 Foothill Blvd. La Crescenta, CA 91214 (818) 541-9288 cmlbfmly@aol.com	\$212.50	\$0.00	\$0.00	\$200.00	\$0.00	\$412.50
Citrus College Greg Lipp	1000 West Foothill Blvd Glendora, CA 91741 6269148737 glipp@citruscollege.edu	\$25.00	\$0.00	\$0.00	\$0.00	\$0.00	\$25.00

Company	Contact Info	Current	31-60	61-90	91-120	120+	Balance
Community Smog Center Angel Melendez	3744 N. Verdugo Rd Unit A Montrose, CA 91020 8182494020 avmelendez519@gmail.com	\$212.50	\$0.00	\$0.00	\$200.00	(\$200.00)	\$212.50
Dorman Products, Inc. Frank Alvizo	26815 Espuma Dr. Santa Clarita, CA 91350 9512067023 falvizo@dormanproducts.com	\$947.00	\$0.00	\$0.00	\$0.00	\$0.00	\$947.00
DRIVE Carolyn Gray	324 S Myrtle Ave Monrovia, CA 91016 8188631077 cgray@driveshops.com	\$945.00	\$0.00	\$0.00	\$0.00	\$0.00	\$945.00
East Los Angeles College Adrian Banuelos	1301 Avenida Cesar Chavez Monterey Park, CA 91754 3232658726 banuelam@elac.edu	\$25.00	\$0.00	\$0.00	\$0.00	\$0.00	\$25.00
Frederick Blum Insurance (5) Fred Blum	14930 Ventura Blvd, Suite 330 Sherman Oaks, CA 91403 (818) 783-7838 fred.blum@provenceinc.com	\$700.00	\$0.00	\$0.00	\$0.00	\$0.00	\$700.00
Huntington Tire & Auto Center Gary Ghazarian	511 West Huntington Dr Monrovia, CA 91016 (626) 303-7666	\$212.50	\$0.00	\$0.00	\$0.00	\$0.00	\$212.50
Jasper Engines & Transmissions (05) Randy Lewis	Attn: AP - PO Box 650 Jasper, IN 47547-0650 (800) 827-7455 rshcwenk@jasperengines.com	\$700.00	\$0.00	\$0.00	\$0.00	\$0.00	\$700.00

Company	Contact Info	Current	31-60	61-90	91-120	120+	Balance
Leon's Transmission Service, Inc. Mark Llewelyn	7528 Reseda Blvd Reseda, CA 91335 (818) 345-8101 accounting@leonstransmission.com	\$850.00	\$0.00	\$0.00	\$0.00	\$0.00	\$850.00
Lima Auto Repair Mike Bruni	4500 N Rosemead Blvd Rosemead, CA 91770 626-287-7955 limaauto@yahoo.com	\$212.50	\$0.00	\$0.00	\$200.00	\$0.00	\$412.50
Luis Lopez Automotive, Inc. Luis Lopez	2751 Fletcher Drive Los Angeles, CA 90039 3236650166 luis@lopezautomotive.com	\$212.50	\$0.00	\$0.00	\$200.00	\$0.00	\$412.50
Mark's Independent Volvo Service Mark Goldsmith	10121 Canoga Ave, #F Chatsworth, CA 91311 (818) 718-6138 marksvolvo@sbcglobal.net	\$850.00	\$0.00	\$0.00	\$0.00	\$0.00	\$850.00
McCurdy Body Works Bill McCurdy	583 North Lake Ave. Pasadena, CA 91101 (626) 796-7763 mccurdybodyworks@gmail.com	\$850.00	\$0.00	\$0.00	\$0.00	\$0.00	\$850.00
Montrose Automotive Jimmy Lomeli	3744-A North Verdugo Road Montrose, CA 91020 8182493355 smogcheckpro@gmail.com	\$212.50	\$0.00	\$0.00	\$0.00	\$0.00	\$212.50
Olive Auto Center Ali Farizi	264 W Olive Avenue Burbank, CA 91502 (818) 566-4204 oliveautocenter@sbcglobal.net	\$212.50	\$0.00	\$0.00	\$0.00	\$0.00	\$212.50

Company	Contact Info	Current	31-60	61-90	91-120	120+	Balance
Orr Automotive Nathan Thompson	4701 E Arrow Hwy Suite B Montclair, CA 91763 (909) 625-8963 natet2@yahoo.com	\$212.50	\$0.00	\$0.00	\$200.00	\$0.00	\$412.50
Pasadena Automotive Repair Abraham Mitilian	2364 E. Foothill Blvd. Pasadena, CA 91107 6267931800 abraham@pasadenaautomotive.com	\$850.00	\$0.00	\$0.00	\$0.00	\$0.00	\$850.00
Preferred Auto Centre Mark Miller	3111 Thousand Oaks Blvd, #6 Thousand Oaks, CA 91362 (805) 373-1223 preferred.auto@verizon.net	\$850.00	\$0.00	\$0.00	\$0.00	\$0.00	\$850.00
Rick's Automotive, Inc. Rick Mogab	12000 Balboa Blvd, #118 Granada Hills, CA 91344 (818) 363-6025 autocardoc@hotmail.com	\$212.50	\$0.00	\$0.00	\$0.00	\$0.00	\$212.50
Sanders Auto Kevin Houmard	344 W Arrow Hwy. San Dimas, CA 91773 (909) 599-1133 merissahoumard1@yahoo.com	\$212.50	\$0.00	\$0.00	\$0.00	\$0.00	\$212.50
SC Fuels (05), Attn: Jeannette Acker Dennis Giardina	1800 W. Katella Ave #200 Orange, CA 92867 5624994933 giardinad@scfuels.com	\$700.00	\$0.00	\$0.00	\$0.00	\$0.00	\$700.00
Stuttcar Service, Inc. Peter Fazekas	1320 E. Walnut Street Pasadena, CA 91106 6263212736 peter@stuttcarservice.com	\$212.50	\$0.00	\$0.00	\$0.00	\$0.00	\$212.50

Company	Contact Info	Current	31-60	61-90	91-120	120+	Balance
Toyo Star Auto Repair, Inc. Dennis Liu	19130 E Walnut Dr. Ste A Rowland Heights, CA 91748 (626) 810-3259	\$850.00	\$0.00	\$0.00	\$0.00	\$0.00	\$850.00
Vince's Auto Service Vincent Egan	3230 East Colorado Blvd Pasadena, CA 91107 (626) 792-5853 vincess@pacbell.net	\$212.50	\$0.00	\$0.00	\$200.00	\$0.00	\$412.50
VJ's Auto Service V.J. Sabanayagam	400 North First Avenue Arcadia, CA 91006 (626) 446-4900 vj@vjsautoservice.com	\$212.50	\$0.00	\$0.00	\$0.00	\$0.00	\$212.50
Young's Automotive Service Mark Young	322 East San Bernardino Road Covina, CA 91723 (626) 339-6171	\$212.50	\$0.00	\$0.00	\$0.00	\$0.00	\$212.50
Chapter 05 Subtotal		\$12,967.00	\$0.00	\$0.00	\$1,400.00	(\$200.00)	\$14,167.00
Chapter 12							
Eli's Independent BMW Autobody Eli Shamam	8435 West 3rd St Los Angeles, CA 90048 (310) 652-1375 evelyn@elisauto.com	\$450.00	\$0.00	\$0.00	\$0.00	\$0.00	\$450.00
Frederick Blum Insurance (12) Fred Blum	14930 Ventura Blvd, Suite #330 Sherman Oaks, CA 91403 (818) 783-7838 fred.blum@provenceinc.com	\$545.00	\$0.00	\$0.00	\$0.00	\$0.00	\$545.00

Company	Contact Info	Current	31-60	61-90	91-120	120+	Balance
High Point Distributing (12) Tim Huddleston	5737 Kanan Rd #216 Agoura Hills, CA 91301 8186740930 tim@highpointdist.com	\$77.00	\$0.00	\$0.00	\$0.00	\$0.00	\$77.00
Larsen Automotive Nick Larsen	10707 Jefferson Blvd. Culver City, CA 90230 3108387395 larsenautomotiveinc@gmail.com	\$450.00	\$0.00	\$0.00	\$0.00	\$0.00	\$450.00
Santa Monica Motors Karim Rawji	2318 Pico Blvd Santa Monica, CA 90405 3104506510 karim@santamonicomotors.com	\$450.00	\$0.00	\$0.00	\$0.00	\$0.00	\$450.00
Santa Monica Volvo Fiat David Svensson	12411 Santa Monica Blvd West Los Angeles, CA 90025 (310) 826-4113	\$450.00	\$0.00	\$0.00	\$0.00	\$0.00	\$450.00
SC Fuels (12), Attn: Jeannette Acker Kent Dandie	1800 W. Katella Ave #200 Orange, CA 92867 5624994960 DandieK@scfuels.com	\$300.00	\$0.00	\$0.00	\$0.00	\$0.00	\$300.00
Tony's Motor Service Edwin Rodriguez	11722 Gateway Blvd Los Angeles, CA 90064 3102310123 erod.tech@yahoo.com	\$114.50	\$0.00	\$0.00	\$0.00	\$0.00	\$114.50
Chapter 12 Subtotal		\$2,836.50	\$0.00	\$0.00	\$0.00	\$0.00	\$2,836.50

Company	Contact Info	Current	31-60	61-90	91-120	120+	Balance
Chapter 14							
BeachBoyz Auto Repair Roger McHenry	1717 Mentone Blvd Mentone, CA 92359 (909) 794-4808 revsssm@aol.com	\$710.00	\$0.00	\$0.00	\$0.00	\$0.00	\$710.00
Big Apple Automotive, Inc. Melinda Collingsworth	21775 US Highway 18 Apple Valley, CA 92307-3913 (760) 247-7255 melinda@bigappleautomotive.com	\$355.00	\$0.00	\$0.00	\$0.00	\$0.00	\$355.00
Center for Employment Training Christopher Sanchez	1099 N. Pepper Ave Colton, CA 92324 9094783818 csanchez@cet2000.org	\$25.00	\$0.00	\$0.00	\$0.00	\$0.00	\$25.00
Chino Autotech Inc. Jim O'Neill	4702 Chino Avenue, Ste #1 Chino, CA 91710 909-627-0919 jim@chinoautotech.com	\$710.00	\$0.00	\$0.00	\$0.00	\$0.00	\$710.00
Dale Bright's Auto Service Dale Bright	5180 G St Chino, CA 91710 (909) 628-0600 dbas@verizon.net	\$355.00	\$0.00	\$0.00	\$0.00	\$0.00	\$355.00
Ed Martin Garage, Inc. Willie Martin	6672 Indiana Ave Riverside, CA 92506-4327 (951) 686-6878 emginc@earthlink.net	\$710.00	\$0.00	\$0.00	\$0.00	\$0.00	\$710.00
Foreign Auto Tech Said Takouche	1635 West Redlands Blvd Redlands, CA 92373 (909) 335-9575	\$355.00	\$0.00	\$0.00	\$0.00	\$0.00	\$355.00

Company	Contact Info	Current	31-60	61-90	91-120	120+	Balance
Jim's Auto Service Frank Avitabile	PO Box 1249 Crestline, CA 92325 909-338-1946 tedbotas@hotmail.com	\$710.00	\$0.00	\$0.00	\$0.00	\$0.00	\$710.00
Protrans Automotive & Transmission Mike Radak	3420 Gato Court Riverside, CA 92507 (909) 367-7400 missprotrans@gmail.com	\$710.00	\$0.00	\$0.00	\$0.00	\$0.00	\$710.00
SC Fuels (14), Attn: Jeannette Acker Anthony Vines	1800 W. Katella Ave #200 Orange, CA 92867 vinesa@scfuels.com	\$560.00	\$0.00	\$0.00	\$0.00	\$0.00	\$560.00
Star Auto Parts Tom Ogaz	P.O. Box 1529 San Bernardino, CA 92402-1529 9098855728	\$805.00	\$0.00	\$0.00	\$0.00	\$0.00	\$805.00
Weingarten & Hough Pete Potente	1555 S. Palm Canyon Drive, #D101 Palm Springs, CA 92264 7603252526 peter@whinsurance.com	\$805.00	\$0.00	\$0.00	\$0.00	\$0.00	\$805.00
Chapter 14 Subtotal		\$6,810.00	\$0.00	\$0.00	\$0.00	\$0.00	\$6,810.00

Chapter 16

Argonaut Garage Jason Simms	1485 San Pablo Avenue Berkeley, CA 94702 5104233848 argonautgarage@gmail.com	\$490.00	\$0.00	\$0.00	\$0.00	\$0.00	\$490.00
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Company	Contact Info	Current	31-60	61-90	91-120	120+	Balance
General Auto and Truck Parts Steve Jones	4425 International Blvd. Oakland, CA 94601 5105333333 steven_jones@genpt.com	\$585.00	\$0.00	\$0.00	\$0.00	\$0.00	\$585.00
Mechanic Grid Kamil Targosz	3524 Breakwater Ave. #111 Hayward, CA 94545 5102098049 info@mechanicgrid.com	\$585.00	\$0.00	\$0.00	\$0.00	\$0.00	\$585.00
SC Fuels (16), Attn: Jeannette Acker Mark Williams	1800 W. Katella Ave #200 Orange, CA 92867 4086256059 williamsm@scfuels.com	\$340.00	\$0.00	\$0.00	\$0.00	\$0.00	\$340.00
Chapter 16 Subtotal		\$2,000.00	\$0.00	\$0.00	\$0.00	\$0.00	\$2,000.00

Chapter 18

Belmont Auto Repair Glenn Thornton	3720 East 4th St Long Beach, CA 90814 (562) 439-0291	\$112.50	\$0.00	\$0.00	\$0.00	\$0.00	\$112.50
Belmont Motor Clinic Peter Blair	1217 N Newport Ave Long Beach, CA 90804 (562) 597-4013 belmontmotorclinic@verizon.net	\$112.50	\$0.00	\$0.00	\$0.00	\$0.00	\$112.50
C.H. Topping & Co. Vince Bunting	520 West Esther St Long Beach, CA 90813 (562) 432-0901 chtop@earthlink.net	\$112.50	\$0.00	\$0.00	\$0.00	\$0.00	\$112.50

Company	Contact Info	Current	31-60	61-90	91-120	120+	Balance
Long Beach Autohaus Scott Parsons	3925 East Broadway Long Beach, CA 90803 (562) 434-4446 bimerman02@aol.com	\$112.50	\$0.00	\$0.00	\$0.00	\$0.00	\$112.50
Long Beach Muffler Dennis Schoedl	3880 East Anaheim St Long Beach, CA 90805 (562) 494-3880 shop@longbeachmuffler.com	\$112.50	\$0.00	\$0.00	\$0.00	\$0.00	\$112.50
Modern Specialists, Inc. Leo Barwig	6190 Cherry Ave Long Beach, CA 90805 (562) 423-8431 leo@modernspecauto.com	\$112.50	\$0.00	\$0.00	\$0.00	\$0.00	\$112.50
Overseas Garage Andrew Klein	3141 East 4th Street Long Beach, CA 90814 (562) 434-9627 andy@overseasgarage.com	\$112.50	\$0.00	\$0.00	\$0.00	\$0.00	\$112.50
Chapter 18 Subtotal		\$787.50	\$0.00	\$0.00	\$0.00	\$0.00	\$787.50
Chapter 1940							
Callas Rennsport Tony Callas	19080 Hawthorne Blvd Torrance, CA 90503 (310) 370-7038 Tony@CallasRennsport.com	\$850.00	\$0.00	\$0.00	\$0.00	\$0.00	\$850.00
Cars Muffler & Automotive Michael Dyckman	2617 Artesia Blvd. Redondo Beach, CA 90278 3103717055 carsmuffler@verizon.net	\$850.00	\$0.00	\$0.00	\$0.00	\$0.00	\$850.00

Company	Contact Info	Current	31-60	61-90	91-120	120+	Balance
G & M Oil Company, DBA Hillside Auto Evan Lezar	24467 Hawthorne Blvd Torrance, CA 90505 (310) 373-7676 elezar@gmoc.com	\$850.00	\$0.00	\$0.00	\$0.00	\$0.00	\$850.00
Liebsack & Son Auto George Liebsack	1928 Redondo Beach Blvd Gardena, CA 90247 (310) 324-0463 steve@Liebsackauto.com	\$212.50	\$0.00	\$0.00	\$0.00	\$0.00	\$212.50
Miraleste Automotive Greg Streeter	40 Miraleste Plaza Rancho Palos Verdes, CA 90274 (310) 833-5339 miralesteauto@gmail.com	\$850.00	\$0.00	\$0.00	\$0.00	\$0.00	\$850.00
Osborn's Automotive Scott Osborn	1001 South Pacific Coast Highway Redondo Beach, CA 90277-4756 (310) 698-5143 sosborn@osbornauto.com	\$850.00	\$0.00	\$0.00	\$0.00	\$0.00	\$850.00
SC Fuels (1940), Attn: Jeannette Acker Dave Rogers	1800 W. Katella Ave #200 Orange, CA 92867 7144502481 Rogersd@scfuels.com	\$700.00	\$0.00	\$0.00	\$0.00	\$0.00	\$700.00
South Bay Car Care Hubert Choi	4141 Redondo Beach Blvd Lawndale, CA 90260 3103701475 hubertyc@msn.com	\$852.00	\$0.00	\$0.00	\$0.00	\$0.00	\$852.00
Swedish Car Clinic Inc Peter Kjellberg	24200 S. Vermont Avenue Harbor City, CA 90710 (310) 326-9895 PK@swedishcarclinic.com	\$850.00	\$0.00	\$0.00	\$0.00	\$0.00	\$850.00

Company	Contact Info	Current	31-60	61-90	91-120	120+	Balance
Torrance Lawndale Investments 02 LLC Ralph Ohanessian	4617 Artesia Blvd, Suite A Lawndale, CA 90260 3108724877 ralphohan@gmail.com	\$945.00	\$0.00	\$0.00	\$0.00	\$0.00	\$945.00
Walt's Auto Service, Inc. Kay Kirts	340 Van Ness Ave Torrance, CA 90501 (310) 618-8577 walts340@yahoo.com	\$850.00	\$0.00	\$0.00	\$0.00	\$0.00	\$850.00
Chapter 1940 Subtotal		\$8,659.50	\$0.00	\$0.00	\$0.00	\$0.00	\$8,659.50

Chapter 20

All Flow Muffler & Auto Repair Danny Larson	3900 Pacheco Blvd. Martinez, CA 94553 9252293044 allflowmuffler@yahoo.com	\$153.25	\$0.00	\$0.00	\$220.00	\$0.00	\$373.25
Hagin's Automotive Andy Hagin	3725 Alhambra Ave Martinez, CA 94553 (925) 228-5115 haginsauto@hotmail.com	\$553.00	\$0.00	\$0.00	\$0.00	\$0.00	\$553.00
Orinda Motors, Inc. Allen Pennebaker	63 Orinda Way Orinda, CA 94563 9255192371 allen@orindamotors.com	\$555.00	\$0.00	\$0.00	\$0.00	\$0.00	\$555.00
Rich's Auto Service Louis Volpone	839 Ygnacio Valley Road Walnut Creek, CA 94596 9259373434 louisvolpone@att.net	\$553.00	\$0.00	\$0.00	\$0.00	\$0.00	\$553.00

Company	Contact Info	Current	31-60	61-90	91-120	120+	Balance
S.P. Automotive Supply Steve Markus	PO Box 1709 Martinez, CA 94553 (925) 372-4930 smarkus@spauto.com	\$648.00	\$0.00	\$0.00	\$0.00	\$0.00	\$648.00
SC Fuels (20), Attn: Jeannette Acker Mark Williams	1800 W. Katella Ave #200 Orange, CA 92867 4086256059 williamsm@scfuels.com	\$211.50	\$0.00	\$0.00	\$0.00	\$0.00	\$211.50
West Coast Muffler, Inc. (20) Steve Elstins	2090 Market Street Concord, CA 94520 9256768376 westcoastmuffler925@yahoo.com	\$286.50	\$0.00	\$0.00	\$0.00	\$0.00	\$286.50
Chapter 20 Subtotal		\$2,960.25	\$0.00	\$0.00	\$220.00	\$0.00	\$3,180.25

Chapter 21

Chase Auto Service Robert Peterson	911 Harrison St San Francisco, CA 94107 (415) 543-0444 chaseautosf@att.net	\$277.50	\$0.00	\$0.00	\$0.00	\$0.00	\$277.50
Dana Meyer Auto Care Dana Meyer	660 San Pablo Ave Albany, CA 94706 (510) 527-1938 askdanameyer@gmail.com	\$1,110.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,110.00
Hans Art Automotive Hans Art	3121 17th Street San Francisco, CA 94110 (415) 621-6400 hansart@pacbell.net	\$277.50	\$0.00	\$0.00	\$265.00	\$0.00	\$542.50

Company	Contact Info	Current	31-60	61-90	91-120	120+	Balance
Market Garage, Inc. Jeff Murai	541 Ellis St San Francisco, CA 94109 (415) 673-8626 marketgarage1@aol.com	\$1,110.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,110.00
The Kevin Boland Insurance Agency Kevin Boland	120 D Oliva Court Novato, CA 94947 4158984370 kboland@farmersagent.com	\$1,180.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,180.00
U & I Auto Safety Center Sang Yuo	758 Bryant Street San Francisco, CA 94107 4152557337 uandiautosafetycenter@gmail.com	\$277.50	\$0.00	\$0.00	\$0.00	\$0.00	\$277.50
Chapter 21 Subtotal		\$4,232.50	\$0.00	\$0.00	\$265.00	\$0.00	\$4,497.50

Chapter 23

Holland Service Dick Van Arkel	1025 California Drive Burlingame, CA 94010 (650) 343-4235 thevanarkel@gmail.com	\$890.00	\$0.00	\$0.00	\$0.00	\$0.00	\$890.00
Hudson Automotive Sean Hudson	186 South Blvd San Mateo, CA 94402 (650) 344-4800 hudauto@yahoo.com	\$890.00	\$0.00	\$0.00	\$0.00	\$0.00	\$890.00
Spiteri's Auto Service Chuck Spiteri	292 Old County Road Belmont, CA 94002 (650) 593-4758 chuck@carsupport.com	\$890.00	\$0.00	\$0.00	\$0.00	\$0.00	\$890.00
Chapter 23 Subtotal		\$2,670.00	\$0.00	\$0.00	\$0.00	\$0.00	\$2,670.00

Company	Contact Info	Current	31-60	61-90	91-120	120+	Balance
Chapter 24							
1-800 Radiator (SNZ Radiator) Natalie Salimitari	402 W 35th Street #E National City, CA 91950 6194771113 natalies@1800radiator.com	\$263.25	\$0.00	\$0.00	\$250.75	\$0.00	\$514.00
Allied Gardens Automotive, Inc. Matt Dugan	4546 Zion Avenue San Diego, CA 92120 6192838006 alliedgardensauto@att.net	\$950.00	\$0.00	\$0.00	\$0.00	\$0.00	\$950.00
Black Forest Automotive John Rickard	8066 Engineer Road San Diego, CA 92111 8582921192 manager@blackforestautomotive.com	\$237.50	\$0.00	\$0.00	\$0.00	\$0.00	\$237.50
Bonita Point Auto Care 76 Lori Hupp	1495 East H Street Chula Vista, CA 91910 6194217600 bonitapointautocare76@gmail.com	\$239.50	\$0.00	\$0.00	\$0.00	\$0.00	\$239.50
Bonita Valley Auto Care William Ballard III	3995 Bonita Rd. Bonita, CA 91902 6193706133 bonitavalleyautocare@gmail.com	\$952.00	\$0.00	\$0.00	\$0.00	\$0.00	\$952.00
Boulevard Automotive Ed Abraham	737 Turquoise Street San Diego, CA 92109 (858) 488-7573 boulevardauto@san.rr.com	\$950.00	\$0.00	\$0.00	\$0.00	\$0.00	\$950.00
Cuyamaca College Brad McCombs	900 Rancho San Diego Pkwy El Cajon, CA 92019 6196604267 brad.mcombs@gcccd.edu	\$25.00	\$0.00	\$0.00	\$0.00	\$0.00	\$25.00

Company	Contact Info	Current	31-60	61-90	91-120	120+	Balance
Del Mar Automotive Todd Phillips	2201 San Dieguito Dr Del Mar, CA 92014 8583452168 delmarauto@sbcglobal.net	\$237.50	\$0.00	\$0.00	\$0.00	\$0.00	\$237.50
Family Auto Service Rob Rowsell	P.O Box 717 Alpine, CA 91910 6197221725 stoeyicah@gmail.com	\$237.50	\$0.00	\$0.00	\$0.00	\$0.00	\$237.50
Greg's Automotive Greg Kelly	1641 N. Magnolia Avenue El Cajon, CA 92020 (619) 440-4337 gregk@gregs-auto.com	\$237.50	\$0.00	\$0.00	\$0.00	\$0.00	\$237.50
Honest-1 Auto Care John Sterne	7375 Jackson Drive San Diego, CA 92119 6194641644 johnsterne1@yahoo.com	\$237.50	\$0.00	\$0.00	\$0.00	\$0.00	\$237.50
James Automotive James Justus	2208 Imperial Ave San Diego, CA 92102 (619) 239-2208 jwjustus@aol.com	\$950.00	\$0.00	\$0.00	\$0.00	\$0.00	\$950.00
NAPA Auto Parts-Main Dist Center John Hartman	7440 Convoy Court San Diego, CA 92111 6193004910 john_hartman@genpt.com	\$5,500.00	\$0.00	\$0.00	\$0.00	\$5,000.00	\$10,500.00
O'Reilly Auto Parts, Inc. Henry Verdugo	2750 Midway Dr San Diego, CA 92110 6199201929 hverdugo@oreillyauto.com	\$500.00	\$0.00	\$0.00	\$0.00	\$0.00	\$500.00

Company	Contact Info	Current	31-60	61-90	91-120	120+	Balance
Pacific Highway Auto Repair Gary Anderberg	4306 Pacific Highway San Diego, CA 92110 6192997700 ganderberg54@gmail.com	\$950.00	\$0.00	\$0.00	\$0.00	\$0.00	\$950.00
San Diego Miramar College Joe Young	10440 Black Mountain Rd San Diego, CA 92126 6193887672 jyoung@sdccd.edu	\$25.00	\$0.00	\$0.00	\$0.00	\$0.00	\$25.00
SC Fuels (24), Attn: Jeannette Acker Dave Rogers	1800 W. Katella Ave #200 Orange, CA 92867 rogersd@scfuels.com	\$1,045.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,045.00
Summit Transmissions Jerry Kubitsky	7633 El Cajon Blvd, Suite 100 La Mesa, CA 91942 (619) 463-9400 jerry123Lee@gmail.com	\$81.17	\$77.00	\$77.00	\$77.00	\$0.00	\$312.17
Valley Truck & Auto Rick Silva	8381 Broadway Lemon Grove, CA 91945 (619) 589-8585	\$237.50	\$0.00	\$0.00	\$0.00	\$0.00	\$237.50
Chapter 24 Subtotal		\$13,855.92	\$77.00	\$77.00	\$327.75	\$5,000.00	\$19,337.67

Chapter 25

A & J Truck & Auto Repair Andrew C Frowsing	2695 South Cherry Avenue, Space 105 Fresno, CA 93706 (559) 445-1054 ajtruckandauto@gmail.com	\$217.50	\$0.00	\$0.00	\$0.00	\$0.00	\$217.50
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Company	Contact Info	Current	31-60	61-90	91-120	120+	Balance
German Auto Repair, Inc. Dennis Montalbano	6622 N. Blackstone Avenue Fresno, CA 93710-3627 5594386508 Dbenzdr@aol.com	\$105.00	\$0.00	\$0.00	\$105.00	\$0.00	\$210.00
Marlin & Tony's Auto Repair, Inc. Tony Novielli	4660 East Carmen Ave. Fresno, CA 93703-4519 (559) 252-1584 marlinandtonys@yahoo.com	\$217.50	\$0.00	\$0.00	\$0.00	\$0.00	\$217.50
NAPA -Fresno Brian Schaefer	5675 East Clinton Ave Fresno, CA 93727 (559) 294-5602 brian_schaefer@genpt.com	\$965.00	\$0.00	\$0.00	\$0.00	\$0.00	\$965.00
Reedley College Tim Hunter	995 North Reed Ave Reedley, CA 93654 5596380300 tim.hunter@reedleycollege.edu	\$60.00	\$0.00	\$0.00	\$0.00	\$0.00	\$60.00
Sunnyside Auto Repair, Inc. Jeff Ames	5977 East Clinton Ave Fresno, CA 93727 (559) 292-1986	\$870.00	\$0.00	\$0.00	\$0.00	\$0.00	\$870.00
Chapter 25 Subtotal		\$2,435.00	\$0.00	\$0.00	\$105.00	\$0.00	\$2,540.00

Chapter 26

Auto MD Motorsports Darrin Woodbridge	216 S Dunworth St. Visalia, CA 93292 5597397829 monica.automd@gmail.com	\$182.00	\$0.00	\$0.00	\$169.50	\$0.00	\$351.50
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Company	Contact Info	Current	31-60	61-90	91-120	120+	Balance
Camara Auto Service, Inc. John Camara	440 South K St Tulare, CA 93274 (559) 688-5721 Jcamara01@currently.com	\$720.00	\$0.00	\$0.00	\$0.00	\$0.00	\$720.00
College of the Sequoias Automotive Te Donal Howell	915 S. Mooney Blvd. Visalia, CA 93277 5592808890 DonalH@COS.edu	\$100.00	\$0.00	\$0.00	\$0.00	\$0.00	\$100.00
Jenkins Automotive Joe Wallen	2028 E Main Street Suite A Visalia, CA 93292 5596253823	\$360.00	\$0.00	\$0.00	\$0.00	\$0.00	\$360.00
Smiths Auto Parts Daniel Bravo	216 South Bridge St Visalia, CA 93291 (559) 734-1526 daniel.smithauto@gmail.com	\$815.00	\$0.00	\$0.00	\$0.00	\$0.00	\$815.00
Tulare Automotive Repair Alfonso Cerrillos	1089 E. Tulare Ave Tulare, CA 93274 5596861009 tulareauto@gmail.com	\$182.00	\$0.00	\$0.00	\$169.50	\$0.00	\$351.50
Chapter 26 Subtotal		\$2,359.00	\$0.00	\$0.00	\$339.00	\$0.00	\$2,698.00

Chapter 28

Bill's Automotive Inc. Bill Paterson	930 Petaluma Hill Road Santa Rosa, CA 85404 7075788118 willpaterson1@yahoo.com	\$355.00	\$0.00	\$0.00	\$0.00	\$0.00	\$355.00
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Company	Contact Info	Current	31-60	61-90	91-120	120+	Balance
Golden Gear Automotive LLC Alex Delatorre	282 S. Main Street Sebastopol, CA 95472 7073296105 alexsmogtech@yahoo.com	\$710.00	\$0.00	\$0.00	\$0.00	\$0.00	\$710.00
Jasper Engines & Transmissions (28) Joe Rego	Attn: AP - PO Box 650 Jasper, IN 47547-0650 8124821041 Joe.Rego@jasperengines.com	\$520.00	\$0.00	\$0.00	\$0.00	\$0.00	\$520.00
Leonardi Automotive Tony Leonardi	7426 Redwood Blvd Novato, CA 94945 4158971503 leonardiservice@yahoo.com	\$61.17	\$0.00	\$0.00	\$0.00	\$0.00	\$61.17
Maria Carillo High School Maddie Doyle	6975 Montecito Blvd Santa Rosa, CA 95409 7078903820 mdoyle@srcs.k12.ca.us	\$125.00	\$0.00	\$0.00	\$0.00	\$0.00	\$125.00
Maria Carillo High School Sean Fleming	6975 Montecito Blvd. Santa Rosa, CA 95409 7078903820 sfleming@srcs.k12.ca.us	\$125.00	\$0.00	\$0.00	\$0.00	\$0.00	\$125.00
Maria Carillo High School Trish Terrell	6975 Montecito Blvd. Santa Rosa, CA 95409 7078903820 tterrell@srcs.k12.ca.us	\$125.00	\$0.00	\$0.00	\$0.00	\$0.00	\$125.00
Peet's Foreign Car Garage Bounchanh Khaleck	1243 Cleveland Ave Santa Rosa, CA 95401 (707) 544-1856	\$710.00	\$0.00	\$0.00	\$0.00	\$0.00	\$710.00
Chapter 28 Subtotal		\$2,731.17	\$0.00	\$0.00	\$0.00	\$0.00	\$2,731.17

Company	Contact Info	Current	31-60	61-90	91-120	120+	Balance
Chapter 42							
Corporate Auto Works Mike Takasugi	770 Yuba Dr Mountain View, CA 94041 (650) 691-9477 bmwvolvo@earthlink.net	\$263.50	\$0.00	\$0.00	\$0.00	\$0.00	\$263.50
Custom Alignment Joe Silva	2599 Wyandotte St, #A Mountain View, CA 94043 (650) 961-5311 customalignment@yahoo.com	\$263.50	\$0.00	\$0.00	\$0.00	\$0.00	\$263.50
Fred's Foreign and Domestic Car Repair Fred May	16875 Joleen Way Morgan Hill, CA 95037 4087798480 fredseuropean@yahoo.com	\$979.00	\$0.00	\$0.00	\$0.00	\$0.00	\$979.00
Jasper Engines & Transmissions (42) Don Coy	Attn: AP - PO Box 650 Jasper, IN 47547-0650 8124821041 don.coy@jasperengines.com	\$804.00	\$0.00	\$0.00	\$0.00	\$0.00	\$804.00
Made in Japan/USA/Europe Matt Ogabian	2970 Winchester Blvd. Campbell, CA 95008 4088665300 matt@mijusa.com	\$265.50	\$0.00	\$0.00	\$0.00	\$0.00	\$265.50
Modderman Service, Inc. David Modderman	2599 Wyandotte Street, Unit B Mountain View, CA 94043 (650) 967-3213 dave@modderman.com	\$979.00	\$0.00	\$0.00	\$0.00	\$0.00	\$979.00
Nate Smith's Optimal Auto Nathan Smith	2335 Soquel Dr Santa Cruz, CA 95065 (831) 476-1332 nate@optimalauto.com	\$263.50	\$0.00	\$0.00	\$0.00	\$0.00	\$263.50

Company	Contact Info	Current	31-60	61-90	91-120	120+	Balance
SC Fuels (42), Attn: Jeannette Acker Kevin Larson	1800 W. Katella Ave #200 Orange, CA 92867 4089682813 larsonk@scfuels.com	\$804.00	\$0.00	\$0.00	\$0.00	\$0.00	\$804.00
The Car Doctor Gary & Chris Schaller	710 San Antonio Rd. Palo Alto, CA 94303 6504926853 gary@the-cardoctor.com	\$979.00	\$0.00	\$0.00	\$0.00	\$0.00	\$979.00
Chapter 42 Subtotal		\$5,601.00	\$0.00	\$0.00	\$0.00	\$0.00	\$5,601.00

Chapter 48

A-1 Transmission Service & Supply Ken Brown	6940 Stanton Ave Buena Park, CA 90621 (714) 523-1132 A1trans@msn.com	\$267.50	\$0.00	\$0.00	\$0.00	\$0.00	\$267.50
Alexis Oil Company Victoria Wyatt	219 Glider Circle Corona, CA 92880 9512799830 marketing@alexisoil.com	\$462.50	\$0.00	\$0.00	\$0.00	\$0.00	\$462.50
Automax Service Center- Newport Bea Brian Bennett	1081 Camelback Street Newport Beach, CA 92660 (949) 759-3393 bbtustin@yahoo.com	\$830.00	\$0.00	\$0.00	\$0.00	\$0.00	\$830.00
Bimmer & Benz Specialists Rocky Khamenian	1998 Placentia Avenue Costa Mesa, CA 92627 (949) 642-1410 4ascca@gmail.com	\$380.00	\$0.00	\$0.00	\$0.00	\$0.00	\$380.00

Company	Contact Info	Current	31-60	61-90	91-120	120+	Balance
Brea Auto Body, Inc. Virginia Pina	430 N Berry St. Brea, CA 92821 (714) 990-1500 virginia@breaautobody.com	\$207.50	\$0.00	\$0.00	\$0.00	\$0.00	\$207.50
D & S Auto Air Steve Plummer	1638 Placentia Avenue #B Costa Mesa, CA 92627 (949) 645-7802 dsautoair@yahoo.com	\$207.50	\$0.00	\$0.00	\$0.00	\$0.00	\$207.50
Heritage Garage Graham Reid	1701 Pomona Ave Costa Mesa, CA 92627 (949) 646-6404 minis@heritagegarage.com	\$830.00	\$0.00	\$0.00	\$0.00	\$0.00	\$830.00
High Point Distributing (48) Tim Huddleston	5737 Kanan Rd #216 Agoura Hills, CA 91301 (818) 674-0930 tim@highpointdist.com	\$172.00	\$0.00	\$0.00	\$0.00	\$0.00	\$172.00
Jax Auto Repair Jack Taf	331 South Brea Blvd Brea, CA 92821 (714) 529-2886 lilitaf@pacbell.net	\$207.50	\$0.00	\$0.00	\$0.00	\$0.00	\$207.50
Mark Christopher Auto Center (48) Steve Johnson	2131 Convention Center Way Ontario, CA 91764 9093902924 sjohnson@markchristopher.com	\$680.00	\$0.00	\$0.00	\$0.00	\$0.00	\$680.00
Santa Ana College James "Marty" Rudd	1530 West 17th Street Santa Ana, CA 92706-3398 7145646667 Rudd_James@sac.edu	\$50.00	\$0.00	\$0.00	\$0.00	\$0.00	\$50.00

Company	Contact Info	Current	31-60	61-90	91-120	120+	Balance
SC Fuels (48), Attn: Jeannette Acker Ray Alvarado	1800 W. Katella Ave #200 Orange, CA 92867 7143631239 alvarador@scfuels.com	\$680.00	\$0.00	\$0.00	\$0.00	\$0.00	\$680.00
Star Auto Service Patrick Howard	221 Viking Avenue Brea, CA 92821 7146710784 patrick@starautoservicebrea.com	\$830.00	\$0.00	\$0.00	\$0.00	\$0.00	\$830.00
Titan Automotive Mike Fry	939 West Chapman Ave Orange, CA 92868 (714) 997-2311 mikefry@sbcglobal.net	\$890.00	\$0.00	\$0.00	\$0.00	\$0.00	\$890.00
Chapter 48 Subtotal		\$6,694.50	\$0.00	\$0.00	\$0.00	\$0.00	\$6,694.50

Chapter 99

1-800 Radiator & A/C (Redding) Mark & Kim Dragoo	3777 Meadow View Drive, Suite 400 Redding, CA 96002 5303470066 mdragoo@1800radiator.com	\$220.00	\$0.00	\$0.00	\$0.00	\$0.00	\$220.00
Angelo's Classic Import Service, Inc. Angelo Aristo	2668 Hartnell Ave Redding, CA 96002 (530) 221-3653 angelosclassic@gmail.com	\$670.00	\$0.00	\$0.00	\$0.00	\$0.00	\$670.00
Autoworks Andy Nilsen	2040 Eureka Way Redding, CA 96001 5306051200 autoworks.andy@gmail.com	\$670.00	\$0.00	\$0.00	\$0.00	\$0.00	\$670.00

Company	Contact Info	Current	31-60	61-90	91-120	120+	Balance
BG Products, Fleming Distribution (99) Chris Larson	1061 Suncast Lane El Dorado Hills, CA 95762 5304103263 chris@bgfleming.com	\$220.00	\$0.00	\$0.00	\$0.00	\$0.00	\$220.00
Chico Car Care Daniel Hiestand	1369 E. 9th St. Chico, CA 95928 5303431130 dan@chicocarcare.com	\$672.00	\$0.00	\$0.00	\$0.00	\$0.00	\$672.00
CompuTrek LLC Dave Schedin	2405 195th Street East Spanaway, WA 98387 2537325229 dave@computreksystems.com	\$765.00	\$0.00	\$0.00	\$0.00	\$0.00	\$765.00
J & H Performance Joel Gooch	875 Twin View Blvd Redding, CA 96003 (530) 245-0176 info@jandhperformance.com	\$167.50	\$0.00	\$0.00	\$155.00	\$0.00	\$322.50
Jefferson State Diesel Jeremy Wright	8924 Airport Road Redding, CA 96002 5302216161 jeffersonstate@att.net	\$672.00	\$0.00	\$0.00	\$0.00	\$0.00	\$672.00
JT's PRO Smog John Thompson	2786 S. Market Street Redding, CA 96001 5302432278 jtprosmog@live.com	\$670.00	\$0.00	\$0.00	\$0.00	\$0.00	\$670.00
Marton's Repair Marton Smith	6219 Happy Valley Road Anderson, CA 96007 (530) 357-4189	\$670.00	\$0.00	\$0.00	\$0.00	\$0.00	\$670.00

Company	Contact Info	Current	31-60	61-90	91-120	120+	Balance
Paul Stower Automotive Kevin McKellar	1630 Shasta Street Redding, CA 96001 5302433904 kevinmckellar@gmail.com	\$670.00	\$0.00	\$0.00	\$0.00	\$0.00	\$670.00
R & R Auto Truck Repair Rick Sherman	3165 Twin View Blvd. Shasta Lake City, CA 96019 5307681050 rick@reddingextreme.com	\$670.00	\$0.00	\$0.00	\$0.00	\$0.00	\$670.00
Steve's Auto & Ag Repair Betty Lustig	5940 Highway 273 Anderson, CA 96007 (530) 365-1265 bettylustig@yahoo.com	\$670.00	\$0.00	\$0.00	\$0.00	\$0.00	\$670.00
Chapter 99 Subtotal		\$7,406.50	\$0.00	\$0.00	\$155.00	\$0.00	\$7,561.50

Chapter Sta

ACAT Global Joe Moch	2020 South Santa Cruz Street Anaheim, CA 92805 2314375000 joewmoch@gmail.com	\$545.00	\$0.00	\$0.00	\$0.00	\$0.00	\$545.00
Acurit Imports, Inc. William Turbovich	5677 Redwood Dr, Suite A,B,C Rohnert Park, CA 94928 (707) 584-1424 will@acuritaautorepair.com	\$225.00	\$0.00	\$0.00	\$0.00	\$0.00	\$225.00
ALL DATA Daniel Brickle	9650 West Taron Dr. STE 100 Elk Grove, CA 95757 3143043745 daniel.brickle@alldata.com	\$545.00	\$0.00	\$0.00	\$0.00	\$1,500.00	\$2,045.00

Company	Contact Info	Current	31-60	61-90	91-120	120+	Balance
Aram's Auto Repair Center Aram Tatarian	6333 North Blackstone Fresno, CA 93710 (559) 436-8436 aram@aramsauto.com	\$450.00	\$0.00	\$0.00	\$0.00	\$0.00	\$450.00
Auto Care By Kenely Randi Kenely	8944 Greenback Lane Orangevale, CA 95662 (916) 989-4841 autocarebykenely@gmail.com	\$450.00	\$0.00	\$0.00	\$0.00	\$0.00	\$450.00
Automotive Training Institute Karen Dee	705 Digital Drive, Suite V Linthicum, MD 21090 3015759102 ksdee@autotraining.net	\$5,000.00	\$0.00	\$0.00	\$0.00	\$0.00	\$5,000.00
AutoZone Jim Gray	123 S. Front Street Memphis, TN 38103 7043011500 jim.gray@autozone.com	\$0.00	\$0.00	\$0.00	\$0.00	\$7,158.00	\$7,158.00
B & F Auto Air Specialist Mike Kosareff	1601 Placentia Ave Costa Mesa, CA 92627 (949) 646-4238 mikekosareff@gmail.com	\$450.00	\$0.00	\$0.00	\$0.00	\$0.00	\$450.00
Broadly.com Matt Baker	409 13th St. Suite 300 Oakland, CA 94612 4087184386 matt@broadly.com	\$545.00	\$0.00	\$0.00	\$0.00	\$0.00	\$545.00
Eagleson Body Works, Inc. Donnie Trybul	1516 25th St Bakersfield, CA 93301 (661) 323-7902	\$450.00	\$0.00	\$0.00	\$0.00	\$0.00	\$450.00

Company	Contact Info	Current	31-60	61-90	91-120	120+	Balance
Educational Seminars Institute Maylan Newton	2222 Emmett Ave Simi Valley, CA 93063 (805) 526-3039 maylan@esiseminars.com	\$545.00	\$0.00	\$0.00	\$0.00	\$0.00	\$545.00
Family Smog & Auto Joe Forgacs	7026 E. Peabody Street Long Beach, CA 90808-2311 5622306364 jforgacsjr@aol.com	\$25.00	\$0.00	\$0.00	\$0.00	\$0.00	\$25.00
Florin Automotive Repair Roy Joerger	7232 Frasinetti Road Sacramento, CA 95828 (916) 383-2076 leahjoer@aol.com	\$450.00	\$0.00	\$0.00	\$0.00	\$0.00	\$450.00
G & G Auto Repair Richard Gauthier	3410 Fruitvale Ave Ste B Bakersfield, CA 93308 6616797957 info@gandgautorepair.com	\$0.00	\$0.00	\$0.00	\$102.00	\$0.00	\$102.00
German Auto Clinic Inc. Jose Lara	2040 North Main St, #11 Walnut Creek, CA 94596 (925) 944-0240 germanauto1000@sbcglobal.net	\$450.00	\$0.00	\$0.00	\$0.00	\$0.00	\$450.00
Gustafson Bros., Inc. John Gustafson	19161 Gothard St Huntington Beach, CA 92648 (714) 847-5600 john@gustafsonbros.com	\$450.00	\$0.00	\$0.00	\$0.00	\$0.00	\$450.00
Larry's Independent Service Larry Ray	25721 Taladro Cr, Unit A Mission Viejo, CA 92691 (949) 830-4204 service.appointment@gmail.com	\$450.00	\$0.00	\$0.00	\$0.00	\$0.00	\$450.00

Company	Contact Info	Current	31-60	61-90	91-120	120+	Balance
Magic Auto Center Moe Kateb	23230 Valencia Blvd. Valencia, CA 91355 6612911232 magicautosc@yahoo.com	\$450.00	\$0.00	\$0.00	\$0.00	\$0.00	\$450.00
Mt. San Jacinto College Roddy Rampersad	1499 North State St San Jacinto, CA 92583 (951) 654-8011	\$25.00	\$0.00	\$0.00	\$0.00	\$0.00	\$25.00
NAPA AutoCare Jason Rainey	2999 Wildwood Parkway Atlanta, GA 30339 4046541660 jason_rainey@genpt.com	\$5,000.00	\$0.00	\$0.00	\$0.00	\$0.00	\$5,000.00
Pride Automotive Body Robert Turchan	7950 Haskell Ave Van Nuys, CA 91406 (818) 909-0665 robert@prideautobody.com	\$450.00	\$0.00	\$0.00	\$0.00	\$0.00	\$450.00
Quality Motors Mike Leeches	27912 Forbes Rd. #B Laguna Niguel, CA 92677-1206 9493643636 mike@qmotors.com	\$450.00	\$0.00	\$0.00	\$0.00	\$0.00	\$450.00
RepairPal, Inc. Jill Trotta	363 Clementina Street, First Floor San Francisco, CA 94103 5107885549 jtrotta@repairpal.com	\$545.00	\$0.00	\$0.00	\$0.00	\$0.00	\$545.00
RepairPal, Inc. Kathleen Long	363 Clementina Street, First Floor San Francisco, CA 94103 4159063190 kathleen@repairpal.com	\$545.00	\$0.00	\$0.00	\$0.00	\$0.00	\$545.00

Company	Contact Info	Current	31-60	61-90	91-120	120+	Balance
Robert's Auto Repair Robert Wesenberg	234 Ramona Ave Monterey, CA 93940 (831) 373-1534	\$112.50	\$0.00	\$0.00	\$0.00	\$0.00	\$112.50
Siegfried's Motors, Inc. Mike Riedelsheimer	6173 North Blackstone Ave Fresno, CA 93710 (559) 439-3393 helmut930@yahoo.com	\$450.00	\$0.00	\$0.00	\$0.00	\$0.00	\$450.00
Smogs Plus Armando Borges	10722 South Prairie Ave Inglewood, CA 90303 (310) 674-4494	\$450.00	\$0.00	\$0.00	\$0.00	\$0.00	\$450.00
SunRay Auto Service Joe Okimoto	10300 East Artesia Blvd Bellflower, CA 90706 (562) 867-5296 sunray00@verizon.net	\$450.00	\$0.00	\$0.00	\$0.00	\$0.00	\$450.00
Tekmetric Sunil Patel	1334 Brittmoore St, Suite 180 Houston, TX 77084 8329309400 sales@tekmetric.com	\$545.00	\$0.00	\$0.00	\$0.00	\$0.00	\$545.00
University Automotive Craig Heiser	2111 Northrop Avenue Sacramento, CA 95825 9164886710 craig@universityautomotive.com	\$450.00	\$0.00	\$0.00	\$0.00	\$0.00	\$450.00
UpSwell Cydne Wright	100 Chastain Center Blvd. Suite 195 Kennesaw, GA 30144 4703770069 cwright@upswellmarketing.com	\$3,045.00	\$0.00	\$0.00	\$0.00	\$0.00	\$3,045.00

Company	Contact Info	Current	31-60	61-90	91-120	120+	Balance
Westlake Independent Honda/ Acura S Thomas "Bruce" Nation	31290 La Baya Dr, #1 Westlake Village, CA 91362 (818) 889-0377	\$450.00	\$0.00	\$0.00	\$0.00	\$0.00	\$450.00
Williams Auto & Transmission Lee Williams	238 Soscol Ave Napa, CA 94559 (707) 252-6121	\$450.00	\$0.00	\$0.00	\$0.00	\$0.00	\$450.00
Wine Country Motors Kelly Dicker	755 6th St Napa, CA 94559 (707) 255-8697 kd@wcmotors.com	\$112.50	\$0.00	\$0.00	\$100.00	\$0.00	\$212.50
WorldPac Industries Jeff Puccini	37137 Hickory St. Newark, CA 94560 (510) 608-5460	\$545.00	\$0.00	\$0.00	\$0.00	\$0.00	\$545.00
Chapter Sta Subtotal		\$25,555.00	\$0.00	\$0.00	\$202.00	\$8,658.00	\$34,415.00
Grand Total		110561.34	77	77	3013.75	13458	127187.09

**Change in Membership
All Types**

2015 – 2020
(as of 1/11/21)

	2015	2016	2017	2018	2019	2020
New	30	20	56	74	55	17
Canceled	66	81	76	51	63	62
Net	-36	-61	-20	23	-8	-45

2020	Cancelations	New Members	Net Change in Members
Regular	42	13	-30
Associate	14	2	-11
Branch	5		-5
Educator		1	1
CAT			
Other	1	1	0
Total	62	17	-45

2019	Cancelations	New Members	Net Change in Members
Regular	53	21	-32
Associate	3	4	1
Branch	1	1	-
Educator	3	5	2
CAT	-	23	21
Other	3	1	-2
Total	63	55	-8



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

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.

It is recommended that an individual who agrees to serve as Chapter Representative has been a chapter member for two years and it is also beneficial to have held a leadership position on the Chapter Board. Some chapters ask their Past President to serve in this position. Further advancement is up to the individual and many Chapter Representatives go on to serve on the ASCCA State Association Board of Directors. However, individuals 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 Chair personally contacts each Rep at least quarterly 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:

Chapter	Chapter Representative	Email Address
05 – Foothill	Tim Chakarian (Vice Chair)	bimmerphd@gmail.com
12 – West Los Angeles	Lee Chesnin	service@bvainc.net
14- Inland Empire	Davie Bauld (Chair)	daviebauld@gmail.com
16 – East Bay	Stephen Small	Stephen_a_small@yahoo.com
18 – Long Beach	Dennis Schoedl	shop@longbeachmuffler.com
1940 – LAX/South Bay	Tony Callas	tony@callasrennsport.com
21 – San Francisco	Paul Grech	P_grech@comcast.net
23 – Peninsula	Eric Sevim	apluseric@gmail.com
24 – San Diego	Steve Vanlandingham	vansautomotive@hotmail.com
25 – Fresno	Zarkis Martirosian	zarkis@budeberwein.com
26 – Tulare/Visalia	John Camara	Jcamara01@currently.com
28 – Santa Rosa	Bob Toepp	billsaer@sonic.net
42 – San Jose	Dave Kusa	davidkusa@hotmail.com
48 – No. Orange County	Tatus Tsuchida	tatsu@tokyoautomotive.com
99 – Redding	Rob Pitari	rob@allwheelinc.com

Other members of the Chapter Reps Committee include:

Rory Balmer, ASCCA President	roryasca14@gmail.com
Carolyn Coquillette, ASCCA Vice-President	carolyn@shop-ware.com
Angi Roberts (back-ups for Chapters 23 and 42)	asca-peninsula@assoc-office.com

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 2021

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

2021 Strategic Work Goals

- Marketing & Communications:
 - Continue working with KP Public Affairs.
 - Reach out to potential members and concentrate on growth.
 - Continue to improve both internal and external communications & marketing materials.
 - + Redesign e-newsletter to be more eye catching & provide digests.
 - Demonstrate the value of membership in monetary savings via corporate partner program participation.
- Improve Chapter Engagement
 - Implement the New Chapter Representative Training & Tools Developed in 2020.
- Member & Partner Outreach
 - Increase video messaging from leadership (President, Directors, and Committee Chairs) to continually personalize what ASCCA is doing.
 - Continually Survey Members Needs to help shape our communications and programs.
- Education
 - ASCCA Board Leadership Training
 - Technology training to members

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. 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.

Automotive Service Councils of California

2021 State Board of Directors

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

David Bauld Chapter 14

H Mobile Services
PO Box 281
Rimforest, CA 92378

Tel (760) 220-5157

Fax

daviebauld@gmail.com

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

Secretary

Travis Guy Chapter 48

Yorba Linda Auto Service
801 Lakeview Ave, Unit G
Placentia, CA 92870

Tel (714) 970-8774

Fax (714) 970-8712

travisguy@yorbalindaautoservice.com

Term: 01/01/2021 To 12/31/2022

Board Director

Wendy Lucko Chapter 05

Pasadena City College
1570 East Colorado Blvd
Pasadena, CA 91106

Tel (626) 585-7245

Fax

wllucko@pasadena.edu

Term: 01/01/2021 To 12/31/2022

Vice President

Carolyn Coquillette 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

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

Past 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

Board Director

Lee Chesnin Chapter 12

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

Tel (310) 393-9889

Fax (310) 395-1671

service@bvainc.net

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

Board Director

Scott Brown Chapter 14

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

Tel (909) 626-5653
Fax (909) 626-6753
cindyb.cd@gmail.com

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

Board Director

Tony Callas Chapter 1940

Callas Rennsport
19080 Hawthorne Blvd
Torrance, CA 90503

Tel (310) 370-7038
Fax (310) 370-4073
Tony@CallasRennsport.com

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

Board Director

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: 01/01/2021 To 12/31/2022

Board Director

Rob Morrell Chapter Sta

WORLD PAC
37137 Hickory Street
Newark, CA 94560

Tel (510) 701-5865
Fax
rmkroll@gmail.com

Term: 01/01/2021 To 12/31/2022

Board Director

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: 01/01/2021 To 12/31/2022

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: 01/01/2021 To 12/31/2022

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
rob@allwheelinc.com

Term: 01/01/2021 To 12/31/2022

Non-Voting

Rocky Khamenian Chapter 48

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

Tel (949) 642-1410
Fax
4ascca@gmail.com

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

Non-Voting

Jim Silverman Chapter Sta

**Automotive Training Institute
705 Digital Drive Suite V
Linthicum, MD 21090**

Tel (301) 575-9140

Fax

Jfsmanagement38@gmail.com

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

Non-Voting

Mark Warren Chapter Sta

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

Tel (510) 370-5215

Fax

mwarren1117@gmail.com

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

Committee and Task Force List

Bylaws, Policies & Procedures

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

Rory Balmer	President	(909) 337-0082	roryasca14@gmail.com
Carolyn Coquillet	Vice President	(415) 875-9030	carolyn@shop-ware.com
Steve Vanlandingham	Committee Chair	(619) 596-0011	vansautomotive@hotmail.com
Stuart Terry	Vice Chair	(619) 287-9626	stuartterystar@gmail.com
John Eppstein	Member	(619) 280-9315	john@johnsautomotivecare.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:

Rory Balmer	President	(909) 337-0082	roryasca14@gmail.com
Carolyn Coquillet	Vice President	(415) 875-9030	carolyn@shop-ware.com
Rob Morrell	Vice Chair	(510) 701-5865	rmkroll@gmail.com
David Bauld	Member	(760) 220-5157	daviebauld@gmail.com
Scott Brown	Member	(909) 626-5653	cindyb.cd@gmail.com
Patrick Cadam	Member	(415) 647-4500	karin@patsgarage.com
John Eppstein	Member	(619) 280-9315	john@johnsautomotivecare.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
Kevin Fitzpatrick	Advisor	(631) 486-3506	kevin.fitzpatrick@opusivs.com
Fred Gruner	Advisor	(650) 269-6933	fgruner@yahoo.com
Anne Mullinax	Staff	(916) 924-9054	amullinax@amgroup.us
Gloria Peterson	Staff	(916) 924-9054	gpeterson@amgroup.us

Committee and Task Force List

Education Training & Information

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

Rory Balmer	President	(909) 337-0082	roryasca14@gmail.com
Carolyn Coquillet	Vice President	(415) 875-9030	carolyn@shop-ware.com
Luke Murray	Committee Chair	(510) 755-6058	lukemurray79@gmail.com
Mike Chicconi	Member	(559) 271-2431	michaelc@cos.edu
Evan DeMik	Member	(415) 595-3346	edemik@repairpal.com
John Eppstein	Member	(619) 280-9315	john@johnsautomotive.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
Wendy Lucko	Member	(626) 585-7245	wllucko@pasadena.edu
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

Rory Balmer	President	(909) 337-0082	roryasca14@gmail.com
Carolyn Coquillet	Vice President	(415) 875-9030	carolyn@shop-ware.com
Rob Pitari	Committee Chair	(530) 241-1010	rob@allwheelinc.com
Daniel Costa	Member	(415) 377-5876	marinautomotive@gmail.com
John Eppstein	Member	(619) 280-9315	john@johnsautomotive.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

Rory Balmer	President	(909) 337-0082	roryasca14@gmail.com
Carolyn Coquillette	Vice President	(415) 875-9030	carolyn@shop-ware.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
John Eppstein	Member	(619) 280-9315	john@johnsautomotive.com
Dave Fischer	Member	(888) 358-2221	cesyes@hotmail.com
Craig Johnson	Member	(626) 810-2281	craig@cjauto.net
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

Committee and Task Force List

Membership Committee

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

Rory Balmer	President	(909) 337-0082	roryasca14@gmail.com
Lee Chesnin	Committee Chair	(310) 393-9889	service@bvainc.net
Carolyn Coquillet	Vice President	(415) 875-9030	carolyn@shop-ware.com
Stephanie Pitari	Vice Chair	(530) 241-1010	rheasunshine2810@gmail.com
Daniel Costa	Member	(415) 377-5876	marinautomotive@gmail.com
Shannon Devery	Member	(626) 476-9016	shannon@fdis-sangabrielvalley.com
John Eppstein	Member	(619) 280-9315	john@johnsautomotive.com
Rocky Khamenian	Member	(949) 642-1410	4asca@gmail.com
Jimmy Lea	Member	(408) 482-1035	jimmylea@kukui.com
Rob Pitari	Member	(530) 241-1010	rob@allwheelinc.com
Angi Roberts	Member	(408) 266-9658	asca-san-jose@assoc-office.com
Jim Silverman	Member	(301) 575-9140	jfsmanagement38@gmail.com
Steve Vanlandingham	Member	(619) 596-0011	vansautomotive@hotmail.com
John Camara	Advisor	(559) 688-5721	Jcamara01@currently.com
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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Important Dates for 2021

January 29-31, 2021	Team Weekend - Virtual
May 14-15, 2021	ASCCA Virtual Conference
June 25-27, 2021	Team Weekend – Virtual
September 10-12, 2021	Team Weekend – TBD
November 19-21, 2021	Team Weekend – TBD

Committee Meetings (via Zoom)

January (part of Team Weekend)

February 25th

March 25th

April 22nd

May 27th

June (part of Team Weekend)

July 22nd

August 26th

September (part of Team Weekend)

October 28th

November (part of Team Weekend)

December 16th

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

Name: _____

Chapter: _____

Email: _____

Phone: _____

1. How long have you been a member of ASCCA?
2. What were your 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 holding the position of 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 or anything else you would like to share?

When completed, please submit this form to Anne Mullinax, ASCCA Deputy Executive Director at amullinax@amgroup.us

I, _____, of Chapter _____, acknowledge that I have received a copy of the Chapter Representative Committee Orientation Packet and have read the same.

As a Chapter Representative, I understand that I am responsible for representing my Chapter at the state level of ASCCA as well as for relaying information I gain from the Committee meetings and Team Weekend events back to my Chapter.

I further acknowledge that if I am unable to attend a Committee meeting, I will do my best to have someone else in the Chapter leadership attend in my place.

Signature

Date



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AGENDA

MBI BOARD OF DIRECTORS

January 31, 2021 | 8:30 – 8:45 am

<https://zoom.us/j/99726209579>

Meeting ID: 997 2620 9579

(669) 900-6833 – San Jose CA

(253) 215-8782 – Tacoma WA

- | | |
|---|-------------|
| I. Call to Order | R. Balmer |
| II. Pledge of Allegiance | R. Balmer |
| III. Roll Call – encl. | T. Guy |
| IV. Minutes of the 11.22.2020 Meeting– <i>encl.</i> | R. Balmer |
| V. Overview of Year-to-Date Revenue – <i>TBP.</i> | G. Peterson |
| VI. ASC Insurance Program Update | G. Dailey |

AGENDA

ASCCA BOARD OF DIRECTORS

January 31, 2021 | 8:45 – 11:00 am

- | | |
|--|-----------------------|
| I. Call to Order | R. Balmer |
| II. Secretary’s Report | T. Guy |
| a. Minutes Approval: 11.22.2020, 12.16.2020, 1.13.2021
Board of Directors Meetings and 12.30.2020 Executive Committee – <i>encls.</i> | |
| b. Action Items Review – <i>encl.</i> | |
| c. Ratify Electronic Votes: Appointments of Rocky Khamenian,
Jim Silverman, and Mark Warren to the position of non-voting advisor | |
| III. Treasurer’s Report | J. Villa |
| a. December Month-end Financial Statement – <i>encl.</i> | |
| b. Investment Statement – <i>encl.</i> | |
| IV. Review & Approval of Strategic Workplan – <i>encl.</i> | R. Balmer |
| V. ASCCA Building Update | G. Peterson |
| a. Lease Negotiation Needed – Extension Ends 12/31/2021 | |
| VI. President’s Report | R. Balmer |
| VII. ASCEF Update | D. Kusa / G. Peterson |
| VIII. Committee Discussion & Recommendations | R. Balmer |
| IX. Old Business | R. Balmer |
| X. New Business | R. Balmer |
| XI. Adjournment | R. Balmer |

**Board of Directors & Executive Committee
2021 Attendance Record**

	Term Exp.	1/13 SPECIAL BOD	1/30 BOD
EXECUTIVE COMMITTEE			
1. Rory Balmer, President	12.31.2021	P	
2. Carolyn Coquillette, Vice President	12.31.2021	P	
3. John Eppstein, Immediate Past President	12.31.2021	P	
4. John Villa, Treasurer	12.31.2021	P	
5. Travis Guy, Secretary	12.31.2022	P	
6. Davie Bauld, CRC Chair	12.31.2021	P	
BOARD DIRECTORS (1 Vacancy)			
7. Scott Brown	12.31.2021	P	
8. Tony Callas	12.31.2021	A	
9. Lee Chesnin	12.31.2021	P	
10. Esteban Gonzalez	12.31.2022	P	
11. Dave Kusa	12.31.2022	P	
12. Wendy Lucko (Educator Member)	12.31.2022	A	
13. Rob Pitari	12.31.2022	P	
14. Steve Vanlandingham	12.31.2022	P	
15. Rob Morrell (Associate Member)	12.31.2022	P	
ADVISOR – NON-VOTING			
Rocky Khamenian	12.31.2021	P	
Jim Silverman	12.31.2021	P	
Mark Warren	12.31.2021	P	

P = Present A = Absent E = Excused Absence

MINUTES

MBI BOARD OF DIRECTORS

November 22, 2020 | 8:30 am (SHARP)

I. Call to Order

J. Eppstein called the meeting to order at 8:38 am.

II. Attendance

Present: John Eppstein, Rory Balmer, Carolyn Coquillette, Travis Guy, Scott Brown, Lee Chesnin, Jerry Kubitsky, Dave Kusa, Rob Pitari, Steve Vanlandingham, Advisor: Mark Warren

Absent: Rocky Khamenian, Esteban Gonzalez, George Hritz, Dave Kusa, Rob Pitari, Advisor: Jack Scrafield

Guest: Jim Silverman, Glen Dailey

Staff: Gloria Peterson, Martha Rader, Dori Eppstein, Anne Mullinax

III. Minutes of the 9.12.2020 Meeting

MOTION It was moved, seconded, and carried to approve the minutes of the September 12, 2020, MBI Board of Directors meeting.

IV. Overview of Year-to-Date Revenue

G. Peterson provided an overview of the MBI income and the Corporate Partner income.

V. ASC Insurance Program Update

G. Dailey provided an update on the revenue-to-date.

The meeting adjourned at 8:49 am.



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MINUTES

ASCCA BOARD OF DIRECTORS

November 22, 2020

8:40 am – 1:30 pm.

I. Call to Order & Acknowledgement of Antitrust Policy

J. Eppstein called the meeting to order at 8:49 am.

II. Attendance

Present: John Eppstein, Rory Balmer, Carolyn Coquillette, John Villa, Travis Guy, Scott Brown, Jerry Kubitsky, Dave Kusa, Rob Pitari, Steve Vanlandingham, Advisor: Mark Warren

Absent: Rocky Khamenian, Tony Callas, Lee Chesnin, Esteban Gonzalez, George Hritz, Advisor: Jack Scrafield, Excused: Rob Morrell

Staff: Gloria Peterson, Anne Mullinax

III. Secretary's Report

a. Board of Directors Meeting Minutes: 9.12.20, 10.15.20,
10.21.20, 10.15.20, 11.11.20

Executive Committee Meeting Minutes: 8.26.20 and 10.28.20

MOTION It was MSC to approve all minutes, as presented.

b. Action Items Review

J. Eppstein reviewed the action items.

ACTION Anne Mullinax to send details on the Members Care campaign to the
Membership Committee.

IV. Adjournment

The Board meeting adjourned at 8:57 am.



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MINUTES

Special Board of Directors Meeting
December 15, 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, Travis Guy, Scott Brown, Lee Chesnin, George Hritz, Dave Kusa, Jerry Kubitsky, Rob Morrell, Rob Pitari, Steve Vanlandingham, Advisor: Mark Warren

Absent: Carolyn Coquillette, John Villa, Tony Callas, Esteban Gonzalez, Advisor: Jack Scrafield

Staff: Gloria Peterson, Anne Mullinax

III. Virtual Conference Date Discussion

The ETI Committee proposed new dates for the ASCCA virtual conference of June 25-26, 2021.

There was discussion about the May dates proposed originally.

MOTION It was moved, seconded, and carried (MSC) to either schedule the conference dates for May 7-8 or May 14-15, 2021, based on Kukui and AMG's availability.

IV. PAVE Training Scholarship / Sponsorship

J. Eppstein asked for the Board's input on the idea of creating a scholarship or prize drawing for the attendees. M. Warren reported that the Tucson AZ chapter will be sponsoring the high school instructors.

The idea was also thrown out there about a non-member incentive to sign up for membership with the PAVE Training registration and getting your registration refunded.

Agreed to start at one giveaway and the Board may assess adding more incentives.

MOTION It was MSC proceed with two prize drawings and to possibly increase then number based on revenue.

MOTION It was MSC to offer non-members to opportunity to apply the PAVE Training registration towards ASCCA dues who join for a full year.

V. New Business

Jimmy Lea indicated that May 14-15 are their available dates.

Rob Morrell shared an idea to help promote registration at the ASCCA virtual event by having shops and sponsors bring student attendees into the event. There was discussion about whether CAT can assist with drawing more students to the event in this manner.

G. Hritz indicate that CAT doesn't have a method to communicate with the students, so he recommended that ASCCA reach out to the schools directly.

ACTION See if we can get our event approved for the educators to use for their required training.

ACTION Suggest that PAVE Training consider encouraging educators to promote the event to students.

Discussed the January Team Weekend and the continued need to find a CPA to speak.

ACTION Rob Morrell offered to reach out to Hunt Demarest and invite him to speak during the January Team Weekend.

VI. Adjournment

The meeting adjourned at 6:59 pm.



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MINUTES

Special Board of Directors Meeting

January 13, 2021 | 6:00 – 7:00 pm.

Via Zoom

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

I. Call to Order

R. Balmer called the meeting to order at 6:03 pm.

II. Attendance:

Present: Rory Balmer, Carolyn Coquillette, John Eppstein, John Villa, Travis Guy, Davie Bauld, Scott Brown, Lee Chesnin, Esteban Gonzalez, Dave Kusa, Rob Pitari, Steve Vanlandingham, Rob Morrell, Advisors: Rocky Khamenian, Jim Silverman, Mark Warren

Absent: Tony Callas, Wendy Lucko

Staff: Gloria Peterson, Anne Mullinax

III. Logo Development Status Memo

R. Balmer reviewed the discussions that had been held during the development of a new logo for ASCCA. He reminded the Board that the Executive Committee had voted to table further work on a redesigned logo until a future date.

Each Board member was provided an opportunity to comment on the process to date as well as their opinions on the various logos presented. There was a general concurrence that the work to date on the logo can be built upon in the future.

IV. New/Old Business

The Board had no items to discuss.

V. Adjournment

The meeting adjourned at 7:05pm



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MINUTES

Executive Committee

December 30, 2020 | 6:00 – 7:00 pm
Via Zoom

I. Call to Order

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

II. Attendance

Present: John Eppstein, Rory Balmer, Carolyn Coquillet, Rocky Khamenian, John Villa, Travis Guy, Scott Brown, Jerry Kubitsky, Rob Morrell, Steve Vanlandingham, Advisor: Mark Warren

Absent: Tony Callas, Esteban Gonzalez, George Hritz, Dave Kusa, Rob Pitari, Advisor: Jack Scrafield, Excused: Lee Chesnin

Staff: Gloria Peterson, Anne Mullinax

Guest: Wendy Lucko

III. Treasurer's Report

a. November Month-end Financial Statement

J. Villa reviewed the financial status. G. Peterson provided a current bank balance.

b. Investment Account Report

A year-to-date investment account report dated 12/29/2020.

IV. New Business

a. Draft Member Value Proposition Statement

Anne Mullinax reviewed the draft Member Value Proposition Statement that was developed by KP Public Affairs with input from a few key volunteers. The consensus was that they were good, with the following recommendations:

1. add a call out about benefits that save you money;
2. change the term 'vehicle' on the first line; and,
3. reorder by moving fighting for our industry to the top.

- #### b. Past Presidents Meeting – D. Kusa and R. Khamenian provided an overview of the recent past president's meeting. There is a plan to meet again in June. He proposed that we create a Past President's Committee that the Executive Committee and Board would develop the guidelines for maintaining. One idea was to include the current President on the Committee.

MOTION It was moved, seconded, and carried to develop a Past Presidents Committee.

V. Old Business

There was no old business.

J. Eppstein thanked outgoing Board member Jerry Kubitsky for his service on the Board.

W. Lucko gave a brief introduction and summary of her background. J. Eppstein thanked Rocky Khamenian for his service on the Board.

VI. Adjournment

The meeting adjourned at 7:01 pm.

Automotive Service Councils of California
Balance Sheet Comparison
As of December 31, 2020

	December 31, 2020	December 31, 2019	\$ Change	% Change
ASSETS				
Current Assets				
Bank Accounts				
1100 Cash				
1105 Cash-In Banking	118,274.31	155,479.58	-37,205.27	-23.93%
1105.01 Bank - MBI	46,782.16	58,432.13	-11,649.97	-19.94%
1115 Vanguard	0.00	467,760.42	-467,760.42	-100.00%
1120 Vanguard -Net Proceeds from Bui	0.00	43,723.62	-43,723.62	-100.00%
1125 Sage Point Financial	597,518.70		597,518.70	
Total 1100 Cash	\$ 762,575.17	\$ 725,395.75	\$ 37,179.42	5.13%
Total Bank Accounts	\$ 762,575.17	\$ 725,395.75	\$ 37,179.42	5.13%
Accounts Receivable				
1200 Accounts Receivable				
1220 Accounts Receivable-Chapters	548.68	548.68	0.00	0.00%
Total 1200 Accounts Receivable	\$ 548.68	\$ 548.68	\$ 0.00	0.00%
Total Accounts Receivable	\$ 548.68	\$ 548.68	\$ 0.00	0.00%
Total Current Assets	\$ 763,123.85	\$ 725,944.43	\$ 37,179.42	5.12%
Fixed Assets				
1300 Fixed Assets				
1330 Buildings & Fixtures	145,233.00	145,233.00	0.00	0.00%
1380 Land	73,800.00	73,800.00	0.00	0.00%
1390 Accumulated Depreciation	-128,316.00	-128,316.00	0.00	0.00%
Total 1300 Fixed Assets	\$ 90,717.00	\$ 90,717.00	\$ 0.00	0.00%
Total Fixed Assets	\$ 90,717.00	\$ 90,717.00	\$ 0.00	0.00%
Other Assets				
1500 Other Assets				
1510 Prepaid Expenses	3,360.55	3,836.16	-475.61	-12.40%
1520 Projects In Progress	0.00	621.42	-621.42	-100.00%
Total 1500 Other Assets	\$ 3,360.55	\$ 4,457.58	-\$ 1,097.03	-24.61%
1600 Investments				
1610 Investments in Subsidiaries - M	58,670.13	58,670.13	0.00	0.00%
1630 Future Tax Benefits - MBI	834.00	536.00	298.00	55.60%
Total 1600 Investments	\$ 59,504.13	\$ 59,206.13	\$ 298.00	0.50%
Total Other Assets	\$ 62,864.68	\$ 63,663.71	-\$ 799.03	-1.26%
TOTAL ASSETS	\$ 916,705.53	\$ 880,325.14	\$ 36,380.39	4.13%
LIABILITIES AND EQUITY				
Liabilities				
Current Liabilities				
Accounts Payable				
2000 Current Liabilities				
2110 Accounts Payable	39,285.90	84,116.67	-44,830.77	-53.30%

2110.01 Accounts Payable - MBI	-477.00	-775.00	298.00	38.45%
2120 Income Tax Payable	0.00	298.00	-298.00	-100.00%
Total 2000 Current Liabilities	\$ 38,808.90	\$ 83,639.67	-\$ 44,830.77	-53.60%
Total Accounts Payable	\$ 38,808.90	\$ 83,639.67	-\$ 44,830.77	-53.60%
Other Current Liabilities				
2150 California Wildfire Relief Fund				
2503 Advocacy Fund Contribution	9,969.89	8,953.64	1,016.25	11.35%
2504 Connect Cars Committee designat	4,405.00	4,405.00	0.00	0.00%
2505 Chapter Dues Payables	7,278.16	2,027.50	5,250.66	258.97%
2506 ASCEF Donations - General	-200.00	0.00	-200.00	
2511 Deferred Dues - 2021	87,463.86	89,258.42	-1,794.56	-2.01%
Total Other Current Liabilities	\$ 108,916.91	\$ 104,644.56	\$ 4,272.35	4.08%
Total Current Liabilities	\$ 147,725.81	\$ 188,284.23	-\$ 40,558.42	-21.54%
Long-Term Liabilities				
2501 Tenant - Lease Deposit	3,137.60	3,137.60	0.00	0.00%
Total Long-Term Liabilities	\$ 3,137.60	\$ 3,137.60	\$ 0.00	0.00%
Total Liabilities	\$ 150,863.41	\$ 191,421.83	-\$ 40,558.42	-21.19%
Equity				
3000 Members' Equity				
3101 Capital Stock	1,000.00	1,000.00	0.00	0.00%
3110 Additional Paid in Capital	303,696.34	303,696.34	0.00	0.00%
3120 Retained Earnings	-256,457.75	-256,457.75	0.00	0.00%
Total 3000 Members' Equity	\$ 48,238.59	\$ 48,238.59	\$ 0.00	0.00%
32000 Unrestricted Net Assets	640,664.72	488,515.91	152,148.81	31.15%
Net Income	76,938.81	152,148.81	-75,210.00	-49.43%
Total Equity	\$ 765,842.12	\$ 688,903.31	\$ 76,938.81	11.17%
TOTAL LIABILITIES AND EQUITY	\$ 916,705.53	\$ 880,325.14	\$ 36,380.39	4.13%

Automotive Service Councils of California

Budget vs. Actuals

January - December 2020

	Actual	Budget	Over/Under Budget	% of Budget
Income				
4100 Membership Dues				
4110 Association Dues	177,479.79	187,400.00	-9,920.21	94.71%
4120 General Member State Dues	-212.50	1,000.00	-1,212.50	-21.25%
4130 Application Fees	660.00	1,000.00	-340.00	66.00%
4135 Education Members	650.00	350.00	300.00	185.71%
4140 Associate Dues	28,671.25	29,700.00	-1,028.75	96.54%
4143 Associate Branch Dues		6,500.00	-6,500.00	0.00%
4145 Recruitment Fee	-1,755.00	-2,000.00	245.00	87.75%
4198 Service Charge Reoccurring bill	1,202.00		1,202.00	
Total 4100 Membership Dues	\$ 206,695.54	\$ 223,950.00	-\$ 17,254.46	92.30%
4200 Endorsements/Services				
4200.10 ASC Insurance Services				
4215 Armstrong Insurance	24,996.14	31,000.00	-6,003.86	80.63%
4299 CoreMark	9,676.22	10,000.00	-323.78	96.76%
Total 4200.10 ASC Insurance Services	\$ 34,672.36	\$ 41,000.00	-\$ 6,327.64	84.57%
4200.20 Endorsements				
4225 Heartland	5,020.24	4,000.00	1,020.24	125.51%
4235 G&K Services - Cintas	11,984.81	10,000.00	1,984.81	119.85%
4250 Auto Zone	2,698.03	3,000.00	-301.97	89.93%
4255 Yourmembership	108.59		108.59	
Total 4200.20 Endorsements	\$ 19,811.67	\$ 17,000.00	\$ 2,811.67	116.54%
Total 4200 Endorsements/Services	\$ 54,484.03	\$ 58,000.00	-\$ 3,515.97	93.94%
4600 Corporate Partners				
4610 Corporate Partners	52,627.01	80,000.00	-27,372.99	65.78%
Total 4600 Corporate Partners	\$ 52,627.01	\$ 80,000.00	-\$ 27,372.99	65.78%
4799.10 Team Weekend Raffle..				
4799.01 Team Weekend Raffle	740.00	2,500.00	-1,760.00	29.60%
Total 4799.10 Team Weekend Raffle..	\$ 740.00	\$ 2,500.00	-\$ 1,760.00	29.60%
4900 Other Revenue				
4908 Building Rental Revenue	45,792.00	45,792.00	0.00	100.00%
4910 Miscellaneous Income	25,000.00		25,000.00	
Total 4900 Other Revenue	\$ 70,792.00	\$ 45,792.00	\$ 25,000.00	154.59%
Total Income	\$ 385,338.58	\$ 410,242.00	-\$ 24,903.42	93.93%
Gross Profit	\$ 385,338.58	\$ 410,242.00	-\$ 24,903.42	93.93%
Expenses				
5000.1 - Technology Expenses				
5225.1 Database updates & changes	440.00	1,000.00	-560.00	44.00%
5240.1 Website Expenses		6,000.00	-6,000.00	0.00%
Total 5000.1 - Technology Expenses	\$ 440.00	\$ 7,000.00	-\$ 6,560.00	6.29%
5300.1 Publication/Communication Expen				

5310.1 Independent Expenses		2,500.00	-2,500.00	0.00%
5320.1 Website Expenses	20.00		20.00	
5325.1 Broadcast Emails & Faxes	954.00	600.00	354.00	159.00%
Total 5300.1 Publication/Communication Expen	\$ 974.00	\$ 3,100.00	-\$ 2,126.00	31.42%
5600.00 R & B Committee				
5600.01 Revenue & Benefits Cmte Raffle		500.00	-500.00	0.00%
5600.02 Advantage Printing	301.84	1,200.00	-898.16	25.15%
5600.03 Corporate Partner Awards		1,100.00	-1,100.00	0.00%
Total 5600.00 R & B Committee	\$ 301.84	\$ 2,800.00	-\$ 2,498.16	10.78%
5700.1 Educational & Training - Chapter				
5710.1 Facility & Banquet		2,500.00	-2,500.00	0.00%
Total 5700.1 Educational & Training - Chapter	\$ 0.00	\$ 2,500.00	-\$ 2,500.00	0.00%
6100 Meetings & Travel				
6110 Meeting Exp-Team Weekend (1)	8,575.90	5,708.00	2,867.90	150.24%
6111 Meeting Exp - Team Weekend (2)		6,062.00	-6,062.00	0.00%
6112 Meeting Exp - Team Weekend (3)	500.00	4,334.00	-3,834.00	11.54%
6113 Meeting Exp - Team Weekend (4)	500.00	5,900.00	-5,400.00	8.47%
6113. Aftermarket Industry Summit		1,589.00	-1,589.00	0.00%
6120 Travel - ED		750.00	-750.00	0.00%
6121 Travel - Directors/Officers		3,000.00	-3,000.00	0.00%
6122 Travel - Staff		500.00	-500.00	0.00%
6123 Leadership Train/Strategic Plan	4,500.00	2,000.00	2,500.00	225.00%
6124 Chap. Reps-First Time Attendee		1,400.00	-1,400.00	0.00%
6125 Printing/Reproduction	4.95	250.00	-245.05	1.98%
6145 Board Awards	1,133.96		1,133.96	
6199 Other BOD Expenses		250.00	-250.00	0.00%
Total 6100 Meetings & Travel	\$ 15,214.81	\$ 31,743.00	-\$ 16,528.19	47.93%
6300 Government Affairs Committee				
6320 Travel	14.00	700.00	-686.00	2.00%
6321 Travel - NASTF		2,500.00	-2,500.00	0.00%
6325 SBC - gov		750.00	-750.00	0.00%
6360 Legislative Day	121.42	4,300.00	-4,178.58	2.82%
Total 6300 Government Affairs Committee	\$ 135.42	\$ 8,250.00	-\$ 8,114.58	1.64%
6500 Membership Recruitment/Retentio				
5420.1 Membership Signs	549.18	1,120.00	-570.82	49.03%
6505 Advertising/Marketing	3,579.00		3,579.00	
6506 Membership Recruitment Drive	90.55	3,000.00	-2,909.45	3.02%
6515 Membership Appreciation	210.00	1,000.00	-790.00	21.00%
6535 Legal Advise-Member Service	13,750.00	15,000.00	-1,250.00	91.67%
6545 Printing	102.50	1,000.00	-897.50	10.25%
6590 Postage/Other		200.00	-200.00	0.00%
Total 6500 Membership Recruitment/Retentio	\$ 18,281.23	\$ 21,320.00	-\$ 3,038.77	85.75%
6700 PR Committee				
6715 Public Relation Committee	179.68	2,300.00	-2,120.32	7.81%
Total 6700 PR Committee	\$ 189.68	\$ 2,300.00	-\$ 2,110.32	8.25%
7100 General & Admin Expenses				
7101 Office Supplies	35.93	500.00	-464.07	7.19%

7103 Printing/Reproduction	1,831.76	3,000.00	-1,168.24	61.06%
7105 Telephone/Fax	840.00	1,000.00	-160.00	84.00%
7106 Telephone Conference Calls	428.20		428.20	
7107 Postage/Mailing	802.40	1,200.00	-397.60	66.87%
7111 Insurance	6,513.61	6,900.00	-386.39	94.40%
7123 Off-Site Storage	1,452.72	1,440.00	12.72	100.88%
7124 On-Site Storage	1,080.00	990.00	90.00	109.09%
7125 Travel - Staff		300.00	-300.00	0.00%
7126 Bank Charges/Credit Card Fees	6,848.03	8,700.00	-1,851.97	78.71%
7127 Filing Fees/Penalties	45.00	50.00	-5.00	90.00%
7490 Miscellaneous G&A	0.00	100.00	-100.00	0.00%
Total 7100 General & Admin Expenses	\$ 19,877.65	\$ 24,180.00	-\$ 4,302.35	82.21%
7500 Building Maint & Mgmt				
7505 Building Mgmt Fees	7,325.10	8,196.00	-870.90	89.37%
7510 Utilities	4,029.14	3,000.00	1,029.14	134.30%
7515 Repairs & Maintenance	820.00	1,000.00	-180.00	82.00%
7522 Insurance		850.00	-850.00	0.00%
7525 Security	30.00	30.00	0.00	100.00%
7550 Property Taxes	4,780.56	4,750.00	30.56	100.64%
Total 7500 Building Maint & Mgmt	\$ 16,984.80	\$ 17,826.00	-\$ 841.20	95.28%
8100 Professional Services				
8110 Accounting/Audit	3,775.00	3,800.00	-25.00	99.34%
8120 Management Services	225,000.00	225,000.00	0.00	100.00%
8130 Advocacy	30,250.00	33,000.00	-2,750.00	91.67%
8150 Legal		500.00	-500.00	0.00%
8170 Marketing and PR	43,000.00		43,000.00	
Total 8100 Professional Services	\$ 302,025.00	\$ 262,300.00	\$ 39,725.00	115.14%
Total Expenses	\$ 374,424.43	\$ 383,319.00	-\$ 8,894.57	97.68%
Net Operating Income	\$ 10,914.15	\$ 26,923.00	-\$ 16,008.85	40.54%
Other Income				
9100 Other Revenue/Expenses				
4906 Gain/Loss & Int - Bldg Proceeds	1,299.32	3,500.04	-2,200.72	37.12%
4907 Gain/Loss & Int. on Investments	64,735.34	34,500.00	30,235.34	187.64%
9120 Tax - Federal		-1,500.00	1,500.00	0.00%
9130 Tax - State	-10.00	-800.00	790.00	1.25%
Total 9100 Other Revenue/Expenses	\$ 66,024.66	\$ 35,700.04	\$ 30,324.62	184.94%
Total Other Income	\$ 66,024.66	\$ 35,700.04	\$ 30,324.62	184.94%
Net Other Income	\$ 66,024.66	\$ 35,700.04	\$ 30,324.62	184.94%
Net Income	\$ 76,938.81	\$ 62,623.04	\$ 14,315.77	122.86%

Automotive Service Councils of California
Profit and Loss Comparison
January - December 2020

	Jan - Dec 2020	Jan - Dec 2019	\$ Change	% Change
Income				
4100 Membership Dues				
4110 Association Dues	177,479.79	185,969.37	-8,489.58	-4.57%
4120 General Member State Dues	-212.50		-212.50	
4130 Application Fees	660.00	880.76	-220.76	-25.06%
4135 Education Members	650.00	725.00	-75.00	-10.34%
4140 Associate Dues	28,671.25	30,677.08	-2,005.83	-6.54%
4145 Recruitment Fee	-1,755.00	-1,546.00	-209.00	-13.52%
4160 Membership Liaison Commission		-124.00	124.00	100.00%
4198 Service Charge Reoccurring bill	1,202.00	1,668.00	-466.00	-27.94%
Total 4100 Membership Dues	\$ 206,695.54	\$ 218,250.21	-\$ 11,554.67	-5.29%
4200 Endorsements/Services				
4200.10 ASC Insurance Services				
4215 Armstrong Insurance	24,996.14		24,996.14	
4299 CoreMark	9,676.22		9,676.22	
Total 4200.10 ASC Insurance Services	\$ 34,672.36	\$ 0.00	\$ 34,672.36	
4200.20 Endorsements				
4225 Heartland	5,020.24	3.00	5,017.24	167241.33%
4235 G&K Services - Cintas	11,984.81	2,793.56	9,191.25	329.02%
4250 Auto Zone	2,698.03		2,698.03	
4255 Yourmembership	108.59		108.59	
4290 Other Endorsements		-2,793.56	2,793.56	100.00%
Total 4200.20 Endorsements	\$ 19,811.67	\$ 3.00	\$ 19,808.67	660289.00%
4210 ASCIS		68,960.23	-68,960.23	-100.00%
Total 4200 Endorsements/Services	\$ 54,484.03	\$ 68,963.23	-\$ 14,479.20	-21.00%
4400 Merchandise				
4410 Merchandise - Revenue		53.40	-53.40	-100.00%
Total 4400 Merchandise	\$ 0.00	\$ 53.40	-\$ 53.40	-100.00%
4600 Corporate Partners				
4610 Corporate Partners	52,627.01	86,710.27	-34,083.26	-39.31%
4612 Raffle Tickets		-290.45	290.45	100.00%
Total 4600 Corporate Partners	\$ 52,627.01	\$ 86,419.82	-\$ 33,792.81	-39.10%
4700 Education & Training				
4705 Chapter Leadership Training		99.00	-99.00	-100.00%
Total 4700 Education & Training	\$ 0.00	\$ 99.00	-\$ 99.00	-100.00%
4799.10 Team Weekend Raffle..				
4799.01 Team Weekend Raffle	740.00	1,175.00	-435.00	-37.02%
Total 4799.10 Team Weekend Raffle..	\$ 740.00	\$ 1,175.00	-\$ 435.00	-37.02%
4900 Other Revenue				
4905 Interest		-1,879.93	1,879.93	100.00%
4908 Building Rental Revenue	45,792.00	43,753.20	2,038.80	4.66%

4910 Miscellaneous Income	25,000.00		25,000.00	
Total 4900 Other Revenue	\$ 70,792.00	\$ 41,873.27	\$ 28,918.73	69.06%
Total Income	\$ 385,338.58	\$ 416,833.93	-\$ 31,495.35	-7.56%
Gross Profit	\$ 385,338.58	\$ 416,833.93	-\$ 31,495.35	-7.56%
Expenses				
5000.1 - Technology Expenses				
5225.1 Database updates & changes	440.00		440.00	
Total 5000.1 - Technology Expenses	\$ 440.00	\$ 0.00	\$ 440.00	
5300.1 Publication/Communication Expen				
5310.1 Independent Expenses		1,499.00	-1,499.00	-100.00%
5320.1 Website Expenses	20.00	254.21	-234.21	-92.13%
5325.1 Broadcast Emails & Faxes	954.00	621.25	332.75	53.56%
Total 5300.1 Publication/Communication Expen	\$ 974.00	\$ 2,374.46	-\$ 1,400.46	-58.98%
5600.00 R & B Committee				
5600.02 Advantage Printing	301.84	2,078.38	-1,776.54	-85.48%
5600.03 Corporate Partner Awards		668.51	-668.51	-100.00%
Total 5600.00 R & B Committee	\$ 301.84	\$ 2,746.89	-\$ 2,445.05	-89.01%
6100 Meetings & Travel				
6110 Meeting Exp-Team Weekend (1)	8,575.90	4,592.37	3,983.53	86.74%
6111 Meeting Exp - Team Weekend (2)		4,118.49	-4,118.49	-100.00%
6112 Meeting Exp - Team Weekend (3)	500.00	2,317.03	-1,817.03	-78.42%
6113 Meeting Exp - Team Weekend (4)	500.00	6,081.10	-5,581.10	-91.78%
6120 Travel - ED		85.84	-85.84	-100.00%
6121 Travel - Directors/Officers		3,000.00	-3,000.00	-100.00%
6122 Travel - Staff		821.53	-821.53	-100.00%
6123 Leadership Train/Strategic Plan	4,500.00		4,500.00	
6125 Printing/Reproduction	4.95	142.44	-137.49	-96.52%
6140 Conference Calls		128.40	-128.40	-100.00%
6145 Board Awards	1,133.96	631.32	502.64	79.62%
6199 Other BOD Expenses		156.59	-156.59	-100.00%
Total 6100 Meetings & Travel	\$ 15,214.81	\$ 22,075.11	-\$ 6,860.30	-31.08%
6300 Government Affairs Committee				
6320 Travel	14.00		14.00	
6325 SBC - gov		750.00	-750.00	-100.00%
6360 Legislative Day	121.42	3,807.66	-3,686.24	-96.81%
Total 6300 Government Affairs Committee	\$ 135.42	\$ 4,557.66	-\$ 4,422.24	-97.03%
6500 Membership Recruitment/Retentio				
5420.1 Membership Signs	549.18	650.18	-101.00	-15.53%
6505 Advertising/Marketing	3,579.00	71.64	3,507.36	4895.81%
6506 Membership Recruitment Drive	90.55	149.11	-58.56	-39.27%
6515 Membership Appreciation	210.00	484.80	-274.80	-56.68%
6525 Member Survey		1,000.00	-1,000.00	-100.00%
6535 Legal Advise-Member Service	13,750.00	15,000.00	-1,250.00	-8.33%
6545 Printing	102.50	603.71	-501.21	-83.02%
6590 Postage/Other		45.80	-45.80	-100.00%
Total 6500 Membership Recruitment/Retentio	\$ 18,281.23	\$ 18,005.24	\$ 275.99	1.53%
6700 PR Committee				

6715 Public Relation Committee	189.68	118.23	71.45	60.43%
Total 6700 PR Committee	\$ 189.68	\$ 118.23	\$ 71.45	60.43%
7100 General & Admin Expenses				
7101 Office Supplies	35.93	336.56	-300.63	-89.32%
7102.00 Dues & Subscription		0.00	0.00	
7103 Printing/Reproduction	1,831.76	2,892.81	-1,061.05	-36.68%
7105 Telephone/Fax	840.00	840.00	0.00	0.00%
7106 Telephone Conference Calls	428.20		428.20	
7107 Postage/Mailing	802.40	1,420.19	-617.79	-43.50%
7111 Insurance	6,513.61	6,268.08	245.53	3.92%
7123 Off-Site Storage	1,452.72	1,489.26	-36.54	-2.45%
7124 On-Site Storage	1,080.00	1,124.22	-44.22	-3.93%
7125 Travel - Staff		33.13	-33.13	-100.00%
7126 Bank Charges/Credit Card Fees	6,848.03	8,129.90	-1,281.87	-15.77%
7127 Filing Fees/Penalties	45.00	45.00	0.00	0.00%
7490 Miscellaneous G&A	0.00	0.00	0.00	
Total 7100 General & Admin Expenses	\$ 19,877.65	\$ 22,579.15	-\$ 2,701.50	-11.96%
7500 Building Maint & Mgmt				
7505 Building Mgmt Fees	7,325.10	8,136.00	-810.90	-9.97%
7510 Utilities	4,029.14	4,173.07	-143.93	-3.45%
7515 Repairs & Maintenance	820.00	4,520.00	-3,700.00	-81.86%
7525 Security	30.00	30.00	0.00	0.00%
7550 Property Taxes	4,780.56	4,794.76	-14.20	-0.30%
Total 7500 Building Maint & Mgmt	\$ 16,984.80	\$ 21,653.83	-\$ 4,669.03	-21.56%
8100 Professional Services				
8110 Accounting/Audit	3,775.00	3,725.00	50.00	1.34%
8120 Management Services	225,000.00	210,000.00	15,000.00	7.14%
8130 Advocacy	30,250.00	33,000.00	-2,750.00	-8.33%
8150 Legal		509.99	-509.99	-100.00%
8170 Marketing and PR	43,000.00		43,000.00	
Total 8100 Professional Services	\$ 302,025.00	\$ 247,234.99	\$ 54,790.01	22.16%
Total Expenses	\$ 374,424.43	\$ 341,345.56	\$ 33,078.87	9.69%
Net Operating Income	\$ 10,914.15	\$ 75,488.37	-\$ 64,574.22	-85.54%
Other Income				
9100 Other Revenue/Expenses				
4906 Gain/Loss & Int - Bldg Proceeds	1,299.32	12,028.17	-10,728.85	-89.20%
4907 Gain/Loss & Int. on Investments	64,735.34	80,304.27	-15,568.93	-19.39%
9120 Tax - Federal		-10,264.00	10,264.00	100.00%
9130 Tax - State	-10.00	-5,408.00	5,398.00	99.82%
Total 9100 Other Revenue/Expenses	\$ 66,024.66	\$ 76,660.44	-\$ 10,635.78	-13.87%
Total Other Income	\$ 66,024.66	\$ 76,660.44	-\$ 10,635.78	-13.87%
Net Other Income	\$ 66,024.66	\$ 76,660.44	-\$ 10,635.78	-13.87%
Net Income	\$ 76,938.81	\$ 152,148.81	-\$ 75,210.00	-49.43%

Viewing: **AVM052156** In USD

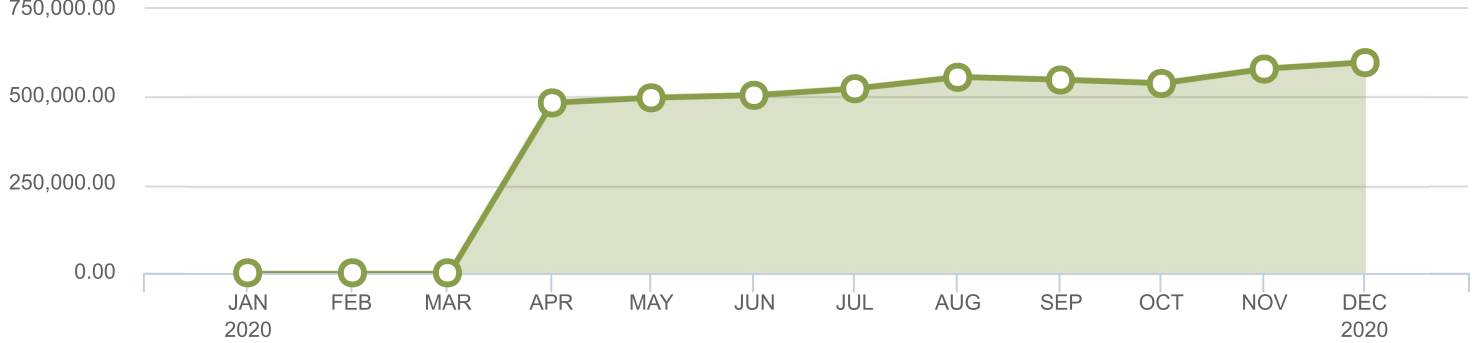
SUMMARY As of 5:13 PM ET 01/22/2021

	TOTAL VALUE	DAY CHANGE	UNREALIZED GAIN/LOSS *
AVM052156	605,465.15	+128.80 (0.02%)	+81,889.83 (15.64%)

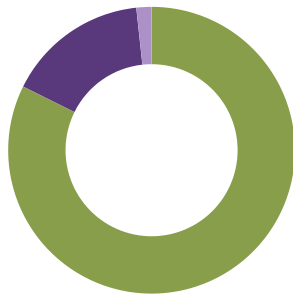
*Unrealized Gain/Loss value is based on positions and quotes as of previous close.

MARKET VALUE (LAST 12 MONTHS) As of 5:13 PM ET
[Go to Valuation Over Time](#)



01/22/2021
750,000.00



COMPOSITION





ASSET CLASS	CURRENT VALUE	PERCENT OF TOTAL
 MUTUAL FUND	498,498.90 130	82.33%

ASSET CLASS	CURRENT VALUE	PERCENT OF TOTAL
 <u>EQUITY</u>	96,742.60	15.98%
 <u>CASH, MONEY FUNDS, BANK DEPOSITS</u>	10,223.65	1.69%

PORTFOLIO MOVERS As of 4:10 PM ET 01/22/2021

Strongest Performers

COMPANY	TODAY'S CHANGE (%)
SPTL SPDR® Portfolio Long Term Treasury ETF	0.28 
TIP iShares TIPS Bond ETF	-0.16 

Weakest Performers

COMPANY	TODAY'S CHANGE (%)
No data available for Weakest Movers.	

Portfolio Movers securities are derived from the top 20 holdings based on current market value.

Quotes at least 15 min delayed

HISTORY As of 5:13 PM ET 01/22/2021

DATE	SECURITY ID	DESCRIPTION	NET AMOUNT
01/15/202	PER9800	FDIC INSURED BANK DEPOSITS INTEREST RECEIVED	0.09
01/15/202	PER9800	FDIC INSURED BANK DEPOSITS INTEREST REINVESTED	-0.09
01/11/202	USD9999	FDIC INSURED BANK WITHDRAWAL	1,577.07
01/11/202	USD9999	ADVISORY FEES	-1,577.07
01/05/202	DSEEX	REINVEST CASH INCOME ** DSEEX	-42.23

QUICK LINKS

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[My Balances](#) [My Watchlists](#)



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

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

STRATEGIC LONG-RANGE GOALS

- **MEMBERSHIP:** To Increase Membership by net 10%.
- **GOVERNMENT AFFAIRS:** Increased Credibility and Influence in Government and Regulatory Affairs.
- **EDUCATION:** Elevate Professionalism Through Increased Focused Education.

2021 STRATEGIC WORK PLAN

- Marketing & Communications
 - Continue working with KP Public Affairs
 - Reach out to potential members and concentrate on growth.
 - Continue to improve both internal and external communications & marketing materials.
 - Redesign e-newsletter to be more eye catching & provide digests.
 - Demonstrate the value of membership in monetary savings via corporate partner program participation.
- Improve Chapter Engagement
 - Implement the new Chapter Representatives Training & Tools Developed in 2020.
- Member & Partner Outreach
 - Increase video messaging from leadership (President, Directors, and Committee Chairs) to continually personalize what ASCCA is doing.
 - Continually Survey Members Needs to help shape our communications and programs.
- Education
 - ASCCA Board Leadership Training
 - Technology training to members