



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

## Automotive Service Councils of California

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

# Team Weekend Book

*ASCCA September 2019 Team Weekend  
Gustafson Brothers Automotive, Huntington Beach, CA*

*ASCCA Committee Meetings  
Hall of Fame Recognition  
Education & Training  
Member of the Year 2018 Recognition  
Chapter Representatives Committee Meeting  
Board of Directors Meeting*

September 7-8, 2019

Thank you to our Team Weekend Sponsors:



## **Antitrust Compliance Policy**

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

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



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

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

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

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

**LONG-RANGE GOALS:**

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

**2019 Goals:**

Chapter Representatives Committee

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

Connected Cars

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

## Education Training & Information Committee

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

## Membership Committee

- 150-plus new members in 2019

## PR Committee

- Improve ASCCA's visibility to the aftermarket industry

## **CODE OF ETHICS:**

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

## Robert's Rules of Order Quick Reference Sheet

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

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

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

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



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**ASCCA September 2019 Team Weekend Schedule**

Thank you to our Team Weekend Sponsors:



- Saturday, September 7:** (Dress Code - Business Casual)
- 8:00 am – 8:10 am Welcome – Pledge, Opening Comments
  - 8:10 am – 8:15 am **NEW:** Introduce new members and first-time Team Weekend attendees.
  - 8:15am – Noon **ASCCA Committee Meetings**
    - 8:15 – 9:45 Government Affairs
    - 9:45 – 10:00 Break (transition to next meeting)
    - 10:00 – 10:45 Membership / ETI
    - 10:45 – 11:00 Break (transition to next meeting)
    - 11:00 – Noon Public Relations / Revenue & Benefits
  - 12 pm – 1:00 pm **Lunch / Hall of Fame Recognition**
  - 1:00 pm 5:00 pm **Education Training / Member of the Year Award**
  - 5:00 pm – 6:25 pm **Dinner:** Hosted onsite by our new Corporate Partner, DRIVE – **ALL** are welcome & encouraged to attend!
  - 6:30 pm – 8:00 pm **ADAS Demonstration** – AutoLogic will be hosting an offsite ADAS Demonstration at their facility nearby.
- Sunday, September 8:** (Dress Code – Business / ASCCA Board Shirts Optional)
- 8:30am – 10:30am **Chapter Representatives Meeting / 2020 Board Elections**
  - 10:30am – 10:45am Break
  - 10:45am – 1:00pm **Board of Directors Meeting**



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[www.ascca.com](http://www.ascca.com)

# Education & Training

**September 7, 2019 1:00 - 8:00 pm**

**Gustafson Brothers Automotive**

19161 Gothard St.

Huntington Beach, CA 92648

**Register Now!**

[www.ascca.com](http://www.ascca.com) or



## Agenda

1:00 - 2:30

### **Future of the Auto Repair Industry**

Bob Cushing, WORLD PAC

2:30 - 3:15

### **ASCCA Survey Results and Announcement of Winners**

Rob Morrell, WORLD PAC

3:15-3:30 15 minute break

3:30 - 4:30

### **Be a 5-Star Shop on Google, Facebook and More!**

Jenna Simon, Broadly

4:30 - 5:00

### **Auto Industry & Young Tech Involvement**

John Gustafson, Gustafson Brothers Automotive

5:00 - 6:30

### **Dinner Provided by Drive**

6:30 - 8:00

### **ADAS Demonstration at Autologic Diagnostics Location**

Kevin Fitzpatrick, Autologic Diagnostics



### Special Speaker

## Bob Cushing

Bob Cushing is President and CEO of WORLD PAC. His years of experience in the Automotive Aftermarket Industry has led him to believe in partnering with independent repair shops and owners in order to give them the best business solutions and tools possible. They're committed to offering the quality trusted parts that independent shop owners depend on to get the job done.

### Other Speakers



**Rob Morrell**  
Training Director,  
WORLD PAC



**Jenna Simon**  
Business Consultant,  
Broadly



**John Gustafson**  
Owner,  
Gustafson Brothers  
Automotive



**Kevin FitzPatrick**  
VP,  
Autologic Diagnostics

Contact Us

[www.ascca.com](http://www.ascca.com) / 800-810-4272

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# ASCCA Meetings Calendar 2019

(All meeting dates are tentative and subject to change)

## September 2019

September 7-8, 2019

ASCCA Team Weekend

Gustafson Brothers Automtoive,  
19161 Gothard Street,

September 2, 2019	6:00 - 7:00pm	Connected Cars Committee	Conference Call
September 4, 2019	6:00-7:00pm	Women in Automotive Committee	Conference Call
September 23, 2019	6:00 - 7:00pm	ASCEF Board of Trustees	Conference Call

## October 2019

October 2, 2019	11:00 - 12:00pm	Revenue & Benefits Committee	Conference Call
October 2, 2019	6:00-7:00pm	Women in Automotive Committee	Conference Call
October 7, 2019	6:00 - 7:00pm	Connected Cars Committee	Conference Call
October 9, 2019	6:00 - 7:00pm	Public Relations Committee	Conference Call
October 10, 2019	6:00 - 7:00pm	Membership Committee	Conference Call
October 21, 2019	6:00 - 7:00pm	Education Training & Information (ETI) Committee	Conference Call
October 23, 2019	5:30 - 7:30pm	Executive / Finance Committee - Budget Meeting	Conference Call
October 24, 2019	2:00 - 3:00pm	Government Relations Committee	Conference Call
October 24, 2019	6:30 - 7:30pm	Chapter Reps Committee	Conference Call
October 28, 2019	6:00 - 7:00pm	ASCEF Board of Trustees	Conference Call

## November 2019

November 4, 2019	6:00 - 7:00pm	Connected Cars Committee	Conference Call
November 6, 2019	11:00 - 12:00pm	Revenue & Benefits Committee	Conference Call
November 6, 2019	6:00-7:00pm	Women in Automotive Committee	Conference Call
November 8, 2019	6:00 - 7:00pm	ASCEF Strategic Planning Meeting	AMG Office - Sacramento



# ASCCA Meetings Calendar 2019

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

## November 9-10, 2019

## ASCCA Team Weekend

Embassy Suites Sacramento

November 13, 2019	6:00 - 7:00pm	Public Relations Committee	Conference Call
November 14, 2019	6:00 - 7:00pm	Membership Committee	Conference Call

## December 2019

December 2, 2019	6:00 - 7:00pm	Connected Cars Committee	Conference Call
December 4, 2019	11:00 - 12:00pm	Revenue & Benefits Committee	Conference Call
December 4, 2019	6:00-7:00pm	Women in Automotive Committee	Conference Call
December 11, 2019	6:00 - 7:00pm	Public Relations Committee	Conference Call
December 12, 2019	6:00 - 7:00pm	Membership Committee	Conference Call
December 16, 2019	6:00 - 7:00pm	Education Training & Information (ETI) Committee	Conference Call
December 19, 2019	2:00 - 3:00pm	Government Relations Committee	Conference Call
December 23, 2019	6:00 - 7:00pm	ASCEF Board of Trustees	Conference Call
December 25, 2019	6:00 - 7:00pm	Executive / Finance Committee	Conference Call
December 26, 2019	6:30 - 7:30pm	Chapter Reps Committee	Conference Call

# ASCCA Meetings Calendar 2020

(All meeting dates are tentative and subject to change)

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

## January 2020

January 6, 2020	6:00 - 7:00 pm	Connected Cars	Conference Call
January 25-26, 2020		ASCCA Team Weekend	Embassy Suites Sacramento
January 27, 2020	6:00 - 7:00 pm	ASCEF Board of Trustees	Conference Call

## February 2020

February 3, 2020	6:00 - 7:00 pm	Connected Cars Committee	Conference Call
February 5, 2020	2:00 - 3:00 pm	Women in Automotive Committee	Conference Call
February 5, 2020	6:00 - 7:00 pm	Revenue & Benefits Committee	Conference Call
February 12, 2020	6:00 - 7:00 pm	Public Relations Committee	Conference Call
February 13, 2020	6:00 - 7:00 pm	Membership Committee	Conference Call
February 17, 2020	6:00 - 7:00 pm	Education Training & Information (ETI) Committee	Conference Call
February 20, 2020	2:00 - 3:00 pm	Government Affairs Committee	Conference Call
February 24, 2020	6:00 - 7:00 pm	ASCEF Board of Trustees	Conference Call
February 26, 2020	6:00 - 7:00 pm	Executive / Finance Committee	Conference Call
February 27, 2020	6:00 - 7:00 pm	Chapter Reps Committee	Conference Call

# ASCCA Meetings Calendar 2020

(All meeting dates are tentative and subject to change)

## March 2020

March 2, 2020	6:00 - 7:00 pm	Connected Cars Committee	Conference Call
March 4, 2020	2:00 - 3:00 pm	Women in Automotive Committee	Conference Call
March 4, 2020	6:00 - 7:00 pm	Revenue & Benefits Committee	Conference Call
March 11, 2020	6:00 - 7:00 pm	Public Relations Committee	Conference Call
March 16, 2020	6:00 - 7:00 pm	Education Training & Information (ETI) Committee	Conference Call
March 19, 2020	2:00 - 3:00 pm	Government Affairs Committee	Conference Call
March 23, 2020	6:00 - 7:00 pm	ASCEF Board of Trustees	Conference Call
March 25, 2020	6:00 - 7:00 pm	ASCCA Finance / Executive Committee	Conference Call
March 26, 2020	6:00 - 7:00 pm	Chapter Reps Committee	Conference Call

## April 2020

April 1, 2020	2:00 - 3:00 pm	Women in Automotive Committee	Conference Call
April 1, 2020	6:00 - 7:00 pm	Revenue & Benefits Committee	Conference Call
April 6, 2020	6:00 - 7:00 pm	Connected Cars Committee	Conference Call
April 8, 2020	6:00 - 7:00 pm	Public Relations Committee	Conference Call
April 9, 2020	6:00 - 7:00 pm	Membership Committee	Conference Call
April 16, 2020	2:00 - 3:00 pm	Government Affairs Committee	Conference Call
April 20, 2020	6:00 - 7:00 pm	Education Training & Information (ETI) Committee	Conference Call
April 22, 2020	6:00 - 7:00 pm	Executive / Finance Committee	Conference Call
April 23, 2020	6:00 - 7:00 pm	Chapter Reps Committee	Conference Call
<b>TENTATIVE</b> 4/23/2020	8:00 am - 3:00 pm	<b>Automotive Aftermarket Industry Legislative Day</b>	Sacramento, CA
April 27, 2020	6:00 - 7:00 pm	ASCEF Board of Trustees	Conference Call

## May 2020

May 4, 2020	6:00 - 7:00 pm	Connected Cars Committee	Conference Call
May 6, 2020	6:00 - 7:00 pm	Revenue & Benefits Committee	Conference Call
May 6, 2020	2:00 - 3:00 pm	Women in Automotive Committee	Conference Call
May 13, 2020	6:00 - 7:00 pm	Public Relations Committee	Conference Call
May 14, 2020	6:00 - 7:00 pm	Membership Committee	Conference Call

# ASCCA Meetings Calendar 2020

(All meeting dates are tentative and subject to change)

May 25, 2020	6:00 - 7:00 pm	ASCEF Board of Trustees	Conference Call
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## June 2020

June 1, 2020	6:00 - 7:00 pm	Connected Cars Committee	Conference Call
June 3, 2020	2:00 - 3:00 pm	Women in Automotive Committee	Conference Call
June 22, 2020	6:00 - 7:00 pm	ASCEF Board of Trustees	Conference Call
June 24, 2020	6:00 - 7:00 pm	Executive / Finance Committee	Conference Call
June 25, 2020	6:00 - 7:00 pm	Chapter Reps Committee	Conference Call
<b>June 26-28, 2020</b>		<b>ASCCA Team Weekend</b>	Hilton San Diego Mission Valley

## July 2020

July 1, 2020	2:00 - 3:00pm	Women in Automotive Committee	Conference Call
July 1, 2020	11:00 - 12:00pm	Revenue & Benefits Committee	Conference Call
July 6, 2020	6:00 - 7:00 pm	Connected Cars Committee	Conference Call
July 8, 2020	6:00 - 7:00pm	Public Relations Committee	Conference Call
July 9, 2020	6:00 - 7:00pm	Membership Committee	Conference Call
July 16, 2020	2:00 - 3:00pm	Government Affairs Committee	Conference Call
July 20, 2020	6:00 - 7:00pm	Education Training & Information (ETI) Committee	Conference Call
July 22, 2020	6:00 - 7:00pm	Executive / Finance Committee	Conference Call
July 23, 2020	6:30 - 7:30pm	Chapter Reps Committee	Conference Call
July 27, 2020	6:00 - 7:00pm	ASCEF Board of Trustees	Conference Call

## August 2020

August 3, 2020	6:00 - 7:00pm	Connected Cars Committee	Conference Call
August 5, 2020	11:00 - 12:00pm	Revenue & Benefits Committee	Conference Call
August 5, 2020	6:00-7:00pm	Women in Automotive Committee	Conference Call
August 12, 2020	6:00 - 7:00pm	Public Relations Committee	Conference Call
August 13, 2020	6:00 - 7:00pm	Membership Committee	Conference Call
August 17, 2020	6:00 - 7:00pm	Education Training & Information (ETI) Committee	Conference Call
August 20, 2020	2:00 - 3:00pm	Government Affairs Committee	Conference Call

# ASCCA Meetings Calendar 2020

(All meeting dates are tentative and subject to change)

August 24, 2020	6:00 - 7:00pm	ASCEF Board of Trustees	Conference Call
August 26, 2020	6:00 - 7:00pm	Executive / Finance Committee	Conference Call
August 27, 2020	6:30 - 7:30pm	Chapter Reps Committee	Conference Call

## September 2020

September 2, 2020	6:00-7:00pm	Women in Automotive Committee	Conference Call
September 7, 2020	6:00 - 7:00pm	Connected Cars Committee	Conference Call
<b>September 11-13, 2020</b>		<b>ASCCA Team Weekend</b>	Radisson Fresno
September 28, 2020	6:00 - 7:00pm	ASCEF Board of Trustees	Conference Call

## October 2020

October 5, 2020	6:00 - 7:00pm	Connected Cars Committee	Conference Call
October 7, 2020	11:00 - 12:00pm	Revenue & Benefits Committee	Conference Call
October 7, 2020	6:00-7:00pm	Women in Automotive Committee	Conference Call
October 8, 2020	6:00 - 7:00pm	Membership Committee	Conference Call
October 14, 2020	6:00 - 7:00pm	Public Relations Committee	Conference Call
October 15, 2020	2:00 - 3:00pm	Government Affairs Committee	Conference Call
October 19, 2020	6:00 - 7:00pm	Education Training & Information (ETI) Committee	Conference Call
October 22, 2020	6:30 - 7:30pm	Chapter Reps Committee	Conference Call
October 26, 2020	6:00 - 7:00pm	ASCEF Board of Trustees	Conference Call
October 28, 2020	5:30 - 7:30pm	Executive / Finance Committee - Budget Meeting	Conference Call

## November 2020

November 2, 2020	6:00 - 7:00pm	Connected Cars Committee	Conference Call
November 4, 2020	6:00-7:00pm	Women in Automotive Committee	Conference Call
<b>November 21-22, 2020</b>		<b>ASCCA Team Weekend</b>	Embassy Suites Sacramento
November 23, 2020	6:00 - 7:00pm	<b>ASCEF Strategic Planning Meeting</b>	AMG Office - Sacramento

# ASCCA Meetings Calendar 2020

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

## December 2020

December 2, 2020	11:00 - 12:00pm	Revenue & Benefits Committee	Conference Call
December 2, 2020	6:00-7:00pm	Women in Automotive Committee	Conference Call
December 7, 2020	6:00 - 7:00pm	Connected Cars Committee	Conference Call
December 9, 2020	6:00 - 7:00pm	Public Relations Committee	Conference Call
December 10, 2020	6:00 - 7:00pm	Membership Committee	Conference Call
December 17, 2020	2:00 - 3:00pm	Government Affairs Committee	Conference Call
December 21, 2020	6:00 - 7:00pm	Education Training & Information (ETI) Committee	Conference Call
December 23, 2020	6:00 - 7:00pm	Executive / Finance Committee	Conference Call
December 24, 2020	6:30 - 7:30pm	Chapter Reps Committee	Conference Call



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**TO:** ASCCA BOARD, CHAPTER REPRESENTATIVES, COMMITTEES & INTERESTED PARTIES  
**FR:** ASCCA OFFICE  
**RE:** NOVEMBER 2019 ASCCA TEAM WEEKEND

Thank you to our Team Weekend Sponsors:



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

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

**WHAT:** NOVEMBER 2019 TEAM WEEKEND  
**WHEN:** November 9-10, 2019  
**LOCATION:** Embassy Suites Sacramento Riverfront Promenade  
 100 Capitol Mall, Sacramento, CA 95814  
 (916) 326-5000

**SCHEDULE OF EVENTS: (Tentative)**

**Saturday, November 9: (Dress Code - Business Casual)**

8:00 am – 8:10 am	Welcome – Pledge, Opening Comments
8:10 am – 8:15 am	<b>NEW:</b> Introduce new members and first-time Team Weekend attendees.
8:15 am – Noon	<b>ASCCA Committee Meetings</b>
	8:15 – 9:45 Government Affairs
	9:45 – 10:00 Break (transition to next meeting)
	10:00 – 10:45 Public Relations / Revenue & Benefits
	10:45 – 11:00 Break (transition to next meeting)
	11:00 – Noon Membership / ETI
12 pm – 1:00 pm	<b>Lunch</b>
1:00 pm 5:00 pm	<b>Education Training</b>
Evening	ASCCA group dinner (no-host) – <b>ALL</b> are welcome & encouraged to attend. Location TBD.

**Sunday, November 10:** *(Dress Code – Business / ASCCA Board Shirts Optional)*

8:30am – 10:30am      **Chapter Representatives Meeting**

10:30am – 10:45am      Break

10:45am – 1:00pm      **Board of Directors Meeting**

**HOTEL RECOMMENDATIONS:**

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

Mention “**Automotive Service Councils of CA**” discount rate in order to get your special room rate for Friday, November 8 and Saturday, November 9. Call (916) 326-5000 to make your reservation.

The cut-off date for making reservations with the hotel is Friday, October 18, 2019. Any reservations made after this date are subject to full published hotel rates. Rooms are not guaranteed to be available after our cut-off date. Please book your room ASAP to avoid not getting a room.

**TRANSPORTATION INFORMATION:**

**Airport: Airport:**

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

**PARKING:**

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

**SHUTTLE SERVICE:**

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





ASCCA NOVEMBER 2019 TEAM WEEKEND REGISTRATION FORM

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

November 9-10 Embassy Suites Riverfront Promenade

Please complete and return to the ASCCA Headquarters Office by Friday, November 1, 2019.

ASCCA Headquarters Office, One Capitol Mall, Suite 800, Sacramento, CA 95814 -- Fax: (916) 444-7462 or email bichimaru@amgroup.us.

Online Registration:

https://events.r20.constantcontact.com/register/eventReg?oeidk=a07eged6qjwd863f44e&oseq=&c=&ch=

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

Company: \_\_\_\_\_

Phone: \_\_\_\_\_ Email: \_\_\_\_\_

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

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

\_\_\_\_ Director \_\_\_\_\_ Committee Chair/Committee Member

\_\_\_\_ Chapter Representative Chapter Name and # \_\_\_\_\_

Please check all events you will be attending.

Saturday, November 9

\_\_\_\_ Committee Meetings – Please List Committee(s):

\_\_\_\_ Lunch # \_\_\_\_\_ Guests x \$40

\_\_\_\_ Educational Training

Member – Complimentary  Non-Member – \$100

Sunday, November 10

\_\_\_\_ ASCCA Chapter Representatives Meeting

\_\_\_\_ ASCCA Board of Directors Meeting

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

Payment Method:  Check # \_\_\_\_\_  Credit Card: Visa MasterCard AmEx

Credit Card Information

Name on Credit Card \_\_\_\_\_

Credit Card # \_\_\_\_\_

Exp. Date (MM/YY) \_\_\_\_\_ Security Code \_\_\_\_\_ Billing Zip Code \_\_\_\_\_

Signature \_\_\_\_\_

# Automotive Service Councils of California

## 2019 State Board of Directors

### President

John Eppstein Chapter 24

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

Tel (619) 280-9315

Fax (619) 717-8823

john@johnsautomotive.com

**Term:** 01/01/2018 To 12/31/2019

### Chap. Reps. Committee Chair

Jack Scrafield Chapter 05

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

Tel (818) 769-2334

Fax (818) 769-0350

jacknhar@yahoo.com

**Term:** 01/01/2019 To 12/31/2019

### Secretary

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:** 01/01/2019 To 12/31/2020

### Board Director

Darren Gilbert Chapter 05

**Gilbert Motor Service**  
**1919 W Valley Blvd**  
**Alhambra, CA 91803**

Tel (626) 282-0644

Fax (626) 282-0644

gilbertmotors@yahoo.com

**Term:** 01/01/2019 To 12/31/2020

### Vice President

Rory Balmer Chapter 14

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

Tel (909) 337-0082

Fax (888) 313-2621

roryasca14@gmail.com

**Term:** 01/01/2018 To 12/31/2019

### Treasurer

John Villa Chapter Sta

**Villa Automotive**

**San Luis Obispo, CA 93401**

Tel (805) 781-3925

Fax (805) 781-3184

jvilla@villa-automotive.com

**Term:** 01/01/2018 To 12/31/2019

### Immediate Past President

Rocky Khamenian Chapter 48

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

Tel (949) 642-1410

Fax

4asca@gmail.com

**Term:** 01/01/2019 To 12/31/2019

### 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:** 01/01/2018 To 12/31/2019

**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:** 01/01/2019 To 12/31/2019

**Board Director**

Jerry L. Kubitsky Chapter 24

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

Tel (619) 463-9400

Fax (619) 463-9404

jerry123Lee@gmail.com

**Term:** 01/01/2019 To 12/31/2020

**Board Director**

Rob Pitari Chapter 99

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

Tel (530) 241-1010

Fax (530) 241-7406

allwheelalignment@msn.com

**Term:** 01/01/2019 To 12/31/2020

**Board Director**

George Hritz Chapter Sta

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

Tel (707) 486-5148

Fax

george.hritz@sbcglobal.net

**Term:** 01/01/2019 To 12/31/2020

**Board Director**

Carolyn Coquillette Chapter 21

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

Tel (415) 875-9030

Fax

carolyn@lusciousgarage.com

**Term:** 01/01/2018 To 12/31/2019

**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:** 01/01/2019 To 12/31/2020

**Board Director**

Todd Westerlund Chapter Sta

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

**Roseville, CA 95678**

Tel (888) 845-3477

Fax

todd@kukui.com

**Term:** 01/01/2019 To 12/31/2020

**Advisor**

German Lara Chapter 21

**Auto Analysts  
943 Harrison St  
San Francisco, Ca 94107**

Tel (415) 543-2400

Fax

autoanalysts.sf1@gmail.com

**Term:** 01/01/2019 To 12/31/2019

**Advisor**

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:** 01/01/2019 To 12/31/2019

**Non-Voting**

Rob Morrell Chapter Sta

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

Tel (510) 755-6058

Fax

robm@worldpac.com

**Term:** 01/01/2019 To 12/31/2019

# Automotive Service Councils of California

## Chapter Representatives

### **Scrafield, Jack**

05 - Foothill Chapter Representative  
North Hollywood Auto Repair  
5451 Tujunga Avenue  
North Hollywood, CA 91601  
Tel (818) 769-2334  
Fax (818) 769-0350  
jacknhar@yahoo.com

### **Chesnin, Lee**

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

### **Small, Stephen**

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

### **Callas, Tony**

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

### **Lara, German**

21 - San Francisco Chapter Representative  
Auto Analysts  
943 Harrison St  
San Francisco, Ca 94107  
Tel (415) 543-2400  
Fax  
autoanalysts.sf1@gmail.com

### **Vacant, Vacant**

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

### **Balmer, Rory**

14 - Inland Empire Chapter Representative  
Twin Peaks Auto Service  
P.O. Box 191  
Twin Peaks, CA 92391-0191  
Tel (909) 337-0082  
Fax (888) 313-2621  
roryasca14@gmail.com

### **Schoedl, Dennis**

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

### **Lezcano, Rich**

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

### **Sevim, Eric**

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

**Vanlandingham, Steve**

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

**Camara, John**

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

**Kusa, Dave**

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

**Pitari, Rob**

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

**Martirosian, Zarkis**

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

**Toepp, Bob**

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

**Guy, Travis**

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

## **Bylaws, Policies & Procedures**

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

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

## **Connected Cars**

*Email Group Contact Information:*

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

## **Education Training & Information**

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

John Eppstein	President	(619) 280-9315	john@johnsautomotivecare.com
Grant Takikawa	Committee Chair	(559) 299-2226	thenip@live.com
Rory Balmer	Member	(909) 337-0082	roryasca14@gmail.com
Dick DeLoach	Member	(909) 983-1538	dick.deloach@partsandpeople.com
Evan DeMik	Member	(415) 595-3346	edemik@repairpal.com
George Hritz	Member	(707) 486-5148	george.hritz@sbcglobal.net
Rocky Khamenian	Member	(949) 642-1410	4asca@gmail.com
Dave Kusa	Member	(408) 866-5140	davidkusa@hotmail.com
Rob Morrell	Member	(510) 755-6058	robm@worldpac.com
Jim Silverman	Member	(301) 575-9140	jsilverman@autotraining.net
Steve Vanlandingham	Member	(619) 596-0011	vansautomotive@hotmail.com
Colleen Yarger	Member	(818) 718-6138	colleen.yarger@yahoo.com
Gloria Peterson	Staff	(916) 924-9054	gpeterson@amgroup.us

## **Revenue & Benefits Committee**

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

John Eppstein	President	(619) 280-9315	john@johnsautomotivecare.com
Rory Balmer	Vice President	(909) 337-0082	roryasca14@gmail.com
Todd Westerlund	Committee Chair	(888) 845-3477	todd@kukui.com
Rocky Khamenian	Member	(949) 642-1410	4asca@gmail.com
Dave Kusa	Member	(408) 866-5140	davidkusa@hotmail.com
Rob Morrell	Member	(510) 755-6058	robm@worldpac.com
Maylan Newton	Member	(805) 526-3039	maylan@esiseminars.com
Rob Pitari	Member	(530) 241-1010	allwheelalignment@msn.com
Kari Groff	Staff	(916) 924-9054	kgroff@amgroup.us
Gloria Peterson	Staff	(916) 924-9054	gpeterson@amgroup.us

## **Government Affairs**

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

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

## **Membership Committee**

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

John Eppstein	President	(619) 280-9315	john@johnsautomotivecare.com
Rory Balmer	Vice President	(909) 337-0082	roryasca14@gmail.com
Lee Chesnin	Committee Chair	(310) 393-9889	service@bvainc.net
Jim Silverman	Vice Chair	(301) 575-9140	jsilverman@autotraining.net
Glen Dailey	Member	(916) 286-0925	gdailey@armstrongprofessional.com
Shannon Devery	Member	(626) 476-9016	shannon@fdis-sangabrielvalley.com
Rocky Khamenian	Member	(949) 642-1410	4asca@gmail.com
Jerry Kubitsky	Member	(619) 463-9400	jerry123Lee@gmail.com
Angi Roberts	Member	(408) 266-9658	asca-san-jose@assoc-office.com
Steve Vanlandingham	Member	(619) 596-0011	vansautomotive@hotmail.com
John Camara	Advisor	(559) 688-5721	jcamara01@sbcglobal.net
Kari Groff	Staff	(916) 924-9054	kgroff@amgroup.us
Matthew Peralta	Staff	(916) 444-3568	mperalta@amgroup.us
Gloria Peterson	Staff	(916) 924-9054	gpeterson@amgroup.us



### **Public Relations**

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

John Eppstein	President	(619) 280-9315	john@johnsautomotivecare.com
Rory Balmer	Vice President	(909) 337-0082	roryasca14@gmail.com
Jerry Kubitsky	Committee Chair	(619) 463-9400	jerry123Lee@gmail.com
John Camara	Member	(559) 688-5721	jcamara01@sbcglobal.net
Carolyn Coquillet	Member	(415) 875-9030	carolyn@lusciousgarage.com
Rocky Khamenian	Member	(949) 642-1410	4asca@gmail.com
Rob Pitari	Member	(530) 241-1010	allwheelalignment@msn.com
Ryan King	Staff	(916) 444-3568	rking@amgroup.us
Gloria Peterson	Staff	(916) 924-9054	gpeterson@amgroup.us

---

### **Women in Automotive Committee**

*Email Group Contact Information: asc-wiac@googlegroups.com*

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

---

# Automotive Service Councils Educational Foundation 2018-2019 Board of Trustees

<p><b>John Eppstein</b> Chair John's Automotive Care 6267 Riverdale Street San Diego, CA 92120 Tel: 619-280-9315 <a href="mailto:john@johnsautomotivecare.com">john@johnsautomotivecare.com</a></p> <p><i>Trustee Since: 10/2015</i> <i>Term Exp: 10/2019</i></p>	<p><b>David Kusa</b> President Autotrend Diagnostics 2885 S. Winchester Blvd Suite F, Campbell, CA 95008 Tel: (408) 866-5140 Fax: (908) 866-5198 <a href="mailto:davidkusa@hotmail.com">davidkusa@hotmail.com</a></p>	<p><b>Rocky Khamenian</b> Bimmer and Benz Specialists 1998 Placentia Ave Costa Mesa, CA 92627 Tel: (949) 642-1410 <a href="mailto:4asca@gmail.com">4asca@gmail.com</a></p> <p><i>Trustee Since: 12/2018</i> <i>Term Exp: 10/2020</i></p>
<p><b>Stuart Terry</b> Stuart Terry Auto Repair 4858 El Cajon Boulevard San Diego, CA 92115 Tel: (619) 287-9626 Fax: (619) 287-6158 <a href="mailto:stuartterry@sbcglobal.net">stuartterry@sbcglobal.net</a></p> <p><i>Trustee Since: 10/2011</i> <i>Term Exp: 10/2019</i></p>	<p><b>Dara Bakhshandeh</b> Treasurer C&amp;D Autocare 7167 University Avenue La Mesa, CA 91942 Tel: (619) 466-9100 <a href="mailto:dara@cdautocare.com">dara@cdautocare.com</a></p> <p><i>Trustee Since: 05/2018</i> <i>Term Exp: 10/2021</i></p>	<p><b>Dick DeLoach</b> Parts &amp; People Magazine 6766 Primrose Court Chino, CA 91710 Tel: 909-702-0855 <a href="mailto:dickdeloach@gmail.com">dickdeloach@gmail.com</a></p> <p><i>Trustee since: 3/2017</i> <i>Term Exp: 10/2020</i></p>
<p><b>Maylan Newton</b> Educational Seminars Institute 2222 Emmett Ave. Simi Valley, CA 93063 Tel: 805-526-3039 <a href="mailto:Maylan@esiseminars.com">Maylan@esiseminars.com</a></p> <p><i>Trustee since: 3/2017</i> <i>Term Exp: 10/2020</i></p>	<p><b>George Hritz</b> California Automotive Teachers PO Box 180 Sonoma, CA 95476 Tel: (707) 486-5148 <a href="mailto:george.hritz@sbcglobal.net">george.hritz@sbcglobal.net</a></p> <p><i>Trustee since: 10/2018</i> <i>Term Exp: 10/2021</i></p>	<p><b>Gene Morrill</b> Certified Automotive Specialist 476 S. Vermont Avenue Glendora, CA 91741 Tel: (878) 261-6009 <a href="mailto:gene@certautospec.com">gene@certautospec.com</a></p> <p><i>Trustee Since: 12/2018</i> <i>Term Exp: 10/2020</i></p>
<p><b>Angi Roberts</b> The Association Office 950 S. Bascon Avenue #1113 San Jose, CA 95128 Tel: (408) 266-9658 <a href="mailto:asca@assoc-office.com">asca@assoc-office.com</a></p> <p><i>Trustee since: 3/2019</i> <i>Term Exp: 10/2021</i></p>	<p><b>Skip Beals</b> C3 Marketing 548 S Spring Street Ste 605 Los Angeles, CA 90013 Tel: (323) 831-3300 <a href="mailto:skip@c3mnc.com">skip@c3mnc.com</a></p> <p><i>Trustee since 3/2019</i> <i>Term Exp: 10/2019</i></p>	



*Automotive Service Councils of California*

*Professionals in Automotive Service ~ Since 1940*

[www.ascca.com](http://www.ascca.com)

### **ASCCA Headquarters General Info:**

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

### **ASCCA Staff:**

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

**Kari Groff – Deputy Executive Director**  
[kgroff@amgroup.us](mailto:kgroff@amgroup.us), phone ext: 116

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

**Ben Ichimaru – Membership Services**  
[bichimaru@amgroup.us](mailto:bichimaru@amgroup.us), phone ext: 137

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

**Sarah Austin – Manager, Digital & Social Media**  
[saustin@amgroup.us](mailto:saustin@amgroup.us)

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



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

## Automotive Service Councils of California

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

# AGENDA

## ASCCA GOVERNMENT AFFAIRS COMMITTEE

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

September 7, 2019 | 8:15 – 9:45 AM (SHARP)

Gustafson Brothers Automotive  
19161 Gothard St, Huntington Beach, CA 92648

- |   |                           |
|---|---------------------------|
| I. Call to Order  | D. Kusa                   |
| II. Roll Call / Attendance Record – <i>encl.</i>                  | Staff                     |
| III. July 18, 2019 Meeting Minutes – <i>encl.</i>                 | D. Kusa                   |
| IV. Financials  |                           |
| a. 2019 Year-To- Date Report – <i>encl.</i>                       | D. Kusa                   |
| b. 2020 Proposed Budget – <i>encl.</i>                            |                           |
| V. NASTF & Society of Automotive Engineers (SAE) Committee Update | R. Morrell / Donny Seyfer |
| VI. Action Sheet – <i>encl.</i>                                   | D. Kusa                   |
| VII. New Business   | D. Kusa                   |
| a. 2020 Legislative Day: Either April 28 or 29?                   |                           |
| VIII. Old Business  | D. Kusa                   |
| IX. Adjournment   | D. Kusa                   |

Government Affairs Committee  
2019 Attendance Record

Member Name	1/26	2/21	3/21	4/25	5/18	6/20	7/18					
Kusa, Dave (Chair)	P	P	P	P	P	P	P					
Justus, James (V. Chair)	E	E	P	P	E	P	P					
Rory Balmer		P	A	P	P	P	P					
Davis, Glenn	E	P	P	P	E	P	P					
John Eppstein	P	P	P	P	P	P	P					
Khamenian, Rocky	P	P	P	P	P	P	P					
Montalbano, Dennis	E	A	P	P	E	A	A					
Morrell, Rob	E	P	P	P	E	P	P					
Morrill, Gene	E	E	A	P	E	P	A					
Pennebaker, Allen	E	A	P	P	E	E	P					
Seyfer, Donny						P	P					
Vanlandingham, Steve	P	P	P	P	E	P	P					
Villa, John	A	A	P	A	E	A	P					
<b>Advisors</b>												
Hritz, George	P	P	P	P	P	E	A					
Moore, Larry	P	A	A	A	P	A	A					
Fournier, Phil	A	A	A	A	A	A	A					
Jim Silverman	P	A	E	A	P	A	A					

P = Present    A = Absent    E = Excused Absence



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

## Automotive Service Councils of California

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

# MINUTES

## ASCCA GOVERNMENT AFFAIRS COMMITTEE

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

July 18, 2019 | 2:00 – 3:00 PM

Conference Call

- I. Call to Order  
D. Kusa called the meeting to order at 2:00 pm.
- II. Roll Call / Attendance Record  
Present: David Kusa, James Justus, Rory Balmer, Glenn Davis, John Eppstein, Rocky Khamenian, Donny Seyfer, John Villa, Dennis Montalbano, Allen Pennebaker, Steve Vanlandingham  
Excused:  
Absent: Gene Morrill, George Hritz, Advisors: Larry Moore, Phil Fournier, Jim Silverman,  
Staff: Kari Groff, J. Molodanof
- III. June 20, 2019 Meeting Minutes  
The minutes of the June 20<sup>th</sup> meeting were approved.
- IV. Financial Report (2019 Approved Budget)  
The financial reports were provided with no updates since the last report.
- V. NASTF & Society of Automotive Engineers (SAE) Committee Update  
Donny Seyfer reported that there has been discussion that the security committee in CA that licenses locksmiths may be requiring auto mechanics to license as well in the future. Jack Molodanof reported that he hasn't heard anything about that yet.
- VI. Action Sheet  
J. Molodanof reviewed the status on the following bills being tracked by ASCCA:
  - J. Molodanof reported that Assemblyman Low is looking into a bill that would put shops on a grading system in response to some stories that have aired in the news. BAR is looking into including a QR code on your business license where consumers could get information on shops' record in order to prevent a grading system bill.
  - **AB 755 (Holden)** – Tire Tax Bill – J. Molodanof noted that ASCCA was successful in our attempts to kill the bill. We anticipate that it will come up again.
  - **AB 1343 & AB 1345** – Post-Secondary Education –We are working to assist UTI in order to get some amendments pushed through and amendments to these bills are going to be heard. J. Molodanof reported that we have signed onto a coalition letters seeking the amendments.
  - **AB 949** – Unsafe Tires – J. Molodanof reviewed the specifications for determining an unsafe tire. This bill has industry support and he sees it getting passed and signed by governor.

- **SB 522** – Sales Tax on Service/Labor – It doesn't look like this bill will move anywhere this year; we're gearing up for a big fight and there will be a new bill introduced by senator Hertzberg which we will continue to monitor.

#### VII. Bureau of Automotive Repair (BAR) Regulations –

- Today was the BAR Advisory Group (BAG) meeting. J. Molodanof attended and will get the reports out to the committee tomorrow.
- **BAR Technology Updates** – It was reported that the BAR may be requiring all licensed shops to have a QR code displayed in their windows that would pull up information on the individual shop's licensure status located on the BAR website. If the BAR makes this a requirement, it will require regulation. BAR is also looking into doing workshops providing updates on the regulations in collision repair looking at equipment requirements and transmission fluid additive requirements to meet OEM specifications.
- Oil Additives - Dept. of AG is working with BAR to develop some regulations on transmission fluid additives. We've reached out to transmission fluid vendors to help with this.
- **AB 846** – Customer Loyalty Programs – This bill is moving forward. It was the CA consumer privacy act last year that needed clarity in customer loyalty programs, and shops will continue to be able to do loyalty programs and the act will not affect that.
- **AB 5** – *There were not business to business exemptions for independent contractor laws and there were amendments made, we anticipate more amendments.*
- **AB 161** – *Electronic Receipt Bill – This bill is targeting paper waste through giving long receipts, you can only give receipts upon the request of the consumer unless you are a restaurant. The paper must be a certain type, and you must be a business that gross' more than 2million dollars annually. This bill is moving forward.*
- **SB 349** – *J. Molodanof reported on SB 349, this would reduce minimum franchise tax and make it based on your sales. There's a scale. This bill is moving along. We supported it last year and we will support it next year.*

#### VIII. New Business

Committee discussed website ADA compliance and lawsuits.

#### IX. Old Business

There was no old business.

#### X. Adjournment

The meeting adjourned at 2:53 pm.

ASCCA Government Affairs Committee  
 2019 Budget  
 Augmented 2/27/19

	2019 Actual	2019 Budget		Balance
Travel	\$0.00	\$ 800		\$800.00
Travel-NASTF	\$0.00	\$ 2,000		\$2,000.00
Travel - First Time Leg Day Attendee	\$0.00	\$ 1,000		\$1,000.00
SBC - Gov.	\$750.00	\$ 750		\$0.00
Legislative Day	\$3,807.66			
Facility Rental Fee		\$ 1,000.00	*	\$1,000.00
Breakfast Cost		\$ 680.00	**	\$680.00
Lunch Cost		\$ 770.00		\$770.00
<b>Total Expenses</b>	\$4,557.66	<b>\$ 7,000.00</b>		<b>\$2,442.34</b>

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

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



ASCCA Government Affairs Committee  
 2020 Proposed Budget  
 Augmented 2/27/19

	2019 Actual	2019 Budget		Balance		2020 Proposed
Travel	\$ -	\$ 800		\$ 800.00		\$ 800
Travel-NASTF	\$ -	\$ 2,000		\$ 2,000.00		\$ 2,000
Travel - First Time Leg Day Attendee	\$ -	\$ 1,000		\$ 1,000.00		\$ 1,000
SBC - Gov.	\$ 750	\$ 750		\$ -		\$ 750
Legislative Day	\$ 3,808					\$ 4,000
Facility Rental Fee		\$ 1,000.00	*	\$ 1,000.00		
Breakfast Cost		\$ 680.00	**	\$ 680.00		
Lunch Cost		\$ 770.00		\$ 770.00		
<b>Total Expenses</b>	<b>\$ 4,558</b>	<b>\$ 7,000.00</b>		<b>\$ 2,442.34</b>		<b>\$ 8,550</b>

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

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

## **ASCCA GOVERNMENT AFFAIRS COMMITTEE 2019**

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

### **ACTION SHEET**

**8/30/2019**

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

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

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

#### **2019 EVENT DATES**

- |        |  |
|--------|--|
| Oct 17 | BAG Meeting 1625 North Market Blvd, Hearing Room 102, Sacramento, CA 95834 |
| Oct 24 | ASCCA Government Affairs Committee Conference Call                         |
| Nov 9  | ASCCA Government Affairs Team Weekend, Embassy Suites, Sacramento, CA      |
| Dec 19 | ASCCA Government Affairs Committee Conference Call                         |

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

## STATE LEGISLATIVE BILL REPORT

Client: Automotive Service Councils of California

Report Date: August 13, 2019

CA AB 5	<b>AUTHOR:</b>	Gonzalez [D]
	<b>TITLE:</b>	Independent Contractors
	<b>FISCAL COMMITTEE:</b>	yes
	<b>URGENCY CLAUSE:</b>	no
	<b>INTRODUCED:</b>	12/03/2018
	<b>LAST AMEND:</b>	07/11/2019
	<b>DISPOSITION:</b>	Pending
	<b>LOCATION:</b>	Senate Appropriations Committee
	<b>SUMMARY:</b>	
		States the intent of the Legislature to codify the decision in the case of Dynamex Operations West, Inc. v. Superior Court of Los Angeles and clarify its application. Provides that the factors of the ABC test be applied in order to determine the status of a worker as an employee or independent contractor for all provisions of the Labor Code and the Unemployment Insurance Code.
	<b>STATUS:</b>	
	08/12/2019	In SENATE Committee on APPROPRIATIONS: To Suspense File.
CA AB 23	<b>AUTHOR:</b>	Burke [D]
	<b>TITLE:</b>	Workforce Training Programs
	<b>FISCAL COMMITTEE:</b>	yes
	<b>URGENCY CLAUSE:</b>	no
	<b>INTRODUCED:</b>	12/03/2018
	<b>LAST AMEND:</b>	04/29/2019
	<b>DISPOSITION:</b>	Pending
	<b>LOCATION:</b>	Senate Appropriations Committee
	<b>SUMMARY:</b>	
		Establishes a Deputy of Business and Workforce Coordination in the Office of Small Business Advocate. Requires the Office to collaborate and coordinate with specified entities to determine the extent to which existing workforce development efforts and programs address the labor needs of small businesses across industry sectors and regions in the state and to engage industry and business on ways to better align programs with regional and local labor market demand.
	<b>STATUS:</b>	
	07/01/2019	In SENATE Committee on APPROPRIATIONS: To Suspense File.

CA AB 25	<p><b>AUTHOR:</b> Chau [D]  <b>TITLE:</b> California Consumer Privacy Act of 2018  <b>FISCAL COMMITTEE:</b> yes  <b>URGENCY CLAUSE:</b> no  <b>INTRODUCED:</b> 12/03/2018  <b>LAST AMEND:</b> 07/11/2019  <b>DISPOSITION:</b> Pending  <b>FILE:</b> 36  <b>LOCATION:</b> Senate Second Reading File  <b>SUMMARY:</b></p> <p>Requires a business to disclose and deliver the required information to a consumer free of charge within 45 days of receiving a verifiable consumer request from the consumer. Prohibits a business from requiring a consumer to create an account with the business in order to make a verifiable consumer request.</p> <p><b>STATUS:</b></p> <p>08/12/2019 From SENATE Committee on APPROPRIATIONS: To second reading without further hearing pursuant to Senate Rule 28.8.</p>
CA AB 40	<p><b>AUTHOR:</b> Ting [D]  <b>TITLE:</b> Zero-Emission Vehicles: Comprehensive Strategies  <b>FISCAL COMMITTEE:</b> yes  <b>URGENCY CLAUSE:</b> no  <b>INTRODUCED:</b> 12/03/2018  <b>DISPOSITION:</b> Pending  <b>LOCATION:</b> Assembly Transportation Committee  <b>SUMMARY:</b></p> <p>Requires the State Air Resources Board to develop a comprehensive strategy to ensure that the sales of new motor vehicles and new light-duty trucks in the state have transitioned fully to zero-emission vehicles by 2040.</p> <p><b>STATUS:</b></p> <p>01/24/2019 To ASSEMBLY Committees on TRANSPORTATION and NATURAL RESOURCES.</p>
CA AB 126	<p><b>AUTHOR:</b> Cooper [D]  <b>TITLE:</b> Air Quality Improvement Program: Clean Vehicle Rebate  <b>FISCAL COMMITTEE:</b> yes  <b>URGENCY CLAUSE:</b> no  <b>INTRODUCED:</b> 12/03/2018  <b>LAST AMEND:</b> 06/24/2019  <b>DISPOSITION:</b> Pending  <b>LOCATION:</b> Senate Transportation Committee  <b>SUMMARY:</b></p> <p>Requires the State Air Resources Board, for the purposes of the Clean Vehicle Rebate Project, to increase rebate payments by \$500 for low-income applicants and to only offer rebates for plug-in hybrids that have an electric range of at least 40 miles.</p> <p><b>STATUS:</b></p> <p>07/09/2019 In SENATE Committee on TRANSPORTATION: Heard, remains in Committee.</p>
CA AB 142	<p><b>AUTHOR:</b> Garcia [D]  <b>TITLE:</b> Lead Acid Batteries  <b>FISCAL COMMITTEE:</b> yes</p>

**URGENCY CLAUSE:** yes  
**INTRODUCED:** 12/13/2018  
**LAST AMEND:** 06/26/2019  
**DISPOSITION:** Pending  
**FILE:** 25  
**LOCATION:** Senate Second Reading File  
**SUMMARY:**

Requires a manufacturer, if a lead acid battery is sold or will be used in a manner or for a purpose entitling the manufacturer to regard the purchase as not subject to the manufacturer battery fee, to obtain written documentation from the purchaser certifying that the lead acid battery will be used in such manner or for such purpose. Makes a purchaser who sells or uses the lead acid battery, such that no exception to the requirement to pay the applicable fee or fees applies, liable for the payment of fees.

**STATUS:**

07/10/2019 From SENATE Committee on GOVERNANCE AND FINANCE:  
Do pass as amended to Committee on APPROPRIATIONS.  
(5-0)

CA AB 161

**AUTHOR:** Ting [D]  
**TITLE:** Solid Waste: Paper Waste: Proofs of Purchase  
**FISCAL COMMITTEE:** yes  
**URGENCY CLAUSE:** no  
**INTRODUCED:** 01/07/2019  
**LAST AMEND:** 06/27/2019  
**DISPOSITION:** Pending  
**LOCATION:** Senate Appropriations Committee  
**SUMMARY:**

Requires a business, as defined, that accepts payment through cash, credit, or debit transactions, subject to certain exceptions, to provide a proof of purchase to a consumer only at the consumer's option and would prohibit a business from printing a paper proof of purchase if the consumer opts to not receive a proof of purchase, unless otherwise required by state or federal law.

**STATUS:**

08/12/2019 In SENATE Committee on APPROPRIATIONS: To Suspense  
File.  
**Position:** Concerns

CA AB 170

**AUTHOR:** Gonzalez [D]  
**TITLE:** Employment: Sexual Harassment: Liability  
**FISCAL COMMITTEE:** no  
**URGENCY CLAUSE:** no  
**INTRODUCED:** 01/08/2019  
**LAST AMEND:** 06/13/2019  
**DISPOSITION:** Pending  
**FILE:** 236  
**LOCATION:** Senate Third Reading File  
**SUMMARY:**

Requires a client employer to share with a labor contractor all civil legal responsibility and civil liability for harassment for all workers supplied by that labor contractor. Defines the terms client employers, labor contractor motion picture payroll services and employee leasing arrangement.

**STATUS:**

	07/05/2019	In SENATE. Read second time. To third reading.
CA AB 179	<b>AUTHOR:</b> Reyes [D] <b>TITLE:</b> New Motor Vehicle Board <b>FISCAL COMMITTEE:</b> yes <b>URGENCY CLAUSE:</b> no <b>INTRODUCED:</b> 01/09/2019 <b>LAST AMEND:</b> 05/20/2019 <b>DISPOSITION:</b> Pending <b>FILE:</b> 40 <b>LOCATION:</b> Senate Second Reading File <b>SUMMARY:</b>	<p>Authorizes the New Motor Vehicle Board to hear protests by an association challenging the legality of an export or sale-for-resale prohibition policy of a manufacturer, manufacturer branch, distributor, or distributor branch, and establishes procedures for hearing those protests.</p> <p><b>STATUS:</b></p>
	08/12/2019	From SENATE Committee on APPROPRIATIONS: To second reading without further hearing pursuant to Senate Rule 28.8.
CA AB 210	<b>AUTHOR:</b> Voepel [R] <b>TITLE:</b> Smog Check: Exemption <b>FISCAL COMMITTEE:</b> yes <b>URGENCY CLAUSE:</b> no <b>INTRODUCED:</b> 01/14/2019 <b>LAST AMEND:</b> 02/12/2019 <b>DISPOSITION:</b> Pending <b>LOCATION:</b> Assembly Transportation Committee <b>SUMMARY:</b>	<p>Exempts from the smog check program all motor vehicles manufactured prior to the 1983 model year.</p> <p><b>STATUS:</b></p>
	03/25/2019	In ASSEMBLY Committee on TRANSPORTATION: Not heard.
CA AB 215	<b>AUTHOR:</b> Mathis [R] <b>TITLE:</b> Dumping <b>FISCAL COMMITTEE:</b> yes <b>URGENCY CLAUSE:</b> no <b>INTRODUCED:</b> 01/15/2019 <b>LAST AMEND:</b> 02/28/2019 <b>DISPOSITION:</b> Pending <b>LOCATION:</b> Assembly Appropriations Committee <b>SUMMARY:</b>	<p>Makes dumping waste matter on private property, including on any private road or highway, without consent of the owner, punishable with specified fines. Requires the fine to be doubled for a fourth or subsequent violation if the prosecuting attorney pleads and proves, or, in an infraction case, if the court finds, that the waste placed, deposited, or dumped includes used tires.</p> <p><b>STATUS:</b></p>
	05/16/2019	In ASSEMBLY Committee on APPROPRIATIONS: Held in committee.

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

CA AB 390      **AUTHOR:**                      Frazier [D]  
**TITLE:**                              Notice to Correct Violations: Exceptions  
**FISCAL COMMITTEE:**            yes  
**URGENCY CLAUSE:**              no  
**INTRODUCED:**                    02/05/2019  
**DISPOSITION:**                   Pending  
**LOCATION:**                         Assembly Appropriations Committee  
**SUMMARY:**  
Amends existing law concerning an infraction involving vehicle equipment whereby the arresting officer is required to permit the arrested person to execute a note containing a promise to correct the violation. Deletes the requirements related to mufflers and exhaust systems from the list of disqualifying conditions, thereby making a person who is arrested for one of these offenses eligible to execute the note.  
**STATUS:**  
03/25/2019                      From ASSEMBLY Committee on TRANSPORTATION: Do pass to Committee on APPROPRIATIONS. (14-0)

CA AB 516      **AUTHOR:**                      Chiu [D]  
**TITLE:**                              Authority to Remove Vehicles  
**FISCAL COMMITTEE:**            yes  
**URGENCY CLAUSE:**              no  
**INTRODUCED:**                    02/13/2019  
**LAST AMEND:**                    07/02/2019  
**DISPOSITION:**                   Pending  
**LOCATION:**                         Senate Appropriations Committee  
**SUMMARY:**  
Deletes the authority of a peace officer or public employee to immobilize a vehicle under certain circumstances. Modifies the authority to remove a vehicle parked or left standing for more than a certain period of time in violation of a local ordinance. Requires local authorities to provide specified information on parking notices.  
**STATUS:**  
08/12/2019                      In SENATE Committee on APPROPRIATIONS: To Suspense File.

CA AB 596      **AUTHOR:**                      Grayson [D]  
**TITLE:**                              Motor Vehicle Defects: Service Bulletins  
**FISCAL COMMITTEE:**            yes  
**URGENCY CLAUSE:**              no

**INTRODUCED:** 02/14/2019  
**LAST AMEND:** 04/04/2019  
**DISPOSITION:** Pending  
**FILE:** 235  
**LOCATION:** Senate Third Reading File  
**SUMMARY:**

Permits a new motor vehicle dealer, despite certain provisions governing electronic transactions and notification of motor vehicle defects, to receive electronic authorization from consumers consistent with regulations of the Bureau of Automotive Repair for any repair of a manufacturer recall.

**STATUS:**

07/05/2019 In SENATE. From Consent Calendar. To third reading.

CA AB 613

**AUTHOR:** Low [D]  
**TITLE:** Professions and Vocations: Regulatory Fees  
**FISCAL COMMITTEE:** yes  
**URGENCY CLAUSE:** no  
**INTRODUCED:** 02/14/2019  
**DISPOSITION:** Pending  
**LOCATION:** Senate Business, Professions & Economic Development Committee

**SUMMARY:**

Authorizes each board within the Department of Consumer Affairs to increase every 4 years any fee authorized to be imposed by that board by an amount not to exceed the increase in the California Consumer Price Index for the preceding 4 years, subject to specified conditions. Requires the Director of Consumer Affairs to approve any fee increase proposed by a board except under specified circumstances.

**STATUS:**

07/01/2019 In SENATE Committee on BUSINESS, PROFESSIONS AND ECONOMIC DEVELOPMENT: Heard, remains in Committee.

CA AB 755

**AUTHOR:** Holden [D]  
**TITLE:** Tire Fee: Stormwater Permit Compliance Fund  
**FISCAL COMMITTEE:** yes  
**URGENCY CLAUSE:** yes  
**INTRODUCED:** 02/19/2019  
**LAST AMEND:** 05/16/2019  
**DISPOSITION:** Pending  
**FILE:** A-3  
**LOCATION:** Assembly Inactive File

**SUMMARY:**

Requires the California Department of Tax and Fee Administration to collect the State tire fee and would repeal the provision authorizing the Department of Resources Recycling and Recovery to solicit and use the expertise of, and contract or cooperate with, other state agencies. Increases the State tire fee by a certain amount.

**STATUS:**

05/29/2019 In ASSEMBLY. From third reading. To Inactive File.  
**Position:** Oppose

CA AB 808

**AUTHOR:** Chu [D]  
**TITLE:** Vehicles: Daytime Running Lamps



**FISCAL COMMITTEE:** yes  
**URGENCY CLAUSE:** no  
**INTRODUCED:** 02/20/2019  
**LAST AMEND:** 04/12/2019  
**DISPOSITION:** Pending  
**LOCATION:** Assembly Transportation Committee  
**SUMMARY:**

Requires every new motor vehicle, other than a motorcycle, manufactured and first registered or sold in the State on or after a certain date, to be equipped with automatic daytime running headlamps and automatic taillamps.

**STATUS:**

04/22/2019 In ASSEMBLY Committee on TRANSPORTATION: Failed passage.

04/22/2019 In ASSEMBLY Committee on TRANSPORTATION: Reconsideration granted.

CA AB 814

**AUTHOR:** Chau [D]  
**TITLE:** Vehicles: Unlawful Access to Computer Systems  
**FISCAL COMMITTEE:** no  
**URGENCY CLAUSE:** no  
**INTRODUCED:** 02/20/2019  
**ENACTED:** 06/26/2019  
**DISPOSITION:** Enacted  
**LOCATION:** Chaptered  
**CHAPTER:** 2019-16  
**SUMMARY:**

Clarifies that, for purposes of the prohibition against unlawfully accessing a computer system, a computer system includes devices or systems that are located within, connected to, or integrated with, a motor vehicle.

**STATUS:**

06/26/2019 Signed by GOVERNOR.

06/26/2019 Chaptered by Secretary of State. Chapter No. 2019-16

CA AB 846

**AUTHOR:** Burke [D]  
**TITLE:** Customer Loyalty Programs  
**FISCAL COMMITTEE:** yes  
**URGENCY CLAUSE:** no  
**INTRODUCED:** 02/20/2019  
**LAST AMEND:** 07/11/2019  
**DISPOSITION:** Pending  
**FILE:** 62  
**LOCATION:** Senate Second Reading File  
**SUMMARY:**

Amends the Consumer Privacy Act. Authorizes a business to enter a consumer into a financial incentive program only if the consumer affirmatively consents to the material terms of the incentive program. Prohibits the act from being construed to prohibit a business from offering a different price, rate, level, or quality of goods or services to a consumer if the offering is in connection with a consumer's voluntary participation in a loyalty, rewards, premium features, discount, or club card program.

**STATUS:**

08/12/2019 From SENATE Committee on APPROPRIATIONS: To second reading without further hearing pursuant to Senate Rule 28.8.

CA AB 949      **AUTHOR:** Medina [D]  
**TITLE:** Unsafe Used Tires: Installation  
**FISCAL COMMITTEE:** yes  
**URGENCY CLAUSE:** no  
**INTRODUCED:** 02/20/2019  
**LAST AMEND:** 04/22/2019  
**DISPOSITION:** Pending  
**FILE:** 255  
**LOCATION:** Senate Third Reading File  
**SUMMARY:**  
Prohibits an automotive repair dealer from installing an unsafe used tire on a motor vehicle for use on a highway. Requires an automotive repair dealer to use a visual inspection to determine whether a tire meets the criteria of an unsafe used tire. Exempts from its provisions certain activities relating to tires.  
**STATUS:**  
07/09/2019      In SENATE. Read second time. To third reading.  
**Position:** SupportifAmended

CA AB 1146      **AUTHOR:** Berman [D]  
**TITLE:** California Consumer Privacy Act of 2018: Exemptions  
**FISCAL COMMITTEE:** yes  
**URGENCY CLAUSE:** no  
**INTRODUCED:** 02/21/2019  
**LAST AMEND:** 06/28/2019  
**DISPOSITION:** Pending  
**FILE:** 71  
**LOCATION:** Senate Second Reading File  
**SUMMARY:**  
Excepts from the right to opt out vehicle information or ownership information retained or shared between a new motor vehicle dealer and the vehicle's manufacturer, if the information is shared for the purpose of effectuating or in anticipation of effectuating a vehicle repair covered by a vehicle warranty or a recall.  
**STATUS:**  
08/12/2019      From SENATE Committee on APPROPRIATIONS: To second reading without further hearing pursuant to Senate Rule 28.8.

CA AB 1296      **AUTHOR:** Gonzalez [D]  
**TITLE:** Tax Recovery in the Underground Economy  
**FISCAL COMMITTEE:** yes  
**URGENCY CLAUSE:** no  
**INTRODUCED:** 02/22/2019  
**LAST AMEND:** 06/21/2019  
**DISPOSITION:** Pending  
**FILE:** 27  
**LOCATION:** Senate Second Reading File  
**SUMMARY:**  
Establishes the Tax Recovery in the Underground Economy Criminal Enforcement Program in the Department of Justice to combat underground economic activities through a multiagency collaboration to, among other things, pool resources, collaborate and share data, prosecute violations, and recover state revenue lost to the underground economy, as specified.

	<b>STATUS:</b>	
	07/10/2019	From SENATE Committee on GOVERNANCE AND FINANCE: Do pass as amended to Committee on APPROPRIATIONS. (7-0)
CA AB 1303	<b>AUTHOR:</b>	O'Donnell [D]
	<b>TITLE:</b>	School Facilities: Civic Center Act: Direct Costs
	<b>FISCAL COMMITTEE:</b>	no
	<b>URGENCY CLAUSE:</b>	no
	<b>INTRODUCED:</b>	02/22/2019
	<b>LAST AMEND:</b>	06/24/2019
	<b>DISPOSITION:</b>	Pending
	<b>FILE:</b>	239
	<b>LOCATION:</b>	Senate Third Reading File
	<b>SUMMARY:</b>	Extends until January 1, 2025, the authorization or requirement for the governing board of a school district to charge an entity a fee for the use of the school's facilities or grounds.
	<b>STATUS:</b>	
	07/05/2019	In SENATE. Read second time. To third reading.
	<b>Position:</b>	Support
CA AB 1343	<b>AUTHOR:</b>	Eggman [D]
	<b>TITLE:</b>	Private Postsecondary Education Act
	<b>FISCAL COMMITTEE:</b>	yes
	<b>URGENCY CLAUSE:</b>	no
	<b>INTRODUCED:</b>	02/22/2019
	<b>LAST AMEND:</b>	06/11/2019
	<b>DISPOSITION:</b>	Pending
	<b>LOCATION:</b>	Senate Business, Professions & Economic Development Committee
	<b>SUMMARY:</b>	Prohibits a private postsecondary educational institution that arranges loans, for students, from enrolling residents of the State not already enrolled, unless the institution meets either the requirement that no more than a certain percentage of the institution's tuition revenue, determined is derived from student financial aid provided by a federal agency, or not less than 50% of the institution's tuition revenue is dedicated to a combination of student instruction and student support.
	<b>STATUS:</b>	
	06/17/2019	In SENATE Committee on BUSINESS, PROFESSIONS AND ECONOMIC DEVELOPMENT: Not heard.
	<b>Position:</b>	Opposeunlessamended
CA AB 1345	<b>AUTHOR:</b>	McCarty [D]
	<b>TITLE:</b>	Private Postsecondary Education
	<b>FISCAL COMMITTEE:</b>	yes
	<b>URGENCY CLAUSE:</b>	no
	<b>INTRODUCED:</b>	02/22/2019
	<b>LAST AMEND:</b>	06/25/2019
	<b>DISPOSITION:</b>	Pending
	<b>FILE:</b>	10
	<b>LOCATION:</b>	Senate Second Reading File
	<b>SUMMARY:</b>	

Amends the Private Postsecondary Education Act. Prohibits an institution from providing, directly or indirectly, certain financial incentives to any person, including a student, involved in student recruitment, enrollment, continued enrollment, admission, or attendance, or awarding financial aid by means of a commission, commission draw, bonus, quota, or other similar method contingent upon those activities.

**STATUS:**

07/10/2019 From SENATE Committee on EDUCATION: Do pass as amended to Committee on APPROPRIATIONS. (5-0)

**Position:** Opposeunlessamended

**Priority:** High

CA AB 1355

**AUTHOR:** Chau [D]

**TITLE:** Personal Information

**FISCAL COMMITTEE:** yes

**URGENCY CLAUSE:** no

**INTRODUCED:** 02/22/2019

**LAST AMEND:** 04/12/2019

**DISPOSITION:** Pending

**FILE:** 107

**LOCATION:** Senate Second Reading File

**SUMMARY:**

Excludes consumer information that is deidentified or aggregate consumer information from the definition of personal information under the State Consumer Privacy Act of 2018. Prohibits a business from discriminating against the consumer for exercising any of the consumer's rights under the act, except if the differential treatment is reasonably related to value provided to the business by the consumer's data.

**STATUS:**

08/12/2019 From SENATE Committee on APPROPRIATIONS: To 2nd Reading without hearing pursuant to Senate Rule 28.8 and to Consent.

CA AB 1359

**AUTHOR:** Santiago [D]

**TITLE:** Vehicles: Tow Trucks

**FISCAL COMMITTEE:** yes

**URGENCY CLAUSE:** no

**INTRODUCED:** 02/22/2019

**LAST AMEND:** 04/08/2019

**DISPOSITION:** Pending

**LOCATION:** Assembly Transportation Committee

**SUMMARY:**

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

**STATUS:**

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

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

CA AB 1509      **AUTHOR:** Mullin [D]  
**TITLE:** Solid Waste: Lithium Ion Batteries  
**FISCAL COMMITTEE:** yes  
**URGENCY CLAUSE:** no  
**INTRODUCED:** 02/22/2019  
**LAST AMEND:** 05/01/2019  
**DISPOSITION:** Pending  
**LOCATION:** Senate Environmental Quality Committee  
**SUMMARY:**  
Establishes the Lithium Ion Battery Recycling Program in the Department of Resources Recycling and Recovery. Requires a covered entity to provide a list of covered products that it sells or offers for sale in the state to the department and the total number of each covered product it sold in the state during the prior year, and to update those lists annually.  
**STATUS:**  
06/06/2019      To SENATE Committee on ENVIRONMENTAL QUALITY.

CA AB 1538      **AUTHOR:** Weber [D]  
**TITLE:** Automobile Collision Coverage: Payment for Repairs  
**FISCAL COMMITTEE:** no  
**URGENCY CLAUSE:** no  
**INTRODUCED:** 02/22/2019  
**ENACTED:** 07/30/2019  
**DISPOSITION:** Enacted  
**LOCATION:** Chaptered  
**CHAPTER:** 2019-132  
**SUMMARY:**  
Makes that requirement apply to a policy for automobile physical damage coverage, instead of comprehensive coverage, if a covered automobile is damaged by collision or otherwise and the insurer knows that the automobile will be repaired. States that these provisions do not prohibit an insurer from restricting payment in cases of suspected fraud or from including a named loss payee or lienholder as an additional payee on the claims payment check or draft.  
**STATUS:**  
07/30/2019      Signed by GOVERNOR.  
07/30/2019      Chaptered by Secretary of State. Chapter No. 2019-132  
**Position:** Watch

CA SB 59      **AUTHOR:** Allen [D]  
**TITLE:** Autonomous Vehicle Technology: Statewide Policy  
**FISCAL COMMITTEE:** yes  
**URGENCY CLAUSE:** no  
**INTRODUCED:** 12/19/2018  
**LAST AMEND:** 07/03/2019  
**DISPOSITION:** Pending  
**COMMITTEE:** Assembly Appropriations Committee  
**HEARING:** 08/14/2019 9:00 am  
**SUMMARY:**  
Requires the chair of the commission to establish an advisory committee, the California Council on the Future of Transportation, to provide the Governor and the Legislature with recommendations for changes in state policy to ensure that California continues to be the world leader in autonomous, driverless, and connected vehicle technology.

**STATUS:**  
07/10/2019 From ASSEMBLY Committee on COMMUNICATIONS AND CONVEYANCE: Do pass to Committee on APPROPRIATIONS. (10-1)

CA SB 210 **AUTHOR:** Leyva [D]  
**TITLE:** Heavy-Duty Vehicle Inspection and Maintenance Program  
**FISCAL COMMITTEE:** yes  
**URGENCY CLAUSE:** no  
**INTRODUCED:** 02/04/2019  
**LAST AMEND:** 06/24/2019  
**DISPOSITION:** Pending  
**LOCATION:** Assembly Appropriations Committee  
**SUMMARY:**  
Requires the state board, in consultation with the bureau and other specified entities, to implement a pilot program that develops and demonstrates technologies that show potential for readily bringing heavy-duty vehicles into an inspection and maintenance program. Requires the state board, no later than 2 years after the completion of the pilot program, to develop and implement a Heavy-duty Vehicle Inspection and Maintenance Program for nongasoline heavy-duty onroad motor vehicles.

**STATUS:**  
07/08/2019 From ASSEMBLY Committee on NATURAL RESOURCES: Do pass to Committee on APPROPRIATIONS. (8-3)

CA SB 349 **AUTHOR:** Portantino [D]  
**TITLE:** Minimum Franchise Tax  
**FISCAL COMMITTEE:** yes  
**URGENCY CLAUSE:** no  
**INTRODUCED:** 02/19/2019  
**LAST AMEND:** 06/24/2019  
**DISPOSITION:** Pending  
**COMMITTEE:** Assembly Appropriations Committee  
**HEARING:** 08/14/2019 9:00 am  
**SUMMARY:**  
Reduces, as specified, the minimum franchise tax as provided, based on the gross receipts during the taxable year of the corporation, but would continue to impose the current amount of the annual tax on every limited partnership, limited liability partnership, and limited liability company doing business in this state.

**STATUS:**  
07/08/2019 From ASSEMBLY Committee on REVENUE AND TAXATION: Do pass to Committee on APPROPRIATIONS. (9-1)

CA SB 522 **AUTHOR:** Hertzberg [D]  
**TITLE:** Taxation  
**FISCAL COMMITTEE:** no  
**URGENCY CLAUSE:** yes  
**INTRODUCED:** 02/21/2019  
**DISPOSITION:** Pending  
**LOCATION:** Senate Rules Committee  
**SUMMARY:**  
Makes legislative findings regarding the need for further efforts to modernize and restructure the state's tax system and would state the intent of the Legislature to

enact legislation that would accomplish specified purposes, including realigning the state's outdated tax code with the realities of the State's 21st century economy.

**STATUS:**

03/07/2019 To SENATE Committee on RULES.  
**Position:** Concerns

CA SB 643

**AUTHOR:** Roth [D]  
**TITLE:** Career Technical Education  
**FISCAL COMMITTEE:** no  
**URGENCY CLAUSE:** no  
**INTRODUCED:** 02/22/2019  
**DISPOSITION:** Pending  
**LOCATION:** Senate Rules Committee  
**SUMMARY:**

Makes nonsubstantive changes to the State Department of Education career technical education staff responsibilities.

**STATUS:**

03/14/2019 To SENATE Committee on RULES.

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## AGENDA

### ASCCA MEMBERSHIP COMMITTEE

Saturday, September 7, 2019 | 10:00am – 10:45am

Via conference call  
Call-in: (916) 407-0765

*Committee goal: 150-plus new members in 2019*

<u>Agenda Item</u>	<u>Presenter</u>
I. Call to order	L. Chesnin
II. Roll call	K. Groff
III. Review prior minutes	L. Chesnin
a) August 8, 2019 – <i>encl.</i>	
IV. Consent items - Membership Reports	K. Groff
a) Membership Trends Report Update – <i>encl.</i>	
b) Cancellation Report & Pie Chart – <i>encl.</i>	
c) Outstanding Chapter Dues – <i>encl.</i>	
a. <b>September 2019: \$7,377   August 2019: \$10,217   September 2018: \$4,108</b>	
d) Outstanding State Dues – <i>encl.</i>	
a. <b>September 2019: \$8,966   August 2019: \$12,799   September 2018: \$4,789</b>	
e) Aging Report – <i>encl.</i>	
f) Change in Membership Report – <i>encl.</i>	
V. Discussion Items	L. Chesnin
a) ASCCA Membership Committee Budget Discussion	
a. Membership Committee Budget – <i>encl.</i>	
b) Discuss Ideas for Replacement of Liaison Program	
VIII. Adjourn	L. Chesnin



**2019 Meeting Attendance**

<b>Member</b>	<b>January</b>	<b>February</b>	<b>April</b>	<b>May</b>	<b>June</b>	<b>July</b>	<b>August</b>	<b>September</b>	<b>October</b>	<b>November</b>	<b>December</b>
Lee Chesnin (Chair)	x	x	x	x	x	x	x				
Jim Silverman (Vice Chair)	x	e	x	x	x	e	x				
Jerry Kubitsky	x	e	x	x	x	x	x				
Shannon Devery / David Cherney (DFG)	e	x	x	x	x	e	a				
Rocky Khamenian	x	x	x	x	x	x	e				
Steve Vanlandingham	x	x	x	x	x	x	a				
Angi Roberts	x	a	x	x	x	x	x				
John Camara	x	x	x	x	e	x					
John Eppstein - ASCCA President	x	x	x	x	x	e	x				
Invited guest - Mike Giblin											
Invited guest - Larry Moore	x				x						
Invited guest - Greg Waters											

x= In Attendance

a = Absent

e=excused



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# MINUTES

## ASCCA Membership Committee Meeting

August 8, 2019  
ASCCA Committee Call

I. Call to Order

L. Chesnin called the meeting to order at 6:09pm.

II. Roll Call

**Present:** Lee Chesnin, Jerry Kubitsky, John Eppstein, Angi Roberts, Kari Groff, Jim Silverman

**Not present:** Shannon Devery (excused), Rocky Khamenian (excused),

**Guests:** Rory Balmer

III. Minutes Approval –

*It was MSC, (motioned, seconded, carried) to approve the July 11, 2019 minutes. (A. Roberts, Seconded: J. Silverman) minutes were approved by unanimous vote.*

*It was MSC, (motioned, seconded, carried) to approve Rory Balmer as an official member of the committee. (A. Roberts, Seconded: J. Silverman)*

IV. Membership Reports

K. Groff presented the monthly membership reports noting an outstanding chapter dues amount of \$8,358; an outstanding state dues amount of \$11,172; and a YTD net gain of 3 members. The committee requested that Kari separate type "Shop Closed" from the other categories on cancelations report.

J. Camara announced that he would like to be removed from membership committee but will be happy to sit in on meetings when he can.

V. Discussion Items

a) ASCCA Signs Re-Order Vote to Recommend:

*MOTION: It was MSC, (motioned, seconded, carried) to approve the 18x28 Aluminum Composite Signs for \$40.50/sign plus tax & \$10.00 shipping (J. Kubitsky, Seconded: J. Eppstein)*

- b) Budget 2020 Discussion – Signs amount and legal services will remain the same. Kari to send update to the committee details about what each line item is.
- c) Committee Recommendations for replacement of liaison program  
It was discussed to up the referral fee to \$124 for any member who refers another member. Lee suggested that we create a sub-committee made of representatives from each chapter tasked with generating new memberships.  
The committee also discussed utilizing Corporate Partners to help us recruit. The feedback we got from Kukui was that they didn't want to have to ask for the money. If they laid the groundwork, we could follow up that lead with chapter members who could come and close the deal. The committee will wait to make decisions on the referral fee and recruitment techniques after they receive a breakdown of the budget line items.

VI. Adjournment

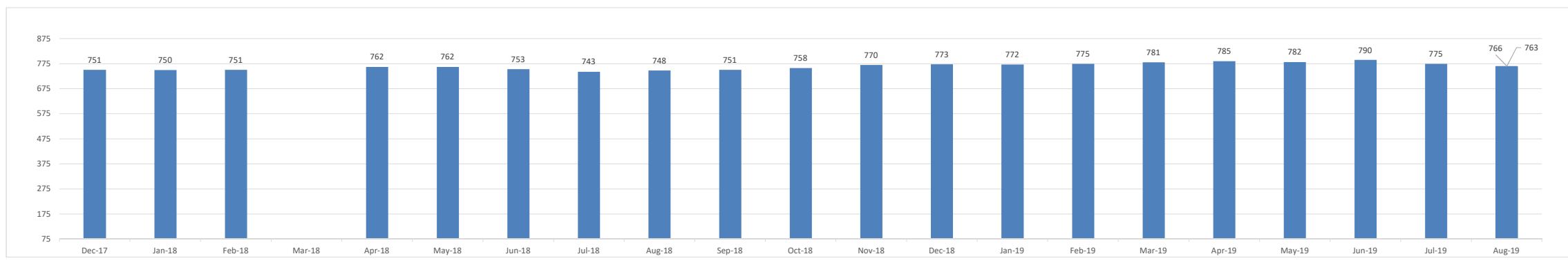
L. Chesnin adjourned the meeting at 6:57pm.

ASCCA Membership Trends

Chapter		10/5/17	11/7/17	12/8/17	1/1/18	2/12/18	4/6/18	5/10/18	6/7/18	7/9/18	8/3/18	9/3/18	10/8/18	11/8/18	12/6/18	1/15/19	2/14/19	3/11/19	4/11/19	5/3/19	6/7/19	7/2/19	8/1/19	8/27/19	YTD New Members (since 1/1/19)	YTD Suspended Members	YTD Cancelled Members (since 1/1/2019)	Chapt. Rep	
05	Foothill	110	110	107	107	106	108	107	105	102	104	105	104	104	104	102	102	104	103	102	100	96	97	96	2		8	Jack Scrafield	
06	San Joaquin Valley	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8				Vacant	
12	W. Los Angeles	35	35	36	35	36	35	36	35	35	35	35	35	35	35	33	33	32	33	30	31	31	29	29	3		5	Lee Chesnin	
14	Inland Empire	33	33	31	31	31	31	31	31	31	31	31	31	31	31	32	32	33	33	33	34	34	33	33	2		1	Rory Balmer	
16	East Bay	22	22	23	23	24	24	24	24	24	24	24	23	23	23	24	25	25	25	24	24	24	26	26	26		1		Stephen Small
18	Long Beach	14	14	14	14	14	14	14	14	13	13	13	13	13	13	13	13	13	13	12	12	11	10	10			3	Dennis Schoedl	
1940	LAX/South Bay	26	26	25	25	26	25	25	25	24	24	24	24	24	24	24	24	24	24	24	24	24	24	24	24				Tony Callas
20	Mt. Diablo	52	52	52	53	52	51	50	50	47	48	48	47	48	48	48	48	48	48	47	47	46	46	45			2	Rich Lezcano	
21	San Francisco	14	14	14	14	14	14	14	14	13	13	13	13	13	13	13	13	13	14	14	14	14	14	14	1			German Lara	
23	Peninsula	11	11	11	11	11	11	11	11	11	11	11	11	11	11	11	11	11	10	10	10	10	10	10				Eric Sevim	
24	San Diego	77	77	77	76	76	76	75	74	74	72	72	71	72	72	71	71	71	71	72	72	71	69	70	2		4	Steve Vanlandingham	
25	Fresno	22	22	22	21	21	21	21	21	21	21	21	21	21	21	20	20	21	21	21	20	19	18	18			1	Zarkis Martirosian	
26	Tulare/ Visalia	16	16	16	16	16	16	16	16	14	14	14	14	14	14	14	14	15	16	16	16	15	15	15	2		2	John Camara	
28	Santa Rosa	24	24	24	25	24	24	24	24	26	27	27	27	27	27	27	27	27	27	27	30	29	29	28	3		2	Bob Toepp	
34	Sacramento	14	14	14	14	14	14	closed																					closed
42	San Jose	35	36	36	35	36	36	36	36	36	36	36	36	37	38	39	40	40	41	43	42	42	42	42	42	5		2	Dave Kusa
48	N. Orange County	53	53	54	54	53	56	56	54	54	54	54	54	53	53	53	53	54	53	51	53	52	50	50	2		7	Travis Guy	
99	Redding	21	24	24	24	23	25	25	26	26	26	24	24	24	24	25	27	27	27	27	28	27	25	25	2		3	Rob Pitari	
None	ASCCA Only	163	162	163	164	166	173	189	185	184	186	188	193	212	214	215	214	215	218	219	222	220	221	220	12		8		
		Oct-17	Nov-17	Dec-17	Jan-18	Feb-18	Apr-18	May-18	Jun-18	Jul-18	Aug-18	Sep-18	Oct-18	Nov-18	Dec-18	Jan-19	Feb-19	Mar-19	Apr-19	May-19	Jun-19	Jul-19	Aug-19	Aug-19					
Total		750	753	751	750	751	762	762	753	743	748	751	758	770	773	772	775	781	785	782	790	775	766	763	36	1	48		
Change		(4)	3	(3)	(1)	1	11	0	(9)	(10)	5	3	7	12	3	(1)	3	6	4	(3)	8	(15)	(9)	(3)					

	Jan-18	Feb-18	Apr-18	May-18	Jun-18	Jul-18	Aug-18	Sep-18	Oct-18	Nov-18	Dec-18	Jan-19	Feb-19	Mar-19	Apr-19	May-19	Jun-19	Jul-19	Aug-19	Aug-19
Associate	63	64	66	65	60	59	60	61	61	61	61	61	60	61	61	60	63	62	60	60
Regular	489	485	485	486	480	473	475	475	471	476	477	474	477	479	482	478	480	464	455	453
Branch**	24	25	27	27	28	27	27	27	27	27	27	27	27	27	28	28	28	29	28	28
Corp Sponsor	21	21	21	21	22	22	23	23	23	24	25	26	27	27	27	28	29	30	32	32
Educational	39	39	46	46	46	45	47	48	56	60	61	63	63	66	66	68	72	73	72	72
Honor Lifetime	60	60	61	61	61	61	61	61	62	62	62	61	61	61	61	58	58	57	58	58
Retired	32	34	33	33	33	33	33	33	33	33	33	33	33	33	33	33	33	33	33	33
Student	7	8	8	8	8	8	8	8	9	11	11	11	11	11	11	11	11	11	11	11
Vendor	15	15	15	15	15	15	14	14	16	16	16	16	16	16	16	16	16	16	16	16
Total	750	751	762	762	753	743	748	751	758	770	773	772	775	781	785	782	790	775	766	763

TOTAL MEMBERSHIP CHANGE TO DATE 2019: 3



**ASCCA Cancellations Report**

**Report Date: 8/27/19**

	<b>YTD</b>	<b>8/1/2019</b>
<b>New members</b>	36	0
<b>Canceled members</b>	47	3
<b>Net change in membership</b>	<b>-11</b>	

**NEW MEMBERS SINCE 8/1/19**

**DROPPED MEMBERS YEAR TO DATE**

<b>Member Type Cancelling</b>			
	<b>Type</b>	<b>Lost State Revenue</b>	
<b>37</b>	Regular	\$ 16,000.00	
<b>2</b>	Associate	\$ 990.00	
	Branch		
<b>4</b>	Educ/Hon	\$ 75.00	
		<b>\$17,065</b>	

<b>Reasons for Cancelling</b>	
<b>3</b>	Not sufficient value
<b>12</b>	Declined Renewal
<b>22</b>	Nonpayment of Dues
<b>2</b>	Money Issues
<b>13</b>	Other: Shop closed/sold, contact left, etc.

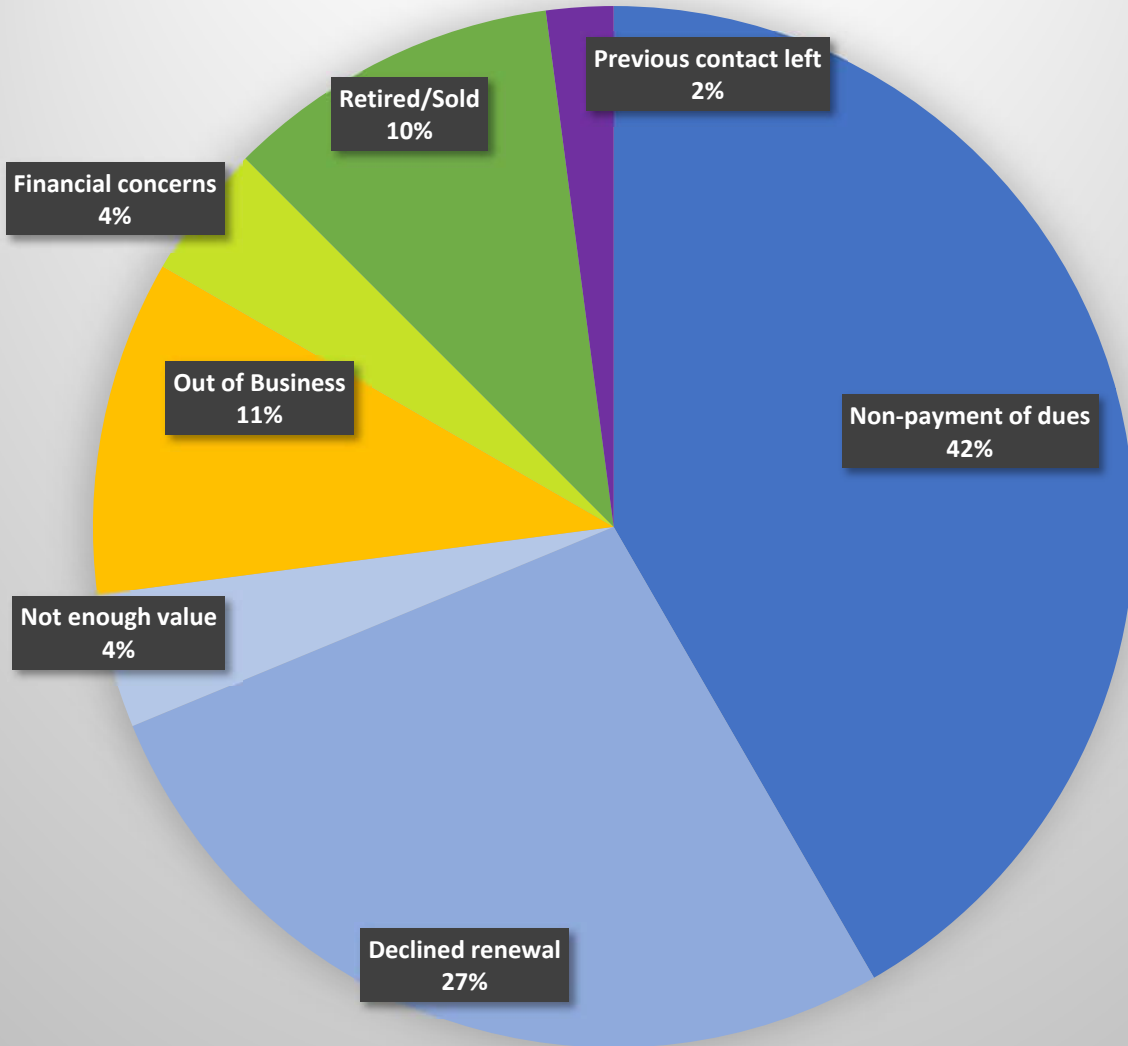
<b>Member</b>	<b>Chapter</b>	<b>Mem Type</b>	<b>Joined</b>	<b>Canceled</b>	<b>Reason</b>
Bavarian Garage	5	RM	2017	20-Jun	Declined Renewal
Brake Masters	5	RM	2018	27-Jun	Non Payment of Dues
Chuck Merciers Union 76 Service	5	RM	2018	27-Jun	Non Payment of Dues?
Greg's Automotive Services	5	RM	2005	1-Jul	Out of Business
Silver Star Service	5	RM	1989	10-Jan	Retired
Diego's Auto Repair	5	RM	2015	1-Apr	Not enough value
Paul's Automotive Service	5	RM	2015	9-Apr	Non Payment of Dues
Main Street Garage	5	RM	2015	21-May	Declined Renewal
Car Nerds	12	RM	2018	11-Mar	Not enough value
Bagge & Sons	12	RM	1982	19-Apr	Retired/Sold
J & S Precision	12	RM	1984	10-Jul	Non Payment of Dues
Loyola Automotive	12	RM	1970	8-Apr	Retired/Sold
Santa Monica High School	12	EM	2017	10-Jul	Non Payment of Dues
Taylor Company	14	RM	1990	15-Jul	Non Payment of Dues
Broadway German Car Service	18	RM	1977	10-Jul	Declined Renewal
International Motors	18	RM	1989	9-Apr	Non Payment of Dues
Oberjurge Auto Repair	18	RM	1978	1-Jul	Out of Business
Devil Mountain Diesel	20	RM	2011	19-Aug	Non Payment of Dues
Mendelson Autobody	20	RM	2010	24-Jun	Declined Renewal
Dieter's Independent Porsche	24	RM	1971	11-Mar	Retired
Modern Auto Repair	24	RM	2018	21-Jun	Declined Renewal
West Automotive Group	24	RM	2016	19-Jul	Non Payment of Dues

**ASCCA Cancellations Report**

**Report Date: 8/27/19**

Hedrick's Hallowell Chevrolet	25	RM	1993	10-Jul	Declined Renewal
Lee's Service, Inc.	25	RM	1991	2-Jul	Declined Renewal
Little John's Auto Electric	26	RM	2017	26-Jun	Financial concerns/hardship
Ty's Diesel Air & Electric	26	RM	1990	23-Jan	Retired
New Life Auto Salon	28	RM	2018	19-Aug	Non Payment of Dues
Sal Automotive	28	RM	2016	28-Jun	Non Payment of Dues
Allied Auto Stores	42	AM	2018	29-May	Contact Left
Redwood General Tire	42	RM	2011	10-Jun	Non Payment of Dues
California Career Schools	48	AM	1998	15-Jul	Declined Renewal
Fox Service Center	48	HM	1986	28-Jun	Financial concerns/hardship
Miller's Automotive	48	RM	1997	19-Jul	Non Payment of Dues
Universal Technical Institute	48	EM	2017	19-Mar	Declined Renewal
iATN (Still a partner but canceled AM)	48	AM	1996	17-Jan	Not enough value
Alexis Oil Company	48	AM	2011	9-Apr	Non Payment of Dues
Brea Auto Body	48	RM	2002	9-Apr	Non Payment of Dues
Advanced Automotive	99	RM	2000	15-Jul	Non Payment of Dues
Autoworks	99	RM	2017	26-Jun	Non Payment of Dues
Shasta Motors LLC	99	RM	2017	15-Jul	Non Payment of Dues
AC Delco Tools	State	AD	2015	18-Jul	Out of Business
AllTech Automotive	State	RM	1996	18-Jun	Out of Business
Birch, Tom	State	EM	1994	2-Jul	Out of Business
Chuck's Automotive	State	RM	1988	2-Jul	Non Payment of Dues
Jim's Automotive & Hybrid	State	RM	2002	2-Jul	Declined Renewal
Konso Motors	State	RM	2018	13-Aug	Non Payment of Dues
Pass N Go Smog Center	State	RM	2015	27-Jun	Declined Renewal
Saugus Auto Repair	State	RM	1997	9-Apr	Non Payment of Dues
Shafter Auto Service, Inc.	State	RM	1986	10-Jul	Retired/Sold
The Repair Shop	State	RM	2016	31-Jul	Declined Renewal
Wine Country Motors	State	RM	1996	9-Apr	Non Payment of Dues

## Reasons for Canceling (as of 8/27/19)



## Outstanding Chapter Dues By Chapter

**Chapter: 05**

**TOTAL Outstanding Chapter Dues: \$1,200.00**

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**Chapter: 12**

**TOTAL Outstanding Chapter Dues: \$570.00**

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**Chapter: 14**

**TOTAL Outstanding Chapter Dues: \$130.00**

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**Chapter: 16**

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

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**Chapter: 1940**

**TOTAL Outstanding Chapter Dues: \$1,100.00**

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**Chapter: 20**

**TOTAL Outstanding Chapter Dues: \$880.00**

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**Chapter: 21**

**TOTAL Outstanding Chapter Dues: \$1,155.00**

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**Chapter: 23**

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

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**Chapter: 24**

**TOTAL Outstanding Chapter Dues: \$125.00**

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**Chapter: 26**

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

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**Chapter: 28**

**TOTAL Outstanding Chapter Dues: \$195.00**

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**Chapter: 42**

**TOTAL Outstanding Chapter Dues: \$957.00**

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**Chapter: 48**

**TOTAL Outstanding Chapter Dues: \$230.00**

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Chapter: 99

TOTAL Outstanding Chapter Dues: \$55.00

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*TOTAL OUTSTANDING CHAPTER DUES*

\$7,377.00

## ASCCA- Outstanding State Dues By Chapter

Chapter: **05**

TOTAL State Dues Outstanding: **\$1,200.00**

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Chapter: **12**

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

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Chapter: **14**

TOTAL State Dues Outstanding: **\$225.00**

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Chapter: **16**

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

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Chapter: **18**

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

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Chapter: **1940**

TOTAL State Dues Outstanding: **\$1,195.00**

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Chapter: **20**

TOTAL State Dues Outstanding: **\$818.00**

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Chapter: **21**

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

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Chapter: **23**

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

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Chapter: **24**

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

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Chapter: **28**

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

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Chapter: **42**

TOTAL State Dues Outstanding: **\$348.00**

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Chapter: **48**

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

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Chapter: **99**

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

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TOTAL State Dues Outstanding: \$3,080.00

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***TOTAL OUTSTANDING STATE DUES:*** **\$8,966.00**

# Invoice Aging

Tuesday, August 27, 2019

Company	Contact Info	Current	31-60	61-90	91-120	120+	Balance
<b>Chapter 05</b>							
All Components Automotive Adolfo Campos	1705 Huntington Drive Duarte, CA 91010 6265317391 acampos@allcomponentsautomotive.c	\$0.00	\$400.00	\$0.00	\$0.00	\$0.00	\$400.00
Bauer German Car Repair Andreas Bauer	322 West Foothill Blvd Glendora, CA 91741 (626) 963-5775 bauergermanauto@verizon.net	\$0.00	\$200.00	\$0.00	\$0.00	\$0.00	\$200.00
Campbell's Automotive Bill Campbell	3840 Foothill Blvd. La Crescenta, CA 91214 (818) 541-9288 cmlbfmly@aol.com	\$0.00	\$200.00	\$0.00	\$0.00	\$0.00	\$200.00
Ed's Automotive Ed Marcelo Aulestia	11637 Sherman Way, #A North Hollywood, CA 91605 (818) 982-5589 aulestia@pacbell.net	\$0.00	\$200.00	\$0.00	\$0.00	\$0.00	\$200.00
Huntington Tire & Auto Center Gary Ghazarian	511 West Huntington Dr Monrovia, CA 91016 (626) 303-7666	\$0.00	\$200.00	\$0.00	\$0.00	\$0.00	\$200.00
Joel's Automotive, Inc. Joel Lebron	5512 Arrow Hwy #A Montclair, CA 91763 (909) 946-7687 joels.automotive@verizon.net	\$0.00	\$200.00	\$0.00	\$0.00	\$0.00	\$200.00

<b>Company</b>	<b>Contact Info</b>	<b>Current</b>	<b>31-60</b>	<b>61-90</b>	<b>91-120</b>	<b>120+</b>	<b>Balance</b>
Rick's Automotive, Inc. Rick Mogab	12000 Balboa Blvd, #118 Granada Hills, CA 91344 (818) 363-6025 autocardoc@hotmail.com	\$0.00	\$200.00	\$0.00	\$0.00	\$0.00	\$200.00
Stuttcar Service, Inc. Peter Fazekas	1320 E. Walnut Street Pasadena, CA 91106 6263212736 peter@stuttcarservice.com	\$0.00	\$200.00	\$0.00	\$0.00	\$0.00	\$200.00
Technology Automotive Mike Batanero	1200 W. Whittier Blvd Montebello, CA 90640 3237227755 mikebatanero@yahoo.com	\$0.00	\$200.00	\$0.00	\$0.00	\$200.00	\$400.00
Vince's Auto Service Vincent Egan	3230 East Colorado Blvd Pasadena, CA 91107 (626) 792-5853	\$0.00	\$200.00	\$0.00	\$0.00	\$0.00	\$200.00
<b>Chapter 05 Subtotal</b>		\$0.00	\$2,200.00	\$0.00	\$0.00	\$200.00	\$2,400.00

## Chapter 12

Carotech Automotive Gary Kasbarian	8687 West Pico Blvd. Los Angeles, CA 90035 4242834303 carotech@aol.com	\$0.00	\$195.00	\$0.00	\$0.00	\$0.00	\$195.00
Completes Plus (12) Jim Hubka	10425 S. La Cienega Blvd. Los Angeles, CA 90045 3108428777 jimhubka@completesplus.com	\$0.00	\$0.00	\$0.00	\$0.00	\$380.00	\$380.00

<b>Company</b>	<b>Contact Info</b>	<b>Current</b>	<b>31-60</b>	<b>61-90</b>	<b>91-120</b>	<b>120+</b>	<b>Balance</b>
Tony's Motor Service Edwin Rodriguez	11722 Gateway Blvd Los Angeles, CA 90064 3102310123 erod.tech@yahoo.com	\$0.00	\$197.00	\$0.00	\$0.00	\$0.00	\$197.00
<b>Chapter 12 Subtotal</b>		\$0.00	\$392.00	\$0.00	\$0.00	\$380.00	\$772.00
<b>Chapter 14</b>							
Center for Employment Training Christopher Sanchez	1099 N. Pepper Ave Colton, CA 92324 9094783818 csanchez@cet2000.org	\$0.00	\$25.00	\$0.00	\$0.00	\$0.00	\$25.00
Dale Bright's Auto Service Dale Bright	5180 G St Chino, CA 91710 (909) 628-0600 dbas@verizon.net	\$0.00	\$330.00	\$0.00	\$0.00	\$0.00	\$330.00
<b>Chapter 14 Subtotal</b>		\$0.00	\$355.00	\$0.00	\$0.00	\$0.00	\$355.00
<b>Chapter 16</b>							
Ackerman's Servicing Volvo, Inc. Bruce Ackerman	2220 San Pablo Ave Berkeley, CA 94702 (510) 549-9330 backerman@sbcglobal.net	\$0.00	\$202.00	\$0.00	\$0.00	\$202.00	\$404.00
Berkeley Bob's Sean Stephens	2705 San Pablo Avenue Berkeley, CA 94702 5105487140 voltoy1@sbcglobal.net	\$0.00	\$202.00	\$0.00	\$0.00	\$202.00	\$404.00
<b>Chapter 16 Subtotal</b>		\$0.00	\$404.00	\$0.00	\$0.00	\$404.00	\$808.00

<b>Company</b>	<b>Contact Info</b>	<b>Current</b>	<b>31-60</b>	<b>61-90</b>	<b>91-120</b>	<b>120+</b>	<b>Balance</b>
<b>Chapter 18</b>							
Belmont Auto Repair Glenn Thornton	3720 East 4th St Long Beach, CA 90814 (562) 439-0291	\$0.00	\$100.00	\$0.00	\$0.00	\$0.00	\$100.00
<b>Chapter 18 Subtotal</b>		\$0.00	\$100.00	\$0.00	\$0.00	\$0.00	\$100.00
<b>Chapter 1940</b>							
Completes Plus (1940) Jim Hubka	10425 S. La Cienega Blvd. Los Angeles, CA 90045 3107035700 jimhubka@completesplus.com	\$0.00	\$0.00	\$0.00	\$0.00	\$895.00	\$895.00
Leo's Auto Repair Leo Lamas	1860 Pacific Coast Hwy Lomita, CA 90717 (310) 325-7776 leosautorepair1@yahoo.com	\$0.00	\$400.00	\$0.00	\$0.00	\$400.00	\$800.00
Pierce Bros. Garage Richard Gonzalez	481 W. 10th St San Pedro, CA 90731 (310) 832-8393 piercebros@att.net	\$0.00	\$200.00	\$0.00	\$0.00	\$400.00	\$600.00
<b>Chapter 1940 Subtotal</b>		\$0.00	\$600.00	\$0.00	\$0.00	\$1,695.00	\$2,295.00
<b>Chapter 20</b>							
Dick & Ryan's Auto Repair Ryan Stoneham	1679 1st St Livermore, CA 94550 (925) 373-9055 dickryan@pacbell.net	\$0.00	\$222.00	\$0.00	\$0.00	\$0.00	\$222.00

<b>Company</b>	<b>Contact Info</b>	<b>Current</b>	<b>31-60</b>	<b>61-90</b>	<b>91-120</b>	<b>120+</b>	<b>Balance</b>
JJ Auto Repair Victor Gonzalez	6300 Brentwood Blvd. Brentwood, CA 94513 9255135927 jjautorepair_victor@yahoo.com	\$0.00	\$220.00	\$0.00	\$0.00	\$0.00	\$220.00
Simply Superior Auto Body Rich Lezcano	2110 Market Street Concord, CA 94520 9256806946 rich@simplysuperior.com	\$0.00	\$0.00	\$0.00	\$0.00	\$820.00	\$820.00
West Coast Muffler, Inc. (20) Steve Elstins	2090 Market Street Concord, CA 94520 9256768376 westcoastmuffler925@yahoo.com	\$0.00	\$420.00	\$0.00	\$0.00	\$0.00	\$420.00
<b>Chapter 20 Subtotal</b>		\$0.00	\$862.00	\$0.00	\$0.00	\$820.00	\$1,682.00

### Chapter 21

Auto Analysts German Lara	943 Harrison St San Francisco, Ca 94107 4155432400 autoanalysts.sf1@gmail.com	\$0.00	\$0.00	\$0.00	\$0.00	\$1,060.00	\$1,060.00
Hans Art Automotive Hans Art	3121 17th Street San Francisco, CA 94110 (415) 621-6400 hansart@pacbell.net	\$0.00	\$265.00	\$0.00	\$0.00	\$0.00	\$265.00
Pat's Garage Patrick Cadam	1090 26th St San Francisco, CA 94107 4156474500 Pat@patsgarage.com	\$0.00	\$265.00	\$0.00	\$0.00	\$0.00	\$265.00



<b>Company</b>	<b>Contact Info</b>	<b>Current</b>	<b>31-60</b>	<b>61-90</b>	<b>91-120</b>	<b>120+</b>	<b>Balance</b>
Popular Mechanix Andrew Gescheidt	252 14th Street San Francisco, CA 94103 (415) 621-0376 pmvolvo@gmail.com	\$0.00	\$267.00	\$0.00	\$0.00	\$0.00	\$267.00
<b>Chapter 21 Subtotal</b>		\$0.00	\$797.00	\$0.00	\$0.00	\$1,060.00	\$1,857.00

<b>Chapter 23</b>							
Hudson Automotive Sean Hudson	186 South Blvd San Mateo, CA 94402 (650) 344-4800 hudauto@yahoo.com	\$0.00	\$210.00	\$0.00	\$0.00	\$0.00	\$210.00
<b>Chapter 23 Subtotal</b>		\$0.00	\$210.00	\$0.00	\$0.00	\$0.00	\$210.00

<b>Chapter 24</b>							
Autotech Auto Repair Thomas Yocom	590 South Marshall Ave El Cajon, CA 92020 (619) 588-5742 yocom@pacbell.net	\$0.00	\$225.00	\$0.00	\$0.00	\$0.00	\$225.00
<b>Chapter 24 Subtotal</b>		\$0.00	\$225.00	\$0.00	\$0.00	\$0.00	\$225.00

<b>Chapter 26</b>							
HMC Auto Parts - Visalia Anthony Flores	7940 W. Doe Ave #600 Visalia, CA 93291 5598021199 danjr.hanson@hansondistributing.com	\$0.00	\$0.00	\$0.00	\$0.00	\$270.00	\$270.00

<b>Company</b>	<b>Contact Info</b>	<b>Current</b>	<b>31-60</b>	<b>61-90</b>	<b>91-120</b>	<b>120+</b>	<b>Balance</b>
Tulare Automotive Repair Alfonso Cerrillos	1089 E. Tulare Ave Tulare, CA 93274 5596861009 tulareauto@gmail.com	\$159.50	\$0.00	\$0.00	\$0.00	\$0.00	\$159.50
<b>Chapter 26 Subtotal</b>		\$159.50	\$0.00	\$0.00	\$0.00	\$270.00	\$429.50
<b>Chapter 28</b>							
Acurit Imports, Inc. William Turbovich	5677 Redwood Dr, Suite A,B,C Rohnert Park, CA 94928 (707) 584-1424 will@acuritautorepair.com	\$0.00	\$330.00	\$0.00	\$0.00	\$0.00	\$330.00
Hybrid Haven Edward Rueda	660 Lakeville Street Petaluma, CA 94952 7077669700 greenracer73@gmail.com	\$0.00	\$167.00	\$0.00	\$0.00	\$0.00	\$167.00
<b>Chapter 28 Subtotal</b>		\$0.00	\$497.00	\$0.00	\$0.00	\$0.00	\$497.00
<b>Chapter 42</b>							
Autotrend Diagnostics Dave Kusa	2885 S. Winchester Boulevard, Ste F Campbell, CA 95008 (408) 866-5140 davidkusa@hotmail.com	\$0.00	\$0.00	\$0.00	\$0.00	\$40.00	\$40.00
BG Products, Fleming Distributing (42) Austin Nave	1061 Suncast Lane El Dorado Hills, CA 95762 9169332430 anave@bgfleming.com	\$0.00	\$0.00	\$0.00	\$0.00	\$504.00	\$504.00

<b>Company</b>	<b>Contact Info</b>	<b>Current</b>	<b>31-60</b>	<b>61-90</b>	<b>91-120</b>	<b>120+</b>	<b>Balance</b>
Campbell Automotive Harry Taylor	28 East Rincon Ave Campbell, CA 95008 (408) 378-0244	\$0.00	\$253.00	\$0.00	\$0.00	\$0.00	\$253.00
Lou's Automotive Lou Romanello	2247-B Old Middlefield Way Mountain View, CA 94043 (650) 694-7987 lousautomotive@aol.com	\$0.00	\$253.00	\$0.00	\$0.00	\$253.00	\$506.00
Nasseri Auto Tech David Nasseri	1811 El Camino Real Santa Clara, CA 95050 4084493905 nasseriautotech@yahoo.com	\$204.66	\$0.00	\$0.00	\$0.00	\$0.00	\$204.66
<b>Chapter 42 Subtotal</b>		\$204.66	\$506.00	\$0.00	\$0.00	\$797.00	\$1,507.66
<b>Chapter 48</b>							
A-1 Transmission Service & Supply Ken Brown	6940 Stanton Ave Buena Park, CA 90621 (714) 523-1132 A1trans@msn.com	\$0.00	\$255.00	\$0.00	\$0.00	\$0.00	\$255.00
Brea Auto Body, Inc. Denise Pina	430 N Berry St. Brea, CA 92821 (714) 990-1500 breaautobody@yahoo.com	\$0.00	\$75.00	\$0.00	\$0.00	\$0.00	\$75.00
<b>Chapter 48 Subtotal</b>		\$0.00	\$330.00	\$0.00	\$0.00	\$0.00	\$330.00

Company	Contact Info	Current	31-60	61-90	91-120	120+	Balance
<b>Chapter 99</b>							
J & H Performance Joel Gooch	875 Twin View Blvd Redding, CA 96003 (530) 245-0176 info@jandhperformance.com	\$0.00	\$155.00	\$0.00	\$0.00	\$0.00	\$155.00
<b>Chapter 99 Subtotal</b>		\$0.00	\$155.00	\$0.00	\$0.00	\$0.00	\$155.00
<b>Chapter Sta</b>							
ALL DATA Chuck Bennett	9650 West Taron Dr. STE 100 Elk Grove, CA 95757 5122850307 Charles.bennett@alldata.com	\$1,500.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,500.00
Automotive Coaching & Training Group Ray Kunz	9628 Nature Trail Way Elk Grove, CA 95757 9165880775 ray@automotivecoachingandtraining.c	\$1,500.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,500.00
AutoText.me Chris Cloutier	4032 Legacy Trail Carrollton, TX 75010 4699642140 chris@autotextme.com	\$0.00	\$0.00	\$0.00	\$0.00	\$2,500.00	\$2,500.00
BP/Castrol Mackenzie Merz	1500 Valley Road Wayne, NJ 07470 3106995212 mackenzie.merz@bp.com	\$0.00	\$0.00	\$0.00	\$0.00	\$7,500.00	\$7,500.00
C3 Marketing & Consulting Skip Beals	548 Spring Street Ste 6 Los Angeles, CA 90013 3238313300 team@c3mnc.com	\$0.00	\$495.00	\$0.00	\$0.00	\$0.00	\$495.00

<b>Company</b>	<b>Contact Info</b>	<b>Current</b>	<b>31-60</b>	<b>61-90</b>	<b>91-120</b>	<b>120+</b>	<b>Balance</b>
Clovis Garage Paul Witts	310 Clovis Ave Clovis, CA 93619 5592995531 paulw@clovisgarage.com	\$0.00	\$100.00	\$0.00	\$0.00	\$100.00	\$200.00
Digital Financial Group Shannon Devery	2909 Poplar Blvd Alhambra, CA 91803 6264769016 shannon@fdis-sangabrielvalley.com	\$7,500.00	\$0.00	\$0.00	\$0.00	\$0.00	\$7,500.00
Dynamic Friction Company Daniel Biezonsky	13140 Midway Place Cerritos, CA 90703 9512000953 danb@dynamicfriction.com	\$0.00	\$0.00	\$0.00	\$2,500.00	\$0.00	\$2,500.00
Educational Seminars Institute Maylan Newton	2222 Emmett Ave Simi Valley, CA 93063 (805) 526-3039 maylan@esiseminars.com	\$0.00	\$495.00	\$0.00	\$0.00	\$0.00	\$495.00
LKQ Corporation Steven Poole	13603 Foster Road Santa Fe Springs, CA 90670 5623202398 SJPoole@lkqcorp.com	\$0.00	\$0.00	\$5,000.00	\$0.00	\$0.00	\$5,000.00
Mail Shark Josh Davis	4125 New Holland Rd. Mohnton, PA 19540 4849481611 josh@themailshark.com	\$5,000.00	\$0.00	\$0.00	\$0.00	\$0.00	\$5,000.00
Motul Nick Bagley	5836 Corporate Avenue, Suite 150 Cypress, CA 90630 6574652464 n.bagley@us.motul.com	\$0.00	\$0.00	\$5,000.00	\$0.00	\$0.00	\$5,000.00

<b>Company</b>	<b>Contact Info</b>	<b>Current</b>	<b>31-60</b>	<b>61-90</b>	<b>91-120</b>	<b>120+</b>	<b>Balance</b>
Official Smog Check Test Only Albert Romero	645 85th Avenue Oakland, CA 94621 5106397664 rockyrue_1@hotmail.com	\$0.00	\$800.00	\$0.00	\$0.00	\$0.00	\$800.00
Robert's Auto Repair Robert Wesenberg	234 Ramona Ave Monterey, CA 93940 (831) 373-1534	\$0.00	\$100.00	\$0.00	\$0.00	\$0.00	\$100.00
Shop-Ware Matt Ellinwood	475 9th Street San Francisco, CA 94103 5127710428 matt@shop-ware.com	\$0.00	\$0.00	\$1,500.00	\$0.00	\$0.00	\$1,500.00
Villa Automotive John Villa	San Luis Obispo, CA 93401 (805) 781-3925 jvilla@villa-automotive.com	\$0.00	\$0.00	\$0.00	\$0.00	\$5,000.00	\$5,000.00
WORLD PAC Rob Morrell	37137 Hickory Street Newark, CA 94560 5107556058 robm@worldpac.com	\$0.00	\$0.00	\$0.00	\$0.00	\$495.00	\$495.00
WorldPac Industries Jeff Puccini	37137 Hickory St. Newark, CA 94560 (510) 608-5460	\$0.00	\$0.00	\$0.00	\$0.00	\$495.00	\$495.00
<b>Chapter Sta Subtotal</b>		\$15,500.00	\$1,990.00	\$11,500.00	\$2,500.00	\$16,090.00	\$47,580.00
<b>Grand Total</b>		15864.16	9623	11500	2500	21716	61203.16

**Change in Membership  
All Types**

**2015 – 2019**  
(as of 8/27/19)

	<b>2015</b>	<b>2016</b>	<b>2017</b>	<b>2018</b>	<b>2019</b>
New	30	20	56	74	36
Canceled	66	81	76	51	47
<b>Net</b>	<b>-36</b>	<b>-61</b>	<b>-20</b>	<b>23</b>	<b>-11</b>

ASCCA Membership Committee  
2020 Budget Proposal

	<u>Jan - Jul 19</u>	<u>2019 Approved Budget</u>	<u>2020 Proposed Budget</u>
<b>Ordinary Income/Expense</b>			
<b>Expense</b>			
<b>6500 · Membership Recruitment/Retention</b>			
<b>6506 · Membership Recruitment Drive</b>	124.40	3,000.00	3,000.00
<b>6515 · Membership Appreciation</b>	376.05	1,000.00	1,000.00
<b>6545 · Printing</b>	173.73	1,000.00	1,000.00
<b>Total · Membership Committee</b>	<u>500.45</u>	<u>4,000.00</u>	<u>4,000.00</u>
<b>Total Expense</b>	500.45	4,000.00	4,000.00



ASCCA Membership Committee  
2019 Budget Proposal

	<u>Jan - Jul 18</u>	<u>2018 Approved Budget</u>	<u>2019 Proposed Budget</u>
<b>Ordinary Income/Expense</b>			
<b>Expense</b>			
<b>6500 · Membership Recruitment/Retention</b>			
<b>6506 · Membership Recruitment Drive</b>	545.30	3,000.00	3,000.00
<b>6515 · Membership Appreciation</b>	883.57	500.00	1,000.00
<b>6545 · Printing</b>	41.30	1,000.00	1,000.00
<b>Total · Membership Committee</b>	<u>1,428.87</u>	<u>3,500.00</u>	<u>4,000.00</u>
<b>Total Expense</b>	1,428.87	3,500.00	4,000.00



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## 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

### AGENDA

#### ASCCA Education Training & Information (ETI) Committee

September 7, 2019 | 10:00 – 10:45 AM

Gustafson Brothers Automotive

19161 Gothard St, Huntington Beach, CA 92648

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

- |   |             |
|---|-------------|
| I. Call to Order  | G. Takikawa |
| II. Attendance – <i>encl.</i>                                 | G. Peterson |
| III. Minutes July 15, 2019 Meeting – <i>encl.</i>             | G. Takikawa |
| IV. Review Committee Action Items & 2019 Goals – <i>encl.</i> | G. Takikawa |
| a. Education Resources – Website Statistics – <i>TBP.</i>     |             |
| V. New Business   | G. Takikawa |
| a. 2020 Budget Discussion – <i>encl. 2019 Budget</i>          |             |
| b. Discussion on find-a-shop user friendliness issues         |             |
| c. Speakers for November Team Weekend (Connected Cars)        |             |
| VI. Old Business  | G. Takikawa |
| a. Mail Shark Instructor List Vote                            | G. Takikawa |
| b. Sources for potential automotive instructors               | R. Morrell  |
| VII. Adjournment  | G. Takikawa |

**ASCCA ETI Committee  
2019 Attendance Record**

Name	Position	1/26	2/18	3/18	4/15	4/16	5/18	6/17	7/15
Takikawa, Grant	Committee Chair	P	P	P	P	P	P	P	P
Balmer, Rory	Member	P	P	P	P	P	P	A	A
DeLoach, Dick	Member		A	A	A	A	A	A	A
DeMik, Evan	Member		A	P	P	A	A	P	P
Eppstein, John	President	P	A	P	P	P	P	P	P
Hritz, George	Member	P	A	P	P	P	P	P	P
Khamenian, Rocky	Member	E	P	P	P	P	P	P	P
Kusa, Dave	Member	E	A	P	P	E	P	P	P
Morrell, Rob	Member		A	P	P	E	E	P	P
Silverman, Jim	Member		A	P	P	E	P	P	P
Vanlandingham, Steve	Member	P	A	P	P	P	E	P	P
Yarger, Colleen	Member							A	A

P = Present  
A = Absent  
E = Excused



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

### MINUTES

#### ASCCA Education Training & Information (ETI) Committee

July 15, 2019 | 6:00 – 7:00 PM  
Conference Call

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

I. Call to Order

G. Takikawa called the meeting to order at 6:02 pm.

II. Attendance

Present: Grant Takikawa, Evan DeMik, John Eppstein, George Hritz, Rocky Khamenian, Dave Kusa, Rob Morrell, Jim Silverman, Steve Vanlandingham

Absent: Rory Balmer, Dick DeLoach, Colleen Yarger

Staff: G. Peterson

III. Minutes June 17, 2019 Meeting

MOTION It was moved, seconded and carried (MSC) to approve the minutes of the June 17 meeting, as presented.

IV. Review Committee Action Items & 2019 Goals

ACTION Send the Committee the website statistics via e-mail with the terminology.

Radisson Fresno – September 11-13, 2020. R. Khamenian will work with R. Morrell and Chapter 25 to develop the event schedule. There was discussion about inviting the local high school automotive teachers, colleges instructors and ROP instructors invited to the Team Weekend event.

You Tube Channel Policy – G. Peterson was unsuccessful at finding sample You Tube Channel policy after reaching out to ASAE and CalSAE. Discussion followed about the idea of having members provide content ideas. It was discussed that a protocol be set to have 1-2 members of the Committee review the content submitted by members.

R. Khamenian suggested that we appeal to the membership to provide content ideas that would be technical training in nature.

ACTION G. Peterson to draft invitation language to the members to have them submit technical training resources that would be vetted by the Committee for possible inclusion on our YouTube channel.

R. Morrell shared some statistics on the membership survey results as it relates to education topics of interest to members.

ACTION Include a review of the survey results on the September agenda.

ACTION Invite Scott Brown to see if he can help to create some content for the YouTube channel.

J. Epstein reported that NAPA does not have technical training available either.

ACTION Send an e-mail blast to our Corporate Partners inviting them to submit videos for our video library.

#### V. New Business

a. Can AMG post any ad from an educator on TeamTalk  
D. Kusa framed the issue of information being sent on educational opportunities on TeamTalk being posted by staff.

ACTION Define a policy that provides parameters on what education opportunities will be shared with membership and work closely with the R&B Committee to obtain their input. No action will be taken until after the R&B Committee call.

#### VI. Old Business

a. Automotive Technical Training Standard (ATTS)  
G. Hritz remarked about the California Department of Education not recognizing the ATTS program. We will table it for the future.

b. Mail Shark Instructor List  
G. Takikawa has received some information from Mail Shark, but he was having an issue opening their attachments. M. Newton has been working with Josh at Mail Shark.

ACTION G. Takikawa will send the attachments to G. Peterson to see if she can open the attachments.

R. Khamenian sent G. Takikawa a list from W. Lucko.

ACTION R. Khamenian will forward the list from W. Lucko to G. Peterson.

#### VII. Adjournment

The meeting adjourned at 6:58 pm.

## ASCCA ETI Committee Action Items Status Report

As of 8/29/2019

ACTION	RESPONSIBLE	Start Date	Deadline	STATUS
Review the promotion of the video library.	Committee	4/15/2019		
Provide information on AMTC for the Committee to discuss on the next conference call.	R. Morrell	4/15/2019		5/29 - Sent Rob an e-mail requesting information.
Obtain a list of the Motor Car Parts of America stores in the state.	G. Takikawa	6/17/2019		
Follow-up to see what the terminology stands for that is in the webiste analytics report and include that in future reports.	G. Peterson	6/17/2019		Will be provided in August Report.
Research other sources for a potential automotive instructor contact list.	R. Morrell	6/17/2019		
Include a review of the survey results on the September agenda.	G. Peterson	7/15/2019		<b>COMPLETED</b>
Invite Scott Brown to see if he can help to create some content for the YouTube channel.	?	7/15/2019		
Send an e-mail blast to our Corporate Partners inviting them to submit videos for our video library.	Staff			
Define a policy that provides parameters on what education opportunities will be shared with membership and work closely with the R&B Committee to obtain their input. No action will be taken until after the R&B Committee call.	G. Peterson & D. Kusa	7/15/2019		
Mail Shark Instructors List - G. Takikawa will send the attachments to G. Peterson to see if she can open the attachments.	G. Takikawa / G. Peterson	7/15/2019		<b>COMPLETED</b>
R. Khamenian will forward the list from W. Lucko to G. Peterson	R. Khamenian	7/15/2019		<b>COMPLETED</b>
G. Peterson to draft invitation language to the members to have them submit technical training resources that would be vetted by the Committee for possible inclusion on our YouTube channel.	G. Peterson	7/15/2019		

ASCCA Education Training Information Committee  
2019 Proposed Budget

	2019 Proposed	
Marketing Budget*	\$ 2,500	
<b>Total Expenses</b>	<b>\$ 2,500.00</b>	

\*This money will be used to develop posters to advertised careers in automotive to students. The Committee also anticipates the potential for additional marketing campaigns.



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***PR Committee's Long-Range Goal:  
To promote positive relations between the motoring public and ASCCA members.***

# AGENDA

**Public Relations Committee  
Wednesday, August 21, 2019 6:00-7:00pm  
Chair: Jerry Kubitsky**

**Dial-In Number: (916) 407-0765**

Agenda Item

- |  |                |
|--|----------------|
| 1. Call to Order                               | Jerry Kubitsky |
| 2. Roll Call                                   | ASCCA Staff    |
| 3. Approval of Draft Minutes for June and July | Full Committee |
| 4. ASCCA Member's Care                         | Jerry Kubitsky |
| 5. 2020 PR Committee Budget                    | Jerry Kubitsky |
| 6. New Business and New Ideas                  | Full Committee |
| 7. Adjournment                                 | Jerry Kubitsky |



## **Don't be Shy! Shine a Light on What You Do for Others**

### **Introducing ASCCA Members Care - New From the PR Committee**

The ASCCA PR Committee is proud to introduce our newest project, ASCCA Members Care. We want to highlight the amazing things that ASCCA shops are doing in their communities.

**We would like to feature YOU!** If you or an employee have a charity or community event that you support and would like to share it with the ASCCA, simply [fill out this short online form](#).

[Click here to read an example installment](#) of ASCCA Members Care.





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***PR Committee's Long-Range Goal:  
To promote positive relations between the motoring public and ASCCA members.***

# MINUTES

**Public Relations Committee  
Wednesday, July 17, 2019 6:00-7:00pm  
Chair: Jerry Kubitsky**

### Agenda Item

1. Call to Order
  - a. Jerry called the meeting to order at 6:05pm
2. Roll Call
  - a. Present: Jerry, Rob
  - b. Absent: Rocky, Alex
  - c. Excused: John, Angi
3. Approval of Draft Minutes for June
  - a. Not enough members present to approve.
4. ASCCA Members Care
  - a. The committee discussed ways to advertise ASCCA Members Care with the membership. Some ideas were to discuss it at chapter meetings, with board members.
  - b. Jerry discussed the best way to advertise it in the What You Need to Know email newsletter. He shared some new ideas for the headline and the description.
5. New Business and New Ideas
  - a. None
6. Adjournment
  - a. Jerry adjourned the meeting at 6:36pm



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***PR Committee's Long-Range Goal:  
To promote positive relations between the motoring public and ASCCA members.***

# MINUTES

**Public Relations Committee  
Wednesday, June 19, 2019 6:00-7:00pm  
Chair: Jerry Kubitsky**

### Agenda Item

1. Call to Order
  - a. Jerry called the meeting to order at 6:02pm
2. Roll Call
  - a. Present: Jerry, Rob, Angi, Rocky
  - b. Absent:
  - c. Excused: Alex, John
  - d. Guests: Rory
3. Approval of Draft Minutes for May
  - a. Approved as presented.
4. ASCCA Members Care
  - a. The committee liked the design of the flyers.
  - b. Ryan to launch the program.
5. Advertising for Membership
  - a. The liaison program is dead, so Jerry wants to see if the PR Committee is interested in helping to advertise ASCCA Membership.
  - b. The committee passed a motion to do research and put together an advertisement package to present to the Membership Committee.

- c. The committee will work together over email on various avenues of advertisement.

6. Adjournment

- a. Jerry adjourned the meeting at 6:42pm



# AGENDA

## ASCCA REVENUE & BENEFITS COMMITTEE

Saturday September 7, 2019 | 11:00am – 12:00pm

Dial-in: 916-407-0765 | No pin required  
 Computer access: [www.uberconference.com/ascca](http://www.uberconference.com/ascca)

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

### 2019 Action Plan

- Exceed budget projection of \$60,000 per year in Corporate Partnership Income, Target Goal \$72,000.
- Add membership benefits to increase the overall ASCCA Advantage.

11:00 am	<b>I.</b>	CALL TO ORDER	T. Westerlund, Chair
11:02 am	<b>II.</b>	ROLL CALL	K. Groff
		a. Review Attendance Record – <i>encl.</i>	
11:05 am	<b>III.</b>	Approval of 8/7/19 Meeting Minutes – <i>encl.</i>	T. Westerlund, Chair
	<b>IV.</b>	Review Action Items - <i>encl.</i>	
11:10 am	<b>V.</b>	Updates on Current Partners – <i>encl.</i>	T. Westerlund, Chair
		a. Review Income to-date: <b>\$59,448.03</b> in CP Payments & <b>\$42,288.46</b> in Revenue Share. <b>Grand Total: \$101,736.49</b>	
		b. Review Expiring Partners: BG Products renewed, and Shop-Ware is sending in their payment. Dynamic Friction Company & LKQ are up for renewal on 8/1.	
11:25 am	<b>VI.</b>	Potential Partners – <i>encl.</i>	T. Westerlund, Chair
11:40 am	<b>VII.</b>	Old / New Business	
		a. Budget 2020 Discussion – <i>encl.</i>	
		b. Update on Ratchet & Wrench Tracking & Ad Approval – <i>encl.</i>	
		c. Recruiting New Committee Members	
12:00 pm	<b>VIII.</b>	Adjournment	T. Westerlund, Chair

**2019 Revenue Benefits Committee Attendance Record**

<b>Members</b>	<b>Jan</b>	<b>Jan TW</b>	<b>Feb</b>	<b>March</b>	<b>April</b>	<b>May</b>	<b>June</b>	<b>July</b>	<b>August</b>	<b>Sept</b>	<b>Oct</b>	<b>Nov</b>	<b>Dec</b>
Todd Westerlund (Chair)	P	P	-	E	P	P	P	P	P				
John Eppstein	P	P	-	P	P	P	P	P	P				
Dave Kusa	P	E	-	P	P	P	P	P	P				
Maylan Newton	P	P	-	P	E	P	A	P	P				
Rob Pitari	E	P	-	P	P	P	P	P	P				
Steve Vanlandingham	P												
Rocky Khamenian	P	A	-	P	P	E	P	P	P				
Rob Morrell	P	A	-	P	P	A	A	A	A				

<b>Staff</b>	<b>Jan</b>	<b>Jan TW</b>	<b>Feb</b>	<b>March</b>	<b>April</b>	<b>May</b>	<b>June</b>	<b>July</b>	<b>August</b>	<b>Sept</b>	<b>Oct</b>	<b>Nov</b>	<b>Dec</b>
Kari	P	P	-	P	P	P	P	P	P				
Gloria	E	E	-	E	E	E	E	E	E				

<b>P = Present</b>
<b>A = Absent</b>
<b>E = Excused</b>

<b>Guests:</b>	<b>Jan</b>	<b>Jan TW</b>	<b>Feb</b>	<b>March</b>	<b>April</b>	<b>May</b>	<b>June</b>	<b>July</b>	<b>August</b>	<b>Sept</b>	<b>Oct</b>	<b>Nov</b>	<b>Dec</b>
Rory Balmer								P					
Jessica Essad						P							
Jim Gray		P				P							
Daniel Costa						P							



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# MINUTES

## ASCCA Revenue & Benefits Committee Meeting

August 7, 2019 | 11:00am – 12:00pm

Dial: 916-407-0765 Access Code: No access code

- I. Call to Order T. Westerlund, Vice Chair

T. Westerlund called the meeting to order at 11:03am.

- II. Roll Call K. Groff

- a. Review Attendance Record – encl.

**Present:** Rory Balmer, Kari Groff, Maylan Newton, Rocky Khamenian, Rob Pitari, Todd Westerlund, John Eppstein, Dave Kusa

**Not present:** Rob Morrell

**Guest(s):** none

- III. Minutes Approval – July 3, 2019 Committee meeting.

**MINUTES:** *It was MSC (motioned, seconded, carried) to approve minutes from June 5, 2019 (Maylan Newton, Todd Westerlund)*

- IV. Review of Action Items – encl.

*Todd still to talk with Chapter Reps about communicating member benefits. Todd has spoken with Jim Silverman about increasing his support. Needs follow up. John reached out to Chris Cloutier to find out about AutoText.me, the consensus is that they're still on the fence. Rob has reached out to AllData and 1-800-Radiator and has invited them to Team Weekend.*

- V. Updates on Current Partners – encl. T. Westerlund, Chair

- a. Review Income to-date.
- b. Review Expiring Partners:

*Invoices have been sent to all partners renewing August and before. The committee discussed calling their partners about renewal, there are several partners that are overdue on their renewal. John has reached out to Parts Authority, he thinks they will come on, he's not sure what level they will come in at.*

*Committee discussed reaching out to potential partners. Todd Westerlund reported that he hasn't gotten to it yet, Rob reported that he's still trying with 1800Radiator. John has some leads on other potential partners including an Oil Company in Southern CA. Maylan reported that he is talking to a distributor for Justice Brothers and is scheduled to talk with them. Since Motul didn't renew, they may be even more interested in joining. He will follow up this week. Maylan to send Kari contact info for the spreadsheet.*

## VII. Old/New Business

- a. Vote to recommend Cintas Agreement to BOD
- b. MailShark Press Release Request
- c. Ratchet & Wrench Ad Agreement to BOD
- d. Budget 2020 Discussion
- e. Is ASCCA Staff able to post content from CP's to Team Talk and Facebook?

Committee discussed creating a new badge for new CP Team Weekend attendees.

**MOTION:** *It was MSC, (Motioned, seconded Carried) to recommend The Cintas Agreement to the Board of Directors.*

Kari to write up the recommendation. Todd recommended that we don't do a press release for MailShark's new pricing. He recommends that they do an email blast out to the Direct Marketing Email List. Maylan contested that we should allow them to do a press release as long as it doesn't include pricing. Kari suggests that we put an Announcement in WYNTK that includes a link to their website that has pricing. We will encourage them to use the Direct Email Marketing list. Maylan to follow up with Josh Davis and send Kari an update. Kari to forward to the rest of the committee for approval. John reported that the AutoZone agreement is off the table but that they are willing to pay for an ad in exchange for being advertised at the \$10,000 level.

John made a motion to recommend to the board that we do the Ratchet & Wrench Ad.

**MINUTES:** *It was MSC (motioned, seconded, carried) to recommend to the board that we do a joint ad with AutoZone in Ratchet & Wrench. (John Eppstein, Rocky Khamenian)*

The Committee discussed making similar deals with other partners. The committee will further explore/discuss getting ads in Ratchet & Wrench or other industry magazines. The need for tracking in the Ad was brought up, and John recommended that we use a code to track new members. It was also recommended that we run WORLD PAC speed ad in the in-between months. Rocky to follow up with Rob Morrell and coordinate with Kari.

Kari to include expenditures YTD for Budget Discussion on the next Committee Meeting.

Recruitment of New Committee Members to be kept on old/new business. Todd set a goal of 2 new members to the committee. Committee discussed importance of discussing potential recruits for the committee before we extend the invitation.



Regarding ASCCA Staff posting content from Corporate Partners, D. Kusa made the case that we have a former CP using our logo in a way that made him seem like a corporate partner. He wants to protect the offerings we offer to Corporate Partners. The committee recommended that we discuss defining logo use between Shops, Associate members, and Corporate Partners. There is also a need for more discussion about who can post educational material and what they're allowed to post. Committee decided to kick this back to ETI & bylaws and policy committee for further discussion and definition. Committee decided that ASCCA Staff will not post non-partner educational material to Facebook or Team Talk. They will instead encourage the advertiser/member to reach out to local chapters to post about the educational courses or seminars they are offering. There is need for discussion at the ETI & Bylaws/Policies committees to outline logo use. Kari will get that on the agendas for those committees.

VIII. Adjournment

T. Westerlund, Chair

T. Westerlund adjourned the meeting at 12:37pm.

Corporate Partners Company	Committee Member	Main Contact	Renewal Terms	Revenue Shared	2019 Revenue YTD	Renewal Date	Sponsorship or Endorsement Terms
autotext.me	Todd Westerlund	Chris Cloutier (469)456-5725, chris@autotextme.com	\$2,500.00			3/1/2019	\$2,500.00
ACT Group	Dave Kusa	Ray Kunz (805) 444-2598, ray@automotivecoachingandtraining.com	\$1,500.00			10/1/2019	\$1,500.00
AllData	Rob Pitari	Chuck Bennett (512)285-0307, charles.bennett@alldata.com	\$1,500.00			8/1/2020	\$1,500.00
ATI	Todd Westerlund	Karen Dee/Jim Silverman, K 301-575-9102/ J 301-575-9140, ksdee@autotraining.net, jsilverman@autotraining.net	\$5,000.00		\$5,000.00	3/1/2020	\$5,000.00
Autologic	Rocky Khamenian	Kevin Fitzpatrick (631) 486-3506, kevin.fitzpatrick@autologic.com	\$5,000.00		\$5,000.00	5/1/2020	\$5,000.00
BG PetroSpecs	Dave Kusa	Eric Waln/Eric Elbert, Eric Waln (949) 337.2484 or (714) 863-2299/ Eric Elbert 805-490-6080, EricE@petrospecsBG.com; ericw@petrospecsbg.com	\$5,000.00		\$5,000.00	7/1/2019	\$5,000
Bolt On Technology	John Eppstein	Tim Cifelli (610)400-1019, tcifelli@boltontechnology.com	\$5,000.00		\$5,000.00	7/1/2020	\$5,000
Broadly	Rocky Khamenian	Laura Nelson (415) 589-0431, laura@broadly.com	\$2,500.00		\$2,500.00	6/1/2019	\$2,500
CA Employers Services	Rocky Khamenian	Dave Fischer, (559) 472-3542, cesyes@hotmail.com	\$1,500.00		\$1,500.00	1/1/2020	\$1,500
Digital Financial Group	Gloria Peterson	Shannon Devery (626) 476-9016, shannon@fdis-sangabrielvalley.com	\$7,500.00			11/1/2019	\$7,500.00
Dynamic Friction Co	Rob Pitari	Daniel Biezonsky (951)200-0953, danb@dynamicfriction.com	\$2,500.00			8/1/2019	\$2,500.00
DRIVE	Todd Westerlund	Mandee Bradshaw (818) 863-1077 or (818) 500-9631, mbradshaw@driveshops.com	\$5,000.00		\$5,000.00	5/1/2020	\$5,000.00
ESI	John Eppstein	Maylan Newton (866) 526-3039, maylan@eseminars.com	\$2,500.00		\$2,500.00	1/1/2019	\$1500, \$1200 paid YTD in course vouchers
Course Vouchers			TBD		\$198.00		
Kukui.com	Dave Kusa	Todd Westerlund (925)980-8012, Todd@kukui.com	Auto Pay/ Quarterly Intallments/\$10,000		\$10,000.00	10/1/2019	\$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			7/1/2019	\$5,000
MailShark	Maylan Newton	Josh Davis 484-948-1611 or 484-269-3715, Josh@themailshark.com	\$5,000.00			11/1/2019	\$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		\$3,750.03	5/1/2020	\$5,000 total \$416.67 monthly payment
Mudlick Marketing	Todd Westerlund	Danielle Ray (470)299-7374, dray@mudlick.com	\$2,500.00		\$2,500.00	1/1/2020	\$2500 or \$5000
Napa Auto Care	John Eppstein	R. Jason Rainey (678)934-5148, jason_rainey@genpt.com	\$5,000.00		\$5,000.00	3/1/2019	\$10,000 level
Napa Auto Care	John Eppstein	John Hartman 619-300-4910, john_hartman@genpt.com	\$5,000.00	Chapter 24	\$5,000.00	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		12/1/2020	\$5,000
RepairPal	Dave Kusa	Evan DeMik, 866-549-0339, evan@repairpal.com	\$1,500.00		\$1,500.00	7/1/2019	\$1,500.00
Shop-Ware	Dave Kusa	Matt Ellinwood, matt@shop-ware.com	\$1,500.00			7/1/2019	\$1,500.00
			<b>Subtotal</b>		<b>\$59,448.03</b>		
			<b>\$82,500.00</b>				
AES Wave	Gloria/Kari	Carlos Menchu		Total Raffle			
<b>Revenue Programs</b>							
Armstrong/Coremark	John Eppstein	Glen Dailey, (916) 286-0925, gdailey@armstrongprofessional.com			\$25,919.29	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			\$4,923.94	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			\$8,821.02	10/1/2019	Net Rental Revenue Rebate of 1.5% payable quarterly starting year 2
Heartland					\$2,624.21	10/1/2019	
WORLDPAK	Todd Westerlund	Rob Morrell, rmkroll@gmail.com				1/1/2019	
			Subtotal CP		<b>\$59,448.03</b>		
			Subtotal RP		<b>\$42,288.46</b>		
			<b>Grand Total</b>		<b>\$101,736.49</b>		

<b>Non Revenue Generating Programs</b>							
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	Todd Westerlund	James Hwang, 310-857-7633					Member benefit program offering 25% discounts to all members on self study guides for ASE Certification.
HotelStorm	Kari Groff	Siena Reese 702.325.9707, siena@hotelstorm.com					Benefit Program
Office Depot	Rob Pitari	Michael Nitz, Tel: 855-337-6811 Ext.1280					Benefit Program

**Training:**

1. 180 Biz: John Eppstein and Todd Westerlund

**Parts:**

1. 1-800-Radiator: Rob Pitari
2. Advance Auto Parts: Rob Morrell
3. Bosch: Rocky Khamenian & John Eppstein
4. Car Quest: John Eppstein
5. Parts Authority (Formerly IMC): John Eppstein
6. SSF Imported Auto Parts, LLCs.: Rocky Khamenian, John Eppstein
7. Standard Motor Parts: Dave Kusa to find contact
8. Factory Motor Parts:

**Oil/Waste Oil Recycling:**

1. Alpha Environmental Engineering Petroleum Transport: Rory Balmer
2. Liqui Moly: John Eppstein and Rocky Khamenian
3. World Oil: Rocky Khamenian

**Shop management Software:**

1. AMS Protractor: Todd Westerlund

**Repair data:**

1. Diagnostic Network: Rocky Khamenian

**Repair Equipment**

1. Hunter Engineering Company: Rob Morrell
  - a. Contact is Alan Hagerty 314-716-0492

**Misc:**

1. T & T Concrete Resurfacing: Todd

ASCCA Revenue Benefits Committee  
2019 Budget Proposal

	<u>Jan - Aug 2019</u>	<u>2019 Approved Budget</u>	<u>2020 Proposed Budget</u>
<b>Ordinary Income/Expense</b>			
<b>Expense</b>			
<b>5600.00 · Revenue &amp; Benefits Committee</b>			
<b>5600.01 · R&amp;B Committee Raffle</b>	267.08	500.00	500.00
<b>5600.02 · Advantage Printing</b>	784.48	1,200.00	1,200.00
<b>5600.03 · Corporate Partner Awards</b>	668.51	1,500.00	1,500.00
<b>5600.04 · Marketing Design</b>	491.25	800.00	800.00
<b>Total</b>	<u>2,211.32</u>	<u>4,000.00</u>	<u>4,000.00</u>
<b>Total Expense</b>	2,211.32	4,000.00	4,000.00

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Education & Training



Free Business  
Management Advice



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Lee Chesnin  
Member since 1987

## About ASCCA

The Automotive Service Councils of California is the largest association of independent automotive repair shops in California. We are proud to be led by repair shop owners, and to partner with the industry’s best suppliers, educators, and many more automotive aftermarket companies that share our commitment to supporting and advancing the automotive service profession.

Learn more at [ascca.com](http://ascca.com)



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

**AGENDA**

**ASCCA Chapter Representatives Committee**

Sunday, September 8, 2019 | 8:30 – 10:30 am  
 Gustafson Brothers Automotive  
 19161 Gothard St. Huntington Beach, CA 92648

*Committee Mission:*

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

- |       |   |   |
|-------|---|---|
| I.    | Call to Order   | J. Scrafield  |
| II.   | Roll Call   | Staff   |
| III.  | Pledge of Allegiance  | J. Scrafield  |
| IV.   | Election of 2020 Board of Directors – <i>encl.</i>  | R. Khamenian  |
| V.    | Chapter Representatives Committee Election<br>a. Committee Chair and Vice Chair   | J. Scrafield  |
| VI.   | Adjourn<br>a. <i>Board of Directors – closed door session</i><br>b. <i>Election of officers</i>   | J. Scrafield  |
| VII.  | Reconvene   | J. Scrafield  |
| VIII. | Announce 2020 ASCCA Officers  | R. Khamenian  |
| IX.   | Minutes Approval: 7/25/19   | J. Scrafield  |
| X.    | 2019-20 Committee Budget – <i>encl.</i>   | J. Scrafield  |
| XI.   | Updates/reports<br>a. Armstrong & Associates<br>b. ASCEF<br>c. Connected Cars Committee<br>d. ETI Committee<br>e. Government Affairs Committee<br>f. Membership Committee | G. Dailey<br>J. Eppstein<br>C. Coquillet<br>R. Balmer<br>D. Kusa<br>M. Mendenhall |

- g. Public Relations Committee
- h. Revenue and Benefits Committee

J. Kubitsky  
J. Eppstein

XII. Discussion items

J. Scrafield

XIII. Adjourn

	January	February	March	April	May	June	July	August	September	October	12-Nov	13-Nov	December
Jack Scrafield (5), Chair	x	x	x	x	x	x	x						
Travis Guy (48), Vice Chair	x	x	x	a	x	x	x						
Steve Vanlandingham (24)	x	x	x	x	e	x	x						
Tony Callas (1940)	a	e	x	x	a	x	a						
Rory Balmer (14)	x	e	x	x	x	x	x						
Rich Lezcano (20)	e	x	a	x	a	x	x						
Lee Chesnin (12)	x	x	x	x	x	x	x						
Kamil Targosz (16)	x	a	a	a	a	a	a						
Angi Roberts (23)	x	x	a	e	x	x	a						
Zarkis Martirosian (25)	x	a	a	x	x	a	x						
John Camara (26)	x	x	x	e	x	a	a						
Rob Pitari (99)	x	a	a	a	x	a	a						
Bob Toepp (28)	x	x	a	x	x	x	a						
Dave Kusa (42)	e	x	x	x	x	x	e						
John Eppstein, ASCCA	x	x	x	x	x	x	x						

Absent

Excused





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**SAMPLE BALLOT**

**Annual Election Ballot for ASCCA Board of Directors—September 8, 2019  
Two (2) Year Term Commencing January 1, 2020**

**Voting Instructions for Chapters:** As the Chapter delegate you will cast a single vote for no more than seven (7) candidates. Your vote will then be multiplied by the number of eligible voting members in your chapter. The multiplying factor is determined by the number of eligible voting members in your chapter minus the number of eligible ballots cast through the electronic balloting process.

**Candidates for 2020 - 2021 ASCCA Board of Directors**  
**In Alphabetical Order**

*Place your votes next to no more than seven (7) names.*

- Scott Brown (*incumbent*)
- H. Lee Chesnin (*incumbent*)
- Carolyn P Coquilletta (*incumbent*)
- John Eppstein (*incumbent*)
- Rocky Khamenian (*incumbent*)
- Jack Scrafield (*incumbent*)
- John Villa (*incumbent*)
- Tony Callas

**Chapter Delegate Name:** \_\_\_\_\_ **Company Name:** \_\_\_\_\_

**Voting Member Signature:** \_\_\_\_\_

**ASCCA Team Weekend, September 8, 2019**  
*Gustafson Brothers Automotive*  
19161 Gothard St, Huntington Beach, CA 92648



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# MINUTES

## ASCCA Chapter Reps Committee Meeting

July 25, 2019

ASCCA Committee Call

I. Call to Order

J. Scrafield called the meeting to order at 6:35pm.

II. Roll Call

**Present:** J. Scrafield, Travis Guy, Steve Vanlandingham, Lee Chesnin, Rory Balmer, Rich Lezcano, Zarkis Martirosian, John Eppstein

**Not present:** Tony Callas, Kamil Targosz, Angi Roberts, John Camara, Rob Pitari, Bob Toepp, Dave Kusa

**Staff:** Kari Groff

**Guests:**

III. Minutes Approval – 6/27/2019

**MOTION:** *It was MSC, (motioned, seconded, carried) to approve the June 13, 2019 minutes. (T. Guy, L. Chesnin) minutes were approved by unanimous vote.*

IV. Membership Reports

K. Groff presented the monthly membership reports noting an outstanding chapter dues amount of \$5,753; an outstanding state dues amount of \$6,634; and a YTD net loss of 7 members. The committee discussed that chapters need to be reviewing.

The committee nominated John Gustafson to become Member of the Year 2018 and be honored at September Team Weekend. (S. Vanlandingham, L. Chesnin)

Grant Takikawa was nominated because of his work with the high school programs and the future of the industry. (T. Guy, Rory Balmer)

J. Scrafield suggested that we vote by email with descriptions of the candidates Kari to send out voting forms and etc. Kari to send out reminder to Ch. Reps including the data from membership survey and a reminder to add the Membership Survey to the Agendas for the Chapter Meetings.

V. Discussion Items

- a) Member of the Year
- b) Updates on Membership Survey
- c) Improving Attendance at Chapter Meetings
  - a. Committee discussed how they recognize new members at their various chapters.
  - b. Committee discussed content for chapter meetings and that surveys were being done to find out what membership wants to see.
- d) Promoting Team Weekend
  - a. Committee discussed ideas for promoting Team Weekend – it was suggested to create email content promoting and highlighting the speakers. John E. Suggested promoting ADAS Demonstration.
  - b. Committee discussed putting together content for Team Weekend and having AMG send out marketing emails in the weeks preceding Team weekend that specifically promote the different speakers, education/training being offered, biographies from speakers, etc.

VI. Adjournment

J. Scrafield adjourned the meeting at 7:29 pm.

ASCCA Chapter Representatives Committee  
2020 Budget Proposal

	<u>Jan - Jul 19</u>	<u>2019 Approved Budget</u>	<u>2020 Proposed Budget</u>
<b>Ordinary Income/Expense</b>			
<b>Expense</b>			
<b>Chapter Representatives Committee</b>			
6123 · Chapter Reps-Leadership Training	0.00	2,500.00	2,500.00
6321 · First-time TW Attendees	0.00	2,500.00	2,500.00
<b>Total · Chapter Representatives Committee</b>	<u>0.00</u>	<u>5,000.00</u>	<u>5,000.00</u>
<b>Total Expense</b>	0.00	5,000.00	5,000.00



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### AGENDA

#### MBI BOARD OF DIRECTORS

September 8, 2019

Gustafson Brothers Automotive  
 19161 Gothard St, Huntington Beach, CA 92648

- |  |              |
|--|--------------|
| I. Call to Order                                   | J. Eppstein  |
| II. Roll Call                                      | J. Scrafield |
| III. Minutes of the 5.19.19 Meeting– <i>encl.</i>  | J. Eppstein  |
| IV. Overview of Year-to-Date Revenue – <i>TBP.</i> | G. Peterson  |
| V. ASC Insurance Program Update                    | G. Dailey    |

### AGENDA

#### ASCCA BOARD OF DIRECTORS

September 8, 2019 | 10:45am – 1:00pm

- |  |              |
|--|--------------|
| I. Call to Order & Acknowledgement of Antitrust Policy   | J. Eppstein  |
| II. Attendance – <i>encl.</i>  | J. Scrafield |
| III. Secretary’s Report  | J. Scrafield |
| a. Minutes Approval: 6.26.19 Board of Directors;<br>7.24.19 Executive Committee– <i>encls.</i>   |              |
| b. Ratify Electronic Votes:  |              |
| i. Inducting Bob Klingenberg to the Hall of Fame   |              |
| ii. June 2020 Team Weekend Hotel Contract  |              |
| iii. September 2020 Team Weekend Location  |              |
| c. Action Items Review – <i>encl.</i>  |              |
| IV. Treasurer’s Report   | J. Villa     |
| a. July Month-end Financial Statement – <i>encl.</i>   |              |
| b. Vanguard Statement – <i>encl.</i>   |              |
| V. President’s Report  | J. Eppstein  |
| VI. Executive Director’s Report  | G. Peterson  |
| a. Building Update   |              |
| VII. ASCEF Update  | D. Kusa      |
| a. Expiring Trustee Terms  |              |
| VIII. Committee Discussion & Recommendations   | J. Eppstein  |
| a. R&B Committee: Cintas Agreement – <i>encl.</i>  |              |
| b. R&B Committee: Ratchet & Wrench Advertising – <i>encl.</i>                                    |              |
| IX. Old Business   | J. Eppstein  |
| a. Membership Survey Results Sharing   |              |
| b. Association Management Software Executive Summary – <i>encl.</i>                              |              |
| c. 2020 Budget Planning Meeting Date: October 23<br>Committee Budget Proposals Due: September 30 |              |
| X. New Business  | J. Eppstein  |
| XI. Adjournment  | J. Eppstein  |

# MINUTES

## MBI BOARD OF DIRECTORS

May 19, 2019

Embassy Suites Sacramento Promenade  
Sacramento, CA

I. Call to Order

J. Eppstein called the meeting to order at 10:46 am.

II. Roll Call

Present: John Eppstein, Jack Scrafield, John Villa, Rory Balmer, Rocky Khamenian, Lee Chesnin, Carolyn Coquillet, George Hrtiz, Jerry Kubitsky, David Kusa, Rob Pitari

Absent: Rob Morrell, Steve Vanlandingham, Todd Westerlund, Scott Brown, Darren Gilbert, German Lara

Guests: Glen Dailey, Travis Guy, Zarkis Martirosian, Maylan Newton, Angi Roberts, Jim Silverman, Grant Takikawa, Stuart Terry

Staff: Matthew Peralta, Gloria Peterson, Kari Groff

III. Minutes of the 1.27.19 Meeting

MOTION                    It was moved, seconded and carried to accept the minutes of the January 27 meeting, as presented. (1 abstention – David Kusa)

IV. Overview of Year-to-Date Revenue

G. Peterson provided an overview of the year-to-date revenue received as of month-end April 30, 2019.

V. ASC Insurance Program Update

G. Dailey provided an overview of the insurance market and the potential impact to the ASCCA insurance services program. He encouraged members to participate in the sexual harassment training that is now required for all employers with five or more employees.

VI. Adjournment

The meeting adjourned at 11:04 am.

**Board of Directors & Executive Committee  
2019 Attendance Record**

Member Name	1/27 BOD	2/27 BOD	3/27 Exec	4/24 BOD	5/19 BOD	6/26 BOD	7/24 EXEC	9/8 BOD				
<b>EXECUTIVE COMMITTEE</b>												
John Eppstein, President ( <i>term: 12.31.19</i> )	P	P	P	P	P	P	P					
Rory Balmer, Vice President ( <i>term: 12.31.19</i> )	P	P	P	P	P	E	P					
Rocky Khamenian, Immediate Past President	P	P	P	P	P	P	E					
John Villa, Treasurer ( <i>term: 12.31.19</i> )	P	P	A	P	P	A	A					
Steve Vanlandingham, Secretary ( <i>term: 12.31.20</i> )	P	P	P	P	E	P	P					
Jack Scrafield, CRC Chair ( <i>term: 12.31.19</i> )	P	P	E	P	P	P	P					
German Lara, Non-Voting, CRC Vice Chair ( <i>stepped down in Feb</i> )	P	P										
Travis Guy, Non-Voting, CRC Vice Chair ( <i>term: 12.31.19 – Appointed in February</i> )			E	E	E	E	P					
<b>BOARD DIRECTORS</b>												
Scott Brown ( <i>term: 12.31.19</i> )	P	P	P	P	A	A	A					
Lee Chesnin ( <i>term: 12.31.19</i> )	P	P	P	P	P	P	P					
Carolyn Coquillet ( <i>term: 12.31.19</i> )	A	P	A	A	P	P	A					
Darren Gilbert ( <i>term: 12.31.20</i> )	P	P	A	A	A	A	A					
George Hritz ( <i>term: 12.31.20</i> )	P	P	A	P	P	E	P					
Jerry Kubitsky ( <i>term: 12.31.20</i> )	P	P	A	P	P	P	P					
Dave Kusa ( <i>term: 12.31.20</i> )	E	P	P	P	P	P	E					
Rob Pitari ( <i>term: 12.31.20</i> )	P	P	P	P	P	E	A					
Todd Westerlund ( <i>term: 12.31.20</i> )	P	E	A	P	E	E	A					
<b>ADVISOR – NON-VOTING</b>												
Rob Morrell	E	P	P	P	E	P	E					

P = Present    A = Absent    E = Excused Absence



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### MINUTES

**ASCCA Board of Directors Meeting**  
June 26, 2019 | 6:00 – 7:00 PM  
Via Conference Call

*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 6:04 pm.

II. Roll Call

John Eppstein, Rocky Khamenian, Steve Vanlandingham, Jack Scrafield, Lee Chesnin, Carolyn Coquillet, Jerry Kubitsky, David Kusa, Rob Morrell

Excused: Rory Balmer, Travis Guy, George Hritz, Rob Pitari, Todd Westerlund

Absent: John Villa, Scott Brown, Darren Gilbert

Guest: Andy Daniels

III. Secretary's Report

a. Minutes: 5/19 Board of Directors Meeting

**MOTION** It was moved, seconded and carried (MSC) to approve the minutes of the May 19 Board of Directors meeting, as submitted.

b. Action Items Review

*G. Peterson provide the Board with an action items update report and noted that the following:*

- *Getting quotes on the window replacements for the association owned building are still in progress.*
- *The ASCEF will hold its meeting to determine an Investment advisor tomorrow.*
- *The action item to identify a percentage of MBI management fee expenses has been completed.*

IV. Treasurer's Report

a. 2018 Year End Financial Statement

**ACTION** Ask the CPA to break down how he categorizes the different line items, e.g. Board of Directors expenses, professional services and membership services. See if he can add it to the narrative.

**MOTION** It was **MSC** to approve the 2018 year-end financials.



b. May Month-end Financial Statement

The Board was presented with a May month-end financial statement.

c. Vanguard Statement

The Board was provided with a Vanguard valuation reported dated 5/31/19.

V. ASCEF Update

D. Kusa reported that there were 18 scholarships awarded totaling \$9,500. He noted that we are working GAAS to streamline the application process. We are also working to expand the scholarship offerings with the WorldPAC classes that will build new scholarships. It was also reported that there is a grant in the works to further increase the scholarship offerings.

ACTION Invite the students to the September Team Weekend event.

ACTION Add to the next foundation agenda the idea of asking the students to do a brief video that we can combine.

VI. Committee Discussion & Recommendations

a. Membership Committee Re: Liaison Program

MOTION It was **MSC** to discontinue the membership liaison program.

VII. Old Business

a. September 2020 Team Weekend Proposals

The Board was presented with proposals from properties in Visalia, Fresno and Yosemite area.

ACTION The Board will vote via email to determine a location in Fresno for the September 2020 Team Weekend event.

b. ASCCA Website – Association Management Software (AMS)

G. Peterson summarized the status of communications with Kukui on the website functionality and contract deliverables. There is a consensus that some of the deliverables may make more sense to upgrade the existing database system to a new Association management System (AMS) that would accomplish some of the website functionality that is currently no available on our existing website. Kukui was supportive of that idea. Further information will be forthcoming.

VIII. New Business

J. Eppstein reported that there will be emails sent about AutoZone and Cintas agreements.

a. Membership Survey Results Sharing – Deferred.

IX. Adjournment

The meeting adjourned at 7:09 pm.



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**MINUTES**

**ASCCA Executive Committee Meeting**  
 July 24, 2019 | 6:00 – 7:00 PM  
 Conference Call

*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 6:04 pm.

II. Attendance

John Eppstein, Rory Balmer, Steve Vanlandingham, Jack Scrafield, Travis Guy, Lee Chesnin, George Hritz, Jerry Kubitsky,

Excused: Rocky Khamenian, Dave Kusa, Rob Morrell

Absent: John Villa, Scott Brown, Carolyn Coquillette, Darren Gilbert, Rob Pitari, Todd Westerlund

III. Secretary’s Report

a. Action Items Review

The Committee reviewed the status of the action items. G. Peterson noted that contact has been made with the tenant to confirm that AMG’s operations manager will be coordinating the contracts to bid on the window replacement.

IV. Treasurer’s Report

a. June Month-end Financial Statement – Reviewed the financials

b. Vanguard Statement – *report provided.*

V. ASCEF Update

a. Financial Advisor – J. Eppstein reported that the Foundation Board of Trustees found a financial advisor to move forward with.

**MOTION** Obtain a proposal from up to three investment advisors including Grant Knox Financial Advisor.

VI. Committee Discussion & Recommendations

There was no business to report.

VII. Old Business

a. Association Management Software (AMS) – The Board was presented with a detailed outline of the proposed AMS.

**ACTION** Double check if it is the Enterprise level.

**ACTION** Create an executive summary of the issues that this will resolve.

- b. June 2020 Team Weekend Location  
Aftermarket Industry Summit – The dates need to be corrected.

ACTION            Get the dates corrected and send to the ASCCA Board for a vote to approve.

- c. Membership Survey Results Sharing  
The Committee agreed that it makes sense to share it with the membership in a condensed version.

VIII. New Business

- a. Parts & People Request

The consensus was to recommend that ASCCA promote to its members a link to join their mailing list. ASCCA will not directly share its membership list.

- b. Hall of Fame

R. Khamenian had made a recommendation to install Bob Klingenberg to the ASCCA Hall of Fame.

ACTION            Send the list of the Hall of Fame recipients.

IX. Adjournment

The meeting adjourned at 7:08 pm.

**ASCCA Action Item**  
**8/30/2019**

ACTION	RESPONSIBLE	Start Date	Deadline	STATUS
Obtain quotes for window replacement and mold cleanup in the ASCCA owned building.	G. Peterson	1/27/2019		<p><b>In Progress</b> - Coordinating time with the contractors and tenants to get quotes. Have received referrals to three contractors.</p> <p><b>7.12</b> - Task handed off to AMG Operations Manager and introduction made to tenant.</p> <p><b>8/30/19</b> - We have one quote anticipated next week for the window replacement. A different vendor, that does not do window replacement, quote will be presenting a bid for the skylight replacement and the leak repair that is due next week. A third vendor has not been able to get out to review the project for bid.</p>
The Executive Committee will review the current long-term investment policy with respect to the asset mix since current policy does not match the actual mix. It will await the ASCEF to select an investment adviser and subsequent selection by the association.	Executive Committee	3/27/2019		<p>Pending Further Action by ASCEF.</p> <p>4/3/19 - ASCEF received advise from a financial advisor.</p> <p>7/8 - Financial Advisor recommendation made by the ASCEF Exec Comm via e-mail. Will be discussed on 7/21 call.</p> <p>7/21 - Staff directed to obtain 3 bids.</p>
Ask the CPA to break down how he categorizes the different line items, e.g. Board of Directors expenses, professional services and membership services. See if he can add it to the narrative.	Staff	6/26/2019		7/20 - Sent request to CPA. - GP

**ASCCA Action Item**

**8/30/2019**

Association Management Software (AMS): Double check if it is the Enterprise level. Create an executive summary of the issues that this will resolve.	G. Peterson	7.24.19		<b>COMPLETE</b>
June 2020 Team Weekend Proposed Contract - Send to Board for electronic vote.	G. Peterson	7.24.19		<b>COMPLETE</b>
Send the list of the Hall of Fame recipients to the Board	Staff	7.24.19		<b>COMPLETE</b>

# 1AUTOMOTIVE SERVICE COUNCILS OF CALIFORNIA

## PRELIMINARY AND NON-REVIEWED FINANCIAL STATEMENTS

Period Ending July 31, 2019

### OVERVIEW

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

The operations of ASCCA for the Period Ending July 31, 2019 resulted in excess revenue over/(under) expenses of \$172,988 which is better than budget by \$86,708 after taxes.

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

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

### CONSOLIDATED STATEMENT OF FINANCIAL POSITION

#### CURRENT ASSETS:

*Cash:* All funds are kept in interest-bearing accounts whenever possible. Total cash balance for this reporting period is \$584,477 of which \$480,537 is being held in the Vanguard reserve account.

*Investment Accounts (Vanguard):* ASCCA operating investment policy calls for six months of operating reserves. Six months based on the current 2019 budget would be \$204,991 (\$34,165 monthly). Currently ASCCA has total cash in operating of \$584,477 less total current liabilities of \$33,002 a balance of \$551,475 which is 16.2 months of operating expenses. Realized **gain/loss** on investments is currently **\$59,505** better than budget by \$46,617.

#### FIXED ASSETS:

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

#### OTHER ASSETS:

*Prepaid Expenses:* Prepaid expenses are \$4,263.

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

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

#### CURRENT LIABILITIES:

*Accounts Payable:* Balance of Accounts Payable is \$6,969.

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

Connect Cars Committee Designated Fund, currently at \$6,000.

Chapter Dues Payable: currently the balance is \$8,455.

#### LONG TERM LIABILITIES:

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

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

## CONSOLIDATED STATEMENT OF FUNCTIONAL ACTIVITIES

**REVENUES:** Total revenue is \$373,461 better than budget by \$64,765 (the revenue includes realized gain of \$59,505 on investments)

**Membership Dues:** Currently dues are \$199,644 less than budget by \$1,405.

**Endorsements/Services:** Revenue is \$36,205 better than budget by \$7,455.

**Merchandise Revenue:** Revenue is zero, less than budget by \$50.

**Connect Car Committee:** Revenue is at zero, less than budget by \$3,500.

**Corporate Partners:** Revenue is at \$52,593, better than budget by \$17,583.

**Team Weekend Raffle:** Revenue is at zero for this month, less than budget by \$1,875.

**ASCCA ESI Course Voucher:** Moved to ASCEF to establish ESI Scholarship.

**Other Revenue:** (includes miscellaneous revenue and building rental) Revenue \$25,523 same as budget.

**Technology Expenses** are all expenses related to list service, systems maintenance, database updates and website changes and maintenance. Currently expenses are zero better than budget by \$4,100.

**Publication/Communication:** Expenses are \$1,662 better than budget by \$188.

**Revenue & Benefit Expenses:** Expenses are \$1,944, better than budget by \$1,356.

**Educational & Training – Chapter:** Expenses are zero, better than budget by \$1,250.

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

**Meeting & Travel:** \$10,200 in expenses for year to date, better than budget by \$4,634.

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

**Membership Recruitment/Retention:** Expenses are \$9,480 for year to date, better than budget by \$2,980.

**Public Relation Committee:** Expenses are \$40, better than budget by \$2,560.

**Connect Car Committee Expenses:** Expenses are \$1,595, better budget by \$1,905.

**General & Administrative expenses** include all expenses for operations. Total of the expenses for operations are \$15,004 greater than budget by \$1,400.

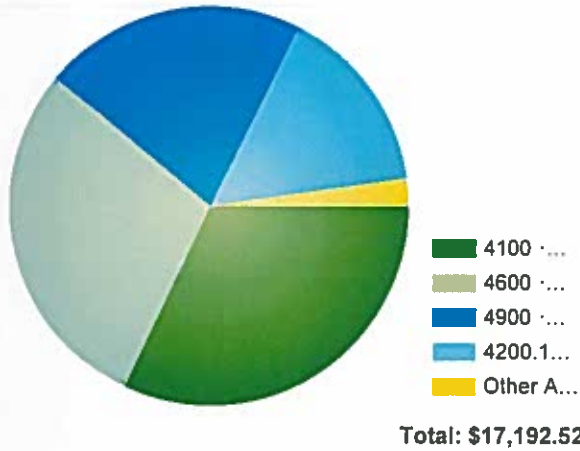
**Building Maintenance** includes all expenses related to the care and maintenance of the property owned by ASCCA. Revenue for the building is \$25,523 with expenses of \$7,244.84 for a net gain of \$18,278.

**Professional Services** includes accounting fees, management, advocacy, legal and consulting. Expenses are \$145,985 greater than budget by \$65.

**YEAR TO DATE SUMMARY:** Total revenue is \$373,461 with total expenses (direct expenses plus operating expenses) of \$197,713 for a net gain of \$175,748 before taxes & 172,988 after, which is better than budgeted net gain by \$86,708.

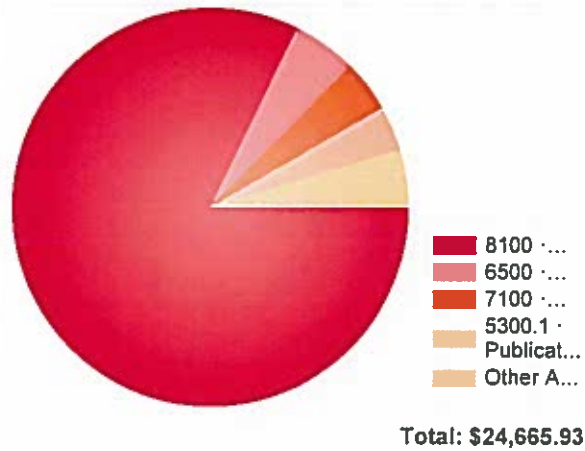
Income Breakdown

Last month



Expense Breakdown

Last month

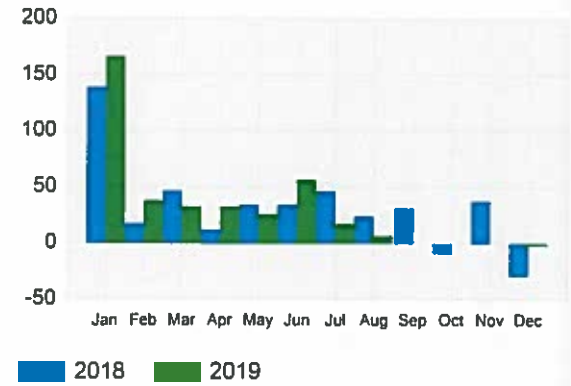


Prev Year Income Comparison

All

Monthly

\$ in 1000s



Income and Expense Trend

\$ in 1000s

This year-to-date

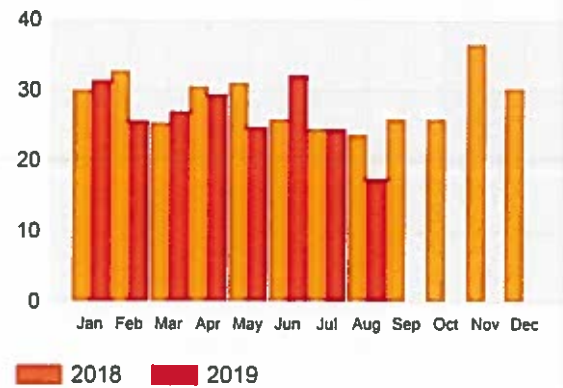


Prev Year Expense Comparison

All

Monthly

\$ in 1000s





## Automotive Service Councils of California

08/12/19

## Balance Sheet

Accrual Basis

As of July 31, 2019

	<u>Jul 31, 19</u>
<b>ASSETS</b>	
<b>Current Assets</b>	
<b>Checking/Savings</b>	
1100 · Cash	
1105 · Cash-In Banking	71,548.10
1105.01 · Bank - MBI	32,391.87
1115 · Vanguard	437,471.63
1120 · Vanguard -Net Proceeds from Bui	43,065.25
<b>Total 1100 · Cash</b>	<u>584,476.85</u>
<b>Total Checking/Savings</b>	584,476.85
<b>Accounts Receivable</b>	
1200 · Accounts Receivable	
1220 · Accounts Receivable-Chapters	548.68
<b>Total 1200 · Accounts Receivable</b>	<u>548.68</u>
<b>Total Accounts Receivable</b>	548.68
<b>Total Current Assets</b>	585,025.53
<b>Fixed Assets</b>	
1300 · Fixed Assets	
1330 · Buildings & Fixtures	145,233.00
1380 · Land	73,800.00
1390 · Accumulated Depreciation	-105,261.00
<b>Total 1300 · Fixed Assets</b>	<u>113,772.00</u>
<b>Total Fixed Assets</b>	113,772.00
<b>Other Assets</b>	
1500 · Other Assets	
1510 · Prepaid Expenses	4,263.23
<b>Total 1500 · Other Assets</b>	4,263.23
1600 · Investments	
1630 · Future Tax Benefits - MBI	61,804.02
<b>Total 1600 · Investments</b>	<u>61,804.02</u>
<b>Total Other Assets</b>	66,067.25
<b>TOTAL ASSETS</b>	<b><u>764,864.78</u></b>
<b>LIABILITIES &amp; EQUITY</b>	
<b>Liabilities</b>	
<b>Current Liabilities</b>	
<b>Accounts Payable</b>	
2000 · Current Liabilities	
2110 · Accounts Payable	6,968.97
2110.01 · Accounts Payable - MBI	2,700.00
<b>Total 2000 · Current Liabilities</b>	<u>9,668.97</u>
<b>Total Accounts Payable</b>	9,668.97
<b>Other Current Liabilities</b>	
2503 · Advocacy Fund Contribution	8,878.64
2504 · Connect Cars Committee designat	6,000.00
2505 · Chapter Dues Payables	8,454.83
<b>Total Other Current Liabilities</b>	<u>23,333.47</u>
<b>Total Current Liabilities</b>	33,002.44
<b>Long Term Liabilities</b>	
2501 · Tenant - Lease Deposit	3,137.60

## Automotive Service Councils of California

## Balance Sheet

As of July 31, 2019

08/12/19

Accrual Basis

	<u>Jul 31, 19</u>
Total Long Term Liabilities	3,137.60
<b>Total Liabilities</b>	<b>36,140.04</b>
<b>Equity</b>	
<b>3000 · Members' Equity</b>	
3100 · Undesignated Fund Balance	-267,499.94
3101 · Capital Stock	1,000.00
3110 · Additional Paid in Capital	669,568.00
3120 · Retained Earnings	-36,079.25
<b>Total 3000 · Members' Equity</b>	<b>366,988.81</b>
30000 · Opening Balance Equity	-3,722.04
32000 · Unrestricted Net Assets	192,470.18
Net Income	172,987.79
<b>Total Equity</b>	<b>728,724.74</b>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b><u>764,864.78</u></b>

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

	Jul 31, 19	Jul 31, 18	\$ Change	% Change
<b>ASSETS</b>				
<b>Current Assets</b>				
Checking/Savings				
1100 · Cash				
1105 · Cash-In Banking	71,548.10	70,761.11	786.99	1.1%
1105.01 · Bank - MBI	32,391.87	44,556.20	-12,164.33	-27.3%
1115 · Vanguard	437,471.63	374,276.12	63,195.51	16.9%
1120 · Vanguard -Net Proceeds from Bui	43,065.25	21,472.49	21,592.76	100.6%
<b>Total 1100 · Cash</b>	<b>584,476.85</b>	<b>511,065.92</b>	<b>73,410.93</b>	<b>14.4%</b>
<b>Total Checking/Savings</b>	<b>584,476.85</b>	<b>511,065.92</b>	<b>73,410.93</b>	<b>14.4%</b>
Accounts Receivable				
1200 · Accounts Receivable				
1220 · Accounts Receivable-Chapters	548.68	548.68	0.00	0.0%
<b>Total 1200 · Accounts Receivable</b>	<b>548.68</b>	<b>548.68</b>	<b>0.00</b>	<b>0.0%</b>
<b>Total Accounts Receivable</b>	<b>548.68</b>	<b>548.68</b>	<b>0.00</b>	<b>0.0%</b>
<b>Total Current Assets</b>	<b>585,025.53</b>	<b>511,614.60</b>	<b>73,410.93</b>	<b>14.4%</b>
<b>Fixed Assets</b>				
1300 · Fixed Assets				
1330 · Buildings & Fixtures	145,233.00	145,233.00	0.00	0.0%
1380 · Land	73,800.00	73,800.00	0.00	0.0%
1390 · Accumulated Depreciation	-105,261.00	-105,261.00	0.00	0.0%
<b>Total 1300 · Fixed Assets</b>	<b>113,772.00</b>	<b>113,772.00</b>	<b>0.00</b>	<b>0.0%</b>
<b>Total Fixed Assets</b>	<b>113,772.00</b>	<b>113,772.00</b>	<b>0.00</b>	<b>0.0%</b>
<b>Other Assets</b>				
1500 · Other Assets				
1510 · Prepaid Expenses	4,263.23	3,784.39	478.84	12.7%
<b>Total 1500 · Other Assets</b>	<b>4,263.23</b>	<b>3,784.39</b>	<b>478.84</b>	<b>12.7%</b>
1600 · Investments				
1630 · Future Tax Benefits - MBI	61,804.02	43,557.02	18,247.00	41.9%
<b>Total 1600 · Investments</b>	<b>61,804.02</b>	<b>43,557.02</b>	<b>18,247.00</b>	<b>41.9%</b>
<b>Total Other Assets</b>	<b>66,067.25</b>	<b>47,341.41</b>	<b>18,725.84</b>	<b>39.6%</b>
<b>TOTAL ASSETS</b>	<b>764,864.78</b>	<b>672,728.01</b>	<b>92,136.77</b>	<b>13.7%</b>
<b>LIABILITIES &amp; EQUITY</b>				
<b>Liabilities</b>				
<b>Current Liabilities</b>				
Accounts Payable				
2000 · Current Liabilities				
2110 · Accounts Payable	6,968.97	7,099.09	-130.12	-1.8%
2110.01 · Accounts Payable - MBI	2,700.00	0.00	2,700.00	100.0%
<b>Total 2000 · Current Liabilities</b>	<b>9,668.97</b>	<b>7,099.09</b>	<b>2,569.88</b>	<b>36.2%</b>
<b>Total Accounts Payable</b>	<b>9,668.97</b>	<b>7,099.09</b>	<b>2,569.88</b>	<b>36.2%</b>
Other Current Liabilities				
2503 · Advocacy Fund Contribution	8,878.64	8,703.64	175.00	2.0%
2504 · Connect Cars Committee designat	6,000.00	0.00	6,000.00	100.0%
2505 · Chapter Dues Payables	8,454.83	8,386.83	68.00	0.8%
2506 · ASCEF Donations - General	0.00	-25.00	25.00	100.0%
<b>Total Other Current Liabilities</b>	<b>23,333.47</b>	<b>17,065.47</b>	<b>6,268.00</b>	<b>36.7%</b>
<b>Total Current Liabilities</b>	<b>33,002.44</b>	<b>24,164.56</b>	<b>8,837.88</b>	<b>36.6%</b>
Long Term Liabilities				
2501 · Tenant - Lease Deposit	3,137.60	3,137.60	0.00	0.0%
<b>Total Long Term Liabilities</b>	<b>3,137.60</b>	<b>3,137.60</b>	<b>0.00</b>	<b>0.0%</b>
<b>Total Liabilities</b>	<b>36,140.04</b>	<b>27,302.16</b>	<b>8,837.88</b>	<b>32.4%</b>
<b>Equity</b>				
3000 · Members' Equity				
3100 · Undesignated Fund Balance	-267,499.94	-267,499.94	0.00	0.0%
3101 · Capital Stock	1,000.00	1,000.00	0.00	0.0%
3110 · Additional Paid in Capital	669,568.00	669,568.00	0.00	0.0%

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08/12/19

Accrual Basis

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

	<u>Jul 31, 19</u>	<u>Jul 31, 18</u>	<u>\$ Change</u>	<u>% Change</u>
3120 · Retained Earnings	-36,079.25	-36,079.25	0.00	0.0%
Total 3000 · Members' Equity	366,988.81	366,988.81	0.00	0.0%
30000 · Opening Balance Equity	-3,722.04	-3,722.04	0.00	0.0%
32000 · Unrestricted Net Assets	192,470.18	157,591.52	34,878.66	22.1%
Net Income	172,987.79	124,567.56	48,420.23	38.9%
Total Equity	728,724.74	645,425.85	83,298.89	12.9%
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b><u>764,864.78</u></b>	<b><u>672,728.01</u></b>	<b><u>92,136.77</u></b>	<b><u>13.7%</u></b>

## Automotive Service Councils of California

## Profit &amp; Loss

08/12/19

January through July 2019

Accrual Basis

	Jan - Jul 19
<b>Ordinary Income/Expense</b>	
<b>Income</b>	
4100 · Membership Dues	
4110 · Association Dues	169,070.62
4130 · Application Fees	880.00
4135 · Education Members	700.00
4140 · Associate Dues	28,795.83
4145 · Recruitment Fee	-746.00
4160 · Membership Liaison Commission	-124.00
4198 · Service Charge Reoccurring bill	1,068.00
<b>Total 4100 · Membership Dues</b>	<b>199,644.45</b>
4200 · Endorsements/Services	
4225 · Heartland	2,624.21
4235 · G&K Services	2,877.30
4250 · Auto Zone	4,923.94
4290 · Other Endorsements	2,793.56
<b>Total 4200 · Endorsements/Services</b>	<b>13,219.01</b>
4200.10 · ASC Insurance Services	
4215 · Armstrong Insurance	17,470.01
4299 · CoreMark	5,515.95
<b>Total 4200.10 · ASC Insurance Services</b>	<b>22,985.96</b>
4600 · Corporate Partners	
4610 · Corporate Partners	52,583.35
<b>Total 4600 · Corporate Partners</b>	<b>52,583.35</b>
4800 · ASCCA ESI Course Voucher.	
4801 · ASCCA ESI Course Voucher	0.00
<b>Total 4800 · ASCCA ESI Course Voucher.</b>	<b>0.00</b>
4900 · Other Revenue	
4908 · Building Rental Revenue	25,522.70
<b>Total 4900 · Other Revenue</b>	<b>25,522.70</b>
<b>Total Income</b>	<b>313,955.47</b>
<b>Gross Profit</b>	<b>313,955.47</b>
<b>Expense</b>	
5300.1 · Publication/Communication Expen	
5310.1 · Independent Expenses	1,499.00
5320.1 · Website Expenses	163.36
<b>Total 5300.1 · Publication/Communication Expen</b>	<b>1,662.36</b>
5600.00 · R & B Committee	
5600.02 · Advantage Printing	1,275.73
5600.03 · Corporate PArtners Awards	668.51
<b>Total 5600.00 · R &amp; B Committee</b>	<b>1,944.24</b>
6100 · Meetings & Travel	
6110 · Meeting Exp-Team Weekend (1)	4,474.41
6111 · Meeting Exp - Team Weekend (2)	4,118.49
6112 · Meeting Exp - Team Weekend (3)	480.90
6120 · Travel - ED	85.84
6121 · Travel - Directors/Officers	639.93
6125 · Printing/Reproduction	141.64
6140 · Conference Calls	128.40
6145 · Board Awards	130.36

## Automotive Service Councils of California

## Profit &amp; Loss

08/12/19

January through July 2019

Accrual Basis

	Jan - Jul 19
Total 6100 · Meetings & Travel	10,199.97
6300 · Government Affairs Committee	
6325 · SBC - gov	750.00
6360 · Legislative Day	3,807.66
Total 6300 · Government Affairs Committee	4,557.66
6500 · Membership Recruitment/Retentio	
5420.1 · Membership Signs	55.61
6506 · Membership Recruitment Drive	124.40
6515 · Membership Appreciation	376.05
6535 · Legal Advise-Member Service	8,750.00
6545 · Printing	173.73
Total 6500 · Membership Recruitment/Retentio	9,479.79
6700 · PR Committee	
6715 · Public Relation Committee	40.00
Total 6700 · PR Committee	40.00
6800 · Connected Cars Committee - Exp	1,595.00
7100 · General & Admin Expenses	
7101 · Office Supplies	313.15
7102.00 · Dues & Subscription	210.00
7103 · Printing/Reproduction	2,153.67
7105 · Telephone/Fax	490.00
7107 · Postage/Mailing	836.84
7111 · Insurance	3,688.85
7123 · Off-Site Storage	887.91
7124 · On-Site Storage	674.22
7126 · Bank Charges/Credit Card Fees	5,749.54
Total 7100 · General & Admin Expenses	15,004.18
7500 · Building Maint & Mgmt	
7505 · Building Mgmt Fees	4,746.00
7510 · Utilities	2,393.60
7550 · Property Taxes	105.24
Total 7500 · Building Maint & Mgmt	7,244.84
8100 · Professional Services	
8110 · Accounting/Audit	3,725.00
8120 · Management Services	122,500.00
8130 · Advocacy	19,250.00
8150 · Legal	509.99
Total 8100 · Professional Services	145,984.99
Total Expense	197,713.03
Net Ordinary Income	116,242.44
Other Income/Expense	
Other Income	
9100 · Other Revenue/Expenses	
4906 · Gain/Loss & Int - Bldg Proceeds	1,221.56
4907 · Gain/Loss & Int. on Investments	58,283.79
9130 · Tax - State	-2,760.00
Total 9100 · Other Revenue/Expenses	56,745.35
Total Other Income	56,745.35
Net Other Income	56,745.35
Net Income	<b>172,987.79</b>

**Automotive Service Councils of California**  
**Profit & Loss Budget Performance**  
January through July 2019

	<u>Jan - Jul 19</u>	<u>YTD Budget</u>	<u>Annual Budget</u>
<b>Ordinary Income/Expense</b>			
<b>Income</b>			
<b>4100 · Membership Dues</b>			
4110 · Association Dues	169,070.62	173,535.27	200,000.00
4120 · General Member State Dues	0.00	1,488.00	2,430.00
4130 · Application Fees	880.00	583.35	1,000.00
4135 · Education Members	700.00	495.85	850.00
4140 · Associate Dues	28,795.83	17,613.75	30,195.00
4143 · Associate Branch Dues	0.00	6,750.00	6,750.00
4145 · Recruitment Fee	-746.00	-291.65	-500.00
4160 · Membership Liaison Commission	-124.00	875.00	1,500.00
4198 · Service Charge Reoccurring bill	1,068.00		
<b>Total 4100 · Membership Dues</b>	<u>199,644.45</u>	<u>201,049.57</u>	<u>242,225.00</u>
<b>4200 · Endorsements/Services</b>			
4225 · Heartland	2,624.21	1,166.69	2,000.04
4235 · G&K Services	2,877.30	4,250.00	8,500.00
4250 · Auto Zone	4,923.94	5,000.00	10,000.00
4255 · Yourmembership	0.00	250.00	250.00
4290 · Other Endorsements	2,793.56		
<b>Total 4200 · Endorsements/Services</b>	<u>13,219.01</u>	<u>10,666.69</u>	<u>20,750.04</u>
<b>4200.10 · ASC Insurance Services</b>			
4215 · Armstrong Insurance	17,470.01	14,000.00	24,000.00
4299 · CoreMark	5,515.95	4,083.35	7,000.00
<b>Total 4200.10 · ASC Insurance Services</b>	<u>22,985.96</u>	<u>18,083.35</u>	<u>31,000.00</u>
<b>4400 · Merchandise</b>			
4410 · Merchandise - Revenue	0.00	50.00	100.00
<b>Total 4400 · Merchandise</b>	<u>0.00</u>	<u>50.00</u>	<u>100.00</u>
<b>4550 · Connected Cars Committee</b>			
4550.01 · Connected Cars Committee	0.00	3,500.00	6,000.00
<b>Total 4550 · Connected Cars Committee</b>	<u>0.00</u>	<u>3,500.00</u>	<u>6,000.00</u>
<b>4600 · Corporate Partners</b>			
4610 · Corporate Partners	52,583.35	35,000.00	60,000.00
<b>Total 4600 · Corporate Partners</b>	<u>52,583.35</u>	<u>35,000.00</u>	<u>60,000.00</u>
<b>4799.10 · Team Weekend Raffle..</b>			
4799.01 · Team Weekend Raffle	0.00	1,875.00	2,500.00
<b>Total 4799.10 · Team Weekend Raffle..</b>	<u>0.00</u>	<u>1,875.00</u>	<u>2,500.00</u>
<b>4900 · Other Revenue</b>			
4908 · Building Rental Revenue	25,522.70	25,522.70	43,753.20
4910 · Miscellaneous Income	0.00	60.00	100.00
<b>Total 4900 · Other Revenue</b>	<u>25,522.70</u>	<u>25,582.70</u>	<u>43,853.20</u>
<b>Total Income</b>	<u>313,955.47</u>	<u>295,807.31</u>	<u>406,428.24</u>
<b>Gross Profit</b>	313,955.47	295,807.31	406,428.24
<b>Expense</b>			
<b>5000.1 · - Technology Expenses</b>			

**Automotive Service Councils of California**  
**Profit & Loss Budget Performance**  
January through July 2019

	<u>Jan - Jul 19</u>	<u>YTD Budget</u>	<u>Annual Budget</u>
5240.1 · Website Expenses	0.00	4,100.00	7,000.00
<b>Total 5000.1 · - Technology Expenses</b>	<b>0.00</b>	<b>4,100.00</b>	<b>7,000.00</b>
<b>5300.1 · Publication/Communication Expen</b>			
5310.1 · Independent Expenses	1,499.00	1,500.00	3,000.00
5320.1 · Website Expenses	163.36	0.00	0.00
5325.1 · Broadcast Emails & Faxes	0.00	350.00	600.00
<b>Total 5300.1 · Publication/Communication Expen</b>	<b>1,662.36</b>	<b>1,850.00</b>	<b>3,600.00</b>
<b>5600.00 · R &amp; B Committee</b>			
5600.01 · Revenue & Benefits Cmte Raffle	0.00	500.00	500.00
5600.02 · Advantage Printing	1,275.73	1,000.00	1,000.00
5600.03 · Corporate PArtnr Awards	668.51	1,000.00	1,500.00
5910 · Advantage Re-Design	0.00	800.00	800.00
<b>Total 5600.00 · R &amp; B Committee</b>	<b>1,944.24</b>	<b>3,300.00</b>	<b>3,800.00</b>
<b>5700.1 · Educational &amp; Training - Chapter</b>			
5750.1 · Miscellaneous Ed/Training	0.00	1,250.00	2,500.00
<b>Total 5700.1 · Educational &amp; Training - Chapter</b>	<b>0.00</b>	<b>1,250.00</b>	<b>2,500.00</b>
<b>6100 · Meetings &amp; Travel</b>			
6110 · Meeting Exp-Team Weekend (1)	4,474.41	4,782.00	4,782.00
6111 · Meeting Exp - Team Weekend (2)	4,118.49	4,782.00	4,782.00
6112 · Meeting Exp - Team Weekend (3)	480.90	0.00	2,500.00
6113 · Meeting Exp - Team Weekend (4)	0.00	0.00	5,182.00
6120 · Travel - ED	85.84	0.00	750.00
6121 · Travel - Directors/Officers	639.93	1,500.00	3,000.00
6122 · Travel - Staff	0.00	500.00	500.00
6124 · Chap. Reps-First Time Attendee	0.00	1,750.00	3,500.00
6125 · Printing/Reproduction	141.64	400.00	500.00
6140 · Conference Calls	128.40		
6145 · Board Awards	130.36	750.00	1,500.00
6199 · Other BOD Expenses	0.00	370.00	750.00
<b>Total 6100 · Meetings &amp; Travel</b>	<b>10,199.97</b>	<b>14,834.00</b>	<b>27,746.00</b>
<b>6300 · Government Affairs Committee</b>			
6320 · Travel	0.00	800.00	800.00
6321 · Travel - NASTF	0.00	3,000.00	3,000.00
6325 · SBC - gov	750.00	750.00	750.00
6360 · Legislative Day	3,807.66	2,450.00	2,450.00
<b>Total 6300 · Government Affairs Committee</b>	<b>4,557.66</b>	<b>7,000.00</b>	<b>7,000.00</b>
<b>6500 · Membership Recruitment/Retentio</b>			
5420.1 · Membership Signs	55.61	875.00	1,500.00
6506 · Membership Recruitment Drive	124.40	1,750.00	3,000.00
6515 · Membership Appreciation	376.05	585.00	1,000.00
6535 · Legal Advise-Member Service	8,750.00	8,750.00	15,000.00
6545 · Printing	173.73	500.00	500.00
<b>Total 6500 · Membership Recruitment/Retentio</b>	<b>9,479.79</b>	<b>12,460.00</b>	<b>21,000.00</b>
<b>6700 · PR Committee</b>			



**Automotive Service Councils of California**  
**Profit & Loss Budget Performance**  
January through July 2019

	<u>Jan - Jul 19</u>	<u>YTD Budget</u>	<u>Annual Budget</u>
6715 · Public Relation Committee	40.00	2,600.00	2,600.00
<b>Total 6700 · PR Committee</b>	<b>40.00</b>	<b>2,600.00</b>	<b>2,600.00</b>
6800 · Connected Cars Committee - Exp	1,595.00	3,500.00	6,000.00
<b>7100 · General &amp; Admin Expenses</b>			
7101 · Office Supplies	313.15	280.00	500.00
7102.00 · Dues & Subscription	210.00	0.00	0.00
7103 · Printing/Reproduction	2,153.67	2,333.35	4,000.00
7105 · Telephone/Fax	490.00	583.35	1,000.00
7107 · Postage/Mailing	836.84	875.00	1,500.00
7111 · Insurance	3,688.85	3,500.00	6,000.00
7123 · Off-Site Storage	887.91	889.00	1,524.00
7124 · On-Site Storage	674.22	630.00	1,080.00
7125 · Travel - Staff	0.00	300.00	300.00
7126 · Bank Charges/Credit Card Fees	5,749.54	4,083.35	7,000.00
7127 · Filing Fees/Penalties	0.00	30.00	55.00
7490 · Miscellaneous G&A	0.00	100.00	100.00
<b>Total 7100 · General &amp; Admin Expenses</b>	<b>15,004.18</b>	<b>13,604.05</b>	<b>23,059.00</b>
<b>7500 · Building Maint &amp; Mgmt</b>			
7505 · Building Mgmt Fees	4,746.00	4,746.00	8,136.00
7510 · Utilities	2,393.60	1,750.00	3,000.00
7515 · Repairs & Maintenance	0.00	1,000.00	1,000.00
7522 · Insurance	0.00	850.00	850.00
7550 · Property Taxes	105.24	2,300.00	4,600.00
7590 · Misc Building Maint/Mgmt	0.00	0.00	30.00
<b>Total 7500 · Building Maint &amp; Mgmt</b>	<b>7,244.84</b>	<b>10,646.00</b>	<b>17,616.00</b>
<b>8100 · Professional Services</b>			
8110 · Accounting/Audit	3,725.00	3,800.00	3,800.00
8120 · Management Services	122,500.00	122,500.00	210,000.00
8130 · Advocacy	19,250.00	19,250.00	33,000.00
8150 · Legal	509.99	500.00	500.00
<b>Total 8100 · Professional Services</b>	<b>145,984.99</b>	<b>146,050.00</b>	<b>247,300.00</b>
<b>Total Expense</b>	<b>197,713.03</b>	<b>221,194.05</b>	<b>369,221.00</b>
<b>Net Ordinary Income</b>	<b>116,242.44</b>	<b>74,613.26</b>	<b>37,207.24</b>
<b>Other Income/Expense</b>			
<b>Other Income</b>			
<b>9100 · Other Revenue/Expenses</b>			
4906 · Gain/Loss & Int - Bldg Proceeds	1,221.56		
4907 · Gain/Loss & Int. on Investments	58,283.79	11,666.65	20,000.00
9130 · Tax - State	-2,760.00	0.00	0.00
<b>Total 9100 · Other Revenue/Expenses</b>	<b>56,745.35</b>	<b>11,666.65</b>	<b>20,000.00</b>
<b>Total Other Income</b>	<b>56,745.35</b>	<b>11,666.65</b>	<b>20,000.00</b>
<b>Net Other Income</b>	<b>56,745.35</b>	<b>11,666.65</b>	<b>20,000.00</b>
<b>Net Income</b>	<b>172,987.79</b>	<b>86,279.91</b>	<b>57,207.24</b>

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

	Jan - Jul 19	Budget	\$ Over Budget	% of Budget
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
4100 · Membership Dues				
4110 · Association Dues	169,070.62	173,535.27	-4,464.65	97.4%
4120 · General Member State Dues	0.00	1,488.00	-1,488.00	0.0%
4130 · Application Fees	880.00	583.35	296.65	150.9%
4135 · Education Members	700.00	495.85	204.15	141.2%
4140 · Associate Dues	28,795.83	17,613.75	11,182.08	163.5%
4143 · Associate Branch Dues	0.00	6,750.00	-6,750.00	0.0%
4145 · Recruitment Fee	-746.00	-291.65	-454.35	255.8%
4160 · Membership Liaison Commission	-124.00	875.00	-999.00	-14.2%
4198 · Service Charge Reoccurring bill	1,068.00			
<b>Total 4100 · Membership Dues</b>	<b>199,644.45</b>	<b>201,049.57</b>	<b>-1,405.12</b>	<b>99.3%</b>
4200 · Endorsements/Services				
4225 · Heartland	2,624.21	1,166.69	1,457.52	224.9%
4235 · G&K Services	2,877.30	4,250.00	-1,372.70	67.7%
4250 · Auto Zone	4,923.94	5,000.00	-76.06	98.5%
4255 · Yourmembership	0.00	250.00	-250.00	0.0%
4290 · Other Endorsements	2,793.56			
<b>Total 4200 · Endorsements/Services</b>	<b>13,219.01</b>	<b>10,666.69</b>	<b>2,552.32</b>	<b>123.9%</b>
4200.10 · ASC Insurance Services				
4215 · Armstrong Insurance	17,470.01	14,000.00	3,470.01	124.8%
4299 · CoreMark	5,515.95	4,083.35	1,432.60	135.1%
<b>Total 4200.10 · ASC Insurance Services</b>	<b>22,985.96</b>	<b>18,083.35</b>	<b>4,902.61</b>	<b>127.1%</b>
4400 · Merchandise				
4410 · Merchandise - Revenue	0.00	50.00	-50.00	0.0%
<b>Total 4400 · Merchandise</b>	<b>0.00</b>	<b>50.00</b>	<b>-50.00</b>	<b>0.0%</b>
4550 · Connected Cars Committee				
4550.01 · Connected Cars Committee	0.00	3,500.00	-3,500.00	0.0%
<b>Total 4550 · Connected Cars Committee</b>	<b>0.00</b>	<b>3,500.00</b>	<b>-3,500.00</b>	<b>0.0%</b>
4600 · Corporate Partners				
4610 · Corporate Partners	52,583.35	35,000.00	17,583.35	150.2%
<b>Total 4600 · Corporate Partners</b>	<b>52,583.35</b>	<b>35,000.00</b>	<b>17,583.35</b>	<b>150.2%</b>
4799.10 · Team Weekend Raffle..				
4799.01 · Team Weekend Raffle	0.00	1,875.00	-1,875.00	0.0%
<b>Total 4799.10 · Team Weekend Raffle..</b>	<b>0.00</b>	<b>1,875.00</b>	<b>-1,875.00</b>	<b>0.0%</b>
4900 · Other Revenue				
4908 · Building Rental Revenue	25,522.70	25,522.70	0.00	100.0%
4910 · Miscellaneous Income	0.00	60.00	-60.00	0.0%
<b>Total 4900 · Other Revenue</b>	<b>25,522.70</b>	<b>25,582.70</b>	<b>-60.00</b>	<b>99.8%</b>
<b>Total Income</b>	<b>313,955.47</b>	<b>295,807.31</b>	<b>18,148.16</b>	<b>106.1%</b>
<b>Gross Profit</b>	<b>313,955.47</b>	<b>295,807.31</b>	<b>18,148.16</b>	<b>106.1%</b>
<b>Expense</b>				
5000.1 · Technology Expenses				
5240.1 · Website Expenses	0.00	4,100.00	-4,100.00	0.0%
<b>Total 5000.1 · Technology Expenses</b>	<b>0.00</b>	<b>4,100.00</b>	<b>-4,100.00</b>	<b>0.0%</b>
5300.1 · Publication/Communication Expen				
5310.1 · Independent Expenses	1,499.00	1,500.00	-1.00	99.9%
5320.1 · Website Expenses	163.36	0.00	163.36	100.0%
5325.1 · Broadcast Emails & Faxes	0.00	350.00	-350.00	0.0%
<b>Total 5300.1 · Publication/Communication Expen</b>	<b>1,662.36</b>	<b>1,850.00</b>	<b>-187.64</b>	<b>89.9%</b>
5600.00 · R & B Committee				
5600.01 · Revenue & Benefits Cmte Raffle	0.00	500.00	-500.00	0.0%
5600.02 · Advantage Printing	1,275.73	1,000.00	275.73	127.6%
5600.03 · Corporate PPartner Awards	668.51	1,000.00	-331.49	66.9%
5910 · Advantage Re-Design	0.00	800.00	-800.00	0.0%
<b>Total 5600.00 · R &amp; B Committee</b>	<b>1,944.24</b>	<b>3,300.00</b>	<b>-1,355.76</b>	<b>58.9%</b>
5700.1 · Eductional & Training - Chapter				

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

	Jan - Jul 19	Budget	\$ Over Budget	% of Budget
5750.1 · Miscellaneous Ed/Training	0.00	1,250.00	-1,250.00	0.0%
<b>Total 5700.1 · Educational &amp; Training - Chapter</b>	<b>0.00</b>	<b>1,250.00</b>	<b>-1,250.00</b>	<b>0.0%</b>
<b>6100 · Meetings &amp; Travel</b>				
6110 · Meeting Exp-Team Weekend (1)	4,474.41	4,782.00	-307.59	93.6%
6111 · Meeting Exp - Team Weekend (2)	4,118.49	4,782.00	-663.51	86.1%
6112 · Meeting Exp - Team Weekend (3)	480.90	0.00	480.90	100.0%
6120 · Travel - ED	85.84	0.00	85.84	100.0%
6121 · Travel - Directors/Officers	639.93	1,500.00	-860.07	42.7%
6122 · Travel - Staff	0.00	500.00	-500.00	0.0%
6124 · Chap. Reps-First Time Attendee	0.00	1,750.00	-1,750.00	0.0%
6125 · Printing/Reproduction	141.64	400.00	-258.36	35.4%
6140 · Conference Calls	128.40	0.00	128.40	100.0%
6145 · Board Awards	130.36	750.00	-619.64	17.4%
6199 · Other BOD Expenses	0.00	370.00	-370.00	0.0%
<b>Total 6100 · Meetings &amp; Travel</b>	<b>10,199.97</b>	<b>14,834.00</b>	<b>-4,634.03</b>	<b>68.8%</b>
<b>6300 · Government Affairs Committee</b>				
6320 · Travel	0.00	800.00	-800.00	0.0%
6321 · Travel - NASTF	0.00	3,000.00	-3,000.00	0.0%
6325 · SBC - gov	750.00	750.00	0.00	100.0%
6360 · Legislative Day	3,807.66	2,450.00	1,357.66	155.4%
<b>Total 6300 · Government Affairs Committee</b>	<b>4,557.66</b>	<b>7,000.00</b>	<b>-2,442.34</b>	<b>65.1%</b>
<b>6500 · Membership Recruitment/Retentio</b>				
5420.1 · Membership Signs	55.61	875.00	-819.39	6.4%
6506 · Membership Recruitment Drive	124.40	1,750.00	-1,625.60	7.1%
6515 · Membership Appreciation	376.05	585.00	-208.95	64.3%
6535 · Legal Advise-Member Service	8,750.00	8,750.00	0.00	100.0%
6545 · Printing	173.73	500.00	-326.27	34.7%
<b>Total 6500 · Membership Recruitment/Retentio</b>	<b>9,479.79</b>	<b>12,460.00</b>	<b>-2,980.21</b>	<b>76.1%</b>
<b>6700 · PR Committee</b>				
6715 · Public Relation Committee	40.00	2,600.00	-2,560.00	1.5%
<b>Total 6700 · PR Committee</b>	<b>40.00</b>	<b>2,600.00</b>	<b>-2,560.00</b>	<b>1.5%</b>
<b>6800 · Connected Cars Committee - Exp</b>	<b>1,595.00</b>	<b>3,500.00</b>	<b>-1,905.00</b>	<b>45.6%</b>
<b>7100 · General &amp; Admin Expenses</b>				
7101 · Office Supplies	313.15	280.00	33.15	111.8%
7102.00 · Dues & Subscription	210.00	0.00	210.00	100.0%
7103 · Printing/Reproduction	2,153.67	2,333.35	-179.68	92.3%
7105 · Telephone/Fax	490.00	583.35	-93.35	84.0%
7107 · Postage/Mailing	836.84	875.00	-38.16	95.6%
7111 · Insurance	3,688.85	3,500.00	188.85	105.4%
7123 · Off-Site Storage	887.91	889.00	-1.09	99.9%
7124 · On-Site Storage	674.22	630.00	44.22	107.0%
7125 · Travel - Staff	0.00	300.00	-300.00	0.0%
7126 · Bank Charges/Credit Card Fees	5,749.54	4,083.35	1,666.19	140.8%
7127 · Filing Fees/Penalties	0.00	30.00	-30.00	0.0%
7490 · Miscellaneous G&A	0.00	100.00	-100.00	0.0%
<b>Total 7100 · General &amp; Admin Expenses</b>	<b>15,004.18</b>	<b>13,604.05</b>	<b>1,400.13</b>	<b>110.3%</b>
<b>7500 · Building Maint &amp; Mgmt</b>				
7505 · Building Mgmt Fees	4,746.00	4,746.00	0.00	100.0%
7510 · Utilities	2,393.60	1,750.00	643.60	136.8%
7515 · Repairs & Maintenance	0.00	1,000.00	-1,000.00	0.0%
7522 · Insurance	0.00	850.00	-850.00	0.0%
7550 · Property Taxes	105.24	2,300.00	-2,194.76	4.6%
<b>Total 7500 · Building Maint &amp; Mgmt</b>	<b>7,244.84</b>	<b>10,646.00</b>	<b>-3,401.16</b>	<b>68.1%</b>
<b>8100 · Professional Services</b>				
8110 · Accounting/Audit	3,725.00	3,800.00	-75.00	98.0%
8120 · Management Services	122,500.00	122,500.00	0.00	100.0%
8130 · Advocacy	19,250.00	19,250.00	0.00	100.0%
8150 · Legal	509.99	500.00	9.99	102.0%
<b>Total 8100 · Professional Services</b>	<b>145,984.99</b>	<b>146,050.00</b>	<b>-65.01</b>	<b>100.0%</b>
<b>Total Expense</b>	<b>197,713.03</b>	<b>221,194.05</b>	<b>-23,481.02</b>	<b>89.4%</b>
<b>Net Ordinary Income</b>	<b>116,242.44</b>	<b>74,613.26</b>	<b>41,629.18</b>	<b>155.8%</b>
<b>Other Income/Expense</b>				

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

	Jan - Jul 19	Budget	\$ Over Budget	% of Budget
<b>Other Income</b>				
<b>9100 · Other Revenue/Expenses</b>				
4906 · Gain/Loss & Int - Bldg Proceeds	1,221.56			
4907 · Gain/Loss & Int. on Investments	58,283.79	11,666.65	46,617.14	499.6%
9130 · Tax - State	-2,760.00	0.00	-2,760.00	100.0%
<b>Total 9100 · Other Revenue/Expenses</b>	<u>56,745.35</u>	<u>11,666.65</u>	<u>45,078.70</u>	<u>486.4%</u>
<b>Total Other Income</b>	<u>56,745.35</u>	<u>11,666.65</u>	<u>45,078.70</u>	<u>486.4%</u>
<b>Net Other Income</b>	<u>56,745.35</u>	<u>11,666.65</u>	<u>45,078.70</u>	<u>486.4%</u>
<b>Net Income</b>	<u><b>172,987.79</b></u>	<u><b>86,279.91</b></u>	<u><b>86,707.88</b></u>	<u><b>200.5%</b></u>

**Automotive Service Councils of California**  
**Profit & Loss Prev Year Comparison**  
**January through July 2019**

	Jan - Jul 19	Jan - Jul 18	\$ Change	% Change
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
4100 · Membership Dues				
4110 · Association Dues	169,070.62	174,429.91	-5,359.29	-3.1%
4120 · General Member State Dues	0.00	921.66	-921.66	-100.0%
4130 · Application Fees	880.00	660.00	220.00	33.3%
4135 · Education Members	700.00	375.00	325.00	86.7%
4140 · Associate Dues	28,795.83	16,267.50	12,528.33	77.0%
4145 · Recruitment Fee	-746.00	-1,451.25	705.25	48.6%
4160 · Membership Liaison Commission	-124.00	0.00	-124.00	-100.0%
4198 · Service Charge Reoccurring bill	1,068.00	1,011.17	56.83	5.6%
<b>Total 4100 · Membership Dues</b>	<b>199,644.45</b>	<b>192,213.99</b>	<b>7,430.46</b>	<b>3.9%</b>
4200 · Endorsements/Services				
4225 · Heartland	2,624.21	1,724.85	899.36	52.1%
4235 · G&K Services	2,877.30	5,182.67	-2,305.37	-44.5%
4250 · Auto Zone	4,923.94	5,618.27	-694.33	-12.4%
4255 · Yourmembership	0.00	232.75	-232.75	-100.0%
4290 · Other Endorsements	2,793.56	0.00	2,793.56	100.0%
<b>Total 4200 · Endorsements/Services</b>	<b>13,219.01</b>	<b>12,758.54</b>	<b>460.47</b>	<b>3.6%</b>
4200.10 · ASC Insurance Services				
4215 · Armstrong Insurance	17,470.01	17,900.28	-430.27	-2.4%
4299 · CoreMark	5,515.95	4,754.46	761.49	16.0%
<b>Total 4200.10 · ASC Insurance Services</b>	<b>22,985.96</b>	<b>22,654.74</b>	<b>331.22</b>	<b>1.5%</b>
4400 · Merchandise				
4410 · Merchandise - Revenue	0.00	-73.00	73.00	100.0%
<b>Total 4400 · Merchandise</b>	<b>0.00</b>	<b>-73.00</b>	<b>73.00</b>	<b>100.0%</b>
4550 · Connected Cars Committee				
4550.01 · Connected Cars Committee	0.00	3,000.00	-3,000.00	-100.0%
<b>Total 4550 · Connected Cars Committee</b>	<b>0.00</b>	<b>3,000.00</b>	<b>-3,000.00</b>	<b>-100.0%</b>
4600 · Corporate Partners				
4610 · Corporate Partners	52,583.35	47,045.32	5,538.03	11.8%
<b>Total 4600 · Corporate Partners</b>	<b>52,583.35</b>	<b>47,045.32</b>	<b>5,538.03</b>	<b>11.8%</b>
4700 · Education & Training				
4705 · Chapter Leadership Training	0.00	975.00	-975.00	-100.0%
<b>Total 4700 · Education &amp; Training</b>	<b>0.00</b>	<b>975.00</b>	<b>-975.00</b>	<b>-100.0%</b>
4799.10 · Team Weekend Raffle..				
4799.01 · Team Weekend Raffle	0.00	3,600.00	-3,600.00	-100.0%
<b>Total 4799.10 · Team Weekend Raffle..</b>	<b>0.00</b>	<b>3,600.00</b>	<b>-3,600.00</b>	<b>-100.0%</b>
4800 · ASCCA ESI Course Voucher.				
4801 · ASCCA ESI Course Voucher	0.00	2,040.00	-2,040.00	-100.0%
<b>Total 4800 · ASCCA ESI Course Voucher.</b>	<b>0.00</b>	<b>2,040.00</b>	<b>-2,040.00</b>	<b>-100.0%</b>
4900 · Other Revenue				
4908 · Building Rental Revenue	25,522.70	24,337.60	1,185.10	4.9%
4910 · Miscellaneous Income	0.00	367.80	-367.80	-100.0%
<b>Total 4900 · Other Revenue</b>	<b>25,522.70</b>	<b>24,705.40</b>	<b>817.30</b>	<b>3.3%</b>
<b>Total Income</b>	<b>313,955.47</b>	<b>308,919.99</b>	<b>5,035.48</b>	<b>1.6%</b>
<b>Gross Profit</b>	<b>313,955.47</b>	<b>308,919.99</b>	<b>5,035.48</b>	<b>1.6%</b>
<b>Expense</b>				
5000.1 · - Technology Expenses				
5240.1 · Website Expenses	0.00	4,200.00	-4,200.00	-100.0%
<b>Total 5000.1 · - Technology Expenses</b>	<b>0.00</b>	<b>4,200.00</b>	<b>-4,200.00</b>	<b>-100.0%</b>
5300.1 · Publication/Communication Expen				
5310.1 · Independent Expenses	1,499.00	1,375.00	124.00	9.0%
5320.1 · Website Expenses	163.36	0.00	163.36	100.0%
5325.1 · Broadcast Emails & Faxes	0.00	318.50	-318.50	-100.0%
<b>Total 5300.1 · Publication/Communication Expen</b>	<b>1,662.36</b>	<b>1,693.50</b>	<b>-31.14</b>	<b>-1.8%</b>
5600.00 · R & B Committee				

**Automotive Service Councils of California**  
**Profit & Loss Prev Year Comparison**  
**January through July 2019**

	Jan - Jul 19	Jan - Jul 18	\$ Change	% Change
5600.01 · Revenue & Benefits Cmte Raffle	0.00	271.17	-271.17	-100.0%
5600.02 · Advantage Printing	1,275.73	604.69	671.04	111.0%
5600.03 · Corporate PArtnr Awards	668.51	876.83	-208.32	-23.8%
<b>Total 5600.00 · R &amp; B Committee</b>	<b>1,944.24</b>	<b>1,752.69</b>	<b>191.55</b>	<b>10.9%</b>
<b>6100 · Meetings &amp; Travel</b>				
6110 · Meeting Exp-Team Weekend (1)	4,474.41	5,408.89	-934.48	-17.3%
6111 · Meeting Exp - Team Weekend (2)	4,118.49	4,281.31	-162.82	-3.8%
6112 · Meeting Exp - Team Weekend (3)	480.90	926.16	-445.26	-48.1%
6120 · Travel - ED	85.84	74.56	11.28	15.1%
6121 · Travel - Directors/Officers	639.93	109.00	530.93	487.1%
6122 · Travel - Staff	0.00	292.96	-292.96	-100.0%
6125 · Printing/Reproduction	141.64	385.98	-244.34	-63.3%
6140 · Conference Calls	128.40	0.00	128.40	100.0%
6145 · Board Awards	130.36	1,120.13	-989.77	-88.4%
6160 · Audio Visual Equipment	0.00	9.60	-9.60	-100.0%
<b>Total 6100 · Meetings &amp; Travel</b>	<b>10,199.97</b>	<b>12,608.59</b>	<b>-2,408.62</b>	<b>-19.1%</b>
<b>6300 · Government Affairs Committee</b>				
6321 · Travel - NASTF	0.00	794.62	-794.62	-100.0%
6325 · SBC - gov	750.00	750.00	0.00	0.0%
6360 · Legislative Day	3,807.66	1,343.27	2,464.39	183.5%
<b>Total 6300 · Government Affairs Committee</b>	<b>4,557.66</b>	<b>2,887.89</b>	<b>1,669.77</b>	<b>57.8%</b>
<b>6500 · Membership Recruitment/Retentio</b>				
5420.1 · Membership Signs	55.61	280.25	-224.64	-80.2%
6506 · Membership Recruitment Drive	124.40	545.30	-420.90	-77.2%
6515 · Membership Appreciation	376.05	883.57	-507.52	-57.4%
6535 · Legal Advise-Member Service	8,750.00	8,750.00	0.00	0.0%
6545 · Printing	173.73	41.30	132.43	320.7%
<b>Total 6500 · Membership Recruitment/Retentio</b>	<b>9,479.79</b>	<b>10,500.42</b>	<b>-1,020.63</b>	<b>-9.7%</b>
<b>6700 · PR Committee</b>				
6715 · Public Relation Committee	40.00	1,296.13	-1,256.13	-96.9%
<b>Total 6700 · PR Committee</b>	<b>40.00</b>	<b>1,296.13</b>	<b>-1,256.13</b>	<b>-96.9%</b>
<b>6800 · Connected Cars Committee - Exp</b>	<b>1,595.00</b>	<b>0.00</b>	<b>1,595.00</b>	<b>100.0%</b>
<b>7100 · General &amp; Admin Expenses</b>				
7101 · Office Supplies	313.15	150.80	162.35	107.7%
7102.00 · Dues & Subscription	210.00	0.00	210.00	100.0%
7103 · Printing/Reproduction	2,153.67	1,756.36	397.31	22.6%
7105 · Telephone/Fax	490.00	490.00	0.00	0.0%
7106 · Telephone Conference Calls	0.00	137.98	-137.98	-100.0%
7107 · Postage/Mailing	836.84	877.75	-40.91	-4.7%
7111 · Insurance	3,688.85	3,629.31	59.54	1.6%
7123 · Off-Site Storage	887.91	806.00	81.91	10.2%
7124 · On-Site Storage	674.22	630.00	44.22	7.0%
7126 · Bank Charges/Credit Card Fees	5,749.54	4,598.92	1,150.62	25.0%
7127 · Filing Fees/Penalties	0.00	40.00	-40.00	-100.0%
<b>Total 7100 · General &amp; Admin Expenses</b>	<b>15,004.18</b>	<b>13,117.12</b>	<b>1,887.06</b>	<b>14.4%</b>
<b>7500 · Building Maint &amp; Mgmt</b>				
7505 · Building Mgmt Fees	4,746.00	4,068.00	678.00	16.7%
7510 · Utilities	2,393.60	2,404.19	-10.59	-0.4%
7515 · Repairs & Maintenance	0.00	924.00	-924.00	-100.0%
7550 · Property Taxes	105.24	0.00	105.24	100.0%
<b>Total 7500 · Building Maint &amp; Mgmt</b>	<b>7,244.84</b>	<b>7,396.19</b>	<b>-151.35</b>	<b>-2.1%</b>
<b>8100 · Professional Services</b>				
8110 · Accounting/Audit	3,725.00	3,655.00	70.00	1.9%
8120 · Management Services	122,500.00	122,500.00	0.00	0.0%
8130 · Advocacy	19,250.00	19,250.00	0.00	0.0%
8150 · Legal	509.99	124.26	385.73	310.4%
<b>Total 8100 · Professional Services</b>	<b>145,984.99</b>	<b>145,529.26</b>	<b>455.73</b>	<b>0.3%</b>
<b>Total Expense</b>	<b>197,713.03</b>	<b>200,981.79</b>	<b>-3,268.76</b>	<b>-1.6%</b>
<b>Net Ordinary Income</b>	<b>116,242.44</b>	<b>107,938.20</b>	<b>8,304.24</b>	<b>7.7%</b>
<b>Other Income/Expense</b>				
Other Income				
9100 · Other Revenue/Expenses				

5:35 PM

08/12/19

Accrual Basis

**Automotive Service Councils of California**  
**Profit & Loss Prev Year Comparison**  
**January through July 2019**

	<u>Jan - Jul 19</u>	<u>Jan - Jul 18</u>	<u>\$ Change</u>	<u>% Change</u>
4906 · Gain/Loss & Int - Bldg Proceeds	1,221.56	612.41	609.15	99.5%
4907 · Gain/Loss & Int. on Investments	58,283.79	15,312.86	42,970.93	280.6%
9130 · Tax - State	-2,760.00	704.09	-3,464.09	-492.0%
<b>Total 9100 · Other Revenue/Expenses</b>	<u>56,745.35</u>	<u>16,629.36</u>	<u>40,115.99</u>	<u>241.2%</u>
<b>Total Other Income</b>	<u>56,745.35</u>	<u>16,629.36</u>	<u>40,115.99</u>	<u>241.2%</u>
<b>Net Other Income</b>	<u>56,745.35</u>	<u>16,629.36</u>	<u>40,115.99</u>	<u>241.2%</u>
<b>Net Income</b>	<u><u>172,987.79</u></u>	<u><u>124,567.56</u></u>	<u><u>48,420.23</u></u>	<u><u>38.9%</u></u>



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

Valuation date 07/31/2019

Client Services: 800-662-2739

**Total report value: \$480,536.88**

Total report value includes any accrued dividends.

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

**\$480,536.88**

**Account value summary contents**

Symbol	Name	Fund & account	Date opened	Quantity	Price as of 07/31/2019**	Balance***	Accrued dividends
VFIJX	Vanguard GNMA Fund Admiral Shares	0536-09944948724	03/01/2006	10,077.2460	\$10.50	\$105,811.08	-
VFIIX	Vanguard GNMA Fund Investor Shares	0036-09944948724	10/22/2001	4,101.4520	\$10.50	\$43,065.25	-
VT SAX	Vanguard Total Stock Market Index Fund Admiral Shares	0585-09944948724	12/14/2010	4,476.4550	\$74.09	\$331,660.55	-
<b>Total</b>						<b>\$480,536.88</b>	<b>\$0.00</b>

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

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

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

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

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

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

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

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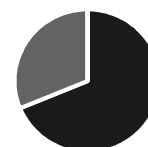
## Statement overview

**\$475,337.75**

Total value of all accounts as of June 30, 2019

<b>Accounts</b>	Value on 03/31/2019	Value on 06/30/2019
Automotive Service Councils Of California Inc.		
<b>Corporation account</b>	<b>\$419,632.39</b>	<b>\$475,337.75</b>

### Asset mix



	Value on 06/30/2019
68.8% Stocks	\$326,960.27
31.2% Bonds	148,377.48
0.0% Short-term reserves	0.00
0.0% Other	0.00

**\$475,337.75**

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



Corporation account

Client Services: 800-662-2739

Automotive Service Councils Of California Inc.

## Account overview

**\$475,337.75**

Total account value as of June 30, 2019

### Year-to-date income

Taxable income	\$4,729.77
Nontaxable income	0.00
<b>Total</b>	<b>\$4,729.77</b>

### Balances and holdings for Vanguard funds

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

Symbol	Name	Fund and account	Average price per share	Total cost	Balance on 03/31/2019	Balance on 06/30/2019
VFIJX	GNMA Fund Admiral Shares	0536-09944948724	\$10.52	\$105,773.75	\$103,440.31	\$105,453.95
VFIIX	GNMA Fund Investor Shares	0036-09944948724	10.40	42,549.23	22,266.14	42,923.53
VTSAX	Total Stock Mkt Idx Adm	0585-09944948724	47.48	212,555.12	293,925.94	326,960.27
					<b>\$419,632.39</b>	<b>\$475,337.75</b>



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Corporation account  
Automotive Service Councils Of California Inc.

Client Services: 800-662-2739

**Account activity for Vanguard funds**

**GNMA Fund Admiral Shares 0536-09944948724**

Purchases	Withdrawals	Dividends
\$0.00	\$0.00	\$811.45
30-day SEC yield as of 06/28/2019*		2.90%

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

Date	Transaction	Amount	Share price	Shares transacted	Total shares owned	Value
	Beginning balance on 3/31/2019		\$10.37		9,974.958	\$103,440.31
04/30	Income dividend	\$270.29	10.34	26.140	10,001.098	
05/31	Income dividend	262.98	10.44	25.190	10,026.288	
06/28	Income dividend	278.18	10.49	26.519	10,052.807	
<b>Ending balance on 6/30/2019</b>					<b>10,052.807</b>	<b>\$105,453.95</b>

Per your request, a copy of this statement has been sent to:  
CURRY FINANCIAL GROUP  
ATTN: JEFF A. CURRY  
PO BOX 610934  
SAN JOSE CA 95161

**GNMA Fund Investor Shares 0036-09944948724**

Purchases	Withdrawals	Dividends
\$20,000.00	\$0.00	\$225.55
30-day SEC yield as of 06/28/2019*		2.80%

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



Corporation account

Client Services: 800-662-2739

Automotive Service Councils Of California Inc.

**Account activity for Vanguard funds** continued

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

Date	Transaction	Amount	Share price	Shares transacted	Total shares owned	Value
	Beginning balance on 3/31/2019		\$10.37		2,147.169	\$22,266.14
04/30	Income dividend	\$56.36	10.34	5.451	2,152.620	
05/28	Buy electronic bank transfer	20,000.00	10.40	1,923.077	4,075.697	
05/31	Income dividend	59.45	10.44	5.694	4,081.391	
06/28	Income dividend	109.74	10.49	10.461	4,091.852	
	<b>Ending balance on 6/30/2019</b>		<b>\$10.49</b>		<b>4,091.852</b>	<b>\$42,923.53</b>

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

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

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

Purchases	Withdrawals	Dividends
\$20,000.00	\$0.00	\$1,180.55

Date	Transaction	Amount	Share price	Shares transacted	Total shares owned	Value
	Beginning balance on 3/31/2019		\$70.43		4,173.306	\$293,925.94
05/28	Buy electronic bank transfer	\$20,000.00	69.77	286.656	4,459.962	
06/14	Income dividend .2647	1,180.55	71.58	16.493	4,476.455	
	<b>Ending balance on 6/30/2019</b>		<b>\$73.04</b>		<b>4,476.455</b>	<b>\$326,960.27</b>

June 30, 2019, quarter-to-date statement



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

**Valuation date 07/31/2019**

Client Services: 800-662-2739

**Total report value: \$480,536.88**

Total report value includes any accrued dividends.

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

**\$480,536.88**

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# ASC/MBI COMMITTEE RECOMMENDATION FORM

**COMMITTEE: Revenue Benefits Committee**

**DATE: 8/30/19**

## Committee Recommendation # 1

### COMMITTEE RECOMMENDATION

The Revenue & Benefits Committee is seeking the Board's approval to accept the revised agreement with Cintas Corporation. (attached)

**Committee Vote:** \_\_\_\_\_ Ayes \_\_\_\_\_ Nays \_\_\_\_\_ Abstentions

**Committee Findings:** \_\_\_\_\_ Budgeted Item  
\_\_\_\_\_ Budget Augmentation of \$ \_\_\_\_\_

### **BUDGET & FINANCE COMMITTEE FINDINGS**

- \_\_\_\_\_ Budgeted Item
- \_\_\_\_\_ Budget Augmentation of \$ \_\_\_\_\_
- \_\_\_\_\_ Staff Allocation Augmentation
- \_\_\_\_\_ Not Applicable

### **EXECUTIVE COMMITTEE RECOMMENDATION TO THE BOARD OF DIRECTORS**

- \_\_\_\_\_ Support as Presented
- \_\_\_\_\_ Deny as Presented
- \_\_\_\_\_ Support Alternate (below/attached)
- \_\_\_\_\_ Forward w/o Recommendation

**Executive Committee Vote:** \_\_\_\_\_ Ayes \_\_\_\_\_ Nays \_\_\_\_\_ Abstentions

**ALTERNATE RECOMMENDATION:**

**CINTAS CORPORATION**  
**National Rental Endorsement Agreement**

This is an agreement (hereinafter "Agreement") dated August 7, 2019 (hereinafter "Execution Date") by and between CINTAS CORPORATION NO 2, a corporation organized and existing under the laws of the State of Nevada with its principal office located at 6800 Cintas Blvd., Cincinnati, Ohio 45262-5737, (hereinafter "Company") and ASCCA organized and existing under the laws of the State of California with its principal office located at 1 Capitol Mall, Ste 800, Sacramento CA 95814, and its successors and assigns (hereinafter "Customer").

The parties hereby agree as follows:

1. **Rental Service** – ASCCA will endorse Company as the exclusive Official Uniform Supplier to its Affiliates and not endorse any other uniform supplier during the term of this Agreement. ASCCA shall communicate to its Affiliates the uniform rental and other services set forth on Exhibit A and such other services as the Company may, from time to time, offer to ASCCA members and its Affiliates (the "Services") provided by Company and shall use its best efforts to encourage its Affiliates to purchase their Service requirements from the Company. Customer shall provide a current list of all its locations, including contact information, along with an endorsement letter within 30 days of the execution of this Agreement.
2. **Term** - The term of this Agreement shall be thirty-six (36) months, commencing upon the Execution Date. The term of individual agreements between Company and ASCCA and their Affiliates will be as set forth in the specific individual agreements.
3. **Pricing** - Company will offer to provide the Services to ASCCA members and their Affiliates at the prices set forth on Exhibit A; provided, however, if any Services provided by Company to ASCCA members or an Affiliate are not specified on Exhibit A, the prices for such Services will be at Company's prevailing local price.

Upon each anniversary of the Execution Date of this Agreement, the prices then in effect shall be automatically adjusted by the amount of the percentage change in the Consumer Price Index (CPI) for the most recently available previous twelve month period. The CPI used to calculate the adjustment will be the U.S. All City CPI-U, as published by the U.S. Department of Labor. Prices for ASCCA and their Affiliates that execute individual agreements after the effective date of this agreement will be adjusted per the terms in their individual agreements.

ASCCA and their affiliates are subject to the written agreement with Company executed prior to the Execution Date of this Agreement shall not be subject or entitled to the pricing set forth on Exhibit A until such time that the existing individual agreement between such Customer Affiliate and Company expires and a new service agreement is entered into between Company and such Affiliate of Customer.

**Rebate**-Company will pay ASCCA, on an annual basis, a 2% Rebate Fee for Customer's total Rental, FAS and Fire services within Customer locations. The Rebate Fee will be based on all locations that are tied to the customer's national account.

The rebate will be paid to ASCCA within 45 days the following month after the anniversary period. The Rebate Fee will not be paid to Customer unless Customer complies with the following requirements:

- a) Upon request by Company, ASCCA shall provide Company an updated list of all its locations on a semi-annual basis during the term of this Agreement, which shall be provided within 30 days of the end of such six-month period;
- b) ASCCA shall provide an updated list of all its locations within 30 days of the date of any renewal or extension of this Agreement; and
- c) ASCCA shall not be subject to a rebate from Company due to a 3<sup>rd</sup> party relationship.
- d) Rebate will be withheld for individual Customers with an AR balance that is at least ninety (90) days past the servicing invoice date regardless of the reason. Rebate will be forfeited in full for individual Customers if ninety (90) days after the rebate payment is due, an AR balance remains beyond the Agreement payment terms.

ASCCA agrees that any Rebate Fee not paid by Company for Customer's failure to comply with the foregoing requirements and in the time set forth above will be permanently forfeited by ASCCA, and Company will have no obligation to compensate ASCCA for those forfeited Rebate Fees.

**Rebate-Supplier will provide a quarterly rebate to Customer for Net Rental Revenue (as defined below) equal to two percent (2%), beginning in the second year of the Initial Term for those Members enrolled in accordance with section one of this Agreement. Net Rental Revenue is defined as the garment, first aid, fire protection or facility service product rental charges, excluding the Excluded Amounts for such quarter. For purposes of this paragraph, "Excluded Amount" shall mean amounts derived from (A) sales taxes, (B) billings related to Lost and Damaged goods, (C) Invoice minimum, (D) Automatic Replacements that apply specifically to printer towels, shop towels, bath towels, bar towels, hand towels and uniform advantage, (E) Customer (Member)-owned goods (NOG), (F) finance charges, (G) preparation and emblem charges (H) direct purchases, and (I) freight. Payment of this rebate allowance shall be in the form of a check and will be delivered to the Customer by no later than the 30<sup>th</sup> of the month following the close of each of the Supplier's quarters.**

**4. Participation Level** – All pricing, terms and conditions of this Agreement anticipate participation of ASCCA and their Affiliates such that ASCCA's monthly volume with Affiliates is greater than \$50,000 within eighteen months (18) months of the Execution Date of this Agreement. If after the initial eighteen-month term of this Agreement, participation fails to reach this level or falls below this level, either ASCCA or Company may terminate this Agreement with thirty (30) days written notice to the other party.

**5. Contracting Party** - Company agrees that if an Affiliate desires Company to provide the Services to such Affiliate, any and all agreements relating to the provision of the Services by Company to such Affiliate will be entered into by and between Company and such Affiliate and that ASCCA will neither be a party to such agreements nor be bound by the terms thereof or have any obligation thereunder unless ASCCA has separately entered into any such agreement.



Agreements entered into by and between Company and Affiliates survive the termination of this Agreement.

**6. Agreement Renewal** - This Agreement will automatically renew for additional twenty-four (24) month periods unless either party is notified by the other party, to the contrary, in writing a minimum of six (6) months in advance of the expiration of the then current term.

**7. Entire Agreement** - This Agreement sets forth the entire agreement and understanding between parties as to the subject matter hereof, and merges and supersedes all prior discussions, agreements and understandings of every and any nature between the parties. This Agreement may not be changed or modified, except by agreement in writing, signed by each of the parties.

**8. Notices** - All notices or other communications that may be given in connection with this Agreement shall be in writing, sent certified mail or by a reputable national delivery service, signed receipt requested. Notices given by Company shall be addressed to ASCCA, at 1 Capitol Mall, Ste 800, Sacramento CA 95814, Attention: Gloria Peterson, or at such other address as ASCCA specifies by notice to Company. Notice given by ASCCA shall be addressed to CINTAS CORPORATION, at 6800 Cintas Blvd., P. O. Box 625737, Cincinnati, OH 45262-5767 Attention: Cincinnati Group Director - National Account Sales Division, or at such address as Company specifies by notice to Customer. Notices are effective upon receipt.

**9. Miscellaneous** - If any provision of the Agreement shall be invalid, illegal or unenforceable, the validity, legality and enforceability of the remaining provisions shall not in any way be affected or impaired. This Agreement shall inure to the benefit of and be binding upon the successors and assigns of the parties hereto. This Agreement shall be governed and construed by the laws of the State of Ohio.

**10. See Exhibit A and B for Fire and FAS agreements**

IN WITNESS WHEREOF, the parties have hereunto set their hands as of the Execution Date.

COMPANY  
CINTAS CORPORATION NO. 2

ASCCA  
AUTOMOTIVE SERVICE COUNCILS OF  
CALIFORNIA

BY: \_\_\_\_\_

BY: \_\_\_\_\_

TITLE: \_\_\_\_\_

TITLE: \_\_\_\_\_

DATE: \_\_\_\_\_

DATE: \_\_\_\_\_



**First Aid and Safety Statement of Work Exhibit B**

1. **Pricing:** Pricing for services is hereby added as Exhibit A. These prices will serve as a ceiling rate and each market can price within this guideline.
2. **Conditions:** Each Customer site will sign up with the local service agreement provided by Company.
3. **Term:** Each Customer site will negotiate the term based upon the local service agreement signed.

IN WITNESS WHEREOF, the parties have hereunto set their hands as of the Execution Date.

*Cintas Corporation No. 2*

*ASCCA:*

BY: \_\_\_\_\_

BY: \_\_\_\_\_

NAME: \_\_\_\_\_

NAME: \_\_\_\_\_

TITLE: \_\_\_\_\_

TITLE: \_\_\_\_\_

DATE: \_\_\_\_\_

DATE: \_\_\_\_\_

# ASC/MBI COMMITTEE RECOMMENDATION FORM

**COMMITTEE: Revenue & Benefits Committee**

**DATE: 8/21/19**

## Committee Recommendation # 2

### COMMITTEE RECOMMENDATION

The Revenue & Benefits Committee is seeking the Board's approval to augment our 2019 & 2020 budget to spend a total of \$7,158.00 to pay for a full page ad in Ratchet & Wrench which will be reimbursed by AutoZone.

Six installment payments of \$1,193.00 will be made to Ratchet & Wrench beginning in November 2019 and ending in September 2020 on alternating months and reimbursed in installments by AutoZone after each ad run.

**Committee Vote:**  Ayes  Nays  Abstentions

**Committee Findings:**  Budgeted Item  
 Budget Augmentation of \$ 7,158

### **BUDGET & FINANCE COMMITTEE FINDINGS**

- Budgeted Item
- Budget Augmentation of \$ \$7,158
- Staff Allocation Augmentation
- Not Applicable

### **EXECUTIVE COMMITTEE RECOMMENDATION TO THE BOARD OF DIRECTORS**

- Support as Presented
- Deny as Presented
- Support Alternate (below/attached)
- Forward w/o Recommendation

**Executive Committee Vote:**  Ayes  Nays  Abstentions

**ALTERNATE RECOMMENDATION:**



<b>ADVERTISING INFORMATION</b>	
Publication	Ratchet+Wrench Magazine
Edition/region	West
Ad size and shape	Full-Page Custom Display Ad
Start date	November 2019
Number of insertions	6 - Frequency TBD
Cost per month	\$1,193.00
Additional details	In addition to the full page ad you will receive 15,000 monthly Retargeted impressions to run concurrently with your print insertions at no additional cost.

<b>CUSTOMER INFORMATION</b>	
Company name	Automotive Service Councils of California
Mailing address	One Capitol Mall, Suite 800
City, State, Zip Code	Sacramento, CA, 95814
Contact name	Kari Groff
Title	Deputy Executive Director
Telephone	916-924-9054
Email	kgoff@amgroup.us

<b>BILLING INFORMATION (if different from above)</b>	
Company/agency name	
Mailing address	
City, State, Zip Code	
Contact name	
Title	
Telephone	
Fax	
Email	

Customer initials \_\_\_\_\_



**TERMS AND CONDITIONS**

1. **WARRANTY:** Advertiser warrants that it has the right to use all material submitted to 10 Missions Media, LLC and publication of such material does not violate any applicable law, regulation or ordinance.
2. **LIMITATION OF LIABILITY:** Advertiser agrees to save, hold harmless & defend 10 Missions Media, LLC of and from any and all claims, causes, or demands arising out of the advertising submitted to and published by 10 Missions Media, LLC.
3. **RIGHT TO REFUSE:** 10 Missions Media, LLC, notwithstanding any language herein to the contrary, reserves the right to refuse any and all advertising for any reason.
4. **SHORT-RATE:** 10 Missions Media, LLC reserves the right to collect its full, single issue, page rate from Advertiser in the event that Advertiser fails or refuses to advertise in all issues as agreed herein. A "short-rate invoice" will be issued for any rate adjustment arising out of failing or refusing to advertise for all contracted insertions.
5. **ERRORS AND OMISSIONS:** While 10 Missions Media, LLC shall use due care and diligence in the publication of each issue, 10 Missions Media, LLC shall not be responsible for errors, omissions, misprints, or mistakes.
6. **ENTIRE AGREEMENT:** Together with the Rate Card, this Agreement constitutes the entire agreement and cannot be amended except in writing signed by 10 Missions Media, LLC and the Advertiser.
7. **TERM:** After the initial term of the agreement, we understand that our ad runs monthly on a "good until canceled" basis and that we may cancel at any time after the initial run period. We understand that any such cancellation must be received by the 1st of the month prior to publication (e.g. before June 1st for the July issue). All cancellations must be received in writing prior to the 1st of the month prior to publication.
8. **INDEMNIFICATION:** Agency/Advertiser shall indemnify, defend, and hold harmless 10 Missions Media, LLC, its agents and employees from and against any and all claims, demands, damages, losses, lawsuits and other proceedings, judgments, causes of action, liabilities, and costs and expenses, including without limitation reasonable attorney's fees, that arise directly or indirectly from: (i) Agency/Advertiser's breach of any covenants, representations or warranties under this Insertion Order or (ii) any negligent or willful misconduct by Agency/Advertiser, its agents or employees.
9. **MISCELLANEOUS:** The laws of the United States and the State of Minnesota will govern this Insertion Order, without reference to rules governing choice of laws. Any action relating to this Insertion Order must be brought in the federal or state courts located in St. Paul, Minnesota, and Agency/Advertiser irrevocably consent to the jurisdiction of such courts. This Insertion Order may not be assigned, by operation of law or otherwise, without 10 Missions Media, LLC's prior written consent. Subject to that restriction, this Insertion Order will be binding on, inure to the benefit of, and be enforceable against the Agency/Advertiser and its respective successors and assigns. Failure to enforce strict performance of any provision of this Insertion Order will not constitute a waiver of 10 Missions Media, LLC's right to subsequently enforce such provision or any other provision of this Insertion Order.
10. **ASSIGNMENT:** This Agreement shall be binding upon successors and assigns if payment is made pursuant hereto or advertising is accepted.
11. **BILLING:** Invoices will be issued on a monthly basis for the valid leads or impressions delivered that month, or upon completion of the campaign; whichever is sooner. Payment is due net 30 days from the date of the invoice. Past due amounts shall bear interest at the rate of 1.5% per month from invoice date.
12. **AGENCY AGREEMENT:** The owner of our company is aware of this Agreement and has given his/her full consent to my signing this Order as the legal company agent. The owner and I are also aware of the Terms and Conditions outlined above.

Signature below certifies authority to act as contracting agent for this Agreement.

**Customer/agency Authorized Signature**

**Customer/agency Print Name**

**Company Name and Title**

**Date**



**RATCHET  
+WRENCH**

ADVERTISING PROPOSAL PREPARED FOR

**ASCCA**

JANUARY 25, 2019

SUBMITTED BY

**JOSH IMHOF, MARKETING STRATEGIST**

651.846.9488, [JIMHOF@10MISSIONS.COM](mailto:JIMHOF@10MISSIONS.COM)

Dear Board of Directors,

Thank you for allowing me to present you with this proposal for 2019. ASCCA's constant commitment to its members has made it a leader in the California automotive industry, providing its members with support and education. It has been my pleasure to put this proposal together and I hope to build a long lasting relationship.

The benefits of advertising in *Ratchet+Wrench*:

- Drive new members
- Deliver high visibility and exposure for the association
- Encourage additional participation in chapter meetings and events

I've crafted a few print advertising options that will increase exposure for the ASCCA's name and drive new membership. As you are a not for profit organization, we have shared with you a special rate to save you money and maximize your investment. I am excited to present you with the following print options for 2019, which will allow ASCCA to connect with *Ratchet+Wrench*'s audience through our award winning publication. We would be thrilled to build a partnership with ASCCA this year and look forward to your feedback on the offering below. I would be happy to further discuss any of the marketing components whenever it's most convenient for you. As always, feel free to reach out should you have any questions or if I can be of additional assistance. Thank you so much for your consideration in partnering with *Ratchet+Wrench*.

Sincerely,

Josh Imhof  
Marketing Strategist  
651.846.9488  
jimhof@10missions.com

## PRINT OPTIONS

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Frequency: 6x  
Full-page print insertion  
Standard Rate: \$1,326/insertion  
**ASCCA's Rate: \$1,193/insertion**

---



Frequency: 6x  
Half-page print insertion  
Standard Rate: \$862/insertion  
**ASCCA's Rate: \$775/insertion**

---



Frequency: 6x  
One third-page print insertion  
Standard Rate: \$662/insertion  
**ASCCA's Rate: \$595/insertion**

---



Frequency: 12x  
Full-page print insertion  
Standard Rate: \$1,193/insertion  
**ASCCA's Rate: \$1,073/insertion**

---



Frequency: 12x  
Half-page print insertion  
Standard Rate: \$776/insertion  
**ASCCA's Rate: \$698/insertion**

---



Frequency: 12x  
One third-page print insertion  
Standard Rate: \$595/insertion  
**ASCCA's Rate: \$535/insertion**



THANK YOU VERY MUCH FOR YOUR CAREFUL CONSIDERATION. IF THE PACKAGE OPTION(S) INCLUDED AREN'T EXACTLY WHAT YOU'RE LOOKING FOR, PLEASE LET ME KNOW AND WE CAN ADJUST ACCORDINGLY. WE LOOK FORWARD TO WORKING WITH YOU.



PRINT



DIGITAL EDITIONS



CUSTOM EMAILS



WEBSITES



SURVEYS



PODCASTS



MOBILE APPS



CUSTOM CONTENT



LIVE EVENTS



EMAIL NEWSLETTERS



WEBINARS



RESEARCH STUDIES



RETARGETING



EVENT COVERAGE



LIST RENTALS



SOCIAL MEDIA



AWARDS



HIGH-IMPACT UNITS



SHOP GOODS



THE RETURN



THE R+W INTERVIEW



TRAINING GUIDE

# RATCHET + WRENCH

STRATEGIES AND INSPIRATION FOR AUTO CARE SUCCESS

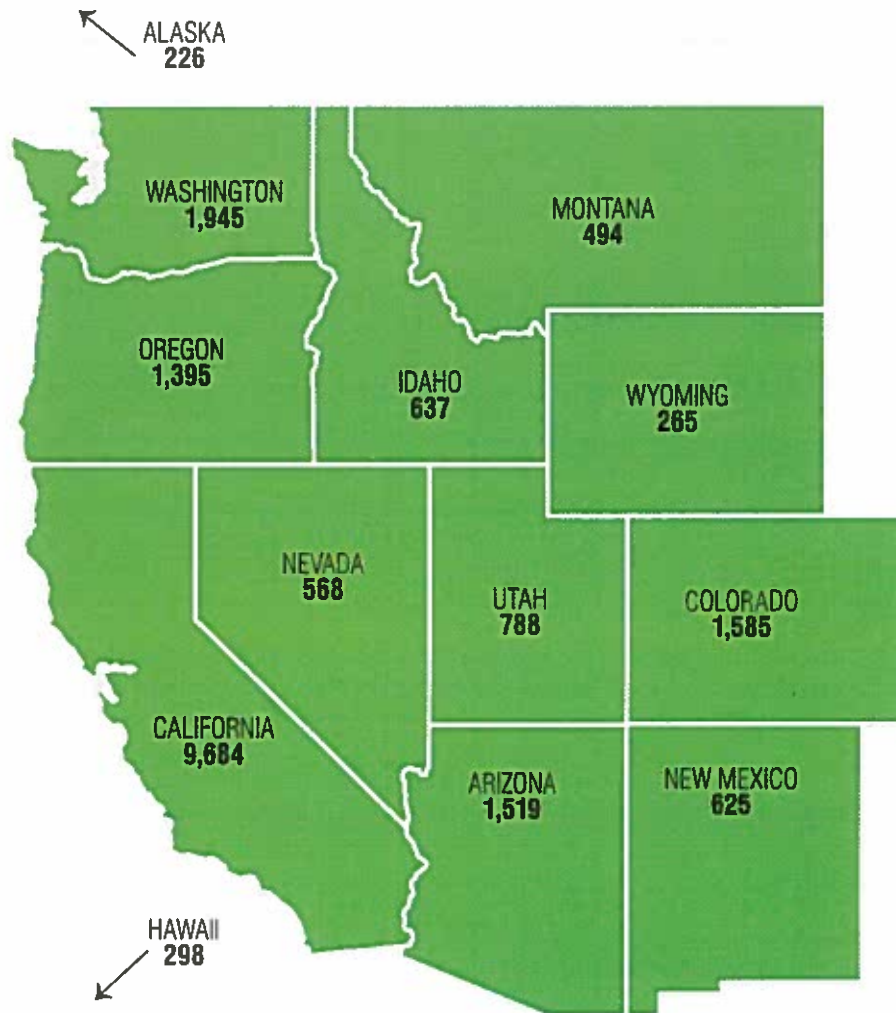
# EDITORIAL CALENDAR

MONTH	EDITORIAL FEATURES	PREMIUM AND SPONSORED OPPORTUNITIES
<b>JANUARY</b> Ad Close: 11/30 Material Due: 12/4	<b>MAIN FEATURE:</b> <b>Designing Your Brand:</b> Your guide to building a more attractive and approachable shop for customers <b>ADDITIONAL CONTENT:</b> <ul style="list-style-type: none"> <li>Leverage the use of chatbots to engage customers</li> <li>Break down your closing ratio metric</li> <li>Hosting one-on-one training sessions with staff</li> </ul>	Supersize Issue <i>(ask your Marketing Strategist for more details)</i>
<b>FEBRUARY</b> Ad Close: 12/29 Material Due: 1/3	<b>MAIN FEATURE:</b> <b>Fixing the Industry's Image Problem:</b> Overcome common auto repair misconceptions and win over the next generation of customers <b>ADDITIONAL CONTENT:</b> <ul style="list-style-type: none"> <li>Better understand your customer base</li> <li>Joining an auto repair franchise</li> <li>Out-of-the-box social media ideas</li> </ul>	Bonus Distribution at VISION
<b>MARCH</b> Ad Close: 1/31 Material Due: 2/5	<b>MAIN FEATURE:</b> <b>Why Your Shop Falls:</b> The go-to guide for identifying your bottlenecks, and the solutions you need to break through <b>ADDITIONAL CONTENT:</b> <ul style="list-style-type: none"> <li>How to implement an e-payment system</li> <li>An inside look at acquiring a competing business in your market</li> <li>Self-evaluate the effectiveness of your vision statement</li> </ul>	VISION Coverage, Ratchet+Wrench Webinar
<b>APRIL</b> Ad Close: 2/28 Material Due: 3/5	<b>MAIN FEATURE:</b> <b>Competing with Dealerships:</b> The trends driving dealership service and how you can compete to avoid consolidation <b>ADDITIONAL CONTENT:</b> <ul style="list-style-type: none"> <li>Capitalize on customers to avoid high attrition rates</li> <li>The HR mistakes hurting your employee retention</li> <li>Find a CSR that customers are guaranteed to love</li> </ul>	Industry Survey, Brand Insight Survey
<b>MAY</b> Ad Close: 3/30 Material Due: 4/3	<b>MAIN FEATURE:</b> <b>Paying Technicians Properly:</b> Why wages, hours and benefits may be the labor shortage solution everyone has overlooked <b>ADDITIONAL CONTENT:</b> <ul style="list-style-type: none"> <li>Five mistakes that kill your shop's net profit</li> <li>Become a visionary leader—even if it seems out of reach</li> <li>The 21st century marketing budget</li> </ul>	Shop Goods
<b>JUNE</b> Ad Close: 4/30 Material Due: 5/4	<b>MAIN FEATURE:</b> <b>How They Did It:</b> Front-line stories from the industry's brightest leaders, and how they built the businesses we've come to admire <b>ADDITIONAL CONTENT:</b> <ul style="list-style-type: none"> <li>Is expansion on your horizon or is inefficiency holding you back?</li> <li>Overcoming common customer misconceptions</li> <li>Easy ways to take care of yourself as a leader</li> </ul>	Ratchet+Wrench Webinar
<b>JULY</b> Ad Close: 5/31 Material Due: 6/4	<b>SPECIAL FEATURE PACKAGE:</b> <b>The Profit Issue:</b> A breakdown of every aspect in your shop ripe for maximizing profits, including: <ul style="list-style-type: none"> <li>Results from the Ratchet+Wrench Industry Survey</li> <li>Where the industry stands on critical KPIs</li> <li>Top tips and strategies for better utilizing data in your business</li> <li>The automaker and consumer push for Big Data</li> <li>And much more ...</li> </ul> <b>ADDITIONAL CONTENT:</b> <ul style="list-style-type: none"> <li>The seven most costly phone mistakes shops make</li> <li>Prepare your finances for tax reform</li> <li>The new checklist for modern mentorship</li> </ul>	Training Guide
<b>AUGUST</b> Ad Close: 6/29 Material Due: 7/3	<b>SPECIAL FEATURE PACKAGE:</b> <b>Solving the Diagnostic Dilemma:</b> Why diagnostics is at the heart of building a sustainable, profitable business model! <b>ADDITIONAL CONTENT:</b> <ul style="list-style-type: none"> <li>Choosing the right lift for your facility</li> <li>The keys to an effective loaner fleet program</li> <li>Is a first-time marketing effort worth the investment?</li> </ul>	Ad Insight Survey
<b>SEPTEMBER</b> Ad Close: 7/31 Material Due: 8/3	<b>SPECIAL FEATURE PACKAGE:</b> <b>The Annual Ratchet+Wrench All-Star Award:</b> Our annual look at the innovators, leaders and difference makers pushing the industry forward <b>ADDITIONAL CONTENT:</b> <ul style="list-style-type: none"> <li>Maximize your profitability on maintenance work</li> <li>HR without the department—the software solutions</li> <li>How to inspire your team when you're feeling uninspired</li> </ul>	Ratchet+Wrench All-Star Awards, Ratchet+Wrench Management Conference, Bonus Distribution at the Ratchet+Wrench Management Conference, Ratchet+Wrench Webinar
<b>OCTOBER</b> Ad Close: 8/31 Material Due: 9/4	<b>MAIN FEATURE:</b> <b>Sales Bootcamp:</b> The universal formula for improving the biggest drivers of sales in your shop <b>ADDITIONAL CONTENT:</b> <ul style="list-style-type: none"> <li>How to price match—the right way</li> <li>Take your manager's leadership to the next level</li> <li>Creating an employee contract</li> </ul>	Bonus Distribution at SEMA and AAPEX
<b>NOVEMBER</b> Ad Close: 9/28 Material Due: 10/3	<b>SPECIAL FEATURE PACKAGE:</b> <b>The Culture Issue:</b> Make your shop's ideal culture a viable reality <i>*Also: An analytical look at overall industry leadership styles, utilizing proprietary data from the Ratchet+Wrench Industry Survey</i> <b>ADDITIONAL CONTENT:</b> <ul style="list-style-type: none"> <li>How to best motivate individual employees</li> <li>Raise labor rates without losing customers</li> <li>The secrets to selling high-dollar repairs</li> </ul>	
<b>DECEMBER</b> Ad Close: 10/31 Material Due: 11/5	<b>SPECIAL FEATURE PACKAGE:</b> <b>The Advanced Vehicle Design Shift:</b> As new vehicle technologies shift the vehicle owner experience, rethink how you approach repairs <i>*Also: An analytical look at overall industry technology adoption, utilizing proprietary data from the Ratchet+Wrench Industry Survey</i> <b>ADDITIONAL CONTENT:</b> <ul style="list-style-type: none"> <li>Migrate your shop to a cloud-based system</li> <li>Beat the slow season</li> <li>Implement a concierge service</li> </ul>	Shop Goods, Ratchet+Wrench Webinar

# RATCHET+WRENCH'S WEST REACH

WEST DISTRIBUTION:

**20,029**



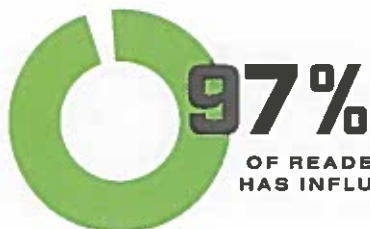
# RATCHET+WRENCH STATS & FACTS

**\$9 BILLION  
PER YEAR  
SPENT ON  
TOOLS &  
EQUIPMENT**

**670,000+  
EMPLOYEES  
IN THE AUTO  
REPAIR  
INDUSTRY**

**250+  
MILLION+  
VEHICLES  
ON U.S.  
ROADWAYS**

**\$170  
BILLION  
PER YEAR  
IN PARTS  
SALES**



**OF READERS SAY RATCHET+WRENCH  
HAS INFLUENCED THEIR BUSINESSES**

**87%**

of readers pass along Ratchet+Wrench to at least one additional person

**93%**

of readers read or look through half or more of each issue of Ratchet+Wrench

**93%**

of readers prefer to receive industry info through printed publications

**98%**

of readers say that ads help them stay informed with new products and services

**79%**

of readers have taken an action from seeing an advertisement in Ratchet+Wrench

**58%**

of mechanical repairers read **Ratchet+Wrench** before any other industry publication.



- 10%** - Motor Age
- 5%** - Motor
- 5%** - Shop Owner
- 4%** - Import Car
- 4%** - Gears
- 4%** - Underhood Service
- 3%** - Brake & Front End
- 2%** - Parts & People
- 2%** - Auto Service Professional
- 2%** - Undercar Digest
- <1%** - None of these

**TOTAL CIRCULATION:**

**91,000**

**TOTAL CIRCULATION WITH PASS ALONG:**

**273,000+**

(Average subscriber passes along to 2+ additional readers)

# LET US SHARE YOUR STORY.



**CHRIS MESSER**  
Vice President and Publisher  
651.846.9462  
cmesser@10missions.com



**NATHAN SMOCK**  
Sales Manager  
651.846.9452  
nsmock@10missions.com



**JOSH IMHOF**  
Marketing Strategist  
651.846.9488  
jimhof@10missions.com

**RATCHET  
+WRENCH**



## Exhibit A - Pricing

<u>Item</u>	<u>Description</u>	<u>Comment</u>	<u>Qty</u>	<u>US Price</u>	<u>California Price</u>
<b>Services:</b>					
SC	Service Charge per stop	Per stop.	ea	\$45.00	\$55.00
IN	Portable Extinguisher Annual Maintenance Inspection Hand Portable Stored Pressure and CO2 Fire Extinguishers - up to 20#	Per unit.	ea	\$5.50	\$10.00
<b>Unit Test, Recharge and Repair Parts:</b>					
NSDC2.5	2.5# Stored pressure Dry Chemical - Six Year Test	Includes O-Ring, V-Stem, Service Collar and Six Year Internal Maintenance labor; Does not include parts not specifically listed or applicable Inspection (IN) Price	ea	\$28.00	\$30.00
NSDC5	5# Stored pressure Dry Chemical - Six Year Test		ea	\$36.00	\$40.00
NSDC10	10# Stored pressure Dry Chemical - Six Year Test		ea	\$40.00	\$33.00
NSDC20	20# Stored pressure Dry Chemical - Six Year Test		ea	\$50.00	\$60.00
NHDC2.5	2.5# Stored pressure Dry Chemical - Hydrostatic Test	Includes O-Ring, V-Stem, Service Collar and Hydrostatic Test labor; Does not include parts not specifically listed or applicable Inspection (IN) Price	ea	\$28.00	\$30.00
NHDC5	5# Stored pressure Dry Chemical - Hydrostatic Test		ea	\$36.00	\$40.00
NHDC10	10# Stored pressure Dry Chemical - Hydrostatic Test		ea	\$40.00	\$33.00
NHDC20	20# Stored pressure Dry Chemical - Hydrostatic Test		ea	\$50.00	\$60.00
NRDC2.5	2.5# Stored pressure Dry Chemical - Recharge	Includes Recharge Labor, Agent and Service Collar; Does not include parts not specifically listed or applicable Inspection (IN) Price	ea	\$28.00	\$30.00
NRDC5	5# Stored pressure Dry Chemical - Recharge		ea	\$36.00	\$40.00
NRDC10	10# Stored pressure Dry Chemical - Recharge		ea	\$40.00	\$33.00
NRDC20	20# Stored pressure Dry Chemical - Recharge		ea	\$50.00	\$60.00
EEPIN	Pull Pin	Per unit.	ea	\$2.75	\$3.25
<b>New Extinguishers:</b>					
5# ABC Ext	5# ABC Dry Chemical Fire Extinguisher	Per unit.	ea	\$65.00	\$65.00
10# ABC Ext	10# ABC Dry Chemical Fire Extinguisher	Per unit.	ea	\$88.00	\$88.00
2.5# ABC Ext	2 1/2# ABC Dry Chemical Fire Extinguisher	Per unit.	ea	\$42.00	\$42.00
20# ABC Ext	20# ABC Dry Chemical Fire Extinguisher	Per unit.	ea	\$195.00	\$195.00
<b>Emergency Light Parts and Services:</b>					
INPTT	E-Light Push Test Button - 30 Seconds	Per unit.	ea	\$6.00	\$10.00
INEL	Emergency Exit Light Inspection (Load Test)	Per unit.	ea	\$12.00	\$18.00
EXB64	E-Light Battery, 6V, 4A	Per unit.	ea	\$29.00	\$29.00
EXB67	E-Light Battery, 6V, 7A	Per unit.	ea	\$37.50	\$37.50
EXB610	E-Light Battery, 6V, 10A	Per unit.	ea	\$39.00	\$39.00
EXB612	E-Light Battery, 6V, 12A	Per unit.	ea	\$45.00	\$45.00

EXL15T6	E-Light Bulb, 145V, 15W	Per unit.	ea	\$8.00	\$9.00
EXL20	E-Light Bulb, 120V, 20W	Per unit.	ea	\$8.00	\$9.00

<u>Item</u>	<u>Description</u>	<u>Comment</u>	<u>Qty</u>	<u>US Price</u>	<u>California Price</u>
<b>Inspection &amp; Parts</b>					
INSPW	Annual Sprinkler Inspection Wet - Initial Riser	Per riser.	ea	\$240.00	\$295.00
INSPR	Annual Sprinkler Inspection Wet - Additional Riser	Per riser.	ea	\$110.00	\$150.00
INSPBFIRE	Fire line backflow test per valve	Per unit.	ea	\$145.00	\$175.00
INSPD	Sprinkler Inspection (Dry)	Per riser.	ea	\$275.00	\$325.00
INSPBFDO	Inspection Back Flow - Domestic or Irrigation (per valve)	Per unit.	ea	\$110.00	\$135.00

<u>Item</u>	<u>Description</u>	<u>Comment</u>	<u>Qty</u>	<u>US Price</u>	<u>California Price</u>
<b>Inspection &amp; Parts</b>					
INFA	Annual Fire Alarm System Inspection	Per panel.	ea	\$250.00	\$300.00
INFAID	Devices Per Device (somke det. bell, horn, strobe, pull station)	Per device.	ea	\$8.00	\$10.00
INFADD	Duct Detectors	Per unit.	ea	\$28.50	\$35.00



**Fire Protection Statement of Work Exhibit A**

1. **Pricing:** Pricing for services is hereby added as Exhibit A. These prices will serve as a ceiling rate and each market can price within this guideline.
2. **Conditions:** Each Customer site will sign up with the local service agreement provided by Company.
3. **Term:** Each Customer site will negotiate the term based upon the local service agreement signed.

IN WITNESS WHEREOF, the parties have hereunto set their hands as of the Execution Date.

*Cintas Corporation No. 2*

*ASCCA:*

BY: \_\_\_\_\_

BY: \_\_\_\_\_

NAME: \_\_\_\_\_

NAME: \_\_\_\_\_

TITLE: \_\_\_\_\_

TITLE: \_\_\_\_\_

DATE: \_\_\_\_\_

DATE: \_\_\_\_\_





## Exhibit A - Pricing

<u>Item</u>	<u>Description</u>	<u>Comment</u>	<u>Qty</u>	<u>US Price</u>	<u>California Price</u>
<b>Services:</b>					
SC	Service Charge per stop	Per stop.	ea	\$45.00	\$55.00
IN	Portable Extinguisher Annual Maintenance Inspection Hand Portable Stored Pressure and CO2 Fire Extinguishers - up to 20#	Per unit.	ea	\$5.50	\$10.00
<b>Unit Test, Recharge and Repair Parts:</b>					
NSDC2.5	2.5# Stored pressure Dry Chemical - Six Year Test	Includes O-Ring, V-Stem, Service Collar and Six Year Internal Maintenance labor; Does not include parts not specifically listed or applicable Inspection (IN) Price	ea	\$28.00	\$30.00
NSDC5	5# Stored pressure Dry Chemical - Six Year Test		ea	\$36.00	\$40.00
NSDC10	10# Stored pressure Dry Chemical - Six Year Test		ea	\$40.00	\$33.00
NSDC20	20# Stored pressure Dry Chemical - Six Year Test		ea	\$50.00	\$60.00
NHDC2.5	2.5# Stored pressure Dry Chemical - Hydrostatic Test	Includes O-Ring, V-Stem, Service Collar and Hydrostatic Test labor; Does not include parts not specifically listed or applicable Inspection (IN) Price	ea	\$28.00	\$30.00
NHDC5	5# Stored pressure Dry Chemical - Hydrostatic Test		ea	\$36.00	\$40.00
NHDC10	10# Stored pressure Dry Chemical - Hydrostatic Test		ea	\$40.00	\$33.00
NHDC20	20# Stored pressure Dry Chemical - Hydrostatic Test		ea	\$50.00	\$60.00
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EXB610	E-Light Battery, 6V, 10A	Per unit.	ea	\$39.00	\$39.00
EXB612	E-Light Battery, 6V, 12A	Per unit.	ea	\$45.00	\$45.00

EXL15T6	E-Light Bulb, 145V, 15W	Per unit.	ea	\$8.00	\$9.00
EXL20	E-Light Bulb, 120V, 20W	Per unit.	ea	\$8.00	\$9.00

<u>Item</u>	<u>Description</u>	<u>Comment</u>	<u>Qty</u>	<u>US Price</u>	<u>California Price</u>
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INSPR	Annual Sprinkler Inspection Wet - Additional Riser	Per riser.	ea	\$110.00	\$150.00
INSPBFIRE	Fire line backflow test per valve	Per unit.	ea	\$145.00	\$175.00
INSPD	Sprinkler Inspection (Dry)	Per riser.	ea	\$275.00	\$325.00
INSPBFDO	Inspection Back Flow - Domestic or Irrigation (per valve)	Per unit.	ea	\$110.00	\$135.00

<u>Item</u>	<u>Description</u>	<u>Comment</u>	<u>Qty</u>	<u>US Price</u>	<u>California Price</u>
<b>Inspection &amp; Parts</b>					
INFA	Annual Fire Alarm System Inspection	Per panel.	ea	\$250.00	\$300.00
INFAID	Devices Per Device (somke det. bell, horn, strobe, pull station)	Per device.	ea	\$8.00	\$10.00
INFADD	Duct Detectors	Per unit.	ea	\$28.50	\$35.00



**Fire Protection Statement of Work Exhibit A**

1. **Pricing:** Pricing for services is hereby added as Exhibit A. These prices will serve as a ceiling rate and each market can price within this guideline.
2. **Conditions:** Each Customer site will sign up with the local service agreement provided by Company.
3. **Term:** Each Customer site will negotiate the term based upon the local service agreement signed.

IN WITNESS WHEREOF, the parties have hereunto set their hands as of the Execution Date.

*Cintas Corporation No. 2*

*ASCCA:*

BY: \_\_\_\_\_

BY: \_\_\_\_\_

NAME: \_\_\_\_\_

NAME: \_\_\_\_\_

TITLE: \_\_\_\_\_

TITLE: \_\_\_\_\_

DATE: \_\_\_\_\_

DATE: \_\_\_\_\_



## Exhibit A - Pricing

<u>Item</u>	<u>Description</u>	<u>Comment</u>	<u>Qty</u>	<u>US Price</u>	<u>California Price</u>
<b>Services:</b>					
SC	Service Charge per stop	Per stop.	ea	\$45.00	\$55.00
IN	Portable Extinguisher Annual Maintenance Inspection Hand Portable Stored Pressure and CO2 Fire Extinguishers - up to 20#	Per unit.	ea	\$5.50	\$10.00
<b>Unit Test, Recharge and Repair Parts:</b>					
NSDC2.5	2.5# Stored pressure Dry Chemical - Six Year Test	Includes O-Ring, V-Stem, Service Collar and Six Year Internal Maintenance labor; Does not include parts not specifically listed or applicable Inspection (IN) Price	ea	\$28.00	\$30.00
NSDC5	5# Stored pressure Dry Chemical - Six Year Test		ea	\$36.00	\$40.00
NSDC10	10# Stored pressure Dry Chemical - Six Year Test		ea	\$40.00	\$33.00
NSDC20	20# Stored pressure Dry Chemical - Six Year Test		ea	\$50.00	\$60.00
NHDC2.5	2.5# Stored pressure Dry Chemical - Hydrostatic Test	Includes O-Ring, V-Stem, Service Collar and Hydrostatic Test labor; Does not include parts not specifically listed or applicable Inspection (IN) Price	ea	\$28.00	\$30.00
NHDC5	5# Stored pressure Dry Chemical - Hydrostatic Test		ea	\$36.00	\$40.00
NHDC10	10# Stored pressure Dry Chemical - Hydrostatic Test		ea	\$40.00	\$33.00
NHDC20	20# Stored pressure Dry Chemical - Hydrostatic Test		ea	\$50.00	\$60.00
NRDC2.5	2.5# Stored pressure Dry Chemical - Recharge	Includes Recharge Labor, Agent and Service Collar; Does not include parts not specifically listed or applicable Inspection (IN) Price	ea	\$28.00	\$30.00
NRDC5	5# Stored pressure Dry Chemical - Recharge		ea	\$36.00	\$40.00
NRDC10	10# Stored pressure Dry Chemical - Recharge		ea	\$40.00	\$33.00
NRDC20	20# Stored pressure Dry Chemical - Recharge		ea	\$50.00	\$60.00
EEPIN	Pull Pin	Per unit.	ea	\$2.75	\$3.25
<b>New Extinguishers:</b>					
5# ABC Ext	5# ABC Dry Chemical Fire Extinguisher	Per unit.	ea	\$65.00	\$65.00
10# ABC Ext	10# ABC Dry Chemical Fire Extinguisher	Per unit.	ea	\$88.00	\$88.00
2.5# ABC Ext	2 1/2# ABC Dry Chemical Fire Extinguisher	Per unit.	ea	\$42.00	\$42.00
20# ABC Ext	20# ABC Dry Chemical Fire Extinguisher	Per unit.	ea	\$195.00	\$195.00
<b>Emergency Light Parts and Services:</b>					
INPTT	E-Light Push Test Button - 30 Seconds	Per unit.	ea	\$6.00	\$10.00
INEL	Emergency Exit Light Inspection (Load Test)	Per unit.	ea	\$12.00	\$18.00
EXB64	E-Light Battery, 6V, 4A	Per unit.	ea	\$29.00	\$29.00
EXB67	E-Light Battery, 6V, 7A	Per unit.	ea	\$37.50	\$37.50
EXB610	E-Light Battery, 6V, 10A	Per unit.	ea	\$39.00	\$39.00
EXB612	E-Light Battery, 6V, 12A	Per unit.	ea	\$45.00	\$45.00

EXL15T6	E-Light Bulb, 145V, 15W	Per unit.	ea	\$8.00	\$9.00
EXL20	E-Light Bulb, 120V, 20W	Per unit.	ea	\$8.00	\$9.00

<u>Item</u>	<u>Description</u>	<u>Comment</u>	<u>Qty</u>	<u>US Price</u>	<u>California Price</u>
<b>Inspection &amp; Parts</b>					
INSPW	Annual Sprinkler Inspection Wet - Initial Riser	Per riser.	ea	\$240.00	\$295.00
INSPR	Annual Sprinkler Inspection Wet - Additional Riser	Per riser.	ea	\$110.00	\$150.00
INSPBFIRE	Fire line backflow test per valve	Per unit.	ea	\$145.00	\$175.00
INSPD	Sprinkler Inspection (Dry)	Per riser.	ea	\$275.00	\$325.00
INSPBFDO	Inspection Back Flow - Domestic or Irrigation (per valve)	Per unit.	ea	\$110.00	\$135.00

<u>Item</u>	<u>Description</u>	<u>Comment</u>	<u>Qty</u>	<u>US Price</u>	<u>California Price</u>
<b>Inspection &amp; Parts</b>					
INFA	Annual Fire Alarm System Inspection	Per panel.	ea	\$250.00	\$300.00
INFAID	Devices Per Device (somke det. bell, horn, strobe, pull station)	Per device.	ea	\$8.00	\$10.00
INFADD	Duct Detectors	Per unit.	ea	\$28.50	\$35.00



**First Aid and Safety Statement of Work Exhibit B**

1. **Pricing:** Pricing for services is hereby added as Exhibit A. These prices will serve as a ceiling rate and each market can price within this guideline.
2. **Conditions:** Each Customer site will sign up with the local service agreement provided by Company.
3. **Term:** Each Customer site will negotiate the term based upon the local service agreement signed.

IN WITNESS WHEREOF, the parties have hereunto set their hands as of the Execution Date.

*Cintas Corporation No. 2*

*ASCCA:*

BY: \_\_\_\_\_

BY: \_\_\_\_\_

NAME: \_\_\_\_\_

NAME: \_\_\_\_\_

TITLE: \_\_\_\_\_

TITLE: \_\_\_\_\_

DATE: \_\_\_\_\_

DATE: \_\_\_\_\_



## Exhibit A - Pricing

<u>Item</u>	<u>Description</u>	<u>Comment</u>	<u>Qty</u>	<u>US Price</u>	<u>California Price</u>
<b>Services:</b>					
SC	Service Charge per stop	Per stop.	ea	\$45.00	\$55.00
IN	Portable Extinguisher Annual Maintenance Inspection Hand Portable Stored Pressure and CO2 Fire Extinguishers - up to 20#	Per unit.	ea	\$5.50	\$10.00
<b>Unit Test, Recharge and Repair Parts:</b>					
NSDC2.5	2.5# Stored pressure Dry Chemical - Six Year Test	Includes O-Ring, V-Stem, Service Collar and Six Year Internal Maintenance labor; Does not include parts not specifically listed or applicable Inspection (IN) Price	ea	\$28.00	\$30.00
NSDC5	5# Stored pressure Dry Chemical - Six Year Test		ea	\$36.00	\$40.00
NSDC10	10# Stored pressure Dry Chemical - Six Year Test		ea	\$40.00	\$33.00
NSDC20	20# Stored pressure Dry Chemical - Six Year Test		ea	\$50.00	\$60.00
NHDC2.5	2.5# Stored pressure Dry Chemical - Hydrostatic Test	Includes O-Ring, V-Stem, Service Collar and Hydrostatic Test labor; Does not include parts not specifically listed or applicable Inspection (IN) Price	ea	\$28.00	\$30.00
NHDC5	5# Stored pressure Dry Chemical - Hydrostatic Test		ea	\$36.00	\$40.00
NHDC10	10# Stored pressure Dry Chemical - Hydrostatic Test		ea	\$40.00	\$33.00
NHDC20	20# Stored pressure Dry Chemical - Hydrostatic Test		ea	\$50.00	\$60.00
NRDC2.5	2.5# Stored pressure Dry Chemical - Recharge	Includes Recharge Labor, Agent and Service Collar; Does not include parts not specifically listed or applicable Inspection (IN) Price	ea	\$28.00	\$30.00
NRDC5	5# Stored pressure Dry Chemical - Recharge		ea	\$36.00	\$40.00
NRDC10	10# Stored pressure Dry Chemical - Recharge		ea	\$40.00	\$33.00
NRDC20	20# Stored pressure Dry Chemical - Recharge		ea	\$50.00	\$60.00
EEPIN	Pull Pin	Per unit.	ea	\$2.75	\$3.25
<b>New Extinguishers:</b>					
5# ABC Ext	5# ABC Dry Chemical Fire Extinguisher	Per unit.	ea	\$65.00	\$65.00
10# ABC Ext	10# ABC Dry Chemical Fire Extinguisher	Per unit.	ea	\$88.00	\$88.00
2.5# ABC Ext	2 1/2# ABC Dry Chemical Fire Extinguisher	Per unit.	ea	\$42.00	\$42.00
20# ABC Ext	20# ABC Dry Chemical Fire Extinguisher	Per unit.	ea	\$195.00	\$195.00
<b>Emergency Light Parts and Services:</b>					
INPTT	E-Light Push Test Button - 30 Seconds	Per unit.	ea	\$6.00	\$10.00
INEL	Emergency Exit Light Inspection (Load Test)	Per unit.	ea	\$12.00	\$18.00
EXB64	E-Light Battery, 6V, 4A	Per unit.	ea	\$29.00	\$29.00
EXB67	E-Light Battery, 6V, 7A	Per unit.	ea	\$37.50	\$37.50
EXB610	E-Light Battery, 6V, 10A	Per unit.	ea	\$39.00	\$39.00
EXB612	E-Light Battery, 6V, 12A	Per unit.	ea	\$45.00	\$45.00

EXL15T6	E-Light Bulb, 145V, 15W	Per unit.	ea	\$8.00	\$9.00
EXL20	E-Light Bulb, 120V, 20W	Per unit.	ea	\$8.00	\$9.00

<u>Item</u>	<u>Description</u>	<u>Comment</u>	<u>Qty</u>	<u>US Price</u>	<u>California Price</u>
<b>Inspection &amp; Parts</b>					
INSPW	Annual Sprinkler Inspection Wet - Initial Riser	Per riser.	ea	\$240.00	\$295.00
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<u>Item</u>	<u>Description</u>	<u>Comment</u>	<u>Qty</u>	<u>US Price</u>	<u>California Price</u>
<b>Inspection &amp; Parts</b>					
INFA	Annual Fire Alarm System Inspection	Per panel.	ea	\$250.00	\$300.00
INFAID	Devices Per Device (somke det. bell, horn, strobe, pull station)	Per device.	ea	\$8.00	\$10.00
INFADD	Duct Detectors	Per unit.	ea	\$28.50	\$35.00





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E-mail: info@ascca.com

### MEMORANDUM

To: Board of Directors

From: Gloria Peterson, Executive Director

Date: 8/30/19

Re: Executive Summary of Association Management Software Benefits

During the July 24, 2019 Executive Committee meeting I was asked to provide an outline of benefits to ASCCA considering a new Association Management Software (AMS), specifically as it relates to website functionality not currently incorporated in the website, [www.ascca.com](http://www.ascca.com).

Following is a summary of the website functionality that the proposed AMS, MemberSuite, could incorporate into the ASCCA website:

- Online Membership Renewal
- New Member Signup
  - Recommend chapters by zip code
  - Prorate membership fees
- Online Event Registration – This is currently being managed by using the third-party system of Constant Contact at an additional cost. It also requires staff to then input the registration details in the database.
- Also, we could modify the agreement with Kukui to include working with AMS to create a single sign on authentication to allow for a seamless web page experience should we decide to create members only web pages.
- E-Commerce
  - Create online shopping carts
  - Charge taxes
  - Allow cancellations and returns
  - Integrated UPS shipping