



*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](mailto:info@ascca.com)

## Team Weekend Book

### *ASCCA June 2022 Team Weekend*

Hilton San Diego Mission Valley  
901 Camino Del Rio South  
San Diego CA 92108

Join via Zoom

<https://us06web.zoom.us/j/83090406680>

Meeting ID: 830 9040 6680

*ASCCA Committee Meetings*

*Chapter Representatives Committee Meeting*  
*Board of Directors Meeting*

June 25-26, 2022

Thank you to our Team Weekend Sponsors:

# LeadsNearMe®



## **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.





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

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

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

#### **STRATEGIC LONG-RANGE GOALS**

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

#### **ASCCA CODE OF ETHICS**

Members of ASCCA abide by the following 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 charge for services rendered.
7. To retain all parts replace 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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**TO:** ASCCA BOARD, CHAPTER REPRESENTATIVES, COMMITTEES & INTERESTED PARTIES

**FR:** ASCCA OFFICE

**RE:** JUNE 2022 ASCCA TEAM WEEKEND

*Thank you to our Team Weekend Sponsors:*

**LeadsNearMe®**



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

**WHAT:** JUNE 2022 TEAM WEEKEND  
**WHEN:** June 25-26, 2022  
**LOCATION:** **Hilton San Diego Mission Valley**  
901 Camino Del Rio South | San Diego, CA 92108

**ZOOM LINK:** <https://us06web.zoom.us/j/83090406680>  
830 9040 6680

### **SCHEDULE OF EVENTS: (Tentative)**

#### **Saturday, June 25:**

9:00 am – 9:10 am	Welcome – Pledge, Opening Comments
9:10 am – 9:15 am	<b>NEW:</b> Introduce new members and first-time Team Weekend attendees.
9:15 am – 11:45 am	<b>ASCCA Committee Meetings</b>
	9:15 – 10:45 am Government Affairs
	10:45 – 11:00 am Break
	11:00 – 11:45 am Education Training & Information
11:45 pm – 12:45 pm	<b>Lunch</b>

12:45 pm – 2:30 pm	<b>ASCCA Committee Meetings (continued)</b>
	<i>1:00 – 1:45 pm</i> Membership
	<i>1:45 – 2:30 pm</i> Revenue & Benefits Committee
2:30 pm – 2:45 pm	Break
1:45 pm – 4:30 pm	Chapter Representatives Committee
Evening	ASCCA group dinner (no-host) – <b><u>ALL</u></b> are welcome & encouraged to attend. Location TBD.
<b>Sunday, June 26:</b>	
9:45 am – 11:30 am	Board of Directors Meeting



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

## MEMBERSHIP OPPORTUNITY!

# JOIN FOR FREE

Try ASCCA for 6 months free of charge  
and experience what being an  
ASCCA member has to offer!



### Network on TEAMtalk

An open forum that ASCCA members use to discuss their issues, openly ask for advice from peers, and connect online.



### Advocacy

Do you want your voice heard in Sacramento? As a member of ASCCA, you are part of the efforts to promote and protect the industry at the Capitol!

## Join Today!

Start your 6 month free trial today.



Scan here to  
join now!

**To Unite and Elevate Automotive Professionals and Give Them Voice**

*ASCCA - An Association of Professionals in the Automotive Service Industry in Chapters throughout the State of California and beyond*

# Automotive Service Councils of California

## The Association Membership that Matters Most for You

The Automotive Service Councils of California – ASCCA – is here to help you improve your repair shop operations today, saving you time AND money while positioning your shop and the industry for long-term growth and success tomorrow.



### Fighting for the Industry To Unite and Elevate Automotive Professionals and Give Them Voice

Doing business in California comes with countless challenges – ASCCA helps to shape state laws and regulations to minimize their impacts on auto repair shops and make them work in the real-world. With our relationship with the Bureau of Automotive Repair, we are able to help create guidelines that protect the consumer as well as our shops.



### Accessible Network

ASCCA members represent a wealth of information and experience – through the Team Talk online forum, webinars, local chapter events, and state-level events you can tap into a large network for advice and insights to improve your skill set and business.



### Access to Information

Auto repair shop owners wear many hats – and ASCCA will give you information and tools to be a successful small business owner. ASCCA's free legal consultations (valued at \$225 per month), business management advice, HR services, industry education and access to business supplies and services can all make your job easier and your business more profitable. ASCCA provides access to the top shop owners across the state to discuss ideas and strategies to better run your business.



### Positioning You for the Future

The industry landscape is changing, and auto repair shop needs as well as our customers' needs are evolving – ASCCA will help you navigate these changes with cutting edge training and information. ASCCA will help you understand new vehicle systems, guide you in creating new procedures and processes to effectively and profitably run your business, and help you adopt the right technologies so you are best prepared to serve your customers moving forward.



**Scan here to  
join now!**





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

# Subscribe to ASCCA Text Communications

Receive messages with important information including Legislative updates, Bureau of Automotive Repair Advisory Group (BAG) meetings, training events, chapter events, etc.

Login in to the ASCCA membership portal by [clicking here](#) and update your profile with your cell phone number.





# ASCCA Meetings Calendar 2022

(All meeting dates are tentative and subject to change)

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

## July 2022

July 6, 2022	6:00 - 7:00 pm	Revenue & Benefits Committee	Via Zoom
July 11, 2022	6:00 - 7:00 pm	Connected Cars Committee	Via Zoom
July 14, 2022	6:00 - 7:00pm	Membership Committee	Via Zoom
July 20, 2022	6:00 - 7:00pm	Education Training & Information (ETI) Committee	Via Zoom
July 27, 2022	6:00 - 7:00 pm	Executive / Finance Committee	Via Zoom
July 28, 2022	2:00 - 3:00 pm	Government Affairs Committee	Via Zoom
July 28, 2022	6:00 - 7:00 pm	Chapter Reps Committee	Via Zoom

## August 2022

August 1, 2022	6:00 - 7:00pm	Connected Cars Committee	Via Zoom
August 3, 2022	6:00 - 7:00 pm	Revenue & Benefits Committee	Via Zoom
August 11, 2022	6:00 - 7:00 pm	Membership Committee	Via Zoom
August 17, 2022	6:00 - 7:00 pm	Education Training & Information (ETI) Committee	Via Zoom
August 18, 2022	2:00 - 3:00 pm	Government Affairs Committee	Via Zoom
August 24, 2022	6:00 - 7:00 pm	Executive / Finance Committee	Via Zoom
August 25, 2022	6:00 - 7:00 pm	Chapter Reps Committee	Via Zoom



# ASCCA Meetings Calendar 2022

(All meeting dates are tentative and subject to change)

## September 2022

September 7, 2022	6:00 - 7:00 pm	Revenue & Benefits Committee	Via Zoom
September 8, 2022	6:00 - 7:00 pm	Membership Committee	Via Zoom
September 12, 2022	6:00 - 7:00 pm	Connected Cars Committee	Via Zoom
September 15, 2022	2:00 - 3:00 pm	Government Affairs Committee	Via Zoom
September 16-17, 2022		<b>ASCCA Education Conference</b>	Ontario, CA
September 21, 2022	6:00 - 7:00 pm	Education Training & Information (ETI) Committee	Via Zoom
September 22, 2022	6:00 - 7:00 pm	Chapter Reps Committee	Via Zoom
September 28, 2022	6:00 - 7:00 pm	Executive / Finance Committee	Via Zoom

## October 2022

October 3, 2022	6:00 - 7:00 pm	Connected Cars Committee	Via Zoom
October 5, 2022	6:00 - 7:00 pm	Revenue & Benefits Committee	Via Zoom
October 13, 2022	6:00 - 7:00 pm	Membership Committee	Via Zoom
October 19, 2022	6:00 - 7:00 pm	Education Training & Information (ETI) Committee	Via Zoom
October 26, 2022	5:30 - 7:30 pm	Executive / Finance Committee - Budget Meeting	Via Zoom
October 27, 2022	2:00 - 3:00 pm	Government Affairs Committee	Via Zoom
October 27, 2022	6:00 - 7:00 pm	Chapter Reps Committee	Via Zoom

## November 2022

November 2, 2022	6:00 - 7:00 pm	Revenue & Benefits Committee	Via Zoom
November 7, 2022	6:00 - 7:00 pm	Connected Cars Committee	Via Zoom
November 10, 2022	6:00 - 7:00 pm	Membership Committee	Via Zoom
November 16, 2022	6:00 - 7:00 pm	Education Training & Information (ETI) Committee	Via Zoom
November 23, 2022	6:00 - 7:00 pm	Executive / Finance Committee - Budget Meeting	Via Zoom
November 18-20, 2022		<b>ASCCA Team Weekend</b>	Sacramento, CA

## ASCCA Meetings Calendar 2022

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

### December 2022

December 5, 2022	6:00 - 7:00 pm	Connected Cars Committee	Via Zoom
December 7, 2022	6:00 - 7:00 pm	Revenue & Benefits Committee	Via Zoom
December 8, 2022	6:00 - 7:00 pm	Membership Committee	Via Zoom
December 15, 2022	2:00 - 3:00 pm	Government Affairs Committee	Via Zoom
December 21, 2022	6:00 - 7:00 pm	Education Training & Information (ETI) Committee	Via Zoom
December 22, 2022	6:00 - 7:00 pm	Chapter Reps Committee	Via Zoom
December 28, 2022	6:00 - 7:00 pm	Executive / Finance Committee	Via Zoom



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# 2022 ASCCA EDUCATIONAL CONFERENCE

SEPTEMBER 16-18, 2022

TO ELEVATE & UNITE AUTOMOTIVE PROFESSIONALS & GIVE THEM VOICE



EMBASSY SUITES BY  
HILTON ONTARIO AIRPORT  
3663 E GUASTI ROAD  
ONTARIO, CA 91761



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## 2022 ASCCA EDUCATIONAL CONFERENCE SEPTEMBER 16-18, 2022

EMBASSY SUITES BY HILTON  
ONTARIO AIRPORT • ONTARIO, CA

ASCCA Educational Conference is back and better than ever! We are excited to bring this program back to life and engage in the ASCCA community. We have a strong line up of speakers with a focus on effective teamwork, communication and tech. At this year's conference you will gain tools and knowledge to better your social media skills, employee retention, increased sales, team productivity, and day-to-day management.

### HOTEL:

Embassy Suites by Hilton, Ontario Airport  
3663 E Guasti Road, Ontario, CA 91761  
Room Rate: \$189/night

For more information & to make reservations, visit our website at

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

**Dates:** September 16-18, 2022

**Reservations Deadline: August 26, 2022**

Be sure to book your hotel online through the ASCCA meeting webpage in order to be give the discount rate. If you call the hotel, tell the hotel representative that you are attending the ASCCA Educational Conference to receive the group rate.

Staying in guest rooms at the official meeting hotel not only puts you in the center of the action, is also helps ASCCA meet its contracted number of rooms with the hotel. Meeting the contracted room block prevents ASCCA from owing the hotel money later, which ultimately keeps costs to attendees as low as possible in future years.

**DISCLAIMER:** We strongly encourage you to make hotel reservations for the educational conference directly with the official host hotel, Embassy Suites by Hilton Ontario Airport. Please be cautious and aware that any solicitation you receive regarding housing services is coming from a third-party company that is not endorsed by or affiliated with ASCCA in any way. Room reservations made on your behalf by an outside company may not be guaranteed. ASCCA is not responsible for any reservations made outside of the official hotel block.

### SCHEDULE: *\*subject to change*

#### FRIDAY

SEPTEMBER 16, 2022

**4:00 PM – 7:00 PM:**  
REGISTRATION

**6:00 PM – 7:30 PM:**  
WELCOME RECEPTION



#### SATURDAY

SEPTEMBER 17, 2022

**7:00 AM**  
EXHIBITS OPEN

**8:00 AM – 12:00 PM**  
BUSINESS & TECHNICAL  
SESSIONS

**12:00 PM – 1:30 PM**  
LUNCH WITH EXHIBITORS

**1:30 PM – 5:00 PM**  
BUSINESS & TECHNICAL  
SESSIONS

**6:00 PM – 6:30 PM**  
BANQUET RECEPTION

**6:30 PM – 7:30 PM**  
BANQUET

#### SUNDAY

SEPTEMBER 18, 2022

**7:00 AM**  
EXHIBITS OPEN

**8:00 AM – 9:30 AM**  
CHAPTER REPRESENTATIVES  
COMMITTEE MEETING  
& ELECTIONS

**10:00 AM – 11:30 AM**  
BOARD OF DIRECTORS  
MEETING







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## 2022 ASCCA EDUCATIONAL CONFERENCE SEPTEMBER 16-18, 2022

EMBASSY SUITES BY HILTON  
ONTARIO AIRPORT • ONTARIO, CA

### REGISTRATION RATE BREAKDOWN:

	Early Bird Rate	Regular Rate (Increase July 21 <sup>st</sup> )
Member	\$199	\$234
Member 2 <sup>nd</sup> Reg*	\$164	\$199
Member 3 <sup>rd</sup> Reg*	\$129	\$164
Introductory Member	\$229	\$264
Introductory Member 2 <sup>nd</sup> Reg*	\$194	\$229
Introductory Member 3 <sup>rd</sup> Reg*	\$159	\$194
Non-Member	\$249	\$284
Non-Member 2 <sup>nd</sup> Reg*	\$214	\$249
Non-Member 3 <sup>rd</sup> Reg*	\$179	\$214

\*Group Registration



### REGISTRATION FORM

#### ATTENDEE 1:

NAME: \_\_\_\_\_  
COMPANY: \_\_\_\_\_  
EMAIL: \_\_\_\_\_  
CELL PHONE: \_\_\_\_\_  
POSITION: \_\_\_\_\_  
ALLERGIES: \_\_\_\_\_

#### ATTENDEE 2:

NAME: \_\_\_\_\_  
COMPANY: \_\_\_\_\_  
EMAIL: \_\_\_\_\_  
CELL PHONE: \_\_\_\_\_  
POSITION: \_\_\_\_\_  
ALLERGIES: \_\_\_\_\_

#### ATTENDEE 3:

NAME: \_\_\_\_\_  
COMPANY: \_\_\_\_\_  
EMAIL: \_\_\_\_\_  
CELL PHONE: \_\_\_\_\_  
POSITION: \_\_\_\_\_  
ALLERGIES: \_\_\_\_\_

#### CANCELLATION/REFUND POLICY:

ASCCA must be noticed of your cancellation in writing. If you cancel your registration on or before August 19, 2022 you will get a refund of your registration fee less a \$50 processing fee. If for any reason you cancel your registration after August 19, 2022, you will not receive a refund of any kind.

#### Payment Information:

##### Circle One:

MasterCard • VISA • Discover • American Express

Credit Card Number: \_\_\_\_\_

Exp Date: \_\_\_\_\_ Security Code: \_\_\_\_\_

Name on Card: \_\_\_\_\_

Billing Address: \_\_\_\_\_

City: \_\_\_\_\_

State: \_\_\_\_\_ Zip: \_\_\_\_\_

Signature: \_\_\_\_\_

**Payment is due in full at the time of registration.**

### Contact:

Email completed forms, questions or concerns to Natalie Perry, ASCCA Events Manager at [nperry@amgroup.us](mailto:nperry@amgroup.us)

One Capitol Mall, Suite 800  
Sacramento, CA 95814

[info@ascca.com](mailto:info@ascca.com) • [www.ascca.com](http://www.ascca.com)



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# 2022 ASCCA EDUCATIONAL CONFERENCE AGENDA

**REGISTER NOW!**



## SATURDAY, SEPTEMBER 17, 2022

*\*Tentative Schedule, Subject to Change*

### MANAGEMENT TRACK: 8:00 AM – 9:45 AM

#### >>> The Top Five Things TOP SHOPS Do Right Every Time

**Presented by:** Bryan Stasch, Automotive Training Institute

**Description:** *The Top 5 Things Top Shops Do Right Every Time* 1. Perfect/Master the Basics- ARO, Margins, Marketing Plans, Performance Expectations, RO Audits, One on Ones. 2. They are INTIMATE with their Numbers (KPI's) 3. They create a plan, work the plan, stick with the plan, and when it is time - revise the plan. 4. They are not afraid of change or failure 5. They sharpen their saw and keep it sharp. These shops offer no excuses being focused on what's next and best for the shop.

### TECHNICAL TRACK: 8:00 AM – 5:30 PM

#### >>> Network Nightmares: Solving the Diagnostic Distress A real-world, hands-on approach to successful and productive network diagnostics

**Presented by:** Gary Smith, DiagNation & Adam Robertson, CARQUEST Technical Institute

**Description:** *There is no doubt that data communications/network issues are amongst the most difficult, time consuming and costly diagnostics that we encounter. It is true that factory scan tools offer expanded testing techniques that are manufacturer specific, but even those dedicated software platforms are not enough to accurately diagnoses these problems in most cases. These problems fall into several categories; codes (some of which are real and others that are just misleading), scan tool errors, vehicle operational errors of just about every imaginable failure and more. This class is designed to provide some sound diagnostic routines and the road maps that we have developed over many years of study and application. There really isn't any one or single routine to diagnosing these issues. In other words, we as technicians need several diagnostic routines to apply based on the situation.*

### MANAGEMENT TRACK: 10:15 AM – 12:00 PM

#### >>>The New Back of House SuperStar - Your Tech Mentor

**Presented by:** Jim Bennett, Automotive Training Institute

**Description:** *Jim will share the importance of the Technician Mentor for your new techs, any apprentice techs, for the tech themselves and for you, the shop owner. Jim will talk about the importance of soft skills training and the growth opportunity being a mentor presents for the shop and all of your techs.*

### LUNCH SESSION: 12:00 PM – 12:30 PM – Maylan Newton with Educational Seminars institute on Mindset and Attitude

### MANAGEMENT TRACK: 1:30 PM – 3:15 PM

#### >>>Understanding the Marketing Lifecycle of Customer Acquisition and Retention: Why your shop NEEDs to be doing both.

**Presented by:** Tony Mercury & Gregg Rainville, Autosshop Solutions

**Description:** *Understanding the Marketing Lifecycle Customer Acquisition and Retention: Why your shop NEEDs to be doing both. To run a successful business in todays times it is critical for your shop to understand the life cycle of marketing. Finding new customers isn't always easy, fortunately with Internet marketing it has now become much easier! Keeping customers happy and coming back is also a challenge. We will cover todays best practices for finding new customers and how to keep them happy!*

### MANAGEMENT TRACK: 3:45 PM – 5:30 PM

#### >>The Profitable Service Advisor - Selling for Fun and Profit

**Presented by:** Mark Seawell, The Institute for Automotive Business Excellence

**Description:** *Sales should be fun and profitable. Tips and Tricks to achieve both at the same time. Writing a more profitable Repair Order, Value Selling, and closing more sales.*



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## **2022 State Board of Directors**

### **President**

Carolyn Coquillet – Chapter 21  
***Luscious Garage***  
***475 9<sup>th</sup> Street***  
***San Francisco, CA 94103***  
Tel. (415) 875-9030  
Fax  
[carolyn@shop-ware.com](mailto:carolyn@shop-ware.com)  
Term Expires: 12/31/2022

### **Vice President**

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](mailto:service@bvainc.net)  
Term Expires: 12/31/2023

### **Chapter Reps. Committee Chair**

David Bauld – Chapter 14  
***H Mobile Services***  
***PO Box 281***  
***Rimforest, CA 92378***  
Tel. (760) 220-5157  
Fax  
[daviebauld@gmail.com](mailto:daviebauld@gmail.com)  
Term Expires: 12/31/2022

### **Treasurer**

John Villa – Chapter State  
***Villa Automotive***  
***34 South Street***  
***San Luis Obispo, CA 93401***  
Tel. (805) 781-3925  
Fax (805) 781-3184  
[jvilla@villa-automotive.com](mailto:jvilla@villa-automotive.com)  
Term Expires: 12/31/2023

### **Secretary**

Travis Guy – Chapter 48  
***Yorba Linda Auto Service***  
***801 Lakeview Ave, Unit G***  
***Placentia, CA 92870***  
Tel. (714) 970-8774  
Fax (714) 970-8712  
[travisguy@yorbalindaautoservice.com](mailto:travisguy@yorbalindaautoservice.com)  
Term Expires: 12/31/2022

### **Immediate Past President**

Rory Balmer – Chapter 14  
***Twin Peaks Auto Service***  
***26100 State Highway 189***  
***Twin Peaks, CA 92391-0191***  
Tel. (909) 337-0082  
Fax (888) 313-2621  
[Roryascca14@gmail.com](mailto:Roryascca14@gmail.com)  
Term Expires: 12/31/2022

**Board Director**

Wendy Luko – Chapter 05  
*Pasadena City College*  
*1570 East Colorado Blvd*  
*Pasadena, CA 91106*  
 Tel. (626) 585-7245  
 Fax

[wllucko@pasadena.edu](mailto:wllucko@pasadena.edu)

Term Expires: 12/31/2022

**Board Director**

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<p><b>Rory Balmer</b>  Twin Peaks Auto Service  26100 CA-189  Twin Peaks, CA 92391  Tel: (909) 337-0082  <a href="mailto:roryasca14@gmail.com">roryasca14@gmail.com</a></p> <p><i>Trustee Since: 12/2020</i>  <i>Term Exp: 10/2024</i></p>	<p><b>Wendy Lucko</b>  Pasadena City College  1570 East Colorado Blvd  Pasadena, CA 91106  Tel: (626) 585-7245  <a href="mailto:wlucko@pasadena.edu">wlucko@pasadena.edu</a></p> <p><i>Trustee Since: 12/2020</i>  <i>Term Exp: 10/2024</i></p>	





# Donate Your Unwanted Vehicle to the ASC Educational Foundation

*Your tax-deductible donated vehicle will make a difference in a student's life wishing to develop a career in the automotive field.*

## ASCEF will:

- Provide free pick-up.
- Prepare all the required documents and coordinate sale.
- Send you documentation of your tax deductible donation.
- Thank you for making a difference!

## YOU will:

- Find a simple way to donate your unwanted vehicle.
- Get satisfaction knowing you have helped a student pursue a career.
- Get documentation of your tax deductible donation.
- Make a difference!

**Scan this QR Code to find out the different ways you can support the ASCEF.**

### ASC Educational Foundation

1 Capitol Mall, Suite 800

Sacramento, CA 95814

Phone: (916) 290-5828

Fax: (916) 444-7462

Visit [ascef.org](http://ascef.org)



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**Call the CARS program at  
(800) 745-6121 to donate  
your vehicle!**

The ASC Educational Foundation is a nonprofit corporation that provides scholarships and financial assistance to students wishing to develop a career in the automotive field.

Visit [ascef.org](http://ascef.org)



So... you want to donate your car?

# THANK YOU!

We have staff available seven days a week to accept donations and answer donor ques-

YES

Do you have the Title (pink slip)  
for the vehicle?

NO

Please call us anyway. It could take a little longer but we have experts  
on staff who can assist with Title issues if necessary.



**Call 1-800-745-6121:**

Simply Call our Vehicle Donor Support Team, and we'll help you complete the donation form and confirm your pick-up information. We are available seven days a week to take your donation and answer questions.

**Schedule Your Free Pick-up:**

Once the donation form has been completed and submitted, we will arrange to have a licensed tow vendor pick up the vehicle. Unless your pick-up is scheduled on the initial call, you will receive a call from the vendor within two to three business days to confirm a convenient date/time for the pick-up.

**Individual Donor (in CA)**

**Who has possession of the vehicle?**

**ASCEF Donation Center**

Make sure you have your original Title and the appropriate Bill of Sale form (*Form 262\* for vehicles less than 10 years old that require odometer reading OR Form 135\*\* for vehicles over 10 years old and do not require an odometer reading*) filled out and ready to turn over. The vendor should also have Form 262 if needed.

Please provide our Vehicle Donor Support Team with contact info for the donation center to coordinate the pick-up. The donor should provide you with the original Title and complete the appropriate Bill of Sale form (*Form 262 for vehicles less than 10 years old that require odometer reading OR Form 135 for vehicles over 10 years old and do not require an odometer reading*) to the Donation Center to turn over.

Make sure the donor removes all personal belongings from the vehicle. Present the keys, Title and \*Bill of Sale to the tow truck driver.

Vehicle donations are tax-deductible. An initial donation receipt is provided at the time of the pick-up. Whether the vehicle sells for \$500 or less, more than \$500 or over \$5000, donors are provided with all necessary tax documents.



## THANK YOU FOR SUPPORTING ASCEF!



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(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.*

June 25, 2022 | 9:15 – 10:45 am (SHARP)

Hilton San Diego Mission Valley

901 Camino Del Rio South | San Diego, CA 92108

Zoom: <https://us06web.zoom.us/j/83090406680>

669-900-6833

Meeting ID: 830 9040 6680

- |  |                                 |
|--|---------------------------------|
| I. Call to Order   | D. Kusa                         |
| II. Roll Call / Attendance Record – <i>encl.</i>                   | Staff                           |
| III. Minutes Approval  | D. Kusa                         |
| a. May Meeting Minutes – <i>encls.</i>                             |                                 |
| IV. NASTF & Society of Automotive Engineers (SAE) Committee Update | C. Johnson/R. Morrell/D. Seyfer |
| V. Legislative Update & Action Sheet – <i>encl.</i>                | J. Molodanof                    |
| VI. New Business   | D. Kusa                         |
| VII. Old Business  | D. Kusa                         |
| VIII. Adjournment  | D. Kusa                         |

Government Affairs Committee  
2022 Attendance Record

Member Name	1/29	2/17	3/17	5/19	6/25							
1. Dave Kusa (Chair)	P	P	p	P								
2. James Justus (V. Chair)	P	P	P	P								
3. Rory Balmer	P	P	P	P								
4. Carolyn Coquillette	P	E	P	A								
5. Lee Chesnin	P	P	P	P								
6. Glenn Davis	A	E	A	P								
7. John Eppstein	P	P	P	A								
8. David Fischer	A	E	P	A								
9. Craig Johnson	P	P	P	E								
10. Rocky Khamenian	p	P	P	P								
11. Dennis Montalbano	P	E	P	A								
12. Rob Morrell	A	E	A	A								
13. Gene Morrill	P	E	P	P								
14. Donny Seyfer	A	E	P	P								
15. Steve Vanlandingham	P	E	P	P								
16. John Villa	P	E	A	A								
<b>Advisors</b>												
Rachelle Golden	A	P	A	A								
George Hritz	A	E	A	A								
Larry Moore	A	E	P	P								
Phil Fournier	A	E	A	A								
Allen Pennebaker	A	E	A	A								
Jim Silverman	P	E	A	A								

P = Present    A = Absent    E = Excused Absence



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# **MINUTES**

## **ASCCA GOVERNMENT AFFAIRS COMMITTEE**

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

May 19, 2022 | 2:00 – 3:00 pm (SHARP)

Via Zoom

### **I. Call to Order**

David Kusa called the meeting to order at 2:01 pm.

### **II. Roll Call / Attendance Record**

Present: Dave Kusa (Chair), James Justus (V. Chair), Rory Balmer, Lee Chesnin, Glenn Davis, Rocky Khamenian, Gene Morrill, Donny Seyfer, Steve Vanlandingham, Advisors: Larry Moore

Absent: Carolyn Coquillet, John Eppstein, David Fischer, Craig Johnson, Dennis Montalbano, Rob Morrell, John Villa, Advisors: Rachelle Golden, George Hritz, Allen Pennebaker, Phil Fournier, Jim Silverman

Staff: Anne Mullinax, Jack Molodanof

### **III. Minutes Approval**

The minutes for the March 17, 2022, meeting were approved, as presented.

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

D. Seyfer reported on a meeting held earlier in the day with the CA Air Resources Board (CARB). During the meeting, attorneys for CARB requested more detailed instances of when a shop has difficulty repairing a Mercedes Benz due to scan tool limitations and/or lack of information from the auto manufacturer.

Mr. Seyfer commented that NASTF not only plans to continue providing documentation to CARB but to also encourage the state agency to hold Mercedes Benz responsible for the ongoing issues.

### **V. Legislative Update & Action Sheet**

J. Molodanof commented that the large number of Catalytic Converter bills has been narrowed down to approximately five. There is some overlap in the bills, and it is possible that a few more may be eliminated. Mr. Molodanof stated that his main goal was to ensure that repair shops not turned into criminals via any legislation. He specifically commented on:

- AB 1740 calls for core recyclers to obtain information on the seller, vehicle, and VIN.
- AB 2407 would stipulate thumbprints from the recyclers; working to ensure that repair shops are exempt from this.
- AB 2682 stipulates that a VIN must be engraved on a newly installed catalytic converter.
- SB 986 identifies additional requirements for recyclers (information obtained). This bill also states that used car dealers cannot sell a vehicle without the VIN being engraved on the catalytic converter.
- SB 1087 identifies information that recyclers must collect from sellers.

During the discussion, Mr. Molodanof stated that private sellers are not mentioned in any of these bills, just dealers.

Other comments made by Mr. Molodanof included:

- AB 2058 (Career Tech Education) was passed out of Appropriations earlier that day.

- Members of the tow truck industry are looking to be regulated by BAR. AAA is not interested in being regulated and will fight such efforts. This may be a “gut and amend” bill but will probably be introduced next year.

Staff reported that there were 14 participants and 26 appointments as part of Legislative Week. Comments from the Committee included:

- The importance of a mentor program, even in a virtual setting. This may encourage new individuals to participate.
- The importance of making sure we secure appointments in the districts where the members have their business as well as their residence; if different. D. Kusa commented that he only received appointments in the district where his shop is located.
- Consider organizing with CAA and the tire association next year to increase the numbers.

#### VI. New / Old Business

There was no new or old business.

#### VII. Adjournment

The meeting adjourned at 3:02 pm.

## **ASCCA GOVERNMENT AFFAIRS COMMITTEE 2019**

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

### **ACTION SHEET**

**6/17/2022**

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

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

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

#### **2022 EVENT DATES**

July 21	Bureau of Automotive Repair (BAR) Advisory Group (BAG) Meeting
July 28	ASCCA Government Affairs Committee Conference Call
Aug 18	ASCCA Government Affairs Committee Conference Call
Sep 15	ASCCA Government Affairs Committee Conference Call
Oct 20	Bureau of Automotive Repair (BAR) Advisory Group (BAG) Meeting
Oct 27	ASCCA Government Affairs Committee Conference Call
Nov 19	ASCCA Government Affairs Committee Meeting   Sacramento, CA
Dec 15	ASCCA Government Affairs Committee Conference Call



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### **AGENDA**

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

June 25, 2022 | 11:00 – 11:45 am

June 25, 2022 | 9:15 – 10:45 am (SHARP)

Hilton San Diego Mission Valley

901 Camino Del Rio South | San Diego, CA 92108

Zoom: <https://us06web.zoom.us/j/83090406680>

669-900-6833

Meeting ID: 830 9040 6680

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

- |  |           |
|--|-----------|
| I. Call to Order   | L. Murray |
| II. Attendance   | Staff     |
| III. Minutes: 01/26/2022 & 04/20/2022 Meeting – <i>encl.</i> | L. Murray |
| IV. September 17, 2022, Educational Conference – Ontario, CA |           |
| a. Marketing Materials – <i>encls.</i>                       |           |
| b. Marketing Schedule – <i>encl.</i>                         |           |
| V. Apprenticeship Program Development                        | L. Murray |
| VI. New Business   | L. Murray |
| VII. Old Business  | L. Murray |
| VIII. Adjournment  | L. Murray |

## ASCCA ETI Committee 2022 Attendance Record

Name	Position	1/29	4/22	6/25									
1. Luke Murray	Committee Chair	P	P										
2. Jim Silverman	Vice Chair	P	P										
3. Carolyn Coquillette	President	P	P										
4. Lee Chesnin	Vice President	P	P										
5. John Eppstein	Member	P	P										
6. Jaime Gonzalez	Member	P	A										
7. George Hritz	Member	A	A										
8. Rocky Khamenian	Member	P	A										
9. Dave Kusa	Member	P	A										
10. Jimmy Lea	Member	P	A										
11. Wendy Lucko	Member	P	A										
12. Rob Morrell	Member	A	P										
13. Mark Warren	Member	A	A										
14. Gilbert Rios	Member	P	P										

P = Present  
A = Absent  
E = Excused





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### **MINUTES**

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

January 29, 2022 | 10:45 – 11:45 AM

Via Zoom

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

I. Call to Order

L. Murray called the meeting to order at 10:45 am.

II. Attendance

Present: Luke Murray, Jim Silverman, Carolyn Coquillette, Lee Chesnin, John Eppstein, Gilbert Rios

Absent: Jaime Gonzalez, George Hritz, Rocky Khamenian, Dave Kusa, Jimmy Lea, Wendy Lucko, Rob Morrell, Mark Warren

Staff: G. Peterson

III. Minutes: 11/20/2021 Meeting

MOTION It was moved, seconded, and carried to approve the minutes were approved by consent.

IV. Educational Conference: September 17, 2022– Ontario, CA

a. Speaker Invitation Sent – Deadline February 25

L. Murray reported that submissions have been submitted and recognized the deadline. The sessions submitted so far includes only management training, so the next month will be to push to get technical classes submitted and to identify the content that would be of most value to the members and selectively reach out to trainers to get that content.

Technical Training Content Ideas Discussed Included:

- Electric Vehicle Training – Possibly introductory training for shops. Carolyn noted that Derek and Issac on the Connected Cards Committee may be able to present something.
- Photo Taking – How to take photos of repairs to help clearly identify to the customers. (Tim Chakarian). Video compression rates and services that can help with what technology and tools are available to help shops with the diagnostic process.
- Productivity – How as technicians can improve their workflow. It's a crossover topic between techs, service advisors, and shop management.
- Communications – How to transition your role effectively within the shop, e.g., Technician to Service Advisor or Technician to Shop Owner.
- Grounding of Who the Modern Customer Is – Kathleen Long with RepairPal recommended.

- CAN Communication Course (Gene Morrill suggested) – The technicians don't realize how the systems work together. He suggested Cory from Citrus College.

ACTION    Verify that the outreach includes all the partners.

b. Sponsorship Opportunities – Review of 2021 Outline

John Eppstein will review this with staff to develop the sponsorship outline for 2022.

V. Apprenticeship/Mentor Program Development Task Force

L. Murray reported that he has been communicating with the Rocky Mountain Teacher's Association which is currently work with CAT and the Department of Labor in attempts to build what we were looking to accomplish, but on a national level. They are interested in partnering with ASCCA on this. Therefore, we will be hitting the pause button on developing something separate while we gather more information on how we can collaborate with this group on their efforts.

VI. New Business

L. Murray – There was notes in the prior meeting minutes about representation of ASCCA at skilled labor events. There was discussion about how the association could outreach and campaign to be viewed as a resource and improve the perception of the industry.

T. Chakarian summarized the recent event that Tatsu did to invite the community including other business groups into a special event at his shop to make consumers aware of what the automotive shops do for the community.

ACTION        Wendy and Kathleen will work on a task force to develop consumer awareness / educational content to share with the membership.

VII. Old Business

There was no old business.

VIII. Adjournment

The meeting adjourned at 11:45 am.



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### MINUTES

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

April 20, 2022 | 6:00 – 7:00 pm

Via Zoom

I. Call to Order

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

II. Attendance

Present: Luke Murray, Rory Balmer, John Eppstein, Jaime Gonzalez, George Hritz, Rocky Khamenian, Dave Kusa, Gilbert Rios

Absent: Carolyn Coquillette - excused, Jimmy Lea, Wendy Lucko, Rob Morrell, Jim Silverman, Mark Warren

Staff: Gloria Peterson, Natalie Perry

Guest: Charlie Burke, WorldPac

III. Introduction of Event Manager Natalie Perry

G. Peterson introduced team member, Natalie Perry who provided an overview of her background and experience.

IV. Minutes: 01/26/2022 Meeting

The minutes were deferred due to the lack of a quorum.

V. September 17, 2022, Educational Conference – Ontario, CA

a. Management Training Idea Submissions & Schedule – *encl.* (Session Ranks TBP)

The decision was made to invite Maylan Newton to speak during lunch.

Poll – Results by COB next Wednesday

b. Technical Training Idea

L. Murray

c. Attendee Pricing Schedule – *encl.*

ACTION Add a higher price point for Introductory Membership, increase the non-member pricing and create a clear distinction on the next price point for sponsors

VI. Apprenticeship Program Development

L. Murray

VII. New Business

L. Murray

VIII. Old Business

L. Murray

IX. Adjournment

The meeting adjourned at 7:21pm.



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# 2022 ASCCA EDUCATIONAL CONFERENCE

**TO ELEVATE & UNITE AUTOMOTIVE PROFESSIONALS & GIVE THEM VOICE**



**WHO:** Open to Members & Non-Members

**WHAT:** ***ASCCA Educational Conference***

**WHEN:** ***September 16-18, 2022***

**WHERE:** ***Embassy Suites by Hilton Ontario Airport***  
3663 E Guasti Road • Ontario, CA 91761

**WHY:**

- Network with your fellow professionals
- Learn from industry experts
- Make new connections in this growing community that is ASCCA!

***SCAN FOR INFO:***

**REGISTRATION**

**SCHEDULE**

**EXHIBITORS PROSPECTUS**

**ATTENDEE BROCHURE**

**& EVENT DETAILS**





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# 2022 ASCCA EDUCATIONAL CONFERENCE AGENDA

REGISTER NOW!



## SATURDAY, SEPTEMBER 17, 2022

\*Tentative Schedule, Subject to Change

### MANAGEMENT TRACK: 8:00 AM – 9:45 AM

#### >>> The Top Five Things TOP SHOPS Do Right Every Time

**Presented by:** Bryan Stasch, Automotive Training Institute

**Description:** *The Top 5 Things Top Shops Do Right Every Time* 1. Perfect/Master the Basics- ARO, Margins, Marketing Plans, Performance Expectations, RO Audits, One on Ones. 2. They are INTIMATE with their Numbers (KPI's) 3. They create a plan, work the plan, stick with the plan, and when it is time - revise the plan. 4. They are not afraid of change or failure 5. They sharpen their saw and keep it sharp. These shops offer no excuses being focused on what's next and best for the shop.

### TECHNICAL TRACK: 8:00 AM – 5:30 PM

#### >>> Network Nightmares: Solving the Diagnostic Distress A real-world, hands-on approach to successful and productive network diagnostics

**Presented by:** Gary Smith, DiagNation & Adam Robertson, CARQUEST Technical Institute

**Description:** There is no doubt that data communications/network issues are amongst the most difficult, time consuming and costly diagnostics that we encounter. It is true that factory scan tools offer expanded testing techniques that are manufacturer specific, but even those dedicated software platforms are not enough to accurately diagnoses these problems in most cases. These problems fall into several categories; codes (some of which are real and others that are just misleading), scan tool errors, vehicle operational errors of just about every imaginable failure and more. This class is designed to provide some sound diagnostic routines and the road maps that we have developed over many years of study and application. There really isn't any one or single routine to diagnosing these issues. In other words, we as technicians need several diagnostic routines to apply based on the situation.

### MANAGEMENT TRACK: 10:15 AM – 12:00 PM

#### >>>The New Back of House SuperStar - Your Tech Mentor

**Presented by:** Jim Bennett, Automotive Training Institute

**Description:** Jim will share the importance of the Technician Mentor for your new techs, any apprentice techs, for the tech themselves and for you, the shop owner. Jim will talk about the importance of soft skills training and the growth opportunity being a mentor presents for the shop and all of your techs.

### LUNCH SESSION: 12:00 PM – 12:30 PM – Maylan Newton with Educational Seminars institute on Mindset and Attitude

### MANAGEMENT TRACK: 1:30 PM – 3:15 PM

#### >>>Understanding the Marketing Lifecycle of Customer Acquisition and Retention: Why your shop NEEDs to be doing both.

**Presented by:** Tony Mercury & Gregg Rainville, Autosshop Solutions

**Description:** Understanding the Marketing Lifecycle Customer Acquisition and Retention: Why your shop NEEDs to be doing both. To run a successful business in todays times it is critical for your shop to understand the life cycle of marketing. Finding new customers isn't always easy, fortunately with Internet marketing it has now become much easier! Keeping customers happy and coming back is also a challenge. We will cover todays best practices for finding new customers and how to keep them happy!

### MANAGEMENT TRACK: 3:45 PM – 5:30 PM

#### >>The Profitable Service Advisor - Selling for Fun and Profit

**Presented by:** Mark Seawell, The Institute for Automotive Business Excellence

**Description:** Sales should be fun and profitable. Tips and Tricks to achieve both at the same time. Writing a more profitable Repair Order, Value Selling, and closing more sales.





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# 2022 ASCCA EDUCATIONAL CONFERENCE

SEPTEMBER 16-18, 2022

TO ELEVATE & UNITE AUTOMOTIVE PROFESSIONALS & GIVE THEM VOICE



EMBASSY SUITES BY  
HILTON ONTARIO AIRPORT  
3663 E GUASTI ROAD  
ONTARIO, CA 91761



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## 2022 ASCCA EDUCATIONAL CONFERENCE SEPTEMBER 16-18, 2022

EMBASSY SUITES BY HILTON  
ONTARIO AIRPORT • ONTARIO, CA

### EXHIBITOR SCHEDULE

#### FRIDAY SEPTEMBER 16, 2022

3:00 PM – 5:30 PM:  
EXHIBITOR LOAD IN

6:00 PM – 7:30 PM:  
WELCOME RECEPTION

#### SATURDAY SEPTEMBER 17, 2022

7:00 AM – 5:30 PM:  
TABLETOPS OPEN

#### SUNDAY SEPTEMBER 18, 2022

7:00 AM – 12:00 PM:  
TABLETOPS OPEN

12:00 PM:  
EXHIBITOR BREAKDOWN

### LOCATION

Embassy Suites by Hilton Ontario Airport  
3663 E Guasti Rd, Ontario, CA 91761  
**909.605.0281**

Rate - \$189.00/night (Plus Taxes and fees)

**Reservations Deadline: August 26, 2022**

**Be sure to book your room via this link**, through the ASCCA meeting webpage or by phone in order to be given the discounted rate. If you call the hotel, tell the hotel representative that you are attending the ASCCA Educational Conference to receive the group rate.

Staying in guest rooms at the official meeting hotel not only puts you in the center of the action, is also helps ASCCA meet its contracted number of rooms with the hotel. Meeting the contracted room block prevents ASCCA from owing the hotel money later, which ultimately keeps costs to attendees as low as possible in future years.

### DISCLAIMER:

We strongly encourage you to make hotel reservations for the educational conference directly with the official host hotel, Embassy Suites by Hilton Ontario Airport. Please be cautious and aware that any solicitation you receive regarding housing services is coming from a third-party company that is not endorsed by or affiliated with ASCCA in any way. Room reservations made on your behalf by an outside company may not be guaranteed. ASCCA is not responsible for any reservations made outside of the official hotel block.





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## 2022 ASCCA EDUCATIONAL CONFERENCE SEPTEMBER 16-18, 2022

EMBASSY SUITES BY HILTON  
ONTARIO AIRPORT • ONTARIO, CA

### 2022 ASCCA EDUCATIONAL CONFERENCE SPONSORSHIP OPPORTUNITIES

Becoming a sponsor is a great way to show your support of the association and the educational opportunities that the association provides to its members.

Sponsorship Level	Diamond \$4,000	Platinum \$3,000	Gold \$2,000	Silver \$1,500	Exhibitor Member \$1,000 Non-Member \$1,250
Educational Conference Exhibit Space 6' - Table Top 2 Chairs	X	X	X	X	X
Event Sponsor with Logo Recognition for:	Welcome Dinner & Video/Speech	1. AV Sponsor - Logo on all screens between sessions 2. Wi-Fi Sponsor - Password available at your booth 3. Lunch Sponsor - Logo displayed at Lunch	Bag Sponsor Badge Sponsor	Coffee Sponsor	
Registrations included	6	5	4	3	2
Recognition in Marketing Materials, Conference Signage and program, Annual Meeting Website, E- Newsletter Following the Educational Conference	Logo	Logo	Logo	Logo	Listing
Conference Bag Insert	X	X	X	X	NA

Looking to exhibit at this year's conference? ASCCA has tabletops available for vendors during the educational conference. Exhibit tables will be 6-foot, draped, with two chairs and a waste basket. You will also be listed in the conference materials as an exhibitor.

#### TABLETOP PRICE:

Member - \$1,000

Non-Member - \$1,250

*\*Pricing includes two tickets to the full conference.*

#### EXHIBITOR CANCELLATION POLICY:

If an exhibitor is unable to occupy and/or use the exhibit space contracted for and should that exhibitor notify ASCCA in writing on or by August 19, 2022, all fees paid by exhibitor, less a processing fee of \$250 of the net contract price, will be refunded. No refund of any fees will be made of notice is received after August 19, 2022.

#### COVID & SAFETY MEASURES:

ASCCA is working with the team at the Embassy Suites by Hilton Ontario Airport to ensure that our exhibitors can conduct business in the safest possible environment. We are monitoring CDC Guidelines and reserve the right to relocate booths and meeting space. ASCCA will have a full list of guidelines closer to the meeting.



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

## 2022 ASCCA EDUCATIONAL CONFERENCE SEPTEMBER 16-18, 2022

EMBASSY SUITES BY HILTON  
ONTARIO AIRPORT • ONTARIO, CA

### EXHIBITOR TERMS & CONDITIONS

A. General Agreement: The undersigned hereby applies for tabletop exhibit space as indicated, for the use at the ASCCA Educational Conference held September 16-18, 2022 at the Ontario Embassy Suites Hotel in Ontario, CA.

We understand that space will be assigned based on a first come, first served basis, as explained in the Exhibitor Prospectus. PRIORITY ASSIGNMENT WILL BE GIVEN TO THOSE OUTLINED ACCORDING TO SPONSORSHIPS.

It is understood that ASCCA may revoke this contract at any time if it determines, in its sole discretion, that the products and services we intend to exhibit are not suitable of appropriate. It is also understood that in some cases we may be allowed to continue exhibiting as long as items deemed inappropriate by ASCCA are removed.

We understand the aforementioned rate includes use of exhibit space, in accordance with the Exhibitor's Prospectus. This rate includes use of exhibit space on Friday, September 16, 2022 to Sunday September 18, 2022.

B. Set-up: Exhibitors may set up displays on Friday, September 16th at NOON. Exhibitors must be completely set up by 5 p.m. on Friday, September, 16th.

C. Exhibit Hours: (Subject to Change): Friday, September 16 • Saturday, September 17 • Sunday, September 18, 2022

D. Dismantling: All displays must be removed and the exhibit area cleaned starting at 8pm on Sunday.

E. Display Rules:

a. Exhibitors will be provided with a 6' long draped table, two chairs and a trash can.

b. Size restrictions – Exhibitors are not permitted to have displays which exceed their designated space. Aisles must be kept clear; no items may block or narrow aisles, by order of Fire Marshal. Any items that do block aisles will be removed.

F. Special Requirements: Exhibitors must contact Hotel contact to order electricity. There will be an additional fee charged by the hotel. If you have any other special requirements, such as free-standing displays, or any questions, please call ASCCA Headquarters.

G. Shipment of Materials: All shipping charges are the responsibility of individual exhibitors. Once Registered as an exhibitor, all materials should be sent labeled as follows:

Embassy Suites Ontario  
GUEST: [your name]  
C/O: ASCCA Educational Conference  
3663 E Guasti Rd  
Ontario, CA 91761

H. Security: Exhibitors will be responsible for their own displays at all times. Valuable items should not be kept in the Exhibit Hall. The Exhibit Hall will be locked during evening hours; however, ASCCA is not responsible for lost or stolen items.

I. Outside Events: As a courtesy to all exhibitors, hospitality suites hosted by exhibitors and private parties shall not be permitted during the scheduled hours of the Exhibit Hall, ASCCA meetings or other ASCCA functions. Exhibitors scheduling private functions in conflict with official ASCCA events will jeopardize their participation in future ASCCA events. Exhibitors desirous of participating as an event sponsor should contact ASCCA in order to make arrangements.

J. Insurance & Liability: It is agreed that Exhibitor assumes the entire responsibility and liability for losses, damages and claims arising out of injury to persons or damage to exhibitor's displays, equipment or other property brought upon the premises of Embassy Suites Ontario Hotel, and its owners, servants, agents and employees against all claims or expenses for such losses, including reasonable attorney's fees, arising out of the use of the hotel premises excluding any liability caused by negligence of ASCCA or Embassy Suites Ontario, Ontario, CA, and its owners, servants, agents and employees. The exhibitor understands that neither ASCCA nor Embassy Suites Ontario, Ontario, CA maintain insurance covering the Exhibitor's property or lost revenue and it is the sole responsibility of the Exhibitor to obtain such insurance. Furthermore, the Exhibitor may not permit anything to be done by their employees through which act the premises, property or equipment of Embassy Suites Ontario, Ontario, CA or other exhibits will be damaged. No signs or articles can be affixed, nailed or otherwise attached to walls, doors, etc., in such a manner to deface or destroy them. Likewise, no attachments can be made to the floors by nails, screws or other devices that would damage them. All space is leased and subject to these restrictions. Exhibitors will be held liable for damages in such violation(s).

K. Cancellation of Space: Cancellations must be made in writing. A refund, less a \$100 administrative fee will be assessed. No refunds will be issued after August 1, 2022. Email Natalie Perry at nperry@amgroup.us

#### AUTHORIZATION:

We agree to abide by all rules and regulations governing the ASCCA 2022 Educational Conference as printed in the Exhibitor Prospectus Terms and Conditions.

Signature: \_\_\_\_\_ Date: \_\_\_\_\_



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

## 2022 ASCCA EDUCATIONAL CONFERENCE SEPTEMBER 16-18, 2022

EMBASSY SUITES BY HILTON  
ONTARIO AIRPORT • ONTARIO, CA

### EXHIBITOR REGISTRATION FORM

#### CONTACT INFORMATION

Company Name: \_\_\_\_\_ Contact Person: \_\_\_\_\_  
Contact Email: \_\_\_\_\_  
(The Following Information to be printed in the Onsite Program)  
Street Address: \_\_\_\_\_ City, State: \_\_\_\_\_ Zip: \_\_\_\_\_  
Phone: \_\_\_\_\_ Cell: \_\_\_\_\_ Website: \_\_\_\_\_  
Company Category: \_\_\_\_\_

**BASED ON YOUR PACKAGE PLEASE LIST THE NAMES AND EMAILS  
OF THOSE WHO WILL BE ATTENDING THE MEETING AS STAFF.**

#### EXHIBITORS

ATTENDEE NAME: \_\_\_\_\_  
TITLE: \_\_\_\_\_  
EMAIL: \_\_\_\_\_  
ALLERGIES: \_\_\_\_\_

ATTENDEE NAME: \_\_\_\_\_  
TITLE: \_\_\_\_\_  
EMAIL: \_\_\_\_\_  
ALLERGIES: \_\_\_\_\_

ATTENDEE NAME: \_\_\_\_\_  
TITLE: \_\_\_\_\_  
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TITLE: \_\_\_\_\_  
EMAIL: \_\_\_\_\_  
ALLERGIES: \_\_\_\_\_

ATTENDEE NAME: \_\_\_\_\_  
TITLE: \_\_\_\_\_  
EMAIL: \_\_\_\_\_  
ALLERGIES: \_\_\_\_\_

#### ADDITIONAL EXHIBITOR BADGES:

\$234 for Members • \$284 for Non-Members

#### EXHIBITOR CANCELLATION POLICY:

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#### EXHIBITOR SPACE/PAYMENT

Exhibit Amount: \$ \_\_\_\_\_  
Additional Badges: \$ \_\_\_\_\_  
Sponsorship Level: \$ \_\_\_\_\_  
Total: \$ \_\_\_\_\_

Sponsorship Item: \_\_\_\_\_

#### Payment Information:

##### **Circle One:**

MasterCard • VISA • Discover • American Express

Credit Card Number: \_\_\_\_\_

Exp Date: \_\_\_\_\_ Security Code: \_\_\_\_\_

Name on Card: \_\_\_\_\_

Billing Address: \_\_\_\_\_

City: \_\_\_\_\_

State: \_\_\_\_\_ Zip: \_\_\_\_\_

Signature: \_\_\_\_\_

**Payment is due in full at the time of registration.**

#### **Contact:**

Email completed forms, questions  
or concerns to Natalie Perry,  
ASCCA Events Manager at  
[nperry@amgroup.us](mailto:nperry@amgroup.us)

One Capitol Mall, Suite 800  
Sacramento, CA 95814

[info@ascca.com](mailto:info@ascca.com) • [www.ascca.com](http://www.ascca.com)

ASCCA 2022 Educational Conference  
Marketing Schedule

Month	Date	Day	Media type	Topic
June	2nd	Thursday	Email	General Registration
June	9th	Thursday	Email	Agenda
June	16th	Thursday	Email	Lukes Video
June	23rd	Thursday	Email	Ontario Desitination
June	30th	Thursday	Email	Sponsor/Vendor Listing
July	7th	Thursday	Email	Hotel Highlight and rooming Rate
July	14th	Thursday	Email	Videos from leadership
July	21st	Thursday	Email	Speaker Highlight
July	28th	Thursday	Email	General Registration
August	4th	Thursday	Email	Sponsor/Vendor Listing
August	11th	Thursday	Email	Ontario Desitination
August	18th	Thursday	Email	Videos from leadership
August	25th	Thursday	Email	Agenda
September	1st	Thursday	Email	2 Weeks till the Conference
September	8th	Thursday	Email	Last Chance to Register
September	13th	Tuesday	Email	Know before you go to Attendees
September	20th	Tuesday	Email	Survey



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

## Automotive Service Councils of California

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

# AGENDA

## ASCCA MEMBERSHIP COMMITTEE

June 25, 2022 | 1:00pm – 1:45pm

Zoom Meeting ID: 830 9040 6680

<https://us06web.zoom.us/j/83090406680>

One tap mobile

+16699006833,,83090406680# US (San Jose)

+12532158782,,83090406680# US (Tacoma)

12:45pm	Meeting Room Opens	
1:00pm	Call to Order, Roll Call, Welcome Guests	A. Roberts/A. Mullinax
1:01pm	Committee Members Introduced	A. Roberts
1:02pm	Introduce New Regular Members	A. Roberts
1:04pm	Overview of Introductory Membership <ul style="list-style-type: none"><li>- Benefits Comparison Flyer – <i>encl.</i></li><li>- Sample Chapter Flyers – <i>encl.</i></li></ul>	A. Roberts
1:06pm	List of New Introductory Members	A. Roberts
1:08	“Membership” Game	A. Roberts
1:43pm	Closing Remarks	A. Roberts
1:45pm	Adjourn to Next Meeting of July 14, 2022 at 6pm	A. Roberts

2022 Meeting Attendance												
Member	January	February	March	April	May	June	July	August	September	October	November	December
Angi Roberts (Chair)	X	X	X	x	X							
Stephanie Pitari (Vice Chair)	A	X	A	A	A							
Daniel Costa	X	A	x	x	x							
Shannon Devery (DFG)	X	E	X	x	x							
John Eppstein	X	X	E	A	x							
Jimmy Lea	A	X	A	x	A							
Carolyn Coquillette - President	X	E	X	x	x							
Lee Chesnin - Vice President	X	X	X	x	X							
John Camara (Advisory)	X	A	A	A	A							
Rocky Khamenian (Advisory)	x	A	A	x	A							
Rory Balmer (Advisory)	x	x	E	x	x							
Guests:												
Davie Bauld				x								
Joseph Appler				x								
Glenn Davis				x								
Craig Johnson				x								
Larry Moore				x								
Bob Toepp				x								
Tim Chakarian					x							
Paul Grech				x								

x= In Attendance

a = Absent

e=excused





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



**Join the ASCCA today!**  
**Membership has many benefits!**

**Check out the what's available for Members.**

### **FREE TRIAL MEMBERSHIP**

Announced in 2022, **our NEW Introductory Membership** gives shop owners an opportunity to learn about the ASCCA and their local Chapter while enjoying some limited paid member benefits:

- ✓ Network on TEAMtalk
- ✓ Private Facebook Group
- ✓ Local & Statewide Networking & Events
- ✓ Government Affairs Updates

### **ANNUAL PAID MEMBERSHIP**

Some of the benefits available for **annual paid memberships:**

- ✓ Network on TEAMtalk
- ✓ Private Facebook Group
- ✓ Networking & Events
- ✓ Government Affairs Updates
- ✓ Communications
- ✓ Education
- ✓ Free Legal Counsel
- ✓ Free HR Services
- ✓ Free Business Consulting
- ✓ 401K Benefit Program
- ✓ and more!



**SCAN NOW to  
learn more!**

**To Unite and Elevate Automotive Professionals and Give Them Voice**

**ASCCA – An Association of Professionals in the Automotive Service Industry in Chapters throughout the State of California and beyond**



## MEMBERSHIP OPPORTUNITY!

# JOIN FOR FREE

Try ASCCA for 6 months free of charge  
and experience what being an  
ASCCA member has to offer!



### Network on TEAMtalk

An open forum that ASCCA members  
use to discuss their issues, openly  
ask for advice from peers, and  
connect online.



### Advocacy

Do you want your voice heard in  
Sacramento? As a member of ASCCA, you  
are part of the efforts to promote and  
protect the industry at the Capitol!

## Join Today!

Start your 6 month free trial today.



Scan here to  
join now!

To Unite and Elevate Automotive Professionals and Give Them Voice

*ASCCA - An Association of Professionals in the Automotive Service  
Industry in Chapters throughout the State of California and beyond*



# Automotive Service Councils of California

## The Association Membership that Matters Most for You

The Automotive Service Councils of California – ASCCA – is here to help you improve your repair shop operations today, saving you time AND money while positioning your shop and the industry for long-term growth and success tomorrow.



### Fighting for the Industry To Unite and Elevate Automotive Professionals and Give Them Voice

Doing business in California comes with countless challenges – ASCCA helps to shape state laws and regulations to minimize their impacts on auto repair shops and make them work in the real-world. With our relationship with the Bureau of Automotive Repair, we are able to help create guidelines that protect the consumer as well as our shops.



### Accessible Network

ASCCA members represent a wealth of information and experience – through the Team Talk online forum, webinars, local chapter events, and state-level events you can tap into a large network for advice and insights to improve your skill set and business.



### Access to Information

Auto repair shop owners wear many hats – and ASCCA will give you information and tools to be a successful small business owner. ASCCA's free legal consultations (valued at \$225 per month), business management advice, HR services, industry education and access to business supplies and services can all make your job easier and your business more profitable. ASCCA provides access to the top shop owners across the state to discuss ideas and strategies to better run your business.



### Positioning You for the Future

The industry landscape is changing, and auto repair shop needs as well as our customers' needs are evolving – ASCCA will help you navigate these changes with cutting edge training and information. ASCCA will help you understand new vehicle systems, guide you in creating new procedures and processes to effectively and profitably run your business, and help you adopt the right technologies so you are best prepared to serve your customers moving forward.



**Scan here to  
join now!**

Questions? Call ASCCA Chapter 5 at  
626-296-6961 or [asca.05@gmail.com](mailto:asca.05@gmail.com)

We meet the first Tuesday of every  
month in Pasadena.

Reserve your space. Dinner is on us!





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Professionals in Automotive Service ~ Since 1940

## Automotive Service Councils of California

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

# AGENDA

## ASCCA REVENUE & BENEFITS COMMITTEE

June 25, 2022 | 1:45pm – 2:30pm

Zoom Meeting ID: 830 9040 6680

<https://us06web.zoom.us/j/83090406680>

One tap mobile

+16699006833,,83090406680# US (San Jose)

+12532158782,,83090406680# US (Tacoma)

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

- |      |  |              |
|------|--|--------------|
| I.   | CALL TO ORDER  | J. Silverman |
| II.  | ROLL CALL  | A. Mullinax  |
|      | a. Review Attendance Record – <i>encl.</i>   |              |
| III. | Update on Current Partners.  | J. Silverman |
|      | a. Review Income to date: \$42,650 in <i>CP Payments &amp;</i><br><i>\$17,007</i> in <i>Revenue Share</i> . <b>Grand Total: \$59,657</b> |              |
| IV   | Old/New Business   | J. Silverman |
|      | a. New Corporate Partner – <b>360 Payments</b>   |              |
|      | b. ASCCA Educational Conference – Exhibitor Prospectus – <i>encl.</i>  |              |
|      | c. TeamTalk Rules for Corporate Partners – <i>encl.</i>  |              |
|      | d. Next Meeting Date   |              |
| V.   | Adjourn  |              |

### 2022 Revenue Benefits Committee Attendance Record

Members	Jan	Feb	March	April	May	June	July	August	Sept	Oct	Nov	Dec
Jim Silverman (Chair)	x		X	X	X							
Rob Morrell (Vice Chair)	x		A	A	A							
Carolyn Coquillette (President)	x		E	X	E							
Lee Chesnin (Vice President)	x		E	X	X							
Daniel Costa	x		X	X	X							
John Eppstein	x		X	X	X							
Rocky Khamenian	x		X	X	X							
Dave Kusa	x		X	X	X							
Todd Westerlund	E		E	A								
Maylan Newton (Advisor)	A		A	A	A							

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

Guests:	Jan	Feb	March	April	May	June	July	August	Sept	Oct	Nov	Dec
Mark Warren	x											
Rory Balmer	x		X	X	X							
Jesse Meddaugh			X									



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# 2022 ASCCA EDUCATIONAL CONFERENCE

SEPTEMBER 16-18, 2022

TO ELEVATE & UNITE AUTOMOTIVE PROFESSIONALS & GIVE THEM VOICE



EMBASSY SUITES BY  
HILTON ONTARIO AIRPORT  
3663 E GUASTI ROAD  
ONTARIO, CA 91761

EXHIBITOR  
PROSPECTUS





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

## 2022 ASCCA EDUCATIONAL CONFERENCE SEPTEMBER 16-18, 2022

EMBASSY SUITES BY HILTON  
ONTARIO AIRPORT • ONTARIO, CA

### EXHIBITOR SCHEDULE

#### FRIDAY SEPTEMBER 16, 2022

3:00 PM – 5:30 PM:  
EXHIBITOR LOAD IN

6:00 PM – 7:30 PM:  
WELCOME RECEPTION

#### SATURDAY SEPTEMBER 17, 2022

7:00 AM – 5:30 PM:  
TABLETOPS OPEN

#### SUNDAY SEPTEMBER 18, 2022

7:00 AM – 12:00 PM:  
TABLETOPS OPEN

12:00 PM:  
EXHIBITOR BREAKDOWN

### LOCATION

Embassy Suites by Hilton Ontario Airport  
3663 E Guasti Rd, Ontario, CA 91761  
**909.605.0281**

Rate - \$189.00/night (Plus Taxes and fees)

**Reservations Deadline: August 26, 2022**

**Be sure to book your room via this link**, through the ASCCA meeting webpage or by phone in order to be given the discounted rate. If you call the hotel, tell the hotel representative that you are attending the ASCCA Educational Conference to receive the group rate.

Staying in guest rooms at the official meeting hotel not only puts you in the center of the action, is also helps ASCCA meet its contracted number of rooms with the hotel. Meeting the contracted room block prevents ASCCA from owing the hotel money later, which ultimately keeps costs to attendees as low as possible in future years.

### DISCLAIMER:

We strongly encourage you to make hotel reservations for the educational conference directly with the official host hotel, Embassy Suites by Hilton Ontario Airport. Please be cautious and aware that any solicitation you receive regarding housing services is coming from a third-party company that is not endorsed by or affiliated with ASCCA in any way. Room reservations made on your behalf by an outside company may not be guaranteed. ASCCA is not responsible for any reservations made outside of the official hotel block.



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Sponsorship Level	Diamond \$4,000	Platinum \$3,000	Gold \$2,000	Silver \$1,500	Exhibitor Member \$1,000 Non-Member \$1,250
Educational Conference Exhibit Space 6' - Table Top 2 Chairs	X	X	X	X	X
Event Sponsor with Logo Recognition for:	Welcome Dinner & Video/Speech	1. AV Sponsor - Logo on all screens between sessions 2. Wi-Fi Sponsor - Password available at your booth 3. Lunch Sponsor - Logo displayed at Lunch	Bag Sponsor Badge Sponsor	Coffee Sponsor	
Registrations included	6	5	4	3	2
Recognition in Marketing Materials, Conference Signage and program, Annual Meeting Website, E- Newsletter Following the Educational Conference	Logo	Logo	Logo	Logo	Listing
Conference Bag Insert	X	X	X	X	NA

Looking to exhibit at this year's conference? ASCCA has tabletops available for vendors during the educational conference. Exhibit tables will be 6-foot, draped, with two chairs and a waste basket. You will also be listed in the conference materials as an exhibitor.

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ONTARIO AIRPORT • ONTARIO, CA

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Embassy Suites Ontario

GUEST: [your name]

C/O: ASCCA Educational Conference

3663 E Guasti Rd

Ontario, CA 91761

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J. Insurance & Liability: It is agreed that Exhibitor assumes the entire responsibility and liability for losses, damages and claims arising out of injury to persons or damage to exhibitor's displays, equipment or other property brought upon the premises of Embassy Suites Ontario Hotel, and its owners, servants, agents and employees against all claims or expenses for such losses, including reasonable attorney's fees, arising out of the use of the hotel premises excluding any liability caused by negligence of ASCCA or Embassy Suites Ontario, Ontario, CA, and its owners, servants, agents and employees. The exhibitor understands that neither ASCCA nor Embassy Suites Ontario, Ontario, CA maintain insurance covering the Exhibitor's property or lost revenue and it is the sole responsibility of the Exhibitor to obtain such insurance. Furthermore, the Exhibitor may not permit anything to be done by their employees through which act the premises, property or equipment of Embassy Suites Ontario, Ontario, CA or other exhibits will be damaged. No signs or articles can be affixed, nailed or otherwise attached to walls, doors, etc., in such a manner to deface or destroy them. Likewise, no attachments can be made to the floors by nails, screws or other devices that would damage them. All space is leased and subject to these restrictions. Exhibitors will be held liable for damages in such violation(s).

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#### AUTHORIZATION:

We agree to abide by all rules and regulations governing the ASCCA 2022 Educational Conference as printed in the Exhibitor Prospectus Terms and Conditions.

Signature: \_\_\_\_\_ Date: \_\_\_\_\_



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

## 2022 ASCCA EDUCATIONAL CONFERENCE SEPTEMBER 16-18, 2022

EMBASSY SUITES BY HILTON  
ONTARIO AIRPORT • ONTARIO, CA

### EXHIBITOR REGISTRATION FORM

#### CONTACT INFORMATION

Company Name: \_\_\_\_\_ Contact Person: \_\_\_\_\_  
Contact Email: \_\_\_\_\_  
(The Following Information to be printed in the Onsite Program)  
Street Address: \_\_\_\_\_ City, State: \_\_\_\_\_ Zip: \_\_\_\_\_  
Phone: \_\_\_\_\_ Cell: \_\_\_\_\_ Website: \_\_\_\_\_  
Company Category: \_\_\_\_\_

**BASED ON YOUR PACKAGE PLEASE LIST THE NAMES AND EMAILS  
OF THOSE WHO WILL BE ATTENDING THE MEETING AS STAFF.**

#### EXHIBITORS

ATTENDEE NAME: \_\_\_\_\_  
TITLE: \_\_\_\_\_  
EMAIL: \_\_\_\_\_  
ALLERGIES: \_\_\_\_\_

ATTENDEE NAME: \_\_\_\_\_  
TITLE: \_\_\_\_\_  
EMAIL: \_\_\_\_\_  
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ALLERGIES: \_\_\_\_\_

ATTENDEE NAME: \_\_\_\_\_  
TITLE: \_\_\_\_\_  
EMAIL: \_\_\_\_\_  
ALLERGIES: \_\_\_\_\_

#### ADDITIONAL EXHIBITOR BADGES:

\$234 for Members • \$284 for Non-Members

#### EXHIBITOR CANCELLATION POLICY:

If an exhibitor is unable to occupy and/or use the exhibit space contracted for and should that exhibitor notify ASCCA in writing on or by August 19, 2022, all fees paid by exhibitor, less a processing fee of \$250 of the net contract price, will be refunded. No refund of any fees will be made of notice is received after August 19, 2022.

#### EXHIBITOR SPACE/PAYMENT

Exhibit Amount: \$ \_\_\_\_\_  
Additional Badges: \$ \_\_\_\_\_  
Sponsorship Level: \$ \_\_\_\_\_  
Total: \$ \_\_\_\_\_

Sponsorship Item: \_\_\_\_\_

#### Payment Information:

##### Circle One:

MasterCard • VISA • Discover • American Express

Credit Card Number: \_\_\_\_\_

Exp Date: \_\_\_\_\_ Security Code: \_\_\_\_\_

Name on Card: \_\_\_\_\_

Billing Address: \_\_\_\_\_

City: \_\_\_\_\_

State: \_\_\_\_\_ Zip: \_\_\_\_\_

Signature: \_\_\_\_\_

**Payment is due in full at the time of registration.**

#### Contact:

Email completed forms, questions  
or concerns to Natalie Perry,  
ASCCA Events Manager at  
[nperry@amgroup.us](mailto:nperry@amgroup.us)

One Capitol Mall, Suite 800  
Sacramento, CA 95814

[info@ascca.com](mailto:info@ascca.com) • [www.ascca.com](http://www.ascca.com)



## ASCCA TeamTalk

### TeamTalk Rules

TeamTalk was set up as an open forum for members to use to discuss issues of relevance to the membership or the automotive industry at large. Questions and posts should be limited to those things that are of interest to the membership at large. This is a member-to-member discussion list.

*TeamTalk is NOT intended for use as a communications vehicle to reach the ASCCA Staff, ASCCA Committees, ASC Insurance Services or the ASCCA Board of Directors.*

Any items related to staff, committee, insurance, or board need to be addressed to the appropriate parties directly using the contact page. This mechanism has been set up so that you don't have to be on a board or committee email distribution list to have your message forwarded. Simply choose the party(s) you wish to contact, and the message will be routed appropriately. Please do not post technical (mechanical repair, etc.) questions to this forum. *Please use forums such as iATN for those postings.*

This list is only open to current, paid up Regular, Associate, and Educator members of ASCCA. (Note: Corporate Partners are considered Associate members and are thus already included in TeamTalk.)

Participation in this list is a privilege and is NOT a right of membership. There is a moderator who takes care of technical issues. There is also a board of advisors made up of members, who assist the moderator and who decide if members are subject to disciplinary action, (removal from the list), if found to be in violation of the rules.

### LIST ETIQUETTE

The following guidelines were set up to help TeamTalk operate in an orderly fashion. Violations are subject to disciplinary action which may include removal from the list.

- 1) Refrain from "flaming" or using profanity. ("Flaming" is sending back angry, biting responses, "getting personal" and calling people names or otherwise belittling them. The use of sarcasm, profanity, "challenges" or other unpleasantness is not appreciated by list members. Remember, posts are seen by EVERYONE, not just the person you are responding to.)
- 2) What does on TeamTalk stays on TeamTalk. (TT is meant to be an in-house discussion group for ASCCA members. Although there is an exception of "privacy" NOTHING sent via email is truly private. Please do not forward messages! REMEMBER – your

behavior reflects on the association as a whole and your messages get around to outside entities whether you want them to or not. Maintain your professionalism at all times!)

- 3) Stick to relevant topics authorized for TeamTalk. (Topics appropriate to TT are matters of interest to the membership at large meaning industry information, announcements, questions about your shop, chapter activities, legislative issues, etc. Emails directed to staff, directors, or committees should be sent to address listed on the contact page. From time to time, matters related to individual ASCCA members (i.e., notification of illness or death), are permitted.)
- 4) Do not post Forwarded Items, Jokes, Spam, Virus warnings, etc., to TeamTalk.
- 5) Send relevant responses to TeamTalk. (Don't send "support" posts (such as "kudos", "amen!", or "right on!") to the entire group. Please don't send "TEST" messages if you are wondering if you're still on TT or to see if TT is working. Please address those questions to the list moderator at [info@ascca.com](mailto:info@ascca.com).)
- 6) Keep TeamTalk posts short and concise.
- 7) Do not post copyrighted material to TeamTalk.
- 8) Use appropriate subject lines (Please use "TT:" at the beginning of your subject line.)
- 9) Sign your posts. (Many of you have obscure email addresses that give no clue as to who you are so please sign your first and last name at the bottom of each post.)
- 10) Advertisements, solicitations, commercials, or sale pitches are not permitted on TeamTalk.
- 11) ASCCA Corporate Partners and other Associate members are strongly encouraged to participate in TeamTalk as resources to the Regular members.
- 12) ASCCA Corporate Partners and other Associate Members shall not use TeamTalk for self-promotion or advertisements. These members may respond to posts seeking help or information with a short answer/solution; this response may close with a statement similar to "Reach out to me privately if you have questions or need additional help."
- 13) The signature block used by ASCCA Corporate Partners and other Associate Members shall be scaled appropriately so that the company logo does not exceed 300-400 pixels wide and 70-100 pixels high in size.
- 14) Must comply with the ASCCA Antitrust Policy.

## HOW TO POST MESSAGES

If you are an authorized participant on TeamTalk, send an email message to the following email address: [asc-teamtalk@googlegroups.com](mailto:asc-teamtalk@googlegroups.com) and it will go to everyone on the list.

Hit “Reply to all” when replying to messages. If you have not been authorized yet, or if you are sending from an email address different from the one you subscribed with, the message will be bounced back as undeliverable.



***Automotive Service Councils of California***

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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](mailto:info@ascca.com)

## **AGENDA**

### **ASCCA Chapter Representatives Committee**

June 25, 2022 | 1:45pm – 4:30pm

Chapter Resources Google Folder

[https://drive.google.com/drive/folders/0BzVmUM\\_HVdvbSEVknIJwYzc0RkE?resourcekey=0-FW5qmmYYA23otu2NMZA2cQ&usp=sharing](https://drive.google.com/drive/folders/0BzVmUM_HVdvbSEVknIJwYzc0RkE?resourcekey=0-FW5qmmYYA23otu2NMZA2cQ&usp=sharing)

Zoom Meeting ID: 830 9040 6680

<https://us06web.zoom.us/j/83090406680>

One tap mobile

+16699006833,,83090406680# US (San Jose)

+12532158782,,83090406680# US (Tacoma)

#### *Committee Mission:*

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

- |     |   |             |
|-----|---|-------------|
| I   | Call to Order   | D. Bauld    |
| II  | Roll Call   | A. Mullinax |
| III | Minutes Approval: May 26, 2022  | D. Bauld    |
| IV  | Upcoming Events, Deadlines, and Reminders   | A. Mullinax |
|     | <ul style="list-style-type: none"><li>• August 1<sup>st</sup> – Affiliation Agreements with Chapter Board Resolution</li><li>• August 1<sup>st</sup> – Submitting of Nomination Applications for ASCCA Board of Directors - <i>encl</i></li><li>• September 16<sup>th</sup> – 18<sup>th</sup> – ASCCA Educational Conference / Chapter Reps and Board Meetings (Ontario) – <i>encl</i>.</li><li>• November 19<sup>th</sup> – 20<sup>th</sup> – ASCCA Team Weekend (Sacramento)</li><li>• Text Messaging Subscribing – <i>encl</i>.</li><li>• ASCCA Advantage – <i>encl</i>.</li></ul> |             |

V Discussion Items

D. Bauld

- ASCCA Sponsored 401K Program (Grant Knox)
- Updates/Reports
  - ASCEF
  - Others
- Chapter Health and Activities
- Roundtable

VI Adjourn to the next meeting of July 28<sup>th</sup> at 6pm

	<i>Jan TW</i>	<i>Feb</i>	<i>March</i>	<i>April</i>	<i>May</i>	<i>June</i>	<i>July</i>	<i>Aug</i>	<i>Sept</i>	<i>Oct</i>	<i>Nov</i>	<i>Dec</i>
<b>Davie Bauld (14), Chair</b>	X	X	x	x	X							
Tim Chakarian (5) Vice Chair	X	X	E	x	X							
Lee Chesnin (12)	X	X	x	x	X							
Stephen Small (16)	A	A	x	A	A							
Dennis Schoedl (18)	A	A	A	A	A							
Tony Callas (1940)	A	A	A	A	A							
Andrei Obolenskiy (20)	X	X	x	x	E							
Paul Grech (21)	X	A	A	A	A							
Eric Sevim/Angi Roberts (23)	X	X	x	x	X							
Steve Vanlandingham/Stuart Terry (24)	X	X	x	x	x							
Zarkis Martirosian (25)	X	X	A	x	x							
John Camara (26)	X	E	x	x	E							
Bob Toepp (28)	X	X	A	x	X							
Dave Kusa (42)	X	E	x	x	X							
Tatsu Tsuchida (48)	X	X	E	x	E							
Rob Pitari (99)	A	A	x	A	A							
Carolyn Coquillette (President)	x	X	E	x	X							
Guests:												
John Eppstein		X	x	x	x							
Rory Balmer			x	x	x							
Joseph Appler			X	x								
Juan Tepayoti (Ch 99)				x								
Jennifer Barizon (Ch 23)				x								
Craig Johnson				x								
James Justus				x								
Gene Morrill					x							

A = Absent

E = Excused



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# MINUTES

## ASCCA Chapter Reps Committee Meeting

May 26, 2022 | 6:00pm

1. Call to Order  
D. Bauld called the meeting to order at 6:05pm.
2. Roll Call  
**Present:** David Bauld, Tim Chakarian, Lee Chesnin, Angi Roberts, Steve Vanlandingham, Zarkis Martirosian, Bob Toepp, Dave Kusa, Carolyn Coquillet (President)  
**Not present:** Stephen Small, Dennis Schoedl, Tony Callas, Andrei Obolenskiy, Paul Grech, John Camara, Tatsu Tsuchida, Rob Pitari  
**Guests:** John Eppstein, Rory Balmer, Gene Morrill  
**Staff:** Anne Mullinax
3. Minutes Approval – The Minutes from the meeting of April 28, 2022 were approved as presented.
4. Membership Report – A. Mullinax reviewed the reports with the Committee and asked that any corrections be reported to the office.
5. Discussion Items
  - a. ASCCA Nominating Committee – A. Mullinax reported that members interested in serving on the Board of Directors could now apply, with a deadline of August 1<sup>st</sup>. She requested two volunteers from the Chapter Reps Committee to serve on the Nominating Committee, which is being chaired by Rory Balmer as Immediate Past President. These volunteers need to be individuals who do not plan to run for the Board themselves. D. Bauld and T. Chakarian volunteered to serve.  
  
A. Mullinax continued by outlining the importance of attendance at the September 18<sup>th</sup> meeting of the Chapter Reps Committee in Ontario. At that meeting, the Committee will receive the report from the Nominating Committee as well as elect the new Board of Directors. The Committee will also select their own Chair and Vice Chair for 2023. Each Chapter is strongly encouraged to have a representative at that meeting. During this conversation, D. Bauld commented that he was considering not running for Chair of the Chapter Reps Committee for 2023.
  - b. Upcoming ASCCA Events – A. Mullinax asked the Committee to remind their members of the upcoming Team Weekend in San Diego (June 25-26) as well as the



September Educational Conference (September 16-17) in Ontario. Members can easily login through the new membership portal and register for these events. First time attendees to Team Weekend may also submit a simple form to be reimbursed for one night at the host hotel (including parking and taxes).

c. Affiliation Agreement – A. Mullinax reported that each Chapter had received a copy of the updated Affiliation Agreement with the request that the signed document (along with a Board resolution approving the signing) be returned to the State office no later than August 1<sup>st</sup>. She asked that anyone with questions about the document contact her at their earliest opportunity. Otherwise, it was expected that all Chapters would meet the August 1<sup>st</sup> deadline.

d. Multi-Chapter Picnic – C. Coquillet, T. Chakarian, and others who attended the recent multi-Chapter picnic reported on the success of the event. There was a good turnout and attendees enjoyed the social aspect as well as the presentations by Ryan Burton of Leads Near Me and Darin Dinis (Co-Chair of the Connected Cars Committee) of Lucious Garage. Plans are in the works for another joint event during the 3<sup>rd</sup> quarter of the year.

e. Chapter Health & Activities – Members of the Committee described their Chapter activities since the last meeting as well as future plans. Most Chapters are taking active steps to hold meetings in person on a regular basis.

6. Adjournment – The meeting adjourned at 7:12pm to the meeting June 25, 2022 as part of Team Weekend in San Diego.



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**Board of Directors Candidate Application**  
**ASCCA Board of Directors**  
**Two (2) Year Term Commencing January 1, 2023**

**Eligibility Requirements**

A Regular member of the ASCCA who meets the following criteria meets the minimum requirements for Board of Directors nomination consideration:

- Membership is current (in good standing)
- Has served in one of more of the following leadership positions; Chapter officer or a Chapter Representative or an ASCCA committee member.
- Submit completed Board of Directors Candidate Application by **August 1, 2022**.

**Section I - Application (Please print legibly)**

**Name** \_\_\_\_\_  
First MI Last Familiar name

**Business Name:** \_\_\_\_\_

**Business Address:** \_\_\_\_\_

**Business City, State, Zip:** \_\_\_\_\_

**Business Phone:** ( ) \_\_\_\_\_ **Business Fax:** ( ) \_\_\_\_\_

**E-Mail Address:** \_\_\_\_\_ **Chapter #:** \_\_\_\_\_

**Residence**

**Address:** \_\_\_\_\_

**Cell Phone:** \_\_\_\_\_ **E-mail:** \_\_\_\_\_

**Section II - Candidate Profile**

**Business Information** (type of business, years in business, years in that location, etc.)

\_\_\_\_\_

**ASCCA Activities** (Number of years you have been a member, chapter activities and positions held, state level activities and positions held, etc.).

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

**List boards and committees that you serve on, or have served on for other organizations**  
(business, civic, community, fraternal, political, professional, recreational, religious, social).

Organization	Role/Title	Dates of Service

**Personal Information** (*Years involved in the automotive industry, family information you wish to divulge, hobbies, civic activities, professional activities/affiliations, memberships in other fraternal and/or civic organizations, etc.*).

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**Education/Training/Certificates**

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**Optional – Have you received any awards or honors that you would like to mention?**

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**How do you feel ASCCA would benefit from your involvement on the Board?**

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**Skills, experience, and interests** (Please circle all that apply)

Finance, accounting	Education, instruction
Personnel, human resources	Special events
Administration, management	Grant writing
Nonprofit experience	Fundraising
Community service	Outreach, advocacy
Policy development	Other _____
Program evaluation	Other _____
Public relations, communications	Other _____

**Please list any groups, organizations, or businesses that you could serve as a liaison to on behalf of ASCCA.**

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**Please tell us anything else you would like to share.**

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Submit completed application by e-mail to  
Anne Mullinax, [amullinax@amgroup.us](mailto:amullinax@amgroup.us) or fax to (916) 444-7462.  
Completed forms must be received **on or before August 1, 2022.**



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# 2022 ASCCA EDUCATIONAL CONFERENCE

SEPTEMBER 16-18, 2022

TO ELEVATE & UNITE AUTOMOTIVE PROFESSIONALS & GIVE THEM VOICE



EMBASSY SUITES BY  
HILTON ONTARIO AIRPORT  
3663 E GUASTI ROAD  
ONTARIO, CA 91761



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## 2022 ASCCA EDUCATIONAL CONFERENCE SEPTEMBER 16-18, 2022

EMBASSY SUITES BY HILTON  
ONTARIO AIRPORT • ONTARIO, CA

ASCCA Educational Conference is back and better than ever! We are excited to bring this program back to life and engage in the ASCCA community. We have a strong line up of speakers with a focus on effective teamwork, communication and tech. At this year's conference you will gain tools and knowledge to better your social media skills, employee retention, increased sales, team productivity, and day-to-day management.

### HOTEL:

Embassy Suites by Hilton, Ontario Airport  
3663 E Guasti Road, Ontario, CA 91761  
Room Rate: \$189/night

For more information & to make reservations, visit our website at

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

**Dates:** September 16-18, 2022

**Reservations Deadline: August 26, 2022**

Be sure to book your hotel online through the ASCCA meeting webpage in order to be give the discount rate. If you call the hotel, tell the hotel representative that you are attending the ASCCA Educational Conference to receive the group rate.

Staying in guest rooms at the official meeting hotel not only puts you in the center of the action, is also helps ASCCA meet its contracted number of rooms with the hotel. Meeting the contracted room block prevents ASCCA from owing the hotel money later, which ultimately keeps costs to attendees as low as possible in future years.

**DISCLAIMER:** We strongly encourage you to make hotel reservations for the educational conference directly with the official host hotel, Embassy Suites by Hilton Ontario Airport. Please be cautious and aware that any solicitation you receive regarding housing services is coming from a third-party company that is not endorsed by or affiliated with ASCCA in any way. Room reservations made on your behalf by an outside company may not be guaranteed. ASCCA is not responsible for any reservations made outside of the official hotel block.

### SCHEDULE: *\*subject to change*

#### FRIDAY

SEPTEMBER 16, 2022

**4:00 PM – 7:00 PM:**  
REGISTRATION

**6:00 PM – 7:30 PM:**  
WELCOME RECEPTION



#### SATURDAY

SEPTEMBER 17, 2022

**7:00 AM**  
EXHIBITS OPEN

**8:00 AM – 12:00 PM**  
BUSINESS & TECHNICAL  
SESSIONS

**12:00 PM – 1:30 PM**  
LUNCH WITH EXHIBITORS

**1:30 PM – 5:00 PM**  
BUSINESS & TECHNICAL  
SESSIONS

**6:00 PM – 6:30 PM**  
BANQUET RECEPTION

**6:30 PM – 7:30 PM**  
BANQUET

#### SUNDAY

SEPTEMBER 18, 2022

**7:00 AM**  
EXHIBITS OPEN

**8:00 AM – 9:30 AM**  
CHAPTER REPRESENTATIVES  
COMMITTEE MEETING  
& ELECTIONS

**10:00 AM – 11:30 AM**  
BOARD OF DIRECTORS  
MEETING







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## 2022 ASCCA EDUCATIONAL CONFERENCE SEPTEMBER 16-18, 2022

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### REGISTRATION RATE BREAKDOWN:

	Early Bird Rate	Regular Rate (Increase July 21 <sup>st</sup> )
Member	\$199	\$234
Member 2 <sup>nd</sup> Reg*	\$164	\$199
Member 3 <sup>rd</sup> Reg*	\$129	\$164
Introductory Member	\$229	\$264
Introductory Member 2 <sup>nd</sup> Reg*	\$194	\$229
Introductory Member 3 <sup>rd</sup> Reg*	\$159	\$194
Non-Member	\$249	\$284
Non-Member 2 <sup>nd</sup> Reg*	\$214	\$249
Non-Member 3 <sup>rd</sup> Reg*	\$179	\$214

\*Group Registration



### REGISTRATION FORM

#### ATTENDEE 1:

NAME: \_\_\_\_\_  
COMPANY: \_\_\_\_\_  
EMAIL: \_\_\_\_\_  
CELL PHONE: \_\_\_\_\_  
POSITION: \_\_\_\_\_  
ALLERGIES: \_\_\_\_\_

#### ATTENDEE 2:

NAME: \_\_\_\_\_  
COMPANY: \_\_\_\_\_  
EMAIL: \_\_\_\_\_  
CELL PHONE: \_\_\_\_\_  
POSITION: \_\_\_\_\_  
ALLERGIES: \_\_\_\_\_

#### ATTENDEE 3:

NAME: \_\_\_\_\_  
COMPANY: \_\_\_\_\_  
EMAIL: \_\_\_\_\_  
CELL PHONE: \_\_\_\_\_  
POSITION: \_\_\_\_\_  
ALLERGIES: \_\_\_\_\_

#### CANCELLATION/REFUND POLICY:

ASCCA must be noticed of your cancellation in writing. If you cancel your registration on or before August 19, 2022 you will get a refund of your registration fee less a \$50 processing fee. If for any reason you cancel your registration after August 19, 2022, you will not receive a refund of any kind.

#### Payment Information:

##### Circle One:

MasterCard • VISA • Discover • American Express

Credit Card Number: \_\_\_\_\_

Exp Date: \_\_\_\_\_ Security Code: \_\_\_\_\_

Name on Card: \_\_\_\_\_

Billing Address: \_\_\_\_\_

City: \_\_\_\_\_

State: \_\_\_\_\_ Zip: \_\_\_\_\_

Signature: \_\_\_\_\_

**Payment is due in full at the time of registration.**

### Contact:

Email completed forms, questions or concerns to Natalie Perry, ASCCA Events Manager at [nperry@amgroup.us](mailto:nperry@amgroup.us)

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# 2022 ASCCA EDUCATIONAL CONFERENCE AGENDA

REGISTER NOW!



## SATURDAY, SEPTEMBER 17, 2022

\*Tentative Schedule, Subject to Change

### MANAGEMENT TRACK: 8:00 AM – 9:45 AM

#### >>> The Top Five Things TOP SHOPS Do Right Every Time

**Presented by:** Bryan Stasch, Automotive Training Institute

**Description:** *The Top 5 Things Top Shops Do Right Every Time* 1. Perfect/Master the Basics- ARO, Margins, Marketing Plans, Performance Expectations, RO Audits, One on Ones. 2. They are INTIMATE with their Numbers (KPI's) 3. They create a plan, work the plan, stick with the plan, and when it is time - revise the plan. 4. They are not afraid of change or failure 5. They sharpen their saw and keep it sharp. These shops offer no excuses being focused on what's next and best for the shop.

### TECHNICAL TRACK: 8:00 AM – 5:30 PM

#### >>> Network Nightmares: Solving the Diagnostic Distress A real-world, hands-on approach to successful and productive network diagnostics

**Presented by:** Gary Smith, DiagNation & Adam Robertson, CARQUEST Technical Institute

**Description:** There is no doubt that data communications/network issues are amongst the most difficult, time consuming and costly diagnostics that we encounter. It is true that factory scan tools offer expanded testing techniques that are manufacturer specific, but even those dedicated software platforms are not enough to accurately diagnoses these problems in most cases. These problems fall into several categories; codes (some of which are real and others that are just misleading), scan tool errors, vehicle operational errors of just about every imaginable failure and more. This class is designed to provide some sound diagnostic routines and the road maps that we have developed over many years of study and application. There really isn't any one or single routine to diagnosing these issues. In other words, we as technicians need several diagnostic routines to apply based on the situation.

### MANAGEMENT TRACK: 10:15 AM – 12:00 PM

#### >>>The New Back of House SuperStar - Your Tech Mentor

**Presented by:** Jim Bennett, Automotive Training Institute

**Description:** Jim will share the importance of the Technician Mentor for your new techs, any apprentice techs, for the tech themselves and for you, the shop owner. Jim will talk about the importance of soft skills training and the growth opportunity being a mentor presents for the shop and all of your techs.

### LUNCH SESSION: 12:00 PM – 12:30 PM – Maylan Newton with Educational Seminars institute on Mindset and Attitude

### MANAGEMENT TRACK: 1:30 PM – 3:15 PM

#### >>>Understanding the Marketing Lifecycle of Customer Acquisition and Retention: Why your shop NEEDs to be doing both.

**Presented by:** Tony Mercury & Gregg Rainville, Autoshop Solutions

**Description:** Understanding the Marketing Lifecycle Customer Acquisition and Retention: Why your shop NEEDs to be doing both. To run a successful business in todays times it is critical for your shop to understand the life cycle of marketing. Finding new customers isn't always easy, fortunately with Internet marketing it has now become much easier! Keeping customers happy and coming back is also a challenge. We will cover todays best practices for finding new customers and how to keep them happy!

### MANAGEMENT TRACK: 3:45 PM – 5:30 PM

#### >>The Profitable Service Advisor - Selling for Fun and Profit

**Presented by:** Mark Seawell, The Institute for Automotive Business Excellence

**Description:** Sales should be fun and profitable. Tips and Tricks to achieve both at the same time. Writing a more profitable Repair Order, Value Selling, and closing more sales.



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

# Subscribe to ASCCA Text Communications

Receive messages with important information including Legislative updates, Bureau of Automotive Repair Advisory Group (BAG) meetings, training events, chapter events, etc.

Login in to the ASCCA membership portal by [clicking here](#) and update your profile with your cell phone number.



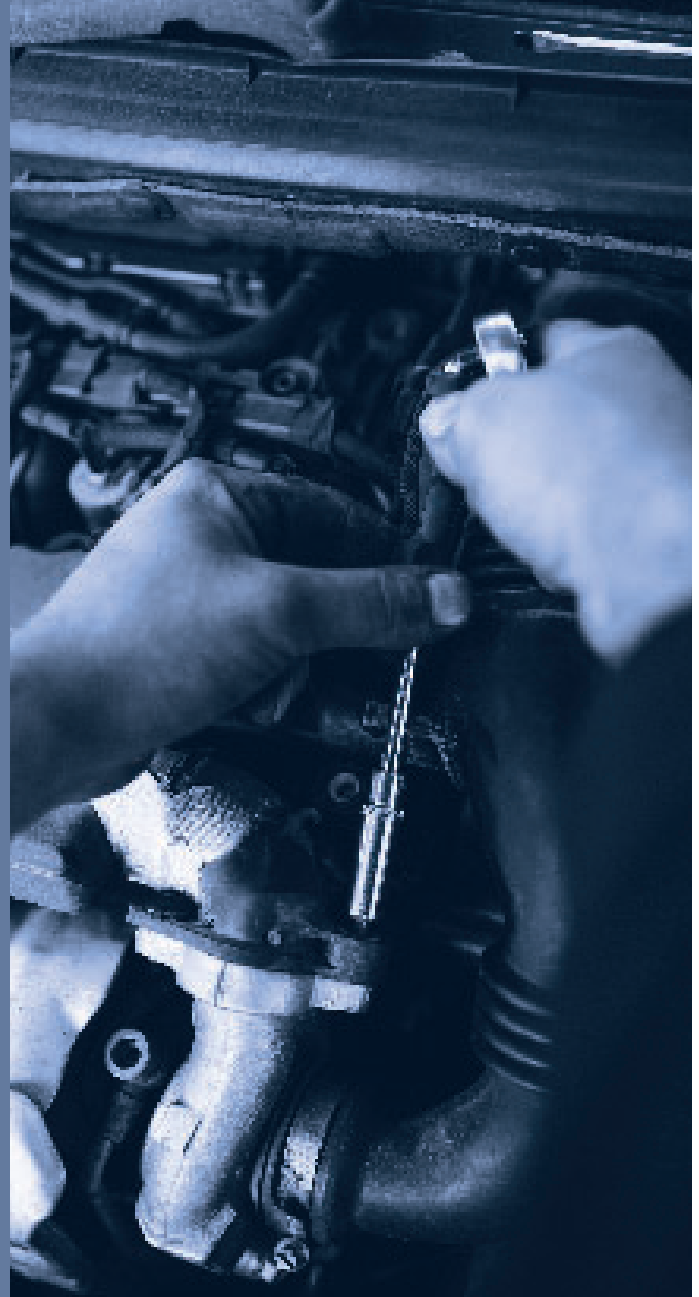


# ASCCA Advantage

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

## The ASCCA Advantage is:

-  Business management coaching
-  Education and training opportunities
-  Free legal consultation
-  Free HR services and resources
-  Access to discounts and rebates
-  Networking events with local chapters
-  Statewide association events and lobby days
-  Information on CA laws impacting shop owners
-  Political representation with the state
-  Updates on industry news
-  Access to TeamTalk – an online forum for peer-to-peer advice on vehicle repair, business issues, and more!



Automotive Service Councils of California, HQ  
One Capitol Mall, Suite 800, Sacramento, CA 95814  
P: (800) 810-4272  
[info@ascca.com](mailto:info@ascca.com) | [www.ascca.com](http://www.ascca.com)





## ASCCA Members Get Access to Corporate Partner Discounts and Benefits

### Business Supplies, Equipment & Services



AESwave specializes in sales and support of automotive diagnostic equipment.

Carlos Menchu (877) 351-9573  
info@aeswave.com



ASCCA members get special pricing for Auto Zone's Platinum Level Membership, timely parts delivery, a 5% quarterly rebate on electronic purchases, free advertising, access to electronic ordering software, and more.

Jim Gray (704) 301-1500  
jim.gray@autozone.com



Opus IVS empowers technicians to meet the challenges of today's increasingly complex vehicles through a range advanced diagnostic, programming, and remote assistance services. Our fully-integrated diagnostic support system combines dealer-trained technician expertise with diagnostic technology to ensure we make our customers more profitable, more accurate, and more efficient.

Kevin Fitzpatrick (631) 486-3506  
kevin.fitzpatrick@opusivs.com



Provides maintenance services, equipment training & consumer education materials. Increase shop hours, parts and labor revenue, shop efficiency, and retention all while improving your customer's driving experience and vehicle performance.

Eric Elbert (805) 490-6080  
EricE@petrospecsBG.com  
Eric Waln (949) 337-2484



ACAT Global delivers cost-effective and cutting-edge solutions that reduce Greenhouse Gases, meeting reliability and durability for all internal combustion engine applications worldwide. ACAT's proprietary catalytic converter technology is engineered for the most demanding of off- and on-road applications.

Chris Griebing (725) 231-4723  
chris.griebing@acatglobal.com



California Employers Services has been making compliance easy since 1997. ASCCA members can email or call for advice on California Labor Laws and Cal-OSHA questions! We know the laws and how they are being enforced. Ask about our 30-day trial or our special packages and prices.

Dave Fischer (559) 472-3542  
cesyes@hotmail.com



Mail Shark helps auto repair shops, quick lube, and tire dealers acquire and retain more customers with strategic weekly direct mail marketing. Our weekly mail marketing strategy provides the ultimate flexibility to customize a mailing and payment schedule that aligns perfectly with every shops goals and budget.

Josh Davis (484) 648-8626  
josh@themailshark.com



NAPA Auto Care is the largest aftermarket repair network in the country with over 16,000 independently owned and nationally recognized automotive, collision, and truck service centers. NAPA's mission is to help all member businesses increase their car count and sell more services.

John Hartman (619) 300-4910  
john\_hartman@genpt.com



Get access to industry-leading service center programs allowing shops to offer a nationwide warranty on most of the repairs they perform every day, a nationwide road-hazard tire warranty, shop management training, nationwide roadside assistance, technician training classes, competitive pricing, early-pay discounts, electronic ordering discounts, and more.

Sergio Gonzales (916) 962-3270  
ASCCA@oreillyauto.com



WORLD PAC supplies automotive replacement parts directly from the most respected manufacturers in the industry. Their speedDIAL Parts Catalog and FulfillmentOrderingSystem can check real-time parts availability. Technical training, business management solutions, and other services for independent shops are provided by experienced professional instructors.

Rob Morrell (510) 755-6058  
rmkroll@gmail.com



Mechanics Marketplace offers the Automotive industry 3 staffing solutions!

1. Turnkey Recruiting
2. A Unique Hiring Service Using an Automated Web Portal
3. An Easy to Use Temporary Staffing Service

Elie Massabkli (800) 989-8094  
info@mechanicsmarketplace.com

## Education, Training & Business Coaching



ATI is the leading coaching and training company, with more than 1,700 active members who represent the best shops in the US and Canada. We help independent auto repair and collision repair shop owners improve their businesses and their lives, with proven, measurable, and field-tested strategies and practices.

Karen Dee (301) 575-9102  
contact@autotraining.net



DRIVE is the largest auto, collision, and truck repair company in North America. With over 25 years of experience, the continuing goals of everyone at DRIVE is to fully arm shop owners with every executive and management tool needed to grow and win in today's business environment.

Carolyn Gray (818) 863-1077  
cgray@driveshops.com



ESI provides repair shops with up-to-date full facility training for management and personnel. ASCCA Members get: exclusive access to discounted training courses; \$700 cost savings on every Service Writer course and \$55 on every seminar (space limited); and FREE 30 minutes of business consulting advice per month.

Maylan Newton (866) 526-3039  
maylan@esiseminars.com

## Insurance & Legal Services



Armstrong & Associates provides ASCCA members with A+ rated property casualty company policy options and an exclusive workers' compensation program including comprehensive safety & claims services. You'll receive the utmost care and service along with the most competitive insurance programs. ASCCA members get a \$100 enrollment discount.

Customer Service (530) 668-2777



CoreMark's team of highly qualified Employee Benefits Consultants offer ASCCA members their valuable support tools and resources proactively helping businesses be in compliance. CoreMark advises ASCCA members on how to make the best possible benefits investment decisions for their businesses as well as attracting and retaining the best talent to grow their business.

Mat Nabity (916) 286-0918  
mnabity@coremarkins.com



ASCCA members receive 30 minutes of free legal advice each month – a \$225 monthly value!

Jack Molodanof (916) 447-0313  
jack@mgrco.org

## Internet Marketing, Web Design & Search Engine Optimization



The Kukui All in One Success Platform provides auto repair shops with a custom website, SEO reliability, robust CRM, PPC management, call tracking, online appointment setting, online payments, social media management, review management, and intuitive analytics. You can also take advantage of customer engagement and trust-building solutions like digital vehicle inspections as well as automated postcard, email and text marketing campaigns.

Greg Waters (415) 516-4948  
greg@kukui.com



RepairPal has over 3,000 Certified shops in its network. These high quality shops offer at least a 12/12 warranty, have a high customer satisfaction rating, and guaranteed fair prices. Millions of monthly website visitors are matched with trustworthy shops in their area and the average customer spends \$600 on their first shop visit. Companies like USAA, CarMax, Consumer Reports, and Verizon send their members and customers to RepairPal Certified shops.

Darrin Baum (916) 826-7195  
dbaum@repairpal.com



Optimize Social Media, Inc. provides professional Social Media setup, maintenance, and design for business and corporate entities.

customerservice  
@optimizesocialmedia.net  
855-676-1212



LeadsNearMe is known for its ability to get big results with Google. As experts at Google Ads and Local SEO, we build amazing websites and maximize your Facebook exposure. LeadsNearMe combines many years of experience, proprietary Google Ads software, and a thirst for getting better every day to blow up your phones.

Ryan Burton  
ryanburton@leadsnearme.com  
888-953-2379

## Merchant Service/Payment Platform



360 Payments is a payment solution designed specifically for automotive repair shops. With industry-leading customer service, you also get access to revolutionary features such as Text-to-Pay, Integrated Consumer Financing, and 360 Capital. By offering seamless integrations for most shop management systems, you can create a better customer relationship, offer more financing opportunities, and streamline the checkout process in your shop.

Doug Manske (720) 782-5783  
dmanske@360payments.com



DFG provides credit card processing, mobile payments, and text to pay options with great rates and personal service. ASCCA auto shops a \$350 savings or check rebate each year when processing all of their credit card payments with DFG.

Shannon Devery (877) 326-2799  
shannon@fdi-sangabrielvalley.com





Facepay's disruptive technology allows business owners to adopt a modern payment structure with a low-cost, fixed monthly subscription instead of paying 2.5% of their revenues to credit card processors. ASCCA members get a free 30 day trial.

Jess Elshere (530) 360-6085  
jess@facepay.io

## Software Providers



Shop-Ware shop management software is the #1 choice for multi-shop and single location operators. Cloud-based technology allows you to write repair orders in seconds and share them with your customers for instant approvals. Win back wasted time, increase shop profits, and get more 5-star reviews.

Roxanne Doche  
(949) 945-4310  
roxanne@shop-ware.com



Modern shop management system with an easy-to-use workflow and a modern approach to customer care. Tekmetric champions transparency, innovation, and above all, a service-mentality that puts customers first. Grow your business and still be there for the things that matter most in life.

Sunil Patel (832) 930-9400  
sales@tekmetric.com



AutoVitals provides the most innovative and impactful products, a commitment to developing and instilling industry best practices and the industry's most thriving and collaborative online community.

Sales@autovitals.com (866)  
949-2848

## Uniform and First Aid Services



Nationally recognized supplier of customer and employee apparel & janitorial services. Let Cintas take care of your shop's maintenance needs and get exclusive pricing with your ASCCA membership. Keep your employees on brand, your bathrooms stocked, floors clean, and much more.

Robert Faulkenberry  
(303) 591-4102  
faulkenberryR@cintas.com

## Additional Benefits of ASCCA Membership

### Government Affairs & Political Representation

ASCCA's lobbyist tracks bills (new proposed laws), provides members with updates on any proposed legislation that will impact the auto service industry or independent shop owners, and provides representation at government meetings.

### Member-to-Member Communications

Access to ASCCA's highly-valued resource, TeamTalk, offers members an online forum to communicate and share tips on a broad range of topics facing shop owners throughout California.

### Local Chapter Events

Chapter meetings give members unprecedented opportunities to meet, network and trade ideas with colleagues in your local area.

### ASCCA Communications

Stay up to date with the latest industry information through the ASCCA Independent newsletter, email broadcasts, news alerts, member benefit flyers, website and social media updates.

### ASCCA Branding

Members are able to display their association affiliation with ASCCA signage, its code of ethics, and logo for use on invoices, customer forms, and more.

### Educational Foundation

Members can participate in the association's educational foundation that raises funds for scholarships that are awarded to students entering the automotive aftermarket.

The ASCCA "Business Acceleration Team" (BAT) is a small group of shop owners who have joined together to provide free, short-term business coaching, consulting, and mentoring to their ASCCA peers. Get connected today!  
[www.ascca.com/BAT](http://www.ascca.com/BAT)

To learn more about ASCCA member benefits visit  
[www.ascca.com/memberbenefits](http://www.ascca.com/memberbenefits)

Follow ASCCA on Facebook (@AutomotiveServiceCouncilsofCalifornia) and Twitter (@ASCCA1)



**Automotive Service Councils of California**

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## Automotive Service Councils Of California

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FAX (916) 444-7462

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

### AGENDA

#### MBI BOARD OF DIRECTORS

June 26, 2022 | 9:45 am

Hilton San Diego Mission Valley

901 Camino Del Rio South | San Diego, CA 92108

Zoom: <https://us06web.zoom.us/j/83090406680>

Dial: 669-900-6833 Meeting ID: 830 9040 6680

9:45 am	Presentation to John Villa	
9:55 am	I. Call to Order	C. Coquillette
	II. Roll Call – <i>encl.</i>	T. Guy
	III. Minutes of the 01.30.22 Meeting– <i>encl.</i>	T. Guy
10:00 am	IV. Overview of Year-to-Date Revenue – <i>TBP.</i>	G. Peterson
10:05 am	V. ASC Insurance Program Update	G. Dailey
10:10 am	VI. Adjourn Meeting	C. Coquillette

### AGENDA

#### ASCCA Board of Directors Meeting

10:10 am	I. Call to Order	C. Coquillette
	II. Attendance	G. Peterson
10:12 am	III. Secretary's Report	T. Guy
	a. Minutes: 05.25.2022 Board of Directors Meeting – <i>encls.</i>	
10:13 am	IV. Consent Items	T. Guy
	a. 2021 Year-end Reviewed Financial Statement – <i>encl.</i>	
	b. May Month-end Financial Statement – <i>encl.</i>	
	c. Accept of John Villa's Resignation – <i>encl.</i>	
	d. Appointment of Steve Vanlandingham to Treasurer	
	e. Banking Resolution – <i>encl.</i>	
	f. Proposed Policy Amendment 2-16, Electronic Vote – <i>encl.</i>	
	g. Proposed Policy Amendment 4-2, Multiple Locations– <i>encl.</i>	
10:15 am	V. Strategic Discussion Items	C. Coquillette
	a. 2023 Team Weekend Scheduling	
	b. New Introductory Member Information Flow – <i>encl.</i>	
	c. DRAFT Text Messaging Communications – <i>encl.</i>	
	d. Revenue & Benefits – Opportunity to Leverage Relationships to promote introductory membership	
	e. Past President – Honorary Life Member Discussion	
	f. ASCCA Board to Chapters Buddy System	
11:20 am	II. Old Business	C. Coquillette
11:25 am	III. New Business	C. Coquillette
11:30 am	IV. Adjournment	C. Coquillette

**Board of Directors & Executive Committee  
2022 Attendance Record**

	Board Term Exp.	1/30 BOD	2/23 EXEC	3/23 EXEC	4/27 EXEC	5/25 BOD								
<b>EXECUTIVE COMMITTEE</b>														
1. Carolyn Coquillette, President	12.31.2022	P	P	P	P	P								
2. Lee Chesnin, Vice President	12.31.2023	P	P	P	P	P								
3. Rory Balmer, Immediate Past President	12.31.2022	P	P	P	P	P								
4. John Villa, Treasurer	12.31.2023	P	P	P	A	P								
5. Travis Guy, Secretary	12.31.2022	P	P	P	E	P								
6. Davie Bauld, CRC Chair	12.31.2022	P	P	P	P	A								
<b>BOARD DIRECTORS (1 Vacancy)</b>														
7. Scott Brown	12.31.2023	P	P	A	A	P								
8. John Eppstein	12.31.2023	P	P	P	P	P								
9. Esteban Gonzalez	12.31.2022	P	A	P	A	A								
10. Dave Kusa	12.31.2022	P	E	P	P	P								
11. Wendy Lucko (Educator Member)	12.31.2022	P	P	P	P	P								
12. Dennis Montalbano	12.31.2023	P	P	P	P	P								
13. Gilbert Rios	12.31.2023	P	P	P	A	P								
14. Steve Vanlandingham	12.31.2022	P	P	P	P	P								
15. Rob Morrell (Associate Member)	12.31.2022	E	E	E	P	P								
<b>ADVISOR – NON-VOTING</b>														
Rocky Khamenian	12.31.2022	A	P	P	P	P								

P = Present    A = Absent    E = Excused Absence

# MINUTES

## MBI BOARD OF DIRECTORS

January 30, 2022 | 9:00 am

Via Zoom: <https://us06web.zoom.us/j/88647975311>

Meeting ID: 886 4797 5311

I. Call to Order

C. Coquillette called the meeting to order at 9:02 am.

II. Roll Call

Present: Carolyn Coquillette, President, Lee Chesnin, Rory Balmer, John Villa, Travis Guy, Davie Bauld, Scott Brown, John Eppstein, Esteban Gonzalez, Dave Kusa, Wendy Lucko, Dennis Montalbano, Gilbert Rios, Steve Vanlandingham

Absent: Rob Morrell, Advisor: Rocky Khamenian

Guests: Daniel Costa, Glen Dailey, Jim Silverman, Bob Toepp, Stuart Terry, Angi Roberts, Gene Morrill, Tim Chakarian, James Justus, Craig Johnson

III. Minutes of the 11.21.21 Meeting

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

IV. Overview of Year-End Revenue

G. Peterson reviewed the income from endorsed services.

V. ASC Insurance Program Update

G. Dailey provided a status report on the ASC Insurance program as well as the state of Workers' Comp, garage keepers coverage, and a reminder of sexual harassment training requirement and resources available via Coremark to all members.

VI. Adjournment

The meeting adjourned at 9:19 am.



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## MINUTES

### ASCCA Board of Directors Meeting

May 25, 2022 | 6:00 – 7:00 pm

Via Zoom

#### I. Call to Order

The meeting was called to order 6:03pm.

#### II. Attendance

Present: Carolyn Coquillette, President, Lee Chesnin, Rory Balmer, John Villa, Travis Guy, Scott Brown, John Eppstein, Dave Kusa, Wendy Lucko, Dennis Montalbano, Gilbert Rios, Steve Vanlandingham, Rob Morrell, Advisor: Rocky Khamenian

Absent: Davie Bauld, Esteban Gonzalez

#### III. Secretary's Report

##### a. Minutes Approval

MOTION It was moved, second, and carried (MSC) to approve the minutes of the 01.30.22 Board Meeting; 02.23.2022, 03.23.22, and 04.27.22 Executive Committee Meetings, as presented. (12-yes, 0-no, 0-abstentions)

#### IV. Consent Items

- a. April Month-end Financial Statement
- b. Proposed Bylaws Amendment 10-03 Election, Term of Office
- c. Proposed Bylaws Amendments 17-01
- d. 360 Payments Corporate Partnership Application

MOTION It was MSC to approve the consent agenda. (12-yes, 0-no, 0-abstentions)

The Strategic discussion items were deferred, to include:

- 2023 Team Weekend – Format Change?
- Past President – Honorary Life Member Discussion
- New Introductory Member Information Flow –*encl.*
- Revenue & Benefits – Opportunity to Leverage Relationships to promote introductory membership
- Text Messaging Communications
- Association Management Software Member Portal Profiles

#### I. Old Business

No old business.

#### II. New Business

- a. James Justus 50<sup>th</sup> Anniversary

- ACTION D. Montalbano will request that the CSBA send a certificate and see if we can invite Juan Vargez to present a congressional award. J. Eppstein can find out if Bryan Jones could do something.
- ACTION Do some homework on whether there are members who have been members longer than James, such as Robert Salerno.
- ACTION Lee Chesnin will work with the Membership Committee to identify individuals to video interview and comments from people who have worked with James Justus over the past years to play at the TW. 10-15 seconds each.
- ACTION Gloria Peterson will see if we can do a soap box plaque or award of some sort.

b. PAVE Alliance Agreement

- MOTION It was MSC to approve the PAVE Alliance Full Partner Agreement.  
(11-yes, 0-no, 1-abstentions)

Begin Executive Session

- MOTION It was MSC to request John Villa's immediate resignation from the Treasurer and Board of Directors. (11-yes, 0-no, 1-abstentions)

End Executive Session

III. Strategic Discussion - Text messaging

A subcommittee was established to discuss frequency and content of the texting communication. The subcommittee will include Carolyn Coquillette and Dennis Montalbano.

IV. Adjournment

The meeting adjourned at 7:40 pm.



**AUTOMOTIVE SERVICE COUNCILS OF CALIFORNIA, INC.**

**CONSOLIDATED FINANCIAL STATEMENTS  
AND  
SUPPLEMENTARY INFORMATION**

**YEARS ENDED DECEMBER 31, 2021 AND 2020**

**AUTOMOTIVE SERVICE COUNCILS OF CALIFORNIA, INC.**

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## **INDEPENDENT ACCOUNTANTS' REVIEW REPORT**

To the Board of Directors  
Automotive Service Councils of California, Inc.

We have reviewed the accompanying consolidated financial statements of Automotive Service Councils of California, Inc. (a nonprofit organization), which comprise the consolidated statements of financial position as of December 31, 2021 and 2020, and the related consolidated statements of activities, functional expenses, and cash flows for the years then ended, and the related notes to the financial statements. A review includes primarily applying analytical procedures to management's financial data and making inquiries of management. A review is substantially less in scope than an audit, the objective of which is the expression of an opinion regarding the financial statements as a whole. Accordingly, we do not express such an opinion.

### **Management's Responsibility for the Financial Statements**

Management is responsible for the preparation and fair presentation of these consolidated financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of consolidated financial statements that are free from material misstatement whether due to fraud or error.

### **Accountants' Responsibility**

Our responsibility is to conduct the review engagements in accordance with Statements on Standards for Accounting and Review Services (SSARs) promulgated by the Accounting and Review Services Committee of the AICPA. We have not reviewed the financial statements of Member Benefit, Inc. (MBI), a wholly-owned subsidiary, whose financial statements reflect total assets constituting 8 percent and 8 percent, respectively, of consolidated total assets at December 31, 2021 and 2020, and total revenues constituting 14 percent and 14 percent, respectively, of consolidated total revenues for the years then ended.

SSARs require us to perform procedures to obtain limited assurance as a basis for reporting whether we are aware of any material modifications that should be made to the consolidated financial statements for them to be in accordance with accounting principles generally accepted in the United States of America. We believe that the results of our procedures provide a reasonable basis for our conclusion.

### **Accountants' Conclusion on the Financial Statements**

Based on our reviews, we are not aware of any material modifications that should be made to the accompanying consolidated financial statements in order for them to be in accordance with accounting principles generally accepted in the United States of America.

Our reviews were made primarily for the purpose of expressing a conclusion that there are no material modifications that should be made to the consolidated financial statements in order for them to be in conformity with accounting principles generally accepted in the United States of America. The supplementary information in Schedules I, II, and III is presented for purposes of additional analysis and is not a required part of the basic financial statement. Such information has been subjected to the inquiry and analytical procedures applied in the reviews of the basic consolidated financial statements, and we did not become aware of any material modifications that should be made to them.

*Shaw Accountancy Corporation*

SHAW ACCOUNTANCY CORPORATION  
Sacramento, California

May 31, 2022

**AUTOMOTIVE SERVICE COUNCILS OF CALIFORNIA, INC.**  
**CONSOLIDATED STATEMENTS OF FINANCIAL POSITION**  
**DECEMBER 31, 2021 AND 2020**

ASSETS

	December 31, 2021	December 31, 2020
Cash	\$ 106,646	\$ 139,766
Investments in marketable securities	595,986	597,519
Dues and assessments receivable	549	549
Prepaid expenses	6,985	3,839
Property, net	<u>90,717</u>	<u>90,717</u>
Total assets	<u><u>\$ 800,883</u></u>	<u><u>\$ 832,390</u></u>

LIABILITIES AND NET ASSETS

LIABILITIES:

Accounts payable	\$ 14,712	\$ 63,189
Income tax payable	8,754	10,205
Contract liability	50,267	87,364
Tenant liabilities	<u>3,138</u>	<u>3,138</u>
Total liabilities	76,871	163,896

NET ASSETS:

Board designated building repair fund	21,844	21,844
Without donor restrictions	<u>702,168</u>	<u>646,650</u>
Total liabilities and net assets	<u><u>\$ 800,883</u></u>	<u><u>\$ 832,390</u></u>

See accompanying notes and independent accountants' review report.

**AUTOMOTIVE SERVICE COUNCILS OF CALIFORNIA, INC.**  
**CONSOLIDATED STATEMENTS OF ACTIVITIES**  
**YEARS ENDED DECEMBER 31, 2021 AND 2020**

	<u>2021</u>	<u>2020</u>
OPERATING ACTIVITIES:		
REVENUES:		
Membership dues and assessments	\$ 190,616	\$ 206,696
Endorsements	55,380	54,484
Other revenues	3,341	-
Conference	15,091	-
Seminars	4,221	740
Contributions	<u>82,873</u>	<u>52,627</u>
Total revenues	<u>351,522</u>	<u>314,547</u>
EXPENSES:		
Program services	235,741	238,263
Management and general	<u>145,010</u>	<u>133,961</u>
Total expenses	<u>380,751</u>	<u>372,224</u>
CHANGE IN NET ASSETS FROM OPERATING ACTIVITIES	(29,229)	(57,677)
NON OPERATING ACTIVITIES:		
Investment income	60,655	66,035
Building rents	47,831	45,792
Building expenses	<u>(23,739)</u>	<u>(17,275)</u>
Total other income (expense)	<u>84,747</u>	<u>94,552</u>
CHANGE IN NET ASSETS	55,518	36,875
NET ASSETS, Beginning of Year	<u>668,494</u>	<u>631,619</u>
NET ASSETS, End of Year	<u><u>\$ 724,012</u></u>	<u><u>\$ 668,494</u></u>

See accompanying notes and independent accountants' review report.



**AUTOMOTIVE SERVICE COUNCILS OF CALIFORNIA, INC.**  
**CONSOLIDATED STATEMENTS OF FUNCTIONAL EXPENSES**  
**YEARS ENDED DECEMBER 31, 2021 AND 2020**

	Year ended December 31, 2021		
	Program Services	Management and General	Total Expenses
Board of Directors	\$ 9,873	\$ -	\$ 9,873
Communication		651	651
General and administrative		39,264	39,264
Income taxes		7,795	7,795
Membership	26,596		26,596
Professional services	194,627	97,300	291,927
Committee expenses	4,645		4,645
Totals	<u>\$ 235,741</u>	<u>\$ 145,010</u>	<u>\$ 380,751</u>

	Year ended December 31, 2020		
	Program Services	Management and General	Total Expenses
Board of Directors	\$ 17,565	\$ -	\$ 17,565
Communication		974	974
General and administrative		22,097	22,097
Income taxes		10,215	10,215
Membership	18,471		18,471
Professional services	201,350	100,675	302,025
Committee expenses	877		877
Totals	<u>\$ 238,263</u>	<u>\$ 133,961</u>	<u>\$ 372,224</u>

See accompanying notes and independent accountants' review report.

**AUTOMOTIVE SERVICE COUNCILS OF CALIFORNIA, INC.**  
**CONSOLIDATED STATEMENTS OF CASH FLOWS**  
**YEARS ENDED DECEMBER 31, 2021 AND 2020**

	December 31, 2021	December 31, 2020
CASH FLOWS FROM OPERATING ACTIVITIES:		
Change in net assets	\$ 55,518	\$ 36,875
Adjustments to reconcile increase in net assets to net cash provided (used) by operating activities:		
Unrealized gains		-
(Increase) decrease in operating assets:		
Prepaid expenses	(3,146)	619
Prepaid income tax	-	536
Increase (decrease) in operating liabilities:		
Accounts payable	(48,477)	(36,314)
Income tax payable	(1,451)	9,907
Contract liability	(37,097)	266
Net cash provided (used) by operating activities	(34,653)	11,889
CASH FLOWS FROM INVESTING ACTIVITIES:		
Sale of marketable securities	724,824	1,111,579
Purchase of marketable securities	(723,291)	(1,197,614)
INCREASE (DECREASE) IN CASH	(33,120)	(74,146)
CASH, Beginning of Year	139,766	213,912
CASH, End of Year	\$ 106,646	\$ 139,766
SUPPLEMENTAL DISCLOSURE:		
Income taxes paid	\$ 12,705	\$ 298

See accompanying notes and independent accountants' review report.

**AUTOMOTIVE SERVICE COUNCILS OF CALIFORNIA, INC.**  
**NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS**  
**YEARS ENDED DECEMBER 31, 2021 AND 2020**

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**NOTE 1 – STATEMENT OF SIGNIFICANT ACCOUNTING PRINCIPLES**

Business Activity

Automotive Service Council of California, Inc. (ASC) is a nonprofit association incorporated in 1972 to provide business resources for members and to advance the professionalism of the automotive repair industry.

The consolidated statements of financial position includes ASC's wholly owned subsidiary, ASC Member Benefit Incorporated (MBI), a California for-profit corporation organized in 1991. MBI is a partner in ASC Insurance Services (ASCIS). ASCIS was organized in 2000. MBI owns 50% of ASCIS, which provides insurance services to members of ASC.

ASC is also affiliated with ASC Education Foundation, Inc. (the Education Foundation), 501(c)(3) nonprofit organization. ASC controls the Education Foundation through a majority voting interest in the Board; however, it does not have an economic interest in the entity; therefore, it has not been consolidated in the accompanying consolidated financial statement.

All inter-company balances have been eliminated from these consolidated financial statements.

Accounting Method

ASC accounts for all transactions using the accrual method of accounting.

Taxes

Under applicable laws and regulations, ASC has been determined to be a tax exempt organization under IRC 501(c) (6) which is not subject to federal or state taxes on its exempt function income. If ASC receives any income not related to its exempt status, such as commission, it is responsible to pay federal and state taxes on that income less corresponding expenses.

ASC's income tax returns are subject to examination, generally three years for federal and four years for state, after they are filed. There were no penalties or interest related to the current year federal and state tax returns.

MBI is subject to income taxes but has substantial net operating loss carryforwards. Income taxes are provided for the tax effects of transactions reported in the financial statements and consists of taxes currently due plus deferred taxes. Deferred taxes are recognized for the tax benefit of net operating loss carryforwards that are available to offset future taxable income.

Contributed Services

A number of people have donated significant amounts of time to the activities of ASC and its committees. No value has been reflected in the consolidated statement of activities because the criteria for recognition of such volunteers.

**AUTOMOTIVE SERVICE COUNCILS OF CALIFORNIA, INC.**  
**NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS**  
**YEARS ENDED DECEMBER 31, 2021 AND 2020**

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**NOTE 1 – STATEMENT OF SIGNIFICANT ACCOUNTING PRINCIPLES (Continued)**

Cash and Cash Equivalents

ASC considers all short term investments with an original maturity of three months or less to be cash equivalents.

Basis of Presentation:

The financial statements of ASC have been prepared on the accrual basis in accordance with accounting principles generally accepted in the United States of America. The financial statements are presented in accordance with Financial Accounting Standards Board (FASB) Accounting Standards Codification (ASC) 958 dated August 2016, and the provisions of the American Institute of Certified Public Accountants (AICPA) “Audit and Accounting Guide for Not-for-Profit Organizations” (the “Guide”). (ASC) 958-205 was effective January 1, 2018.

Under the provisions of the Guide, net assets and revenues, and gains and losses are classified based on the existence or absence of donor-imposed restrictions. Accordingly, the net assets of ASC and changes therein are classified as follows:

Net assets without donor restrictions: Net assets that are not subject to donor-imposed restrictions and may be expended for any purpose in performing the primary objectives of ASC. ASC’s board may designate assets without restrictions for specific operational purposes from time to time.

Net assets with donor restrictions: Net assets subject to stipulations imposed by donors, and grantors. Some donor restrictions are temporary in nature; those restrictions will be met by actions of ASC or by the passage of time. Other donor restrictions are perpetual in nature, where by the donor has stipulated the funds be maintained in perpetuity.

Measure of Operations:

The statement of activities reports all changes in net assets, including changes in net assets from operating and non-operating activities. Operating activities consist of those items attributable to the Association’s ongoing activities. Non-operating activities are limited to resources that generate return from investments, endowment contributions, financing costs, and other activities considered to be a more unusual or nonrecurring nature.

Programs

The Association pursues its objects through the execution of the following programs:

Program Services –Coordinating the warehousing documents to streamline external audits for members and other networking activities to provide timely information to members concerning various activities from legislative and regulatory agencies to the methods of operations of dental plans.

**AUTOMOTIVE SERVICE COUNCILS OF CALIFORNIA, INC.  
NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS  
YEARS ENDED DECEMBER 31, 2021 AND 2020**

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**NOTE 1 – STATEMENT OF SIGNIFICANT ACCOUNTING PRINCIPLES (Continued)**

Functional Expenses

The costs of providing program and other activities have been summarized on a function basis in the statement of activities. Accordingly, certain costs have been allocated among program services and supporting services benefited. Such allocations are determined by management on an equitable basis.

The expenses that are allocated include the following:

Advocacy services	Time and effort
Annual meeting	Time and effort
Board and committee	Time and effort
Legal and accounting services	Full time equivalent
Legislative conference	Time and effort
Management services	Time and effort
PAC administration	Time and effort
QA Auditor course expense	Time and effort
Warehouse	Time and effort

Use of Estimates

The preparation of the consolidated financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the consolidated financial statements and the reported amounts of revenue and expenses during the reporting period. Actual results could differ from those estimates.

Investments

Investments in marketable securities with readily determinable fair values are reported at their fair values in the statement of financial position. Unrealized gains and losses are included in the statement of activities. Investments returns presented are net of any investment fees.

Method of Consolidation

The accompanying consolidated financial statements include the accounts of ASC and its wholly owned subsidiary, MBI. Intercompany transactions and balances have been eliminated in consolidation.

Dues and Assessments Receivable

Dues and assessments receivable consist primarily of amounts due from members. ASC deems all amounts collectible; therefore, no allowance for doubtful accounts has been recorded as of December 31, 2021 and 2020.

**AUTOMOTIVE SERVICE COUNCILS OF CALIFORNIA, INC.**  
**NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS**  
**YEARS ENDED DECEMBER 31, 2021 AND 2020**

**NOTE 1 – STATEMENT OF SIGNIFICANT ACCOUNTING PRINCIPLES (Continued)**

Revenue Recognition

Revenue is recognized as performance obligations are satisfied. For conference and meeting registration fees and sponsorships, revenue is recognized when the event occurs. Membership dues are recognized as revenue over the applicable membership period which is the calendar year. Revenues received for future years are deferred to the appropriate period.

**NOTE 2 – INVESTMENTS IN MARKETABLE SECURITIES**

ASC's securities investments that are bought and held principally for the purpose of selling them in the near term. Securities are recorded at fair value on the balance sheet in current assets, with the change in fair value during the period included in earnings.

Investments in marketable securities consists of the following:

	December 31, <u>2021</u>	December 31, <u>2020</u>
Securities:		
Total stock market index	\$ 0	\$ 0
Mutual funds	595,986	486,561
Exchange traded funds	0	99,156
Vanguard GNMA fund	<u>0</u>	<u>151,197</u>
	<u>\$ 511,484</u>	<u>\$ 511,484</u>

The following table presents securities which represent 10% or more of total investments at December 31:

Lazard International Strategic Equity Fund	13%	
Metropolitan West Total Return Bond Fund	18%	
T Rowe Price Blue Chip Growth Fund	14%	
Sterling Capital Equity Income Fund		18%
SPDR Portfolio		12%



**AUTOMOTIVE SERVICE COUNCILS OF CALIFORNIA, INC.**  
**NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS**  
**YEARS ENDED DECEMBER 31, 2021 AND 2020**

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**NOTE 3 – PROPERTY AND EQUIPMENT**

Property and equipment consists of the following:

	December 31, 2021	December 31, 2020
Land	\$ 73,800	\$ 73,800
Building and improvements	<u>165,594</u>	<u>165,594</u>
	239,394	239,394
Less accumulated depreciation	( <u>148,677</u> )	( <u>148,677</u> )
	<u>\$ 90,717</u>	<u>\$ 90,717</u>

Beginning in 2020, the building is deemed fully depreciated. Therefore, depreciation is not claimed on a going forward basis.

**NOTE 4 – INCOME TAXES**

Income tax expenses (benefit) consists of the following:

	December 31, 2021	December 31, 2020
Current	\$ 7,795	\$ 10,215
Deferred	<u>0</u>	<u>0</u>
	<u>\$ 7,795</u>	<u>\$ 10,215</u>

The deferred tax asset consists of the following:

Cash payments for taxes were \$12,705 and \$298 during the years ended December 31, 2021 and 2020, respectively.

**AUTOMOTIVE SERVICE COUNCILS OF CALIFORNIA, INC.**  
**NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS**  
**YEARS ENDED DECEMBER 31, 2021 AND 2020**

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**NOTE 5 – FAIR VALUE MEASUREMENTS**

FASB ASC 820-10, defines fair value, establishes a framework for measuring fair value, and expands disclosure requirements for fair value measurements.

FASB ASC 820-10, defines fair value as the exchange price that would be received for an asset or paid to transfer a liability (an exit price) in the principal or most advantageous market for the asset or liability in an orderly transaction between market participants on the measurement date. ASC determines the fair values of its assets and liabilities based on the fair value hierarchy established in FASB ASC 820-10. The standards describes three levels of inputs that may be used to measure fair value (Level 1, Level 2 and Level 3). Level 1 inputs are quoted prices (unadjusted) in active markets for identical assets or liabilities that ASC has the ability to access at the measurement date. An active market is a market in which transactions occur with sufficient frequency and volume to provide pricing information on an on-going basis. Level 2 inputs are inputs other than quoted prices that are observable for the asset or liability, either directly or indirectly. Level 3 inputs are unobservable inputs for the asset or liability. Unobservable inputs reflect ASC's own suppositions about the assumptions market participants would use in pricing the asset or liability (including assumptions about risk). Unobservable inputs are developed based on the best information available in the circumstances and may include ASC's own data.

The following methods and assumptions were used to estimate the fair values of assets and liabilities.

- (a) Cash and cash equivalents: The carrying amount equals fair value. All amounts, including interest bearing accounts, are subject to immediate withdrawal.
- (b) Accounts receivable, prepaid expenses, accounts payable, accrued liabilities: The carrying values are considered equal to their fair values due to the short-term maturities of these instruments.
- (c) Investments: The carrying values are determined by reference to quoted market prices and other relevant information generated by market transactions.

Fair values of assets and liabilities measured on a recurring basis as of December 31, 2021 and 2020 are as follows:

Assets at Fair Value as of December 31, 2021

	<u>Level 1</u>	<u>Level 2</u>	<u>Level 3</u>	<u>Total</u>
Marketable securities	\$ 595,986	\$ 0	\$ 0	\$ 595,986

Assets at Fair Value as of December 31, 2020

	<u>Level 1</u>	<u>Level 2</u>	<u>Level 3</u>	<u>Total</u>
Marketable securities	\$ 597,519	\$ 0	\$ 0	\$ 597,519

**AUTOMOTIVE SERVICE COUNCILS OF CALIFORNIA, INC.**  
**NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS**  
**YEARS ENDED DECEMBER 31, 2021 AND 2020**

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**NOTE 6 - COMMITMENTS**

ASC entered into contracts with hotels and professional service firms. The commitments under these contracts for professional service firms total \$74,500 and \$74,500 at December 31, 2021 and 2020, respectively. The commitments under these contracts for hotels total \$42,436 and \$18,199 at December 31, 2021 and 2020, respectively.

**NOTE 7 – BUILDING LEASE**

On October 1, 2011, ASC agreed to lease the building to a tenant. The tenant is currently on a month-to-month lease.

**NOTE 8 – LIQUIDITY AND AVAILABILITY OF FINANCIAL ASSETS**

The following reflects ASC's financial assets as of the balance sheet date, reduced by amounts not available for general use because of contractual or donor-imposed restrictions within one year of the balance sheet date. (Donor-restricted amounts that are not available for use for general purposes).

	<u>2021</u>	<u>2020</u>
Cash	\$ 106,646	\$ 139,912
Investment in marketable securities	595,986	597,519
Dues and assessments receivable	<u>549</u>	<u>549</u>
Financial assets available to meet cash need for general expenditures within one year	<u>\$ 703,181</u>	<u>\$ 737,980</u>

**NOTE 9 – DATE OF MANAGEMENT REVIEW**

In preparing the financial statements, ASC has evaluated events and transactions for potential recognition or disclosure through May 31, 2022, the date that the financial statements were available to be issued.

**NOTE 10 – SUBSEQUENT EVENTS**

The Covid-19 pandemic may impact ASC as it relies on members to fund the organizational activities. ASC does not believe that there will be a material impact on the results of operations during or after the pandemic.

## **SUPPLEMENTARY INFORMATION**

**AUTOMOTIVE SERVICE COUNCILS OF CALIFORNIA, INC.**  
**SCHEDULE I - CONSOLIDATING SCHEDULE OF FINANCIAL POSITION**  
**DECEMBER 31, 2020**

ASSETS

	Automotive Service Councils of California, Inc.	Member Benefit, Inc.	Eliminating Entries	Total
Cash	\$ 117,984	\$ 21,782	\$	\$ 139,766
Investments in marketable securities	597,519			597,519
Dues and assessments receivable	549			549
Prepaid expenses	3,361	477		3,838
Property, net	90,717			90,717
Investment in subsidiary	12,054		(12,054)	-
Total assets	<u>\$ 822,184</u>	<u>\$ 22,259</u>	<u>\$ (12,054)</u>	<u>\$ 832,389</u>

LIABILITIES AND NET ASSETS

LIABILITIES:

Accounts payable	\$ 63,189	\$ -	\$	\$ 63,189
Income tax payable		10,205		10,205
Deferred revenue	87,364			87,364
Tenant liabilities	3,138			3,138
Total liabilities	153,691	10,205	-	163,896

NET ASSETS:

Without donor restrictions	668,493	12,054	(12,054)	668,493
Total liabilities and net assets	<u>\$ 822,184</u>	<u>\$ 22,259</u>	<u>\$ (12,054)</u>	<u>\$ 832,389</u>

See accompanying notes and independent accountants' review report.

**AUTOMOTIVE SERVICE COUNCILS OF CALIFORNIA, INC.**  
**SCHEDULE I - CONSOLIDATING SCHEDULE OF FINANCIAL POSITION**  
**DECEMBER 31, 2021**

ASSETS

	Automotive Service Councils of California, Inc.	Member Benefit, Inc.	Eliminating Entries	Total
Cash	\$ 92,359	\$ 14,287	\$	\$ 106,646
Investments in marketable securities	595,986			595,986
Dues and assessments receivable	549			549
Prepaid expenses	6,985			6,985
Prepaid income tax				-
Property, net	90,717			90,717
Investment in subsidiary	5,533		(5,533)	-
Total assets	<u>\$ 792,129</u>	<u>\$ 14,287</u>	<u>\$ (5,533)</u>	<u>\$ 800,883</u>

LIABILITIES AND NET ASSETS

LIABILITIES:

Accounts payable	\$ 14,712	\$ -	\$	\$ 14,712
Income tax payable		8,754		8,754
Deferred revenue	50,267			50,267
Tenant liabilities	3,138			3,138
Total liabilities	68,117	8,754	-	76,871

NET ASSETS:

Without donor restrictions	724,012	5,533	(5,533)	724,012
Total liabilities and net assets	<u>\$ 792,129</u>	<u>\$ 14,287</u>	<u>\$ (5,533)</u>	<u>\$ 800,883</u>

See accompanying notes and independent accountants' review report.



**AUTOMOTIVE SERVICE COUNCILS OF CALIFORNIA, INC.**  
**SCHEDULE II - CONSOLIDATING SCHEDULE OF ACTIVITIES**  
**YEAR ENDED DECEMBER 31, 2020**

	Automotive Service Councils of California, Inc.	Member Benefit, Inc.	Eliminating Entries	Total
<b>REVENUES:</b>				
Membership dues and assessments	\$ 206,696	\$	\$	\$ 206,696
Investment income	66,034			66,034
Endorsements		54,484		54,484
Building rents	45,792			45,792
Seminars	740			740
Contributions	52,627			52,627
Net income of MBI	28,423		(28,423)	-
	<u>400,312</u>	<u>54,484</u>	<u>(28,423)</u>	<u>426,373</u>
<b>EXPENSES:</b>				
Board of Directors	\$ 17,565	\$	\$	\$ 17,565
Building expenses	17,275			17,275
Communication	974			974
General and administration	22,051	46		22,097
Government affairs committee	135			135
Income taxes		10,215		10,215
Membership	18,471			18,471
Professional services	286,225	15,800		302,025
R & B committee	302			302
Technology	440			440
	<u>363,438</u>	<u>26,061</u>	<u>-</u>	<u>389,499</u>
<b>CHANGES IN NET ASSETS</b>				
WITHOUT DONOR RESTRICTIONS	<u>\$ 36,874</u>	<u>\$ 28,423</u>	<u>\$ (28,423)</u>	<u>\$ 36,874</u>

See accompanying notes and independent accountants' review report.

**AUTOMOTIVE SERVICE COUNCILS OF CALIFORNIA, INC.**  
**SCHEDULE II - CONSOLIDATING SCHEDULE OF ACTIVITIES**  
**YEAR ENDED DECEMBER 31, 2021**

	Automotive Service Councils of California, Inc.	Member Benefit, Inc.	Eliminating Entries	Total
REVENUES:				
Membership dues and assessments	\$ 190,616	\$	\$	\$ 190,616
Investment income	60,655			60,655
Endorsements		55,380		55,380
Other revenues	3,341			3,341
Building rents	47,831			47,831
Conference	15,091			15,091
Seminars	4,221			4,221
Contributions	82,873			82,873
Net income of MBI	31,760		(31,760)	-
	<u>436,388</u>	<u>55,380</u>	<u>(31,760)</u>	<u>460,008</u>
EXPENSES:				
Board of Directors	\$ 9,873	\$	\$	\$ 9,873
Building expenses	23,739			23,739
Communication	651			651
General and administration	39,263	-		39,263
Income taxes		7,795		7,795
Membership	26,596			26,596
R & B committee	224			224
Professional services	276,102	15,825		291,927
Technology	4,421			4,421
	<u>380,869</u>	<u>23,620</u>	<u>-</u>	<u>404,489</u>
CHANGES IN NET ASSETS				
WITHOUT DONOR RESTRICTIONS	<u>\$ 55,519</u>	<u>\$ 31,760</u>	<u>\$ (31,760)</u>	<u>\$ 55,519</u>

See accompanying notes and independent accountants' review report.

**AUTOMOTIVE SERVICE COUNCILS OF CALIFORNIA, INC.**  
**SCHEDULE III - CONSOLIDATING SCHEDULE OF CHANGES IN NET ASSETS**  
**YEAR ENDED DECEMBER 31, 2020**

	Automotive Service Councils of California, Inc.	Member Benefit, Inc.	Eliminating Entries	Total
NET ASSETS WITHOUT DONOR RESTRICTIONS				
Beginning of Year	\$ 631,618	\$ 53,536	\$ (53,536)	\$ 631,618
Transfer to ASCCA		(69,905)	69,905	-
Change in unrestricted net assets	<u>36,875</u>	<u>28,423</u>	<u>(28,423)</u>	<u>36,875</u>
NET ASSETS WITHOUT DONOR RESTRICTIONS				
End of Year	<u>\$ 668,493</u>	<u>\$ 12,054</u>	<u>\$ (12,054)</u>	<u>\$ 668,493</u>

See accompanying notes and independent accountants' review report.

**AUTOMOTIVE SERVICE COUNCILS OF CALIFORNIA, INC.**  
**SCHEDULE III - CONSOLIDATING SCHEDULE OF CHANGES IN NET ASSETS**  
**YEAR ENDED DECEMBER 31, 2021**

	Automotive Service Councils of California, Inc.	Member Benefit, Inc.	Eliminating Entries	Total
NET ASSETS WITHOUT DONOR RESTRICTIONS				
Beginning of Year	\$ 668,493	\$ 12,054	\$ (12,054)	\$ 668,493
Transfer to ASCCA		(35,060)	35,060	-
Change in unrestricted net assets	<u>55,519</u>	<u>31,760</u>	<u>(31,760)</u>	<u>55,519</u>
NET ASSETS WITHOUT DONOR RESTRICTIONS				
End of Year	<u>\$ 724,012</u>	<u>\$ 8,754</u>	<u>\$ (8,754)</u>	<u>\$ 724,012</u>

See accompanying notes and independent accountants' review report.

# Automotive Service Councils of California

## Balance Sheet Comparison

As of May 31, 2022

	TOTAL			
	AS OF MAY 31, 2022	AS OF MAY 31, 2021 (PY)	CHANGE	% CHANGE
<b>ASSETS</b>				
Current Assets				
Bank Accounts				
1072 Bill.com Money Out Clearing	4,581.37	22,811.57	-18,230.20	-79.92 %
1100 Cash				
1105 Cash-In Banking	87,401.22	56,015.70	31,385.52	56.03 %
1105.01 Bank - MBI	36,447.28	15,303.51	21,143.77	138.16 %
1125 Sage Point Financial	527,491.97	632,383.63	-104,891.66	-16.59 %
<b>Total 1100 Cash</b>	<b>651,340.47</b>	<b>703,702.84</b>	<b>-52,362.37</b>	<b>-7.44 %</b>
<b>Total Bank Accounts</b>	<b>\$655,921.84</b>	<b>\$726,514.41</b>	<b>\$ -70,592.57</b>	<b>-9.72 %</b>
Accounts Receivable				
1200 Accounts Receivable	0.00	0.00	0.00	
1220 Accounts Receivable-Chapters	548.68	548.68	0.00	0.00 %
<b>Total 1200 Accounts Receivable</b>	<b>548.68</b>	<b>548.68</b>	<b>0.00</b>	<b>0.00 %</b>
<b>Total Accounts Receivable</b>	<b>\$548.68</b>	<b>\$548.68</b>	<b>\$0.00</b>	<b>0.00 %</b>
<b>Total Current Assets</b>	<b>\$656,470.52</b>	<b>\$727,063.09</b>	<b>\$ -70,592.57</b>	<b>-9.71 %</b>
Fixed Assets				
1300 Fixed Assets				
1330 Buildings & Fixtures	145,233.00	145,233.00	0.00	0.00 %
1380 Land	73,800.00	73,800.00	0.00	0.00 %
1390 Accumulated Depreciation	-128,316.00	-128,316.00	0.00	0.00 %
<b>Total 1300 Fixed Assets</b>	<b>90,717.00</b>	<b>90,717.00</b>	<b>0.00</b>	<b>0.00 %</b>
<b>Total Fixed Assets</b>	<b>\$90,717.00</b>	<b>\$90,717.00</b>	<b>\$0.00</b>	<b>0.00 %</b>
Other Assets				
1500 Other Assets				
1510 Prepaid Expenses	81.88	4,120.96	-4,039.08	-98.01 %
1520 Projects In Progress	5,000.00	0.00	5,000.00	
1590 Prepaid Taxes	1,036.00		1,036.00	
<b>Total 1500 Other Assets</b>	<b>6,117.88</b>	<b>4,120.96</b>	<b>1,996.92</b>	<b>48.46 %</b>
1600 Investments				
1610 Investments in Subsidiaries - M	58,670.13	58,670.13	0.00	0.00 %
1630 Future Tax Benefits - MBI	1,134.18	834.00	300.18	35.99 %
<b>Total 1600 Investments</b>	<b>59,804.31</b>	<b>59,504.13</b>	<b>300.18</b>	<b>0.50 %</b>
<b>Total Other Assets</b>	<b>\$65,922.19</b>	<b>\$63,625.09</b>	<b>\$2,297.10</b>	<b>3.61 %</b>
<b>TOTAL ASSETS</b>	<b>\$813,109.71</b>	<b>\$881,405.18</b>	<b>\$ -68,295.47</b>	<b>-7.75 %</b>

# Automotive Service Councils of California

## Balance Sheet Comparison

As of May 31, 2022

	TOTAL			
	AS OF MAY 31, 2022	AS OF MAY 31, 2021 (PY)	CHANGE	% CHANGE
<b>LIABILITIES AND EQUITY</b>				
Liabilities				
Current Liabilities				
Accounts Payable				
2000 Current Liabilities	0.00	0.00	0.00	
2110 Accounts Payable	813.18	-10,742.65	11,555.83	107.57 %
2110.01 Accounts Payable - MBI	-477.00	-477.00	0.00	0.00 %
<b>Total 2000 Current Liabilities</b>	<b>336.18</b>	<b>-11,219.65</b>	<b>11,555.83</b>	<b>103.00 %</b>
<b>Total Accounts Payable</b>	<b>\$336.18</b>	<b>\$ -11,219.65</b>	<b>\$11,555.83</b>	<b>103.00 %</b>
Other Current Liabilities				
2503 Advocacy Fund Contribution	11,649.89	9,994.89	1,655.00	16.56 %
2504 Connect Cars Committee designat	4,405.00	4,405.00	0.00	0.00 %
2505 Chapter Dues Payables	17,651.54	7,278.16	10,373.38	142.53 %
2506 ASCEF Donations - General	175.00	2,025.00	-1,850.00	-91.36 %
<b>Total Other Current Liabilities</b>	<b>\$33,881.43</b>	<b>\$23,703.05</b>	<b>\$10,178.38</b>	<b>42.94 %</b>
<b>Total Current Liabilities</b>	<b>\$34,217.61</b>	<b>\$12,483.40</b>	<b>\$21,734.21</b>	<b>174.10 %</b>
Long-Term Liabilities				
2501 Tenant - Lease Deposit	3,137.60	3,137.60	0.00	0.00 %
<b>Total Long-Term Liabilities</b>	<b>\$3,137.60</b>	<b>\$3,137.60</b>	<b>\$0.00</b>	<b>0.00 %</b>
<b>Total Liabilities</b>	<b>\$37,355.21</b>	<b>\$15,621.00</b>	<b>\$21,734.21</b>	<b>139.13 %</b>
Equity				
3000 Members' Equity				
3101 Capital Stock	1,000.00	1,000.00	0.00	0.00 %
3110 Additional Paid in Capital	303,696.34	303,696.34	0.00	0.00 %
3120 Retained Earnings	-256,457.75	-256,457.75	0.00	0.00 %
<b>Total 3000 Members' Equity</b>	<b>48,238.59</b>	<b>48,238.59</b>	<b>0.00</b>	<b>0.00 %</b>
32000 Unrestricted Net Assets	758,981.02	689,963.39	69,017.63	10.00 %
Net Income	-31,465.11	127,582.20	-159,047.31	-124.66 %
<b>Total Equity</b>	<b>\$775,754.50</b>	<b>\$865,784.18</b>	<b>\$ -90,029.68</b>	<b>-10.40 %</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>\$813,109.71</b>	<b>\$881,405.18</b>	<b>\$ -68,295.47</b>	<b>-7.75 %</b>

### Note

December 31, 2021 Draft



# Automotive Service Councils of California

## Profit and Loss Comparison

January - May, 2022

	TOTAL			
	JAN - MAY, 2022	JAN - MAY, 2021 (PY)	CHANGE	% CHANGE
Income				
4100 Membership Dues				
4110 Association Dues	126,669.84	140,299.25	-13,629.41	-9.71 %
4130 Application Fees	880.00	330.00	550.00	166.67 %
4135 Education Members	575.00	600.00	-25.00	-4.17 %
4140 Associate Dues	14,085.80	18,039.07	-3,953.27	-21.92 %
4143 Associate Branch Dues	3,100.00		3,100.00	
4145 Recruitment Fee	-375.00	-375.00	0.00	0.00 %
4150 Prior Year	988.50		988.50	
4155 Early pay discount	-150.00		-150.00	
4198 Service Charge Reoccurring bill	200.34	374.00	-173.66	-46.43 %
<b>Total 4100 Membership Dues</b>	<b>145,974.48</b>	<b>159,267.32</b>	<b>-13,292.84</b>	<b>-8.35 %</b>
4200 Endorsements/Services				
4200.10 ASC Insurance Services				
4215 Armstrong Insurance	9,606.32	9,756.04	-149.72	-1.53 %
4299 CoreMark	4,691.88	4,601.27	90.61	1.97 %
<b>Total 4200.10 ASC Insurance Services</b>	<b>14,298.20</b>	<b>14,357.31</b>	<b>-59.11</b>	<b>-0.41 %</b>
4200.20 Endorsements				
4225 Heartland	2,690.00	2,595.52	94.48	3.64 %
4235 G&K Services - Cintas	6,351.73	6,098.50	253.23	4.15 %
4250 Auto Zone	1,506.13	1,285.02	221.11	17.21 %
<b>Total 4200.20 Endorsements</b>	<b>10,547.86</b>	<b>9,979.04</b>	<b>568.82</b>	<b>5.70 %</b>
<b>Total 4200 Endorsements/Services</b>	<b>24,846.06</b>	<b>24,336.35</b>	<b>509.71</b>	<b>2.09 %</b>
4500 Events				
4510 PAVE Training	6,000.00	15,091.39	-9,091.39	-60.24 %
<b>Total 4500 Events</b>	<b>6,000.00</b>	<b>15,091.39</b>	<b>-9,091.39</b>	<b>-60.24 %</b>
4600 Corporate Partners				
4610 Corporate Partners	29,985.00	40,000.00	-10,015.00	-25.04 %
<b>Total 4600 Corporate Partners</b>	<b>29,985.00</b>	<b>40,000.00</b>	<b>-10,015.00</b>	<b>-25.04 %</b>
4650.00 Annual Meeting				
4650.01 Annual Meeting - Registration	901.00		901.00	
4650.04 Early Registration Discount	-140.00		-140.00	
<b>Total 4650.00 Annual Meeting</b>	<b>761.00</b>		<b>761.00</b>	
4700 Education & Training				
4710 E & T - Virtual Training Event		3,821.00	-3,821.00	-100.00 %
<b>Total 4700 Education &amp; Training</b>		<b>3,821.00</b>	<b>-3,821.00</b>	<b>-100.00 %</b>

# Automotive Service Councils of California

## Profit and Loss Comparison

January - May, 2022

	TOTAL			
	JAN - MAY, 2022	JAN - MAY, 2021 (PY)	CHANGE	% CHANGE
4900 Other Revenue				
4908 Building Rental Revenue	19,928.90	15,943.60	3,985.30	25.00 %
<b>Total 4900 Other Revenue</b>	<b>19,928.90</b>	<b>15,943.60</b>	<b>3,985.30</b>	<b>25.00 %</b>
<b>Total Income</b>	<b>\$227,495.44</b>	<b>\$258,459.66</b>	<b>\$ -30,964.22</b>	<b>-11.98 %</b>
GROSS PROFIT	<b>\$227,495.44</b>	<b>\$258,459.66</b>	<b>\$ -30,964.22</b>	<b>-11.98 %</b>
Expenses				
5000.1 - Technology Expenses				
5225.1 Database Subscription	1,796.00		1,796.00	
5240.1 Website Expenses		175.36	-175.36	-100.00 %
<b>Total 5000.1 - Technology Expenses</b>	<b>1,796.00</b>	<b>175.36</b>	<b>1,620.64</b>	<b>924.18 %</b>
5300.1 Publication/Communication Expen				
5320.1 Website Expenses		150.00	-150.00	-100.00 %
5345.1 Texting Service	3,362.88		3,362.88	
<b>Total 5300.1 Publication/Communication Expen</b>	<b>3,362.88</b>	<b>150.00</b>	<b>3,212.88</b>	<b>2,141.92 %</b>
5700.1 Educational & Training - Chapter				
5750.1 Miscellaneous Ed/Training		1,125.00	-1,125.00	-100.00 %
<b>Total 5700.1 Educational &amp; Training - Chapter</b>		<b>1,125.00</b>	<b>-1,125.00</b>	<b>-100.00 %</b>
5800.1 Other Educations/Training				
5810 PAVE Training		250.00	-250.00	-100.00 %
<b>Total 5800.1 Other Educations/Training</b>		<b>250.00</b>	<b>-250.00</b>	<b>-100.00 %</b>
6100 Meetings & Travel				
6110 Meeting Exp-Team Weekend (1)		125.00	-125.00	-100.00 %
6111 Meeting Exp - Team Weekend (2)		4.50	-4.50	-100.00 %
6145 Board Awards	1,048.17	724.42	323.75	44.69 %
6160 Audio Visual Equipment	18.04		18.04	
<b>Total 6100 Meetings &amp; Travel</b>	<b>1,066.21</b>	<b>853.92</b>	<b>212.29</b>	<b>24.86 %</b>
6300 Government Affairs Committee				
6325 CSB-Government	141.58		141.58	
<b>Total 6300 Government Affairs Committee</b>	<b>141.58</b>		<b>141.58</b>	
6500 Membership Recruitment/Retentio				
5420.1 Membership Signs	430.00	214.72	215.28	100.26 %
6505 Advertising/Marketing		2,543.00	-2,543.00	-100.00 %
6506 Membership Recruitment Drive		500.00	-500.00	-100.00 %
6515 Membership Appreciation		674.25	-674.25	-100.00 %
6535 Legal Advise-Member Service	7,500.00	7,500.00	0.00	0.00 %
6545 Printing	1,812.17		1,812.17	
<b>Total 6500 Membership Recruitment/Retentio</b>	<b>9,742.17</b>	<b>11,431.97</b>	<b>-1,689.80</b>	<b>-14.78 %</b>

# Automotive Service Councils of California

## Profit and Loss Comparison

January - May, 2022

	TOTAL			
	JAN - MAY, 2022	JAN - MAY, 2021 (PY)	CHANGE	% CHANGE
6700 PR Committee				
6715 Public Relation Committee		30.00	-30.00	-100.00 %
<b>Total 6700 PR Committee</b>		<b>30.00</b>	<b>-30.00</b>	<b>-100.00 %</b>
7100 General & Admin Expenses				
7101 Office Supplies	66.89	6.70	60.19	898.36 %
7103 Printing/Reproduction	279.50	284.15	-4.65	-1.64 %
7105 Telephone/Fax	280.00	350.00	-70.00	-20.00 %
7106 Telephone Conference Calls	160.39	160.39	0.00	0.00 %
7107 Postage/Mailing	480.30	323.10	157.20	48.65 %
7111 Insurance	6,825.74	3,277.59	3,548.15	108.25 %
7123 Off-Site Storage	497.96	644.80	-146.84	-22.77 %
7124 On-Site Storage	360.00	450.00	-90.00	-20.00 %
7126 Bank Charges/Credit Card Fees	3,153.67	3,397.11	-243.44	-7.17 %
7127 Filing Fees/Penalties	34.99	14.99	20.00	133.42 %
7490 Miscellaneous G&A		68.99	-68.99	-100.00 %
<b>Total 7100 General &amp; Admin Expenses</b>	<b>12,139.44</b>	<b>8,977.82</b>	<b>3,161.62</b>	<b>35.22 %</b>
7500 Building Maint & Mgmt				
7505 Building Mgmt Fees	3,661.20	3,390.00	271.20	8.00 %
7510 Utilities	1,998.35	1,733.29	265.06	15.29 %
7515 Repairs & Maintenance	1,806.00		1,806.00	
7530 Legal - Building	975.00		975.00	
7590 Misc Building Maint/Mgmt	2,083.30		2,083.30	
<b>Total 7500 Building Maint &amp; Mgmt</b>	<b>10,523.85</b>	<b>5,123.29</b>	<b>5,400.56</b>	<b>105.41 %</b>
8100 Professional Services				
8110 Accounting/Audit	5,050.00		5,050.00	
8120 Management Services	93,666.70	93,750.00	-83.30	-0.09 %
8130 Advocacy	16,666.65	15,000.00	1,666.65	11.11 %
8150 Legal	425.00		425.00	
8170 Marketing and PR		28,075.03	-28,075.03	-100.00 %
<b>Total 8100 Professional Services</b>	<b>115,808.35</b>	<b>136,825.03</b>	<b>-21,016.68</b>	<b>-15.36 %</b>
<b>Total Expenses</b>	<b>\$154,580.48</b>	<b>\$164,942.39</b>	<b>\$ -10,361.91</b>	<b>-6.28 %</b>
<b>NET OPERATING INCOME</b>	<b>\$72,914.96</b>	<b>\$93,517.27</b>	<b>\$ -20,602.31</b>	<b>-22.03 %</b>
Other Income				
9100 Other Revenue/Expenses				
4907 Gain/Loss & Int. on Investments	-80,730.07	34,864.93	-115,595.00	-331.55 %

# Automotive Service Councils of California

## Profit and Loss Comparison

January - May, 2022

	TOTAL			
	JAN - MAY, 2022	JAN - MAY, 2021 (PY)	CHANGE	% CHANGE
9130 Tax - State		-800.00	800.00	100.00 %
<b>Total 9100 Other Revenue/Expenses</b>	<b>-80,730.07</b>	<b>34,064.93</b>	<b>-114,795.00</b>	<b>-336.99 %</b>
<b>Total Other Income</b>	<b>\$ -80,730.07</b>	<b>\$34,064.93</b>	<b>\$ -114,795.00</b>	<b>-336.99 %</b>
NET OTHER INCOME	<b>\$ -80,730.07</b>	<b>\$34,064.93</b>	<b>\$ -114,795.00</b>	<b>-336.99 %</b>
NET INCOME	<b>\$ -7,815.11</b>	<b>\$127,582.20</b>	<b>\$ -135,397.31</b>	<b>-106.13 %</b>

### Note

December 31, 2021 Draft

# Automotive Service Councils of California

Budget vs. Actuals: ASCCA 2022 Budget - FY22 P&L

January - May, 2022

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
<b>Income</b>				
4100 Membership Dues				
4110 Association Dues	126,669.84	143,762.68	-17,092.84	88.11 %
4130 Application Fees	880.00		880.00	
4135 Education Members	575.00	800.00	-225.00	71.88 %
4140 Associate Dues	14,085.80	21,609.07	-7,523.27	65.18 %
4143 Associate Branch Dues	3,100.00		3,100.00	
4145 Recruitment Fee	-375.00	-500.00	125.00	75.00 %
4150 Prior Year	988.50		988.50	
4155 Early pay discount	-150.00	-3,500.00	3,350.00	4.29 %
4198 Service Charge Reoccurring bill	200.34	405.00	-204.66	49.47 %
<b>Total 4100 Membership Dues</b>	<b>145,974.48</b>	<b>162,576.75</b>	<b>-16,602.27</b>	<b>89.79 %</b>
4200 Endorsements/Services				
4200.10 ASC Insurance Services				
4215 Armstrong Insurance	9,606.32	9,756.04	-149.72	98.47 %
4299 CoreMark	4,691.88	4,601.27	90.61	101.97 %
<b>Total 4200.10 ASC Insurance Services</b>	<b>14,298.20</b>	<b>14,357.31</b>	<b>-59.11</b>	<b>99.59 %</b>
4200.20 Endorsements				
4225 Heartland	2,690.00	2,000.00	690.00	134.50 %
4235 G&K Services - Cintas	6,351.73	5,000.00	1,351.73	127.03 %
4250 Auto Zone	1,506.13	750.00	756.13	200.82 %
<b>Total 4200.20 Endorsements</b>	<b>10,547.86</b>	<b>7,750.00</b>	<b>2,797.86</b>	<b>136.10 %</b>
<b>Total 4200 Endorsements/Services</b>	<b>24,846.06</b>	<b>22,107.31</b>	<b>2,738.75</b>	<b>112.39 %</b>
4500 Events				
4510 PAVE Training	6,000.00	10,000.00	-4,000.00	60.00 %
<b>Total 4500 Events</b>	<b>6,000.00</b>	<b>10,000.00</b>	<b>-4,000.00</b>	<b>60.00 %</b>
4600 Corporate Partners				
4610 Corporate Partners	29,985.00	39,500.00	-9,515.00	75.91 %
<b>Total 4600 Corporate Partners</b>	<b>29,985.00</b>	<b>39,500.00</b>	<b>-9,515.00</b>	<b>75.91 %</b>
4650.00 Annual Meeting				
4650.01 Annual Meeting - Registration	901.00		901.00	
4650.04 Early Registration Discount	-140.00		-140.00	
<b>Total 4650.00 Annual Meeting</b>	<b>761.00</b>		<b>761.00</b>	
4700 Education & Training				
4710 E & T - Virtual Training Event		54,880.00	-54,880.00	
<b>Total 4700 Education &amp; Training</b>		<b>54,880.00</b>	<b>-54,880.00</b>	
4900 Other Revenue				
4908 Building Rental Revenue	19,928.90	19,928.00	0.90	100.00 %
<b>Total 4900 Other Revenue</b>	<b>19,928.90</b>	<b>19,928.00</b>	<b>0.90</b>	<b>100.00 %</b>
4999 Other Misc Revenue				
4915 Advertising - 401K Program		1,000.00	-1,000.00	

# Automotive Service Councils of California

Budget vs. Actuals: ASCCA 2022 Budget - FY22 P&L

January - May, 2022

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
<b>Total 4999 Other Misc Revenue</b>		<b>1,000.00</b>	<b>-1,000.00</b>	
<b>Total Income</b>	<b>\$227,495.44</b>	<b>\$309,992.06</b>	<b>\$ -82,496.62</b>	<b>73.39 %</b>
GROSS PROFIT	<b>\$227,495.44</b>	<b>\$309,992.06</b>	<b>\$ -82,496.62</b>	<b>73.39 %</b>
Expenses				
5000.1 - Technology Expenses				
5225.1 Database Subscription	1,796.00	2,245.00	-449.00	80.00 %
5240.1 Website Expenses		300.00	-300.00	
<b>Total 5000.1 - Technology Expenses</b>	<b>1,796.00</b>	<b>2,545.00</b>	<b>-749.00</b>	<b>70.57 %</b>
5300.1 Publication/Communication Expen				
5325.1 Broadcast Emails & Faxes		250.00	-250.00	
5345.1 Texting Service	3,362.88	1,875.00	1,487.88	179.35 %
<b>Total 5300.1 Publication/Communication Expen</b>	<b>3,362.88</b>	<b>2,125.00</b>	<b>1,237.88</b>	<b>158.25 %</b>
5600.00 R & B Committee				
5600.01 Revenue & Benefits Cmte Raffle		500.00	-500.00	
5600.02 Advantage Printing		1,000.00	-1,000.00	
5600.03 Corporate Partner Awards		1,000.00	-1,000.00	
5600.04 Corporate Partner Opportunities		600.00	-600.00	
<b>Total 5600.00 R &amp; B Committee</b>		<b>3,100.00</b>	<b>-3,100.00</b>	
5700.1 Educational & Training - Chapter				
5750.1 Miscellaneous Ed/Training		30,700.00	-30,700.00	
<b>Total 5700.1 Educational &amp; Training - Chapter</b>		<b>30,700.00</b>	<b>-30,700.00</b>	
6100 Meetings & Travel				
6110 Meeting Exp-Team Weekend (1)		5,982.00	-5,982.00	
6111 Meeting Exp - Team Weekend (2)		7,583.00	-7,583.00	
6120 Travel - ED		500.00	-500.00	
6121 Travel - Directors/Officers		2,000.00	-2,000.00	
6124 Chap. Reps-First Time Attendee		1,400.00	-1,400.00	
6125 Printing/Reproduction		100.00	-100.00	
6145 Board Awards	1,048.17	500.00	548.17	209.63 %
6160 Audio Visual Equipment	18.04	1,500.00	-1,481.96	1.20 %
<b>Total 6100 Meetings &amp; Travel</b>	<b>1,066.21</b>	<b>19,565.00</b>	<b>-18,498.79</b>	<b>5.45 %</b>
6300 Government Affairs Committee				
6320 Travel		100.00	-100.00	
6325 CSB-Government	141.58	0.00	141.58	
6360 Legislative Day		5,734.00	-5,734.00	
<b>Total 6300 Government Affairs Committee</b>	<b>141.58</b>	<b>5,834.00</b>	<b>-5,692.42</b>	<b>2.43 %</b>
6399 Other Government Affairs Comm		2,500.00	-2,500.00	
6500 Membership Recruitment/Retentio				
5420.1 Membership Signs	430.00		430.00	
6506 Membership Recruitment Drive		2,000.00	-2,000.00	
6515 Membership Appreciation		2,000.00	-2,000.00	

# Automotive Service Councils of California

Budget vs. Actuals: ASCCA 2022 Budget - FY22 P&L

January - May, 2022

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
6535 Legal Advise-Member Service	7,500.00	7,500.00	0.00	100.00 %
6545 Printing	1,812.17	1,000.00	812.17	181.22 %
6555 401K Member Benefit Program		1,000.00	-1,000.00	
6590 Postage/Other		100.00	-100.00	
<b>Total 6500 Membership Recruitment/Retentio</b>	<b>9,742.17</b>	<b>13,600.00</b>	<b>-3,857.83</b>	<b>71.63 %</b>
7100 General & Admin Expenses				
7101 Office Supplies	66.89	150.00	-83.11	44.59 %
7103 Printing/Reproduction	279.50	412.00	-132.50	67.84 %
7105 Telephone/Fax	280.00	412.00	-132.00	67.96 %
7106 Telephone Conference Calls	160.39	220.00	-59.61	72.90 %
7107 Postage/Mailing	480.30	316.00	164.30	151.99 %
7111 Insurance	6,825.74	3,000.00	3,825.74	227.52 %
7123 Off-Site Storage	497.96	600.00	-102.04	82.99 %
7124 On-Site Storage	360.00	450.00	-90.00	80.00 %
7125 Travel - Staff		300.00	-300.00	
7126 Bank Charges/Credit Card Fees	3,153.67	3,600.00	-446.33	87.60 %
7127 Filing Fees/Penalties	34.99	50.00	-15.01	69.98 %
7490 Miscellaneous G&A		100.00	-100.00	
<b>Total 7100 General &amp; Admin Expenses</b>	<b>12,139.44</b>	<b>9,610.00</b>	<b>2,529.44</b>	<b>126.32 %</b>
7500 Building Maint & Mgmt				
7505 Building Mgmt Fees	3,661.20	3,416.65	244.55	107.16 %
7510 Utilities	1,998.35	1,250.00	748.35	159.87 %
7515 Repairs & Maintenance	1,806.00	1,000.00	806.00	180.60 %
7522 Insurance		850.00	-850.00	
7530 Legal - Building	975.00	3,000.00	-2,025.00	32.50 %
7590 Misc Building Maint/Mgmt	2,083.30	2,083.30	0.00	100.00 %
<b>Total 7500 Building Maint &amp; Mgmt</b>	<b>10,523.85</b>	<b>11,599.95</b>	<b>-1,076.10</b>	<b>90.72 %</b>
8100 Professional Services				
8110 Accounting/Audit	5,050.00	3,800.00	1,250.00	132.89 %
8120 Management Services	93,666.70	93,666.65	0.05	100.00 %
8130 Advocacy	16,666.65	16,666.65	0.00	100.00 %
8150 Legal	425.00	1,500.00	-1,075.00	28.33 %
<b>Total 8100 Professional Services</b>	<b>115,808.35</b>	<b>115,633.30</b>	<b>175.05</b>	<b>100.15 %</b>
<b>Total Expenses</b>	<b>\$154,580.48</b>	<b>\$216,812.25</b>	<b>\$ -62,231.77</b>	<b>71.30 %</b>
<b>NET OPERATING INCOME</b>	<b>\$72,914.96</b>	<b>\$93,179.81</b>	<b>\$ -20,264.85</b>	<b>78.25 %</b>
Other Income				
9100 Other Revenue/Expenses				
4907 Gain/Loss & Int. on Investments	-80,730.07	8,450.00	-89,180.07	-955.39 %
9120 Tax - Federal		1,500.00	-1,500.00	
9130 Tax - State		800.00	-800.00	
<b>Total 9100 Other Revenue/Expenses</b>	<b>-80,730.07</b>	<b>10,750.00</b>	<b>-91,480.07</b>	<b>-750.98 %</b>



# Automotive Service Councils of California

Budget vs. Actuals: ASCCA 2022 Budget - FY22 P&L

January - May, 2022

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
<b>Total Other Income</b>	<b>\$ -80,730.07</b>	<b>\$10,750.00</b>	<b>\$ -91,480.07</b>	<b>-750.98 %</b>
NET OTHER INCOME	\$ -80,730.07	\$10,750.00	\$ -91,480.07	-750.98 %
NET INCOME	\$ -7,815.11	\$103,929.81	\$ -111,744.92	-7.52 %

## Note

December 31, 2021 Draft

**From:** [John Villa](#)  
**To:** [asc-boardtalk@googlegroups.com](mailto:asc-boardtalk@googlegroups.com)  
**Cc:** [Gloria Peterson](#)  
**Subject:** Resignation  
**Date:** Thursday, May 26, 2022 3:44:04 PM

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Dear ASCCA Board of Directors:

Due to a personal issue, I will be resigning my position on the ASCCA Executive Board of Directors on June 26, 2022 in San Diego. This also includes my position as Treasurer. I have enjoyed my time with this association and I believe I have made a difference. I will be available for questions any time until June 26, 2022. Thank for your understanding. I Can be reached at one of the phone numbers below

John Villa  
AAM, AMAM, ASE MASTER CAR,  
ASE MASTER TRUCK, ASE MASTER BODY,  
ASE #villa2888  
L1, L2, L3, SMOG, BRAKE , LAMP and  
Industrial Engineer Cal Poly "84"  
2016 Auto Care Assc  
World Class Technician  
I-CAR GOLD 2299384  
34 South St  
San Luis Obispo, CA. 93401  
Phone 805.781.3925  
Cell 805.235.5914



## Automotive and Autobody

Serving SLO automotive needs since 1912

"Let our Family take care of your Family "

## BOARD OF DIRECTORS RESOLUTION

It is resolved that the designated representatives listed below are authorized in the name of and on behalf of Automotive Service Councils of California (ASCCA) to:

Establish any banking accounts and services.

Sign, or change in writing, any agreement regarding ASCCA's banking deposit relationship.

Specify in writing the individuals who are authorized, in the name of and on behalf of ASCCA to:

Withdraw funds from any of the ASCCA's deposit accounts.

Endorse and deliver to the Banks, for any purpose, and in any amount, negotiable or non-negotiable commercial paper of any kind, and owned by, or held by, or payable to ASCCA.

Send, review, and/or authorize wire and electronic transfers of funds from ASCCA's accounts.

Otherwise access ASCCA's deposit accounts.

This authority may be exercised at such times and on such terms, as ASCCA's designated representative(s) believe proper.

Authorized individuals:

Carolyn Coquillet	President
Lee Chesnin	Vice President
Travis Guy	Secretary
Steve Vanlandingham	Treasurer
Gloria Peterson	Executive Director

Authorization to begin June 26, 2022 and approved by the Board of Directors June 26, 2022.

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Travis Guy, Secretary  
ASCCA

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Date

## ASCCA Policy #2-16

# Policy for Electronic Voting

Amended: February 10, 2013

Adopted March 21, 2004

### Purpose:

The purpose of this document is to set policy dictating the procedures to be used for electronic voting that will take place for ASCCA ~~state appointed committees, the~~ Board of Directors and the Executive Finance Committee.

### Procedure:

The office staff will be responsible for creating, distributing, tallying, and posting the results of the Electronic Vote instructions ~~when a Board Member or Committee Chair requests an electronic vote.~~

Included with each Electronic Vote ~~Form, a Waiver of Formal Meeting must be signed by~~ will be a statement that the all directors and committee members agree to waive the need for a formal meeting. ~~This waiver will be a standard part of every Electronic Vote Form and must be signed by the voter, as well as their~~ The electronic signature in the for director's and committee member's response constitutes a signature acknowledging the waiver the vote, as noted on the Electronic Vote Instructions.

The Electronic Vote Instructions will include statement of motion or motions and shall include the names of persons making and seconding the stated motion(s). The Electronic Vote is to be returned to the office staff with the required electronic of the voter.

The Electronic Vote Instructions will be distributed to each member of the Board of Directors or Executive Finance eCommittee at the same time. Each Electronic Vote may be accompanied by an attachment- instructions that ~~will also~~ include the time and date the vote is to be returned to the staff office. The Electronic Vote Instructions may include any discussion items deemed necessary by the committee chairperson or the President.

Voting members who have not submitted a vote to the office staff by the deadline will be ~~called one time at their office phone number~~ contacted by staff. The name of the person contacted will be recorded by staff. Staff will notify the President and/or the committee chairperson of the results ~~of the vote with in 24 hours after the vote~~ in a timely manner.

Copies of the returned Electronic Votes will be maintained by the staff until the next meeting of the Board of Directors. Results of the Electronic Vote will be ratified by the Board of Directors at its next applicable meeting. Results will also be posted to the Board Talk email forum and any related committee email forums.

Policy Status: Approved

Last Policy Status Date: February 10, 2013

## ASCCA Policy # 4-2

### Multiple Locations

*Amended June 24, 2012*

*Amended April 27, 1997*

*Amended March 13, 1992*

*Adopted June 25, 1988*

**Purpose:** Frequently, a member of ASCCA owns more than one facility. The purpose of this policy is to define the membership rights and obligations of an owner of multiple locations (Branches) as well as to define his/her dues obligations. This policy applies to both ~~Affiliate Chapter~~ Regular Members and ~~Affiliate Chapter~~ Associate Members as defined below.

**Voting Rights:** Only full paying Regular members of the association have voting rights. Therefore, ARD Branches ~~es memberships~~ must pay Regular association dues for each location desirous of voting rights.

#### Regular Members

1. An owner of multiple Branches desirous of Affiliate Chapter Regular membership is required to join the chapter where his/her corporate headquarters is located. The chapter and association dues are the responsibility of the headquarters location.
2. If a shop owner's additional branch(es) (i.e., non-headquarters shop) ~~is located in~~ is an area serviced by a different chapter, he/she must pay chapter dues to the second chapter if he/she wants his/her other branch listed as an ASCCA member. He/She does not have to pay state dues for any more than the headquarters location.
3. If a shop owner's additional branch(es) are within a single chapter area, the additional branch(es) will not be required to pay state dues and it is left to the discretion of the chapter whether or not to collect chapter dues for the additional branch(es).
4. ~~Franchises—In a franchise operation, each location will be treated as an individual firm and shall be given the option to join ASCCA and pay dues for each franchise. The fact that one franchisee joins ASCCA has no bearing upon the treatment of other franchise shops.~~

#### Associate Members

1. Associate members, statewide or larger, desirous of maintaining multiple memberships for locations or representatives throughout the state are required to maintain separate membership for each location/representative at both the chapter and association levels. The only exception is with relation to a Corporate Sponsor, which is further defined below.

2. Associate members, City/County wide or regional. If a single associate contact person wishes to maintain multiple chapter memberships, he/she is required to maintain one association membership and memberships with the chapters of their choosing.
3. Corporate sponsor of the association may or may not be required to maintain multiple association memberships. These relationships will be reviewed on a case-by-case basis and approved by the Board of Directors. It is left to the discretion of the chapter ~~whether or not~~whether to collect chapter dues for association Corporate Sponsors.

Policy Status: Approved  
Last Policy Status Date: June 2012



*Automotive Service Councils of California*

Professionals in Automotive Service ~ Since 1940

## **Automotive Service Councils Of California**

One Capitol Mall, Suite 800  
Sacramento, California 95814

(916) 924-9054

(800) 810-4272

FAX (916) 444-7462

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

## **Introductory Membership Communications Flow**

1. Immediately Upon Joining – Member Receives Welcome Email
2. Friday Week 1
  - a. Added to TeamTalk with Welcome Message
  - b. Verify Cell Phone and add them to text messaging list.
  - c. Update to Chapters & tracking document on Google Drive

### **Email Campaign**

3. Week #2: ASCCA Advantage
4. Week #5: Legislative Accomplishments
5. Month 2: Importance of Chapters
6. Month 3: 30-min per month free legal consultation
7. Month 4: Free consultation from Maylan Newton + BAT Program
8. Month 5: Team Weekends & Importance Committees
9. Month 6: Call to Action to Join

ASCCA Text Messaging  
DRAFT Communications Calendar

## June

Date	Time	Subject	Message Text
Thursday, June 16, 2022	7pm	Registration Deadline for June Team Weekend	It's not too late to register for the ASCCA June Team Weekend happening 6/25-6/26 in San Diego! Register online at <a href="https://www.ascca.com/events/team-weekend">https://www.ascca.com/events/team-weekend</a>
Thursday, June 30, 2022	7pm	Reminder - Remote Access for June Team Weekend	ASCCA Government Affairs Committee will kick off Team Weekend this Saturday at 9:15 am. Join via Zoom at <a href="https://us06web.zoom.us/j/83090406680">https://us06web.zoom.us/j/83090406680</a> .

## July

Date	Time	Subject	Message Text
Thursday, July 7, 2022	7pm	Board of Directors Applications	Join the ASCCA Board of Directors! Applications are due 8/1. Submit your application today: <a href="https://www.ascca.com/blog/join-the-2023-ascca-board-of-directors">https://www.ascca.com/blog/join-the-2023-ascca-board-of-directors</a>
Thursday, July 14, 2022	7pm	Government Affairs Committee Call Reminder	Keep up to date on the latest CA Bills being proposed, join us on the ASCCA Government Affairs Committee Zoom call Thursday, July 21 2pm-3pm <a href="https://zoom.us/j/5630090021">https://zoom.us/j/5630090021</a>
Thursday, July 28, 2022	7pm	July Legislative Update (post BAG meeting on 7/21)	Read the latest about CA bills that effect YOU and your shop. ASCCA Advocate Jack Molodanof's July Legislative Bill Report is available now at <a href="https://www.ascca.com/government-affairs/legislation-and-regulation">https://www.ascca.com/government-affairs/legislation-and-regulation</a>

## August

Date	Time	Subject	Message Text
Thursday, August 11, 2022	7pm	Government Affairs Committee Call Reminder	Keep up to date on the latest CA Bills being proposed, join us on the ASCCA Government Affairs Committee Zoom call Thursday, August 18 2pm-3pm <a href="https://zoom.us/j/5630090021">https://zoom.us/j/5630090021</a>
Thursday, August 25, 2022	7pm	ASCCA Educational Conference Hotel Reservation Deadline	ASCCA Educational Conference hotel booking deadline is 8/26! To make reservations at the discounted rate, visit our website at <a href="https://www.ascca.com/educationalconference">https://www.ascca.com/educationalconference</a>

## September

Date	Time	Subject	Message Text
Thursday, September 8, 2022	7pm	Government Affairs Committee Call Reminder	Keep up to date on the latest CA Bills being proposed, join us on the ASCCA Government Affairs Committee Zoom call Thursday, September 15 2pm-3pm <a href="https://zoom.us/j/5630090021">https://zoom.us/j/5630090021</a>



ASCCA Text Messaging  
DRAFT Communications Calendar

Thursday, September 22, 2022	7pm	Join the ASCCA Government Affairs Committee	<p>The ASCCA needs YOU! Join the Government Affairs Committee today to help protect and represent the views and needs of the automotive aftermarket profession and the ASCCA.</p> <p><a href="https://www.ascca.com/committees/government-affairs-committee">https://www.ascca.com/committees/government-affairs-committee</a></p>
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## October

Date	Time	Subject	Message Text
Thursday, October 6, 2022	7pm	November Team Weekend Hotel Deadline	
Thursday, October 13, 2022	7pm	Government Affairs Committee Call Reminder	Keep up to date on the latest CA Bills being proposed, join us on the ASCCA Government Affairs Committee Zoom call Thursday, October 20 2pm-3pm <a href="https://zoom.us/j/5630090021">https://zoom.us/j/5630090021</a>
Tuesday, October 25, 2022	7pm	October Legislative Update (post BAG meeting on 10/20)	Read the latest about CA bills that effect YOU and your shop. ASCCA Advocate Jack Molodanof's October Legislative Bill Report is available now at <a href="https://www.ascca.com/government-affairs/legislation-and-regulation">https://www.ascca.com/government-affairs/legislation-and-regulation</a>

## November

Date	Time	Subject	Message Text
Thursday, November 3, 2022	7pm	Government Affairs Committee Call Reminder	Keep up to date on the latest CA Bills being proposed, join us on the ASCCA Government Affairs Committee Zoom call Thursday, November 17 2pm-3pm <a href="https://zoom.us/j/5630090021">https://zoom.us/j/5630090021</a>
???	7pm	November Team Weekend Registration Deadline	
Thursday, November 17, 2022	7pm		

## December

Date	Time	Subject	Message Text
Thursday, December 1, 2022	7pm	Government Affairs Committee Call Reminder	Keep up to date on the latest CA Bills being proposed, join us on the ASCCA Government Affairs Committee Zoom call Thursday, December 15 2pm-3pm <a href="https://zoom.us/j/5630090021">https://zoom.us/j/5630090021</a>
Thursday, December 15, 2022	7pm	New CA laws for 2023	ASCCA Legislative update: Every year, hundreds of new laws are enacted that may impact small business, automotive repair shops. Our list of new CA laws for 2023 is available here: