



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

Automotive Service Councils of California

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

Team Weekend Book

ASCCA May 2023 Team Weekend

Hotel Location: Courtyard San Jose Campbell
655 Creekside Way, Campbell CA 95008
(408) 626-9590

Meeting Location: Campbell Community Center – Roosevelt Redwood Room
1 West Campbell Ave, Campbell CA 95008

Join via Zoom

<https://us06web.zoom.us/j/83668389556>

Meeting ID: 836 6838 9556

Dial: 669-900-6833

ASCCA Council of Representatives Meeting
Chapter 42 (San Jose) Barbecue
Board of Directors Meeting

May 20-21, 2023

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.



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!

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



Automotive Service Councils of California
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

TO: ASCCA BOARD, CHAPTER REPRESENTATIVES, COMMITTEES & INTERESTED PARTIES

FR: ASCCA OFFICE

RE: MAY 2023 ASCCA TEAM WEEKEND

Thank you to our Team Weekend Sponsors:

LeadsNearMe®



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

WHAT: MAY 2023 TEAM WEEKEND

WHEN: MAY 20-21, 2023

HOTEL LOCATION: **Courtyard San Jose Campbell**
655 Creekside Way, Campbell, CA 95008
408-626-9590

MEETING LOCATION: **Campbell Community Center**
Roosevelt Redwood Room
1 W Campbell Ave, Campbell, CA 95008

ZOOM LINK: <https://us06web.zoom.us/j/83668389556>
836 6838 9556
(669) 900-6833

SCHEDULE OF EVENTS:

Saturday, May 20: *(Dress Code - Business Casual)*

9:00 am – 9:10 am Welcome – Pledge, Opening Comments

9:10 am – 9:15 am [**NEW:** Introduce new members and first-time Team Weekend attendees](#)

9:15 am – 11:15 am **Council of Representatives Meeting**

11:30 am – 3:00 pm ASCCA San Jose (Chapter 42) Barbecue

Sunday, May 21: *(Dress Code – Business / ASCCA Board Shirts Optional)*

9:00 am – 11:00 am **Board of Directors Meeting**

ASCCA Meetings Calendar 2023

(All meeting dates are tentative and subject to change)

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

June 2023

June 7, 2023	6:00 - 7:00 pm	Revenue & Benefits Committee	Via Zoom
June 8, 2023	6:00 - 7:00 pm	Membership Committee	Via Zoom
June 21, 2023	6:00 - 7:00 pm	Education Training & Information (ETI) Committee	Via Zoom
June 22, 2023	2:00 - 3:00 pm	Government Affairs Committee	Via Zoom
June 22, 2023	6:00 - 7:00 pm	Council of Representatives	Via Zoom
June 28, 2023	6:00 - 7:00 pm	Executive / Finance Committee	Via Zoom

July 2023

July 5, 2023	6:00 - 7:00 pm	Revenue & Benefits Committee	Via Zoom
July 13, 2023	6:00 - 7:00pm	Membership Committee	Via Zoom
July 19, 2023	6:00 - 7:00pm	Education Training & Information (ETI) Committee	Via Zoom
July 26, 2023	6:00 - 7:00 pm	Executive / Finance Committee	Via Zoom
July 27, 2023	2:00 - 3:00 pm	Government Affairs Committee	Via Zoom
July 27, 2023	6:00 - 7:00 pm	Council of Representatives	Via Zoom

ASCCA Meetings Calendar 2023

(All meeting dates are tentative and subject to change)

August 2023

August 2, 2023	6:00 - 7:00 pm	Revenue & Benefits Committee	Via Zoom
August 10, 2023	6:00 - 7:00 pm	Membership Committee	Via Zoom
August 16, 2023	6:00 - 7:00 pm	Education Training & Information (ETI) Committee	Via Zoom
August 23, 2023	6:00 - 7:00 pm	Executive / Finance Committee	Via Zoom
August 24, 2023	2:00 - 3:00 pm	Government Affairs Committee	Via Zoom
August 24, 2023	6:00 - 7:00 pm	Council of Representatives	Via Zoom

September 2023

September 6, 2023	6:00 - 7:00 pm	Revenue & Benefits Committee	Via Zoom
September 8-10, 2023	ASCCA Education Conference/Team Weekend Crowne Plaza, Costa Mesa, CA		
September 14, 2023	6:00 - 7:00 pm	Membership Committee	Via Zoom
September 20, 2023	6:00 - 7:00 pm	Education Training & Information (ETI) Committee	Via Zoom
September 27, 2023	6:00 - 7:00 pm	Executive / Finance Committee	Via Zoom
September 28, 2023	2:00 - 3:00 pm	Government Affairs Committee	Via Zoom
September 28, 2023	6:00 - 7:00 pm	Council of Representatives	Via Zoom

October 2023

October 4, 2023	6:00 - 7:00 pm	Revenue & Benefits Committee	Via Zoom
October 12, 2023	6:00 - 7:00 pm	Membership Committee	Via Zoom
October 18, 2023	6:00 - 7:00 pm	Education Training & Information (ETI) Committee	Via Zoom
October 25, 2023	5:30 - 7:30 pm	Executive / Finance Committee - Budget Meeting	Via Zoom
October 26, 2023	2:00 - 3:00 pm	Government Affairs Committee	Via Zoom
October 26, 2023	6:00 - 7:00 pm	Council of Representatives	Via Zoom

ASCCA Meetings Calendar 2023

(All meeting dates are tentative and subject to change)

November 2023

November 1, 2023	6:00 - 7:00 pm	Revenue & Benefits Committee	Via Zoom
November 9, 2023	6:00 - 7:00 pm	Membership Committee	Via Zoom
November 15, 2023	6:00 - 7:00 pm	Education Training & Information (ETI) Committee	Via Zoom
November 17-19, 2023		ASCCA Team Weekend	Sacramento, CA

December 2023

December 6, 2023	6:00 - 7:00 pm	Revenue & Benefits Committee	Via Zoom
December 14, 2023	6:00 - 7:00 pm	Membership Committee	Via Zoom
December 20, 2023	6:00 - 7:00 pm	Education Training & Information (ETI) Committee	Via Zoom



2023 ASCCA ANNUAL TRAINING CONFERENCE

TO ELEVATE & UNITE AUTOMOTIVE PROFESSIONALS & GIVE THEM VOICE



WHO: Open to Members, Non-Members & Industry

WHAT: ***ASCCA Annual Training Conference***

WHEN: ***September 8-10, 2023***

WHERE: ***Crowne Plaza Costa Mesa***
3131 Bristol Street • Costa Mesa, CA 92626

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





Automotive Service Councils of California

Professionals in Automotive Service ~ Since 1940

2023 State Board of Directors

President

Lee Chesnin – Chapter 12
BVA, Inc. – Volvo, Honda, Acura, Toyota
10736 Jefferson Blvd #1143
Culver City, CA 90230
Tel. (310) 895-4014
Fax
service@bvainc.net
Term Expires: 12/31/2023

Vice President

Dave Kusa – Chapter 42
Autotrend Diagnostics
2885 S. Winchester Blvd, Ste F
Campbell, CA 95008
Tel. (408) 866-5140
Fax (408) 866-5198
davidkusa@hotmail.com
Term Expires: 12/31/2024

Council of Representatives, Speaker

Tim Chakarian – Chapter 5
Bimmer PhD Motorsports
1539 E Walnut St
Pasadena, CA 91106
Tel. (818) 391-5434
Fax
bimmerphd@gmail.com
Term Expires: 12/31/2023

Treasurer

Andrei Obolenskiy – Chapter 20
Main Street Automotive
2040 N Main St, Ste 2
Walnut Creek, CA 94596
Tel. (925) 262-6511
Fax
aobolenskiy@smartsimplefast.us
Term Expires: 12/31/2024

Secretary

Gilbert Rios – Chapter 14
California Smog Institute
3001 Chicago Avenue
Riverside, CA 92507
Tel. (951) 781-0412
Fax
grios@casmoginst.org
Term Expires: 12/31/2023

Immediate Past President

Carolyn Coquillette – Chapter 21
Earthling Automotive
615 Bayshore Blvd
San Francisco, CA 94124
Tel. (415) 601-1440
Fax
carolyn@shop-ware.com
Term Expires: 12/31/2023

Board Director

Scott Brown – Chapter 14
Connie & Dick's Service Center
150 Olive Street
Claremont, CA 91711
Tel. (909) 626-5653
Fax (909) 626-6753
Cindyb.cd@gmail.com
Term Expires: 12/31/2023

Board Director

Wendy Lucko – Chapter 5
Pasadena City College
1570 East Colorado Blvd
Pasadena, CA 91106
Tel. (626) 585-7245
Fax
wllucko@pasadena.edu
Term Expires: 12/31/2024

Board Director

Rob Morrell – Chapter State
WORLD PAC
37137 Hickory Street
Newark, CA 94560
Tel. (510) 701-5865
Fax
rmkroll@gmail.com
Term Expires 12/31/2024

Board Director

John Eppstein – Chapter 24
John's Automotive Care
6267 Riverdale Street
San Diego, CA 92120
Tel. (619) 280-9315
Fax (619) 717-8823
john@johnsautomotive.com
Term Expires: 12/31/2023

Board Director

Dennis Montalbano – Chapter 25
German Auto Repair, Inc.
6622 N. Blackstone Ave.
Fresno, Ca 93710-3627
Tel. (559) 438-6508
Fax (559) 438-8651
dbenzdr@aol.com
Term Expires: 12/31/2023



Automotive Service Councils of California

Professionals in Automotive Service ~ Since 1940

Council of Representatives

Chakarian, Timothy

05 – Foothill
Bimmer PhD
1539 E. Walnut Street
Pasadena, CA 91106
Tel. (626) 792-9222
bimmerphd@gmail.com

Bauld, David

14 – Inland Empire
H Mobile Services
PO Box 281
Rimforest, CA 92378
Tel. (760) 220-5157
daviebauld@gmail.com

Schoedl, Dennis

18 – Long Beach
Long Beach Muffler
3880 East Anaheim St
Long Beach, CA 90805
Tel. (562) 494-3880
shop@longbeachmuffler.com

Obolenskiy, Andrei

20 – Mt. Diablo
Main Street Automotive
2040 N. Main St, Suite 2
Walnut Creek, CA 94596
Tel. (925) 945-0691
walnutcreektransmission@gmail.com

Sevim, Eric

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

Chesnin, Lee

12 – West Los Angeles
BVA, Inc. – Volvo, Honda, Acura, Toyota
10736 Jefferson Blvd #1143
Culver City, CA 90230
Tel. (310) 895-4014
service@bvainc.net

Bridgwater, John

16 – East Bay
Doral's Auto Repair
2000 Merced St
San Leandro, CA 94577
Tel. (707) 477-1005
john@bridgwaterrauto.com

Callas, Tony

1940 – LAX/South Bay
Callas Rennsport
19080 Hawthorne Blvd
Torrance, CA 90503
Tel. (310) 370-7038
tony@callasrennsport.com

Costa, Daniel

21 – San Francisco
Marin Automotive
1810 Sir Francis Drake Blvd
Fairfax, CA 94930
Tel. (415) 377-5876
Marinautomotive@gmail.com

Campos, Julio

24 – San Diego
Dragonfly Automotive
4055 Pacific Hwy
San Diego, CA 92110
Tel. (619) 849-0233
Dragonfly4055@gmail.com

Martirosian, Zarkis

25 – Fresno
Bud Eberwein Brake Services
1554 Tollhouse Lane
Clovis, CA 93611
Tel. (559) 970-4413
zarkis@budeberwein.com

Toepp, Bob

28 – Santa Rosa
Bill's Auto Electric & Repair, Inc.
356 W College Ave
Santa Rosa, CA 95401
Tel. (707) 696-2899
billsaer@sonic.net

Tsuchida, Tatsu

48 – No. Orange County
Tokyo Automotive
380 E. Orangethorpe Ave
Placentia, CA 92870
Tel. (714) 933-7300
tatsu@tokyoautomotive.com

Camara, John

26 – Tulare/Visalia
Camara Auto Services, Inc.
440 South K Street
Tulare, CA 93274
Tel. (559) 686-5721
jcamara01@currently.com

Delacruz, Mike

42 – San Jose
Overdryve, Inc.
538 Santa Cruz Terrace
Sunnyvale, CA 94085
Tel. (510) 861-0132
mike@overdryveinc.com

Pitari, Rob

99 – Redding
All Wheel Auto, Truck & RV Repair
18730 Old Oasis Road
Redding, CA 96003
Tel. (530) 241-1010
rob@allwheelinc.com



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

2023 ASCCA Committee Rosters

Bylaws, Policies & Procedures

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

Lee Chesnin	President	(310) 895-4014	service@bvainc.net
Dave Kusa	Vice President	(408) 866-5140	davidkusa@hotmail.com
Steve Vanlandingham	Committee Chair	(619) 851-1831	Stevevanlandingham7@gmail.com
Stuart Terry	Vice Chair	(619) 287-9626	stuartterrystar@gmail.com
John Eppstein	Member	(619) 280-9315	john@johnsautomotivecare.com
Rocky Khamenian	Member	(949) 642-1410	4ascca@gmail.com
Gloria Peterson	Staff	(916) 924-9054	gpeterson@amgroup.us

Education Training & Information

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

Lee Chesnin	President	(310) 895-4014	service@bvainc.net
Dave Kusa	Vice President	(408) 866-5140	davidkusa@hotmail.com
Luke Murray	Committee Chair	(510) 755-6058	Lukemurray79@gmail.com
Jim Silverman	Vice Chair	(301) 575-9140	Jfsmanagement38@gmail.com
John Eppstein	Member	(619) 280-9315	john@johnsautomotivecare.com
Rocky Khamenian	Member	(949) 642-1410	4ascca@gmail.com
Jimmy Lea	Member	(408) 482-1035	jimmy@wearetheinstitute.com
Wendy Lucko	Member	(626) 585-7245	wlucko@pasadena.edu
Rob Morrell	Member	(510) 701-5865	rmkroll@gmail.com
Gilbert Rios	Member	(951) 781-0412	grios@casmoginst.org
Mark Warren	Member	(520) 370-5215	Mwarren1117@gmail.com
Gloria Peterson	Staff	(916) 924-9054	gpeterson@amgroup.us

Revenue & Benefits Committee

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

Lee Chesnin	President	(310) 895-4014	service@bvainc.net
Dave Kusa	Vice President	(408) 866-5140	davidkusa@hotmail.com
Jim Silverman	Committee Chair	(301) 575-9140	jfsmanagement38@gmail.com
Rob Morrell	Vice Chair	(510) 701-5865	rmkroll@gmail.com
John Bridgwater	Member	(707) 477-1005	john@bridgwatereauto.com
Daniel Costa	Member	(415) 377-5876	marinautomotive@gmail.com
John Eppstein	Member	(619) 280-9315	john@johnsautomotivecare.com
Rocky Khamenian	Member	(949) 642-1410	4ascca@gmail.com
Maylan Newton	Advisor	(805) 526-3039	maylan@esiseminars.com
Anne Mullinax	Staff	(916) 924-9054	amullinax@amgroup.us
Gloria Peterson	Staff	(916) 924-9054	gpeterson@amgroup.us

Government Affairs

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

Lee Chesnin	President	(310) 895-4014	service@bvainc.net
Dave Kusa	Vice President/Chair	(408) 866-5140	davidkusa@hotmail.com
James Justice	Vice Chair	(619) 239-2208	jwjustus@aol.com
Glenn Davis	Member	(909) 946-2282	gdaent@dslextreme.com
Mike Delacruz	Member	(510) 861-0132	mike@overdryveinc.com
John Eppstein	Member	(619) 280-9315	john@johnsautomotivecare.com
Dave Fischer	Member	(888) 358-2221	Cesyes9@gmail.com
Craig Johnson	Member	(626) 810-2281	craig@cjauto.net
Rocky Khamenian	Member	(949) 642-1410	4ascca@gmail.com
Mike Larbre	Member	(707) 996-3365	larbre@comcast.net
Dennis Montalbano	Member	(559) 438-6508	dbenzdr@aol.com
Rob Morrell	Member	(510) 701-5865	rmkroll@gmail.com
Gene Morrill	Member	(626) 963-0814	gene@certautospec.com
Donny Seyfer	Member	(303) 884-7540	dseyder@nastf.org
Steve Vanlandingham	Member	(619) 851-1831	Stevevanlandingham7@gmail.com
Randy Waitman	Member	(760) 788-4912	randy@r-a-e.com
Jack Molodanof	Legislative Advocate	(916) 447-0313	jack@mgrco.org
Phil Fournier	Advisor	(951) 306-2936	Pfourn909@aol.com
Rachelle Golden	Advisor	(559) 878-3521	rachelle@goldenadadefense.com
George Hritz	Advisor	(707) 486-5148	George.hritz@sbcglobal.net
Larry Moore	Advisor	(650) 968-5202	Moorelarry1251@gmail.com
Allen Pennebaker	Advisor	(925) 519-2371	allen@orindamotor.com
Gloria Peterson	Staff	(916) 924-9054	gpeterson@amgroup.us

Membership Committee

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

Lee Chesnin	President	(310) 895-4014	service@bvainc.net
Dave Kusa	Vice President	(408) 866-5140	davidkusa@hotmail.com
Angi Roberts	Committee Chair	(408) 266-9658	Ascca-san-jose@assoc-office.com
Daniel Costa	Member	(415) 377-5876	marinautomotive@gmail.com
Shannon Devery	Member	(626) 476-9016	shannon@fdis-sangabrielvalley.com
John Eppstein	Member	(619) 280-9315	john@johnsautomotivecare.com
Jimmy Lea	Member	(408) 482-1035	jimmy@wearetheinstitute.com
John Camara	Advisor	(559) 688-5721	Jcamara01@currently.com
Rocky Khamenian	Advisor	(949) 642-1410	4ascca@gmail.com
Anne Mullinax	Staff	(916) 924-9054	amullinax@amgroup.us
Gloria Peterson	Staff	(916) 924-9054	gpeterson@amgroup.us



Automotive Service Councils of California

Professionals in Automotive Service ~ Since 1940

www.ascca.com

ASCCA Headquarters General Info:

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

ASCCA Staff:

Gloria Peterson – Executive Director
gpeterson@amgroup.us, phone ext: 104

Anne Mullinax – Deputy Executive Director
amullinax@amgroup.us, phone ext: 116

Nito Goolan – Staff Accountant
ngoolan@amgroup.us, phone ext: 103

Jonathan Flom – Communications and Publications Manager
jflom@amgroup.us, phone ext: 141

Hannah Paige – Digital Communications Manager
hpaige@amgroup.us, phone ext: 110

Natalie Perry – Event Management
nperry@amgroup.us, phone ext: 131

Jacob Gray - Membership Services Coordinator
jgray@amgroup.us, phone ext: 137



Automotive Service Councils of California

Professionals in Automotive Service ~ Since 1940

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.



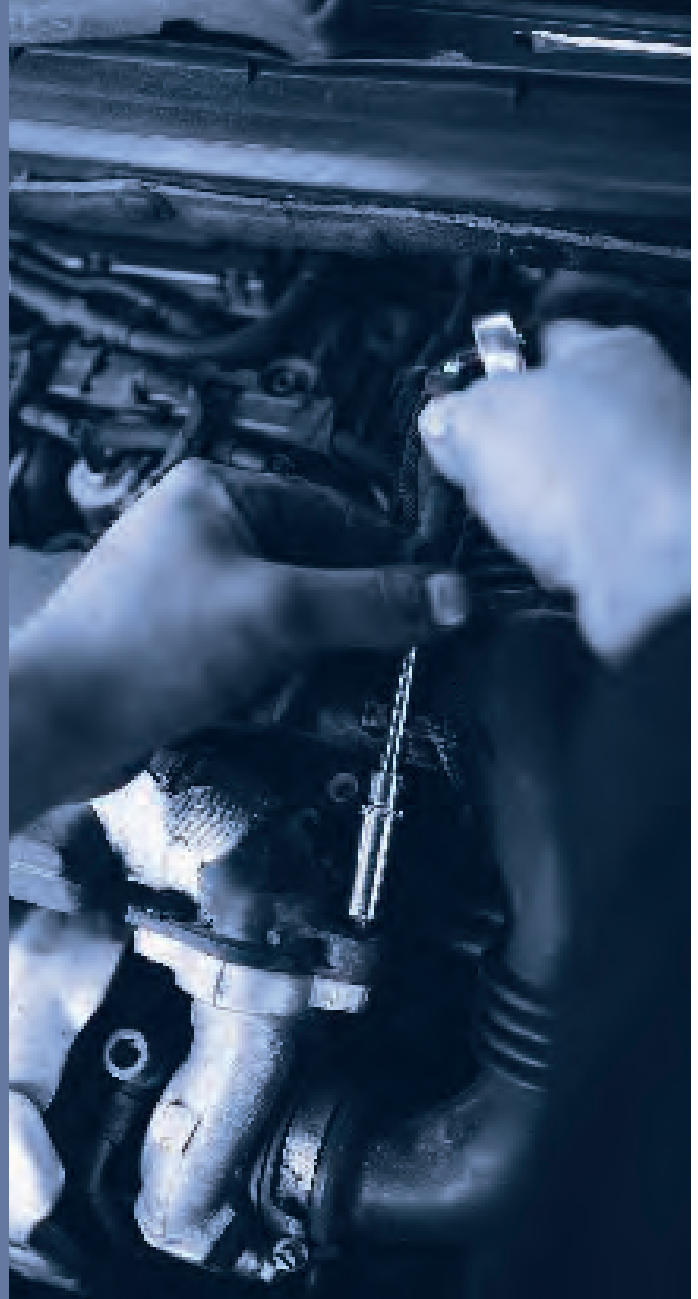


ASCCA Advantage

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 | 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



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@mrgco.org

Internet Marketing, Web Design & Search Engine Optimization



With Broadly, you can provide a 5-star customer experience with a responsive website, automated web chat, streamlined text and email communication, and flexible mobile payment option. Broadly makes it easy for customers to find you, work with you, and rave about you.

Chris Deianni (510) 400-6039
cdeianni@broadly.com



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 (888) 953-2379
ryanburton@leadsnearme.com

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-22
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 offer the only complete shop success solution that drives profitable growth. Our digital platform offers a suite of tools that drive guaranteed results including Digital Vehicle Inspections and Workflow Automation.

Sales@autovitals.com
(866) 949-2848
www.autovitals.com



Shop Boss is a leading shop management software for independent auto repair shops. This software facilitates smooth day-to-day operations with its integrated features such as auto repair labor guide, estimating, parts ordering, markup calculator and customer self-check-in.

Luke Kushner
(925) 997-4970
luke.kushner@vehlo.com

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

To learn more about ASCCA member benefits visit
www.ascca.com/memberbenefits

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

ASCEF Board of Trustees

<p>John Eppstein <i>Chair</i> John's Automotive Care 6267 Riverdale Street San Diego, CA 92120 Tel: 619-280-9315 john@johnsautomotivecare.com</p> <p><i>Trustee Since: 10/2015</i> <i>Term Exp: 10/2025</i></p>	<p>David Kusa <i>President</i> Autotrend Diagnostics 2885 S. Winchester Blvd Suite F, Campbell, CA 95008 Tel: (408) 866-5140 Fax: (908) 866-5198 davidkusa@hotmail.com</p> <p><i>Trustee Since: 10/2019</i> <i>Term Exp: 10/2025</i></p>	<p>Wendy Lucko <i>Secretary</i> Pasadena City College 1570 East Colorado Blvd Pasadena, CA 91106 Tel: (626) 585-7245 wlucko@pasadena.edu</p> <p><i>Trustee Since: 12/2020</i> <i>Term Exp: 10/2024</i></p>
<p>Angi Roberts <i>Treasurer</i> The Association Office 950 S. Bascon Avenue #1113 San Jose, CA 95128 Tel: (408) 266-9658 asca@assoc-office.com</p> <p><i>Trustee since: 3/2019</i> <i>Term Exp: 10/2024</i></p>	<p>Maylan Newton Educational Seminars Institute 2222 Emmett Ave. Simi Valley, CA 93063 Tel: 805-526-3039 Maylan@esiseminars.com</p> <p><i>Trustee since: 3/2017</i> <i>Term Exp: 10/2023</i></p>	<p>Mike DelaCruz Overdryve, Inc. Founder and CEO Tel: (510) 861-0132 Mike@overdryveinc.com</p> <p><i>Trustee Since 10/2022</i> <i>Term Exp: 10/2025</i></p>
<p>Rory Balmer Twin Peaks Auto Service 26100 CA-189 Twin Peaks, CA 92391 Tel: (909) 337-0082 roryasca14@gmail.com</p> <p><i>Trustee Since: 12/2020</i> <i>Term Exp: 10/2024</i></p>	<p>Rhonda Young KUKUI Senior Client Success Coordinator III & CS Tradeshow Specialist Tel: (408) 784-5779 rhonda@kukui.com</p> <p><i>Trustee Since 10/2022</i> <i>Term Exp: 10/2025</i></p>	<p>Luke Murray Advanced Auto Parts, Worldpac Manager Tel: (805) 570-5968 Luke.murray@advance-auto.com</p> <p><i>Trustee Since 10/2022</i> <i>Term Exp: 10/2025</i></p>
<p>Gene Morrill Certified Automotive Specialist 476 S. Vermont Avenue Glendora, CA 91741 Tel: (878) 261-6009 gene@certautospec.com</p> <p><i>ADVISOR</i></p>		



DONATE A CAR TO HELP SOLVE THE TECHNICIAN SHORTAGE!

Turn your customers' unwanted cars into a tax-deductible donation for them and cash for scholarships to support students pursuing a career in the automotive aftermarket industry.

1. It's easy and the pick-up is free!
2. The proceeds from the sale of the vehicle will help us continue to award scholarships to students wanting to develop a career in the automotive aftermarket industry!
3. Donating saves time and money on repairs and maintenance.
4. Added value to your shop while supporting an automotive industry nonprofit.
5. Our Vehicle Donation Support Team is here to guide you every step of the way.
6. We help you take care of the paperwork and provide you with any necessary tax documents.
7. Vehicle donations are tax-deductible.
8. Make a difference!



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

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



**Call the CARS program at
(844) 877-2473 to donate a
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



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

AGENDA

ASCCA Council of Representatives

May 20, 2023 | 9:15 – 11:15 am

Campbell Community Center

Roosevelt Redwood Room

655 Creekside Way

Campbell, CA 95008

Zoom Meeting ID: 868 6838 9556

<https://us06web.zoom.us/j/83668389556>

Chapter Resources Google Folder

https://drive.google.com/drive/folders/0BzVmUM_HVdVbSEVknIJwYzc0RkE?resourcekey=0-FW5qmmYYA23otu2NMZA2cQ&usp=sharing

Council Mission:

To develop relationships between the Chapters and Liaisons |

Promote ASCCA's Legislative Day | 100% Chapter Participation

- | | | |
|----|---|-------------|
| 1. | Call to Order | T Chakarian |
| 2. | Roll Call | A Mullinax |
| 3. | Updates/Presentations: <ul style="list-style-type: none">• Government Affairs Committee (D Kusa)• NASTF (D Seyer) | |
| 4. | Discussion Items: <ul style="list-style-type: none">• 2024 Board Elections – Representation on Nominating Committee• Bylaws Amendments – Add new sections related to termination and discipline, as recommended by outside counsel | T Chakarian |
| 5. | Roundtable | |
| 6. | Adjourn to the meeting of June 22, 2023, at 6 pm | T Chakarian |

	Jan TW	Feb	March	April	May	June	July	Aug	Sept	Oct	Nov	Dec
Tim Chakarian (5) Speaker	x	x	x	x								
Andrei Obolenskiy (20) Vice Chair	x	E	x	x								
Lee Chesnin (President)	x	x	E	x								
Dave Kusa (Vice President)	E	E	x	E								
Chapter 5												
Tim Chakarian	x	x	x	x								
Chapter 12												
Angi Roberts	x	x	x	x								
Jaime Galindo				x								
Chapter 14												
Gilbert Rios	x	x	x	x								
Chapter 16												
John Bridgewater				x								
Kamil Targosz	x											
Bill Adams			x									
Chapter 18												
Dennis Schoedl	A	A	A	A								
Chapter 1940												
Tony Callas	A	A	A	A								
Chapter 20												
Andrei Obolenskiy	x	E	x	x								
Chapter 21												
Daniel Costa	E	x	A	x								
Chapter 23												
Jennifer Barizon	x	x										
Angi Roberts			x	x								
Chapter 24												
Julio Campos	x	x		A								
John Eppstein			x									
Chapter 25												
Zarkis Martirosian	x	x	A	E								
Chapter 26												
John Camara	E	x	A	A								
Chapter 28												
Bob Toepp	x	x	x	x								
Chapter 42												
Mike Delacruz	x	x		x								
Dave Kusa			x									
Chapter 48												
Mike Grosse		x		x								
Chapter 99												
Rob Pitari	A	x	x	x								
Guests:												
Joseph Appler (Ch 5)		x										
Dave Morris (Ch 12)		x										
Ani Paparian (Ch 5)			x									
Craig Johnson (Ch 5)			x									
Carolyn Coquillette (Ch 21)		x	x									

Proposed addition to ASCCA Bylaws:

Termination. A membership shall be suspended or terminated whenever the Board, or a committee, or person authorized by the Board, in good faith determines that any of the following events have occurred: (a) resignation of member, on reasonable notice to the Association; (b) expiration of the period of membership, unless the membership is renewed on the renewal terms fixed by the Board; (c) failure of a member to pay dues, fees, or assessments in the amount and under the terms set by the Board; (d) failure to abide in the lawful decisions of any duly constituted committee of the Association, or (e) occurrence of any event that renders a member ineligible for membership, or failure to satisfy membership qualifications.

Discipline. A member may be publicly reprimanded, suspended, or terminated for cause by the Board or its designee. Cause shall include a failure, in serious degree, to (1) observe the Association's rules of conduct as prescribed by the Board in these Bylaws or otherwise, (2) to abide in the lawful decisions of any duly constituted committee of the Association, or to engage in any conduct which is deemed by the Board or its designee contrary or prejudicial to the interests and/or purposes of the Association. The discipline shall occur only after the member has been given a fifteen-day prior written notice of the proposed discipline and the reasons therefor. The notice shall also advise the member of the member's opportunity to be heard, orally or in writing as determined by the Board or its designee, not less than five days before the effective date of the discipline by the Board or its designee. The Board or its designee shall determine whether cause exists and the appropriate discipline, if any.

The Board is not required to follow the above procedure when imposing lesser discipline such as private reprimand.



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

AGENDA

MBI BOARD OF DIRECTORS

May 21, 2023 | 9:00 am
Campbell Community Center Roosevelt Redwood Room
1 W Campbell Avenue
Campbell, CA 95008
Join Zoom Meeting: <https://us06web.zoom.us/j/83668389556>
Meeting ID: 836 6838 9556 Dial: 669-900-6833

9:00 am	I. Call to Order – Pledge of Allegiance	L. Chesnin
9:02 am	II. Attendance – <i>encl.</i>	G. Rios
9:05 am	III. Minutes of the 01.29.2023 Meeting– <i>encl.</i>	G. Rios
9:07 am	IV. Overview of Year-to-Date Revenue – <i>TBP.</i>	G. Peterson
9:08 am	V. ASC Insurance Program Update	G. Dailey
9:15 am	VI. Adjourn Meeting	L. Chesnin

AGENDA

BOARD OF DIRECTORS

9:15 – 11:00 am

9:15 am	I. Call to Order	L. Chesnin
9:17 am	II. Secretary's Report	G. Rios
	a. Minutes: 04.26.2023 Board of Directors – <i>encl.</i>	
9:20 am	III. Consent Items	G. Rios
	a. Action Items Status Report Update – <i>encl.</i>	
	b. Written Committee Reports	
	i. Education, Training, and Information (ETI) – <i>encl.</i>	
	ii. Membership / Publications – <i>encl.</i>	
	1. Introductory Membership Campaign Status Update	
	iii. Revenue & Benefits	
	iv. Bylaws – <i>encl.</i>	
	v. Government Affairs – <i>encl.</i>	
9:25 am	IV. Treasurer's Report	A. Obolenskiy
	a. April Month-end Financials – <i>TBP</i>	
	b. Sage Point Investment Account – <i>encl.</i>	
9:35 am	V. ASCEF Report	J. Eppstein
9:45 am	VI. Council of Representatives (COR) Update	T. Chakarian
10:00 am	VII. Strategic Discussion Items	L. Chesnin

10:25 am	VIII.	ASCCA Events Schedule	L. Chesnin
		a. 2024 Team Weekend	
		i. Year-over-year Attendance Comparison – <i>encl.</i>	
		b. 2024 ATC Location Survey Results – <i>encl.</i>	
		c. Skills USA 2024	
		d. CAT Conference – ASCCA Involvement	
10:40 am	II.	Old Business	L. Chesnin
		a. Board Vacancies	
10:45 am	III.	New Business	L. Chesnin
11:00 am	IV.	Adjournment	L. Chesnin

Board of Directors & Executive Committee
2023 Attendance Record

Position	FirstName	LastName	01/29 BOD	02/28 Exec	03/22 Exec	4/26 BOD	5/21 BOD
Executive Committee							
President	Lee	Chesnin	P	P	P	P	
Vice President	Dave	Kusa	E	P	P	P	
Secretary	Gilbert	Rios	P	P	E	P	
Treasurer	Andrei	Obolenskiy	P	P	E	P	
CRC Chair	Timothy	Chakarian	P	E	P	P	
Past President	Carolyn	Coquillet	P	P	P	A	
Board Directors							
Director	Scott	Brown	P	P	A	P	
Director	John	Eppstein	P	P	A	P	
Director	Wendy	Lucko	P	P	P	A	
Director	Dennis	Montalbano	P	A	A	P	
Director	Rob	Morrell	P	P	P	P	

P = Present A = Absent E = Excused Absence

MINUTES

ASCCA Member Benefits Incorporated (MBI)

January 29, 2023

Embassy Suites Sacramento Promenade
100 Capitol Mall, Sacramento, CA

- I. Call to Order
L. Chesnin called the meeting to order at 9:02 am.
- II. Attendance:
Present: Lee Chesnin, President, Gilbert Rios, Andrei Obolenskiy, Timothy Chakarian, Carolyn Coquillet, Scott Brown, John Eppstein, Wendy Lucko, Dennis Montalbano, Rob Morrell
Excused: Dave Kusa
Guests: Rocky Khamenian, Grant Takikawa, Stuart Terry, Maylan Newton, Jim Silverman, Zarkis Martirosian, Jennifer Barizon, Angi Roberts, Julio Campos, Johanna Reichert
- III. Minutes of the 11.20.22 Meeting
MOTION It was moved, seconded, and carried (MSC) to approve the minutes of the November 20, 2022, meeting. (9-yes, 0-no, 0-abstentions)
- IV. Overview of Year-to-Date Revenue
G. Peterson provide an overview of the revenue as presented in the preliminary 2022 year-end financial statement.
- V. ASC Insurance Program Update
G. Dailey provided the year-end financial figures as well as summary of the state of the market.
- VI. Adjourn Meeting
The meeting adjourned at 9:19 am.



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

MINUTES

ASCCA Board of Directors Meeting

April 26, 2023 | 6:00 – 7:00 pm

Via Zoom

I. Call to Order

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

II. Attendance

Present: Lee Chesnin, David Kusa, Andrei Obolenskiy, Tim Chakarian, Scott Brown, John Eppstein, Dennis Montalbano, Rob Morrell, Gilber Rios

Absent: Wendy Lucko, Carolyn Coquillet

Guests: Steve Vanlandingham, Grant Knox

Staff: Gloria Peterson

III. Minutes: 1/29 Board Meeting; 2/28 & 3/22 Executive Committee Meetings

MOTION It was moved, seconded, and carried (MSC) to approve the minutes of the January 29, 2023, Board of Directors meeting, as corrected.
(7-yes, 0-no, 1-abstention)

MOTION It was MSC to approve the minutes of the February 28, 2023, Executive Committee meeting, as presented. (7-yes, 0-no, 1-abstention)

MOTION It was MSC to approve the minutes of the March 22, 2023, Executive Committee meeting, as presented. (4-yes, 0-no, 4-abstentions)

IV. Consent Agenda

- a. Action Items Status Report
- b. 2022/2023 Dues Comparison Report Re Early Pay Discount
- c. Conference Planning Update Report

MOTION It was MSC to approve the consent agenda, as presented.
(8-yes, 0-no, 0-abstention)

II. Treasurer's Report

- a. March Month-end Financial Report
G. Peterson reviewed the March month-end financial statement.

- b. Investment Report
A. Obolenskiy provided an overview of the investment report.

III. Committee Recommendations

a. Bylaws Policy & Procedure Committee

i. TeamTalk Etiquette Amendments & Adoption as a Policy

The Board reviewed and discussed the intent around the recommended amendments.

MOTION It was MSC to change the word “authorized” to “relevant” and remove the word “moderate” to “monitor.” (8-yes, 0-no, 0-abstension)

IV. ASCCA 401k Benefit Program Update

G. Knox summarized the program launch report provided to the Board and new tax benefits to employers. He also highlighted the federal mandate and how it impacts employee participation. Discussion followed about how ASCCA can assist Grant Knox with getting in front of the Chapter members.

Committee recommendations continued.

i. Bylaws Amendments to add new sections related to termination and discipline, as recommended by outside counsel.

MOTION It was MSC to present the proposed bylaws amendments to the Council of Representatives to review and provide input before presenting them to the membership for a vote. (8-yes, 0-no, 0-abstension)

ii. Policy Revisions

The board was presented with a recommendation to approve policies changes replacing existing policies 2A: Volunteer Leadership Pledge and Conduct Agreement and 2-2: Conflict of Interest Policy, along with the adoption of two new policies titled, Rules of Conduct for ASCCA Members, and Fiduciary Duty of Loyalty.

MOTION It was MSC to approve the proposed policies, as presented. (8-yes, 0-no, 0-abstension)

V. Old Business

There was no old business.

VI. New Business

a. ASCCA Owned Building Update

G. Peterson reported about the communication with the property association management for the building and the inability to get access to the water heater to diagnose why the tenant does not have hot water. She will continue to follow-up to get a resolution.

b. The Role of ASCCA in the Development of an Apprenticeship Program

L. Chesnin summarized his rationale for the Board to consider assigning a Task Force to look at where gaps exist in available apprenticeship programs and how ASCCA may be able to fill in those gaps. The Task Force will report its findings and recommendations to the Board. The Board agreed that forming a task force makes sense.

VII. Adjournment

The meeting adjourned at 7:34 pm.

**ASCCA 2023 Board of Directors
Action Items Status Report
5/11/2023**

ACTION	RESPONSIBLE	START DATE	DEADLINE	STATUS
Activate the corporate partner buddies to reach out as a follow-up to the letter.	A. Mullinax / J. Silverman	6/26/2022		In Progress
Put the topic of Educator Membership at the Chapter level on the agenda for the next CRC meeting.	D. Bauld	6/26/2022		The Council of Representatives were tasked to take the issue back to their board.
Staff will include more save the dates in the Annual Trainign Conference (ATC) promotional schedule.	Staff	1/29/2023		COMPLETE
The Committees were given the direction to review the committee directives and provide feedback to the Board by the end of February so the Executive Committee can discuss the March.	Committee Chairs	1/29/2023		COMPLETE
Send A. Obolenskiy the email addresses of the chapter treasurers.	Staff	1/29/2023		COMPLETE
The Connected Car Committee will provide a recommendation to the Board about how they envision the Connected Cars Committee moving forward.	Connected Car Committee	1/29/2023		COMPLETE
Chapter Representative Committee (CRC) make a recommendation as to whether it wants to rename the CRC Chair position and possibly the Committee name too.	Chapter Representative Committee (CRC)	1/29/2023		COMPLETE
The Connected Cars Committee will explore the issue with Mercedes Benz access issue and bring back a recommendation to the Board of Directors.	Connected Cars Committee	1/29/2023		COMPLETE
G. Peterson will check with the accounting team to determine why the year over year comparison on the management fees, GL 8120 is not matching to 2023 and whether an adjustment can be made to get them in align.	G. Peterson	2/28/2023		COMPLETE
Draft Bylaws and Policy amendments to adopt the name change of the Chapter Representatives Committee to the Council of Representatives	Bylaws, Policy & Procedure Committee	2/28/2023		COMPLETE

**ASCCA 2023 Board of Directors
Action Items Status Report
5/11/2023**

[illegible]

ETI Committee Report

2023 – Annual Training Conference

Events | As of May 16, 2023

Exhibitor and Sponsorships

- Confirmed
 - Leads Near Me – Exhibitor
 - Shop Marketing Pros – Silver Sponsor
 - EastWall Environmental – Silver Sponsor
 - Auto Zone – Gold Sponsor
 - 360 Payments – Exhibitor
 - Auto Vitals Inc. – Silver Sponsor
 - TOTAL - \$9,100

Schedule

- Program has been set, and all speakers are notified and confirmed.

Attendee Registration

- Registration is Open
 - Registration 6 (as I am pulling this, reg has been open for about 3 hours.)

Other Updates:

- Student Sponsorship and student registration still getting up and running
- Contracting for Cornhole Tournament, Still asking exhibitors for silent auction donations
- Podcast requests have been made and commitments are in the works.

ASCCA Membership/Public Relations Committee

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

In 2023, the Committee has:

- Promoted ASCCA membership at trade shows and other related events:
 - At Skills USA, Membership Committee with the ASCEF and other Members staffed a booth for the first year ever at the Regional Competition. We connected with many students, instructors, and parents regarding the work of ASCCA (and ASCEF) in support of the industry.
 - At Skyline College, the Membership Committee provided support to Chapter 23 in providing a training opportunity with Maylan Newton. As a result of this event, the student membership option was reinstated.
 - At Evergreen Valley Community College, the Membership Committee staffed a booth for two days representing both ASCCA and ASCEF. We enrolled over 20 new CAT members in ASCCA as new members. We also successfully rekindled an old relationship with the College Autotech Program Staff and look forward to developing joint meetings and activities in the future.
- Held a joint workshop with the Education Training & Information Committee at Team Weekend, featuring special guests Brian & Kim Waller, Shop Marketing Pros, (and conference speakers at the upcoming ASCCA Training Conference 2023). Held in a focus group format with the entire Team Weekend audience using their phone, iPads, or computers to participate. The subject of the focus group was to engage members in a discussion where we could gain valuable insight into the member shops to help the organization better market and promote the association and events. What was different about this format, though, was that Brian & Kim also provided example after example of how these same questions that we asked, and we continually ask of our members, as it turns out are the same ones that shops should ask of their clients. Check out the last few pages of this report for the application of the valuable tools that Brian & Kim shared.
- Invited Chapter Leadership to Committee meetings quarterly to discuss activities and needs of the Chapters, with additional training and tools provided, samples, links, flyers.
- Conducted a mini workshop of “How to Make a Phone Call” to not only help members make volunteer calls on behalf of ASCCA but also calls related to their

businesses. Of course, we are hoping that member shops will use these examples to invite to the next chapter or state event or activity a nonmember or a new member or a member who hasn't attended for a while. The practice and deliberateness of these calls will also help shops with their customer calls. The point of this session and the examples was to show shops that it's not always a perfect or perfected script—it's just a 20 to 30-second quick call to share one thing—an upcoming chapter event OR a piece of legislation they should know about OR a local state activity such as the Training Conference. Only ONE thing. Keep it short, to the point, thank the recipient of the call for their time, say you will check in after a week or two, and then do it again. 20 to 30-seconds every couple weeks to a small list of shops. Remember, it was Maurice Chevalier who said, "If you wait for the perfect moment when all is safe and assured, it may never arrive. Mountains will not be climbed, races won, or lasting happiness achieved." And Nike made famous, "Just Do It."

- Scheduled a special meeting focusing on the upcoming Annual Training Conference and providing members and their guests information regarding the weekend schedule, activities, meeting times, vendor fair, classroom locations and training options over multiple tracks, presenter and vendor biographical information and class overview, accommodations, nearby sites, local favorite restaurants and shopping. And we'll also include details of the special event on Saturday night—we'll have a silent auction with proceeds benefiting ASCEF, a cornhole competition, and more. Invited guests to this special review session during the regular Membership Committee meeting include Luke Murray, Chair ETI, and a speaker of his recommendation who will be presenting at the Conference.
- Reviewed outgoing communications and provided recommendations regarding messaging to the membership. Reviewed website content on Join and some related membership pages. Reviewed the draft online Join Now payment forms and provided edits. Created additional flyers, graphics, and video clips for use by ASCCA staff in promotional activities in social media outlets, email newsletters, or event advertising.
- Developed a flyer to be used by Chapters to encourage State membership in the least for members who are considering dropping. The intention is that Chapters may be able to save the relationship and the membership if one of the reasons provided for dropping is not ever attending local events. This flyer would not be used to bypass a Chapter membership and is only intended to be used by Chapters for their local retention efforts.

ASCCA Training Conference

TEAM WEEKEND FOCUS GROUP

PART ONE

GOAL

The goal of this meeting is to engage members in a discussion where we can gain valuable insight into the member shops to help the organization better market and promote the association and events, in particular, the September 8-10, 2023 ASCCA Training Conference.

PART TWO

FOCUS GROUP QUESTIONS

1. *(format: word cloud)* **Why are you a member of ASCCA?**

1. Why this question: This would essentially be the same question as “Why do you bring your car to XYZ Automotive?” When you learn the things your various clients love about your shop it allows you to use those things in your own marketing.

2. *(format: multiple choice)* **How long have you been a member?**

1. Why this question: You are looking for life-long clients. Getting an idea of how long people have been members/clients allows you to better determine how you are doing at keeping your clients happy. It's also great to be able to build avatars off of your oldest clients.

3. *(format: word cloud)* **What do you love about your ASCCA chapter, specifically?**

1. Why this question: The ASCCA chapters are going to have a different draw than ASCCA as a whole. These replies will also help you to create your messaging.

4. *(format: open ended)* **What do you feel is missing/could be done differently?**

1. Why this question: It's important that you are highly defined when it comes to your services. If you are not, your clients will always push the limits of your service offering. But it's also great to know if you are missing a service that may be a big draw for new (and existing) clients.

5. *(format: word cloud)* **What is your greatest need as a shop right now?**

1. Why this question: When asking “what is your greatest need” there are sure to be some commonalities among shops. There will also be some needs that stand out from the rest simply because a large number of shops share that need. The same can be said of your clients. Are you meeting their most needed needs?

6. *(format: open ended)* **Which industry magazines do you read?**

1. Why this question: Knowing the most commonly read trade publications allows ASCCA to understand where they should be advertising. You can ask the same questions of your clients.

7. *(format: open ended)* **Which industry podcasts do you listen to?**
 1. Why this question: Knowing the most commonly listened to podcasts allows ASCCA to understand where they should be advertising. You can ask the same questions of your clients.
8. *(format: Q&A)* **Which industry influencers/organizations do you enjoy following?**
 1. Why this question: Influencer marketing is one of the most effective ways of marketing. Understanding influencers that shop owners commonly follow allows ASCCA to know who could become spokespeople, or even who could be speakers at their events. You could look into influencer marketing at a much more local level for your shop.
9. *(format: open ended)* **Which industry events do you attend?**
 1. Why this question: Knowing the industry events you attend tells ASCCA the events they should exhibit at or be involved in other ways. For shops, this is often overlooked. We always had a booth at The Southern Women's Show in Raleigh, NC and it always produced new clients for us.
10. *(format: word cloud)* **What is one word that explains why you choose the events you choose to attend?**
 1. Why this question: When marketing, you must know the words that are used when people think of you. Assuming they are positive, you want to use these words in your messaging. A good place to find these words are in your reviews.
11. *(format: multiple choice)* **Which social media platform do you prefer to use personally?**
 1. Why this question: There are so many social media platforms that it's nearly impossible to use all of them. We all make assumptions about the platforms our clients are using, but the only way to know for sure is to ask. You may be surprised where some of your clients are actually spending the most time.

PART THREE

NOTES FROM THE SESSION

- See Polling Results

PART FOUR

CUSTOMER ADVISORY BOARD

- Who is your customer avatar?
- Create a list of your very best customers who meet that avatar description. Aim for 6-10 people.
- Invite those customers to a private event: breakfast, lunch, dinner. Send a special invitation. Make it really nice. Then follow up with a personal phone call. Finally, an email reminder. Also put this on the calendar and send a calendar invite to their calendar so it's on everyone's calendars. Send text reminders a week before, 3 days before, and the day of.
- First meeting is to establish the purpose, get to know one another, treat them.
 - Explain that you want to improve and ultimately earn more customers exactly like them.

- Encourage them to share and let them know you are open and vulnerable.
- Share your “Advisory Board Perks” with them. What can you offer to thank them for their time?
 - Discounted services during this period of time (decide what will work for you - I’d say 3 months per round of Advisory Boards. People will likely not commit to more than that. One night per month. Same night, same time, etc. Something they can schedule ahead for)
- Second meeting is ON SITE at the shop. Do a brief tour - show them the front office, back office, shop, etc. Be transparent, authentic and show them everything.
- Third meeting is to ask for their feedback on how to improve from the customer’s perspective. Ask them how you can find more customers like them. Where do they frequently visit, which social platforms do they prefer, which magazines do they read, etc. Ask them how they go about selecting a business (your shop). What made them choose you and what makes them continue to come back to your shop.

Many thanks to Brian and Kim for sharing their expertise with us.

**Brian & Kim Walker
Shop Marketing Pros
P 985-662-8419**

**brian@shopmarketingpros.com
<https://www.shopmarketingpros.com/>**

Why are you a member of ASCCA?

A word cloud visualization showing the reasons people are members of ASCCA. The words are arranged in a circular pattern, with 'industry' being the largest and most central word. Other prominent words include 'networking', 'money', 'growth', 'collaborate', 'community', 'professional', 'best', 'support', 'make', 'better', 'serve', 'diner0', 'shop', 'dollars', 'learn', 'grow', 'gain', 'improve', 'help', 'voice', 'know', 'sacramento', 'marketing/sales', 'whats', 'personal', 'collaboration', 'collaborate', 'members', 'log', 'understand', 'recognition', 'ensure', 'advocacy', 'owner', 'going', 'business', and 'collaboration'.

Total Results: 25

How long have you been a member of ASCCA?

Membership Duration	Percentage
less than 3 months	7%
3-6 months	7%
6-12 months	7%
1-3 years	7%
more than 3 years	80%

Total Results: 15

What do you love about your ASCCA CHAPTER specifically?



Total Results: 34

What is your greatest need as a shop right now/this year?



Total Results: 31

Which industry events do you attend?

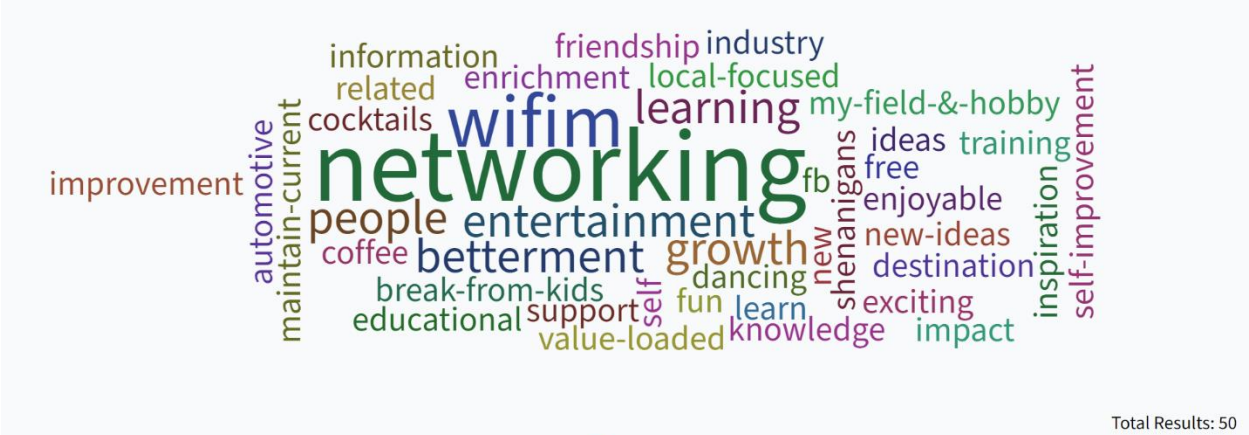
Top

Rank	Event	Count	Percentage
7	Team Weekend	7	13.7%
6	Team Weekend	6	11.8%
5	ASCCA Educational Conference	5	9.8%
5	California auto teachers conference	5	9.8%
4	Chapter meetings	4	7.8%
3	ASCCA Gov Affairs Comm	3	5.9%

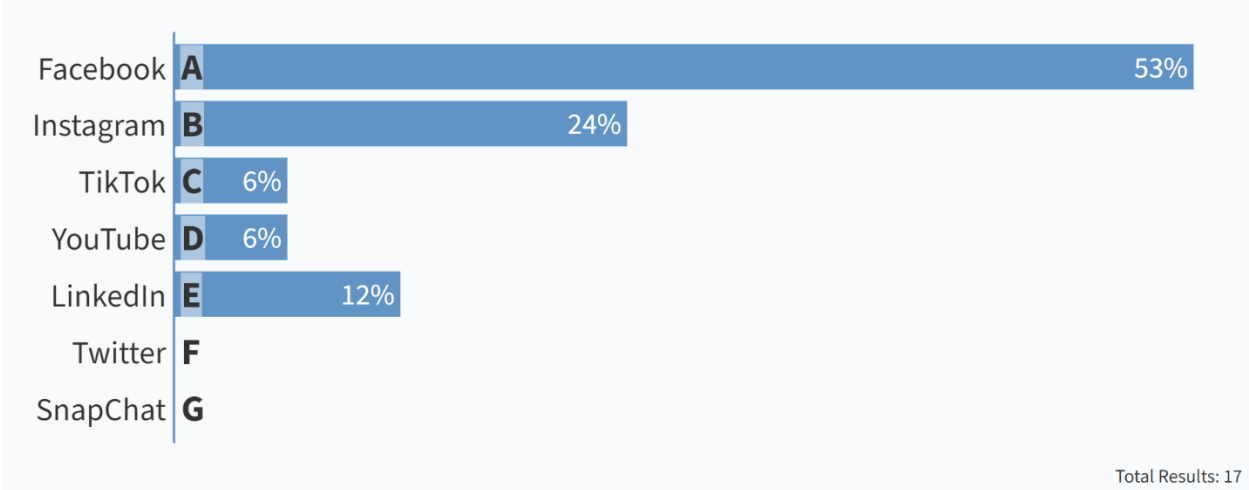
Total Results: 51

- 7 Team Weekend
- 6 Team Weekend
- 5 ASCCA Educational Conference
- 5 California auto teachers conference
- 4 Chapter meetings
- 3 ASCCA Gov Affairs Comm

What is one word that explains why you choose the events you choose to attend?



Which social media platform do you prefer to use personally?



Untitled

Activity count	11
Participant count	23
Average responses	31.72727

Why are you a member of ASCCA?

Activity type	Open ended
Total responses	25
Unique participants	13
Responses	
diner0	
\$\$\$\$	
dollars	
Improve industry	
personal growth	
Gain knowledge, network and serve the industry.	
Logo = recognition	
dinero	
Professional	
dinero	
Industry	
To help other shop members grow to learn & be a better shop owner.	
Know and understand whats going on in our industry	
money	
Collaboration	
Industry	
money	
Networking	
Marketing/sales	
Community	
make more money	
Collaborate with the best in the business	
To support advocacy in Sacramento	
To ensure our industry has a voice, to learn, and to grow	
Networking and professional growth	

How long have you been a member of ASCCA?

Activity type	Multiple choice
---------------	-----------------

Total responses	15	
Unique participants	15	
Response options	Count	Percent
less than 3 months	1	6.67
3-6 months	0	0
6-12 months	1	6.67
1-3 years	1	6.67
more than 3 years	12	80

What do you love about your
ASCCA CHAPTER specifically?

Activity type	Open ended
Total responses	34
Unique participants	14
Responses	
Networking, camaraderie.	
amigos	
Agree-to-disagree	
units my shop with ASCCA	
amigos	
Camaraderie	
training	
trining	
Stuart	
Dinner	
Members	
learning from other shops	
ANGIROBERTS5256	
learning & sharing	
Free dinner	
Julio	
Advice	
helping other shop owner	
Raffle	
Raffle	
the people	
Community	
Community-feel	
Comradery	
Learning from each other	
Cocktails	
Help	
Active in community	

Collaboration
I don't
Members
networking
The members
I don't

Tell us what do you feel is missing? What can be done differently? (In ASCCA)

Activity type	Open ended
Total responses	29
Unique participants	13
Responses	
More engagement from local Board	
Lack of presence social media	
More legislative oportunidad para todos...que tal	
Way to share the importance of the association	
No More Bootstrap stories	
Feet on the ground	
promotion/organization	
More volunteers	
Finding and engaging more new members	
Bridge gap between older generation and younger generation	
Engage Gen Y	
More members, more ideas to help recruit members and sponsors	
Younger members, more diversity.	
Different style of marketing.	
Administrator-per-chapter	
Youth	
Attendance low at activities	
YOUNG PEOPLE MISSING	
text reminders of upcoming events	
Awareness	
Acceptance of new ideas	
More participation	
Brand awareness	
benefits	
Engage Immigrant community	

More members
Promotion
accountability
Spanish!
More members
Spanish!

What is your greatest need as
a shop right now/this year?

Activity type	Open ended
Total responses	31
Unique participants	13
Responses	
time	
regulation	
less regulation	
better customers	
No-silos	
money	
Motivated employees	
Qualified-students-to-mold-for-	
chapter	
Engagement	
money	
money	
quality employees	
consistency and accountability	
language barrier	
Technicians	
Qualified employees, non qualified	
employees.	
confidence in seeing a project to an	
end	
technicians	
Processes	
New food truck	
software in spanish	
Accountability	
Uniformity	
training in spanish	
marketing and management skills	
customers	
Good tech's	

High skill technicians
 Building an amazing culture
 More Cars!
 Consistency

Which industry magazines do you read?	Activity type	Open ended
	Total responses	24
	Unique participants	13
	Responses	
	Grassroots	
	Torque- podcast....make more Scott!	
	Tim is awesome	
	Shop marketing pros podcast	
	ASCCA newsletter	
	Remarkable Results Podcast	
	Videos on Youtube	
	Pten, automotive news, ratchet & wrench, social media, automotive professionals	
	Automotive weekly	
	Podcasts	
	All.	
	Ratchet and wrench	
	Shop owner	
	I never read magazines	
	Shop owner	
	Aftermarket Matters	
	Highlights	
	Write it right	
	Socail media channels	
	SAE	
	shop owner ratchet and wrench	
	motor	
	Ratchet & Wrench	
	R&W	
	What are magazines?	

Which industry podcasts do you listen to?	Activity type	Open ended
	Total responses	26
	Unique participants	11
	Responses	

Chakarian Shenanigans
 Tim and Kumar
 Where in the world is tim
 NPR- local editions
 Babcox
 Shop Owner
 Leading Edge
 Who's TIM
 AFT union talks
 Automotive news- shift
 Torque factor
 Changing the Industry (formerly known
 as ASOG)
 Daily drive automotive news
 NPR
 Remarkable results
 Overdryve Power Podcast!
 ESi, ATI
 The british racing guys from TV
 not listening to podcast
 remarkable results radio
 Wrench Nation
 Remarkable Results-
 Carm
 ESI
 Remarkable results
 What is a podcast?

Which industry
 influencers/organizations/ass
 ociations do you enjoy
 following?

Activity type	Q&A	
Total responses	47	
Unique participants	12	
Responses	Upvotes	Downvotes
John Epstein	0	0
ASCCA Team Talk	0	0
Bimmer PhD videos	1	0
WorldPac Training Institute	1	0
Mike Rowe	1	0
Ryan Blair	0	0
Maylan	1	0
Charged EVs	0	0

Carolyn Shopware	2	0
Kim Aurenheimer	0	0
Chris Fix	1	0
SEMA	0	0
Project Farm (you tube)	0	0
Skills USA	2	0
Jim Lang	1	0
Other brilliant ASCCA members	3	0
Aaron Stokes	0	0
Fox Holdings	0	0
ASCCA	2	0
Lucas Underwood	0	0
BIMRS	0	0
Nick Peyton	0	0
NASTF	3	0
Shop marketing Pros	2	0
Aaron Stokes	0	0
Carm	4	0
MWACA	1	0
Shop Fix	1	0
John Maxwell	0	0
ATI	2	0
ESI	1	0
ACT Group	0	0
Jim Silverman	2	0
The Institute	1	0
ASCCA sponsors, educators	4	0
Dave Kusa	3	0
Aaron Stokes	0	0
Cecil Bullard	1	0
ESI	4	0
ASE	4	0
Kim Hickey	1	0
Maylan Newton	4	0
ASCCA	5	0
Grant Cardone	2	0
ASCCA	3	0
Scott Brown	2	0
Chris Collins	2	1

Which industry events do you attend?

Activity type

Q&A

Total responses

51

Unique participants	16	
Responses	Upvotes	Downvotes
Assca	0	0
ATI SuperConference	1	0
Live 2 Lead	0	0
ASCCA Gov Affairs Comm	3	0
Local Car Club shows	3	0
SAE training	1	0
BAR Educational Advisory Board		
Meetings	0	0
Car Races	2	0
WIN	1	0
Bimmers Annual conference	2	0
Auto Care Assn	1	0
WorldPac STX	1	0
STX	2	0
BAR Advisory Board Meetings	1	0
ASCCA Educational Conference	5	0
ASTE	2	0
ASCCA training events	3	0
NADA	1	0
ATE	1	0
20 group	1	0
Educational Conference	3	0
BIMRS annual training meeting	2	0
CAWA	2	0
APPEX	2	0
Transformers	0	0
Vision	2	0
wiac women in auto care	1	0
APEX	2	0
ASTE	2	0
ATI	2	0
SEMA	2	0
ASCCA chapter meetings, team		
weekends	3	0
North American council of teachers	1	0
California Automotive Teachers		
Conference	2	0
Vision, Women in Auto Care, AAPPEX,		
SEMA, STX	1	0
AAPPEX	1	0

team weekend, career fairs at local schools	2	0
Worldpac classes	2	0
CAT conference	2	0
Team weekend	3	0
STX	1	0
Team weekend	3	0
SEMA	3	0
ASCCA State and chapter	2	0
Vision	3	0
California auto teachers conference	5	0
SEMA	3	0
Team Weekend	6	0
Chapter meetings	4	0
Shopfix Academy	1	0
Team Weekend	7	0

What is one word that explains why you choose the events you choose to attend?

Activity type	Open ended
Total responses	50
Unique participants	15
Responses	
FB	
Entertainment	
Entertainment	
shenanigans	
Break-from-kids	
The people	
Dancing	
self betterment	
Cocktails	
learning	
New-ideas	
Free coffee	
Maintain-current	
Enrichment	
Growth	
enjoyable	
new ideas	
Growth	
Local-focused	

Networking
 Destination
 fun
 inspiration
 My-field-&-hobby
 betterment
 learning
 Self-Improvement
 WIFIM
 Support.
 WIFIM
 Automotive related
 Learn
 WIFIM
 Friendship
 Value-loaded
 networking
 WIFIM
 educational
 Knowledge
 Networking
 Improvement
 People
 Industry
 Networking
 Training
 Networking
 Information
 Exciting
 Networking
 IMPACT

Which social media platform
do you prefer to use
personally?

Activity type	Multiple choice	
Total responses	17	
Unique participants	17	
Response options	Count	Percent
Facebook	9	52.94
Instagram	4	23.53
TikTok	1	5.88
YouTube	1	5.88
LinkedIn	2	11.76

Twitter	0	0
SnapChat	0	0

ASCCA Revenue & Benefits Committee

Purpose: To identify financial support that supports the association's activities as well as identify member benefit programs that enhance the ASCCA Advantage.

In 2023, the Committee has:

- Strived to keep contact with ASCCA Corporate Partners in order strengthen relationships.
- Held joint meetings with the Education Training and Information Committee to develop strategy in order to secure exhibitors and sponsors for the Annual Training Conference.
- Discussed ways to encourage Chapters to utilize Corporate Partners as speakers during Chapter Meetings.
- Started developing strategy to convert some Associate Members to Corporate Partners.
- Plans to review the current schedule of Corporate Partner benefits in order provide the greatest opportunities for these supporting companies.

as of May 11, 2023

Bylaws, Policy & Procedure Committee Report

Report as of May 11, 2023

YEAR-TO-DATE PROJECTS COMPLETED

- Team Talk Etiquette — Amendments to the language, and the adoption of it as a policy.
- 2A: Volunteer Leadership Pledge and Conduct Agreement – Amendments adopted by the Board.
- 2-2: Conflict of Interest Policy — Amendments adopted by the Board.
- Rules of Conduct for ASCCA Members Policy — Adoption of new policy by the board.
- Fiduciary Duty of Loyalty Policy — Adoption of new policy by the board.
- Recommend amendments to the Bylaws & Policies to adopt the renaming of the Chapter Representatives Committee to the “Council of Representatives.”
- Recommended amendments to the Bylaws & Policies to update the new titles for the Council of Representatives leadership.

STILL IN PROGRESS

- Proposed bylaws amendments to incorporate two sections addressing membership termination and discipline – This has been reviewed by the Board and is slated for review by the Council of Representatives. Once comments are received by the Council of Representatives the amendments will be presented to the Membership with the final action being a vote of the membership at the Annual Business Meeting in September.
- Policy 2-14 Collection and Payment of Membership Dues – The Committee has reviewed this policy and is in the process of recommending amendments that will be finalized during its 5/18 meeting.
- Policy 2-15A Reinstatement of Cancelled Member – The Committee has reviewed this policy and is in the process of recommending amendments that will be finalized during its 5/18 meeting.

Government Affairs Committee Report

Update May 16, 2023

Bureau of Automotive Repair (BAR) Advisory Group Meeting

Summary written by: Jack Molodanof

Legislation & Regulations. The BAR discussed the following legislative bills: The three catalytic converter bills (AB 641, SB 55 & AB 1519); SB 544 (Open meetings) and AB 1263 (Sunset Review). AB 1263 was recently amended to include recommendations from the Sunset Review hearing. As the bill moves forward more amendments are expected. Pending regulations include smog check inspection equipment and station requirements; updated ARD registration application; vehicle safety systems inspection program and citation and remedial training. See link for presentation.

www.bar.ca.gov/pdf/bag/202304/legislation-regulations.pdf

Licensing Customer Service Update. BAR provided an update regarding the license and registration application process. BAR is reviewing ways to improve the turnaround time for applications approvals. Reasons for delays include high application volumes, staff turnover, old technologies, outdated software, and paper-driven system where deficiency notices are still mailed rather than emailed to applicants. BAR is working to address problems and believes the improving staff resources, modernizing and streamlining efforts will improve the licensing approval process. See link for presentation. www.bar.ca.gov/pdf/bag/202304/licensing-customer-service.pdf

Translating BAR License Update. DCA provided an overview of translating BAR license examinations to different languages to reduce barriers and provide consideration of candidates whose first language is not English. Challenges include recruiting bilingual subject matter experts to develop examinations and adapting tests. See Link for presentation. www.bar.ca.gov/pdf/bag/202304/translating-examinations.pdf

Citation Review - Conference Overview. BAR provided an overview of the upcoming citation and remedial process including the 3-member citation panel that will hear appeals. The panel will consist of volunteer members from the public, automotive industry, and BAR. They will be selected by the Chief to serve for a two-year term. Applications will be available once the regulations are approved. The panel hearings will be conducted remotely. Panel members will be expected to devote one day per month for the hearings. The panel will be able to hear information and make recommendations to affirm, modify or dismiss. If eligible, cited ARD's will be able to attend remedial training to remove citation from website. Otherwise, citations will remain on the BAR website for seven years. See link for presentation. www.bar.ca.gov/pdf/bag/202304/citation-conference.pdf

Replacement Tire Efficiency Regulations. The California Energy Commission (CEC) provided an overview of the proposed replacement tire efficiency regulation. The proposed regulation will require ARD's that sell tires, to post signs on the rating system, provide disclosures to customers who purchase replacement tires and take training on how to sell replacement efficient tires. Concerns were raised that those ARD's that occasionally sell a tire (e.g., auto body shop) be exempt for the requirements. CEC indicated that they have received comments and will review proposed regulations. They will continue to meet with stakeholders. We plan on meeting with CEC to attempt to address concerns. See ASCCA comments to CEC attached.

Clean Truck Check. CARB provided an overview of the upcoming heavy-duty inspection and maintenance program also called the Clean Truck Check. This new smog check program applies to diesel and alternative fuels vehicles over 14,000 pounds. The program is being phased in starting January 1, 2023. See link for presentation. www.bar.ca.gov/pdf/bag/202304/clean-truck-check.pdf

Auto Shop Locator Update. BAR is updating and modernizing the Auto Shop Locator program for consumers. BAR is in the process of changing BAR business types listed on the BAR application to increase awareness between the consumer and industry. BAR is open to suggestions to revise and update the business types listed on the application and seeking input. See link for presentation. www.bar.ca.gov/pdf/bag/202304/locator.pdf

Enforcement Station. The BAR provided update regarding enforcement statistics. Consumer complaint numbers to BAR are as follows: Engine Repair 33%; General Repair/Maintenance 18%; Auto Body 18%; Transmission 7%; Smog 6%; Used Car 5%; Vehicle Purchase 5% Unlicensed activity 2%; Towing and Storage 1%. See link for presentation. www.bar.ca.gov/pdf/bag/202304/enforcement-statistics.pdf

Licensing Statistics. There are a total of 34,233 automotive repair dealers in the state. See link for presentation. www.bar.ca.gov/pdf/bag/202304/licensing-statistics.pdf

Public Comment. Public comments included a request that the Bureau of Security and Investigative Services (BSIS) work with BAR on vehicle key/locksmith issues to address consumers issues and possibly have BSIS provide a presentation at a BAG meeting.

Also, concerns were raised regarding the new Biometric palm reader for smog check stations. BAR will follow up on concerns. BAR has created FAQ's and videos on the subject. See link for more information. <https://www.bar.ca.gov/biometric#frequently-asked-questions>

Next BAR Advisory Committee Meeting - July 20, 2023

BAR Workshop – Vehicle Safety Systems Inspection Program Regulation

The BAR held a workshop re: Vehicle Safety Systems Inspection Program regulation. The program is designed to inspect revived total loss vehicles. The proposed regulations will combine the current brake and lamp program into a new program called the vehicle safety systems inspection program. The new inspection program requirements and failure criteria include the following areas: 1) information on technician access and vehicle identification; 2) lightning system inspection; 3) passenger compartment inspection; 4) tires and wheel inspection; 5) brake system inspection; 6) steering and suspension system inspection; 7) body structure inspection; 8) road test; 9) equipment requirements. A draft of the inspection manual is available for review. See link. www.bar.ca.gov/pdf/workshops/202304-vehicle-safety-inspection/draft-manual.pdf

There were concerns raised that the program must ensure that rebuilt salvage vehicles be safe before being placed back on the road; that more training (e.g., I-CAR), inspection criteria and equipment (e.g., tram gauge/tape measure) should be required to protect consumers. Safety inspectors should also carry a bond or insurance. Concerns also were raised re: current brake and lamp adjusters being “grandfathered” into vehicle inspectors (those that have been licensed for at least 18 months will be) while others who recently obtained licenses would not. The new inspector license will require additional ASE certifications. Other concerns centered around the transitioning (e.g., timing) from brake and lamp to new safety inspector. Current brake and light “sign offs” will remain. In other words, if a vehicle owner received a traffic citation for headlights not working, the owner would be still be able to have the licensed inspector sign off once the light was repaired and avoid the entire inspection process. There was no indication of what the new inspection would cost but the intent of the program is to have the rebuilder of the salvage vehicle pay for the vehicle inspection, not the consumer. BAR indicated that currently, approximately 230,000 brake and lamp certificates are issued each year for salvage vehicles. BAR will consider all comments as it moves forward. BAR expects the new safety systems program to take effect next year. See link for presentation. www.bar.ca.gov/pdf/workshops/202304-vehicle-safety-inspection/presentation.pdf

LEGISLATIVE BILLS

Bureau of Automotive Repair

- AB 1263 - Bureau of Automotive Repair – Work with Committee on amendments. This bill extends the sunset date of BAR and makes other changes raised during BAR sunset review oversight hearing. Status: Assembly.

Catalytic Converter Theft Bills

- AB 641 - Catalytic Converters – Watch. Makes it a misdemeanor for someone to possess 6 or more used catalytic converters that have been cut from a vehicle unless they are a licensed dismantler. Status: Assembly
- AB 1519 - Catalytic Converters – Concerns. Makes it a misdemeanor to remove alter or obfuscate any VIN engraved, etched, or otherwise marked on a catalytic converter, or from possessing a catalytic converter that has been so altered. Status: Assembly
- SB 55 – Watch. Prohibits a motor vehicle dealer from selling a vehicle equipped with a catalytic converter unless the converter has been permanently marked with the VIN, the vehicle is sold for dismantling or salvage, the vehicle is sold at a wholesale auction, or a buyer declines the marking offered by the dealer. Status: Senate.

Career Technical Educational

- AB 377- Career Tech Education- Support. Increases Career Technical Education funding from \$300 million each year to \$450 million. Status: Assembly.
- AB 1189 - Career Technical Education – Watch. Requires each school district maintaining grades 7-12, to offer Career Technical Education to all pupils in those grades. Status. Two-year bill.
- AB 1346 – States the Intent to enact legislation relating to Career Education and Career Guidance. Watch. Status: Two-year bill.

Employment

- AB 518 - Paid Family leave – Watch. Expands the definition of “family member” for purposes of the Paid Family Leave Program to allow workers to take time off to care for a seriously ill designated person. Status: Assembly.
- AB 524 - Family Caregiver - Concerns. Adds caregiver status as a protected class under Fair Employment and Housing Act. Status: Assembly.
- AB 1100 - Employment Workweek – Concerns. Establishes the 32-hour workweek pilot program. Status: Two-year bill.
- SB 616 - Paid Sick Days- Concerns. Modifies employer sick leave and requires an employee to have no less than 56 hours of accrued sick leave. Status: Assembly.
- SB 703 – Support. Permits a nonexempt employee to request a flexible work schedule providing up to 10 hours per day within a 40-hour workweek without obligation to pay overtime. Status: Failed passage in Committee.

Hazardous Waste

- AB 407 - Used Oil- Watch. Deletes the criterion that used oil not be subject to regulation as used oil under federal law. Status: Senate.
- AB 493 – Relates to the California Oil Recycling Enhancement Act. Watch. Status: Two-year bill.
- AB 1614 - Gas Fueling Stations – Watch. Requires State Water Resources to conduct a study on how to phase out the existence of gas fueling stations. Status: Assembly.
- AB 1716 - Hazardous Waste Management – Watch. Makes various technical changes to the six unified hazardous waste and materials management regulatory program that are overseen by the Certified United Programs Agencies (CUPAs). Status: Assembly.

Vehicle Batteries

- AB 1579- Vehicle Batteries – Watch. Requires the state, beginning in 2035, to establish a bid specification for the acquisition of motor vehicles and determining the lowest bidder to consider whether the vehicle is equipped with lithium-ion batteries produced with the least environmental impact. Status: Assembly.
- SB 615 –Electric Batteries – Concerns. Requires an automotive repair dealer that removes a battery from a vehicle that is still in service to participate in a core exchange program established by the battery supplier and be responsible for either returning a removed battery to the battery supplier or sending it to a qualified facility. Status: Senate.

Zero Emissions Aftermarket

- SB 301 - Zero-Emission Aftermarket – Watch. Requires CARB to establish the Zero Emissions Aftermarket project to provide an applicant with a rebate for a vehicle that has been converted to a zero-emission vehicle. Status: Senate.

Vehicle Cruising

- AB 436 – Cruising. Support. Repeals the authority for a local authority to adopt rules and regulations regarding vehicle cruising. Status: Assembly.

Other Bills of Interest

- AB 473 –New Motor Vehicle Board - Watch. Modifies several laws governing relationships between new motor vehicle manufactures and franchisees that operate car dealerships. Status: Assembly.
- AB 1609 – Air Pollution. Concerns. Imposes an additional annual \$4.00 charge on motor vehicles to provide funding for air quality management districts to reduce air pollution. Status: Assembly.
- SB 12 – Greenhouse Gas Emissions – Watch. Requires CARB to ensure that statewide greenhouse gas emissions are reduced by at least 55% below 1990 levels by December 31, 2030. Status: Assembly.
- SB 244 - Right to Repair – Watch. Right to repair for electronic equipment. Status: Senate.
- SB 271 - Right to Repair – Watch. Right to repair for powered wheelchairs. Status: Senate.
- SB 670 – Vehicle Miles Traveled – Concerns. Requires CARB to develop a methodology for assessing and spatially representing vehicle miles traveled and to develop maps to display average vehicle miles traveled per capita in the state. Status: Senate.

REGULATORY

California Energy Commission – Replacement Tire Efficiency Regulations

The California Energy Commission (CEC) continues to move forward with proposed regulations to require all tire retailers including all automotive repair shops to post signs, provide disclosures to consumers who are purchasing replacement tires and take training to sell replacement efficient tires. The automotive repair industry is concerned about the proposed tire regulations and impacts on small businesses. Written comments and concerns have been provided to the CEC and we plan on a meeting with CEC to follow up.

Bureau of Automotive Repair (BAR) – Regulations – AB 471 Implementation Citation, Review Panel, Remedial Training and Educational Certificate Regulations

The new BAR citation and fine program is expected to begin July 1, 2023. The new program includes the ability to appeal citations before a three-member review panel consisting of BAR, repair industry and consumer representatives. Applications for panel representatives should be available shortly. The program also includes the ability for the auto repair dealer, if eligible, to take an 8-hour remedial course on laws and regulations from a certified instructor which would then remove the public citation and fine notice from the BAR website. BAR also will soon start accepting educational certificates from auto repair facilities who wish to have this information published on the BAR website for consumers to review before making repair decisions.

Vehicle Safety Systems Inspection Program Regulations

The BAR held a third workshop on April 27, 2023, to discuss the proposed Vehicle Safety Systems Inspection Program. The program combines the current brake and lamp inspection into a new safety systems inspection specially designed for rebuilders of total salvage vehicles who wish to revive these vehicles and sell to consumers. Comments were raised including amending the regulations to require more training, equipment, and inspection criteria. Concerns raised by current brake and lamp adjusters included the uncertainty of the timeline of transitioning into the new program, inconsistency of grandfathering requirements and additional costs for obtaining ASE certification requirements. BAR indicated that they would consider all comments and concerns as they move forward. BAR expects the new program to take effect next year.

Legislative Advocacy Event Summary

This information will be discussed by the Government Affairs Committee during its May 25 meeting to determine if the local office appointments format would be recommended for future legislative advocacy events.

- 30 ASCCA members signed up for the event.
- These registrants involved setting appointments with 23 Assemblymembers and 17 Senators.
- A total of 10 appointments have been set and there are an additional 12 schedulers working on setting a time. A few of these schedulers are determining who on staff should meet with the ASCCA members.
- Of the (40) elected officials that have been contacted for appointments via email and telephone, ten offices (or 25%) have not yet replied to a message or an email.



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

March 7, 2023

California Energy Commission
715 P Street
Sacramento, CA 95814

Re: Replacement Tire Regulations

On behalf of the Automotive Service Councils of California (ASCCA), we are writing to provide comments regarding the proposed California Energy Commission (CEC) Replacement Tire Regulations. The ASCCA is the largest independent automotive repair organization in California representing members from all areas of the automotive repair industry including mechanical, auto body, supplier, and educators in the automotive technology field.

ASCCA supports efforts in developing and increasing energy efficient replacement tires for consumers. However, the proposed regulation (e.g. potential reduction of tire tread depth) creates issues such as: tire safety (e.g. stopping and braking consequences), harm to the environment (e.g. increasing scrap and waste tires) and increasing future tire costs to low income working families (e.g. reducing the average tire life/mileage requires frequent replacement of tires). This would be inconsistent with AB 844 (Nation, Chapter 645, Statutes of 2003)

ASCCA is concerned that the proposed regulations will negatively impact small businesses by placing unreasonable and costly mandates upon any automotive repair dealer selling tires in California. Below are comments to the proposed CEC Replacement Tire Regulations.

- **Sign Pricing information** - The language in section 3309 (a) (1) requiring pricing information on signage for each replacement tire is vague and unworkable for automotive repair dealers (ARDs). Many ARDs do not carry replacement tires in stock. On occasion, they may order a replacement tire for a customer from a wholesale distributor or sublet the tire replacement to a third-party vendor. These ARDs will not know the price of the tire until the time the tire order is placed. Some ARDs may have tires in stock. If tire prices change, due to outside economic factors, the automotive repair dealer would need to continuously replace each sign with current pricing information. Including pricing information on signs is simply not practical.
- **Placement of Signage** - The language in sections 3309 (a)(1)(A)(5)(6) is restrictive, burdensome and may not accomplish the proposed regulation goals. The Bureau of Automotive Repair (BAR) which regulates all ARD's, including tire dealers, currently has sign requirements. See 16 CCR 3307(a)(b)(c). These requirements provide the ARD

flexibility to ensure signage is placed in a location where it is clearly visible to the general public. These regulations should be revised to provide the same flexibility.

Furthermore, the last sentence of Section 3309 (a)(1) stating “The location of the California replacement tire sign shall be accessible within arm’s length of the accessible location” is vague and ambiguous and should be deleted.

- **Sign effectiveness** - There are so many signs that already required to be posted by ARDs, such as Bureau of Automotive Repair signs, Prop 65 signs, smog check signs, brake station signs, storage signs, battery fee signs, video recording signs, ADA signs and permit postings such as business licenses, fire permits, air quality management permits and the list goes on. There is a Proliferation of signs currently required to be posted by dealers and the question becomes – How effective would another sign be?
- **Independent Verification of Disclosure Information** – Section 3309 (a) (1) (B), it is not clear whether the ARD must independent verify every tire energy efficiency disclosure to make sure it’s accurate. Will the ARD be able to rely on the tire manufacturer disclosures and simply pass information along to consumer without liability? It would be impractical to have an ARD independently verify tire energy disclosure information for every tire it sells. Who is ultimately responsible for this information? It is not clear, and this should be addressed in the regulation.
- **Replacement Tires Sold Internet & Print Catalog** – Sections 3309 (a) (2) (3) make vague and ambiguous references to tire pricing. Does the language mean that if a dealer does not list the specific price of the tire or offer a specific brand name tire for sale on the internet or catalog the regulations do not apply? In other words, if a dealer uses general terms such as “lowest tire prices” “tire rollbacks” “great deals on tires” “\$50.00 discount off tires” or any expressions of like meaning, then the regulations would not apply?
- **Existing Inventory of Non-Compliant Tires** - Do ARDs have to stop selling noncompliant efficiency rated tires on the date specified in the proposed regulations, namely: January 1, 2025? How do ARDs comply with the regulations if exiting tire stock/inventory is noncompliant after the deadline? Will tires manufactured before the deadline be exempt?
- **How to Identify & Confirm California Tire Compliant Tires** - How do ARDs easily ascertain and verify that tires are California compliant with the proposed regulations. Will tire manufacturers be required to mark tires as CA compliant? If so, with what type of markings? If not, how will the ARDs ascertain and verify compliance?
- **Customer Tires** - If a customer purchases and brings their own non-compliant tire to the dealer for installation, can the ARD install tire without violating the law and incurring penalties? How does the ARD handle such a customer request under the proposed regulations and remain compliant?
- **ARD Documentation Requirements** - What documentation and records, if any, will be necessary for the tire dealer to show that they are in compliance with the regulations? The regulations are silent on such requirements.

- **Enforcement of Regulations** - How will the CEC enforce these new regulations against ARDs or will other agencies such as the BAR enforce?
- **Economic Impacts and Cost to Small Business** - Has the CEC conducted any research or gathered any information as to the economic impacts and costs to small business ARD's, if these regulations were implemented?
- **Exemptions for ARDs that occasional replace tires-** Auto body shops, smog check test/repair shops, preventative maintenance facilities and other small mechanical shops on occasions will replace a tire upon a consumer request. The primary business of such facilities is not selling tires. Requiring these types of businesses to meet the same requirements as those that primarily are in the business of selling tires is unfair. The CA Air Resources Board took such types of business in consideration when they developed the "check and inflate" tire regulations and provided exemptions for certain businesses. See Title 17 CCR section 95550.

As an alternative to exemptions, the CEC should consider revising the definitions of "Tire Dealer" and "Tire Retailer" under section 3302 to include only those that are primarily in the business of selling tires which would exempt the occasional tire replacement situations. For example, the CEC should consider including in the definition only those automotive repair businesses that represented and obtained BAR licenses/registrations to BAR (under penalty of perjury) that they are primarily in the business of selling tires. Please refer to the BAR application - question #13, Primary Business Type – and the specific Tire Shop designation. See link below to the BAR application.
<https://www.bar.ca.gov/pdf/ard-reg-app-frm.pdf>

- **Exemptions for Fleet work/Commercial Business Arrangements** - Will there be exemptions for tire dealers who have commercial business agreements with other commercial businesses for tire replacement on a continuing basis? These types of arrangements are currently exempted by the BAR and should be exempted in these regulations. See Business and Professions sections 9880.2(b); 9880.1(e).
- **Bureau of Automotive Repair (BAR)** - The BAR regulates automotive repair dealers including all tire dealers. Has the CEC engaged the BAR on these regulations?

Thank you for the opportunity to provide comments to the CEC proposed Replacement Tire Regulations. We look forward to a future CEC workshop where these issues can be discussed in further detail.

Sincerely,



Gloria Peterson
Executive Director

ASCCA Membership/Public Relations Committee

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

In 2023, the Committee has:

- Promoted ASCCA membership at trade shows and other related events.
- Held a joint meeting with the Education Training & Information Committee during which members were led in discussions related to promotion of ASCCA, its events, as well as the members' own businesses.
- Invited Chapter Leadership to Committee meetings to discuss activities and needs of the Chapters.
- Conducted a mini workshop of "How to Make a Phone Call" to not only help members make volunteer calls on behalf of ASCCA but also calls related to their businesses.
- Scheduled a special meeting that will focus on the upcoming Annual Training Conference and any questions that members may have regarding the schedule, activities, and accommodation.
- Reviewed outgoing communications and provided recommendations regarding messaging to the membership.

Status of Introductory Membership Program (as of May 11, 2023)

Since inception of the program:

- 71 sign-ups
- 15 were dropped at the end of 6 months (primarily out of state and/or non-industry related business)
- 8 have converted into paid members; 8 others have commented on their intent to join soon.

Automotive Service Councils of California

Balance Sheet Comparison

As of April 30, 2023

	TOTAL			
	AS OF APR 30, 2023	AS OF APR 30, 2022 (PY)	CHANGE	% CHANGE
ASSETS				
Current Assets				
Bank Accounts				
1072 Bill.com Money Out Clearing	3,913.05	5,331.38	-1,418.33	-26.60 %
1100 Cash				
1105 Cash-In Banking	63,679.08	110,200.42	-46,521.34	-42.22 %
1105.01 Bank - MBI	33,803.96	28,608.29	5,195.67	18.16 %
1125 Sage Point Financial	525,102.95	527,491.97	-2,389.02	-0.45 %
Total 1100 Cash	622,585.99	666,300.68	-43,714.69	-6.56 %
Total Bank Accounts	\$626,499.04	\$671,632.06	\$ -45,133.02	-6.72 %
Accounts Receivable				
1200 Accounts Receivable	0.00	0.00	0.00	
1220 Accounts Receivable-Chapters	548.68	548.68	0.00	0.00 %
Total 1200 Accounts Receivable	548.68	548.68	0.00	0.00 %
Total Accounts Receivable	\$548.68	\$548.68	\$0.00	0.00 %
Total Current Assets	\$627,047.72	\$672,180.74	\$ -45,133.02	-6.71 %
Fixed Assets				
1300 Fixed Assets				
1330 Buildings & Fixtures	145,233.00	145,233.00	0.00	0.00 %
1380 Land	73,800.00	73,800.00	0.00	0.00 %
1390 Accumulated Depreciation	-128,316.00	-128,316.00	0.00	0.00 %
Total 1300 Fixed Assets	90,717.00	90,717.00	0.00	0.00 %
Total Fixed Assets	\$90,717.00	\$90,717.00	\$0.00	0.00 %
Other Assets				
1500 Other Assets				
1510 Prepaid Expenses	11,022.62	6,629.23	4,393.39	66.27 %
1520 Projects In Progress	0.00	5,000.00	-5,000.00	-100.00 %
1590 Prepaid Taxes	2,236.00	1,036.00	1,200.00	115.83 %
Total 1500 Other Assets	13,258.62	12,665.23	593.39	4.69 %
1600 Investments				
1610 Investments in Subsidiaries - M	58,670.13	58,670.13	0.00	0.00 %
1630 Future Tax Benefits - MBI	19,790.99	1,134.18	18,656.81	1,644.96 %
Total 1600 Investments	78,461.12	59,804.31	18,656.81	31.20 %
Total Other Assets	\$91,719.74	\$72,469.54	\$19,250.20	26.56 %
TOTAL ASSETS	\$809,484.46	\$835,367.28	\$ -25,882.82	-3.10 %

Automotive Service Councils of California

Balance Sheet Comparison

As of April 30, 2023

	TOTAL			
	AS OF APR 30, 2023	AS OF APR 30, 2022 (PY)	CHANGE	% CHANGE
LIABILITIES AND EQUITY				
Liabilities				
Current Liabilities				
Accounts Payable				
2000 Current Liabilities	0.00	0.00	0.00	
2110 Accounts Payable	4,751.93	-22,453.38	27,205.31	121.16 %
Total 2000 Current Liabilities	4,751.93	-22,453.38	27,205.31	121.16 %
Total Accounts Payable	\$4,751.93	\$ -22,453.38	\$27,205.31	121.16 %
Other Current Liabilities				
2503 Advocacy Fund Contribution	11,649.89	11,649.89	0.00	0.00 %
2504 Connect Cars Committee designat	4,405.00	4,405.00	0.00	0.00 %
2505 Chapter Dues Payables	18,080.52	17,564.04	516.48	2.94 %
2506 ASCEF Donations - General	0.00	175.00	-175.00	-100.00 %
Total Other Current Liabilities	\$34,135.41	\$33,793.93	\$341.48	1.01 %
Total Current Liabilities	\$38,887.34	\$11,340.55	\$27,546.79	242.91 %
Long-Term Liabilities				
2501 Tenant - Lease Deposit	3,137.60	3,137.60	0.00	0.00 %
Total Long-Term Liabilities	\$3,137.60	\$3,137.60	\$0.00	0.00 %
Total Liabilities	\$42,024.94	\$14,478.15	\$27,546.79	190.26 %
Equity				
3000 Members' Equity				
3101 Capital Stock	1,000.00	1,000.00	0.00	0.00 %
3110 Additional Paid in Capital	303,696.34	303,696.34	0.00	0.00 %
3120 Retained Earnings	-256,457.75	-256,457.75	0.00	0.00 %
Total 3000 Members' Equity	48,238.59	48,238.59	0.00	0.00 %
32000 Unrestricted Net Assets	645,376.42	758,981.02	-113,604.60	-14.97 %
Net Income	73,844.51	13,669.52	60,174.99	440.21 %
Total Equity	\$767,459.52	\$820,889.13	\$ -53,429.61	-6.51 %
TOTAL LIABILITIES AND EQUITY	\$809,484.46	\$835,367.28	\$ -25,882.82	-3.10 %

Automotive Service Councils of California

Profit and Loss Comparison

January - April, 2023

	TOTAL			
	JAN - APR, 2023	JAN - APR, 2022 (PY)	CHANGE	% CHANGE
Income				
4100 Membership Dues				
4110 Association Dues	116,585.41	117,027.34	-441.93	-0.38 %
4130 Application Fees	495.00	660.00	-165.00	-25.00 %
4135 Education Members	500.00	525.00	-25.00	-4.76 %
4140 Associate Dues	14,973.79	11,587.86	3,385.93	29.22 %
4143 Branch Dues	1,775.00	2,125.00	-350.00	-16.47 %
4145 Recruitment Fee		-375.00	375.00	100.00 %
4150 Prior Year		988.50	-988.50	-100.00 %
4155 Early pay discount	-1,825.00	-150.00	-1,675.00	-1,116.67 %
4198 Service Charge Reoccurring bill	138.00	112.00	26.00	23.21 %
Total 4100 Membership Dues	132,642.20	132,500.70	141.50	0.11 %
4200 Endorsements/Services				
4200.10 ASC Insurance Services				
4215 Armstrong Insurance	8,649.49	7,315.77	1,333.72	18.23 %
4299 CoreMark	3,379.51	3,773.70	-394.19	-10.45 %
Total 4200.10 ASC Insurance Services	12,029.00	11,089.47	939.53	8.47 %
4200.20 Endorsements				
4225 Heartland	3,375.70	2,098.17	1,277.53	60.89 %
4235 G&K Services - Cintas	3,101.62	3,147.47	-45.85	-1.46 %
4250 Auto Zone	636.00	671.96	-35.96	-5.35 %
4255 Yourmembership	108.59		108.59	
Total 4200.20 Endorsements	7,221.91	5,917.60	1,304.31	22.04 %
Total 4200 Endorsements/Services	19,250.91	17,007.07	2,243.84	13.19 %
4500 Events				
4510 PAVE Training		6,000.00	-6,000.00	-100.00 %
Total 4500 Events		6,000.00	-6,000.00	-100.00 %
4600 Corporate Partners				
4610 Corporate Partners	7,250.00	24,985.00	-17,735.00	-70.98 %
Total 4600 Corporate Partners	7,250.00	24,985.00	-17,735.00	-70.98 %
4650.00 ASCCA Educational Conference				
4650.02 Sponsorship	3,000.00		3,000.00	
4650.03 Exhibitor	2,000.00		2,000.00	
4650.04 Early Registration Discount	-100.00		-100.00	
Total 4650.00 ASCCA Educational Conference	4,900.00		4,900.00	

Automotive Service Councils of California

Profit and Loss Comparison

January - April, 2023

	TOTAL			
	JAN - APR, 2023	JAN - APR, 2022 (PY)	CHANGE	% CHANGE
4799.10 Team Weekend				
4799.02 Team Weekend Non-Member Registraton	0.00		0.00	
Total 4799.10 Team Weekend	0.00		0.00	
4900 Other Revenue				
4908 Building Rental Revenue	15,942.40	15,943.30	-0.90	-0.01 %
4910 Miscellaneous Income	-100.00		-100.00	
Total 4900 Other Revenue	15,842.40	15,943.30	-100.90	-0.63 %
Total Income	\$179,885.51	\$196,436.07	\$ -16,550.56	-8.43 %
GROSS PROFIT	\$179,885.51	\$196,436.07	\$ -16,550.56	-8.43 %
Expenses				
5000.1 - Technology Expenses				
5225.1 Database Subscription	1,465.80	1,796.00	-330.20	-18.39 %
Total 5000.1 - Technology Expenses	1,465.80	1,796.00	-330.20	-18.39 %
5300.1 Publication/Communication Expen				
5345.1 Texting Service	865.68	2,864.88	-1,999.20	-69.78 %
Total 5300.1 Publication/Communication Expen	865.68	2,864.88	-1,999.20	-69.78 %
6100 Meetings & Travel				
6110 Meeting Exp-Team Weekend (1)	6,471.30		6,471.30	
6125 Printing/Reproduction	15.15		15.15	
6145 Board Awards	1,019.87	1,048.17	-28.30	-2.70 %
6160 Audio Visual Equipment		18.04	-18.04	-100.00 %
Total 6100 Meetings & Travel	7,506.32	1,066.21	6,440.11	604.02 %
6300 Government Affairs Committee				
6325 CSB-Government		141.58	-141.58	-100.00 %
Total 6300 Government Affairs Committee		141.58	-141.58	-100.00 %
6500 Membership Recruitment/Retentio				
5420.1 Membership Signs	1,793.15	375.00	1,418.15	378.17 %
6535 Legal Advise-Member Service	6,000.00	6,000.00	0.00	0.00 %
6545 Printing	823.85	1,812.17	-988.32	-54.54 %
Total 6500 Membership Recruitment/Retentio	8,617.00	8,187.17	429.83	5.25 %
7100 General & Admin Expenses				
7101 Office Supplies		66.89	-66.89	-100.00 %
7102.00 Dues & Subscription	160.39		160.39	
7103 Printing/Reproduction	719.20	279.50	439.70	157.32 %
7105 Telephone/Fax	280.00	280.00	0.00	0.00 %
7106 Telephone Conference Calls		160.39	-160.39	-100.00 %
7107 Postage/Mailing	380.95	480.30	-99.35	-20.68 %
7111 Insurance	3,274.68	2,189.39	1,085.29	49.57 %
7123 Off-Site Storage	492.00	497.96	-5.96	-1.20 %

Automotive Service Councils of California

Profit and Loss Comparison

January - April, 2023

	TOTAL			
	JAN - APR, 2023	JAN - APR, 2022 (PY)	CHANGE	% CHANGE
7124 On-Site Storage	360.00	360.00	0.00	0.00 %
7126 Bank Charges/Credit Card Fees	2,837.80	2,901.43	-63.63	-2.19 %
7127 Filing Fees/Penalties		34.99	-34.99	-100.00 %
Total 7100 General & Admin Expenses	8,505.02	7,250.85	1,254.17	17.30 %
7500 Building Maint & Mgmt				
7505 Building Mgmt Fees	2,928.96	2,928.96	0.00	0.00 %
7510 Utilities	1,768.41	1,709.51	58.90	3.45 %
7515 Repairs & Maintenance	847.40	1,806.00	-958.60	-53.08 %
7530 Legal - Building		975.00	-975.00	-100.00 %
7550 Property Taxes	2,476.24		2,476.24	
7590 Misc Building Maint/Mgmt	1,666.64	1,666.64	0.00	0.00 %
Total 7500 Building Maint & Mgmt	9,687.65	9,086.11	601.54	6.62 %
8100 Professional Services				
8110 Accounting/Audit	4,710.00	1,650.00	3,060.00	185.45 %
8120 Management Services	74,933.36	56,183.36	18,750.00	33.37 %
8130 Advocacy	13,333.32	13,333.32	0.00	0.00 %
8150 Legal	878.34		878.34	
Total 8100 Professional Services	93,855.02	71,166.68	22,688.34	31.88 %
Total Expenses	\$130,502.49	\$101,559.48	\$28,943.01	28.50 %
NET OPERATING INCOME	\$49,383.02	\$94,876.59	\$ -45,493.57	-47.95 %
Other Income				
9100 Other Revenue/Expenses				
4907 Gain/Loss & Int. on Investments	28,266.49	-80,730.07	108,996.56	135.01 %
Total 9100 Other Revenue/Expenses	28,266.49	-80,730.07	108,996.56	135.01 %
Total Other Income	\$28,266.49	\$ -80,730.07	\$108,996.56	135.01 %
Other Expenses				
9199 Other Expenses				
9190 Prior Year Expenses	3,805.00	477.00	3,328.00	697.69 %
Total 9199 Other Expenses	3,805.00	477.00	3,328.00	697.69 %
Total Other Expenses	\$3,805.00	\$477.00	\$3,328.00	697.69 %
NET OTHER INCOME	\$24,461.49	\$ -81,207.07	\$105,668.56	130.12 %
NET INCOME	\$73,844.51	\$13,669.52	\$60,174.99	440.21 %

Note

December 31, 2021 Draft

Automotive Service Councils of California

Budget vs. Actuals: ASCCA 2023 Budget - FY23 P&L

January - April, 2023

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Income				
4100 Membership Dues				
4110 Association Dues	116,585.41	117,027.34	-441.93	99.62 %
4130 Application Fees	495.00	660.00	-165.00	75.00 %
4135 Education Members	500.00	525.00	-25.00	95.24 %
4140 Associate Dues	14,973.79	12,166.69	2,807.10	123.07 %
4143 Branch Dues	1,775.00	2,325.00	-550.00	76.34 %
4145 Recruitment Fee		-500.00	500.00	
4155 Early pay discount	-1,825.00	-150.00	-1,675.00	1,216.67 %
4198 Service Charge Reoccurring bill	138.00	400.00	-262.00	34.50 %
Total 4100 Membership Dues	132,642.20	132,454.03	188.17	100.14 %
4200 Endorsements/Services				
4200.10 ASC Insurance Services				
4215 Armstrong Insurance	8,649.49	8,269.60	379.89	104.59 %
4299 CoreMark	3,379.51	3,773.70	-394.19	89.55 %
Total 4200.10 ASC Insurance Services	12,029.00	12,043.30	-14.30	99.88 %
4200.20 Endorsements				
4225 Heartland	3,375.70	1,833.36	1,542.34	184.13 %
4235 G&K Services - Cintas	3,101.62	2,500.00	601.62	124.06 %
4250 Auto Zone	636.00	750.00	-114.00	84.80 %
4255 Yourmembership	108.59		108.59	
Total 4200.20 Endorsements	7,221.91	5,083.36	2,138.55	142.07 %
Total 4200 Endorsements/Services	19,250.91	17,126.66	2,124.25	112.40 %
4500 Events				
4510 PAVE Training		3,000.00	-3,000.00	
Total 4500 Events		3,000.00	-3,000.00	
4550 Connected Cars Committee				
4550.01 Connected Cars Committee		4,405.00	-4,405.00	
Total 4550 Connected Cars Committee		4,405.00	-4,405.00	
4600 Corporate Partners				
4610 Corporate Partners	7,250.00	23,333.39	-16,083.39	31.07 %
Total 4600 Corporate Partners	7,250.00	23,333.39	-16,083.39	31.07 %
4650.00 ASCCA Educational Conference				
4650.02 Sponsorship	3,000.00	0.00	3,000.00	
4650.03 Exhibitor	2,000.00	0.00	2,000.00	
4650.04 Early Registration Discount	-100.00		-100.00	
Total 4650.00 ASCCA Educational Conference	4,900.00	0.00	4,900.00	
4900 Other Revenue				
4908 Building Rental Revenue	15,942.40	16,960.00	-1,017.60	94.00 %
4910 Miscellaneous Income	-100.00		-100.00	
Total 4900 Other Revenue	15,842.40	16,960.00	-1,117.60	93.41 %

Automotive Service Councils of California

Budget vs. Actuals: ASCCA 2023 Budget - FY23 P&L

January - April, 2023

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Total Income	\$179,885.51	\$197,279.08	\$ -17,393.57	91.18 %
GROSS PROFIT	\$179,885.51	\$197,279.08	\$ -17,393.57	91.18 %
Expenses				
5000.1 - Technology Expenses		0.00	0.00	
5225.1 Database Subscription	1,465.80	1,888.00	-422.20	77.64 %
5240.1 Website Expenses		20.00	-20.00	
Total 5000.1 - Technology Expenses	1,465.80	1,908.00	-442.20	76.82 %
5300.1 Publication/Communication Expen				
5345.1 Texting Service	865.68	2,864.88	-1,999.20	30.22 %
Total 5300.1 Publication/Communication Expen	865.68	2,864.88	-1,999.20	30.22 %
5600.00 R & B Committee				
5600.03 Corporate Partner Awards		1,000.00	-1,000.00	
5600.04 Corporate Partner Opportunities		500.00	-500.00	
Total 5600.00 R & B Committee		1,500.00	-1,500.00	
6100 Meetings & Travel				
6110 Meeting Exp-Team Weekend (1)	6,471.30	6,917.00	-445.70	93.56 %
6111 Meeting Exp - Team Weekend (2)		6,917.00	-6,917.00	
6121 Travel - Directors/Officers		2,000.00	-2,000.00	
6124 Chap. Reps-First Time Attendee		933.34	-933.34	
6125 Printing/Reproduction	15.15	500.00	-484.85	3.03 %
6145 Board Awards	1,019.87	500.00	519.87	203.97 %
Total 6100 Meetings & Travel	7,506.32	17,767.34	-10,261.02	42.25 %
6500 Membership Recruitment/Retentio				
5420.1 Membership Signs	1,793.15	375.00	1,418.15	478.17 %
6506 Membership Recruitment Drive		2,000.00	-2,000.00	
6515 Membership Appreciation		1,500.00	-1,500.00	
6535 Legal Advise-Member Service	6,000.00	6,000.00	0.00	100.00 %
6545 Printing	823.85	500.00	323.85	164.77 %
Total 6500 Membership Recruitment/Retentio	8,617.00	10,375.00	-1,758.00	83.06 %
7100 General & Admin Expenses				
7101 Office Supplies		111.57	-111.57	
7102.00 Dues & Subscription	160.39		160.39	
7103 Printing/Reproduction	719.20	279.50	439.70	257.32 %
7105 Telephone/Fax	280.00	280.00	0.00	100.00 %
7106 Telephone Conference Calls		200.00	-200.00	
7107 Postage/Mailing	380.95	480.30	-99.35	79.32 %
7111 Insurance	3,274.68	2,247.68	1,027.00	145.69 %
7123 Off-Site Storage	492.00	497.96	-5.96	98.80 %
7124 On-Site Storage	360.00	360.00	0.00	100.00 %
7125 Travel - Staff		300.00	-300.00	
7126 Bank Charges/Credit Card Fees	2,837.80	2,925.43	-87.63	97.00 %

Automotive Service Councils of California

Budget vs. Actuals: ASCCA 2023 Budget - FY23 P&L

January - April, 2023

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
7127 Filing Fees/Penalties		50.01	-50.01	
7490 Miscellaneous G&A		100.00	-100.00	
Total 7100 General & Admin Expenses	8,505.02	7,832.45	672.57	108.59 %
7500 Building Maint & Mgmt				
7505 Building Mgmt Fees	2,928.96	2,928.96	0.00	100.00 %
7510 Utilities	1,768.41	1,000.00	768.41	176.84 %
7515 Repairs & Maintenance	847.40	4,000.00	-3,152.60	21.19 %
7522 Insurance		850.00	-850.00	
7530 Legal - Building		1,000.00	-1,000.00	
7550 Property Taxes	2,476.24	2,500.00	-23.76	99.05 %
7590 Misc Building Maint/Mgmt	1,666.64	1,666.64	0.00	100.00 %
Total 7500 Building Maint & Mgmt	9,687.65	13,945.60	-4,257.95	69.47 %
8100 Professional Services				
8110 Accounting/Audit	4,710.00	5,050.00	-340.00	93.27 %
8120 Management Services	74,933.36	74,933.36	0.00	100.00 %
8130 Advocacy	13,333.32	13,333.32	0.00	100.00 %
8150 Legal	878.34	0.00	878.34	
Total 8100 Professional Services	93,855.02	93,316.68	538.34	100.58 %
Total Expenses	\$130,502.49	\$149,509.95	\$ -19,007.46	87.29 %
NET OPERATING INCOME	\$49,383.02	\$47,769.13	\$1,613.89	103.38 %
Other Income				
9100 Other Revenue/Expenses				
4907 Gain/Loss & Int. on Investments	28,266.49	20,000.00	8,266.49	141.33 %
Total 9100 Other Revenue/Expenses	28,266.49	20,000.00	8,266.49	141.33 %
Total Other Income	\$28,266.49	\$20,000.00	\$8,266.49	141.33 %
Other Expenses				
9199 Other Expenses				
9190 Prior Year Expenses	3,805.00		3,805.00	
Total 9199 Other Expenses	3,805.00		3,805.00	
Total Other Expenses	\$3,805.00	\$0.00	\$3,805.00	0.00%
NET OTHER INCOME	\$24,461.49	\$20,000.00	\$4,461.49	122.31 %
NET INCOME	\$73,844.51	\$67,769.13	\$6,075.38	108.96 %

Note

December 31, 2021 Draft

Brokerage Account Statement

April 1, 2023 - April 30, 2023
Account Number: AVM-052156

AUTOMOTIVE SERVICE COUNCILS
1 CAPITAL MALL SUITE 800
SACRAMENTO CA 95814-3274

Your Financial Professional:
GRANT ALLEN KNOX
(619) 465-9920

Portfolio at a Glance

	This Period
BEGINNING ACCOUNT VALUE	\$521,130.01
Dividends, Interest and Other Income	714.95
Fees	-1,325.24
Net Change in Portfolio¹	4,583.23
ENDING ACCOUNT VALUE	\$525,102.95
Estimated Annual Income	\$11,259.85

¹ Net Change in Portfolio is the difference between the ending account value and beginning account value after activity.

The Bank Deposits in your account are FDIC insured bank deposits.

FDIC insured bank deposits are not securities and are not covered by the Securities Investor Protection Corporation (SIPC). These bank deposits are covered by the Federal Deposit Insurance Corporation (FDIC), up to allowable limits.

Asset Summary

Percent	Asset Type	Last Period	This Period
2%	Cash, Money Funds, and Bank Deposits	10,226.56	8,904.02
98%	Mutual Funds	510,903.45	516,198.93
100%	Account Total	\$521,130.01	\$525,102.95

Please review your allocation periodically with your Financial Professional.

Summary of Gains and Losses

	This Period	Realized	Year-to-Date	Unrealized
Short-Term Gain/Loss	0.00		-401.52	-14,506.50
Long-Term Gain/Loss	0.00		-544.80	-47,584.62
Net Gain/Loss	0.00		-946.32	-62,091.12

This summary excludes transactions where cost basis information is not available.

Client Service Information

Your Financial Professional: 97V

GRANT ALLEN KNOX
9120 SPICE STREET
LA MESA CA 91941

Contact Information

Business: (619) 465-9920
Fax: (619) 465-9921

Your Account Information

TAX LOT DEFAULT DISPOSITION METHOD

Default Method for Mutual Funds:

Average Cost (Using First In First Out)

Default Method for Stocks in a Dividend Reinvestment Plan:

First In First Out

Default Method for all Other Securities:

First In First Out

BOND AMORTIZATION ELECTIONS

Amortize premium on taxable bonds based on Constant Yield Method: Yes

Accrual market discount method for all other bond types:

Constant Yield Method

Include market discount in income annually:

No

ELECTRONIC DELIVERY

Congratulations! All your documents are enrolled for electronic delivery.

Please log in to your account or contact your Financial Professional to make any changes to your electronic delivery preferences.

E-mail notifications are delivered to the following e-mail address(es):

g#####@amgroup.us

n#####@amgroup.us

*g#####@amgroup.us is on file for these documents

The above e-mail address is partially masked for your security.

Please log in to your account to review the full e-mail address.

Activity Summary *(All amounts shown are in base currency)*

	Credits This Period	Debits This Period	Net This Period	Credits Year-to-Date	Debits Year-to-Date	Net Year-to-Date
Securities						
Securities Bought	0.00	-712.25	-712.25	0.00	-39,305.65	-39,305.65
Securities Sold	0.00	0.00	0.00	37,699.35	0.00	37,699.35
Total Securities	\$0.00	-\$712.25	-\$712.25	\$37,699.35	-\$39,305.65	-\$1,606.30

April 1, 2023 - April 30, 2023
AUTOMOTIVE SERVICE COUNCILS

Activity Summary (continued)

	Credits This Period	Debits This Period	Net This Period	Credits Year-to-Date	Debits Year-to-Date	Net Year-to-Date
Dividends and Interest	\$714.95	\$0.00	\$714.95	\$3,306.77	\$0.00	\$3,306.77
Distributions	\$0.00	\$0.00	\$0.00	\$219.68	\$0.00	\$219.68
Fees	\$0.00	-\$1,325.24	-\$1,325.24	\$0.00	-\$2,588.79	-\$2,588.79
FDIC Insured Bank Deposits	\$1,325.24	-\$2.70	\$1,322.54	\$2,588.79	-\$1,920.15	\$668.64
Totals	\$2,040.19	-\$2,040.19	\$0.00	\$43,814.59	-\$43,814.59	\$0.00

Transactions in Date Sequence

Process/ Settlement Date	Activity Type	Description	Quantity	Price	Accrued Interest	Amount	Currency
04/03/23	CASH DIVIDEND RECEIVED BFMCX	BLACKROCK CORE BOND PORTFOLIO INSTITUTIONAL CLASS FOR ACCRUAL PERIOD ENDING 03/31/23				237.44	USD
04/03/23	REINVEST CASH INCOME BFMCX	BLACKROCK CORE BOND PORTFOLIO INSTITUTIONAL CLASS SHRS PURCH. AT \$8.45000 FOR ACCRUAL PERIOD ENDING 03/31/23	28.0990			-237.44	USD
04/03/23	CASH DIVIDEND RECEIVED MWTIX	METROPOLITAN WEST TOTAL RETURN BOND FUND CLASS I FOR ACCRUAL PERIOD ENDING 03/31/23				266.40	USD
04/03/23	REINVEST CASH INCOME MWTIX	METROPOLITAN WEST TOTAL RETURN BOND FUND CLASS I SHRS PURCH. AT \$9.28000 FOR ACCRUAL PERIOD ENDING 03/31/23	28.7070			-266.40	USD
04/03/23	CASH DIVIDEND RECEIVED PRRIX	PIMCO REAL RETURN FUND INSTITUTIONAL CLASS FOR ACCRUAL PERIOD ENDING 03/31/23				24.88	USD
04/03/23	REINVEST CASH INCOME PRRIX	PIMCO REAL RETURN FUND INSTITUTIONAL CLASS SHRS PURCH. AT \$10.25000 FOR ACCRUAL PERIOD ENDING 03/31/23	2.4270			-24.88	USD
04/03/23	CASH DIVIDEND RECEIVED VWETX	VANGUARD LONG-TERM INVESTMENT GRADE FUND ADMIRAL SHARES FOR ACCRUAL PERIOD ENDING 03/31/23				57.27	USD
04/03/23	REINVEST CASH INCOME VWETX	VANGUARD LONG-TERM INVESTMENT GRADE FUND ADMIRAL SHARES SHRS PURCH. AT \$8.15000 FOR ACCRUAL PERIOD ENDING 03/31/23	7.0270			-57.27	USD

Transactions in Date Sequence (continued)

Process/ Settlement Date	Activity Type	Description	Quantity	Price	Accrued Interest	Amount	Currency
04/04/23	CASH DIVIDEND RECEIVED DBLEX	DOUBLELINE EMERGING MARKETS FIXED INCOME FUND CLASS I 1201.7710 SHRS RD 03/30 PD 03/31/23				48.58	USD
04/04/23	REINVEST CASH INCOME DBLEX	DOUBLELINE EMERGING MARKETS FIXED INCOME FUND CLASS I 1201.7710 SHRS SHRS PURCH. AT \$8.45000 RD 03/30 PD 03/31/23	5.7490			-48.58	USD
04/11/23	ADVISORY FEES USD999997	QUARTERLY FEE AVM052156 APR-JUN 2023 CUST ACCT: AVM052156				-1,325.24	USD
04/11/23	FDIC INSURED BANK WITHDRAWAL USD999997	INSURED DEPOSIT PROGRAM				1,325.24	USD
04/14/23	FDIC INSURED BANK DEPOSITS INTEREST REINVESTED PER980007	INSURED DEPOSIT INTEREST REINVESTED				-2.70	USD
04/14/23	FDIC INSURED BANK DEPOSITS INTEREST RECEIVED PER980007	INSURED DEPOSIT INTEREST CREDITED				2.70	USD
04/26/23	CASH DIVIDEND RECEIVED BSBIX	BAIRD SHORT-TERM BOND FUND INSTITUTIONAL CLASS 3069.7670 SHRS RD 04/24 PD 04/25/23				77.68	USD
04/26/23	REINVEST CASH INCOME BSBIX	BAIRD SHORT-TERM BOND FUND INSTITUTIONAL CLASS 3069.7670 SHRS SHRS PURCH. AT \$9.33000 RD 04/24 PD 04/25/23	8.3260			-77.68	USD
Total Value of Transactions					\$0.00	\$0.00	USD

The price and quantity displayed may have been rounded.

FDIC Insured Bank Deposits

Date	Activity Type	Description	Amount	Balance
Sweep FDIC Insured Bank Deposits				
INSURED DEPOSIT PROGRAM				
Activity Ending: 04/28/23				
04/01/23	Opening Balance		10,226.56	10,226.56
04/11/23	Withdrawal	WITHDRAWAL	-1,325.24	8,901.32
04/14/23	Deposit	INTEREST CREDITED Pinnacle Bank a/o 04/15 \$6,992.21	2.70	8,904.02

April 1, 2023 - April 30, 2023
AUTOMOTIVE SERVICE COUNCILS

FDIC Insured Bank Deposits (continued)

Date	Activity Type	Description	Amount	Balance
Sweep FDIC Insured Bank Deposits (continued)				
INSURED DEPOSIT PROGRAM (continued)				
		Synovus Bank a/o 04/15 \$1,911.81 YIELD 0.35%		
04/28/23	Closing Balance			\$8,904.02
Total FDIC Insured Bank Deposits				\$8,904.02

The FDIC Insured Bank Deposits are not securities and are not covered by the Securities Investor Protection Corporation (SIPC). The Bank Deposits at each bank are insured by the Federal Deposit Insurance Corporation (FDIC) up to \$250,000 for each category of legal ownership including individual retirement accounts and certain other self directed retirement accounts. Please review this in connection with other deposits you may have at each respective bank.

Portfolio Holdings

Opening Date	Quantity	Account Number	Activity Ending	Opening Balance	Closing Balance	Accrued Income	Income This Year	30-Day Yield	Current Yield
CASH, MONEY FUNDS AND BANK DEPOSITS 2.00% of Portfolio									
FDIC Insured Bank Deposits									
INSURED DEPOSIT PROGRAM									
04/01/23	8,904.0200	N/A	04/28/23	10,226.56	8,904.02	1.27	9.80	N/A	N/A
Total FDIC Insured Bank Deposits				\$10,226.56	\$8,904.02	\$1.27	\$9.80		
TOTAL CASH, MONEY FUNDS AND BANK DEPOSITS				\$10,226.56	\$8,904.02	\$1.27	\$9.80		

Date Acquired	Quantity	Unit Cost	Current Cost Basis	Market Price	Market Value	Unrealized Gain/Loss	Estimated Annual Income	Estimated Yield
MUTUAL FUNDS 98.00% of Portfolio								
INVESCO DIVERSIFIED DIVIDEND FUND CLASS Y								
Open End Fund								
Dividend Option: Reinvest; Capital Gains Option: Reinvest								
Average	3,564.9950	20.0220	71,378.53	17.7700	63,349.96	-8,028.57	1,432.77	2.26%
INVESCO DEVELOPING MARKETS FUND CLASS R6								
Open End Fund								
Dividend Option: Reinvest; Capital Gains Option: Reinvest								
Average	609.9680	42.0610	25,655.78	39.1200	23,861.95	-1,793.83	250.57	1.05%

Portfolio Holdings (continued)

Date Acquired	Quantity	Unit Cost	Current Cost Basis	Market Price	Market Value	Unrealized Gain/Loss	Estimated Annual Income	Estimated Yield
MUTUAL FUNDS (continued)								
BAIRD SHORT-TERM BOND FUND INSTITUTIONAL CLASS				Security Identifier: BSBIX CUSIP: 057071409				
Open End Fund								
Dividend Option: Reinvest; Capital Gains Option: Reinvest								
Average	3,078.0930	9.2630	28,511.56	9.3100	28,657.05	145.49	679.58	2.37%
BLACKROCK ADVANTAGE SMALL-CAP CORE FUND INSTITUTIONAL CLASS				Security Identifier: BDSIX CUSIP: 091936450				
Open End Fund								
Dividend Option: Reinvest; Capital Gains Option: Reinvest								
Average	712.0010	20.4600	14,567.59	14.3500	10,217.21	-4,350.38	83.07	0.81%
BLACKROCK CORE BOND PORTFOLIO INSTITUTIONAL CLASS				Security Identifier: BFM CX CUSIP: 09260B309				
Open End Fund								
Dividend Option: Reinvest; Capital Gains Option: Reinvest								
Average	12,250.8560	8.8160	107,999.78	8.4800	103,887.26	-4,112.52	2,894.87	2.78%
DODGE & COX STOCK FUND CLASS I				Security Identifier: DODGX CUSIP: 256219106				
Open End Fund								
Dividend Option: Reinvest; Capital Gains Option: Reinvest								
Average	98.4690	235.8340	23,222.31	218.9500	21,559.79	-1,662.52	306.23	1.42%
DOUBLELINE EMERGING MARKETS FIXED INCOME FUND CLASS I				Security Identifier: DBLEX CUSIP: 258620509				
Open End Fund								
Dividend Option: Reinvest; Capital Gains Option: Reinvest								
Average	1,207.5200	10.5160	12,698.48	8.5200	10,288.07	-2,410.41	538.22	5.23%
LAZARD INTERNATIONAL STRATEGIC EQUITY PORTFOLIO INSTITUTIONAL SHARES				Security Identifier: LISIX CUSIP: 52106N590				
Open End Fund								
Dividend Option: Reinvest; Capital Gains Option: Reinvest								
Average	4,326.2590	17.2720	74,722.02	14.5300	62,860.54	-11,861.48	809.70	1.28%
METROPOLITAN WEST TOTAL RETURN BOND FUND CLASS I				Security Identifier: MWTIX CUSIP: 592905509				
Open End Fund								
Dividend Option: Reinvest; Capital Gains Option: Reinvest								
Average	9,102.5540	10.8720	98,962.02	9.3000	84,653.75	-14,308.27	2,756.47	3.25%
PIMCO REAL RETURN FUND INSTITUTIONAL CLASS				Security Identifier: PRRIX CUSIP: 693391104				
Open End Fund								
Dividend Option: Reinvest; Capital Gains Option: Reinvest								
Average	987.9020	12.1930	12,045.85	10.2200	10,096.36	-1,949.49	662.29	6.55%
T. ROWE PRICE BLUE CHIP GROWTH FUND CLASS I				Security Identifier: TBCIX CUSIP: 77954Q403				
Open End Fund								
Dividend Option: Reinvest; Capital Gains Option: Reinvest								
Average	659.9770	136.1310	89,843.05	123.7800	81,691.95	-8,151.10	171.59	0.21%

April 1, 2023 - April 30, 2023
AUTOMOTIVE SERVICE COUNCILS

Portfolio Holdings (continued)

Date Acquired	Quantity	Unit Cost	Current Cost Basis	Market Price	Market Value	Unrealized Gain/Loss	Estimated Annual Income	Estimated Yield
MUTUAL FUNDS (continued)								
VANGUARD LONG-TERM INVESTMENT GRADE FUND ADMIRAL SHARES			Security Identifier: VWETX CUSIP: 922031778					
Open End Fund								
Dividend Option: Reinvest; Capital Gains Option: Reinvest								
Average	1,838.4190	10.1630	18,683.08	8.2000	15,075.04	-3,608.04	664.69	4.40%
TOTAL MUTUAL FUNDS			578,290.05		516,198.93	-62,091.12	11,250.05	
			Current Cost Basis		Market Value	Unrealized Gain/Loss	Accrued Interest	Estimated Annual Income
Total Portfolio Holdings			587,194.07		525,102.95	-62,091.12	\$0.00	11,259.85

Generally, securities acquired before 2011, in retirement accounts or held by Non-U.S. entities are not subject to the cost basis reporting rules set forth in the Internal Revenue Code of 1986, as amended by the Emergency Economic Stabilization Act of 2008, and are marked as "noncovered". Securities marked as "covered", were identified as securities potentially subject to the cost basis reporting rules and may be reported to the IRS on form 1099-B for the applicable tax year in which the securities are disposed.

Note: In the event where we cannot easily determine the taxability of an account, we may mark the account as noncovered. However, if the account does not receive a 1099B, the cost basis will not be reported to the IRS.

Portfolio Holdings Disclosures

Pricing

This section includes the net market value of the securities in your account on a settlement date basis, including short positions, at the close of the statement period. The market prices, unless otherwise noted, have been obtained from independent vendor services, which we believe to be reliable. In some cases the pricing vendor may provide prices quoted by a single broker or market maker. Market prices do not constitute a bid or an offer, and may differ from the actual sale price. Securities for which a price is not available are marked "N/A" and are omitted from the Total.

THE AS OF PRICE DATE ONLY APPEARS WHEN THE PRICE DATE DOES NOT EQUAL THE STATEMENT DATE.

Estimated Annual Figures

The estimated annual income (EAI) and estimated annual yield (EAY) figures are estimates and for informational purposes only. These figures are not considered to be a forecast or guarantee of future results. These figures are computed using information from providers believed to be reliable; however, no assurance can be made as to the accuracy. Since interest and dividend rates are subject to change at any time, and may be affected by current and future economic, political, and business conditions, they should not be relied on for making investment, trading, or tax decisions. These figures assume that the position quantities, interest and dividend rates, and prices remain constant. A capital gain or return of principal may be included in the figures for certain securities, thereby overstating them. Refer to www.pershing.com/disclosures for specific details as to formulas used to calculate the figures. Accrued interest represents interest earned but not yet received.

Portfolio Holdings Disclosures (continued)

Reinvestment

The dollar amount of Mutual Fund distributions, Money Market Fund dividend income, Bank Deposit interest income, or dividends for other securities shown on your statement may have been reinvested. You will not receive confirmation of these reinvestments. Upon written request to your financial institution, information pertaining to these transactions, including the time of execution and the name of the person from whom your security was purchased, may be obtained. In dividend reinvestment transactions, Pershing acts as your agent and receives payment for order flow.

Option Disclosure

Information with respect to commissions and other charges incurred in connection with the execution of option transactions has been included in confirmations previously furnished to you. A summary of this information is available to you promptly upon your written request directed to your introducing firm. In order to assist your introducing firm in maintaining current background and financial information concerning your option accounts, please promptly advise them in writing of any material change in your investment objectives or financial situation. Expiring options which are valuable are exercised automatically pursuant to the exercise by exception procedure of the Options Clearing Corporation. Additional information regarding this procedure is available upon written request to your introducing firm.

Foreign Currency Transactions

Pershing will execute foreign currency transactions as principal for your account. Pershing may automatically convert foreign currency to or from U.S. dollars for dividends and similar corporate action transactions unless you instruct your financial organization otherwise. Pershing's currency conversion rate will not exceed the highest interbank conversion rate identified from customary banking sources on the conversion date or the prior business day, increased by up to 1%, unless a particular rate is required by applicable law. Your financial organization may also increase the currency conversion rate. This conversion rate may differ from rates in effect on the date you executed a transaction, incurred a charge, or received a credit. Transactions converted by agents (such as depositories) will be billed at the rates such agents use.

Proxy Vote

Securities not fully paid for in your margin account may be lent by Pershing to itself or others in accordance with the terms outlined in the Margin Agreement. The right to vote your shares held on margin may be reduced by the amount of shares on loan. The Proxy Voting Instruction Form sent to you may reflect a smaller number of shares entitled to vote than the number of shares in your margin account.

Income and Expense Summary

	Current Period		Year-to-Date	
	Taxable	Non Taxable	Taxable	Non Taxable
Dividend Income				
Other Dividends	712.25	0.00	3,296.97	0.00
Interest Income				
FDIC Insured Bank Deposits	2.70	0.00	9.80	0.00
Total Income	\$714.95	\$0.00	\$3,306.77	\$0.00
Distributions				
Long - Term Capital Gain Distributions	0.00	0.00	219.68	0.00
Total Distributions	\$0.00	\$0.00	\$219.68	\$0.00

Messages

Although a money market mutual fund (money fund) seeks to preserve the value of your investment at \$1 per share, it is possible to lose money by investing in a money fund. Shares of a money fund or the balance of a bank deposit product held in your brokerage account may be liquidated upon request with the proceeds credited to your brokerage account. Please see the money fund's prospectus or the bank deposit product's disclosure document or contact your advisor for additional information. Pursuant to SEC Rule 10b-10(b)(1)

Messages (continued)

confirmations are not sent for purchases into money funds processed on the sweep platform. Pursuant to applicable regulation, account statements will be produced monthly or quarterly. Balances in Federal Deposit Insurance Corporation (FDIC)-insured bank deposit sweep products are not protected by Securities Investor Protection Corporation (SIPC).

eDelivery

Eliminate paper and save natural resources with digital adoption. Electronic delivery (eDelivery) is faster, convenient and more secure. We offer eDelivery for account statements, prospectus documents, proxy or shareholder communications, tax documents, trade confirmations and more.

To enroll, log in to your brokerage account and look for the one-click eDelivery pop-up or simply select 'Go Paperless' at the top of any page and follow the on-screen prompts for set-up your preferences. Enrollment can be activated as quickly as the day you register, and you will be notified when documents are available in an online, password-protected portal.

Contact your financial professional if you have any questions about any of our digital tools.

Please be advised that, beginning April 7, 2023, Pershing will be implementing a change to client accounts governed by a margin agreement. Under the new process, eligible settled long positions will be maintained in a client's margin account type. Accounts that are not governed by a margin agreement will not be affected by this change. Please contact your financial organization if you wish to learn more about this change.

Important Information and Disclosures

The Role of Pershing

- **Pershing LLC, member FINRA, NYSE, carries your account as clearing broker pursuant to a clearing agreement with your financial institution.** Pershing is not responsible or liable for any acts or omissions of your financial institution or its employees and it does not supervise them. Pershing provides no investment advice nor does it assess the suitability of any transaction or order. Pershing acts as the agent of your financial institution and you agree that you will not hold Pershing or any person controlling or under common control with it liable for any investment losses incurred by you.
- Pershing performs several key functions at the direction of your financial institution. It acts as custodian for funds and securities you may deposit with it directly or through your financial institution or that it receives as the result of securities transactions it processes.
- Your financial institution is responsible for adherence to the securities laws, regulations and rules which apply to it regarding its own operations and the supervision of your account, its sales representatives and other personnel. Your financial institution is also responsible for approving the opening of accounts and obtaining account documents; the acceptance and, in certain instances, execution of securities orders; the assessment of the suitability of those transactions, where applicable; the rendering of investment advice, if any, to you and in general, for the ongoing relationship that it has with you.
- Inquiries concerning the positions and balances in your account may be directed to the **Pershing Customer Service Department at (201) 413-3333**. All other inquiries regarding your account or activity should be directed to your financial institution. Your financial organization's contact information can be found on the first page of this statement.
- For a description of other functions performed by Pershing please consult the Disclosure Statement provided to you upon the opening of your account. This notice is not meant as a definitive enumeration of every possible circumstance, but as a general disclosure. If you have any questions regarding this notice or if you would like additional copies of the

Important Information and Disclosures (continued)

The Role of Pershing (continued)

Disclosure Statement, please contact your financial institution.

- Pershing is a member of the Securities Investor Protection Corporation (SIPC®). Please note that SIPC does not protect against loss due to market fluctuation. In addition to SIPC protection, Pershing provides coverage in excess of SIPC limits. For more detailed information please visit: www.pershing.com/about/strength-and-stability.
- This statement will be deemed conclusive. You are advised to report any inaccuracy or discrepancy (including unauthorized trading) promptly, but no later than ten days after receipt of this statement, to your financial organization and Pershing. Please be advised that any oral communication should be re-confirmed in writing to further protect your rights, including your rights under the Securities Investor Protection Act.
- Your financial organization's contact information can be found on the first page of this statement. Pershing's contact information is as follows: **Pershing LLC, Legal Department, One Pershing Plaza, Jersey City, New Jersey 07399; (201) 413-3330.** Errors and Omissions excepted.

Important Arbitration Disclosures

- All parties to this agreement are giving up the right to sue each other in court, including the right to a trial by jury, except as provided by the rules of the arbitration forum in which a claim is filed.
- Arbitration awards are generally final and binding; a party's ability to have a court reverse or modify an arbitration award is very limited.
- The ability of the parties to obtain documents, witness statements and other discovery is generally more limited in arbitration than in court proceedings.
- The arbitrators do not have to explain the reason(s) for their award, unless, in an eligible case, a joint request for an explained decision has been submitted by all parties to the panel at least 20 days prior to the first scheduled hearing date.
- The panel of arbitrators will typically include a minority of arbitrators who were or are affiliated with the securities industry.
- The rules of some arbitration forums may impose time limits for bringing a claim in arbitration. In some cases, a claim that is ineligible for arbitration may be brought in court.
- The rules of the arbitration forum in which the claim is filed, and any amendments thereto, shall be incorporated into this agreement.

Important Arbitration Agreement

Any controversy between you and Pershing LLC shall be submitted to arbitration before the Financial Industry Regulatory Authority. No person shall bring a putative or certified class action to arbitration, nor seek to enforce any predispute arbitration agreement against any person who has initiated in court a putative class action, who is a member of a putative class who has not opted out of the class with respect to any claims encompassed by the putative class action until; (I) the class certification is denied; (II) the class is decertified; or (III) the client is excluded from the class by the court. Such forbearance to enforce an agreement to arbitrate shall not constitute a waiver of any rights under this agreement except to the extent stated herein. The laws of the State of New York govern.

Pershing's contact information is as follows: **Pershing LLC, Legal Department, One Pershing Plaza, Jersey City, New Jersey 07399; (201) 413-3330.**

First Quarter	Location	# of Attendees
ASCCA Team Weekend March 19-20, 2016	Embassy Suites Sacramento	27
ASCCA Team Weekend February 25-26, 2017	Embassy Suites Sacramento	28
ASCCA Team Weekend February 24-25, 2018	Embassy Suites Sacramento	46
ASCCA Team Weekend January 26-27, 2019	Embassy Suites Sacramento	36
ASCCA Team Weekend January 25-26, 2020	Embassy Suites Sacramento	37
ASCCA Team Weekend January 30-31, 2021	Zoom	51
ASCCA Team Weekend January 29-30, 2022	Zoom	27
ASCCA Team Weekend January 28-29, 2023	Embassy Suites Sacramento	24/32*
* (In person attendees/Total Registered)		

Second Quarter	Location	# of Attendees
ASCCA Team Weekend June 25-26, 2016	Hotel Maya - Long Beach, CA	38
ASCCA Team Weekend May 20-21, 2017	Embassy Suites Sacramento	35
ASCCA Team Weekend May 19-20, 2018	Embassy Suites Sacramento	43
ASCCA Team Weekend May 18-19, 2019	Embassy Suites Sacramento	31
ASCCA Team Weekend June 26-27, 2021	Zoom	29
ASCCA May 14-15 2021 Virtual Conference	Zoom	62
ASCCA Team Weekend June 25-26, 2022	Hilton San Diego Mission Valley	28/29*

Third Quarter	Location	# of Attendees
ASCCA Team Weekend August 12-14, 2016	Anaheim Convention Center	35
ASCCA Team Weekend Sept 9-10, 2017	Gustafson Brothers Automotive	66
ASCCA Team Weekend Sept 7-9, 2018	Cuyamaca College Automotive Program	65
ASCCA Team Weekend Sept 7-8 2019	Gustafson Brothers Automotive	58
ASCCA Team Weekend Sept 12, 2020	Gustafson Brothers Automotive	25
ASCCA Team Weekend Sept 10-12, 2021	Fresno	36
Educational Conference Sept 16-18, 2022	Ontario Embassy Suites	113

Fourth Quarter	Location	# of Attendees
ASCCA Team Weekend November 12-13, 2016	Embassy Suites Sacramento	32
ASCCA Team Weekend November 18-19, 2017	Embassy Suites Sacramento	45
ASCCA Team Weekend November 17-18, 2018	Embassy Suites Sacramento	49
ASCCA Team Weekend November 9-10, 2019	Embassy Suites Sacramento o	37
ASCCA Team Weekend November 21-22, 2020	Virtual	46
ASCCA Team Weekend November 20-21, 2021	Holiday Inn Sacramento, Downtown Arena	37
ASCCA Team Weekend November 19-20, 2020	Embassy Suites Sacramento	22/27*

Constant Contact Survey Results

Campaign Name: ASCCA Member Poll for 2024 Conference Locations 4.26.23

Survey Starts: 91

Survey Submits: 36

Export Date: 05/11/2023 02:18 PM

MULTIPLE CHOICE

1. Are you more likely to attend the ASCCA Annual Training conference in:

Answer Choice	0%	100%	Number of Responses	Responses Ratio
Northern California	<div><div></div></div>		18	50%
Southern California	<div><div></div></div>		13	36%
It doesn't matter, I will attend no matter where it is in California.	<div><div></div></div>		5	13%
Total Responses			36	100%

MULTIPLE CHOICE

2. I am more likely to pay for multiple team members from my shop to attend if the conference is in:

Answer Choice	0%	100%	Number of Responses	Responses Ratio
Northern California	<div><div></div></div>		19	55%
Southern California	<div><div></div></div>		11	32%
Both, I find the conference has enough value to bring additional team members.	<div><div></div></div>		4	11%
Total Responses			34	100%

MULTIPLE CHOICE

3. Do you plan on attending the 2023 ASCCA Annual Training Conference?

Answer Choice	0%	100%	Number of Responses	Responses Ratio
Yes	<div><div></div></div>		19	54%
No	<div><div></div></div>		2	5%
Unsure at this time	<div><div></div></div>		14	40%
Total Responses			35	100%

CHECKBOXES

4. Who is attending from your shop? (Choose as many as you would like)

Answer Choice	0%	100%	Number of Responses	Responses Ratio
Shop Owner	<div><div></div></div>		24	82%
Shop Manager	<div><div></div></div>		8	27%
Technician	<div><div></div></div>		13	44%
Service Advisor	<div><div></div></div>		13	44%
Other	<div><div></div></div>		4	13%

CHECKBOXES

Please select from the list below where you would like to see the 2024 ASCCA Annual Training Conference? (You can choose as many as you would like)

Answer Choice	0%	100%	Number of Responses	Responses Ratio
Long Beach	<div></div>		5	14%
Burbank	<div></div>		5	14%
San Diego	<div></div>		9	25%
Huntington Beach	<div></div>		6	17%
Irvine	<div></div>		2	5%
Sacramento	<div></div>		14	40%
San Jose	<div></div>		11	31%
Monterey	<div></div>		12	34%
Oakland	<div></div>		8	22%
Other	<div></div>		4	11%
Total Responses			35	100%

OPEN QUESTION

Additional Comments:

Dont forget our code of ethics

Stay away from large cities with homeless, and car break ins.

Northern California starts at Sacramento, from there to the grapevine is middle California, Grapevine south is Mexico

4 Response(s)