



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

Automotive Service Councils Of California

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Team Weekend Book

ASCCA February 2018 Team Weekend
Embassy Suites, Sacramento

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

February 24-25, 2018

Thank you to our generous sponsors for your support!





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

**Automotive Service Councils
 of California**

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ASCCA February 2018 Team Weekend Schedule

Thank you to our Team Weekend Sponsors:



Saturday, February 24

Dress Code – Business Casual

8:00 – 8:15 am

Opening Comments – River City Ballroom

- Pledge of allegiance
- Introduction of new members and first-time Team Weekend attendees

8:15 – 12:30 pm

ASCCA Committee Meetings

- 8:15 – 9:45 am: Government Affairs (*River City*)
- 9:45 – 10:00 am: Break (transition to next meeting)
- 10:00 – 11:00 am: PR Committee (*Sutter Board Room*)
- 10:00 – 11:00 am: Revenue & Benefits (*River City*)
- 11:00 – 11:15 am: Break
- 11:15 – 12:30 pm: Membership Committee (*River City*)

12:30 – 1:30 pm

LUNCH

1:30 – 5:00 pm

Education Training – River City Ballroom

5:00 pm

ADJOURN – ASCCA Group Dinner (no-host)

- ALL are welcome and encouraged to attend

Sunday, February 25

Dress Code – Business / ASCCA Board Shirts Optional

8:00 am – 11 am

ASCCA Chapter Reps Committee Meeting - River City

11:00 am – 11:15 am

Break

11:15 am – 2:30 pm

Board of Directors Meeting

Stay Informed. Be Heard.

LEGISLATIVE APPOINTMENTS - PROMENIENT GUEST SPEAKERS - INDUSTRY EXPOSURE - LEGISLATIVE/REGULATORY UPDATE

FLY-IN SCHEDULE:

- 8:00 - 9:00AM WELCOME BREAKFAST
- 8:30 - 9:30AM GUEST SPEAKERS
- 9:30 - NOON LEGISLATIVE APPOINTMENTS
- NOON - 1:00PM LUNCH ON OWN
- 1:00 - 2:30PM LEGISLATIVE APPOINTMENTS



AUTOMOTIVE AFTERMARKET INDUSTRY LEGISLATIVE FLY-IN

Coordinated by ASCCA

STATE CAPITOL | TUESDAY, APRIL 24, 2018 | 8:00 AM - 3:00 PM

Join the Automotive Aftermarket Industry For A Day at the Capitol!

The Automotive Aftermarket Industry is joining together for a Legislative Fly-In! Don't miss out on this opportunity to connect with others in the industry. Fill out this registration form and make your travel arrangements. Please don't delay, space is limited! Reservations will be accepted on a first come, first serve basis. Past speakers have included: *Chief, Bureau of Automotive Repair; Governor's Small Business Advocate; Governor's Economic Adviser; Chair, Select Committee on Career Technical Education & Workforce Development; Author AB 2289 (Smog Check); Chair, Senate Transportation & Housing Committee.*

EVENT LOCATION

This year's event will again be held at the Capitol Event Center, located at 1020 11th Street. Located adjacent to the Chops restaurant and Ambrosia Cafe, it is a quick 1 block walk from the Capitol Event Center to the California State Capitol Building.

HOTEL INFORMATION

This year, Legislative Fly-In guests will be on their own to make their hotel arrangements. Please see the document that gives suggestions of hotels within walking distance of the Capitol Event Center.

Complete Registration Form or [click here for online registration](#)

Name: _____ Chapter: _____
 City: _____ Affiliation: _____
 E-mail: _____ CellPhone: _____

Yes, I plan to attend the Welcome Breakfast (8 – 9am)

Please schedule appointment with legislators who represent my business and home address.
(The following information is required in order to schedule your legislative appointments.)

Business address: _____

Home address: _____

I will schedule my own appointment with my legislator(s). Find your legislator: <http://leginfo.legislature.ca.gov/>

REGISTRATION DEADLINE:

Registrations must be received by **April 13, 2018** in order for staff to schedule legislative appointments on your behalf.

Please return this form via e-mail or fax to: ayang@amgroup.us OR 916.444.7462 (fax).

Want More Information? Visit www.ascca.com, upcoming events **OR** contact Amenda at 916.924.9054.

Participating associations:



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

Southwest Flight Schedules

ASCCA LEGISLATIVE FLY-IN

STATE CAPITOL | TUESDAY, APRIL 24, 2018 | 8:00 AM – 3:00 PM

Please plan to arrive before the 8:00am Welcome Breakfast.

Arrange departing flights at or after 5:00pm to allow enough time to go through the airport.

Check other airlines or arrive the previous evening if you can not make an early flight.

Arrival Flights to Sacramento Airport (SMF)

For April 24

Airport	Flight #	Depart	Arrive
Burbank (BUR)	454	7:10am	8:30am* Late
Los Angeles (LAX)	1246	6:15am	7:45 am
Ontario (ONT)	1517	6:35am	7:55am
Orange County (SNA)	2051	6:45am	8:25am* Late
San Diego (SAN)	1540	6:25am	8:00am

Departing Flights to Southern California Airports

Airport	Flight #	Depart	Arrive
Burbank (BUR)	1001	4:30pm	5:40pm
Los Angeles (LAX)	1983	4:25pm	5:50pm
Ontario (ONT)	5422	3:30pm	4:45pm* Early
Orange County (SNA)	5441	3:25pm	4:50pm* Early
San Diego (SAN)	5404	4:00pm	5:25pm



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

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

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

CORE VALUES: Integrity, Compassion, Professionalism, Unity

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

LONG-RANGE GOALS:

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

2018 Goals:

Chapter Representatives Committee

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

Connected Cars

- Develop steps and procedures to provide to our members to assist them with preparing for the future of automotive repair on connected cars.
- Connected Cars Committee will develop a presentation to be provided to members at a future Team Weekend event.

Education Training & Information Committee

- Assist Chapter 24 with its tech degree program and helping to expand it on a state-wide basis.

- Determine best approach for connecting with community college districts with the goal to give input on curriculum to insure the success of each technician graduate.

PR Committee

- Improve ASCCA's visibility to the aftermarket industry

CODE OF ETHICS:

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

Robert's Rules of Order Quick Reference Sheet

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

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

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

	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

ASCCA Meetings Calendar 2018

(All meeting dates are tentative and subject to change)

Bylaws and Policy & Procedures Committee	As Needed	Committee Call Frequency (all meetings are held from 6 - 7 pm unless noted otherwise)
Connected Cars	1st Monday	
Revenue & Benefits Committee	1st Thursday	
Public Relations Committee	2nd Wednesday	
Membership Committee	2nd Thursday	
ASCEF Board of Trustees	3rd Wednesday	
Government Affairs Committee	3rd Thursday, 2:00pm	
Executive / Finance Committee	4th Wednesday	URL: uberconference.com/ascca
Chapter Reps Committee	4th Thursday, 6:00pm	Dial: 916-407-0765 (No Pin Needed)

February 2018

February 24-25, 2018

ASCCA Team Weekend

Embassy Suites Sacramento

March 2018

March 5, 2018	6:00 - 7:00 pm	Connected Cars Committee	Conference Call
March 21, 2018	6:00 - 7:00 pm	ASCEF Board of Trustees	Conference Call
March 16, 2018	2:00 - 3:00 pm	Government Relations Committee	Conference Call
March 22, 2018	6:00 - 7:00 pm	Chapter Reps Committee	Conference Call
March 28, 2018	6:00 - 7:00 pm	ASCCA Finance / Executive Committee	Conference Call

April 2018

April 2, 2018	6:00 - 7:00 pm	Connected Cars Commitete	Conference Call
April 5, 2018	6:00 - 7:00 pm	Revenue & Benefits Committee	Conference Call
April 11, 2018	6:00 - 7:00 pm	Public Relations Committee	Conference Call
April 12, 2018	6:00 - 7:00 pm	Membership Committee	Conference Call
April 18, 2018	6:00 - 7:00 pm	ASCEF Board of Trustees	Conference Call
April 24, 2018	8:00 am - 3:00 pm	Automotive Aftermarket Industry Legislative Day	Sacramento, CA
April 25, 2018	6:00 - 7:00 pm	Executive / Finance Committee	Conference Call
April 26, 2018	2:00 - 3:00 pm	Government Relations Committee	Conference Call
April 26, 2018	6:00 - 7:00 pm	Chapter Reps Committee	Conference Call

ASCCA Meetings Calendar 2018

(All meeting dates are tentative and subject to change)

May 2018

May 3, 2018	6:00 - 7:00 pm	Revenue & Benefits Committee	Conference Call
May 7, 2018	6:00 - 7:00 pm	Connected Cars Committee	Conference Call
May 9, 2018	6:00 - 7:00 pm	Public Relations Committee	Conference Call
May 10, 2018	6:00 - 7:00 pm	Membership Committee	Conference Call
May 16, 2018	6:00 - 7:00 pm	ASCEF Board of Trustees	Conference Call
May 19-20, 2018		ASCCA Team Weekend	Embassy Suites Sacramento

June 2018

June 4, 2018	6:00 - 7:00 pm	Connected Cars Committee	Conference Call
June 7, 2018	6:00 - 7:00 pm	Revenue & Benefits Committee	Conference Call
June 13, 2018	6:00 - 7:00 pm	Public Relations Committee	Conference Call
June 14, 2018	6:00 - 7:00 pm	Membership Committee	Conference Call
June 20, 2018	6:00 - 7:00 pm	ASCEF Board of Trustees	Conference Call
June 21, 2018	2:00 - 3:00 pm	Government Relations Committee	Conference Call
June 27, 2018	6:00 - 7:00 pm	Executive / Finance Committee	Conference Call
June 28, 2018	6:00 - 7:00 pm	Chapter Reps Committee	Conference Call

July 2018

July 2, 2018	6:00 - 7:00 pm	Connected Cars Committee	Conference Call
July 5, 2018	6:00 - 7:00 pm	Revenue & Benefits Committee	Conference Call
July 11, 2018	6:00 - 7:00 pm	Public Relations Committee	Conference Call
July 12, 2018	6:00 - 7:00 pm	Membership Committee	Conference Call
July 18, 2018	6:00 - 7:00 pm	ASCEF Board of Trustees	Conference Call
July 25, 2018	6:00 - 7:00 pm	Executive / Finance Committee	Conference Call
July 26, 2018	2:00 - 3:00 pm	Government Relations Committee	Conference Call
July 26, 2018	6:00 - 7:00 pm	Chapter Reps Committee	Conference Call

ASCCA Meetings Calendar 2018

(All meeting dates are tentative and subject to change)

August 2018

August 2, 2018	6:00 - 7:00 pm	Revenue & Benefits Committee	Conference Call
August 6, 2018	6:00 - 7:00 pm	Connected Cars Committee	Conference Call
August 8, 2018	6:00 - 7:00 pm	Public Relations Committee	Conference Call
August 9, 2018	6:00 - 7:00 pm	Membership Committee	Conference Call
August 15, 2018	6:00 - 7:00 pm	ASCEF Board of Trustees	Conference Call
August 16, 2018	2:00 - 3:00 pm	Government Relations Committee	Conference Call
August 22, 2018	6:00 - 7:00 pm	Executive / Finance Committee	Conference Call
August 23, 2018	6:00 - 7:00 pm	Chapter Reps Committee	Conference Call

September 2018

September 8-9, 2018		ASCCA Team Weekend	Location: TBD
September 10, 2018	6:00 - 7:00 pm	Connected Cars Committee	Conference Call
September 19, 2018	6:00 - 7:00 pm	ASCEF Board of Trustees	Conference Call
September 26, 2018	6:00 - 7:00 pm	Executive / Finance Committee	Conference Call
September 27, 2018	6:00 - 7:00 pm	Chapter Reps Committee	Conference Call

October 2018

October 4, 2018	6:00 - 7:00 pm	Revenue & Benefits Committee	Conference Call
October 8, 2018	6:00 - 7:00 pm	Connected Cars Committee	Conference Call
October 10, 2018	6:00 - 7:00 pm	Public Relations Committee	Conference Call
October 11, 2018	6:00 - 7:00 pm	Membership Committee	Conference Call
October 17, 2018	6:00 - 7:00 pm	ASCEF Board of Trustees	Conference Call
October 25, 2018	2:00 - 3:00 pm	Government Relations Committee	Conference Call
October 25, 2018	6:00 - 7:00 pm	Chapter Reps Committee	Conference Call
TBD	10:00 am - 3:00 pm	Executive / Finance Committee - Budget Meeting	Sacramento, CA

November 2018

November 1, 2018	6:00 - 7:00 pm	Revenue & Benefits Committee	Conference Call
November 5, 2018	6:00 - 7:00 pm	Connected Cars Committee	Conference Call
November 8, 2018	6:00 - 7:00 pm	Membership Committee	Conference Call
November 14, 2018	6:00 - 7:00 pm	Public Relations Committee	Conference Call
November 14, 2018	6:00 - 7:00 pm	ASCEF Board of Trustees	Conference Call
November 17-18, 2018		ASCCA Team Weekend	Embassy Suites Sacramento

ASCCA Meetings Calendar 2018

(All meeting dates are tentative and subject to change)

December 2018

December 3, 2018	6:00 - 7:00 pm	Connected Cars Committee	Conference Call
December 6, 2018	6:00 - 7:00 pm	Revenue & Benefits Committee	Conference Call
December 12, 2018	6:00 - 7:00 pm	Public Relations Committee	Conference Call
December 13, 2018	6:00 - 7:00 pm	Membership Committee	Conference Call
December 19, 2018	6:00 - 7:00 pm	ASCEF Board of Trustees	Conference Call
December 19, 2018	6:00 - 7:00 pm	Executive / Finance Committee	Conference Call
December 20, 2018	2:00 - 3:00 pm	Government Relations Committee	Conference Call
December 20, 2018	6:00 - 7:00 pm	Chapter Reps Committee	Conference Call

Automotive Service Councils of California

2018 State Board of Directors

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

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

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Term: 01/01/2017 To 12/31/2019

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Term: 01/01/2017 To 12/31/2019

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

Immediate Past President

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

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Term: 01/01/2017 To 12/31/2018

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Term: 01/01/2017 To 12/31/2018

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

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Term: 01/01/2017 To 12/31/2018

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

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

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

Automotive Service Councils of California

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Schedin, Dave

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

Committee and Task Force List

Bylaws, Policies & Procedures

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

Steve Vanlandingham	Committee Chair	(619) 596-0011	vansautomotive@hotmail.com
Stuart Terry	Vice Chair	(619) 287-9626	stuartterry@sbcglobal.net
Rocky Khamenian	Member	(949) 642-1410	4asca@gmail.com
Dave Kusa	Member	(408) 866-5140	davidkusa@hotmail.com
Gloria Peterson	Staff	(916) 924-9054	gpeterson@amgroup.us

Connected Cars

Email Group Contact Information:

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Revenue & Benefits Committee

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

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<p>Stuart Terry Treasurer Stuart Terry Auto Repair 4858 El Cajon Boulevard San Diego, CA 92115 Tel: (619) 287-9626 Fax: (619) 287-6158 stuartterry@sbcglobal.net</p> <p><i>Trustee Since: 10/2011</i> <i>Term Exp: 10/2019</i></p>	<p>Mary Kemnitz Cars4Careers Lead D&H Enterprises 2689 Monument Blvd. Concord CA 94520 Tel: (925) 356-0683 Fax: (925) 356-2530 rusty@dandhautorepair.com</p> <p><i>Trustee Since: 10/2009</i> <i>Term Exp: 10/2018</i></p>	<p>Dick DeLoach Parts & People Magazine 6766 Primrose Court Chino, CA 91710 Tel: 909-702-0855 dickdeloach@gmail.com</p> <p><i>Trustee since: 3/2017</i> <i>Term Exp: 10/2020</i></p>
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AGENDA

ASCCA GOVERNMENT AFFAIRS COMMITTEE

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

February 24, 2018 | 8:15 – 9:45 AM (SHARP)

Embassy Suites Sacramento, *River City Ballroom*
Sacramento, CA

- | | |
|--|---------------------------|
| I. Call to Order | D. Kusa |
| II. Roll Call / Attendance Record – <i>encl.</i> | Staff |
| III. January 25, 2018 Meeting Minutes – <i>encl.</i> | D. Kusa |
| IV. Committee Financial Update | |
| a. 2018 Approved Budget – <i>encl.</i> | G. Peterson |
| V. NASTF Update | C. Johnson |
| a. Committee Participation | J. Molodanof / C. Johnson |
| b. Federal Data Access Legislation – <i>encls.</i> | |
| VI. Society of Automotive Engineers (SAE) Committee Update | C. Johnson |
| VII. Action Sheet – <i>encl.</i> | J. Molodanof |
| VIII. New Business | D. Kusa |
| IX. Old Business | D. Kusa |
| a. 2018 Legislative Day – <i>encl.</i> | D. Kusa |
| i. Legislative Bills | |
| ii. Special Legislative Guest Speaker | |
| iii. California Small Business Association Speaker? | |
| X. Adjournment | |

Government Affairs Committee
2018 Attendance Record

Member Name	1/25	2/24	3/16	4/26	5/19	6/21	7/26	8/16	9/8	10/25	11/17	12/20
Kusa, Dave (Chair)	P											
Justus, James (V. Chair)	P											
Davis, Glenn	P											
Johnson, Craig	P											
Lezcano, Rich	A											
Khamenian, Rocky	P											
Montalbano, Dennis	P											
Morrell, Rob	A											
Morrill, Gene	A											
Pennebaker, Allen	P											
Renee, Tracy	P											
Terry, Stuart	P											
Vanlandingham, Steve	P											
Villa, John	A											
Advisors												
Hritz, George	P											
Moore, Larry	A											
Fournier, Phil	A											

P = Present A = Absent E = Excused Absence



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MINUTES

ASCCA GOVERNMENT AFFAIRS COMMITTEE

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

January 25, 2018 | 2:00 – 3:00 PM (SHARP)

Via Conference Call

I. Call to Order

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

II. Roll Call / Attendance Record

Present: David Kusa, James Justus, Glenn Davis, Craig Johnson, Rocky Khamenian, Dennis Montalbano, Allen Pennebaker, Tracy Renee, Stuart Terry, Steve Vanlandingham, George Hritz
Absent: Rich Lezcano, Rob Morrell, Gene Morrill, John Villa, Phil Fournier, Larry Moore
Staff: Jack Molodanof, Gloria Peterson

III. December 21, 2017 Meeting Minutes

D. Kusa presented the minutes of the December 21, 2017 meeting that were approved by consent.

IV. Committee Financial Update

a. 2018 Approved Budget –G. Peterson presented the approved budget that incorporated the Committee's request to increase the NASTF travel by \$1,000.

V. National Automotive Service Task Force (NASTF) Update

C. Johnson – Reported that Donny Seyfer is the new Executive Director of NASTF. Donny has been placing on the NASTF website any service information site alerts. He noted that Jaguar's service information site is down, Chrysler's had been down for three days and that General Motors (GM) is extending the service information subscription. C. Johnson reported that NASTF publishes a manufacturer of the month to acknowledge the manufacturer's cooperation. He further reported that the Lock Smith Identification (LSID) Vehicle Security Professionals (VSP) site is being referenced by law enforcement to determine if stolen vehicle keys are being produced.

There are three scan tool sites, OEM.com, NASTF and the Automotive Service Association (ASA).

ACTION C. Johnson will send the links to these scan tool resource websites to G. Peterson for inclusion on the ASCCA website.

a. NASTF Team Reports

C. Johnson reported that the NASTF Teams have not met since December. He noted that there are a few meetings scheduled.

VI. Society of Automotive Engineers (SAE) Committee Update

C. Johnson reported that there is nothing new to report, as the changes to the data link security protocol is still being reworked.

VII. Action Sheet

a. Legislative Bill Report – J. Molodanof reminded everyone that this is a new legislative year with approximately 2,600 bills anticipated to be introduced. He reported that presently two bills stand out, as follows:

- AB 1743 (O'Donnell), California Career Technical Education Incentive Grant Program, which has been set for hearing February 7. J. Molodanof and G. Hritz will participate in the hearing. It was recommended by both that ASCCA should support the bill; and,
- AB 1745 – Only Zero Emissions Vehicles after Jan 1, 2040.

J. Molodanof reported on two carryover bills on ASCCA's radar. The first bill AB 5 (oppose) would have required employers to offer additional hours before hiring someone new. This bill died in committee. AB 1679 (oppose) Motor vehicle insurance: auto body repair also died in committee; however, the author is likely to reintroduce it.

J. Molodanof reminded the Committee that the Legislative deadline to introduce new bills is February 16.

- b. Oil change regulations – ASCCA should raise this issue during the Bureau of Automotive Repair (BAR) sunset review process. BAR is attempting to do something about the minor repair and unlicensed activity via regulatory changes; however, the issue will likely need to be addressed through legislation.
- c. California Vehicle Inspection System (Cal-VISTA) – It was reported that the BAR is working through a request for proposal (RFP) process to identify a new vendor.
- d. BAR Complaint Allegations, Trends, & Unlicensed Enforcement Activity – J. Molodanof reviewed the recent consumer complaint trends reported by the BAR.
- e. CSBA – J. Justus reported that the California Small Business Association (CSBA) are currently reviewing legislation and that ASCCA will look to areas that we can coordinate efforts with CSBA. He will continue to keep the Committee updated.
- f. Lead Acid Battery Fee and Windshield – Remove from action sheet.
- g. Telematics – It was reported that Telematics will continue to remain on the Action Sheet; however, it is uncertain whether legislation will be introduced.
- h. Mobile ARD Advertising Regulations – These regulations are in effect. Members of the Committee were encouraged to be on the lookout if there are mobile repairs not meeting the requirements.
- i. BAR-97 Specification – J. Molodanof reminded the Committee that the draft regulations are in circulation and that he is seeking the Committee's input.
- j. Electronic Documents and Authorization – J. Molodanof reported that the BAR continues to work on this regulation package noting that once completed, the amendments will be a huge improvement towards modernize the authorization process. He anticipates the new regulations should take effect the second quarter of 2018.
- k. Brake and Lamp – T. Renee noted that there was a questionnaire recently sent out to the brake and lamp adjusters.
- l. STAR Program Cleanup - This effort is still in progress.

- m. Certified Training Institutions and Instructors – BAR is still working on this draft regulation package. J. Molodanof noted that the regulation amendment has gone through a long process that has been in the works for five years.

VIII. New Business

- a. ACTION Item Follow-up – There was a question about the status of sending information on the House of Representatives, which was an action item from the last Committee meeting.

ACTION D. Kusa and G. Peterson will get together to get the House of Representatives information sent.

- b. Connected Cars Committee (CCC) – G. Peterson reported that the CCC will be sending an update to the membership next week.

IX. Old Business

There was no old business to discuss.

D. Kusa reminded that the next meeting on February 24 during the Team Weekend event.

X. Adjournment

The meeting adjourned at 2:53 pm.

**Automotive Service Councils of California
2018 Proposed Budget
Government Affairs Committee**

	<u>2018 Proposed Budget</u>
Ordinary Income/Expense	
Expense	
6300 - Government Affairs Committee	
6320 - Travel	800.00
6321 - Travel - NASTF	3,000.00
6325 - SBC - gov	750.00
6360 - Legislative Day	2,300.00
Total 6300 - Government Affairs Committee	<u>6,850.00</u>
Total Expense	<u>6,850.00</u>

ASCCA GOVERNMENT AFFAIRS COMMITTEE 2018

Mission: Increased Credibility and influence in Government and Regulatory Affairs

ACTION SHEET

01/25/2018

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

CURRENT BAR REGULATIONS IN PROCESS

1. Mobile ARD's Advertising
2. BAR-97 Specifications
3. Electronic Documents and Authorizations
4. Brake and Lamp Handbooks
5. STAR Program Clean-Up
6. Bureau-Certified Institutions and Instructors
7. Licensing Application Updates

2018 INDUSTRY EVENT DATES

February 24	ASCCA Gov. Comm. Meeting at Team Weekend I Embassy Suites, Sacramento
March 16	ASCCA Government Affairs Committee Conference Call
April 19	Bureau of Automotive Repair Advisory Group Meeting I DCA HQ1, Sacramento
April 24	ASCCA Legislative Day I Capitol Event Center, Sacramento, CA
April 26	ASCCA Government Affairs Committee Conference Call
May 19	ASCCA Gov. Comm. Meeting at Team Weekend I Embassy Suites, Sacramento
June 21	ASCCA Government Affairs Committee Conference Call
July 19	Bureau of Automotive Repair Advisory Group Meeting I DCA HQ1, Sacramento
July 26	ASCCA Government Affairs Committee Conference Call
August 16	ASCCA Government Affairs Committee Conference Call
September 8	ASCCA Gov. Comm. Meeting at Team Weekend I Location TBD – Southern California
October 18	Bureau of Automotive Repair Advisory Group Meeting I DCA HQ1, Sacramento
October 25	ASCCA Government Affairs Committee Conference Call
November 17	ASCCA Gov. Comm. Meeting at Team Weekend I Embassy Suites, Sacramento
December 20	ASCCA Government Affairs Committee Conference Call

.....
(Original Signature of Member)

115TH CONGRESS
1ST SESSION

H. R. _____

To provide for the establishment of an advisory committee to provide recommendations to Congress with respect to the ownership of, control of, and access to information or data from highly automated vehicles and automated driving systems, and for other purposes.

IN THE HOUSE OF REPRESENTATIVES

Mr. CARTER of Georgia introduced the following bill; which was referred to the Committee on _____

A BILL

To provide for the establishment of an advisory committee to provide recommendations to Congress with respect to the ownership of, control of, and access to information or data from highly automated vehicles and automated driving systems, and for other purposes.

1 *Be it enacted by the Senate and House of Representa-*
2 *tives of the United States of America in Congress assembled,*

3 **SECTION 1. SHORT TITLE.**

4 This Act may be cited as the “HAV Data Access Ad-
5 visory Committee Act”.

1 **SEC. 2. FEDERAL REGULATION OF HAV DATA ACCESS.**

2 (a) TEMPORARY RULEMAKING RESTRICTION.—Dur-
3 ing the period beginning on the date of the enactment of
4 this Act and ending on the date that is 30 months after
5 such date of enactment, no department or administrative
6 agency of the Federal Government may promulgate any
7 regulation with respect to the ownership of, control of, or
8 access to information or data stored or generated by a
9 highly automated vehicle or automated driving system.

10 (b) SAVINGS PROVISION.—Nothing in this section
11 may be construed to—

12 (1) prevent the Federal Government from car-
13 rying out its responsibilities under the Driver Pri-
14 vacy Act of 2015 (49 U.S.C. 30101 note); or

15 (2) affect any regulation that is in effect on the
16 day before the date of the enactment of this Act.

17 **SEC. 3. HAV DATA ACCESS ADVISORY COMMITTEE.**

18 (a) ESTABLISHMENT.—Not later than 180 days after
19 the date of the enactment of this Act, the Secretary shall
20 establish an advisory committee to be known as the “HAV
21 Data Access Advisory Committee” to provide a forum for
22 stakeholders to discuss and make policy recommendations
23 to Congress with respect to the ownership of, control of,
24 and access to information or data stored or generated by
25 a highly automated vehicle or automated driving system.

26 (b) MEMBERSHIP.—

1 (1) VOTING MEMBERS.—The Committee shall
2 be composed of the following voting members:

3 (A) The Secretary or the Secretary's des-
4 ignee, who shall serve as Chairperson of the
5 Committee.

6 (B) The Chairman of the Federal Trade
7 Commission or the Chairman's designee.

8 (C) A representative of State governments.

9 (D) A representative of local governments.

10 (E) A representative of metropolitan plan-
11 ning organizations.

12 (F) A representative of transit agencies.

13 (G) A representative of law enforcement.

14 (H) A representative of highly automated
15 vehicle manufacturers.

16 (I) A representative of highly automated
17 vehicle equipment manufacturers.

18 (J) A representative of highly automated
19 vehicle dealers.

20 (K) A representative of aftermarket parts
21 manufacturers, distributors, and retailers.

22 (L) A representative of independent vehicle
23 repairers.

24 (M) A representative of consumer safety
25 advocates with privacy expertise.

1 (N) A representative of consumer safety
2 advocates with safety expertise.

3 (O) A representative of property and cas-
4 ualty insurers.

5 (P) A representative of long-term motor
6 vehicle fleet leasing and management companies
7 or professionals.

8 (Q) A representative of short-term motor
9 vehicle fleet management or rental companies.

10 (R) A representative of mobility on de-
11 mand companies.

12 (S) A representative of motor coach and
13 tour bus owners.

14 (2) APPOINTMENT OF CERTAIN VOTING MEM-
15 BERS.—The members described in subparagraphs
16 (C) through (S) of paragraph (1) shall be appointed
17 by the Secretary.

18 (3) NON-VOTING MEMBERS.—The Secretary
19 may allow additional interested stakeholders to at-
20 tend and participate in the activities of the Com-
21 mittee as non-voting members.

22 (c) MEETINGS.—The Committee shall meet not less
23 frequently than 4 times per year.

24 (d) REPORT.—

1 (1) IN GENERAL.—Not later than 2 years after
2 the Committee is established pursuant to subsection
3 (a), the Committee shall submit a report to the
4 Committee on Commerce, Science, and Transpor-
5 tation of the Senate and the Committee on Energy
6 and Commerce of the House of Representatives that
7 contains recommendations, supported by at least
8 two-thirds of all voting members. Such report shall
9 include recommendations with respect to the owner-
10 ship of, control of, and access to information or data
11 stored or generated by a highly automated vehicle or
12 automated driving system, and may include minority
13 views, if applicable.

14 (2) CONSIDERATIONS.—When making any pol-
15 icy recommendations, the Committee shall give ap-
16 propriate consideration to motor vehicle safety, intel-
17 lectual property protections, compliance with re-
18 quirements under chapter 301 of title 49, United
19 States Code, customer privacy, cybersecurity, con-
20 fidential business information related to the mechan-
21 ical or computer systems of highly automated vehi-
22 cles, public safety, and transportation planning. Rec-
23 ommendations shall address—

24 (A) an owner’s or registered user’s person-
25 ally identifiable information;

1 (B) vehicle-generated data; and

2 (C) vehicle interface capability.

3 (e) COMPENSATION.—Members of the Committee
4 shall serve without compensation, except that, in the case
5 of a member who is an officer or employee of the Federal
6 Government, compensation in the member's capacity as
7 such an officer or employee shall not be considered com-
8 pensation under this subsection.

9 (f) SUPPORT.—The Office of Rulemaking of the Na-
10 tional Highway Traffic Safety Administration and the Bu-
11 reau of Consumer Protection of the Federal Trade Com-
12 mission shall provide support services to the Committee.

13 **SEC. 4. GAO STUDY ON REMOVAL OF PERSONAL DATA**
14 **FROM VEHICLE INFORMATION SYSTEMS.**

15 (a) STUDY.—

16 (1) IN GENERAL.—The Comptroller General of
17 the United States shall conduct a study of the tech-
18 nologies currently available to remove data that may
19 be personally identifiable or attributable to an indi-
20 vidual from used motor vehicles upon the sale of
21 such vehicles to a new owner or from leased or
22 rented motor vehicles at the completion of the lease
23 or rental contract.

24 (2) UNIFORM DATA REMOVAL APPROACH.—The
25 study conducted under paragraph (1) shall assess

1 the feasibility of adopting a uniform and simple ap-
2 proach across motor vehicle brands for the removal
3 of data described in such paragraph when a vehicle
4 is sold or a lease or rental ends.

5 (3) CONSULTATION.—In conducting the study
6 under paragraph (1), the Comptroller General shall
7 consult with—

8 (A) motor vehicle manufacturers;

9 (B) consumer groups;

10 (C) motor vehicle dealers, including rep-
11 resentatives of the motor vehicle leasing and
12 motor vehicle rental industry; and

13 (D) other stakeholders.

14 (b) REPORT.—Not later than 1 year after the date
15 of the enactment of this Act, the Comptroller General of
16 the United States shall submit a report to the Committee
17 on Commerce, Science, and Transportation of the Senate
18 and the Committee on Energy and Commerce of the
19 House of Representatives that contains the results of the
20 study conducted under subsection (a), including rec-
21 ommendations regarding—

22 (1) the feasibility of adopting a uniform data
23 removal approach; and

24 (2) legislative action that the Comptroller Gen-
25 eral may consider prudent and practicable for facili-

1 tating the consistent removal of data described in
2 subsection (a)(1).

3 **SEC. 5. DEFINITIONS.**

4 In this Act:

5 (1) **AUTOMATED DRIVING SYSTEM.**—In describ-
6 ing a Level 3, 4, or 5 automated driving system (as
7 defined by SAE International standard J3016, pub-
8 lished on September 30, 2016, or any subsequent re-
9 vision of such standard that is adopted by the Sec-
10 retary), the term “automated driving system” means
11 the hardware and software that is collectively capa-
12 ble of performing the entire dynamic driving task on
13 a sustained basis, regardless of whether the system
14 is limited to a specific operational design domain.

15 (2) **COMMITTEE.**—The term “Committee”
16 means the HAV Data Access Advisory Committee
17 established pursuant to section 3(a).

18 (3) **HIGHLY AUTOMATED VEHICLE.**—The term
19 “highly automated vehicle” means a motor vehicle
20 with a gross vehicle weight of 10,000 pounds or less
21 that is equipped with a Level 3, 4, or 5 automated
22 driving system (as defined by SAE International
23 standard J3016, published on September 30, 2016,
24 or any subsequent revision of such standard that is
25 adopted by the Secretary).

1 (4) SECRETARY.—The term “Secretary” means
2 the Secretary of Transportation.

3 (5) OTHER DEFINITIONS.—The terms “manu-
4 facturer” and “motor vehicle” have the meanings
5 given such terms in section 30102 of title 49, United
6 States Code.

Contact: ASA Washington, D.C. Office
(202) 543-1440

For Release: Immediate

ASA Supports U.S. Congressman Carter’s Vehicle Data Access Bill

Encourages Members to Contact Congressional Representatives

WASHINGTON, D.C., *December 15, 2017* – U.S. Congressman Earl “Buddy” Carter’s (R-GA) is currently developing an automotive data access bill which will create a stakeholder committee at the U.S. Department of Transportation, allowing policymakers to hear from all sides of the automated vehicle discussion and ensure the independent repairer has a seat at the table. Both the National Highway Traffic Safety Administration (NHTSA) and the Federal Trade Commission (FTC) will be involved with the committee.

If enacted, Congressman Carter’s bill would establish a congressional advisory Committee comprised of representatives of the automotive aftermarket and other effected stakeholders. The Committee is tasked with producing a comprehensive report on vehicle data, intellectual property protections, customer privacy, cybersecurity, vehicle safety, etc., within two years’ time. One of the advisory committee’s members would be a representative of the independent repair sector.

This bill acknowledges the rapidly changing nature of automotive technology and would provide much needed insight to Congress as well as federal regulators. ASA supports this bill and encourages all interested parties to visit www.takingthehill.com to send a letter in support of Congressman Carter’s bill to their member of Congress.

The Automotive Service Association is the largest not-for-profit trade association of its kind dedicated to and governed by independent automotive service and repair professionals. ASA serves an international membership base that includes numerous affiliate, state and chapter groups from both the mechanical and collision repair segments of the automotive service industry.

ASA advances professionalism and excellence in the automotive repair industry through education, representation and member services. To take advantage of the many benefits of membership in ASA, please visit [ww.ASAshop.org](http://www.ASAshop.org) or call (817) 514-2900.

Ad-Hoc HAV Data Access Coalition

January 25, 2018

The Honorable John Thune
Chairman
Committee on Commerce, Science
and Transportation
United States Senate
Washington, D.C. 20510

The Honorable Bill Nelson
Ranking Member
Committee on Commerce, Science
and Transportation
United States Senate
Washington, D.C. 201510

The Honorable Greg Walden
Chairman
Committee on Energy and Commerce
U.S. House of Representatives
Washington, D.C. 20515

The Honorable Frank Pallone
Ranking Member
Committee on Energy and Commerce
U.S. House of Representatives
Washington, D.C. 20515

Re: Support for Section 15 – HAV Data Access Advisory Committee -- of S. 1885, the “American Vision for Safer Transportation Through Advancement of Revolutionary Technologies Act,” (“AV START Act”)

Dear Chairmen Thune and Walden and Ranking Members Nelson and Pallone:

The “Ad-Hoc HAV Data Access Coalition” strongly supports Section 15 of S. 1885, the “American Vision for Safer Transportation through Advancement of Revolutionary Technologies Act,” (“AV START Act”), as reported favorably from the Senate Commerce Committee. We urge that Section 15 – a bipartisan amendment originally authored by Senator Jim Inhofe (R-OK) and incorporated into S. 1885 at the Senate Commerce Committee’s mark-up of S. 1885 by unanimous consent -- be included in any highly autonomous vehicle (HAV) legislation agreed to by the House and Senate through a formal or informal conference.

The HAV Data Access Advisory Committee created by Section 15 is an important HAV policy initiative that must be addressed now. The need to create a forum to discuss issues such as access, use, privacy and ownership of data generated by HAVs is too important to leave to future legislation. Section 15 would guarantee that the discussion starts now, rather than years from now. The Section 15 Advisory Committee is comprised of a wide cross-section of HAV policy stakeholders to ensure all interests are considered with respect to these important policy discussions. Recommendations from the Section 15 Advisory Committee would be communicated to Congress within 30 months of enactment and would inform future efforts by Congress to address these important issues.

The members of the Coalition look forward to working with you and your colleagues as the AV START Act moves to the Senate floor and as the House and Senate begin the process of reconciling the differences between the chambers' HAV bills. Thank you for considering our Coalition's position on this important issue.

Sincerely yours,

American Automotive Leasing Association

American Bus Association

American Car Rental Association

Auto Care Association

Automotive Service Association

Consumer Action

NAFA Fleet Management Association

National Association of Mutual Insurance Companies

National Consumers League

National Private Truck Council

Property Casualty Insurance Association of America

Truck Renting and Leasing Association

Allstate Insurance Company

Geotab, Inc.

Jack Cooper Logistics

Safelite Group, Inc.

Contact: ASA Washington, D.C. Office
(202) 543-1440

For Release: Immediate

U.S. Senate Committee Approves Federal Advisory Committee Language

ASA Supports Data Access and Cybersecurity Amendment

WASHINGTON, D.C., *October 4, 2017* – On October 4th, 2017, the U.S. Senate Committee on Commerce, Science, and Transportation adopted an amendment to establish a federal advisory committee comprised of aftermarket representatives and other stakeholders. The amendment, offered by U.S. Senator Inhofe (R-OK), was added to S. 1885, the American Vision for Safer Transportation Through Advancement of Revolutionary Technologies (AV START) Act.

Included in the scope of the Committee is a review of data access and cybersecurity issues. In consultation with National Highway Traffic Safety Administration (NHTSA) and the Federal Trade Commission (FTC), the Committee will produce a comprehensive report on vehicle data, intellectual property protections, customer privacy, cybersecurity, vehicle safety, etc., within two years.

In addition, the amendment requires the Government Accountability Office to conduct a study of the technologies currently available to remove data that may be personally identifiable or attributable to an individual from used vehicles upon their sale to a new owner or from leased or rented vehicles at the

completion of the lease or rental contract. To see the full text of the amendment, please visit www.TakingTheHill.com.

ASA would like to thank its members who wrote in support of the amendment and those senators on the Commerce Committee that assisted in the effort.

The legislation will now go to the floor of the U.S. Senate. Floor time has not been scheduled as of yet. The U.S. House of Representatives has passed their version of the legislation.

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ASA advances professionalism and excellence in the automotive repair industry through education, representation and member services. To take advantage of the many benefits of membership in ASA, please visit www.ASAshop.org or call (817) 514-2900.

For additional information about ASA, including past news releases, go to www.ASAshop.org, or visit ASA's legislative website at www.TakingTheHill.com.

###

SEC. 15. HAV DATA ACCESS ADVISORY COMMITTEE.

(a) *SHORT TITLE.*—This section may be cited as the “HAV Data Access Advisory Committee Act”.

(b) *DEFINITIONS.*—In this section:

(1) *COMMITTEE.*—The term “Committee” means the HAV Data Access Advisory Committee established pursuant to subsection (d)(1).

(2) *HAV.*—The term “HAV” means highly automated vehicle.

(c) *FEDERAL REGULATION OF HAV DATA ACCESS.*—

(1) *TEMPORARY RULEMAKING RESTRICTION.*—No department or administrative agency of the Federal Government may promulgate any regulation with respect to the ownership of, control of, or access to, information or data stored by, or generated by, a highly automated vehicle or automated driving system before the report required under section (d)(4) is submitted to Congress.

(2) *SAVINGS PROVISIONS.*—Nothing in this subsection may be construed to prevent the Federal Government from carrying out its responsibilities under the Driver Privacy Act of 2015 ([49 U.S.C. 30101](#) note).

(d) *HAV DATA ACCESS ADVISORY COMMITTEE.*—

(1) *ESTABLISHMENT.*—Not later than 180 days after the date of the enactment of this Act, the Secretary shall establish the HAV Data Access Advisory Committee to provide a forum for stakeholders to discuss and make policy recommendations to Congress with respect to the ownership of, control of, or access to, information or data that vehicles collect, generate, record, or store in an electronic form that is retrieved from a highly automated vehicle or automated driving system.

(2) *MEMBERSHIP.*—

(A) *VOTING MEMBERS.*—The Committee shall be composed of the following voting members:

(i) The Secretary or the Secretary’s designee.

(ii) The Chairman of the Federal Trade Commission or the Chairman’s designee.

(iii) A representative of State governments.

(iv) A representative of local governments.

(v) *A representative of metropolitan planning organizations.*

(vi) *A representative of transit agencies.*

(vii) *A representative of law enforcement.*

(viii) *A representative of HAV manufacturers.*

(ix) *A representative of HAV equipment manufacturers.*

(x) *A representative of HAV dealers.*

(xi) *A representative of aftermarket parts manufacturers, distributors, and retailers.*

(xii) *A representative of independent vehicle repairers.*

(xiii) *A representative of consumer safety advocates with privacy expertise.*

(xiv) *A representative of consumer safety advocates with safety expertise.*

(xv) *A representative of property and casualty insurers.*

(xvi) *A representative of long-term motor vehicle fleet leasing and management companies or professionals.*

(xvii) *A representative of short-term motor vehicle fleet management or rental companies.*

(xviii) *A representative of mobility on demand companies.*

(xix) *A representative of motor coach and tour bus owners.*

(B) *NON-VOTING MEMBERS.—The Secretary may allow additional interested stakeholders to attend and participate in the activities of the Committee as non-voting members.*

(3) *MEETINGS.—The Committee shall meet not less frequently than 4 times per year.*

(4) *REPORT.—*

(A) *IN GENERAL.—Not later than 2 years after the Committee is established pursuant to paragraph (1), the Committee shall submit a report to the Committee on Commerce, Science, and Transportation of the Senate and the Committee on Energy and Commerce of the House of Representatives that contains recommendations, supported by at least 2/3 of all voting members. Such report shall include recommendations regarding the ownership of, control of, or access to, information or data that vehicles collect, generate, record, or store in an electronic form that is retrieved from a highly automated vehicle or automated driving system, and may include minority views, if applicable.*

(B) CONSIDERATIONS.—When making any policy recommendations, the Committee shall give appropriate consideration to motor vehicle safety, intellectual property protections, compliance with requirements under the Motor Vehicle Safety Act, customer privacy, cybersecurity, confidential business information related to the mechanical or computer systems of such vehicles, public safety, and transportation planning. Recommendations should address—

(i) an owner's or registered user's personally identifiable information;

(ii) vehicle-generated data; and

(iii) vehicle interface capability.

(5) COMPENSATION.—Members of the Committee shall serve without compensation.

(6) SUPPORT.—The Office of Rulemaking of the National Highway Traffic Safety Administration and the Bureau of Consumer Protection of the Federal Trade Commission shall provide support services to the Committee.

(7) TERMINATION.—The Committee shall terminate upon the submission of the report required under paragraph (4).

(e) GAO STUDY ON REMOVAL OF PERSONAL DATA FROM VEHICLE INFORMATION SYSTEMS.—

(1) STUDY.—

(A) IN GENERAL.—The Comptroller General of the United States shall conduct a study of the technologies currently available to remove data that may be personally identifiable or attributable to an individual from used motor vehicles upon their sale to a new owner or from leased or rented vehicles at the completion of the lease or rental contract.

(B) UNIFORM DATA REMOVAL APPROACH.—The study conducted under subparagraph (A) shall assess the feasibility of adopting a uniform and simple approach across vehicle brands for the removal of data described in subparagraph (A) when a vehicle is sold or a lease or rental ends.

(C) CONSULTATION.—In conducting the study under subparagraph (A), the Comptroller General shall consult with—

(i) vehicle manufacturers;

(ii) consumer groups;

(iii) vehicle dealers, including representatives of the vehicle leasing and vehicle rental industry; and

(iv) other stakeholders.

(2) REPORT.—Not later than 1 year after the date of the enactment of this Act, the Comptroller General of the United States shall submit a report to the Committee on Commerce, Science, and Transportation of the Senate and the Committee on Energy and Commerce of the House of Representatives that contains the result of the study conducted under subsection (a), including recommendations regarding—

(A) the feasibility of adopting a uniform data removal approach; and

(B) legislative action that the Comptroller General may consider prudent and practicable for facilitating the consistent removal of data described in subparagraph (A).

Stay Informed. Be Heard.

LEGISLATIVE APPOINTMENTS - PROMINENT GUEST SPEAKERS - INDUSTRY EXPOSURE - LEGISLATIVE/REGULATORY UPDATE

FLY-IN SCHEDULE:

8:00 - 9:00AM WELCOME BREAKFAST
8:30 - 9:30AM GUEST SPEAKERS
9:30 - NOON LEGISLATIVE APPOINTMENTS
NOON - 1:00PM LUNCH ON OWN
1:00 - 2:30PM LEGISLATIVE APPOINTMENTS



AUTOMOTIVE AFTERMARKET INDUSTRY LEGISLATIVE FLY-IN

Coordinated by ASCCA

STATE CAPITOL | TUESDAY, APRIL 24, 2018 | 8:00 AM - 3:00 PM

Join the Automotive Aftermarket Industry For A Day at the Capitol!

The Automotive Aftermarket Industry is joining together for a Legislative Fly-In! Don't miss out on this opportunity to connect with others in the industry. Fill out this registration form and make your travel arrangements. Please don't delay, space is limited! Reservations will be accepted on a first come, first serve basis. Past speakers have included: *Chief, Bureau of Automotive Repair; Governor's Small Business Advocate; Governor's Economic Adviser; Chair, Select Committee on Career Technical Education & Workforce Development; Author AB 2289 (Smog Check); Chair, Senate Transportation & Housing Committee.*

EVENT LOCATION

This year's event will again be held at the Capitol Event Center, located at 1020 11th Street. Located adjacent to the Chops restaurant and Ambrosia Cafe, it is a quick 1 block walk from the Capitol Event Center to the California State Capitol Building.

HOTEL INFORMATION

This year, Legislative Fly-In guests will be on their own to make their hotel arrangements. A walking-distance hotel can be recommended upon request.

Complete Registration Form or [click here for online registration](#)

Name: _____ Chapter: _____
City: _____ Affiliation: _____
E-mail: _____ CellPhone: _____

Yes, I plan to attend the Welcome Breakfast (8 – 9am)

Please schedule appointment with legislators who represent my business and home address.
(The following information is required in order to schedule your legislative appointments.)

Business address: _____

Home address: _____

I will schedule my own appointment with my legislator(s). Find your legislator: <http://leginfo.legislature.ca.gov/>

REGISTRATION DEADLINE:

Registrations must be received by **April 13, 2018** in order for staff to schedule legislative appointments on your behalf.

Please return this form via e-mail or fax to: ayang@amgroup.us OR 916.444.7462 (fax).

Want More Information? Visit www.ascca.com, upcoming events **OR** contact Amenda at 916.924.9054.

Participating associations:



Southwest Flight Schedules

ASCCA LEGISLATIVE FLY-IN

STATE CAPITOL | TUESDAY, APRIL 24, 2018 | 8:00 AM – 3:00 PM

*Please plan to arrive before the 8:00am Welcome Breakfast.
Arrange departing flights at or after 5:00pm to allow enough time to go through the airport.
Check other airlines or arrive the previous evening if you can not make an early flight.*

Arrival Flights to Sacramento Airport (SMF)

For April 24

Airport	Flight #	Depart	Arrive
Burbank (BUR)	454	7:10am	8:30am* Late
Los Angeles (LAX)	1246	6:15am	7:45 am
Ontario (ONT)	1517	6:35am	7:55am
Orange County (SNA)	2051	6:45am	8:25am* Late
San Diego (SAN)	1540	6:25am	8:00am

Departing Flights to Southern California Airports

Airport	Flight #	Depart	Arrive
Burbank (BUR)	1001	4:30pm	5:40pm
Los Angeles (LAX)	1983	4:25pm	5:50pm
Ontario (ONT)	5422	3:30pm	4:45pm* Early
Orange County (SNA)	5441	3:25pm	4:50pm* Early
San Diego (SAN)	5404	4:00pm	5:25pm



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Phone: (916) 924-9054
Fax: (916) 924-6702
E-mail: info@ascca.com

AGENDA

Public Relations Committee

Call-in: (712) 451-0449 | Access Code: 996542

Saturday, February 24, 2018

10:00 am – 11:00 am

Chair: Jerry Kubitsky

Agenda Item

- | | |
|---|----------------|
| 1. Call to Order | Jerry Kubitsky |
| 2. Roll Call | Ryan King |
| 3. Approval of Draft Minutes for November and January | Full Committee |
| 4. New Countertop Inserts | Jerry Kubitsky |
| 5. Countertop Contest | Jerry Kubitsky |
| 6. Ice Cream Social | Jerry Kubitsky |
| 7. Survey of Members for PR Committee | Jerry Kubitsky |
| 8. New Business | Full Committee |
| 9. Adjournment | Jerry Kubitsky |



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Minutes

**Public Relations Committee
November Team Weekend
Saturday, November 18, 2017
Chair: Jerry Kubitsky**

Agenda Item

1. Call to Order
 - a. Jerry Kubitsky called the meeting to order at 10am
2. Roll Call
 - a. Present: Jerry Kubitsky, John Camara, Dennis Montalbano, Dave Kusa
3. Approval of Draft Minutes for October
 - a. Approved as submitted.
4. Countertop Display Contest Results
 - a. SoCal won the contest with 108 points to 65 points from NorCal.
 - b. There were 68 total shops that participated with 104 total entries. Last year there were 71 total shops that participated.
5. Countertop Display Contest Plans for 2018
 - a. Dennis shared that he thinks the contest has run its course after this year. We should continue the signs, but the contest should end.
 - i. John agreed with Dennis.
 - b. Ryan read the sign ideas that Jerry came up with earlier in the year.
 - c. The committee decided that all new members that join after the contest starts should get a sign and set of inserts.

6. Committee Plans for 2018

- a. Jerry discussed a plan to remove people from the committee if they miss 2 meetings in a row or 3 in a year.
- b. The committee discussed choosing a new meeting time for the monthly conference call. They will discuss this over email.
- c. Jerry discussed that in 2018 he would like to begin reaching out to the industry and no longer solely focus on consumers.
 - i. John thinks industry outreach should be handled by the Membership Committee, and PR should stay focused on consumers.
 - ii. Dave shared that it was his idea for PR to shift their focus onto consumer and the aftermarket industries. He is going to request this kind of change with the board the next day.

7. Adjournment

- a. Jerry adjourned the meeting at 10:46 am.



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Minutes

Public Relations Committee
Wednesday, January 10, 2017
5:30pm – 6:30pm
Chair: Jerry Kubitsky

Agenda Item

1. Call to Order
 - a. Jerry called the meeting to order at 5:32pm
2. Roll Call
 - a. Present: Jerry Kubitsky, John Camara, Rocky Khamenian, Carolyn Coquillette; J. Kubitsky noted that Dennis Montalbano is no longer a committee member
3. PR Committee Vision Statement
 - a. The committee had a productive discussion about the PR Committee's vision statement, and shared different ideas. The committee decided that the committee's vision statement will be: "To promote positive relations between the motoring public and ASCCA members."
4. Discussion of window stickers for ASCCA's Partners
 - a. The committee discussed the idea of providing window stickers to ASCCA's corporate partners to display in their businesses that feature ASCCA's logo. The committee decided that they would like more time to submit additional ideas. J. Kubitsky asked the committee to submit ideas by January 24.
 - b. ACTION: Staff will send the committee an email reminding them of the deadline to submit ideas for a 2018 PR Committee campaign, as well as the 2018 PR Committee budget.
5. Adjournment
 - a. The committee approved moving the meeting times to 5:30 pm. Jerry adjourned the meeting at 6:25pm.



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AGENDA

ASCCA REVENUE & BENEFITS COMMITTEE

Saturday, February 24, 2018 | 10:00 am – 11:00 am
Embassy Suites, Sacramento, John Sutter Boardroom

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

2018 Action Plan

- Exceed budget projection of \$60,000 per year in Corporate Partnership Income, Target Goal \$70,000.
- Add membership benefits to increase the overall ASCCA Advantage.

10:00 am I. CALL TO ORDER J. Eppstein, Chair

10:02 am II. ROLL CALL G. Peterson

10:05 am III. Approval of 2/1/18 Meeting Minutes – encl. J. Eppstein, Chair

10:10 am IV. Review Action Items: **PENDING** Emailed Maylan, waiting for response

V. Potential Partners and Benefit Providers J. Eppstein, Chair

Training:

1. 180 Biz: John Eppstein and Todd Westerlund

Parts:

1. 1-800-Radiator: Tracy Renee
2. Advance Auto Parts: Steve Vanlandingham
3. Car Quest: John Eppstein
4. Hanson Distributing: Jack Scrafield
5. IMC: Steve Vanlandingham
6. SSF Imported Auto Parts, LLCs.: Rocky Khamenian, John Eppstein and Steve Sharp
7. Standard Motor Parts: Tracy Renee
8. World PAC: Rocky Khamenian

Oil/Waste Oil Recycling:

1. Alpha Environmental Engineering Petroleum Transport: Rory Balmer & Stacey Siqueiros
2. Liqui Moly: John Eppstein and Rocky Khamenian
3. Valvoline: Steve Vanlandingham
4. World Oil: Rocky Khamenian

Shop management Software:

1. AMS Protractor: Todd Westerlund
2. Bolt On Technology: Dave Kusa and John Eppstein
3. Shop Boss Pro: John Eppstein
4. Winworks: Tracy Renee

Customer Retention-Marketing:

1. MechanicNet: Samantha Freeman 877-632-4638
2. AutoShopFollowUp: Todd Westerlund

Repair data:

1. Identifix: Jack Crawley
2. All Data: Stuart Terry

Repair Equipment

1. Hunter Engineering Company: Alan Hagerty 314-716-0492

Misc:

1. Ryde.ai: Tracy Renee
2. True Technologies: Tracy Renee

10:20 am VI. Updates on Current Partners – encl. Committee
a. Review Income to-date
b. Review Expiring Partners: March 1st Napa Auto Care & Software Status Solutions- autoflow.me

10:25 **VII.** Old / New Business
am
11:00
am
a. Review and Discuss New Letter of Agreement LOA with
Identifix.
b. Discuss possible new member benefit: California Legal Pay
Compensation Program

J. Eppstein,
Chair

J. Eppstein,
Chair

VIII. Adjournment

2018 Revenue Benefits Committee Attendance Record

Members	Jan	Feb	FEB TW	April	May	June	July	August	Sept.	Oct.	Nov.	Dec
John Eppstein (Chair)	X	X										
Dave Kusa	X											
Maylan Newton	X											
Nadir Nour												
Rocky Khamenian	X	X										
Steve Vanlandingham		X										
Steve Sharp	X	X										
Stuart Terry	X											
Todd Westerlund	X	X										
Tracy Renee	X	X										

Staff	Jan	Feb	FEB TW	April	May	June	July	August	Sept.	Oct.	Nov.	Dec
Stacey	X											

x=present

A =absent

MINUTES
ASCCA REVENUE & BENEFITS COMMITTEE
Thursday, February 1, 2018 | 6:00 pm – 7:00 pm

Present: John Eppstein, Rocky Khamenian, Steve Vanlandingham, Steve Sharp, Todd Westerlund & Tracy Renee

Staff: Stacey Siqueiros

- I. Call to Order: The meeting was called to order at 6:04 pm
- II. Roll Call
- III. Approval of 11/18/17 & 1/4/18 Meeting Minutes
MOTION It was moved, seconded and carried (MSC) R. Khamenian/S. Sharp
- IV. Review Action Items:
 - ACTION ITEM:** Add Hunter Engineering Company and MechanicNet. Todd to send Stacey their contact information for February agenda. **COMPLETED**
 - ACTION ITEM:** Todd suggested that the potential partners be grouped together based on category of business. Stacey to work with John on this. **COMPLETED**
 - ACTION ITEM:** Change Protractor's name to AMS Protractor. **COMPLETED**
 - ACTION ITEM:** Stacey to send out vendor score sheet. Also update on google drive. **COMPLETED**
 - ACTION ITEM:** Stacey to work on plaques and send to John for approval by 1/19/18 **COMPLETED**
 - ACTION ITEM:** Stacey to invite all Partners to Team Weekend for Appreciation Lunch and see if they will do a testimony. **COMPLETED** (Been invited twice, will send more reminders)
 - ACTION ITEM:** Stacey to send out LOAs separate from agenda to review for Feb. call. **COMPLETED**
 - ACTION ITEM:** Stacey to send Stuart the Identifix contacts so he can follow up about the LOA. **COMPLETED**
 - ACTION ITEM:** Stacey to contact Maylan after 1/10/18 to discuss possible dates. **PENDING** Emailed Maylan, waiting for response
- V. Potential Partners and Benefit Providers
 - Training:**
 - 1.180 Biz: John Eppstein and Todd Westerlund, No new update
 - Parts:**
 - 1.1-800-Radiator: Tracy Renee, No new update
 - 2.Advance Auto Parts: Steve Vanlandingham, No new update
 - 3.Car Quest: John Eppstein, No new update
 - 4.Hanson Distributing: Jack Scrafield, No new update
 - 5.IMC: Steve Vanlandingham, No new update
 - 6.SSF Imported Auto Parts, LLCs.: Rocky Khamenian, John Eppstein and Steve Sharp, No new update
 - 7.Standard Motor Parts: Tracy Renee No new update
 - 8.World PAC: Rocky Khamenian No new update
 - Oil/Waste Oil Recycling:**
 - 1.Alpha Environmental Engineering Petroleum Transport: Rory Balmer & Stacey Siqueiros No new update
 - 2.Liqui Moly: John Eppstein and Rocky Khamenian No new update
 - 3.Valvoline: Steve Vanlandingham No new update
 - 4.World Oil: Rocky Khamenian No new update
 - Shop management Software:**
 - 1.AMS Protractor: Todd Westerlund, John reached out to him. Waiting to discuss further
 - 2.Bolt On Technology: Dave Kusa and John Eppstein; John reached out to them they are supposed to contact Stacey. Stacey to contact John if she has not heard back from them by next Tuesday.
 - 3.Shop Boss Pro: John Eppstein, No new update
 - 4.Winworks: Tracy Renee, No new update
 - Customer Retention-Marketing:**
 - 1.MechanicNet: Todd Westerlund, Samantha Freeman 877-632-4638, No new update

2.AutoShopFollowUp: Todd Westerlund, John left 3 voicemails, Todd to follow up again

Repair data:

1. Identifix: Jack Crawley, discussing
2. All Data: Stuart Terry

Repair Equipment

1. Hunter Engineering Company: Alan Hagerty 314-716-0492

Misc:

1. Ryde.ai: Tracy Renee
 2. True Technologies: Tracy Renee
- VI. Updates on Current Partners – *encl.*
- a. Review Income to-date: No new update, new year and Jan. not closed yet. Will have update for Feb. Team weekend.
 - b. Review Expiring Partners: March 1st Napa AutoCare & Soctware Status Solutions-autoflow.me
 - Committee reminded to please keep in contact with your partners.
- VII. Old / New Business
- a. Review and Discuss New Letter of Agreement (LOA) with Identifix: Tabled to be discussed at February team weekend so committee has more time to review LOAs and Stuart to follow up with Identifix.
- VIII. Adjournment
- Meeting adjourned at 6:58 pm

Corporate Partners Company	Committee Member	Main Contact	Phone number	Email	Start	RENEWED	Expires	Renewal Terms	Partner of the Month	Revenue Shared with Chapter	2018 Revenue	Revenue as of Date	Sponsorship or Endorsement Terms	Notes
BG Petrospecs/Petrospecs	Dave Kusa	Eric Wain/Eric Elbert (Petrospecs)	Eric Wain (949) 337-2484/ Eric Elbert 805-490-6080	EricE@petrospecsBG.com	2/28/2011	6/1/2017	6/1/2018	Auto Renew	April-18				\$5,000	
Broadly	Rocky Khamenian	Laura Nelson	(415) 589-0431	hurja@broadly.com			8/1/2018							
Digital Financial Group	Tracy Renee	Shannon Devery	(626) 476-9016	shannon@dfds-sangabrielvalley.com	5/1/2013	10/2/2017	10/1/2018		Nov. 2017				\$7,500.00	
Castrol	Nadir Nour	Mackenzie Merz	310-266-9813	mackenzie_merz@BP.com	5/1/2017		5/1/2018		March-18	Chapter 12			\$7,500.00	
Computrek Coaching & Training	Todd Westerlund	Dave Schedin		dave@computreksystems.com	2013 Annual Meeting		7/1/2018						\$1,500.00	
ESI	John Eppstein	Maylan Newton	(866) 526-3039,	maylan@esiseminars.com	3/1/2010	7/1/2014			Jan. 2018				\$10,000 in-kind exchange for class vouchers.	
ESI/Mayan Nor Cal Class	John Eppstein	Maylan Newton	(866) 526-3039,	maylan@esiseminars.com										
ESI/ Maylan So Cal Class	John Eppstein	Maylan Newton	(866) 526-3039,	maylan@esiseminars.com										
Kukul.com	Dave Kusa	Todd Westerlund, CEO	925-980-8012	Todd@kukul.com	2013 Annual Meeting	10/1/2013		Auto Pay/ Quarterly Intallments	Dec. 2018				\$10K - As of 10/1/2013 + \$3,000 additional in newsletter advertising	
LKQ Southern California	Tracy Renee	Steven Poole	562-320-2398	spooler@lkqcorp.com	8/1/2013	7/1/2017	7/1/2018		May-18				\$5,000	
Motul	Steve Sharp	Li-Jay Chu, Nick Bagley (Western US Sales Manager)	657-465-2464, 909-538-2042	l.chu@us.motul.com ; n.bagley@us.motul.com	7/1/2017		7/1/2018		June-18	Chapter 5			\$5,000	
Napa Auto Care	John Eppstein	Corporate Contact: R. Jason Rainey	678-934-5148	jason_rainey@genpt.com			3/1/2018		Feb. 2018				10,000 level	
Napa Auto Care	John Eppstein	John Hartman (Main Local Contact)	619-300-4910	john_hartman@genpt.com	3/1/2017		3/1/2018			Chapter 24				
O'Reilly Auto Parts	Steve Vanlandingham	Jody Mayfield		emjfields2@oreillyauto.com	12/5/2016		12/1/2018			Chapter 24			\$5,000	
RepairPal	Dave Kusa	Evan Demik	866-549-0339	evan@repairpal.com	7/1/2016		7/1/2018						\$1,500.00	
Shop-Ware	Steve Sharp	Tommy Scampoli - Chief Operations Officer	(415) 890-0906 or Carolyn Coquillette 475 9th Street San Francisco, CA 94103 415-601-1440 Cell 415-875-9140	tommy@shop-ware.com ; carolyn@shop-ware.com	5/5/2016		5/1/2018						\$2500 in 2016 lowered to \$1500 in 2017	
autoflow	Todd Westerlund	Chris Cloutier	Chris Cloutier 469-546-5725	chris@autoflow.com	3/1/2017		3/1/2018						\$2,500.00	
								Subtotal			\$0.00			
AES Wave	Tracy Renee						4/1/2018	Total Raffle Raised						Please note this does not count towards the R & B committee's goal, but we do list them as sponsor and level is determined by the amount raised.
AES Wave	Tracy Renee						4/1/2018	\$ After Chapter Sharing						
Revenue Programs														
x	Armstrong & Associates Coremark	John Eppstein	Glen Dailey	(916) 286-0925	gdailey@armstrongprofessional.com	7/1/2010	7/1/2015	6/30/2018			\$3,186.00	2/14/2018	Sliding scale rebate program.	
	AutoZone	Steve Vanlandingham	Jim Gray(National accounts rep)/ Scott Wyman (Nor Cal Rep)	Jim Gray 704-301-1500 / Scott Wyman 916-631-0383	jim.gray@autozone.com ; Scott.Wyman@autozone.com	4/1/2013		Evergreen	Evergreen				Marketing Allowance equal to .50% of net purchases – Paid quarterly	
x	G&K Services	Dave Kusa	Thomas Dunne	Strategic Account Executive G&K Services Phone: 619-399-6078 1596 Arnheim Ct. El Cajon, Ca. 92021	tdunne@gk-services.com	10/1/2010 (Original Term was for 3 years)		10/1/2012 (Signed 3-year extension beyond original contract end date, 10/2013.)						
			Leslie Kipnis (Will be out of the office for the whole year of 2017, Thomas Dunne, taking over as main contact)	National Account Executive G & K Services 949-877-2750 lkipnis@gk-services.com Mailing Address: 1950 Balearic Drive Costa Mesa, CA 92626				11/3/2020					Net Rental Revenue Rebate of 1.5% payable on a quarterly basis beginning the second year of the contract.	\$10K First year
	Heartland													No longer endorsed as DFG is new credit card processor, but still get small amount of income from Heartland
	Phillips 66	Committee	Keith Westbrook (Central & Northern California) Ray Parry (Southern California) Jeff Landon (statewide)	Keith.R.Westbrook@p66.com ; Jeff.A.Landon@p66.com ; Ray.R.Parry@p66.com	10/1/2005	4/16/2009	No Expiration						Rebate based on new member business in the current calendar year at a rate of .05 per gallon (.01/pound).	
											\$0.00			
											\$3,186.00			
											\$3,186.00			
Non Revenue Generating Programs														
	All Data	Stuart Terry	Chris Love, AllData NA Rep	(916) 206-8822	christopher.love@alldata.com	8/31/2005							Member Benefit	
	IATN	Dave Kusa	Scott Brown President IATN - International Automotive Technicians Network 640 W. Lambert Road Brea, CA 92821 O: 714-257-1335 x3807 M: 909-257-9497	909-626-5653 or 714-257-1335 x207 cell 909-257-9497	scott@iatn.net	9/12/2012	10/1/2014	9/30/2015					Member Benefit Program - Free Advertising for ASCCA on IATN website.	
	Identifix	Stuart Terry	Matt Casharino	(651) 628-5728		10/29/2007							Benefit Program	

		Ryan Young National Accounts Coordinator Identifix, Inc. — Find and Fix Faster™ 3058 E. Sunset Road Suite 107 Las Vegas, Nevada 89120	Phone: (800) 745-9649 ext. 2064 www.identifix.com	RYoung@mpifix.com														
Mitchel 1	Mitch Mendenhall	Mark Lewis	(858) 652-2555		8/1/1999													Benefit Program
Motor Age Training	Todd Westerlund	James Hwang	310-857-7633		2/19/2012	Evergreen												Member benefit program offering 25% discounts to all members on self study guides for ASE Certification.
HotelStorm	Stacey Siqueiros	Siena Reese	702 325 9707	siena@hotelstorm.com	8/4/2016													Benefit Program
Office Depot	Tracy Renee	Michael Nitz Inside Sales Representative Preferred Accounts Team- West 9501 Amberglen Blvd, Suite 200 Austin, TX 78729 Tel: 855-337-6811 Ext.12809 Michael.nitz@officedepot.com	Tel: 855-337-6811 Ext.1280		11/1/2007													Benefit Program



AGENDA
ASCCA MEMBERSHIP COMMITTEE
Saturday, February 24, 2018 | 11:15 am
Embassy Suites, Sacramento | River City Ballroom

<u>Agenda Item</u>	<u>Presenter</u>
I. Call to order	M. Mendenhall
II. Roll call	M. Peralta
III. Approval of prior minutes a) January 11, 2018 – <i>encl.</i>	M. Mendenhall
IV. Membership Reports a) Membership Trends Report Update – <i>encl.</i> b) Cancellation Report – <i>encl.</i> c) Outstanding Chapter Dues – <i>encl.</i> d) Outstanding State Dues – <i>encl.</i> e) Aging Report – <i>encl.</i> f) Pie Chart g) 150-Plus Update h) Change in Membership Report 2015-18	M. Putterman
V. Old Business a) Liaison update b) Exit survey update c) Member of the Month nominations	M. Mendenhall M. Giblin/L. Moore
VIII. ADJOURN	M. Mendenhall

2018 Meeting Attendance

Member	January	February	March	April	May	June	July	August	October	November	December
Mitch Mendenhall (Chair)	x										
Rory Balmer (Vice Chair)	x										
Jerry Kubitsky	x										
Glen Dailey	a										
Shannon Devery / David Cherney (DFG)	x										
Lee Chesnin	x										
Tracy Renee	x										
Steve Vanlandingham	x										
Angi Roberts	e										
John Camara	x										
Rocky Khamenian - ASCCA President	x										
Invited guest - Mike Giblin											
Invited guest - Larry Moore											
Invited guest - Greg Waters											

x= In Attendance

a = Absent

e=excused



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

MINUTES ASCCA MEMBERSHIP COMMITTEE

January 11, 2018 | 6:00 p.m.
Via Conference Call

I. Call to order

The meeting was called to order at 6:03 p.m.

II. Roll call

Present: Mitch Mendenhall, Jerry Kubitsky, Shannon Devery, John Camara, Tracy Renee, Steve Vanlandingham, Lee Chesnin, Rocky Khamenian (President)

Absent: Glen Dailey, Angi Roberts (excused)

Staff: Matt Peralta, Mary Putterman

III. Approval of prior minutes

It was motioned, seconded, and carried (M.S.C) to approve the minutes of the November 18, 2017 meeting (J. Camara/J. Kubitsky) and the minutes of the December 14, 2017 meeting with the correction that L. Chesnin was not in attendance (S. Vanlandingham/J.Camara).

IV. Membership Reports

M. Putterman reviewed the membership reports with the committee, and answered questions. She noted that all the membership reports are a reflection of 2017 data, and going forward the reports will reflect 2018.

There was discussion about the membership reports and reasons for cancellation. L. Chesnin asked if the exit survey has been sent, and M. Putterman notified the committee that the exit survey has been sent to Vice President John Eppstein, and that he was provided a list of all cancelled members from the fourth quarter of 2017.

L. Chesnin commended M. Putterman on the charts and reports she is providing, and how it has really improved the work of the committee.

V. Update on Member liaison applications

M. Mendenhall provided the committee with an update on the liaison program, and notified them that both ASCCA liaisons will attend February Team Weekend to provide feedback on the program.

VI. Members of the Month Nominations

M. Peralta reminded the committee that we are in need of additional nominations for 2018 members of the month.

ACTION M. Peralta will send a reminder email to the committee to nominate someone by January 19. Action plan to 26 all other candidates for the year.

VII. CAT Membership Proposal

R. Khamenian presented to the committee the idea of allowing CAT educator members to join ASCCA for free, and asked that the Membership Committee review a draft announcement of the new offering, and provide any feedback. The committee agreed to conduct the vote electronically.

ACTION M. Peralta will send out the draft CAT membership statement to the committee, asking them to vote no later than Wednesday, January 17, 2018. Upon approval, M. Mendenhall will present to the committee for approval.

VIII. Adjourn

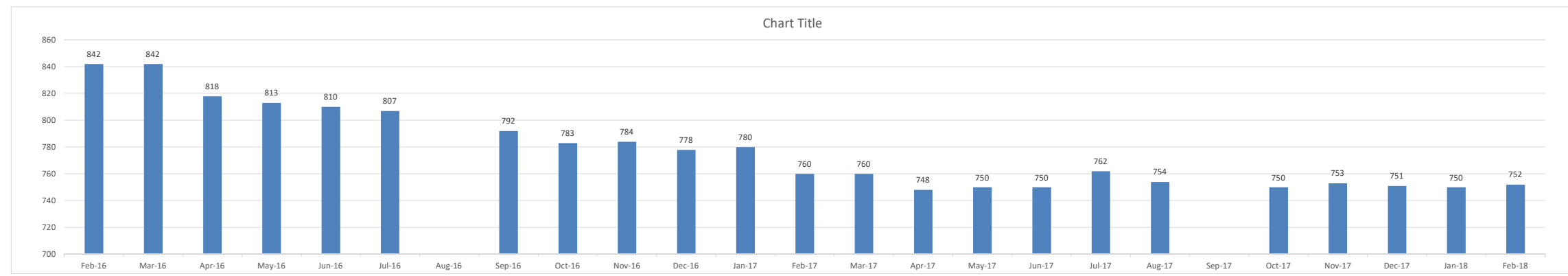
M. Mendenhall adjourned the meeting at 6:55 p.m.

ASCCA Membership Trends

	2/10/16	3/4/16	4/7/16	5/10/16	6/16/16	7/11/16	9/7/16	10/10/16	11/2/16	12/5/16	1/1/17	2/10/17	3/6/17	4/10/17	5/10/17	6/5/17	7/10/17	8/7/17	10/5/17	11/7/17	12/8/17	1/1/18	2/12/18	YTD New Members (since 1/1/18)	YTD Suspended Members	YTD Cancelled Members	Chapt. Rep	
Foothill	120	121	117	119	120	119	117	115	116	115	117	112	112	112	111	111	111	111	110	110	107	107	106			1	Jack Scrafield	
San Joaquin Valley	10	10	10	9	9	9	9	9	9	8	9	8	8	8	8	8	8	8	8	8	8	8	8	8				Vacant
W. Los Angeles	39	39	36	36	36	36	34	34	35	35	34	34	34	33	33	34	34	35	35	35	36	35	36	1	1		Lee Chesnin	
Inland Empire	40	40	40	39	36	35	34	34	34	34	34	34	32	32	33	32	33	32	33	33	31	31	31				Rory Balmer	
East Bay	22	22	22	22	22	21	21	21	21	21	21	20	20	20	20	20	22	22	22	22	23	23	24	1			Stephen Small	
Long Beach	17	17	15	15	15	15	15	15	14	14	14	14	14	14	14	14	15	14	14	14	14	14	14				Dennis Schoedl	
LAX/South Bay	24	24	24	23	23	23	24	24	24	24	24	24	24	23	23	24	25	26	26	26	25	25	26	1			Daniel Schrier	
Mt. Diablo	59	59	58	57	56	56	56	56	56	56	56	54	55	54	53	52	53	52	52	52	52	53	52	1		2	Rich Lezcano	
San Francisco	14	14	14	14	14	14	14	14	14	14	14	15	15	15	15	15	15	15	14	14	14	14	14	1		1	German Lara	
Peninsula	16	16	15	15	15	15	15	15	15	15	15	12	12	12	12	12	12	12	11	11	11	11	11				Eric Sevim	
San Diego	86	86	84	82	81	80	81	79	79	77	77	76	77	77	77	76	77	77	77	77	77	76	76				Mitch Mendenhall	
Fresno	35	35	31	31	31	31	30	28	28	27	28	24	24	23	23	23	23	23	22	22	22	21	21				Zarkis Martirosian	
Tulare/Visalia	18	18	18	18	18	18	17	17	17	17	17	18	18	18	18	18	18	17	16	16	16	16	16				John Camara	
Santa Rosa	21	21	22	22	22	22	22	22	22	22	22	21	20	20	20	21	23	23	24	24	24	25	24			1	Bob Toepp	
Sacramento	14	14	14	14	14	14	14	14	14	14	14	14	14	14	14	14	14	14	14	14	14	14	14				Vacant	
San Jose	40	40	40	40	40	40	38	38	38	38	38	36	36	36	36	36	36	36	35	36	36	35	36	1	1		Vacant	
N. Orange County	49	49	47	48	49	49	50	49	49	49	50	51	51	51	51	52	53	52	53	53	54	54	53			1	Travis Guy	
Redding	21	21	19	19	19	19	18	18	20	20	20	20	20	21	21	21	22	21	21	24	24	24	23			1	Dave Schedin	
ASCCA Only	197*	196	192	190	190	191	183	181	179	178	176	173	174	165	168	167	168	164	163	162	163	164	166	2				
	Feb-16	Mar-16	Apr-16	May-16	Jun-16	Jul-16	Sep-16	Oct-16	Nov-16	Dec-16	Jan-17	Feb-17	Mar-17	Apr-17	May-17	Jun-17	Jul-17	Aug-17	Oct-17	Nov-17	Dec-17	Jan-18	Feb-18					
	842	842	818	813	810	807	792	783	784	778	780	760	760	748	750	750	762	754	750	753	751	750	752	8	2	7		
	1	0	(24)	(5)	(3)	(3)	(15)	(9)	1	(6)	2	(20)	0	(1)	2	(1)	12	(8)	(4)	3	(3)	(1)	1					

	Feb-16	Mar-16	April-16	Nov-16	Dec-16	Jan-17	Feb-17	Mar-17	Apr-17	May-17	Jun-17	Jul-17	Aug-17	Oct-17	Nov-17	Dec-17	Jan-18	Feb-18
Associate	80	76	78	72	69	72	64	63	62	63	64	65	62	63	63	63	63	64
Regular	555	555	536	520	517	514	501	501	499	501	500	503	499	492	494	492	489	485
Branch**	36	36	28	21	20	20	21	19	20	18	18	25	25	25	25	23	24	26
Corp Sponsor				23	24	24	24	27	18	19	19	20	21	21	21	21	21	21
Educational				40	40	40	38	38	37	37	37	37	36	37	37	38	39	39
Honor Lifetime				57	57	59	59	59	59	59	59	59	58	58	59	60	60	60
Retired				29	29	29	31	31	31	31	31	31	31	32	32	32	32	34
Student				7	7	7	7	7	7	7	7	7	7	7	7	7	7	8
Vendor				15	15	15	15	15	15	15	15	15	15	15	15	15	15	15
Total	671	667	642	784	778	780	760	760	748	750	750	762	754	750	753	751	750	752

TOTAL MEMBERSHIP CHANGE TO DATE 2018: 1



ASCCA Cancellations Report

Report Date: 2/12/18

	YTD	Since 1/1/18
New members	8	8
Canceled members	7	7
Net change in membership	1	1

NEW MEMBERS SINCE 1/1/18

- Completes Plus (BR-12)
- Amanda McCullar (Student-16)
- Jam Tamayo (Retired-1940)
- Scott Phillips (AM-20)
- Paul Grech (Retired-21)
- BG Products, Fleming Dist. (BR-42)
- BG Products, Fleming Dist. (AM-State)
- Zenergy Works (AM)

DROPPED MEMBERS YEAR TO DATE

Member Type Cancelling			
	Type	Lost State Revenue	
4	Regular	\$1,600	
2	Associate	990	
1	Branch	250	
0	Educ/Hon	0	
		\$2,840	

Reasons for Cancelling	
2	Not sufficient value/money issues
4	Declined Renewal/Nonpayment of Dues
1	Other: Shop closed/sold, contact left, etc.

Member	Chapter	Mem Type	Joined	Canceled	Reason
NAPA Auto Parts	5	BR	2017	19-Jan	Financial concerns
Auto Tech	20	RM	2000	16-Jan	Declined Renewal
Farmers Insurance	20	AM	2010	16-Jan	Non-payment of dues
Allied Engine & Auto Repair	21	RM	1977	31-Jan	Retired/Closed Shop
Prismacor Auto Body	28	RM	2014	8-Feb	Non-payment of dues
California Auto Refrig	48	AM	1994	8-Feb	Non-payment of dues
Redding Transmission	99	RM	2017	8-Feb	Financial concerns

Outstanding Chapter Dues By Chapter

Chapter: 05

TOTAL Outstanding Chapter Dues: \$2,800.00

Chapter: 12

TOTAL Outstanding Chapter Dues: \$1,330.00

Chapter: 14

TOTAL Outstanding Chapter Dues: \$1,105.00

Chapter: 16

TOTAL Outstanding Chapter Dues: \$950.00

Chapter: 1940

TOTAL Outstanding Chapter Dues: \$1,300.00

Chapter: 20

TOTAL Outstanding Chapter Dues: \$3,100.00

Chapter: 21

TOTAL Outstanding Chapter Dues: \$330.00

Chapter: 23

TOTAL Outstanding Chapter Dues: \$220.00

Chapter: 24

TOTAL Outstanding Chapter Dues: \$3,125.00

Chapter: 25

TOTAL Outstanding Chapter Dues: \$350.00

Chapter: 26

TOTAL Outstanding Chapter Dues: \$945.00

Chapter: 28

TOTAL Outstanding Chapter Dues: \$325.00

Chapter: 42

TOTAL Outstanding Chapter Dues: \$1,394.00

Chapter: 48

TOTAL Outstanding Chapter Dues: \$2,932.50

Chapter: 99

TOTAL Outstanding Chapter Dues: \$275.00

***TOTAL OUTSTANDING CHAPTER DUES* \$20,481.50**

ASCCA- Outstanding State Dues By Chapter

Chapter: **05**

TOTAL State Dues Outstanding: \$2,750.00

Chapter: **12**

TOTAL State Dues Outstanding: \$1,297.50

Chapter: **14**

TOTAL State Dues Outstanding: \$1,720.00

Chapter: **16**

TOTAL State Dues Outstanding: \$1,416.25

Chapter: **18**

TOTAL State Dues Outstanding: \$1,425.00

Chapter: **1940**

TOTAL State Dues Outstanding: \$1,320.00

Chapter: **20**

TOTAL State Dues Outstanding: \$2,720.00

Chapter: **21**

TOTAL State Dues Outstanding: \$200.00

Chapter: **23**

TOTAL State Dues Outstanding: \$200.00

Chapter: **24**

TOTAL State Dues Outstanding: \$1,767.50

Chapter: **25**

TOTAL State Dues Outstanding: \$348.75

Chapter: **26**

TOTAL State Dues Outstanding: \$1,590.00

Chapter: **28**

TOTAL State Dues Outstanding: \$500.00

Chapter: **34**

TOTAL State Dues Outstanding: **\$25.00**

Chapter: **42**

TOTAL State Dues Outstanding: **\$850.00**

Chapter: **48**

TOTAL State Dues Outstanding: **\$2,613.75**

Chapter: **99**

TOTAL State Dues Outstanding: **\$462.50**

Chapter: **Sta**

TOTAL State Dues Outstanding: **\$4,170.00**

TOTAL OUTSTANDING STATE DUES: \$25,376.25

Invoice Aging

Monday, February 12, 2018

Company	Contact Info	Current	31-60	61-90	91-120	120+	Balance
Chapter 05							
Art's Auto Care Arabo Sarkisian	605 S. Victory Blvd. Burbank, CA 91502 8188483163 arts.autocare@yahoo.com	\$0.00	\$200.00	\$0.00	\$0.00	\$0.00	\$200.00
Bauer German Car Repair Andreas Bauer	322 West Foothill Blvd Glendora, CA 91741 (626) 963-5775 bauergermanauto@verizon.net	\$0.00	\$200.00	\$0.00	\$0.00	\$200.00	\$400.00
Certified Automotive Specialists Gene Morrill	476 South Vermont Glendora, CA 91741 (626) 963-0814 gene@certautospec.com	\$25.00	\$0.00	\$0.00	\$0.00	\$0.00	\$25.00
Craig Johnson Automotive Craig Johnson	19140 E San Jose Avenue Rowland Heights, CA 91748 (626) 810-2281 cjauto@verizon.net	\$0.00	\$800.00	\$0.00	\$0.00	\$0.00	\$800.00
East Los Angeles College Adrian Banuelos	1301 Avenida Cesar Chavez Monterey Park, CA 91754 3232658726 banuelam@elac.edu	\$0.00	\$25.00	\$0.00	\$0.00	\$0.00	\$25.00
Ed's Automotive Ed Marcelo Aulestia	11637 Sherman Way, #A North Hollywood, CA 91605 (818) 982-5589 aulestia@pacbell.net	\$0.00	\$200.00	\$0.00	\$0.00	\$0.00	\$200.00

Company	Contact Info	Current	31-60	61-90	91-120	120+	Balance
Homer's Auto Service Yo Maiwandi	148 East Lemon Monrovia, CA 91016 (626) 358-6259	\$0.00	\$200.00	\$0.00	\$0.00	\$0.00	\$200.00
Huntington Tire & Auto Center Gary Ghazarian	511 West Huntington Dr Monrovia, CA 91016 (626) 303-7666	\$0.00	\$200.00	\$0.00	\$0.00	\$0.00	\$200.00
Joel's Automotive, Inc. Joel Lebron	1953 W. 11th Steet Upland, CA 91786 (909) 946-7687 joels.automotive@verizon.net	\$0.00	\$200.00	\$0.00	\$0.00	\$0.00	\$200.00
Mike Bradley's Automotive Tim Bohle	10121 Canoga Ave. Unit H Chatsworth, CA 91311 8188820717 mikebradleyauto@gmail.com	\$0.00	\$800.00	\$0.00	\$0.00	\$0.00	\$800.00
Phil's Imports, Inc. Phil Ponek	900 South San Fernando Blvd Burbank, CA 91502 (818) 841-9090 info@philsimports.com	\$0.00	\$200.00	\$0.00	\$0.00	\$200.00	\$400.00
SC Fuels (05), Attn: Jeannette Acker Dennis Giardina	1800 W. Katella Ave #200 Orange, CA 92867 5624994933 giardinad@scfuels.com	\$0.00	\$325.00	\$0.00	\$0.00	\$0.00	\$325.00
Silver Star Service Robert Wong	600 West Garvey Ave Monterey Park, CA 91754 (626) 284-0312	\$0.00	\$200.00	\$0.00	\$0.00	\$0.00	\$200.00

Company	Contact Info	Current	31-60	61-90	91-120	120+	Balance
Spence and Frye Art Olivares	1847 E. Walnut Street Pasadena, CA 91107 6267922351 spenceandfrye@sbcglobal.net	\$0.00	\$200.00	\$0.00	\$0.00	\$0.00	\$200.00
Stuttcar Service, Inc. Peter Fazekas	1320 E. Walnut Street Pasadena, CA 91106 6263212736 peter@stuttcarservice.com	\$0.00	\$200.00	\$0.00	\$0.00	\$200.00	\$400.00
Two Brothers Automotive Joe Blazej	8293 San Fernando Road Sun Valley, CA 91352 (818) 768-9940 2brothersauto@sbcglobal.net	\$0.00	\$800.00	\$0.00	\$0.00	\$0.00	\$800.00
Vince's Auto Service Vincent Egan	3230 East Colorado Blvd Pasadena, CA 91107 (626) 792-5853 vincesauto@att.net	\$0.00	\$200.00	\$0.00	\$0.00	\$0.00	\$200.00
Chapter 05 Subtotal		\$25.00	\$4,950.00	\$0.00	\$0.00	\$600.00	\$5,575.00
Chapter 06							
Bobby's Smog Robert Pereira	1515 Yosemite Blvd Modesto, CA 95354 (209) 575-9722	\$111.00	\$0.00	\$0.00	\$0.00	\$0.00	\$111.00
Chapter 06 Subtotal		\$111.00	\$0.00	\$0.00	\$0.00	\$0.00	\$111.00

Company	Contact Info	Current	31-60	61-90	91-120	120+	Balance
Chapter 12							
Completes Plus Jim Hubka	10425 S. La Cienega Blvd. Los Angeles, CA 90045 3108428777 jimhubka@completesplus.com	\$0.00	\$630.00	\$0.00	\$0.00	\$0.00	\$630.00
Lancer Automotive Service, Inc. Leon Kaplan	8151 West 3rd St Los Angeles, CA 90048 (323) 653-1100 lancer55@msn.com	\$0.00	\$780.00	\$0.00	\$0.00	\$0.00	\$780.00
R. F. S. Management LLC dba Import M Roger Salter	5879 Washington Blvd Culver City, CA 90232 (310) 820-8822 rsalter@miniworx.com	\$0.00	\$780.00	\$0.00	\$0.00	\$0.00	\$780.00
SC Fuels (12), Attn: Jeannette Acker Dave Rogers	1800 W. Katella Ave #200 Orange, CA 92867 5624994960 ackerj@scfuels.com	\$0.00	\$437.50	\$0.00	\$0.00	\$0.00	\$437.50
Chapter 12 Subtotal		\$0.00	\$2,627.50	\$0.00	\$0.00	\$0.00	\$2,627.50
Chapter 14							
Chino Autotech Inc. Jim O'Neill	4702 Chino Avenue, Ste #1 Chino, CA 91710 909-627-0919 jim@chinoautotech.com	\$0.00	\$660.00	\$0.00	\$0.00	\$0.00	\$660.00
Foreign Auto Tech Said Takouche	1635 West Redlands Blvd Redlands, CA 92373 (909) 335-9575	\$0.00	\$330.00	\$0.00	\$0.00	\$0.00	\$330.00

Company	Contact Info	Current	31-60	61-90	91-120	120+	Balance
Mountain Auto Service & Towing Michael Cronshey	P.O Box 485 Twin Peaks, CA 92391 (909) 336-3222 mtnautoservice2@yahoo.com	\$0.00	\$165.00	\$0.00	\$0.00	\$0.00	\$165.00
Protrans Automotive & Transmission Mike Radak	3420 Gato Court Riverside, CA 92507 (909) 367-7400 missprotrans@gmail.com	\$0.00	\$330.00	\$0.00	\$0.00	\$0.00	\$330.00
SC Fuels (14), Attn: Jeannette Acker Anthony Vines	1800 W. Katella Ave #200 Orange, CA 92867 vinesa@scfuels.com	\$0.00	\$255.00	\$0.00	\$0.00	\$0.00	\$255.00
Star Auto Parts Tom Ogaz	P.O. Box 1529 San Bernardino, CA 92402-1529 9098855728	\$0.00	\$755.00	\$0.00	\$0.00	\$0.00	\$755.00
Taylor Company Bruce Taylor	340 East Foothill Blvd, Suite C Pomona, CA 91767 (909) 593-6878 taylorcobmw@yahoo.com	\$0.00	\$330.00	\$0.00	\$0.00	\$0.00	\$330.00
Chapter 14 Subtotal		\$0.00	\$2,825.00	\$0.00	\$0.00	\$0.00	\$2,825.00

Chapter 16

Argonaut Garage Jason Simms	1485 San Pablo Avenue Berkeley, CA 94702 5104233848 argonautgarage@gmail.com	\$0.00	\$200.00	\$0.00	\$0.00	\$400.00	\$600.00
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Company	Contact Info	Current	31-60	61-90	91-120	120+	Balance
Doral's Auto Repair Roy Doral	2000 Merced Street San Leandro, CA 94577 (510) 352-4221 roy@doralsautorepair.com	\$0.00	\$200.00	\$0.00	\$0.00	\$0.00	\$200.00
General Auto and Truck Parts Steve Jones	4425 International Blvd. Oakland, CA 94601 5105333333 steven_jones@genpt.com	\$0.00	\$695.00	\$0.00	\$0.00	\$0.00	\$695.00
Mechanic Grid Kamil Targosz	3524 Breakwater Ave. #111 Hayward, CA 94545 5102098049 info@mechanicgrid.com	\$0.00	\$173.75	\$0.00	\$0.00	\$347.50	\$521.25
San Leandro High School Andy Shyers	2200 Bancroft Ave San Leandro, CA 94577 (510) 667-3540 rshyers@juno.com	\$0.00	\$25.00	\$0.00	\$0.00	\$0.00	\$25.00
SC Fuels (16), Attn: Jeannette Acker Mark Williams	1800 W. Katella Ave #200 Orange, CA 92867 4086256059 williamsm@scfuels.com	\$0.00	\$325.00	\$0.00	\$0.00	\$0.00	\$325.00
Chapter 16 Subtotal		\$0.00	\$1,618.75	\$0.00	\$0.00	\$747.50	\$2,366.25

Chapter 18

Belmont Auto Repair Glenn Thornton	3720 East 4th St Long Beach, CA 90814 (562) 439-0291	\$0.00	\$100.00	\$0.00	\$0.00	\$0.00	\$100.00
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Company	Contact Info	Current	31-60	61-90	91-120	120+	Balance
Belmont Motor Clinic Peter Blair	1217 N Newport Ave Long Beach, CA 90804 (562) 597-4013 belmontmotorclinic@verizon.net	\$0.00	\$100.00	\$0.00	\$0.00	\$0.00	\$100.00
Broadway German Car Service Dominik Wolmerath	1404 East Broadway Long Beach, CA 90802 (562) 436-6495	\$0.00	\$100.00	\$0.00	\$0.00	\$100.00	\$200.00
C.H. Topping & Co. Vince Bunting	520 West Esther St Long Beach, CA 90813 (562) 432-0901 chtop@earthlink.net	\$0.00	\$100.00	\$0.00	\$0.00	\$0.00	\$100.00
International Motors Lee Wright	1079 Wardlow Ave Long Beach, CA 90807 (562) 595-1869 ITMLB@earthlink.net	\$0.00	\$100.00	\$0.00	\$0.00	\$0.00	\$100.00
Long Beach Autohaus Scott Parsons	3925 East Broadway Long Beach, CA 90803 (562) 434-4446 bimerman02@aol.com	\$0.00	\$100.00	\$0.00	\$0.00	\$100.00	\$200.00
Long Beach Muffler Dennis Schoedl	3880 East Anaheim St Long Beach, CA 90805 (562) 494-3880 shop@longbeachmuffler.com	\$0.00	\$100.00	\$0.00	\$0.00	\$0.00	\$100.00
Miller's Wheel Alignment & Brake Dean Starks	1601 East South St Long Beach, CA 90805 (562) 422-9037	\$0.00	\$100.00	\$0.00	\$0.00	\$0.00	\$100.00

Company	Contact Info	Current	31-60	61-90	91-120	120+	Balance
Modern Specialists, Inc. Leo Barwig	6190 Cherry Ave Long Beach, CA 90805 (562) 423-8431 leo@modernspecauto.com	\$0.00	\$100.00	\$0.00	\$0.00	\$0.00	\$100.00
Oberjuerge Auto Repair Sally Oberjuerge	228 Redondo Long Beach, CA 90803 (562) 433-5523	\$0.00	\$100.00	\$0.00	\$0.00	\$0.00	\$100.00
Overseas Garage Andrew Klein	3141 East 4th Street Long Beach, CA 90814 (562) 434-9627 andy@overseasgarage.com	\$0.00	\$100.00	\$0.00	\$0.00	\$0.00	\$100.00
SC Fuels (18), Attn: Jeannette Acker Ryan Kroll	1800 W. Katella Ave #200 Orange, CA 92867 krollr@scfuels.com	\$0.00	\$125.00	\$0.00	\$0.00	\$0.00	\$125.00
Chapter 18 Subtotal		\$0.00	\$1,225.00	\$0.00	\$0.00	\$200.00	\$1,425.00
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Chapter 1940							
Completes Plus Jim Hubka	10425 S. La Cienega Blvd. Los Angeles, CA 90045 3107035700 jimhubka@completesplus.com	\$0.00	\$895.00	\$0.00	\$0.00	\$0.00	\$895.00
Jay's Auto Center Eulogio Tamayo	3740 Spencer Street Torrance, CA 90503 (310) 371-2449	\$0.00	\$800.00	\$0.00	\$0.00	\$0.00	\$800.00

Company	Contact Info	Current	31-60	61-90	91-120	120+	Balance
Leo's Auto Repair Leo Lamas	1860 Pacific Coast Hwy Lomita, CA 90717 (310) 325-7776 leosautorepair1@yahoo.com	\$0.00	\$400.00	\$0.00	\$0.00	\$0.00	\$400.00
Pierce Bros. Garage Richard Gonzalez	481 W. 10th St San Pedro, CA 90731 (310) 832-8393 piercebros@att.net	\$0.00	\$200.00	\$0.00	\$0.00	\$0.00	\$200.00
SC Fuels (1940), Attn: Jeannette Acker Ryan Kroll	1800 W. Katella Ave #200 Orange, CA 92867 krollr@scfuels.com	\$0.00	\$325.00	\$0.00	\$0.00	\$0.00	\$325.00
Chapter 1940 Subtotal		\$0.00	\$2,620.00	\$0.00	\$0.00	\$0.00	\$2,620.00

Chapter 20

50/50 Xtreme Auto Glass, LLC Mohammad Tasleem	2098 Market Street Concord, CA 94520 9256762000 5050xtremeauto@gmail.com	\$0.00	\$800.00	\$0.00	\$0.00	\$0.00	\$800.00
BG Products, Fleming Distributing (20) Chris Smith	1011 Suncast Lane El Dorado Hills, CA 95762 9162230559 csmith@bgfleming.com	\$0.00	\$400.00	\$0.00	\$0.00	\$0.00	\$400.00
Central Automotive Robert Service	1425 Autocenter Drive Walnut Creek, CA 94597 9259326604 central.automotive.service@gmail.com	\$0.00	\$800.00	\$0.00	\$0.00	\$0.00	\$800.00

Company	Contact Info	Current	31-60	61-90	91-120	120+	Balance
Chris Engine & Auto Repair Inc. Chris Terry	4770 E 2nd Street Benicia, CA 94510 (707) 746-5143 chris@mechanicnet.com	\$0.00	\$800.00	\$0.00	\$0.00	(\$217.50)	\$582.50
LaVere's VW & Audi Only Service & Res Gary LaVere	1121 Landini Lane Concord, CA 94520 9257982001 laveres@sbcglobal.net	\$0.00	\$200.00	\$0.00	\$0.00	\$200.00	\$400.00
Liberty High School Jonathan Dorr	850 Second Street Brentwood, CA 94513 5599770181 dorrj@luhsd.net	\$25.00	\$0.00	\$0.00	\$0.00	\$0.00	\$25.00
Orinda Shell Auto Care Kathy Mitchell	9 Orinda Way Orinda, CA 94596 (925) 254-1486 orindashell@aol.com	\$0.00	\$800.00	\$0.00	\$0.00	\$0.00	\$800.00
S.P. Automotive Supply Steve Markus	PO Box 1709 Martinez, CA 94553 (925) 372-4930 smarkus@spauto.com	\$0.00	\$895.00	\$0.00	\$0.00	\$0.00	\$895.00
SC Fuels (20), Attn: Jeannette Acker Mark Williams	1800 W. Katella Ave #200 Orange, CA 92867 4086256059 williamsm@scfuels.com	\$0.00	\$325.00	\$0.00	\$0.00	\$0.00	\$325.00
Timmons Auto & Truck Repair Dave & Lisa Timmons	2855 Contra Costa Blvd. Suite D Pleasant Hill, CA 94523 9252603394 lisa@timmonsrepair.com	\$0.00	\$200.00	\$0.00	\$0.00	\$0.00	\$200.00

Company	Contact Info	Current	31-60	61-90	91-120	120+	Balance
West Coast Muffler, Inc. (20) Steve Elstins	2090 Market Street Concord, CA 94520 9256768376 westcoastmuffler925@yahoo.com	\$0.00	\$400.00	\$0.00	\$0.00	\$0.00	\$400.00
Chapter 20 Subtotal		\$25.00	\$5,620.00	\$0.00	\$0.00	(\$17.50)	\$5,627.50
Chapter 21							
ABC Automotive William Tai	545 Eddy Street San Francisco, CA 94109 (415) 441-1579	\$0.00	\$265.00	\$0.00	\$0.00	\$0.00	\$265.00
Chase Auto Service Robert Peterson	911 Harrison St San Francisco, CA 94107 (415) 543-0444 chaseautosf@att.net	\$0.00	\$265.00	\$0.00	\$0.00	\$0.00	\$265.00
Chapter 21 Subtotal		\$0.00	\$530.00	\$0.00	\$0.00	\$0.00	\$530.00
Chapter 23							
Four Car Garage, Inc. Gary Kaldor	839 N. San Mateo Drive San Mateo, CA 94401 (650) 342-1406 diane@fourcargarage.com	\$0.00	\$210.00	\$0.00	\$0.00	\$0.00	\$210.00
Hudson Automotive Sean Hudson	186 South Blvd San Mateo, CA 94402 (650) 344-4800 hudauto@yahoo.com	\$0.00	\$210.00	\$0.00	\$0.00	\$0.00	\$210.00
Chapter 23 Subtotal		\$0.00	\$420.00	\$0.00	\$0.00	\$0.00	\$420.00

Company	Contact Info	Current	31-60	61-90	91-120	120+	Balance
Chapter 24							
Dualtone Automotive, Inc. Richard Feitas	4745 Mission Bay Dr San Diego, CA 92109 (858) 273-8745 Rfhandy@aol.com	\$0.00	\$225.00	\$0.00	\$0.00	\$0.00	\$225.00
Greg's Automotive Greg Kelly	1641 N. Magnolia Avenue El Cajon, CA 92020 (619) 440-4337 gregk@gregs-auto.com	\$0.00	\$225.00	\$0.00	\$0.00	\$0.00	\$225.00
Harloff Automotive Vanessa McCombs	7445 University Ave. La Mesa, CA 91941 (619) 461-3600 vanessam@harloffauto.com	\$0.00	\$225.00	\$0.00	\$0.00	\$0.00	\$225.00
Mainstream Merchant Services Vo Chu	300 Beech Street San Diego, CA 92101 8586991641 vochu@mainstreamms.com	\$0.00	\$248.75	\$0.00	\$0.00	\$248.75	\$497.50
Marie Milliman - Farmers Insurance Marie Milliman	16516 Bernardo Center Dr #150 San Diego, CA 92128 8584879200 mmilliman@farmersagent.com	\$0.00	\$995.00	\$0.00	\$0.00	\$0.00	\$995.00
MOTEC Auto Care Deborah Wright	7639 Carroll Rd San Diego, CA 92121 8585784300 debbie@motecautocare.com	\$0.00	\$225.00	\$0.00	\$0.00	\$225.00	\$450.00
NAPA Auto Parts-Main Dist Center John Hartman	7440 Convoy Court San Diego, CA 92111 6193004910 john_hartman@genpt.com	\$5,000.00	\$0.00	\$0.00	\$0.00	\$500.00	\$5,500.00

Company	Contact Info	Current	31-60	61-90	91-120	120+	Balance
O'Reilly Auto Parts, Inc. Henry Verdugo	2750 Midway Dr San Diego, CA 92110 6199201929 hverdugo@oreillyauto.com	\$0.00	\$500.00	\$0.00	\$0.00	\$0.00	\$500.00
Poway Transmission Corp Karen Dunn	13933 Poway Rd #A Poway, CA 92064 (858) 679-8000 karen@powaytransmissions.com	\$0.00	\$900.00	\$0.00	\$0.00	\$0.00	\$900.00
SC Fuels (24), Attn: Jeannette Acker Dave Rogers	1800 W. Katella Ave #200 Orange, CA 92867 rogersd@scfuels.com	\$0.00	\$375.00	\$0.00	\$0.00	\$0.00	\$375.00
Chapter 24 Subtotal		\$5,000.00	\$3,918.75	\$0.00	\$0.00	\$973.75	\$9,892.50

Chapter 25

A & J Truck & Auto Repair Andrew C Frowsing	2695 South Cherry Avenue, Space 105 Fresno, CA 93706 (559) 445-1054 ajtruckandauto@gmail.com	\$0.00	\$205.00	\$0.00	\$0.00	\$0.00	\$205.00
Elbert Distributing (BG Products) Tom Elbert	P.O. Box 25391 Fresno, CA 93729 5594540180 elbert_dist@hotmail.com	\$0.00	\$228.75	\$0.00	\$0.00	\$0.00	\$228.75
Fresno City College Tim Hunter	1101 East University Ave. Fresno, CA 93741 (559) 442-4600 tim.hunter@fresnocitycollege.edu	\$0.00	\$60.00	\$0.00	\$0.00	\$0.00	\$60.00

Company	Contact Info	Current	31-60	61-90	91-120	120+	Balance
Marlin & Tony's Auto Repair, Inc. Tony Novielli	4660 East Carmen Ave. Fresno, CA 93703-4519 (559) 252-1584 marlinandtonys@yahoo.com	\$0.00	\$205.00	\$0.00	\$0.00	\$0.00	\$205.00
Chapter 25 Subtotal		\$0.00	\$698.75	\$0.00	\$0.00	\$0.00	\$698.75
Chapter 26							
Golden State Mighty Chuck Munger	837 Industrial Ave Tulare, CA 93274 5596855050 mightymunger@gmail.com	\$0.00	\$765.00	\$0.00	\$0.00	\$0.00	\$765.00
John Howell's Service Center John Howell	251 South L St Tulare, CA 93274 (559) 688-6621 shopguyhsc@aol.com	\$0.00	\$670.00	\$0.00	\$0.00	\$0.00	\$670.00
Smiths Auto Parts Robert Villareal	216 South Bridge St Visalia, CA 93291 (559) 734-1526 robert@smithsauto.com	\$0.00	\$765.00	\$0.00	\$0.00	\$0.00	\$765.00
The Auto Shop Jim Barlogio	2044 East Main St Visalia, CA 93292 (559) 734-2886 barlogio@pacbell.net	\$0.00	\$335.00	\$0.00	\$0.00	\$0.00	\$335.00
Chapter 26 Subtotal		\$0.00	\$2,535.00	\$0.00	\$0.00	\$0.00	\$2,535.00

Company	Contact Info	Current	31-60	61-90	91-120	120+	Balance
Chapter 28							
Auto Solutions Bruce Good	810 Francisco Blvd West San Rafael, CA 94901 4154530270 autosolutionsmarin@yahoo.com	\$0.00	\$660.00	\$0.00	\$0.00	\$0.00	\$660.00
Santa Rosa Auto Parts Rick Call	1110 Santa Rosa Avenue Santa Rosa, CA 95404 7075456718 rickc@santarosaauto.com	\$117.50	\$0.00	\$0.00	\$0.00	\$0.00	\$117.50
Santa Rosa Transmission Sam Burrage	1015 Santa Rosa Ave Santa Rosa, CA 95404 (707) 570-2500 sam@santarosatrans.com	\$0.00	\$165.00	\$0.00	\$0.00	\$0.00	\$165.00
Chapter 28 Subtotal		\$117.50	\$825.00	\$0.00	\$0.00	\$0.00	\$942.50
Chapter 34							
CAT-California Automotive Teachers Bob Barkhouse	1380 Kelleen Dr Yuba City, CA 95993 (530) 674-3645 bob4cat@sbcglobal.net	\$0.00	\$25.00	\$0.00	\$0.00	\$0.00	\$25.00
Chapter 34 Subtotal		\$0.00	\$25.00	\$0.00	\$0.00	\$0.00	\$25.00
Chapter 42							
Custom Alignment Joe Silva	2599 Wyandotte St, #A Mountain View, CA 94043 (650) 961-5311 customalignment@yahoo.com	\$0.00	\$251.00	\$0.00	\$0.00	\$0.00	\$251.00

Company	Contact Info	Current	31-60	61-90	91-120	120+	Balance
GIC Car Clinic Alan Yu	375 Bird Avenue San Jose, CA 95126 4082795510 alan@giccarclinic.com	\$68.99	\$0.00	\$0.00	\$0.00	\$0.00	\$68.99
Modderman Service, Inc. David Modderman	2599 Wyandotte Street, Unit B Mountain View, CA 94043 (650) 967-3213 dave@modderman.com	\$0.00	\$251.00	\$0.00	\$0.00	\$0.00	\$251.00
SC Fuels (42), Attn: Jeannette Acker Mark Williams	1800 W. Katella Ave #200 Orange, CA 92867 4086256059 williamsm@scfuels.com	\$0.00	\$402.00	\$0.00	\$0.00	\$0.00	\$402.00
Techelp Doug Mueller	2655 Monument Blvd, Suite B Concord, CA 94520 (888) 747-8888 doug@tec-help.com	\$0.00	\$85.00	\$0.00	\$0.00	\$0.00	\$85.00
The Driving Machine, Inc. Jim Payne	P.O. Box 695 Cupertino, CA 95015 (408) 446-9727 Jim@thedrivingmachine.com	\$0.00	\$251.00	\$0.00	\$0.00	\$1,004.00	\$1,255.00
Chapter 42 Subtotal		\$68.99	\$1,240.00	\$0.00	\$0.00	\$1,004.00	\$2,312.99

Chapter 48

A-1 Transmission Service & Supply Ken Brown	6940 Stanton Ave Buena Park, CA 90621 (714) 523-1132 A1trans@msn.com	\$0.00	\$255.00	\$0.00	\$0.00	\$0.00	\$255.00
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Company	Contact Info	Current	31-60	61-90	91-120	120+	Balance
Alexis Oil Company Cassie Cash	219 Glider Circle Corona, CA 92880 9512799830 cassie@alexisoil.com	\$0.00	\$437.50	\$0.00	\$0.00	\$0.00	\$437.50
Automax Service Center- Newport Bea Brian Bennett	1081 Camelback Street Newport Beach, CA 92660 (949) 759-3393 bbtustin@yahoo.com	\$0.00	\$780.00	\$0.00	\$0.00	\$0.00	\$780.00
Bedard Automotive, Inc. Chuck Bedard	3601 East Miraloma Ave Anaheim, CA 92806 (714) 528-1380	\$0.00	\$195.00	\$0.00	\$0.00	\$0.00	\$195.00
BG Petrospecs (48) Michael Ciconte	Attn: Bill Speidel, 3301 Grande Vista Dr Newbury Park, CA 91320 michaelc@petrospecsbg.com	\$0.00	\$380.00	\$0.00	\$0.00	\$0.00	\$380.00
Brea Auto Body, Inc. Denise Pina	436 North Berry Brea, CA 92821 (714) 990-1500 breaautobody@yahoo.com	\$0.00	\$195.00	\$0.00	\$0.00	\$390.00	\$585.00
California Career Schools Chuck Emanuele	1100 Technology Cr Anaheim, CA 92805 (714) 635-6585	\$0.00	\$875.00	\$0.00	\$0.00	\$0.00	\$875.00
Glenn's Auto Mike Grosse	12441 Woodruff Avenue Downey, CA 90241 5628615111 mikeatglenns@yahoo.com	\$0.00	\$195.00	\$0.00	\$0.00	\$0.00	\$195.00

Company	Contact Info	Current	31-60	61-90	91-120	120+	Balance
High Point Distributing Tim Huddleston	5737 Kanan Rd, #216 Agoura Hills, CA 91301 (818) 674-0930	\$0.00	\$157.50	\$0.00	\$0.00	\$105.00	\$262.50
Miller's Automotive Wendy Carter	120 North Gilbert St Fullerton, CA 92833 (714) 526-6629	\$0.00	\$195.00	\$0.00	\$0.00	\$0.00	\$195.00
Okimoto's Automotive Center, Inc. Roy Okimoto	16400 South Pioneer Blvd Norwalk, CA 90650 (562) 926-7317 okimotoautoctr@hotmail.com	\$0.00	\$195.00	\$0.00	\$0.00	\$0.00	\$195.00
One Stop Undercar Martin Drobis	2990 E. La Jolla Street Anaheim, CA 92806 (714) 630-9666 brakewiz@pacbell.net	\$0.00	\$218.75	\$0.00	\$0.00	\$0.00	\$218.75
Rey Insurance Services Mike Rey	26995 Glencoe Mission Viejo, CA 92691-7418 (949) 487-9661 Mike@ReyInsuranceServices.com	\$0.00	\$338.75	\$0.00	\$0.00	\$0.00	\$338.75
Rio Hondo College John Frala	3600 Workman Mill Road Whittier, CA 90601-1699 5624637473 jfrala@riohondo.edu	\$0.00	\$50.00	\$0.00	\$0.00	\$0.00	\$50.00
SC Fuels (48), Attn: Jeannette Acker Ray Alvarado	1800 W. Katella Ave #200 Orange, CA 92867 alvarador@scfuels.com	\$0.00	\$315.00	\$0.00	\$0.00	\$0.00	\$315.00

Company	Contact Info	Current	31-60	61-90	91-120	120+	Balance
Toxguard Fluid Technologies Bill Kughn	11942 Western Avenue Stanton, CA 90680 7146983400 bkughn@toxguard.com	\$0.00	\$218.75	\$0.00	\$0.00	\$0.00	\$218.75
Universal Technical Institute Jennifer Pritchard	4175 E. Conant Street Long Beach, CA 90808 5625417030 jpritchard@uti.edu	\$0.00	\$50.00	\$0.00	\$0.00	\$0.00	\$50.00
Chapter 48 Subtotal		\$0.00	\$5,051.25	\$0.00	\$0.00	\$495.00	\$5,546.25

Chapter 99

Anderson Automotive Nick Jones	2966 Oak Street Anderson, CA 96007 5303562134 andersonsmog@gmail.com	\$0.00	\$155.00	\$0.00	\$0.00	\$0.00	\$155.00
Autoworks Andy Nilsen	2529 Angelo Avenue Redding, CA 96001 5306051200 autoworks.andy@gmail.com	\$0.00	\$155.00	\$0.00	\$0.00	\$0.00	\$155.00
BG Products, Fleming Distribution (99) Chris Larson	1061 Suncast Lane El Dorado Hills, CA 95762 5304103263 chris@bgfleming.com	\$0.00	\$117.50	\$0.00	\$0.00	\$0.00	\$117.50
CompuTrek LLC Dave Schedin	659 Mission De Oro Drive Redding, CA 96003 2537325229 dave@computreksystems.com	\$1,500.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,500.00

Company	Contact Info	Current	31-60	61-90	91-120	120+	Balance
J & H Performance Joel Gooch	875 Twin View Blvd Redding, CA 96003 (530) 245-0176 info@jandhperformance.com	\$0.00	\$155.00	\$0.00	\$0.00	\$0.00	\$155.00
Metric Motors Lisa Burris	3046 West Center Street Anderson, CA 96007 (530) 365-3326 metricmotors@att.net	\$0.00	\$155.00	\$0.00	\$0.00	\$0.00	\$155.00
Chapter 99 Subtotal		\$1,500.00	\$737.50	\$0.00	\$0.00	\$0.00	\$2,237.50

Chapter Sta

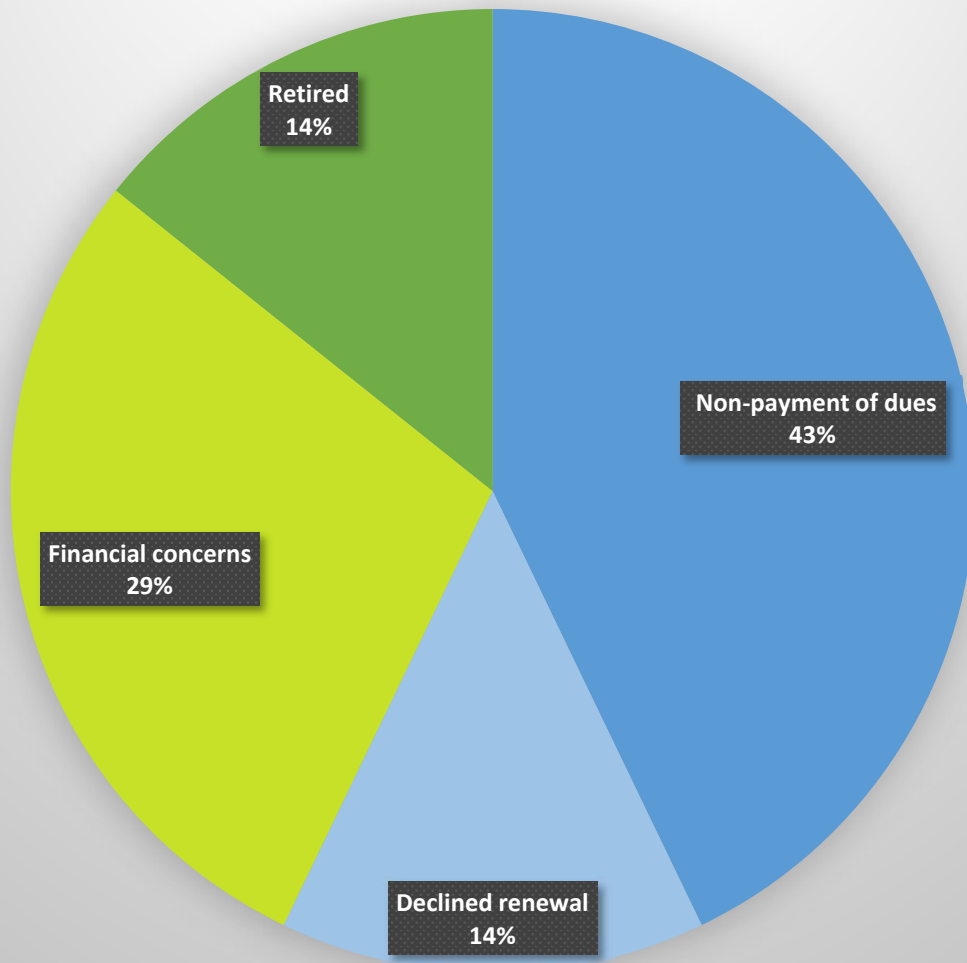
Automotive Training Consultant Steve Caruso	635 Baker, Apt B107 Costa Mesa, CA 92626 7146555324 crzdktr@yahoo.com	\$0.00	\$25.00	\$0.00	\$0.00	\$0.00	\$25.00
Bill Moyle Automotive Bill Moyle	21311 Vanowen St Canoga Park, CA 91303 8183479950 ldyhawg@aol.com	\$0.00	\$400.00	\$0.00	\$0.00	\$0.00	\$400.00
BP/Castrol Mackenzie Merz	1500 Valley Road Wayne, NJ 07470 3106995212 mackenzie.merz@bp.com	\$7,500.00	\$0.00	\$0.00	\$0.00	\$0.00	\$7,500.00
Crusader Insurance Company Kashira Bell	26050 Mureau Road Calabasas, CA 91302 8185919800 kbell@crusaderinsurance.com	\$0.00	\$330.00	\$0.00	\$0.00	\$0.00	\$330.00

Company	Contact Info	Current	31-60	61-90	91-120	120+	Balance
Gerber's Auto Services David Gerber	2421 Village Lane, #E Cambria, CA 93428 (805) 927-8444	\$0.00	\$400.00	\$0.00	\$0.00	\$0.00	\$400.00
Jim's Automotive John Neiswanger	899 Piney Way Morro Bay, CA 93442 (805) 772-8448 john-jan1232@sbcglobal.net	\$0.00	\$400.00	\$0.00	\$0.00	\$0.00	\$400.00
Kavanagh Motors Declan Kavanagh	26536 Ruether Ave. #605 Santa Clarita, CA 91350 (818) 788-3375 declanmkavanagh@gmail.com	\$0.00	\$400.00	\$0.00	\$0.00	\$0.00	\$400.00
Kukui Corporation Todd Westerlund	2077 Gateway Place, Suite 150 San Jose, CA 95110-1085 8888453477 todd@kukui.com	\$0.00	\$295.31	\$0.00	\$0.00	\$0.00	\$295.31
NAPA AutoCare Jason Rainey	2999 Wildwood Parkway Atlanta, GA 30339 4046541660 jason_rainey@genpt.com	\$5,000.00	\$0.00	\$0.00	\$0.00	\$0.00	\$5,000.00
Red Carpet Quick Lube Michael Bowie	4411 N Blackstone Fresno, CA 93726 5592276221 mb@redcarpetcarwash.com	\$0.00	\$400.00	\$0.00	\$0.00	\$0.00	\$400.00
Robert's Auto Repair Robert Wesenberg	234 Ramona Ave Monterey, CA 93940 (831) 373-1534 robert@roberts-autorepair.com	\$0.00	\$100.00	\$0.00	\$0.00	\$0.00	\$100.00

Company	Contact Info	Current	31-60	61-90	91-120	120+	Balance
Saddleback College Clifford Meyer	28000 Marguerite Pkwy Mission Viejo, CA 92692 (949) 582-4996 cmeyer@saddleback.edu	\$0.00	\$25.00	\$0.00	\$0.00	\$0.00	\$25.00
Shop-Ware Carolyn Coquillette	475 9th Street San Francisco, CA 94103 4156011440 carolyn@shop-ware.com	\$1,500.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,500.00
Software Status Solutions Chris Cloutier	4032 Legacy Trail Carrollton, TX 75010 4699642140 chris@autoflow.com	\$2,500.00	\$0.00	\$0.00	\$0.00	\$0.00	\$2,500.00
Tips Cadillac Service Mark Tippett	1115 Van Ness Ave. Torrance, CA 90501 3103201052 cadtip@aol.com	\$0.00	\$200.00	\$0.00	\$0.00	\$0.00	\$200.00
Warren Distributing Corporate Office Accounts Payable	8737 Dice Road Sante Fe Springs, CA 90670 (562) 789-3360 ap2@warrendist.com	\$0.00	\$495.00	\$0.00	\$0.00	\$0.00	\$495.00
Westlake Independent Honda/ Acura S Thomas "Bruce" Nation	31290 La Baya Dr, #1 Westlake Village, CA 91362 (818) 889-0377 Kristen@westlakeindependent.com	\$0.00	\$400.00	\$0.00	\$0.00	\$0.00	\$400.00
Wine Country Motors Kelly Dicker	755 6th St Napa, CA 94559 (707) 255-8697 kd@wcmotors.com	\$0.00	\$100.00	\$0.00	\$0.00	\$0.00	\$100.00

Company	Contact Info	Current	31-60	61-90	91-120	120+	Balance
Zenergy Works Eric Van Cleave	427 Mendocino Avenue Santa Rosa, CA 95401 7073601400 eric@ngmteam.com	\$0.00	\$495.00	\$0.00	\$0.00	\$0.00	\$495.00
Chapter Sta Subtotal		\$16,500.00	\$4,465.31	\$0.00	\$0.00	\$0.00	\$20,965.31
Grand Total		23347.49	41932.81	0	0	4002.75	69283.05

Reasons for Canceling (as of 2/2/18)



**Change in Membership
All Types**

2015 – 2018
(as of 2/12/18)

	2015	2016	2017	2018
New	30	20	56	8
Canceled	66	81	76	7
Net	-36	-61	-20	1



Year-to-date
new members:
8



February Team Weekend

SATURDAY, FEBRUARY 24TH, 2018

1:30PM - 5:00PM

AT THE
EMBASSY SUITES SACRAMENTO RIVERFRONT PROMENADE
RIVER CITY BALLROOM
100 CAPITOL MALL
SACRAMENTO, CA 95814

Anthony P. Raimondo from Raimondo & Associates and David K. Fischer from California Employer's Services will be speaking on:



ANTHONY P. RAIMONDO, RAIMONDO & ASSOCIATES

- WAGE AND HOUR - OVERVIEW AND COMPLIANCE STRATEGIES FOR MINIMUM WAGE, OVERTIME, REST AND MEAL BREAKS.
- SEXUAL HARASSMENT - PREVENTION AND PROTECTION.

DAVID K. FISCHER, CALIFORNIA EMPLOYER'S SERVICES

- THE NEED FOR AN EMPLOYEE HANDBOOK.
- WHAT IS A GOOD INJURY AND ILLNESS PREVENTION PROGRAM?
- MAKING SURE THAT YOUR HEAT ILLNESS PREVENTION PROGRAM IS COMPLIANT.



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AGENDA

ASCCA CHAPTER REPRESENTATIVES COMMITTEE (CRC)

Sunday, February 25, 2018 | 8:00 – 11:00 am
 River City Ballroom, Embassy Suites, Sacramento

- | | | |
|-------|---|---------------|
| I. | Call to Order | R. Lezcano |
| II. | Pledge of Allegiance | R. Lezcano |
| III. | Roll Call | M. Peralta |
| IV. | Minutes Approval: 1/25/18 – <i>encl.</i> | R. Lezcano |
| V. | Membership Reports | M. Mendenhall |
| | a. Outstanding Chapter Dues by Chapter – <i>encl.</i> | |
| | b. Outstanding State Dues by Chapter – <i>encl.</i> | |
| | c. Year-to-Date Cancellation Report – <i>encl.</i> | |
| | d. Membership Aging Report – <i>encl.</i> | |
| VI. | Old business | R. Lezcano |
| | a. Engaging with college and high school teachers | |
| | b. Member Liaison Update | M. Mendenhall |
| | c. Chapter engagement | |
| | d. AES Wave raffle | |
| | e. Legislative Fly-in Day promotion | |
| | f. Chapter affiliation agreement renewal | |
| VII. | New Business | R. Lezcano |
| VIII. | Committee Updates | |
| | a. Membership | M. Mendenhall |
| | b. Revenue & Benefits | J. Eppstein |
| | c. ASCED | J. Eppstein |
| | d. Public Relations | J. Kubitsky |
| | e. Connected Cars | C. Coquillet |
| | f. Government Affairs | D. Kusa |
| | g. ETI | J. Scrafield |
| IX. | Chapter Updates | All |
| X. | Adjournment | R. Lezcano |

	January	February	March	April	May	June	July	August	September	October	12-Nov	13-Nov	December
Rich Lezcano (20), Chair	x												
German Lara (21), Vice Chair	x												
Mitch Mendenhall (24)	x												
Jack Scrafield (5)	x												
Tony Callas (1940)													
Michelle Sprokkereef (1940) - alt.	a												
Rory Balmer (14)	x												
German Lara (21)	x												
Lee Chesnin (12)	x												
Stephen Small (16)	a												
Eric Sevim (23)	a												
Angi Roberts (23) - alt.	x												
Zarkis Martirosian (25)	x												
John Camara (26)	x												
Dave Schedin (99)	x												
Bob Toepp (28)	e												
Travis Guy (48)	x												
Dave Kusa (42)	x												
Rocky Khamenian, ASCCA President	x							x					

Absent
Excused



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MINUTES

ASCCA CHAPTER REPRESENTATIVES COMMITTEE (CRC)

Thursday, January 25, 2018 | 6:00 – 7:00 pm
Via Conference Call

I. Call to Order

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

II. Roll Call

Present: Rich Lezcano, Mitch Mendenhall, Lee Chesnin, Dave Kusa, Zarkis Martarosian, Jack Scrafield, John Camara, Rory Balmer, Angi Roberts, Dave Schedin, German Lara, Travis Guy, Rocky Khamenian (President)

Absent: Daniel Schrir, Stephen Small, Eric Sevim, Bob Toepp (excused), Michelle Sprokkereef,

III. Minutes Approval: 12/28/17 – *encl.*

It was motioned, seconded, and carried (M.S.C.) to approve the minutes from the December 28, 2017 meeting as presented (M. Mendenhall / Travis Guy)

IV. Membership Reports

The following reports were presented:

- a. Outstanding chapter dues by chapter
- b. Outstanding state dues by chapter
- c. Year-to-date cancellation report
- d. Membership aging report

There were no questions about the reports.

G. Lara notified then asked the committee if they would support him in honoring Chapter 21 retired member Paul Grech, by recommending to the board that he be named an honorary member. It was motioned, seconded, and carried (M.S.C) to recommend to the board that Paul Grech be named an honorary ASCCA member (J. Camara / D. Kusa).

V. New Business

- a. Chapter Affiliation Agreement Renewal

M. Peralta reminded the committee about the upcoming deadline to renew the Chapter Affiliation Agreement. A reminder email with the supporting documents will continue to be sent via RepTalk leading up to the deadline.

b. 2018 Chapter Reps Committee Goals

The committee reviewed their 2018 committee goals, as established at the last committee. Those goals are: developing relationships between the Chapters and ASCCA's liasons; increased promotion of ASCCA legislative day; inviting liaisons to Chapter events; and setting a goal of 100% participation on Chapter Reps Committee calls.

c. Chapter Visits

Chapter Reps gave updates on their outreach to Chapters that are not regularly on Chapter Reps Committee calls. R. Lezcano reported that he has been reaching out to 1940, 16, and spoke with Chapter 25.

M. Mendenhall will reach out to Mark Mangelli at Chapter 1940; J. Camara will work with Chapter 25.

d. Legislative Day promotion

L. Chesnin presented a new idea to promote ASCCA's Legislative Day through a series of emails to Team Talk asking all members to weigh in about what has been their biggest take away from Leg Day, so that the response will be shared with all Team Talk members. The committee approved the idea.

VI. Adjournment

R. Lezcano adjourned the meeting at 7:02 pm.

Outstanding Chapter Dues By Chapter

Chapter: 05

TOTAL Outstanding Chapter Dues: \$2,800.00

Chapter: 12

TOTAL Outstanding Chapter Dues: \$1,330.00

Chapter: 14

TOTAL Outstanding Chapter Dues: \$1,105.00

Chapter: 16

TOTAL Outstanding Chapter Dues: \$950.00

Chapter: 1940

TOTAL Outstanding Chapter Dues: \$1,300.00

Chapter: 20

TOTAL Outstanding Chapter Dues: \$3,100.00

Chapter: 21

TOTAL Outstanding Chapter Dues: \$330.00

Chapter: 23

TOTAL Outstanding Chapter Dues: \$220.00

Chapter: 24

TOTAL Outstanding Chapter Dues: \$3,125.00

Chapter: 25

TOTAL Outstanding Chapter Dues: \$350.00

Chapter: 26

TOTAL Outstanding Chapter Dues: \$945.00

Chapter: 28

TOTAL Outstanding Chapter Dues: \$325.00

Chapter: 42

TOTAL Outstanding Chapter Dues: \$1,394.00

Chapter: 48

TOTAL Outstanding Chapter Dues: \$2,932.50

Chapter: 99

TOTAL Outstanding Chapter Dues: \$275.00

***TOTAL OUTSTANDING CHAPTER DUES* \$20,481.50**

ASCCA- Outstanding State Dues By Chapter

Chapter: **05**

TOTAL State Dues Outstanding: \$2,750.00

Chapter: **12**

TOTAL State Dues Outstanding: \$1,297.50

Chapter: **14**

TOTAL State Dues Outstanding: \$1,720.00

Chapter: **16**

TOTAL State Dues Outstanding: \$1,416.25

Chapter: **18**

TOTAL State Dues Outstanding: \$1,425.00

Chapter: **1940**

TOTAL State Dues Outstanding: \$1,320.00

Chapter: **20**

TOTAL State Dues Outstanding: \$2,720.00

Chapter: **21**

TOTAL State Dues Outstanding: \$200.00

Chapter: **23**

TOTAL State Dues Outstanding: \$200.00

Chapter: **24**

TOTAL State Dues Outstanding: \$1,767.50

Chapter: **25**

TOTAL State Dues Outstanding: \$348.75

Chapter: **26**

TOTAL State Dues Outstanding: \$1,590.00

Chapter: **28**

TOTAL State Dues Outstanding: \$500.00

Chapter: **34**

TOTAL State Dues Outstanding: **\$25.00**

Chapter: **42**

TOTAL State Dues Outstanding: **\$850.00**

Chapter: **48**

TOTAL State Dues Outstanding: **\$2,613.75**

Chapter: **99**

TOTAL State Dues Outstanding: **\$462.50**

Chapter: **Sta**

TOTAL State Dues Outstanding: **\$4,170.00**

TOTAL OUTSTANDING STATE DUES: \$25,376.25

ASCCA Cancellations Report

Report Date: 2/12/18

	YTD	Since 1/1/18
New members	8	8
Canceled members	7	7
Net change in membership	1	1

NEW MEMBERS SINCE 1/1/18

- Completes Plus (BR-12)
- Amanda McCullar (Student-16)
- Jam Tamayo (Retired-1940)
- Scott Phillips (AM-20)
- Paul Grech (Retired-21)
- BG Products, Fleming Dist. (BR-42)
- BG Products, Fleming Dist. (AM-State)
- Zenergy Works (AM)

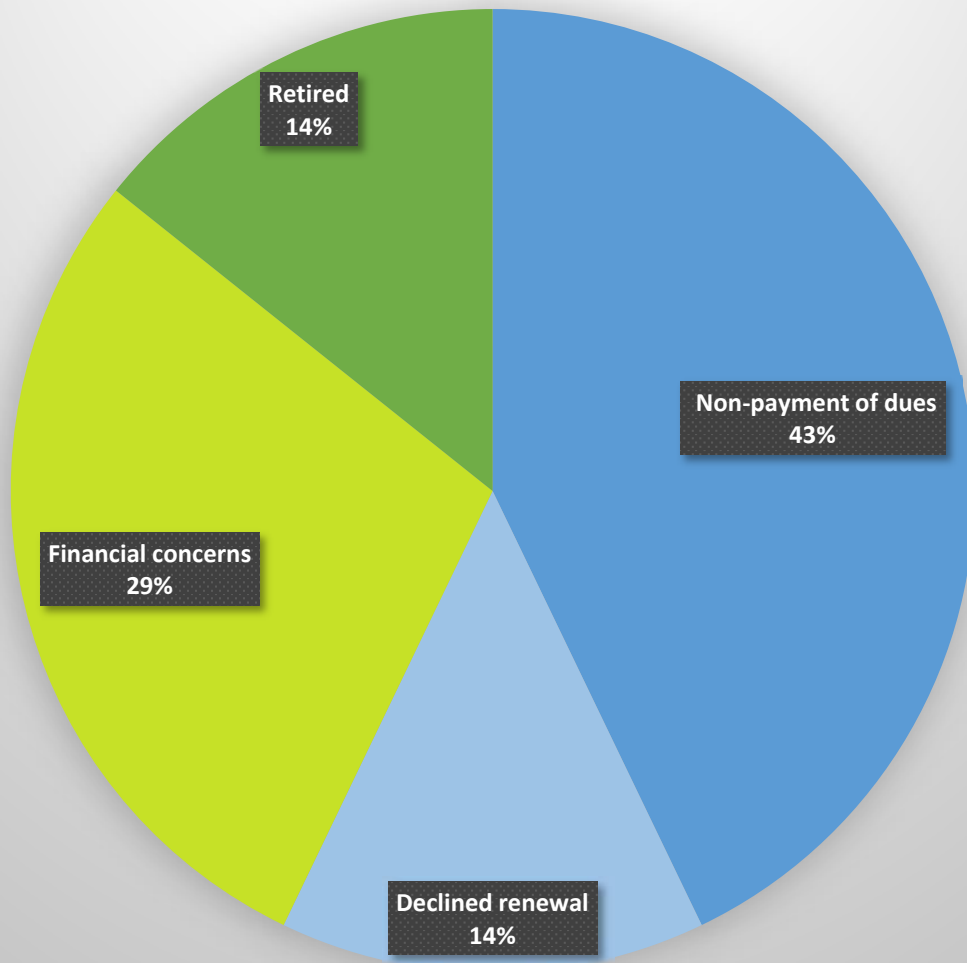
DROPPED MEMBERS YEAR TO DATE

Member Type Cancelling			
	Type	Lost State Revenue	
4	Regular	\$1,600	
2	Associate	990	
1	Branch	250	
0	Educ/Hon	0	
		\$2,840	

Reasons for Cancelling	
2	Not sufficient value/money issues
4	Declined Renewal/Nonpayment of Dues
1	Other: Shop closed/sold, contact left, etc.

Member	Chapter	Mem Type	Joined	Canceled	Reason
NAPA Auto Parts	5	BR	2017	19-Jan	Financial concerns
Auto Tech	20	RM	2000	16-Jan	Declined Renewal
Farmers Insurance	20	AM	2010	16-Jan	Non-payment of dues
Allied Engine & Auto Repair	21	RM	1977	31-Jan	Retired/Closed Shop
Prismacor Auto Body	28	RM	2014	8-Feb	Non-payment of dues
California Auto Refrig	48	AM	1994	8-Feb	Non-payment of dues
Redding Transmission	99	RM	2017	8-Feb	Financial concerns

Reasons for Canceling (as of 2/2/18)



Invoice Aging

Monday, February 12, 2018

Company	Contact Info	Current	31-60	61-90	91-120	120+	Balance
Chapter 05							
Art's Auto Care Arabo Sarkisian	605 S. Victory Blvd. Burbank, CA 91502 8188483163 arts.autocare@yahoo.com	\$0.00	\$200.00	\$0.00	\$0.00	\$0.00	\$200.00
Bauer German Car Repair Andreas Bauer	322 West Foothill Blvd Glendora, CA 91741 (626) 963-5775 bauergermanauto@verizon.net	\$0.00	\$200.00	\$0.00	\$0.00	\$200.00	\$400.00
Certified Automotive Specialists Gene Morrill	476 South Vermont Glendora, CA 91741 (626) 963-0814 gene@certautospec.com	\$25.00	\$0.00	\$0.00	\$0.00	\$0.00	\$25.00
Craig Johnson Automotive Craig Johnson	19140 E San Jose Avenue Rowland Heights, CA 91748 (626) 810-2281 cjauto@verizon.net	\$0.00	\$800.00	\$0.00	\$0.00	\$0.00	\$800.00
East Los Angeles College Adrian Banuelos	1301 Avenida Cesar Chavez Monterey Park, CA 91754 3232658726 banuelam@elac.edu	\$0.00	\$25.00	\$0.00	\$0.00	\$0.00	\$25.00
Ed's Automotive Ed Marcelo Aulestia	11637 Sherman Way, #A North Hollywood, CA 91605 (818) 982-5589 aulestia@pacbell.net	\$0.00	\$200.00	\$0.00	\$0.00	\$0.00	\$200.00

Company	Contact Info	Current	31-60	61-90	91-120	120+	Balance
Homer's Auto Service Yo Maiwandi	148 East Lemon Monrovia, CA 91016 (626) 358-6259	\$0.00	\$200.00	\$0.00	\$0.00	\$0.00	\$200.00
Huntington Tire & Auto Center Gary Ghazarian	511 West Huntington Dr Monrovia, CA 91016 (626) 303-7666	\$0.00	\$200.00	\$0.00	\$0.00	\$0.00	\$200.00
Joel's Automotive, Inc. Joel Lebron	1953 W. 11th Steet Upland, CA 91786 (909) 946-7687 joels.automotive@verizon.net	\$0.00	\$200.00	\$0.00	\$0.00	\$0.00	\$200.00
Mike Bradley's Automotive Tim Bohle	10121 Canoga Ave. Unit H Chatsworth, CA 91311 8188820717 mikebradleyauto@gmail.com	\$0.00	\$800.00	\$0.00	\$0.00	\$0.00	\$800.00
Phil's Imports, Inc. Phil Ponek	900 South San Fernando Blvd Burbank, CA 91502 (818) 841-9090 info@philsimports.com	\$0.00	\$200.00	\$0.00	\$0.00	\$200.00	\$400.00
SC Fuels (05), Attn: Jeannette Acker Dennis Giardina	1800 W. Katella Ave #200 Orange, CA 92867 5624994933 giardinad@scfuels.com	\$0.00	\$325.00	\$0.00	\$0.00	\$0.00	\$325.00
Silver Star Service Robert Wong	600 West Garvey Ave Monterey Park, CA 91754 (626) 284-0312	\$0.00	\$200.00	\$0.00	\$0.00	\$0.00	\$200.00

Company	Contact Info	Current	31-60	61-90	91-120	120+	Balance
Spence and Frye Art Olivares	1847 E. Walnut Street Pasadena, CA 91107 6267922351 spenceandfrye@sbcglobal.net	\$0.00	\$200.00	\$0.00	\$0.00	\$0.00	\$200.00
Stuttcar Service, Inc. Peter Fazekas	1320 E. Walnut Street Pasadena, CA 91106 6263212736 peter@stuttcarservice.com	\$0.00	\$200.00	\$0.00	\$0.00	\$200.00	\$400.00
Two Brothers Automotive Joe Blazej	8293 San Fernando Road Sun Valley, CA 91352 (818) 768-9940 2brothersauto@sbcglobal.net	\$0.00	\$800.00	\$0.00	\$0.00	\$0.00	\$800.00
Vince's Auto Service Vincent Egan	3230 East Colorado Blvd Pasadena, CA 91107 (626) 792-5853 vincesauto@att.net	\$0.00	\$200.00	\$0.00	\$0.00	\$0.00	\$200.00
Chapter 05 Subtotal		\$25.00	\$4,950.00	\$0.00	\$0.00	\$600.00	\$5,575.00
Chapter 06							
Bobby's Smog Robert Pereira	1515 Yosemite Blvd Modesto, CA 95354 (209) 575-9722	\$111.00	\$0.00	\$0.00	\$0.00	\$0.00	\$111.00
Chapter 06 Subtotal		\$111.00	\$0.00	\$0.00	\$0.00	\$0.00	\$111.00

Company	Contact Info	Current	31-60	61-90	91-120	120+	Balance
Chapter 12							
Completes Plus Jim Hubka	10425 S. La Cienega Blvd. Los Angeles, CA 90045 3108428777 jimhubka@completesplus.com	\$0.00	\$630.00	\$0.00	\$0.00	\$0.00	\$630.00
Lancer Automotive Service, Inc. Leon Kaplan	8151 West 3rd St Los Angeles, CA 90048 (323) 653-1100 lancer55@msn.com	\$0.00	\$780.00	\$0.00	\$0.00	\$0.00	\$780.00
R. F. S. Management LLC dba Import M Roger Salter	5879 Washington Blvd Culver City, CA 90232 (310) 820-8822 rsalter@miniworx.com	\$0.00	\$780.00	\$0.00	\$0.00	\$0.00	\$780.00
SC Fuels (12), Attn: Jeannette Acker Dave Rogers	1800 W. Katella Ave #200 Orange, CA 92867 5624994960 ackerj@scfuels.com	\$0.00	\$437.50	\$0.00	\$0.00	\$0.00	\$437.50
Chapter 12 Subtotal		\$0.00	\$2,627.50	\$0.00	\$0.00	\$0.00	\$2,627.50
Chapter 14							
Chino Autotech Inc. Jim O'Neill	4702 Chino Avenue, Ste #1 Chino, CA 91710 909-627-0919 jim@chinoautotech.com	\$0.00	\$660.00	\$0.00	\$0.00	\$0.00	\$660.00
Foreign Auto Tech Said Takouche	1635 West Redlands Blvd Redlands, CA 92373 (909) 335-9575	\$0.00	\$330.00	\$0.00	\$0.00	\$0.00	\$330.00

Company	Contact Info	Current	31-60	61-90	91-120	120+	Balance
Mountain Auto Service & Towing Michael Cronshey	P.O Box 485 Twin Peaks, CA 92391 (909) 336-3222 mtnautoservice2@yahoo.com	\$0.00	\$165.00	\$0.00	\$0.00	\$0.00	\$165.00
Protrans Automotive & Transmission Mike Radak	3420 Gato Court Riverside, CA 92507 (909) 367-7400 missprotrans@gmail.com	\$0.00	\$330.00	\$0.00	\$0.00	\$0.00	\$330.00
SC Fuels (14), Attn: Jeannette Acker Anthony Vines	1800 W. Katella Ave #200 Orange, CA 92867 vinesa@scfuels.com	\$0.00	\$255.00	\$0.00	\$0.00	\$0.00	\$255.00
Star Auto Parts Tom Ogaz	P.O. Box 1529 San Bernardino, CA 92402-1529 9098855728	\$0.00	\$755.00	\$0.00	\$0.00	\$0.00	\$755.00
Taylor Company Bruce Taylor	340 East Foothill Blvd, Suite C Pomona, CA 91767 (909) 593-6878 taylorcobmw@yahoo.com	\$0.00	\$330.00	\$0.00	\$0.00	\$0.00	\$330.00
Chapter 14 Subtotal		\$0.00	\$2,825.00	\$0.00	\$0.00	\$0.00	\$2,825.00

Chapter 16

Argonaut Garage Jason Simms	1485 San Pablo Avenue Berkeley, CA 94702 5104233848 argonautgarage@gmail.com	\$0.00	\$200.00	\$0.00	\$0.00	\$400.00	\$600.00
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Company	Contact Info	Current	31-60	61-90	91-120	120+	Balance
Doral's Auto Repair Roy Doral	2000 Merced Street San Leandro, CA 94577 (510) 352-4221 roy@doralsautorepair.com	\$0.00	\$200.00	\$0.00	\$0.00	\$0.00	\$200.00
General Auto and Truck Parts Steve Jones	4425 International Blvd. Oakland, CA 94601 5105333333 steven_jones@genpt.com	\$0.00	\$695.00	\$0.00	\$0.00	\$0.00	\$695.00
Mechanic Grid Kamil Targosz	3524 Breakwater Ave. #111 Hayward, CA 94545 5102098049 info@mechanicgrid.com	\$0.00	\$173.75	\$0.00	\$0.00	\$347.50	\$521.25
San Leandro High School Andy Shyers	2200 Bancroft Ave San Leandro, CA 94577 (510) 667-3540 rshyers@juno.com	\$0.00	\$25.00	\$0.00	\$0.00	\$0.00	\$25.00
SC Fuels (16), Attn: Jeannette Acker Mark Williams	1800 W. Katella Ave #200 Orange, CA 92867 4086256059 williamsm@scfuels.com	\$0.00	\$325.00	\$0.00	\$0.00	\$0.00	\$325.00
Chapter 16 Subtotal		\$0.00	\$1,618.75	\$0.00	\$0.00	\$747.50	\$2,366.25

Chapter 18

Belmont Auto Repair Glenn Thornton	3720 East 4th St Long Beach, CA 90814 (562) 439-0291	\$0.00	\$100.00	\$0.00	\$0.00	\$0.00	\$100.00
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Company	Contact Info	Current	31-60	61-90	91-120	120+	Balance
Belmont Motor Clinic Peter Blair	1217 N Newport Ave Long Beach, CA 90804 (562) 597-4013 belmontmotorclinic@verizon.net	\$0.00	\$100.00	\$0.00	\$0.00	\$0.00	\$100.00
Broadway German Car Service Dominik Wolmerath	1404 East Broadway Long Beach, CA 90802 (562) 436-6495	\$0.00	\$100.00	\$0.00	\$0.00	\$100.00	\$200.00
C.H. Topping & Co. Vince Bunting	520 West Esther St Long Beach, CA 90813 (562) 432-0901 chtop@earthlink.net	\$0.00	\$100.00	\$0.00	\$0.00	\$0.00	\$100.00
International Motors Lee Wright	1079 Wardlow Ave Long Beach, CA 90807 (562) 595-1869 ITMLB@earthlink.net	\$0.00	\$100.00	\$0.00	\$0.00	\$0.00	\$100.00
Long Beach Autohaus Scott Parsons	3925 East Broadway Long Beach, CA 90803 (562) 434-4446 bimerman02@aol.com	\$0.00	\$100.00	\$0.00	\$0.00	\$100.00	\$200.00
Long Beach Muffler Dennis Schoedl	3880 East Anaheim St Long Beach, CA 90805 (562) 494-3880 shop@longbeachmuffler.com	\$0.00	\$100.00	\$0.00	\$0.00	\$0.00	\$100.00
Miller's Wheel Alignment & Brake Dean Starks	1601 East South St Long Beach, CA 90805 (562) 422-9037	\$0.00	\$100.00	\$0.00	\$0.00	\$0.00	\$100.00

Company	Contact Info	Current	31-60	61-90	91-120	120+	Balance
Modern Specialists, Inc. Leo Barwig	6190 Cherry Ave Long Beach, CA 90805 (562) 423-8431 leo@modernspecauto.com	\$0.00	\$100.00	\$0.00	\$0.00	\$0.00	\$100.00
Oberjuerge Auto Repair Sally Oberjuerge	228 Redondo Long Beach, CA 90803 (562) 433-5523	\$0.00	\$100.00	\$0.00	\$0.00	\$0.00	\$100.00
Overseas Garage Andrew Klein	3141 East 4th Street Long Beach, CA 90814 (562) 434-9627 andy@overseasgarage.com	\$0.00	\$100.00	\$0.00	\$0.00	\$0.00	\$100.00
SC Fuels (18), Attn: Jeannette Acker Ryan Kroll	1800 W. Katella Ave #200 Orange, CA 92867 krollr@scfuels.com	\$0.00	\$125.00	\$0.00	\$0.00	\$0.00	\$125.00
Chapter 18 Subtotal		\$0.00	\$1,225.00	\$0.00	\$0.00	\$200.00	\$1,425.00
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Chapter 1940							
Completes Plus Jim Hubka	10425 S. La Cienega Blvd. Los Angeles, CA 90045 3107035700 jimhubka@completesplus.com	\$0.00	\$895.00	\$0.00	\$0.00	\$0.00	\$895.00
Jay's Auto Center Eulogio Tamayo	3740 Spencer Street Torrance, CA 90503 (310) 371-2449	\$0.00	\$800.00	\$0.00	\$0.00	\$0.00	\$800.00

Company	Contact Info	Current	31-60	61-90	91-120	120+	Balance
Leo's Auto Repair Leo Lamas	1860 Pacific Coast Hwy Lomita, CA 90717 (310) 325-7776 leosautorepair1@yahoo.com	\$0.00	\$400.00	\$0.00	\$0.00	\$0.00	\$400.00
Pierce Bros. Garage Richard Gonzalez	481 W. 10th St San Pedro, CA 90731 (310) 832-8393 piercebros@att.net	\$0.00	\$200.00	\$0.00	\$0.00	\$0.00	\$200.00
SC Fuels (1940), Attn: Jeannette Acker Ryan Kroll	1800 W. Katella Ave #200 Orange, CA 92867 krollr@scfuels.com	\$0.00	\$325.00	\$0.00	\$0.00	\$0.00	\$325.00
Chapter 1940 Subtotal		\$0.00	\$2,620.00	\$0.00	\$0.00	\$0.00	\$2,620.00

Chapter 20

50/50 Xtreme Auto Glass, LLC Mohammad Tasleem	2098 Market Street Concord, CA 94520 9256762000 5050xtremeauto@gmail.com	\$0.00	\$800.00	\$0.00	\$0.00	\$0.00	\$800.00
BG Products, Fleming Distributing (20) Chris Smith	1011 Suncast Lane El Dorado Hills, CA 95762 9162230559 csmith@bgfleming.com	\$0.00	\$400.00	\$0.00	\$0.00	\$0.00	\$400.00
Central Automotive Robert Service	1425 Autocenter Drive Walnut Creek, CA 94597 9259326604 central.automotive.service@gmail.com	\$0.00	\$800.00	\$0.00	\$0.00	\$0.00	\$800.00

Company	Contact Info	Current	31-60	61-90	91-120	120+	Balance
Chris Engine & Auto Repair Inc. Chris Terry	4770 E 2nd Street Benicia, CA 94510 (707) 746-5143 chris@mechanicnet.com	\$0.00	\$800.00	\$0.00	\$0.00	(\$217.50)	\$582.50
LaVere's VW & Audi Only Service & Res Gary LaVere	1121 Landini Lane Concord, CA 94520 9257982001 laveres@sbcglobal.net	\$0.00	\$200.00	\$0.00	\$0.00	\$200.00	\$400.00
Liberty High School Jonathan Dorr	850 Second Street Brentwood, CA 94513 5599770181 dorrj@luhsd.net	\$25.00	\$0.00	\$0.00	\$0.00	\$0.00	\$25.00
Orinda Shell Auto Care Kathy Mitchell	9 Orinda Way Orinda, CA 94596 (925) 254-1486 orindashell@aol.com	\$0.00	\$800.00	\$0.00	\$0.00	\$0.00	\$800.00
S.P. Automotive Supply Steve Markus	PO Box 1709 Martinez, CA 94553 (925) 372-4930 smarkus@spauto.com	\$0.00	\$895.00	\$0.00	\$0.00	\$0.00	\$895.00
SC Fuels (20), Attn: Jeannette Acker Mark Williams	1800 W. Katella Ave #200 Orange, CA 92867 4086256059 williamsm@scfuels.com	\$0.00	\$325.00	\$0.00	\$0.00	\$0.00	\$325.00
Timmons Auto & Truck Repair Dave & Lisa Timmons	2855 Contra Costa Blvd. Suite D Pleasant Hill, CA 94523 9252603394 lisa@timmonsrepair.com	\$0.00	\$200.00	\$0.00	\$0.00	\$0.00	\$200.00

Company	Contact Info	Current	31-60	61-90	91-120	120+	Balance
West Coast Muffler, Inc. (20) Steve Elstins	2090 Market Street Concord, CA 94520 9256768376 westcoastmuffler925@yahoo.com	\$0.00	\$400.00	\$0.00	\$0.00	\$0.00	\$400.00
Chapter 20 Subtotal		\$25.00	\$5,620.00	\$0.00	\$0.00	(\$17.50)	\$5,627.50
Chapter 21							
ABC Automotive William Tai	545 Eddy Street San Francisco, CA 94109 (415) 441-1579	\$0.00	\$265.00	\$0.00	\$0.00	\$0.00	\$265.00
Chase Auto Service Robert Peterson	911 Harrison St San Francisco, CA 94107 (415) 543-0444 chaseautosf@att.net	\$0.00	\$265.00	\$0.00	\$0.00	\$0.00	\$265.00
Chapter 21 Subtotal		\$0.00	\$530.00	\$0.00	\$0.00	\$0.00	\$530.00
Chapter 23							
Four Car Garage, Inc. Gary Kaldor	839 N. San Mateo Drive San Mateo, CA 94401 (650) 342-1406 diane@fourcargarage.com	\$0.00	\$210.00	\$0.00	\$0.00	\$0.00	\$210.00
Hudson Automotive Sean Hudson	186 South Blvd San Mateo, CA 94402 (650) 344-4800 hudauto@yahoo.com	\$0.00	\$210.00	\$0.00	\$0.00	\$0.00	\$210.00
Chapter 23 Subtotal		\$0.00	\$420.00	\$0.00	\$0.00	\$0.00	\$420.00

Company	Contact Info	Current	31-60	61-90	91-120	120+	Balance
Chapter 24							
Dualtone Automotive, Inc. Richard Feitas	4745 Mission Bay Dr San Diego, CA 92109 (858) 273-8745 Rfhandy@aol.com	\$0.00	\$225.00	\$0.00	\$0.00	\$0.00	\$225.00
Greg's Automotive Greg Kelly	1641 N. Magnolia Avenue El Cajon, CA 92020 (619) 440-4337 gregk@gregs-auto.com	\$0.00	\$225.00	\$0.00	\$0.00	\$0.00	\$225.00
Harloff Automotive Vanessa McCombs	7445 University Ave. La Mesa, CA 91941 (619) 461-3600 vanessam@harloffauto.com	\$0.00	\$225.00	\$0.00	\$0.00	\$0.00	\$225.00
Mainstream Merchant Services Vo Chu	300 Beech Street San Diego, CA 92101 8586991641 vochu@mainstreamms.com	\$0.00	\$248.75	\$0.00	\$0.00	\$248.75	\$497.50
Marie Milliman - Farmers Insurance Marie Milliman	16516 Bernardo Center Dr #150 San Diego, CA 92128 8584879200 mmilliman@farmersagent.com	\$0.00	\$995.00	\$0.00	\$0.00	\$0.00	\$995.00
MOTEC Auto Care Deborah Wright	7639 Carroll Rd San Diego, CA 92121 8585784300 debbie@motecautocare.com	\$0.00	\$225.00	\$0.00	\$0.00	\$225.00	\$450.00
NAPA Auto Parts-Main Dist Center John Hartman	7440 Convoy Court San Diego, CA 92111 6193004910 john_hartman@genpt.com	\$5,000.00	\$0.00	\$0.00	\$0.00	\$500.00	\$5,500.00

Company	Contact Info	Current	31-60	61-90	91-120	120+	Balance
O'Reilly Auto Parts, Inc. Henry Verdugo	2750 Midway Dr San Diego, CA 92110 6199201929 hverdugo@oreillyauto.com	\$0.00	\$500.00	\$0.00	\$0.00	\$0.00	\$500.00
Poway Transmission Corp Karen Dunn	13933 Poway Rd #A Poway, CA 92064 (858) 679-8000 karen@powaytransmissions.com	\$0.00	\$900.00	\$0.00	\$0.00	\$0.00	\$900.00
SC Fuels (24), Attn: Jeannette Acker Dave Rogers	1800 W. Katella Ave #200 Orange, CA 92867 rogersd@scfuels.com	\$0.00	\$375.00	\$0.00	\$0.00	\$0.00	\$375.00
Chapter 24 Subtotal		\$5,000.00	\$3,918.75	\$0.00	\$0.00	\$973.75	\$9,892.50

Chapter 25

A & J Truck & Auto Repair Andrew C Frowsing	2695 South Cherry Avenue, Space 105 Fresno, CA 93706 (559) 445-1054 ajtruckandauto@gmail.com	\$0.00	\$205.00	\$0.00	\$0.00	\$0.00	\$205.00
Elbert Distributing (BG Products) Tom Elbert	P.O. Box 25391 Fresno, CA 93729 5594540180 elbert_dist@hotmail.com	\$0.00	\$228.75	\$0.00	\$0.00	\$0.00	\$228.75
Fresno City College Tim Hunter	1101 East University Ave. Fresno, CA 93741 (559) 442-4600 tim.hunter@fresnocitycollege.edu	\$0.00	\$60.00	\$0.00	\$0.00	\$0.00	\$60.00

Company	Contact Info	Current	31-60	61-90	91-120	120+	Balance
Marlin & Tony's Auto Repair, Inc. Tony Novielli	4660 East Carmen Ave. Fresno, CA 93703-4519 (559) 252-1584 marlinandtonys@yahoo.com	\$0.00	\$205.00	\$0.00	\$0.00	\$0.00	\$205.00
Chapter 25 Subtotal		\$0.00	\$698.75	\$0.00	\$0.00	\$0.00	\$698.75
Chapter 26							
Golden State Mighty Chuck Munger	837 Industrial Ave Tulare, CA 93274 5596855050 mightymunger@gmail.com	\$0.00	\$765.00	\$0.00	\$0.00	\$0.00	\$765.00
John Howell's Service Center John Howell	251 South L St Tulare, CA 93274 (559) 688-6621 shopguyhsc@aol.com	\$0.00	\$670.00	\$0.00	\$0.00	\$0.00	\$670.00
Smiths Auto Parts Robert Villareal	216 South Bridge St Visalia, CA 93291 (559) 734-1526 robert@smithsauto.com	\$0.00	\$765.00	\$0.00	\$0.00	\$0.00	\$765.00
The Auto Shop Jim Barlogio	2044 East Main St Visalia, CA 93292 (559) 734-2886 barlogio@pacbell.net	\$0.00	\$335.00	\$0.00	\$0.00	\$0.00	\$335.00
Chapter 26 Subtotal		\$0.00	\$2,535.00	\$0.00	\$0.00	\$0.00	\$2,535.00

Company	Contact Info	Current	31-60	61-90	91-120	120+	Balance
Chapter 28							
Auto Solutions Bruce Good	810 Francisco Blvd West San Rafael, CA 94901 4154530270 autosolutionsmarin@yahoo.com	\$0.00	\$660.00	\$0.00	\$0.00	\$0.00	\$660.00
Santa Rosa Auto Parts Rick Call	1110 Santa Rosa Avenue Santa Rosa, CA 95404 7075456718 rickc@santarosaauto.com	\$117.50	\$0.00	\$0.00	\$0.00	\$0.00	\$117.50
Santa Rosa Transmission Sam Burrage	1015 Santa Rosa Ave Santa Rosa, CA 95404 (707) 570-2500 sam@santarosatrans.com	\$0.00	\$165.00	\$0.00	\$0.00	\$0.00	\$165.00
Chapter 28 Subtotal		\$117.50	\$825.00	\$0.00	\$0.00	\$0.00	\$942.50
Chapter 34							
CAT-California Automotive Teachers Bob Barkhouse	1380 Kelleen Dr Yuba City, CA 95993 (530) 674-3645 bob4cat@sbcglobal.net	\$0.00	\$25.00	\$0.00	\$0.00	\$0.00	\$25.00
Chapter 34 Subtotal		\$0.00	\$25.00	\$0.00	\$0.00	\$0.00	\$25.00
Chapter 42							
Custom Alignment Joe Silva	2599 Wyandotte St, #A Mountain View, CA 94043 (650) 961-5311 customalignment@yahoo.com	\$0.00	\$251.00	\$0.00	\$0.00	\$0.00	\$251.00

Company	Contact Info	Current	31-60	61-90	91-120	120+	Balance
GIC Car Clinic Alan Yu	375 Bird Avenue San Jose, CA 95126 4082795510 alan@giccarclinic.com	\$68.99	\$0.00	\$0.00	\$0.00	\$0.00	\$68.99
Modderman Service, Inc. David Modderman	2599 Wyandotte Street, Unit B Mountain View, CA 94043 (650) 967-3213 dave@modderman.com	\$0.00	\$251.00	\$0.00	\$0.00	\$0.00	\$251.00
SC Fuels (42), Attn: Jeannette Acker Mark Williams	1800 W. Katella Ave #200 Orange, CA 92867 4086256059 williamsm@scfuels.com	\$0.00	\$402.00	\$0.00	\$0.00	\$0.00	\$402.00
Techelp Doug Mueller	2655 Monument Blvd, Suite B Concord, CA 94520 (888) 747-8888 doug@tec-help.com	\$0.00	\$85.00	\$0.00	\$0.00	\$0.00	\$85.00
The Driving Machine, Inc. Jim Payne	P.O. Box 695 Cupertino, CA 95015 (408) 446-9727 Jim@thedrivingmachine.com	\$0.00	\$251.00	\$0.00	\$0.00	\$1,004.00	\$1,255.00
Chapter 42 Subtotal		\$68.99	\$1,240.00	\$0.00	\$0.00	\$1,004.00	\$2,312.99

Chapter 48

A-1 Transmission Service & Supply Ken Brown	6940 Stanton Ave Buena Park, CA 90621 (714) 523-1132 A1trans@msn.com	\$0.00	\$255.00	\$0.00	\$0.00	\$0.00	\$255.00
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Company	Contact Info	Current	31-60	61-90	91-120	120+	Balance
Alexis Oil Company Cassie Cash	219 Glider Circle Corona, CA 92880 9512799830 cassie@alexisoil.com	\$0.00	\$437.50	\$0.00	\$0.00	\$0.00	\$437.50
Automax Service Center- Newport Bea Brian Bennett	1081 Camelback Street Newport Beach, CA 92660 (949) 759-3393 bbtustin@yahoo.com	\$0.00	\$780.00	\$0.00	\$0.00	\$0.00	\$780.00
Bedard Automotive, Inc. Chuck Bedard	3601 East Miraloma Ave Anaheim, CA 92806 (714) 528-1380	\$0.00	\$195.00	\$0.00	\$0.00	\$0.00	\$195.00
BG Petrospecs (48) Michael Ciconte	Attn: Bill Speidel, 3301 Grande Vista Dr Newbury Park, CA 91320 michaelc@petrospecsbg.com	\$0.00	\$380.00	\$0.00	\$0.00	\$0.00	\$380.00
Brea Auto Body, Inc. Denise Pina	436 North Berry Brea, CA 92821 (714) 990-1500 breaautobody@yahoo.com	\$0.00	\$195.00	\$0.00	\$0.00	\$390.00	\$585.00
California Career Schools Chuck Emanuele	1100 Technology Cr Anaheim, CA 92805 (714) 635-6585	\$0.00	\$875.00	\$0.00	\$0.00	\$0.00	\$875.00
Glenn's Auto Mike Grosse	12441 Woodruff Avenue Downey, CA 90241 5628615111 mikeatglenns@yahoo.com	\$0.00	\$195.00	\$0.00	\$0.00	\$0.00	\$195.00

Company	Contact Info	Current	31-60	61-90	91-120	120+	Balance
High Point Distributing Tim Huddleston	5737 Kanan Rd, #216 Agoura Hills, CA 91301 (818) 674-0930	\$0.00	\$157.50	\$0.00	\$0.00	\$105.00	\$262.50
Miller's Automotive Wendy Carter	120 North Gilbert St Fullerton, CA 92833 (714) 526-6629	\$0.00	\$195.00	\$0.00	\$0.00	\$0.00	\$195.00
Okimoto's Automotive Center, Inc. Roy Okimoto	16400 South Pioneer Blvd Norwalk, CA 90650 (562) 926-7317 okimotoautoctr@hotmail.com	\$0.00	\$195.00	\$0.00	\$0.00	\$0.00	\$195.00
One Stop Undercar Martin Drobis	2990 E. La Jolla Street Anaheim, CA 92806 (714) 630-9666 brakewiz@pacbell.net	\$0.00	\$218.75	\$0.00	\$0.00	\$0.00	\$218.75
Rey Insurance Services Mike Rey	26995 Glencoe Mission Viejo, CA 92691-7418 (949) 487-9661 Mike@ReyInsuranceServices.com	\$0.00	\$338.75	\$0.00	\$0.00	\$0.00	\$338.75
Rio Hondo College John Frala	3600 Workman Mill Road Whittier, CA 90601-1699 5624637473 jfrala@riohondo.edu	\$0.00	\$50.00	\$0.00	\$0.00	\$0.00	\$50.00
SC Fuels (48), Attn: Jeannette Acker Ray Alvarado	1800 W. Katella Ave #200 Orange, CA 92867 alvarador@scfuels.com	\$0.00	\$315.00	\$0.00	\$0.00	\$0.00	\$315.00

Company	Contact Info	Current	31-60	61-90	91-120	120+	Balance
Toxguard Fluid Technologies Bill Kughn	11942 Western Avenue Stanton, CA 90680 7146983400 bkughn@toxguard.com	\$0.00	\$218.75	\$0.00	\$0.00	\$0.00	\$218.75
Universal Technical Institute Jennifer Pritchard	4175 E. Conant Street Long Beach, CA 90808 5625417030 jpritchard@uti.edu	\$0.00	\$50.00	\$0.00	\$0.00	\$0.00	\$50.00
Chapter 48 Subtotal		\$0.00	\$5,051.25	\$0.00	\$0.00	\$495.00	\$5,546.25
Chapter 99							
Anderson Automotive Nick Jones	2966 Oak Street Anderson, CA 96007 5303562134 andersonsmog@gmail.com	\$0.00	\$155.00	\$0.00	\$0.00	\$0.00	\$155.00
Autoworks Andy Nilsen	2529 Angelo Avenue Redding, CA 96001 5306051200 autoworks.andy@gmail.com	\$0.00	\$155.00	\$0.00	\$0.00	\$0.00	\$155.00
BG Products, Fleming Distribution (99) Chris Larson	1061 Suncast Lane El Dorado Hills, CA 95762 5304103263 chris@bgfleming.com	\$0.00	\$117.50	\$0.00	\$0.00	\$0.00	\$117.50
CompuTrek LLC Dave Schedin	659 Mission De Oro Drive Redding, CA 96003 2537325229 dave@computreksystems.com	\$1,500.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,500.00

Company	Contact Info	Current	31-60	61-90	91-120	120+	Balance
J & H Performance Joel Gooch	875 Twin View Blvd Redding, CA 96003 (530) 245-0176 info@jandhperformance.com	\$0.00	\$155.00	\$0.00	\$0.00	\$0.00	\$155.00
Metric Motors Lisa Burris	3046 West Center Street Anderson, CA 96007 (530) 365-3326 metricmotors@att.net	\$0.00	\$155.00	\$0.00	\$0.00	\$0.00	\$155.00
Chapter 99 Subtotal		\$1,500.00	\$737.50	\$0.00	\$0.00	\$0.00	\$2,237.50

Chapter Sta

Automotive Training Consultant Steve Caruso	635 Baker, Apt B107 Costa Mesa, CA 92626 7146555324 crzdktr@yahoo.com	\$0.00	\$25.00	\$0.00	\$0.00	\$0.00	\$25.00
Bill Moyle Automotive Bill Moyle	21311 Vanowen St Canoga Park, CA 91303 8183479950 ldyhawg@aol.com	\$0.00	\$400.00	\$0.00	\$0.00	\$0.00	\$400.00
BP/Castrol Mackenzie Merz	1500 Valley Road Wayne, NJ 07470 3106995212 mackenzie.merz@bp.com	\$7,500.00	\$0.00	\$0.00	\$0.00	\$0.00	\$7,500.00
Crusader Insurance Company Kashira Bell	26050 Mureau Road Calabasas, CA 91302 8185919800 kbell@crusaderinsurance.com	\$0.00	\$330.00	\$0.00	\$0.00	\$0.00	\$330.00

Company	Contact Info	Current	31-60	61-90	91-120	120+	Balance
Gerber's Auto Services David Gerber	2421 Village Lane, #E Cambria, CA 93428 (805) 927-8444	\$0.00	\$400.00	\$0.00	\$0.00	\$0.00	\$400.00
Jim's Automotive John Neiswanger	899 Piney Way Morro Bay, CA 93442 (805) 772-8448 john-jan1232@sbcglobal.net	\$0.00	\$400.00	\$0.00	\$0.00	\$0.00	\$400.00
Kavanagh Motors Declan Kavanagh	26536 Ruether Ave. #605 Santa Clarita, CA 91350 (818) 788-3375 declanmkavanagh@gmail.com	\$0.00	\$400.00	\$0.00	\$0.00	\$0.00	\$400.00
Kukui Corporation Todd Westerlund	2077 Gateway Place, Suite 150 San Jose, CA 95110-1085 8888453477 todd@kukui.com	\$0.00	\$295.31	\$0.00	\$0.00	\$0.00	\$295.31
NAPA AutoCare Jason Rainey	2999 Wildwood Parkway Atlanta, GA 30339 4046541660 jason_rainey@genpt.com	\$5,000.00	\$0.00	\$0.00	\$0.00	\$0.00	\$5,000.00
Red Carpet Quick Lube Michael Bowie	4411 N Blackstone Fresno, CA 93726 5592276221 mb@redcarpetcarwash.com	\$0.00	\$400.00	\$0.00	\$0.00	\$0.00	\$400.00
Robert's Auto Repair Robert Wesenberg	234 Ramona Ave Monterey, CA 93940 (831) 373-1534 robert@roberts-autorepair.com	\$0.00	\$100.00	\$0.00	\$0.00	\$0.00	\$100.00

Company	Contact Info	Current	31-60	61-90	91-120	120+	Balance
Saddleback College Clifford Meyer	28000 Marguerite Pkwy Mission Viejo, CA 92692 (949) 582-4996 cmeyer@saddleback.edu	\$0.00	\$25.00	\$0.00	\$0.00	\$0.00	\$25.00
Shop-Ware Carolyn Coquillette	475 9th Street San Francisco, CA 94103 4156011440 carolyn@shop-ware.com	\$1,500.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,500.00
Software Status Solutions Chris Cloutier	4032 Legacy Trail Carrollton, TX 75010 4699642140 chris@autoflow.com	\$2,500.00	\$0.00	\$0.00	\$0.00	\$0.00	\$2,500.00
Tips Cadillac Service Mark Tippett	1115 Van Ness Ave. Torrance, CA 90501 3103201052 cadtip@aol.com	\$0.00	\$200.00	\$0.00	\$0.00	\$0.00	\$200.00
Warren Distributing Corporate Office Accounts Payable	8737 Dice Road Sante Fe Springs, CA 90670 (562) 789-3360 ap2@warrendist.com	\$0.00	\$495.00	\$0.00	\$0.00	\$0.00	\$495.00
Westlake Independent Honda/ Acura S Thomas "Bruce" Nation	31290 La Baya Dr, #1 Westlake Village, CA 91362 (818) 889-0377 Kristen@westlakeindependent.com	\$0.00	\$400.00	\$0.00	\$0.00	\$0.00	\$400.00
Wine Country Motors Kelly Dicker	755 6th St Napa, CA 94559 (707) 255-8697 kd@wcmotors.com	\$0.00	\$100.00	\$0.00	\$0.00	\$0.00	\$100.00

Company	Contact Info	Current	31-60	61-90	91-120	120+	Balance
Zenergy Works Eric Van Cleave	427 Mendocino Avenue Santa Rosa, CA 95401 7073601400 eric@ngmteam.com	\$0.00	\$495.00	\$0.00	\$0.00	\$0.00	\$495.00
Chapter Sta Subtotal		\$16,500.00	\$4,465.31	\$0.00	\$0.00	\$0.00	\$20,965.31
Grand Total		23347.49	41932.81	0	0	4002.75	69283.05



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Letter of Agreement

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Autel MaxiSYS ELITE with 2-Year Software Update (MSRP \$4,595.75)

RETURN INSTRUCTIONS FOR RAFFLE

Return Deadline: Monday, May 14
Drawing will take place at the May Team Weekend event in Sacramento on
Saturday, May 19, 2018.

Mail advanced ticket sales & unsold tickets no later than May 14 to:
ASCCA Raffle
One Capitol Mall, Suite 800
Sacramento, CA 95814

Following are the terms and conditions under which the Automotive Service Councils of California (ASCCA) confers an "Approved" designation upon participating chapters.

ASCCA shall provide the following to participating chapters:

1. 50 tickets (5 books of 10 tickets) = \$1,250 (each ticket \$25)
2. Tickets tracking sheet
3. *Revenue share – For every ticket sold, the chapter will receive \$5 per ticket sold from ASCCA. Money will be mailed within 30 days after the drawing.

Participating chapters shall provide the following to ASCCA:

1. CONTRIBUTIONS and TICKET STUBS (even unsold tickets) returned to the ASCCA staff by Monday, May 14, 2018. *If tickets aren't returned by the May 14, 2018 deadline, the amount owed will go against your dues revenue.*
2. In lieu of sending cash, please provide a chapter check equal to the sum that you have collected.
3. A careful log of how many tickets you have sold, so we can be sure to account for all the contributions.

Thank you in advance for taking on the responsibility of distributing these raffle tickets.

Person responsible for tickets, please provide the following information:

_____ **Quantity of Tickets (sold in groups of 50)**

Name of Person (PRINT NAME)

Position

Chapter No.

Email

Phone

Fax

Address Tickets Will Be Shipped

Signature

Date

Fax Signed Agreements to Stacey Siqueiros at 916-444-7462.

Automotive Service Councils of California Profit & Loss Prev Year Comparison January 2018

	Jan 18	Jan 17	\$ Change	% Change
Ordinary Income/Expense				
Income				
4100 · Membership Dues				
4110 · Association Dues	113,375.30	96,281.68	17,093.62	17.75%
4120 · General Member State Dues	400.00	400.00	0.00	0.0%
4130 · Application Fees	0.00	22.50	-22.50	-100.0%
4135 · Education Members	150.00	500.00	-350.00	-70.0%
4140 · Associate Dues	5,095.00	16,673.75	-11,578.75	-69.44%
4145 · Recruitment Fee	-349.00	0.00	-349.00	-100.0%
4198 · Service Charge Reoccurring bill	232.00	52.00	180.00	346.15%
Total 4100 · Membership Dues	118,903.30	113,929.93	4,973.37	4.37%
4200 · Endorsements/Services				
4225 · Heartland	0.00	177.52	-177.52	-100.0%
Total 4200 · Endorsements/Services	0.00	177.52	-177.52	-100.0%
4200.10 · ASC Insurance Services				
4215 · Armstrong Insurance	2,544.12	3,016.51	-472.39	-15.66%
4299 · CoreMark	642.48	665.48	-23.00	-3.46%
Total 4200.10 · ASC Insurance Services	3,186.60	3,681.99	-495.39	-13.45%
4400 · Merchandise				
4410 · Merchandise - Revenue	0.00	171.38	-171.38	-100.0%
Total 4400 · Merchandise	0.00	171.38	-171.38	-100.0%
4799.10 · Team Weekend Raffle..				
4799.01 · Team Weekend Raffle	0.00	225.00	-225.00	-100.0%
Total 4799.10 · Team Weekend Raffle..	0.00	225.00	-225.00	-100.0%
4800 · ASCCA ESI Course Voucher.				
4801 · ASCCA ESI Course Voucher	190.00	760.00	-570.00	-75.0%
Total 4800 · ASCCA ESI Course Voucher.	190.00	760.00	-570.00	-75.0%
4900 · Other Revenue				
4908 · Building Rental Revenue	3,476.80	3,137.60	339.20	10.81%
4910 · Miscellaneous Income	367.80	0.00	367.80	100.0%
Total 4900 · Other Revenue	3,844.60	3,137.60	707.00	22.53%
Total Income	126,124.50	122,083.42	4,041.08	3.31%
Total Income	126,124.50	122,083.42	4,041.08	3.31%
Expense				
5000.1 · - Technology Expenses				
5240.1 · Website Expenses	4,200.00	0.00	4,200.00	100.0%
Total 5000.1 · - Technology Expenses	4,200.00	0.00	4,200.00	100.0%
5300.1 · Publication/Communication Expen				
5325.1 · Broadcast Emails & Faxes	45.50	0.00	45.50	100.0%
Total 5300.1 · Publication/Communication Expen	45.50	0.00	45.50	100.0%
6100 · Meetings & Travel				
6125 · Printing/Reproduction	59.54	121.64	-62.10	-51.05%
6145 · Board Awards	172.54	0.00	172.54	100.0%
Total 6100 · Meetings & Travel	232.08	121.64	110.44	90.79%

Automotive Service Councils of California
Profit & Loss Prev Year Comparison
January 2018

	<u>Jan 18</u>	<u>Jan 17</u>	<u>\$ Change</u>	<u>% Change</u>
6500 · Membership Recruitment/Retentio				
5420.1 · Membership Signs	0.00	38.40	-38.40	-100.0%
6506 · Membership Recruitment Drive	421.38	0.00	421.38	100.0%
6535 · Legal Advise-Member Service	1,250.00	1,250.00	0.00	0.0%
Total 6500 · Membership Recruitment/Retentio	<u>1,671.38</u>	<u>1,288.40</u>	<u>382.98</u>	<u>29.73%</u>
7100 · General & Admin Expenses				
7101 · Office Supplies	0.00	39.91	-39.91	-100.0%
7103 · Printing/Reproduction	116.10	375.42	-259.32	-69.08%
7105 · Telephone/Fax	70.00	70.00	0.00	0.0%
7106 · Telephone Conference Calls	0.00	144.38	-144.38	-100.0%
7107 · Postage/Mailing	128.35	57.32	71.03	123.92%
7111 · Insurance	518.09	522.18	-4.09	-0.78%
7123 · Off-Site Storage	112.00	112.00	0.00	0.0%
7124 · On-Site Storage	90.00	90.00	0.00	0.0%
7126 · Bank Charges/Credit Card Fees	1,506.88	1,682.26	-175.38	-10.43%
7127 · Filing Fees/Penalties	20.00	20.00	0.00	0.0%
Total 7100 · General & Admin Expenses	<u>2,561.42</u>	<u>3,113.47</u>	<u>-552.05</u>	<u>-17.73%</u>
7500 · Building Maint & Mgmt				
7505 · Building Mgmt Fees	678.00	678.00	0.00	0.0%
7510 · Utilities	274.63	243.53	31.10	12.77%
Total 7500 · Building Maint & Mgmt	<u>952.63</u>	<u>921.53</u>	<u>31.10</u>	<u>3.38%</u>
8100 · Professional Services				
8120 · Management Services	17,500.00	17,500.00	0.00	0.0%
8130 · Advocacy	2,750.00	2,750.00	0.00	0.0%
8150 · Legal	41.42	442.50	-401.08	-90.64%
Total 8100 · Professional Services	<u>20,291.42</u>	<u>20,692.50</u>	<u>-401.08</u>	<u>-1.94%</u>
Total Expense	<u>29,954.43</u>	<u>26,137.54</u>	<u>3,816.89</u>	<u>14.6%</u>
Net Ordinary Income	96,170.07	95,945.88	224.19	0.23%
Other Income/Expense				
Other Income				
9100 · Other Revenue/Expenses				
4907 · Realized Gain/Loss Investments	11,257.19	2,183.28	9,073.91	415.61%
Total 9100 · Other Revenue/Expenses	<u>11,257.19</u>	<u>2,183.28</u>	<u>9,073.91</u>	<u>415.61%</u>
Total Other Income	<u>11,257.19</u>	<u>2,183.28</u>	<u>9,073.91</u>	<u>415.61%</u>
Net Other Income	<u>11,257.19</u>	<u>2,183.28</u>	<u>9,073.91</u>	<u>415.61%</u>
Net Income	<u><u>107,427.26</u></u>	<u><u>98,129.16</u></u>	<u><u>9,298.10</u></u>	<u><u>9.48%</u></u>



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

AGENDA

MBI BOARD OF DIRECTORS

February 25, 2018 | 11:15 am

Embassy Suites (*River City Ballroom*) | 100 Capitol Mall | Sacramento, CA

- | | |
|--|--------------|
| I. Call to Order | R. Khamenian |
| II. Pledge of Allegiance | R. Khamenian |
| III. Roll Call | R. Balmer |
| IV. Review of MBI Purpose | G. Peterson |
| V. Minutes of the November 19, 2017 Meeting – <i>encl.</i> | R. Khamenian |
| VI. Overview of Year-to-Date Revenue – <i>TBP.</i> | G. Peterson |
| VII. ASC Insurance Program Update | G. Daly |
| VIII. Adjourn | R. Khamenian |

ASCCA BOARD OF DIRECTORS

- | | |
|--|---------------|
| I. Call to Order | R. Khamenian |
| II. Roll Call / Attendance Record – <i>encl.</i> | R. Balmer |
| III. Secretary Report | R. Balmer |
| a. Minutes Approval: January 24, 2018 Board Meeting – <i>encl.</i> | |
| b. Review Status of Action Items – <i>encls.</i> | |
| c. Ratify Email Votes | |
| i. Appointment of Stuart Terry as Advisor | |
| ii. Appointment of Rob Pitari to the Board | |
| iii. Augment budget to increase "BOD Annual Awards/Miscellaneous" by \$500 | |
| IV. President’s Report | R. Khamenian |
| V. Executive Director’s Report | G. Peterson |
| VI. Membership Liaison Report | M. Mendenhall |
| VII. Treasurer’s Report | J. Villa |
| a. January Month-end Financial Statement – <i>encl.</i> | |
| b. Establishment of Separate Vanguard Fund for Building Income | |
| VIII. ASCEF Update | J. Eppstein |
| IX. Committee Recommendations | |
| a. Membership Committee: CAT Educator Members – <i>encl.</i> | |
| b. Chapter Reps Committee: Life Member Recommendation – <i>encl.</i> | |
| c. Bylaws, Policy & Procedure: Out of Statement Members – <i>encl.</i> | |
| X. Old Business | R. Khamenian |
| a. Purchase of Leadership Development Books | |
| b. Facebook Group Protocol & Strategy Recommendations – <i>encl.</i> | G. Peterson |

- | | | |
|------|---|--------------|
| c. | Website Redesign Update | G. Peterson |
| d. | September Team Weekend 2018 – <i>encl.</i> | G. Peterson |
| e. | Building Update – Response from Matt Michaels regarding repairs and designated parking. | G. Peterson |
| f. | Maxine Jones – Donation in Memorial to ASCEF | G. Peterson |
| XI. | New Business | R. Khamenian |
| XII. | Adjournment | R. Khamenian |

ASC Member Benefit Incorporated (MBI)
Board of Directors Meeting
November 19, 2017
Embassy Suites
Sacramento, CA

I. Call to Order

David Kusa called the meeting to order at 9:19 am.

II. Attendance

Present: Dave Kusa, Rocky Khamenian, Mitch Mendenhall, John Villa, Jack Scrafield, Rich Lezcano, Rory Balmer, Carolyn Coquillet, John Eppstein, George Hritz, Jerry Kubitsky, Nick Modesti, Dennis Montalbano, Stuart Terry, Steve Vanlandingham, Todd Westerlund, Tracy Renee

Incoming Board Member: Lee Chesnin

Absent: Ira Newman- excused

Guests: John Camara, Zarkis Martirosian, Glen Dailey, Maylan Newton, Steve Sharp, Grant Takikawa, Angi Roberts, Preston Osborn, Rob Morrell

Staff: Matthew Peralta, Gloria Peterson

III. Minutes

The minutes of the September 10, 2017 meeting were approved by consent with one correction noted to the spelling of Glen Dailey's name.

IV. Financial Overview

G. Peterson reported that the total revenue year-to-date on Member Benefit Incorporated activity to be \$21,098.16 for endorsed services and \$32,561.67 from the ASC Insurance Services.

V. ASCIS Update

Glen Dailey addressed the Board and reported an estimated year-end income of \$38K. He provided an update to the Board on Workers' Compensation, automotive, garage keepers, liability and employee health benefit premium rates.

VI. Adjournment

The meeting adjourned at 9:35 am.

**Board of Directors & Executive Committee
2018 Attendance Record**

Member Name	1/24 BOD	2/25 BOD	3/28 EXEC	4/25 EXEC	5/20 BOD	6/27 EXEC	7/25 EXEC	8/22 EXEC	9/09 BOD	9/26 EXEC	10/75 EXEC	11/18 BOD	12/19 EXEC
EXECUTIVE COMMITTEE													
Rocky Khamenian, President (<i>term: 12.31.18</i>)	P												
John Eppstein, Vice President (<i>term: 12.31.19</i>)	P												
Dave Kusa, Immediate Past President (<i>term: 12.31.18</i>)	P												
John Villa, Treasurer (<i>term: 12.31.19</i>)	E												
Rory Balmer, Secretary (<i>term: 12.31.19</i>)	P												
Rich Lezcano, CRC Chair (<i>term: 12.31.18</i>)	P												
German Lara, Non-Voting, CRC Vice Chair (<i>term: 12.31.18</i>)	A												
BOARD DIRECTORS													
Lee Chesnin (<i>term: 12.31.19</i>)	P												
Carolyn Coquillette (<i>term: 12.31.19</i>)	E												
George Hritz (<i>term: 12.31.18</i>)	P												
Jerry Kubitsky (<i>term: 12.31.18</i>)	P												
Mitch Mendenhall (<i>term: 12.31.19</i>)	P												
Nick Modesti (<i>term: 12.31.18</i>)	P												
Rob Pitari (<i>term: 12.31.18</i>) (appointed 1/20/18)													
Jack Scrafield (<i>term: 12.31.19</i>)	P												
Steve Vanlandingham (<i>term: 12.31.18</i>)	P												
Todd Westerlund (<i>term: 12.31.18</i>)	A												
ADVISOR – NON-VOTING													
Rob Morrell (appointed 11/19/17)	P												
Tracy Renee	P												
Stuart Terry	P												

P = Present A = Absent E = Excused Absence



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MINUTES

Special Meeting of the BOARD OF DIRECTORS

January 24, 2018 | 6:00 - 7:00 PM
Conference Call

I. Call to Order

R. Khamenian called the meeting to order at 6:00 pm.

II. Attendance

Present: Rocky Khamenian, John Eppstein, Dave Kusa, Rory Balmer, Rich Lezcano, German Lara, Lee Chesnin, George Hritz, Jerry Kubitsky, Mitch Mendenhall, Nick Modesti, Jack Scrafield, Steve Vanlandingham, ADVISOR – NON-VOTING: Rob Morrel, Tracy Renee

Guest: Stuart Terry

Absent: Carolyn Coquillette - excused, Phil Fournier, John Villa - excused, Todd Westerlund

III. Minutes Approval: 12.27.17 Board of Directors Meeting

MOTION It was moved, seconded and carried (**MSC**) (*S. Vanlandingham / J. Eppstein*) to approve the minutes of the December 27, 2017 Board of Directors meeting, as submitted.

a. Ratify E-mail Vote to Affirm Phil Fournier Appointment

MOTION It was **MSC** (*D. Kusa / J. Scrafield*) to ratify the e-mail vote to affirm Phil Fournier to the position of non-voting advisory

b. Action Items Review

G. Peterson provided a detailed action items status report that was included in the Board agenda packet. She further provided updates on the following: Chapter 34 Closure, 2018 Goals being sent to all Committees, and the status of identifying a September Team Weekend location in San Diego.

IV. Treasurer's Report

a. Preliminary Year-End Financial Statement

The preliminary financial statement for year ending December 31, 2017 was provided by the Board of Directors. A question was raised about why the ASCCA owned building property tax so much higher than budget. The Board was reminded that J. Villa had reported that he authorized the payment of the first quarter of 2018 property tax bill to be paid in 2017.

ACTION G. Peterson will re-confirm with account that the first quarter of 2018 property tax bill was paid in 2017.

b. Vanguard Statement

The Board was provided with a Vanguard investment account statement for the year ending December 31, 2017 that reflected a total account balance of \$358,963.26.

c. Augment Budget to Include \$120 in Conference Call Expenses

MOTION It was **MSC** (*D. Kusa / L. Chesnin*) to approve the Executive Committee recommendation to augment the budget by increase conference call expenditures by \$120 to begin utilizing UberConference.com for future conference calls.

V. President's Report

R. Khamenian thanked everyone for their service and indicated his excitement about this Board.

a. Request to Approve Tracy Renee to 2018 Board Advisor

MOTION It was **MSC** (*D. Kusa / J. Scrafield*) to ratify R. Khamenian's appointment of Tracy Renee to the position of non-voting advisor.

VI. ASCEF Update

J. Eppstein reported a few kinks with the new vehicle donation third-party processing company have been worked out. He invited anyone having problems to reach out to him. He reported that the ASCEF ended the year with a profit. In 2018 the ASCEF will focus on promoting the Cars for Careers to grow the number of donation facilities and will also campaign to obtain cash donations from vendors.

VII. Committee Discussion & Recommendations

a. Bylaws, Policy & Procedure Committee

i. Bylaws Amendment: Recommendation: 10-05, *Resignations and Removal of Directors*

MOTION It was **MSC** (*D. Kusa / J. Eppstein*) to accept the Committee's recommendation to amend bylaws Article X, Section 10-05, *Resignations and Removal of Directors* that adds a minimum Board meeting attendance requirement.

Clarification was given that any "Special" meetings, which include an executive meeting is converted to a Board meeting. All "Special" meetings will not count towards the minimum attendance requirement.

ii. Direction Requested Re: Out of State Membership Type Development

The Board of Directors had originally directed the Bylaws Committee to propose amendments creating an Out-of-State membership category that would encompass Hawaii, Nevada, and Oregon. However, a question was raised whether the category should be restricted to only the initial states identified or opened to any state outside of California.

D. Kusa provided a summary of how this item came up for discussion initially to refresh the full Board's knowledge of why we are working on establishing an Out of state membership type.

ACTION The Committee will work on a proposed amendment to add an Out of State membership category that is not state specific.

- b. PR Committee
 - i. Strategic Goal Recommendation: *“To promote positive relations between the motoring public and ASCCA members.”*

MOTION It was **MSC** (D. Kusa / L. Chesnin) to accept the Public Relations Committee’s recommendation to amend the strategic goal to read: *“To promote positive relations between the motoring public and ASCCA members.”*

VIII. Old Business

a. Website Redesign Update

G. Peterson reported that the final site design was provided by Kukui yesterday and that staff has tested it and returned some changes. Therefore, the site is close to going live.

b. California Automotive Teachers (CAT)– Educator Membership

R. Khamenian reported on the status of the California Automotive Teachers (CAT) Educator Membership category has been developed. G. Hritz reported that the review the application by CAT has been completed and it looks good. They will open conference registration at the end of March and CAT will include a button to join ASCCA.

Clarification was given that direction was given to the Membership Committee by the Board of Directors to develop a proposal for CAT Educator Membership. Therefore, more work needs to be done to ensure that a formal recommendation is made to accept the terms of this membership offer before moving forward.

c. 2018 Board Documents Past Due

G. Peterson reviewed the need for all Board members to sign and return the 2018 Board of Directors pledge, conflict of interest, confidentiality agreement and conduct agreement. She noted who has submitted their forms and request that those who have not get them in immediately.

IX. New Business

a. 2019 Budget Planning Meeting

i. Conference Call or Face-to-Face – There was no objection to video conference meeting the 2019 budget planning meeting.

ii. Discuss Date Change

ACTION G. Peterson will send potential new dates for the 2019 Budget planning meeting to the Executive Committee.

iii. Board Expense Budget Augmentation – It was reported that the Executive Committee had recently voted to recommend that the Budget be augmented to increase expenses for the purchase of 25 copies of *Extreme Ownership: How U.S. Navy Seals Lead & Win*. The Committee’s recommendation will be sent to the Board for an e-mail vote.

iv. Maxine Jones – There was a recommendation to consider a donation to the ASCEF in memorial of Maxine Jones. Discussion was deferred until February Team Weekend.

v. AES Wave Raffle – T. Renee reminded everyone about the AES Wave scan tool raffle.

ACTION G. Peterson will touch base with Rich Lezcano to be sure that he reviews the raffle on the Chapter Reps call tomorrow evening.

X. Adjournment

The meeting adjourned at 7:05 pm.

ASCCA Board of Directors Meeting

Pending Action Items

As of 2/8/18

ACTION	RESPONSIBLE	BOD Meeting Date	Deadline	STATUS
Send the 2018 goals to each Committee so that they can incorporate them into their committee goals. Request that each Committee include the last bullet in the association's Long Range Strategic Goals into each committee's goals.	G. Peterson	11/19/17		Completed
Review proposed amendments to Article V, Section 10-05, Resignations and Removal of Directors to incorporate minimum attendance requirements to incorporate language addressing attendance requirements for special meetings.	Bylaws, Policy & Procure Committee	11/19/17		Recommendation included in 2/25 B)D agenda.
Staff will explore locations in San Diego for September TW	Staff	12/27/17		In Progress – On 2/25 BOD Agenda
Chapter 34 – Recommended Closer – Follow-up	G. Peterson	12/27/17		In Progress – Communication Continues
2018 Board of Directors Pledge, Conflict of Interest & Commitment	Board of Directors	12/27/17	1/15/18	In Progress See Attached List
Develop a plan to extend a zero-dollar membership to educator members who are California Automotive Teacher (CAT) educator members.	Membership Committee	12/27/17		In Progress – Committee Recommendation on 2/25 BOD Agenda
G. Peterson will re-confirm with account that the first quarter of 2018 property tax bill was paid in 2017.	G. Peterson	1/24/18		Completed
G. Peterson will send potential new dates for the 2019 Budget planning meeting to the Executive Committee.	G. Peterson	1/24/18		Completed

G. Peterson will touch base with Rich Lezcano to be sure that he reviews the raffle on the January Chapter Reps call.	G. Peterson	1/24/18		Completed
Augment the budget by increase conference call expenditures by \$120 to begin utilizing UberConference.com for future conference calls.	N. Goolan	1/24/18		Completed
Setup new uberconference.com account	G. Peterson	1/24/18		Completed

**Board of Directors & Executive Committee
2018 Board Documents Submission Record
As of 2/8/18**

Member Name	Pledge	Conduct Agreement	Conflict of Interest	Confidentiality Agreement
EXECUTIVE COMMITTEE				
Rocky Khamenian, President (<i>term: 12.31.18</i>)	Yes	Yes	Yes	Yes
John Eppstein, Vice President (<i>term: 12.31.19</i>)	Yes	Yes	Yes	Yes
Dave Kusa, Immediate Past President (<i>term: 12.31.18</i>)	Yes	Yes	Yes	Yes
John Villa, Treasurer (<i>term: 12.31.19</i>)				
Rory Balmer, Secretary (<i>term: 12.31.19</i>)				
Rich Lezcano, CRC Chair (<i>term: 12.31.18</i>)	Yes	Yes	Yes	Yes
German Lara, Non-Voting, CRC Vice Chair (<i>term: 12.31.18</i>)				
BOARD DIRECTORS				
Lee Chesnin (<i>term: 12.31.19</i>)	Yes	Yes	Yes	Yes
Carolyn Coquillette (<i>term: 12.31.19</i>)				
George Hritz (<i>term: 12.31.18</i>)	Yes	Yes	Yes	Yes
Jerry Kubitsky (<i>term: 12.31.18</i>)	Yes	Yes	Yes	Yes
Mitch Mendenhall (<i>term: 12.31.19</i>)	Yes	Yes	Yes	Yes
Nick Modesti (<i>term: 12.31.18</i>)	Yes	Yes	Yes	Yes
Rob Pitari (<i>term: 12.31.18</i>)				
Jack Scrafield (<i>term: 12.31.19</i>)	Yes	Yes	Yes	Yes
Steve Vanlandingham (<i>term: 12.31.18</i>)	Yes	Yes	Yes	Yes
Todd Westerlund (<i>term: 12.31.18</i>)				
ADVISOR – NON-VOTING				
Rob Morrell (appointed 11/19/17)				
Tracy Renee	Yes	Yes	Yes	Yes
Stuart Terry	Yes	Yes	Yes	Yes

P = Present A = Absent E = Excused Absence

AUTOMOTIVE SERVICE COUNCILS OF CALIFORNIA

PRELIMINARY AND NON-REVIEWED FINANCIAL STATEMENTS

Period Ending January 31, 2018

OVERVIEW

The financial statements are based on the Board approved 2018 budget. ASCCA uses the accrual method of accounting for financial reporting.

The operations of ASCCA for the Period Ending January 31, 2018 resulted in excess revenue over/(under) expenses of \$107,427 which is better than budget by \$1,367 after taxes.

The following statements are provided for Period Ending January 31, 2018:

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

CONSOLIDATED STATEMENT OF FINANCIAL POSITION

CURRENT ASSETS:

Cash: All funds are kept in interest-bearing accounts whenever possible. Total cash balance for this reporting period is \$505,913 of which \$370,220 is being held in the Vanguard reserve account.

Investment Accounts (Vanguard): ASCCA operating investment policy calls for six months of operating reserves. Six months based on the current 2018 budget would be \$181,287 (\$30,215 monthly). Currently ASCCA has total cash in operating of \$505,913 less total current liabilities of \$51,680 a balance of \$454,233 which is 15.5 months of operating expenses. Realized gain/loss on investments is currently \$11,257 equal to budget.

FIXED ASSETS:

Building & Fixtures: No fixed assets have been added.

OTHER ASSETS:

Prepaid Expenses: Prepaid expenses are \$3,269

Projects in Progress: Projects in progress are \$73.

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

CURRENT LIABILITIES:

Accounts Payable: Balance of Accounts Payable is \$33,893.

Other liabilities include: Advocacy Fund Contribution, currently the balance \$8,704.

Chapter Dues Payable: currently the balance is \$7,953.

California Wildfire Relief Fund: \$857.

LONG TERM LIABILITIES:

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

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

CONSOLIDATED STATEMENT OF FUNCTIONAL ACTIVITIES

REVENUES: Total revenue is \$137,382 **better** than budget by **\$368** (the revenue includes realized **gain** of **\$11,257** on investments)

Membership Dues: Currently dues are \$113,375 equal than budget for this month.

Endorsements/Services: Revenue is \$3,187 equal to budget for this month.

ASCCA ESI Course Voucher : revenue is 190 with zero expenses.

Other Revenue - (includes miscellaneous revenue, and building rental) Revenue \$3,845 **better** than budget by \$368.

Technology Expenses are all expenses related to list service, systems maintenance, database updates and website changes and maintenance. Currently expenses are \$4,200 equal to budget for this month.

Publication/Communication – expenses are \$46 **less** than budget by **\$17**.

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

Meeting & Travel: \$232 in expenses for this month, **better** than budget by **\$42**.

Revenue & Benefit Committee: There are no expenses for this month, **better** than budget by **\$292**.

Governmental Affairs Committee: expenses are \$3,904 **better** than budget by **\$846**.

Membership Recruitment/Retention includes all expenses related to marketing of membership and the legal service provided as a membership benefit. Expenses are \$1,671 **better** than budget by **\$75**.

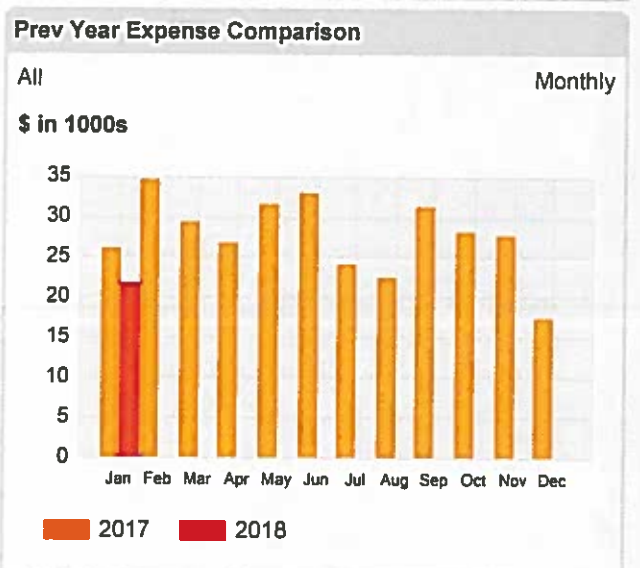
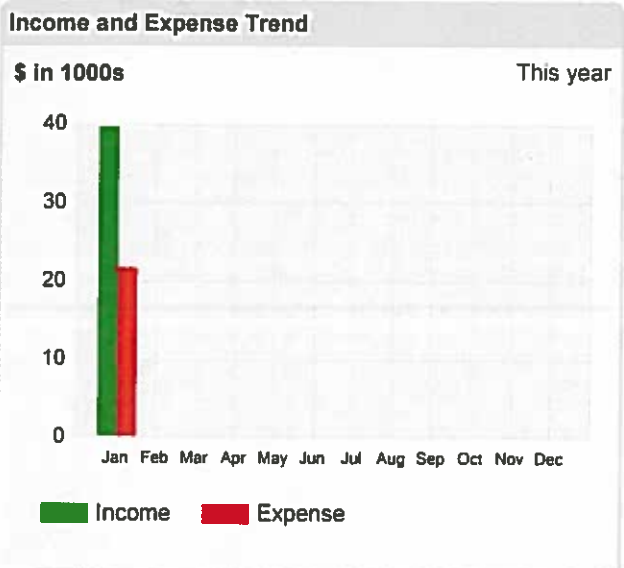
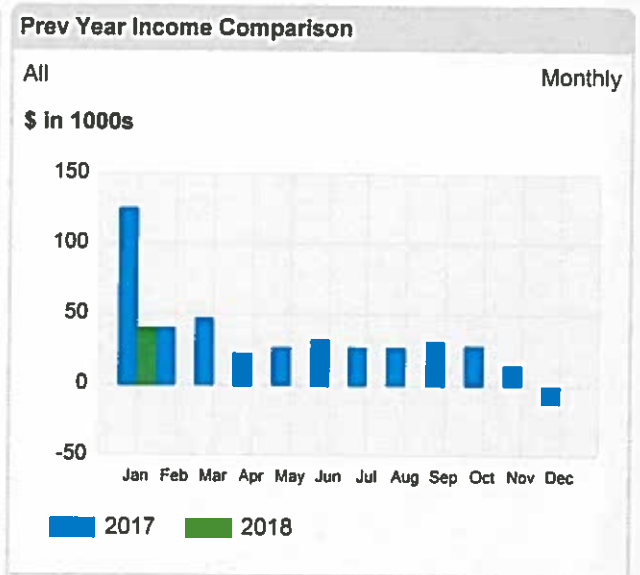
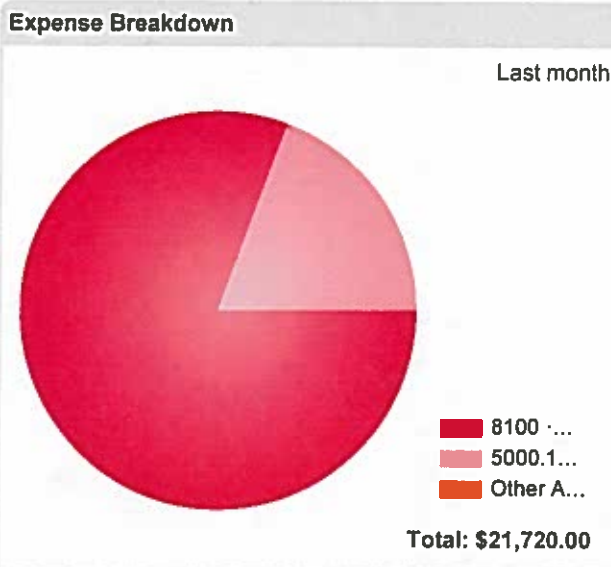
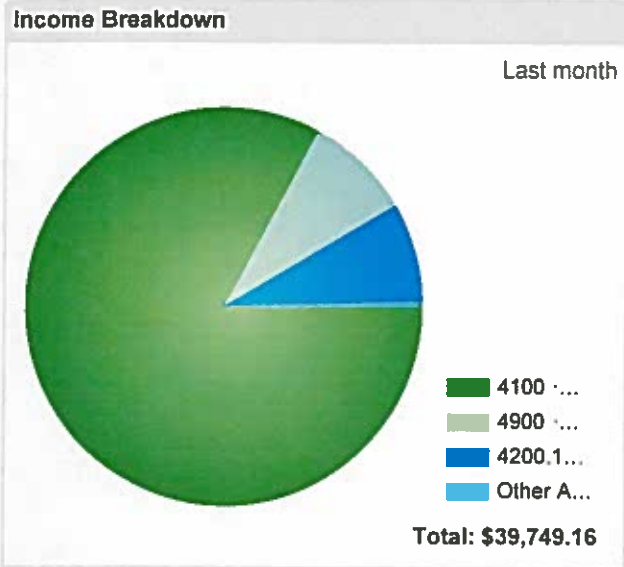
Public Relation Committee includes all expenses related to public relations projects. Expenses are zero **better** than budget by **\$216**.

General & Administrative expenses include all expenses for operations. Total of the expenses for operations are \$2,561 **less** than budget **\$140**.

Building Maintenance includes all expenses related to the care and maintenance of the property owed by ASCCA. Revenue for the building is \$3,477 with expenses of \$953 for a net **gain** of **\$2,524**.

Professional Services includes accounting fees, management, advocacy, legal and consulting. Expenses are \$20,291 **better** than budget by **\$84**.

YEAR TO DATE SUMMARY: Total revenue is \$137,382 with total expenses (direct expenses plus operating expenses) of \$29,954 for a net gain of \$107,428 before taxes, and 107,428 after taxes, which is **better** than budgeted net gain by **\$1,367**.



Automotive Service Councils of California
Balance Sheet
As of January 31, 2018

	Jan 31, 18
ASSETS	
Current Assets	
Checking/Savings	
1100 · Cash	
1105 · Cash-In Banking	118,407.06
1105.01 · Bank - MBI	17,285.43
1115 · Vanguard	370,220.45
Total 1100 · Cash	505,912.94
Total Checking/Savings	505,912.94
Accounts Receivable	
1200 · Accounts Receivable	
1220 · Accounts Receivable-Chapters	558.68
Total 1200 · Accounts Receivable	558.68
Total Accounts Receivable	558.68
Total Current Assets	506,471.62
Fixed Assets	
1300 · Fixed Assets	
1330 · Buildings & Fixtures	145,233.00
1380 · Land	73,800.00
1390 · Accumulated Depreciation	-105,261.00
Total 1300 · Fixed Assets	113,772.00
Total Fixed Assets	113,772.00
Other Assets	
1500 · Other Assets	
1510 · Prepaid Expenses	3,269.45
1520 · Projects In Progress	72.92
Total 1500 · Other Assets	3,342.37
1600 · Investments	
1630 · Future Tax Benefits - MBI	38,657.02
Total 1600 · Investments	38,657.02
Total Other Assets	41,999.39
TOTAL ASSETS	<u>662,243.01</u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	

Automotive Service Councils of California
Balance Sheet
As of January 31, 2018

	Jan 31, 18
Accounts Payable	
2000 · Current Liabilities	
2110 · Accounts Payable	33,893.09
Total 2000 · Current Liabilities	33,893.09
Total Accounts Payable	33,893.09
Other Current Liabilities	
2150 · California Wildfire Relief Fund	856.65
2503 · Advocacy Fund Contribution	8,703.64
2505 · Chapter Dues Payables	7,952.81
2506 · ASCEF Donations	273.75
Total Other Current Liabilities	17,786.85
Total Current Liabilities	51,679.94
Long Term Liabilities	
2501 · Tenant - Lease Deposit	3,137.60
Total Long Term Liabilities	3,137.60
Total Liabilities	54,817.54
Equity	
3000 · Members' Equity	
3100 · Undesignated Fund Balance	-267,499.94
3101 · Capital Stock	1,000.00
3110 · Additional Paid in Capital	669,568.00
3120 · Retained Earnings	-36,079.25
Total 3000 · Members' Equity	366,988.81
30000 · Opening Balance Equity	-3,722.04
32000 · Unrestricted Net Assets	136,731.44
Net Income	107,427.26
Total Equity	607,425.47
TOTAL LIABILITIES & EQUITY	662,243.01

Automotive Service Councils of California
Balance Sheet Prev Year Comparison
As of January 31, 2018

	Jan 31, 18	Jan 31, 17	\$ Change	% Change
ASSETS				
Current Assets				
Checking/Savings				
1100 · Cash				
1105 · Cash-In Banking	118,407.06	137,730.15	-19,323.09	-14.0%
1105.01 · Bank - MBI	17,285.43	30,384.06	-13,098.63	-43.1%
1115 · Vanguard	370,220.45	261,642.54	108,577.91	41.5%
Total 1100 · Cash	505,912.94	429,756.75	76,156.19	17.7%
Total Checking/Savings	505,912.94	429,756.75	76,156.19	17.7%
Accounts Receivable				
1200 · Accounts Receivable				
1220 · Accounts Receivable-Chapters	558.68	558.68	0.00	0.0%
1200 · Accounts Receivable - Other	0.00	260.49	-260.49	-100.0%
Total 1200 · Accounts Receivable	558.68	819.17	-260.49	-31.8%
Total Accounts Receivable	558.68	819.17	-260.49	-31.8%
Total Current Assets	506,471.62	430,575.92	75,895.70	17.6%
Fixed Assets				
1300 · Fixed Assets				
1330 · Buildings & Fixtures	145,233.00	145,233.00	0.00	0.0%
1380 · Land	73,800.00	73,800.00	0.00	0.0%
1390 · Accumulated Depreciation	-105,261.00	-105,261.00	0.00	0.0%
Total 1300 · Fixed Assets	113,772.00	113,772.00	0.00	0.0%
Total Fixed Assets	113,772.00	113,772.00	0.00	0.0%
Other Assets				
1500 · Other Assets				
1510 · Prepaid Expenses	3,269.45	2,273.21	996.24	43.8%
1520 · Projects In Progress	72.92	0.00	72.92	100.0%
Total 1500 · Other Assets	3,342.37	2,273.21	1,069.16	47.0%
1600 · Investments				
1630 · Future Tax Benefits - MBI	38,657.02	23,355.00	15,302.02	65.5%
Total 1600 · Investments	38,657.02	23,355.00	15,302.02	65.5%
Total Other Assets	41,999.39	25,628.21	16,371.18	63.9%
TOTAL ASSETS	662,243.01	569,976.13	92,266.88	16.2%
LIABILITIES & EQUITY				
Liabilities				

Automotive Service Councils of California
Balance Sheet Prev Year Comparison
As of January 31, 2018

	Jan 31, 18	Jan 31, 17	\$ Change	% Change
Current Liabilities				
Accounts Payable				
2000 · Current Liabilities				
2110 · Accounts Payable	33,893.09	29,972.61	3,920.48	13.1%
Total 2000 · Current Liabilities	33,893.09	29,972.61	3,920.48	13.1%
Total Accounts Payable	33,893.09	29,972.61	3,920.48	13.1%
Other Current Liabilities				
2150 · California Wildfire Relief Fund	856.65	0.00	856.65	100.0%
2503 · Advocacy Fund Contribution	8,703.64	7,473.64	1,230.00	16.5%
2505 · Chapter Dues Payables	7,952.81	3,438.94	4,513.87	131.3%
2506 · ASCEF Donations	273.75	0.00	273.75	100.0%
Total Other Current Liabilities	17,786.85	10,912.58	6,874.27	63.0%
Total Current Liabilities	51,679.94	40,885.19	10,794.75	26.4%
Long Term Liabilities				
2501 · Tenant - Lease Deposit	3,137.60	3,137.60	0.00	0.0%
Total Long Term Liabilities	3,137.60	3,137.60	0.00	0.0%
Total Liabilities	54,817.54	44,022.79	10,794.75	24.5%
Equity				
3000 · Members' Equity				
3100 · Undesignated Fund Balance	-267,499.94	-267,499.94	0.00	0.0%
3101 · Capital Stock	1,000.00	1,000.00	0.00	0.0%
3110 · Additional Paid in Capital	669,568.00	669,568.00	0.00	0.0%
3120 · Retained Earnings	-36,079.25	-36,079.25	0.00	0.0%
Total 3000 · Members' Equity	366,988.81	366,988.81	0.00	0.0%
30000 · Opening Balance Equity	-3,722.04	-3,722.04	0.00	0.0%
32000 · Unrestricted Net Assets	136,731.44	64,557.41	72,174.03	111.8%
Net Income	107,427.26	98,129.16	9,298.10	9.5%
Total Equity	607,425.47	525,953.34	81,472.13	15.5%
TOTAL LIABILITIES & EQUITY	662,243.01	569,976.13	92,266.88	16.2%

Automotive Service Councils of California
Profit & Loss
January 2018

	Jan 18
Ordinary Income/Expense	
Income	
4100 · Membership Dues	
4110 · Association Dues	113,375.30
4120 · General Member State Dues	400.00
4135 · Education Members	150.00
4140 · Associate Dues	5,095.00
4145 · Recruitment Fee	-349.00
4198 · Service Charge Reoccurring bill	232.00
Total 4100 · Membership Dues	118,903.30
4200.10 · ASC Insurance Services	
4215 · Armstrong Insurance	2,544.12
4299 · CoreMark	642.48
Total 4200.10 · ASC Insurance Services	3,186.60
4800 · ASCCA ESI Course Voucher.	
4801 · ASCCA ESI Course Voucher	190.00
Total 4800 · ASCCA ESI Course Voucher.	190.00
4900 · Other Revenue	
4908 · Building Rental Revenue	3,476.80
4910 · Miscellaneous Income	367.80
Total 4900 · Other Revenue	3,844.60
Total Income	126,124.50
Total Income	126,124.50
Expense	
5000.1 · - Technology Expenses	
5240.1 · Website Expenses	4,200.00
Total 5000.1 · - Technology Expenses	4,200.00
5300.1 · Publication/Communication Expen	
5325.1 · Broadcast Emails & Faxes	45.50
Total 5300.1 · Publication/Communication Expen	45.50
6100 · Meetings & Travel	
6125 · Printing/Reproduction	59.54
6145 · Board Awards	172.54
Total 6100 · Meetings & Travel	232.08
6500 · Membership Recruitment/Retentio	
6506 · Membership Recruitment Drive	421.38
6535 · Legal Advise-Member Service	1,250.00
Total 6500 · Membership Recruitment/Retentio	1,671.38
7100 · General & Admin Expenses	
7103 · Printing/Reproduction	116.10
7105 · Telephone/Fax	70.00
7107 · Postage/Mailing	128.35
7111 · Insurance	518.09
7123 · Off-Site Storage	112.00

Automotive Service Councils of California
Profit & Loss
January 2018

	<u>Jan 18</u>
7124 · On-Site Storage	90.00
7126 · Bank Charges/Credit Card Fees	1,506.88
7127 · Filing Fees/Penalties	<u>20.00</u>
Total 7100 · General & Admin Expenses	2,561.42
7500 · Building Maint & Mgmt	
7505 · Building Mgmt Fees	678.00
7510 · Utilities	<u>274.63</u>
Total 7500 · Building Maint & Mgmt	952.63
8100 · Professional Services	
8120 · Management Services	17,500.00
8130 · Advocacy	2,750.00
8150 · Legal	<u>41.42</u>
Total 8100 · Professional Services	<u>20,291.42</u>
Total Expense	<u>29,954.43</u>
Net Ordinary Income	96,170.07
Other Income/Expense	
Other Income	
9100 · Other Revenue/Expenses	
4907 · Realized Gain/Loss Investments	<u>11,257.19</u>
Total 9100 · Other Revenue/Expenses	<u>11,257.19</u>
Total Other Income	<u>11,257.19</u>
Net Other Income	<u>11,257.19</u>
Net Income	<u><u>107,427.26</u></u>

Automotive Service Councils of California
Profit & Loss Budget Performance
January 2018

	<u>Jan 18</u>	<u>YTD Budget</u>	<u>Annual Budget</u>
Ordinary Income/Expense			
Income			
4100 - Membership Dues			
4110 - Association Dues	113,375.30	113,375.30	197,600.00
4120 - General Member State Dues	400.00	400.00	2,000.00
4130 - Application Fees	0.00	0.00	500.06
4135 - Education Members	150.00	150.00	1,000.00
4140 - Associate Dues	5,095.00	5,095.00	33,660.00
4143 - Associate Branch Dues	0.00	0.00	6,500.00
4145 - Recruitment Fee	-349.00	-349.00	-500.00
4198 - Service Charge Reoccurring bill	232.00	232.00	1,000.00
Total 4100 - Membership Dues	<u>118,903.30</u>	<u>118,903.30</u>	<u>241,760.06</u>
4200 - Endorsements/Services			
4225 - Heartland	0.00	0.00	2,000.00
4235 - G&K Services	0.00	0.00	8,500.00
4250 - Auto Zone	0.00	0.00	12,000.00
Total 4200 - Endorsements/Services	<u>0.00</u>	<u>0.00</u>	<u>22,500.00</u>
4200.10 - ASC Insurance Services			
4215 - Armstrong Insurance	2,544.12	2,544.12	22,394.52
4299 - CoreMark	642.48	642.48	7,605.48
Total 4200.10 - ASC Insurance Services	<u>3,186.60</u>	<u>3,186.60</u>	<u>30,000.00</u>
4400 - Merchandise			
4410 - Merchandise - Revenue	0.00	0.00	400.00
Total 4400 - Merchandise	<u>0.00</u>	<u>0.00</u>	<u>400.00</u>
4600 - Corporate Partners			
4610 - Corporate Partners	0.00	0.00	60,000.00
Total 4600 - Corporate Partners	<u>0.00</u>	<u>0.00</u>	<u>60,000.00</u>
4700 - Education & Training			
4705 - Chapter Leadership Training	0.00	0.00	1,000.00
Total 4700 - Education & Training	<u>0.00</u>	<u>0.00</u>	<u>1,000.00</u>
4799.10 - Team Weekend Raffle..			
4799.01 - Team Weekend Raffle	0.00	0.00	2,500.00
Total 4799.10 - Team Weekend Raffle..	<u>0.00</u>	<u>0.00</u>	<u>2,500.00</u>
4800 - ASCCA ESI Course Voucher.			
4801 - ASCCA ESI Course Voucher	190.00	190.00	7,500.00
Total 4800 - ASCCA ESI Course Voucher.	<u>190.00</u>	<u>190.00</u>	<u>7,500.00</u>
4900 - Other Revenue			
4908 - Building Rental Revenue	3,476.80	3,476.80	41,721.60
4910 - Miscellaneous Income	367.80	0.00	0.00
Total 4900 - Other Revenue	<u>3,844.60</u>	<u>3,476.80</u>	<u>41,721.60</u>
Total Income	<u>126,124.50</u>	<u>125,756.70</u>	<u>407,381.66</u>
Total Income	126,124.50	125,756.70	407,381.66
Expense			
5000.1 - Technology Expenses			

Automotive Service Councils of California
Profit & Loss Budget Performance
January 2018

	<u>Jan 18</u>	<u>YTD Budget</u>	<u>Annual Budget</u>
5225.1 · Database updates & changes	0.00	0.00	1,000.00
5240.1 · Website Expenses	4,200.00	4,200.00	10,888.00
Total 5000.1 · - Technology Expenses	4,200.00	4,200.00	11,888.00
5300.1 · Publication/Communication Expen			
5310.1 · Independent Expenses	0.00	0.00	4,000.00
5325.1 · Broadcast Emails & Faxes	45.50	45.50	600.00
5340.1 · Membership Communications	0.00	16.63	200.00
Total 5300.1 · Publication/Communication Expen	45.50	62.13	4,800.00
5400.1 · Merchandise Expense			
5410.1 · Merchandise Expenses	0.00	0.00	400.00
Total 5400.1 · Merchandise Expense	0.00	0.00	400.00
5900 · Revenue & Benefit Committee			
5905 · Corporate Partner Awards	0.00	125.00	1,500.00
5910 · Advantage Re-Design	0.00	83.37	1,000.00
5915 · Advantage Printing	0.00	83.37	1,000.00
Total 5900 · Revenue & Benefit Committee	0.00	291.74	3,500.00
6100 · Meetings & Travel			
6110 · Meeting Exp-Team Weekend (1)	0.00	0.00	3,900.00
6111 · Meeting Exp - Team Weekend (2)	0.00	0.00	3,900.00
6112 · Meeting Exp - Team Weekend (3)	0.00	0.00	3,900.00
6113 · Meeting Exp - Team Weekend (4)	0.00	0.00	3,900.00
6120 · Travel - ED	0.00	0.00	750.00
6121 · Travel - Directors/Officers	0.00	0.00	5,000.00
6122 · Travel - Staff	0.00	0.00	1,250.00
6123 · Chapter Reps-Leadership Train	0.00	0.00	2,500.00
6125 · Printing/Reproduction	59.54	59.54	500.00
6145 · Board Awards	172.54	172.54	2,400.00
6150 · Misc Meetings/Travel	0.00	0.00	2,500.00
6199 · Other BOD Expenses	0.00	41.63	500.00
Total 6100 · Meetings & Travel	232.08	273.71	31,000.00
6300 · Government Affairs Committee			
6320 · Travel	0.00	0.00	800.00
6321 · Travel - NASTF	0.00	0.00	3,000.00
6325 · SBC - gov	0.00	0.00	750.00
6360 · Legislative Day	0.00	0.00	2,300.00
Total 6300 · Government Affairs Committee	0.00	0.00	6,850.00
6500 · Membership Recruitment/Retentio			
5420.1 · Membership Signs	0.00	125.00	1,500.00
6506 · Membership Recruitment Drive	421.38	250.00	3,000.00
6515 · Membership Appreciation	0.00	38.00	500.00
6535 · Legal Advise-Member Service	1,250.00	1,250.00	15,000.00
6545 · Printing	0.00	83.00	1,000.00
Total 6500 · Membership Recruitment/Retentio	1,671.38	1,746.00	21,000.00
6700 · PR Committee			

Automotive Service Councils of California
Profit & Loss Budget Performance
January 2018

	<u>Jan 18</u>	<u>YTD Budget</u>	<u>Annual Budget</u>
6715 · Public Relation Committee	0.00	216.00	2,600.00
Total 6700 · PR Committee	0.00	216.00	2,600.00
7100 · General & Admin Expenses			
7101 · Office Supplies	0.00	41.00	500.00
7102.00 · Dues & Subscription	0.00	250.00	3,000.00
7103 · Printing/Reproduction	116.10	500.00	6,000.00
7105 · Telephone/Fax	70.00	83.37	1,000.00
7107 · Postage/Mailing	128.35	125.00	1,500.00
7111 · Insurance	518.09	600.00	7,200.00
7123 · Off-Site Storage	112.00	138.00	1,656.00
7124 · On-Site Storage	90.00	90.00	1,080.00
7125 · Travel - Staff	0.00	25.00	300.00
7126 · Bank Charges/Credit Card Fees	1,506.88	808.37	9,700.00
7127 · Filing Fees/Penalties	20.00	20.00	50.00
7490 · Miscellaneous G&A	0.00	20.87	250.00
Total 7100 · General & Admin Expenses	2,561.42	2,701.61	32,236.00
7500 · Building Maint & Mgmt			
7505 · Building Mgmt Fees	678.00	683.00	8,196.00
7510 · Utilities	274.63	250.00	3,000.00
7515 · Repairs & Maintenance	0.00	83.37	1,000.00
7522 · Insurance	0.00	70.87	850.00
7550 · Property Taxes	0.00	0.00	4,600.00
7590 · Misc Building Maint/Mgmt	0.00	0.00	30.00
Total 7500 · Building Maint & Mgmt	952.63	1,087.24	17,676.00
8100 · Professional Services			
8110 · Accounting/Audit	0.00	0.00	3,800.00
8120 · Management Services	17,500.00	17,500.00	210,000.00
8130 · Advocacy	2,750.00	2,833.37	34,000.00
8150 · Legal	41.42	41.63	500.00
Total 8100 · Professional Services	20,291.42	20,375.00	248,300.00
Total Expense	29,954.43	30,953.43	380,250.00
Net Ordinary Income	96,170.07	94,803.27	27,131.66
Other Income/Expense			
Other Income			
9100 · Other Revenue/Expenses			
4907 · Realized Gain/Loss Investments	11,257.19	11,257.19	25,000.00
9120 · Tax - Federal	0.00	0.00	-1,500.00
9130 · Tax - State	0.00	0.00	-800.00
Total 9100 · Other Revenue/Expenses	11,257.19	11,257.19	22,700.00
Total Other Income	11,257.19	11,257.19	22,700.00
Net Other Income	11,257.19	11,257.19	22,700.00
Net Income	107,427.26	106,060.46	49,831.66

Automotive Service Councils of California Profit & Loss Budget vs. Actual January 2018

	Jan 18	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4100 · Membership Dues				
4110 · Association Dues	113,375.30	113,375.30	0.00	100.0%
4120 · General Member State Dues	400.00	400.00	0.00	100.0%
4135 · Education Members	150.00	150.00	0.00	100.0%
4140 · Associate Dues	5,095.00	5,095.00	0.00	100.0%
4145 · Recruitment Fee	-349.00	-349.00	0.00	100.0%
4198 · Service Charge Reoccurring bill	232.00	232.00	0.00	100.0%
Total 4100 · Membership Dues	118,903.30	118,903.30	0.00	100.0%
4200.10 · ASC Insurance Services				
4215 · Armstrong Insurance	2,544.12	2,544.12	0.00	100.0%
4299 · CoreMark	642.48	642.48	0.00	100.0%
Total 4200.10 · ASC Insurance Services	3,186.60	3,186.60	0.00	100.0%
4800 · ASCCA ESI Course Voucher.				
4801 · ASCCA ESI Course Voucher	190.00	190.00	0.00	100.0%
Total 4800 · ASCCA ESI Course Voucher.	190.00	190.00	0.00	100.0%
4900 · Other Revenue				
4908 · Building Rental Revenue	3,476.80	3,476.80	0.00	100.0%
4910 · Miscellaneous Income	367.80	0.00	367.80	100.0%
Total 4900 · Other Revenue	3,844.60	3,476.80	367.80	110.58%
Total Income	126,124.50	125,756.70	367.80	100.29%
Total Income	126,124.50	125,756.70	367.80	100.29%
Expense				
5000.1 · - Technology Expenses				
5240.1 · Website Expenses	4,200.00	4,200.00	0.00	100.0%
Total 5000.1 · - Technology Expenses	4,200.00	4,200.00	0.00	100.0%
5300.1 · Publication/Communication Expen				
5325.1 · Broadcast Emails & Faxes	45.50	45.50	0.00	100.0%
5340.1 · Membership Communications	0.00	16.63	-16.63	0.0%
Total 5300.1 · Publication/Communication Expen	45.50	62.13	-16.63	73.23%
5900 · Revenue & Benefit Committee				
5905 · Corporate Partner Awards	0.00	125.00	-125.00	0.0%
5910 · Advantage Re-Design	0.00	83.37	-83.37	0.0%
5915 · Advantage Printing	0.00	83.37	-83.37	0.0%
Total 5900 · Revenue & Benefit Committee	0.00	291.74	-291.74	0.0%
6100 · Meetings & Travel				
6125 · Printing/Reproduction	59.54	59.54	0.00	100.0%
6145 · Board Awards	172.54	172.54	0.00	100.0%
6199 · Other BOD Expenses	0.00	41.63	-41.63	0.0%
Total 6100 · Meetings & Travel	232.08	273.71	-41.63	84.79%
6500 · Membership Recruitment/Retentio				
5420.1 · Membership Signs	0.00	125.00	-125.00	0.0%
6506 · Membership Recruitment Drive	421.38	250.00	171.38	168.55%

Automotive Service Councils of California
Profit & Loss Budget vs. Actual
January 2018

	Jan 18	Budget	\$ Over Budget	% of Budget
6515 · Membership Appreciation	0.00	38.00	-38.00	0.0%
6535 · Legal Advise-Member Service	1,250.00	1,250.00	0.00	100.0%
6545 · Printing	0.00	83.00	-83.00	0.0%
Total 6500 · Membership Recruitment/Retentio	1,671.38	1,746.00	-74.62	95.73%
6700 · PR Committee				
6715 · Public Relation Committee	0.00	216.00	-216.00	0.0%
Total 6700 · PR Committee	0.00	216.00	-216.00	0.0%
7100 · General & Admin Expenses				
7101 · Office Supplies	0.00	41.00	-41.00	0.0%
7102.00 · Dues & Subscription	0.00	250.00	-250.00	0.0%
7103 · Printing/Reproduction	116.10	500.00	-383.90	23.22%
7105 · Telephone/Fax	70.00	83.37	-13.37	83.96%
7107 · Postage/Mailing	128.35	125.00	3.35	102.68%
7111 · Insurance	518.09	600.00	-81.91	86.35%
7123 · Off-Site Storage	112.00	138.00	-26.00	81.16%
7124 · On-Site Storage	90.00	90.00	0.00	100.0%
7125 · Travel - Staff	0.00	25.00	-25.00	0.0%
7126 · Bank Charges/Credit Card Fees	1,506.88	808.37	698.51	186.41%
7127 · Filing Fees/Penalties	20.00	20.00	0.00	100.0%
7490 · Miscellaneous G&A	0.00	20.87	-20.87	0.0%
Total 7100 · General & Admin Expenses	2,561.42	2,701.61	-140.19	94.81%
7500 · Building Maint & Mgmt				
7505 · Building Mgmt Fees	678.00	683.00	-5.00	99.27%
7510 · Utilities	274.63	250.00	24.63	109.85%
7515 · Repairs & Maintenance	0.00	83.37	-83.37	0.0%
7522 · Insurance	0.00	70.87	-70.87	0.0%
Total 7500 · Building Maint & Mgmt	952.63	1,087.24	-134.61	87.62%
8100 · Professional Services				
8120 · Management Services	17,500.00	17,500.00	0.00	100.0%
8130 · Advocacy	2,750.00	2,833.37	-83.37	97.06%
8150 · Legal	41.42	41.63	-0.21	99.5%
Total 8100 · Professional Services	20,291.42	20,375.00	-83.58	99.59%
Total Expense	29,954.43	30,953.43	-999.00	96.77%
Net Ordinary Income	96,170.07	94,803.27	1,366.80	101.44%
Other Income/Expense				
Other Income				
9100 · Other Revenue/Expenses				
4907 · Realized Gain/Loss Investments	11,257.19	11,257.19	0.00	100.0%
Total 9100 · Other Revenue/Expenses	11,257.19	11,257.19	0.00	100.0%
Total Other Income	11,257.19	11,257.19	0.00	100.0%
Net Other Income	11,257.19	11,257.19	0.00	100.0%
Net Income	107,427.26	106,060.46	1,366.80	101.29%

Automotive Service Councils of California Profit & Loss Prev Year Comparison January 2018

	Jan 18	Jan 17	\$ Change	% Change
Ordinary Income/Expense				
Income				
4100 · Membership Dues				
4110 · Association Dues	113,375.30	96,281.68	17,093.62	17.75%
4120 · General Member State Dues	400.00	400.00	0.00	0.0%
4130 · Application Fees	0.00	22.50	-22.50	-100.0%
4135 · Education Members	150.00	500.00	-350.00	-70.0%
4140 · Associate Dues	5,095.00	16,673.75	-11,578.75	-69.44%
4145 · Recruitment Fee	-349.00	0.00	-349.00	-100.0%
4198 · Service Charge Reoccurring bill	232.00	52.00	180.00	346.15%
Total 4100 · Membership Dues	118,903.30	113,929.93	4,973.37	4.37%
4200 · Endorsements/Services				
4225 · Heartland	0.00	177.52	-177.52	-100.0%
Total 4200 · Endorsements/Services	0.00	177.52	-177.52	-100.0%
4200.10 · ASC Insurance Services				
4215 · Armstrong Insurance	2,544.12	3,016.51	-472.39	-15.66%
4299 · CoreMark	642.48	665.48	-23.00	-3.46%
Total 4200.10 · ASC Insurance Services	3,186.60	3,681.99	-495.39	-13.45%
4400 · Merchandise				
4410 · Merchandise - Revenue	0.00	171.38	-171.38	-100.0%
Total 4400 · Merchandise	0.00	171.38	-171.38	-100.0%
4799.10 · Team Weekend Raffle..				
4799.01 · Team Weekend Raffle	0.00	225.00	-225.00	-100.0%
Total 4799.10 · Team Weekend Raffle..	0.00	225.00	-225.00	-100.0%
4800 · ASCCA ESI Course Voucher.				
4801 · ASCCA ESI Course Voucher	190.00	760.00	-570.00	-75.0%
Total 4800 · ASCCA ESI Course Voucher.	190.00	760.00	-570.00	-75.0%
4900 · Other Revenue				
4908 · Building Rental Revenue	3,476.80	3,137.60	339.20	10.81%
4910 · Miscellaneous Income	367.80	0.00	367.80	100.0%
Total 4900 · Other Revenue	3,844.60	3,137.60	707.00	22.53%
Total Income	126,124.50	122,083.42	4,041.08	3.31%
Total Income	126,124.50	122,083.42	4,041.08	3.31%
Expense				
5000.1 · - Technology Expenses				
5240.1 · Website Expenses	4,200.00	0.00	4,200.00	100.0%
Total 5000.1 · - Technology Expenses	4,200.00	0.00	4,200.00	100.0%
5300.1 · Publication/Communication Expen				
5325.1 · Broadcast Emails & Faxes	45.50	0.00	45.50	100.0%
Total 5300.1 · Publication/Communication Expen	45.50	0.00	45.50	100.0%
6100 · Meetings & Travel				
6125 · Printing/Reproduction	59.54	121.64	-62.10	-51.05%
6145 · Board Awards	172.54	0.00	172.54	100.0%
Total 6100 · Meetings & Travel	232.08	121.64	110.44	90.79%

Automotive Service Councils of California Profit & Loss Prev Year Comparison January 2018

	<u>Jan 18</u>	<u>Jan 17</u>	<u>\$ Change</u>	<u>% Change</u>
6500 · Membership Recruitment/Retentio				
5420.1 · Membership Signs	0.00	38.40	-38.40	-100.0%
6506 · Membership Recruitment Drive	421.38	0.00	421.38	100.0%
6535 · Legal Advise-Member Service	1,250.00	1,250.00	0.00	0.0%
Total 6500 · Membership Recruitment/Retentio	<u>1,671.38</u>	<u>1,288.40</u>	<u>382.98</u>	<u>29.73%</u>
7100 · General & Admin Expenses				
7101 · Office Supplies	0.00	39.91	-39.91	-100.0%
7103 · Printing/Reproduction	116.10	375.42	-259.32	-69.08%
7105 · Telephone/Fax	70.00	70.00	0.00	0.0%
7106 · Telephone Conference Calls	0.00	144.38	-144.38	-100.0%
7107 · Postage/Mailing	128.35	57.32	71.03	123.92%
7111 · Insurance	518.09	522.18	-4.09	-0.78%
7123 · Off-Site Storage	112.00	112.00	0.00	0.0%
7124 · On-Site Storage	90.00	90.00	0.00	0.0%
7126 · Bank Charges/Credit Card Fees	1,506.88	1,682.26	-175.38	-10.43%
7127 · Filing Fees/Penalties	20.00	20.00	0.00	0.0%
Total 7100 · General & Admin Expenses	<u>2,561.42</u>	<u>3,113.47</u>	<u>-552.05</u>	<u>-17.73%</u>
7500 · Building Maint & Mgmt				
7505 · Building Mgmt Fees	678.00	678.00	0.00	0.0%
7510 · Utilities	274.63	243.53	31.10	12.77%
Total 7500 · Building Maint & Mgmt	<u>952.63</u>	<u>921.53</u>	<u>31.10</u>	<u>3.38%</u>
8100 · Professional Services				
8120 · Management Services	17,500.00	17,500.00	0.00	0.0%
8130 · Advocacy	2,750.00	2,750.00	0.00	0.0%
8150 · Legal	41.42	442.50	-401.08	-90.64%
Total 8100 · Professional Services	<u>20,291.42</u>	<u>20,692.50</u>	<u>-401.08</u>	<u>-1.94%</u>
Total Expense	<u>29,954.43</u>	<u>26,137.54</u>	<u>3,816.89</u>	<u>14.6%</u>
Net Ordinary Income	96,170.07	95,945.88	224.19	0.23%
Other Income/Expense				
Other Income				
9100 · Other Revenue/Expenses				
4907 · Realized Gain/Loss Investments	11,257.19	2,183.28	9,073.91	415.61%
Total 9100 · Other Revenue/Expenses	<u>11,257.19</u>	<u>2,183.28</u>	<u>9,073.91</u>	<u>415.61%</u>
Total Other Income	<u>11,257.19</u>	<u>2,183.28</u>	<u>9,073.91</u>	<u>415.61%</u>
Net Other Income	<u>11,257.19</u>	<u>2,183.28</u>	<u>9,073.91</u>	<u>415.61%</u>
Net Income	<u><u>107,427.26</u></u>	<u><u>98,129.16</u></u>	<u><u>9,298.10</u></u>	<u><u>9.48%</u></u>

ASC/MBI COMMITTEE RECOMMENDATION FORM

COMMITTEE: Membership

DATE: 02/01/18

Committee Recommendation # 1

COMMITTEE RECOMMENDATION

The membership committee has drafted, and voted to approve, the attached statement announcing the new CAT educator membership opportunity. The Membership Committee recommends approval by the board of directors.

Committee Vote: 6 Ayes 0 Nays Abstentions

Committee Findings: N/A Budgeted Item
 Budget Augmentation of \$

BUDGET & FINANCE COMMITTEE FINDINGS

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

EXECUTIVE COMMITTEE RECOMMENDATION TO THE BOARD OF DIRECTORS

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

Executive Committee Vote: Ayes Nays Abstentions

ALTERNATE RECOMMENDATION:

Statement by the Automotive Service Councils of California Relating to Free Educator Membership for Members of the association of California Automotive Teachers

In its effort to strengthen relationships with industry educators, the Automotive Service Councils of California (ASCCA) is pleased to announce that they are offering free educator-level membership to any individual who is an **educator/teacher member** of California Automotive Teachers (CAT).

Led by dedicated and passionate volunteers, ASCCA's Mission Statement is to provide business resources and to advance the professionalism of the Automotive Repair *Industry*. ASCCA understands the important role that CAT members play in the automotive industry, teaching young men and women the knowledge and skills necessary to be successful in their career.

ASCCA educator members have access to all the benefits of being an ASCCA member, including:

- Subscription to TeamTalk—an email-based community of ASCCA's 500+ members who regularly exchange information and ideas on a wide range of topics
- Exclusive ASCCA member benefits from our corporate partners, outlined [here](#)
- Members-only legislative updates from our lobbyist in Sacramento on legislation and regulations that directly impact the auto repair industry
- Invitation to quarterly Team Weekends to network with your peers and participate in committee meetings
- A front-row seat to the decisions ASCCA leaders will be making in the coming years in shaping a new automotive training degree program in California

ASCCA leaders also welcome and encourage any CAT educator member who joins ASCCA to help advance the industry by participating in any of ASCCA's committees, including: Government Affairs, Connected Cars, Membership, Revenue & Benefits, and Public Relations.

CAT educator members will also be eligible to renew their membership for free, as long as they maintain an active CAT educator/teacher membership. ASCCA reserves the right to discontinue the free membership with a 90-day notice.

To join ASCCA, CAT members must contact **XYZ** at CAT for application instructions.



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

ASCCA
 A non-profit Corporation
 One Capitol Mall, Suite 800
 Sacramento, CA 95814
 (916) 924-9054 or (800) 810-4272
 Fax: (916) 444-7462 or
 info@ascca.com

Membership Application ASCCA—California Automotive Teachers (CAT) Educator Member

CONTACT INFORMATION

SCHOOL NAME _____

MEMBER NAME _____

ADDRESS _____

CITY _____ STATE _____ ZIP _____

PHONE () _____ FAX () _____

E-MAIL _____ Website: _____

CAT Verification
 Initial: _____
 Date: _____

Please note that by providing your fax and/or email address you are giving ASCCA, related foundations, for-profit subsidiaries and chapters permission to contact you via one or both of these media.

LIST YOUR MEMBERSHIP(S) IN OTHER TRADE ASSOCIATIONS _____

HOW DID YOU HEAR ABOUT ASCCA? _____

ASCCA—CAT EDUCATOR MEMBER QUALIFICATIONS

To qualify for ASCCA CAT Educator Membership, you must be a member in good standing with the California Automotive Teachers (CAT). You must also meet the definition of an ASCCA Educator Members as stated in the ASCCA bylaws *Article IV, Section 4-02. Membership Categories: Item D: Educator Member* that reads as follows:

Educator members shall be teachers or administrators working in an accredited California school who do not own or manage an automotive repair facility. Educator members shall not be entitled to vote but shall be entitled to hold elective office.

MEMBERSHIP AGREEMENT

By my signature below, I affirm that I have read, understand and agree to the ASCCA Code of Ethics and Membership Pledge provided on the back of this form. I also qualify for ASCCA CAT membership as defined above.

Signature: _____ Date: _____

CODE OF ETHICS

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

MEMBERSHIP PLEDGE

I, the undersigned hereby apply for membership in the AUTOMOTIVE SERVICE COUNCILS OF CALIFORNIA, hereafter referred to as ASCCA. I promise to abide by the Constitution, Bylaws and Code of Ethics and all the other policies of the organization duly promulgated by its Board of Directors, including those related to guarantees and advertising. It is expressly understood that, as a condition of my membership, I promise to stand behind the services I perform and the products I sell in accordance with the accepted customs of the industry.

I understand that **signs, decals and emblems remain the property of ASCCA** and are only leased by me. It is also understood that I am not entitled to ASCCA Member Group bonuses, dividends, rebates, or other financial benefits unless I am a **member in good standing** at the time that the dividends are distributed. In addition, I understand that until further written notice, I consent to receive facsimile and/or e-mail messages and solicitations from ASCCA, related foundations, for-profit subsidiaries and chapters to the fax number and email address listed on this application. By signing this application, I am further stating that I have the authority to enter into this agreement and to grant contact via one or both of these mediums.

I have read and understand the ASCCA Code of Ethics. Furthermore, I agree to adhere to and abide by the Code of Ethics if I am to remain a member in good standing.

I accept and understand that any member of ASCCA has the right to level accusations against another member of the association for violating the ASCCA Code of Ethics, provided said accusations are made in writing and with a signature affixed.

I understand that should another member accuse me of one or more Code of Ethics violations, I will be afforded due process in the resolution of the accusations, in accordance with the policies and procedures of ASCCA.

Contact Information:

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

ASC/MBI COMMITTEE RECOMMENDATION FORM

COMMITTEE: Chapter Representatives

DATE: 2/5/18

Committee Recommendation # 2

COMMITTEE RECOMMENDATION

The Chapter Reps Committee recommends to the ASCCA Board of Directors that Paul Grech of Chpater 21 be named an honorary ASCCA member for his years of dedication to ASCCA and his chapter. The committee voted to approve the recommendation during its January 25, 2018 committee meeting.

Committee Vote: 12 Ayes 0 Nays 0 Abstentions

**Committee Findings: N/A Budgeted Item
 Budget Augmentation of \$**

BUDGET & FINANCE COMMITTEE FINDINGS

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

EXECUTIVE COMMITTEE RECOMMENDATION TO THE BOARD OF DIRECTORS

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

Executive Committee Vote: Ayes Nays Abstentions

ALTERNATE RECOMMENDATION:

ASC/MBI COMMITTEE RECOMMENDATION FORM

COMMITTEE: Bylaws, Policy & Procedure Committee DATE: 2/25/18

Committee Recommendation # 3

COMMITTEE RECOMMENDATION

Per direction from the Board of Directors, the Bylaws, Policy & Procedure Committee recommends approval of proposed amendments to *Bylaws Article IV Section: 4-02: Membership Categories* to create a new Out of State membership category.

Committee Vote: 4 Ayes 0 Nays 0 Abstentions

Committee Findings: No Budgeted Item
 Budget Augmentation of \$

BUDGET & FINANCE COMMITTEE FINDINGS

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

EXECUTIVE COMMITTEE RECOMMENDATION TO THE BOARD OF DIRECTORS

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

Executive Committee Vote: Ayes Nays Abstentions

ALTERNATE RECOMMENDATION:

Bylaws Article IV

Section: 4-02. Membership Categories: The ASCCA shall be comprised of different categories of membership, each of which shall be an organization, person, firm or association defined as follows. Membership categories may be further defined in policy adopted by the board of directors. Only members in good standing are eligible to vote or hold elective office.

- a. Regular members shall be automotive service businesses validly and currently registered in good standing with the California Department of Consumer Affairs (DCA) Bureau of Automotive Repair (BAR) as an Automotive Repair Dealer (ARD). Regular members shall be entitled to vote and shall be entitled to hold elective office.
- b. Associate members shall be those businesses, which supply goods, equipment or services to the automotive service/repair industry, and/or those automotive repair businesses, regardless of type. Associate members shall be entitled to vote and shall be entitled to hold elective office, as described in Article X: Board of Directors, Section 10-02 of this document.
- c. Lifetime Honorary Members
 1. Past Presidents of the ASCCA, upon completion of their term of office, shall be granted Lifetime Honorary Member status. Past Presidents will retain all the rights of a regular member including the ability to hold office as long as he/she maintains an active Automotive Repair Dealer (ARD) license.
 2. Lifetime Honorary Membership may also be conferred upon individuals who have rendered efforts on behalf of the automotive service industry or the ASCCA that merit special recognition. This membership shall be confirmed by the affirmative vote of at least two-thirds of the current ASCCA Board of Directors. Without payment of dues, Lifetime Honorary members will not be entitled to vote or hold elective office.
- d. Educator members shall be teachers or administrators working in an accredited California school who do not own or manage an automotive repair facility. Educator members shall not be entitled to vote but shall be entitled to hold elective office.
- e. Retired members are those individuals who were a Regular member in good standing at the time of retirement. Retired members shall not be entitled to vote but shall be entitled to hold elective office.
- f. Technician members are those individuals who provide automotive repair services but do not have any proprietary interest in an automotive repair facility. Technician members shall not be entitled to vote or hold elective office.
- g. Student members are those individuals who are currently attending automotive training but do not work in an automotive repair facility. Student members shall not be entitled to vote or hold elective office.

h. Branch members are defined as an additional location that is owned by the same owner as either a Regular member or Associate member. Branch members shall not be entitled to vote nor hold elective office.

i. *Out of State members shall be automotive service businesses validly and currently licensed or certified in the state in which it operates. Out of State members will not be entitled to vote or hold elective office.*



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

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Of California**

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FAX (916) 444-7462
E-mail: Info@ASCCA.com

MEMORANDUM

Date: February 9, 2018
To: ASCCA Board of Directors
From: Gloria Peterson, Executive Director
Re: Facebook Closed Group & Promotion Strategy

I had been asked by Rocky Khamenian to work with my team to outline the benefits of a Facebook Group and how it could work in tandem with the existing TeamTalk list serve. Additionally, I wanted to provide the Board with some things to consider with respect to an overall social media strategy to promote ASCCA.

This memo represents a starting point for discussion. My recommendation is that the Board assign a task force to work with staff to develop an overall communications strategy. We believe that the association could benefit by making a limited financial investment into marketing the association to non-members via social media.

Facebook Group & TeamTalk

The Board initially decided to make the Facebook Group closed. However, I would recommend that the Board reconsider this position. We should consider an approach that the Facebook Group be open to all shop owners and employ some marketing, we could see an uptick in ASCCA's outreach, influence and membership.

If we were to keep the group closed, the question remains: How does the Facebook group work with TeamTalk? There are two approaches that we recommend considering:

1. **Focusing on TeamTalk as a member benefit and using the Facebook group as like a "teaser" entry point** would be a good strategy. As an example, I was in a very active women's entrepreneurial group on Facebook but to gain access to industry experts (more than a quick group posted question that might get buried among a ton of posts) you had to pay to be a part of the "club" on their members only website.
2. **Keeping the Facebook group all ASCCA members and promoting it as a member benefit similar to TeamTalk.** The key here is really getting the Board members who use Facebook to post in the group often so it's a variety of voices (not just Rocky) and a variety of post types (not just silly things). Also, encouraging members to invite other members to join the Facebook group is huge, since TeamTalk has a leg-up since new ASCCA members are automatically added to it as they join the association. The Facebook group would be an easier platform for Chapter Leaders to post upcoming event information with photos/flyer images as well (vs. trying to email it out on TeamTalk).

Social Media Marketing Strategy

Facebook:

(Using a recent ASCCA partner of the month post on Facebook as a post boosting starting point)

- Gender - All
- Age range - 18-65+
- Locations - California
- Demographics:

Behaviors > Automotive > Owners > Aftermarket

- Auto parts
- Auto parts and accessories

Demographics > Education > Field of Study

- Auto Tech
- Automotive Technician

Demographics > Work > Job Titles

- Auto Tech
- Automotive Service Technician
- Service Manager

Interests > Additional Interests

- AAIA – Automotive Aftermarket Industry Association
- Auto mechanic
- Automotive industry
- Automotive Service Excellence

Interests > Hobbies and activities > Vehicles

- Automobiles
- Electric vehicle
- Hybrids
-

Up to 14,000,000 people could be reached with this audience.

Sarah set this audience to very general locations (all of California) and added all suggested interests and demographics just to see what Facebook could come up with, related to the automotive industry. Keeping these settings would allow of a reach of up to 270,000 of the 14,000,000 possible.

We can see the budget at any amount the ASCCA is comfortable with. Sarah recommends starting small and seeing what sort of traction we get, maybe \$100-\$200 for a 14-day promo (max reach of 49,000 people if we pay \$200 as compared to the highest organic reach we have which is less than 100 people) once we have solidified what exactly we'd like to promote. Keep in mind there are a variety of post image/graphic restrictions (i.e. not having too much text within the graphic) and post text restrictions.

Twitter:

Twitter has a different option available that promotes all your tweets (not re-tweets) out to a larger audience. We have had some success using this with another AMG client Twitter account.

It's called Twitter Promote Mode and costs \$99 per month: <https://business.twitter.com/en/help/twitter-promote-mode-help.html>. According to Twitter - "accounts will reach 30,000 additional people and add 30 followers each month on average." which seems right in line with what we've seen for our other client.

The other option available on Twitter is similar to post booting and creating ads on

Facebook: <https://ads.twitter.com/campaign/18ce546bxw/new/campaign/objectivepicker> via Twitter Ads.

You start with a campaign objective:

- Website clicks or conversions
- Followers
- Awareness
- Tweet engagements
- Promoted video views

Then you pick a tweet to convert into an ad, e.g. a partner of the month tweet.

Here are the audience settings entered:

- *Gender - All*
- *Age range - 18 and up*
- *Locations - California*
- *Keywords: automotive, auto, automotive repair, auto repair*
- *Follower look-alikes: @carcarecouncil, @esiseminars, @CAWAorg, @AutoCareOrg, @shopware_inc, @AESwave, @KukuiCorp*
- *Behaviors: auto parts buyer, auto enthusiasts*
- *Include followers of ASCCA*

Unfortunately, Twitter won't provide an estimated audience reach. We can set the budget as daily or just a total budget and set the date range. Sarah suggest a similar promo strategy as with Facebook, max 14 days with a budget of \$100-\$200.

Note: The demographics and audience settings chosen were based on finds when typing automotive related keywords and some of the twitter accounts for organization that support the ASCCA. If there are any specific keywords or Twitter accounts we should add or change, we can finetune the list.



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MEMORANDUM

To: ASCCA Board of Directors
From: Gloria Peterson, Executive Director
Date: February 9, 2018
Re: September Team Weekend Event

The Board of Directors previously directed staff to look at a location in San Diego for the September Team Weekend. John Eppstein helped to connect us with Brad McCombs the Cuyamaca College Automotive Program Coordinator. Brad is a very avid supporter of ASCCA and welcomed the opportunity to invite us to hold our event at the campus.

There are a few details to consider with respect to dates and format. The college can host us on Friday and Saturday. The campus is closed Sunday. Therefore, we need to decide if we want to hold a Team Weekend with committee meetings or a condensed weekend with Chapter Representatives Committee and Board of Directors meetings on Saturday.

For Friday, Brad will work with the local colleges and high schools to host a collaborative day between industry and the schools to discuss the degree program and student job placement. He is a huge advocate of requiring job placement be with ASCCA member shops only. This would be a full-day event and would likely also include a tour of the school. The only caveat is that he did note that the local high schools start that same week, which may or may not pose a problem with their participation.

If we decide that we want to meet on Sunday, we will look at securing meeting space at a local hotel, which may present some additional expense.

Overall, the Cuyamaca College offer presents a great opportunity for ASCCA to accomplish one of its main goals for 2018 to assist *Chapter 24 with its tech degree program and helping to expand it on a state-wide basis.*