

MINUTES

ASCCA REVENUE & BENEFITS COMMITTEE

Thursday, January 4, 20187 | 6:00 pm – 7:00 pm

Present: John Eppstein, Dave Kusa, Maylan Newton, Rocky Khamenian, Steve Sharp, Stuart Terry 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 Meeting Minutes not enclosed to be reviewed at February Meeting
- IV. Potential Partners and Benefit Providers
 - a. 180 Biz: Todd to meet with them and have more information by Feb. 1st next meeting.
 - b. 1-800-Radiator: Tracy Renee, No new update
 - c. Advance Auto Parts: John Eppstein no new update
 - d. Alpha Environmental Engineering Petroleum Transport: Rory Balmer & Stacey Siqueiros Stacey to follow up in the New Year
 - e. All Data: Stuart Terry, No new Update
 - f. AutoShopFollowUp: Todd to follow up with Mike at Vision Conference in March
 - g. Bolt On Technology: John to follow up next week.
 - h. Car Quest: John Eppstein, Not responding to emails or calls.
 - i. Hanson Distributing: Jack Scrafield to follow up.
 - j. Identifix: Jack Crawley, No new update
 - k. IMC: Steve Vanlandingham, No new update
 - l. Liqui Moly: Steve Sharp to follow placed a large order with them.
 - m. Nextep Doug Harding no longer with OneRoad Lending: Doug no loner with either company to be removed from list.
 - n. Protractor: Todd Westerlund to follow up with Scott Througly cell #919-606-3925 change name to AMS Protractor
 - o. Ryde.ai: Tracy Renee, No new update
 - p. SSF Imported Auto Parts, LLC: John sent info and explained what ASCCA. Steve Sharp knows the CEO and head of Marketing and has offered to help reach out. Steve to follow with John to get more information on ASCCA partnerships.
 - q. Standard Motor Parts: Tracy Renee: Phil would like to get involved with ASCCA Board which could lead to a monetary commitment.
 - r. True Technologies: Tracy Renee
 - s. Valvoline: Steve Vanlandingham, No new update
 - t. Winworks: Tracy Renee, No new updates
 - u. World PAC: Rocky Khamenian, No new update
 - v. World Oil: Rocky Khamenian Talked with Tad will continue working on partnership.
Reminder to committee to follow up with their potential partners to either convert to partnership or take them off the list.

ACTION ITEM: Add Hunter Engineering Company and o. MechanicNet. Todd to send Stacey their contact information for February agenda.

ACTION ITEM: Todd suggested that the potential partners be grouped together based on category of business. Stacey to work with John on this.

ACTION ITEM: Change Protractor's name to AMS Protractor.

- V. Updates on Current Partners – *encl.*
 - a. Review Income to-date: Committee reached their targeted budget of \$45k and goal of \$60k. Corporate Partnership total for 2017: \$70,113.43

- Committee reminded to please keep in contact with your partners.

ACTION ITEM: Stacey to send out vendor score sheet. Also update on google drive.

b.

VI. Old / New Business

- a. Discuss creating Partner Thank You Plaques to be distributed at February Team Weekend.

ACTION ITEM: Stacey to work on plaques and send to John for approval by 1/19/18

ACTION ITEM: Stacey to invite all Partners to Team Weekend for Appreciation Lunch and see if they will do a testimony for ASCCA.

- b. Review and Discuss New Letter of Agreement (LOA) with Identifix: Tabled to be discussed at February meeting so committee has more time to review LOAs. Stuart to follow up with Identifix.

ACTION ITEM: Stacey to send out LOAs separate from agenda to review for February Meeting.

ACTION ITEM: Stacey to send Stuart the Identifix contacts whom sent the LOAs so he can follow up.

- c. AES Wave Raffle: Tracy Renee to contact to get raffle item. Start selling tickets February 1st and do raffle at May Team Weekend.
- d. 2018 Maylan Classes: Discussed NorCal location of Hayward at Steve Sharp's warehouse. SoCal classes John and Rocky to discuss locations in either Orange County or San Diego.

ACTION ITEM: Stacey to contact Maylan after 1/10/18 to discuss possible dates.

VII. Adjournment

Meeting adjourned at 7:17 pm