



Automotive Service Councils of California
Professionals in Automotive Service - Since 1940
www.ascca.com

Automotive Service Councils Of California

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

Team Weekend Book

*ASCCA September 2018 Team Weekend
 Cuyamaca College & Courtyard Marriott
 El Cajon, CA*

*ASCCA Degree Program – A Student Education Pathway
 ASCCA Committee Meetings
 Connected Cars Training
 Chapter Representatives Committee Meeting
 Board of Directors Meeting*

September 7-9, 2018

Thank you to our generous sponsors for your support!





Automotive Service Councils of California

Professionals in Automotive Service ~ Since 1940

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

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

CORE VALUES: Integrity, Compassion, Professionalism, Unity

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.

Membership Committee

- 150-plus new members in 2018

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 |



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

ASCCA September 2018 Team Weekend Schedule

Thank you to our Team Weekend Sponsors:



Friday, September 7

Cuyamaca College Automotive Program – I207 Meeting Room 1
Dress code – business casual

1:00 pm – 4:00 pm

ASCCA Degree Program – A Student Education Pathway

Saturday, September 8

Cuyamaca College Automotive Program – I207 Meeting Room 1
Dress code – business casual

8:05 am – 8:10 am

Opening Comments – River City Ballroom

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

8:10 am – 11:20 am

ASCCA Committee Meetings

- 8:10 – 9:00 am: Public Relations
- 9:00 – 9:10 am: Break (transition to next meeting)
- 9:10 – 10:10 am: Education, Training, Information
- 10:10 – 10:20 am: Break (transition to next meeting)
- 10:20 – 11:20 am: Concurrent meetings
 - Membership Committee
 - Revenue & Benefits Committee

11:20 am – 1:00 pm

HOSTED LUNCH – provided by Cuyamaca College

1:00 pm – 5:00 pm

Connected Cars Training

- *1:00 – 2:00 pm: Connected cars technology update – Fred Gruner, NVIDIA*
- *2:15 – 3:15 pm: Demo of Bosch ADAS technology and calibration equipment – Neal Hoffman, Mitchell Int'l*
- *3:30 – 4:15 pm: SAE + NASTF Update – Craig Johnson, NASTF Board Member and Rob Morrell, Head of Training, WORLDPAAC*
- *4:15 – 5:00 pm: Q&A with ASCCA Connected Cars Committee – student participation encouraged!*

5:00 pm

ADJOURN – ASCCA Group Dinner (no-host)

- *ALL are welcome and encouraged to attend. Location TBD.*

Sunday, September 9

Dress Code – Business / ASCCA Board Shirts Optional

8:30 am – 10:30 am

ASCCA Chapter Representatives Meeting & Board of Directors Election

10:30 am – 10:45 am

Break

10:45 am – 1:00 pm

Board of Directors Meeting & 2019 Officer Elections

HOSTED BY
CUYAMACA
COLLEGE

SPECIAL EVENT

ASCCA DEGREE PROGRAM: A STUDENT EDUCATION PATHWAY

JOIN US TO LEARN ABOUT AN
EXCITING NEW AUTOMOTIVE DEGREE PROGRAM

7

1:00PM-4:00PM

SEPTEMBER

LOCATION

CUYAMACA COLLEGE
900 Rancho San Diego Parkway
I-207 Meeting Room 1
El Cajon, CA 92119

WHO SHOULD ATTEND

- ASCCA Members
- Educators from: San Diego Multi Regional High Schools & Colleges
- Educators from: Colleges Outside of the San Diego Region

AGENDA

You will learn how this exciting new degree program works and why this program presents a valuable opportunity for students by providing them with:

- Increased work experience;
- A curriculum designed to make it easier to graduate with a "In High Demand Skill Set";
- Competency-based training and college credit by test and skill;
- A vision of the future;
- A long-term plan for a successful and rewarding career, including business ownership.

REGISTER TODAY!

Register at: www.ascca.com

Phone : 800-810-4272

Space is limited.



Connected Cars Training

September 8, 2018 1:00 - 5:00 pm

Cuyamaca College

I-207 Meeting Room 1
900 Rancho San Diego Parkway
El Cajon, CA 92119

Register Now!

www.ascca.com or



Agenda

1:00 - 2:00

Connected Cars Technology Update - Fred Gruner, NVIDIA

2:15 - 3:15

Demo of Bosch ADAS technology and calibration equipment - Neal Hoffman, Mitchell International

3:30 - 4:15

SAE + NASTF Update - Craig Johnson, NASTF Board Member, and Rob Morrell, Head of Training, WORLD PAC

4:15 - 5:00

Q&A with ASCCA Connected Car Committee
Student participation encouraged!



Special Speaker Fred Gruner

Fred is the Principal Hardware Engineer at NVIDIA Corporation. NVIDIA develops Graphic Processing Units and uses Artificial Intelligence (AI) — the next era of computing — with the GPU acting as the brain of computers, robots, and self-driving cars that can perceive and understand the world.

Other Speakers



Carolyn Coquillette
Chair, ASCCA Connected Cars Committee



Craig Johnson
NASTF Board Member



Neal Hoffman
Mitchell International



Rob Morrell
WORLD PAC

Contact Us

www.ascca.com / 800-810-4272

Follow Us

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 | | |
| ASCEF Board of Trustees | 2nd Monday | | |
| Public Relations Committee | 2nd Wednesday | | |
| Membership Committee | 2nd Thursday | | |
| Education Training & Information (ETI) Committee | 3rd Monday | | |
| Government Affairs Committee | 3rd Thursday, 2:00pm | | All Meetings Via Free Conference Call |
| Executive / Finance Committee | 4th Wednesday | | URL: uberconference.com/ascca |
| Chapter Reps Committee | 4th Thursday, 6:00pm | | Dial: 916-407-0765 (No Pin Needed) |

September 2018

Sept 7-8: Cuyamaca College
900 Rancho San Diego
Parkway K-118
El Cajon CA 92119

September 7-9, 2018

ASCCA Team Weekend

Sept 9: Courtyard by
Marriott El Cajon
141 North Magnolia Ave
El Cajon, CA 92020

| | | | |
|--------------------|----------------|--------------------------|-----------------|
| September 4, 2018 | 6:00 - 7:00 pm | Connected Cars Committee | Conference Call |
| September 10, 2018 | 6:00 - 7:00 pm | ASCEF Board of Trustees | 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 |

ASCCA Meetings Calendar 2018

(All meeting dates are tentative and subject to change)

| | | | |
|------------------|----------------|--|-----------------|
| October 8, 2018 | 6:00 - 7:00 pm | ASCEF Board of Trustees | Conference Call |
| October 15, 2018 | 6:00 - 7:00 pm | Education Training & Information (ETI) Committee | Conference Call |
| October 25, 2018 | 2:00 - 3:00 pm | Government Relations Committee | Conference Call |
| October 24, 2018 | 5:30 - 7:30 pm | Executive / Finance Committee - Budget Meeting | Conference Call |
| October 25, 2018 | 6:00 - 7:00 pm | Chapter Reps Committee | Conference Call |

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 12, 2018 | 6:00 - 7:00 pm | ASCEF Board of Trustees | Conference Call |

November 17-18, 2018

ASCCA Team Weekend

Embassy Suites Sacramento

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 10, 2018 | 6:00 - 7:00 pm | ASCEF Board of Trustees | Conference Call |
| December 17, 2018 | 6:00 - 7:00 pm | Education Training & Information (ETI) Committee | 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 |

Stay Informed. Be Heard.

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

FLY-IN SCHEDULE:

8:00 - 9:00 AM WELCOME BREAKFAST

8:30 - 9:30 AM GUEST SPEAKERS

9:30 - NOON LEGISLATIVE APPOINTMENTS

NOON - 1:30 PM LUNCH AT CAPITOL EVENT CENTER

1:30 - 3:00 PM LEGISLATIVE APPOINTMENTS



AUTOMOTIVE AFTERMARKET INDUSTRY LEGISLATIVE FLY-IN

Coordinated by ASCCA

STATE CAPITOL | TUESDAY, APRIL 23, 2019 | 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. 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; 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 a quick one 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



[Click here for online registration or scan:](#)

Name: _____ Chapter: _____
City: _____ Affiliation: _____
E-mail: _____ Cell Phone: _____

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

Yes, I plan to attend lunch (Noon-1:30pm)

Please schedule appointments 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://findyourrep.legislature.ca.gov/>

REGISTRATION DEADLINE: Registrations must be received by **April 15, 2019** 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 23, 2019 | 8:00 AM – 3:00 PM

*Please plan to arrive before the 8:00am Welcome Breakfast.
 Arrange departing flights at or after 5:30pm 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. The
 flight information is subject to change by SouthWest Airlines.*

Arrival Flights to Sacramento Airport (SMF)

For April 23

| Airport | Flight # | Depart | Arrive |
|---------------------|----------|--------|--------------|
| Burbank (BUR) | 441 | 7:20am | 8:40am* Late |
| Los Angeles (LAX) | 1131 | 5:04am | 6:30am |
| Ontario (ONT) | 281 | 5:45am | 7:10am |
| Orange County (SNA) | 755 | 7:15am | 8:50am* Late |
| San Diego (SAN) | 2133 | 6:40am | 8:30am* Late |

Departing Flights to Southern California Airports

| Airport | Flight # | Depart | Arrive |
|---------------------|----------|--------|---------------|
| Burbank (BUR) | 264 | 5:20pm | 6:30pm |
| Los Angeles (LAX) | 1061 | 6:20pm | 7:45pm |
| Ontario (ONT) | 2071 | 4:55pm | 6:20pm |
| Orange County (SNA) | 224 | 3:40pm | 5:05pm* Early |
| San Diego (SAN) | 1073 | 5:00pm | 6:30pm |

Automotive Service Councils of California

2018 State Board of Directors

President

Rocky Khamenian Chapter 48

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

Tel (949) 642-1410

Fax

4ascca@gmail.com

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

Chap. Reps. Committee Chair

Jack Scrafield Chapter 05

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

Tel (818) 769-2334

Fax (818) 769-0350

jacknhar@yahoo.com

Term: 02/01/2018 To 12/31/2018

Secretary

Rory Balmer Chapter 14

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

Tel (909) 337-0082

Fax (888) 313-2621

rory@twinpeaksautoservice.com

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

Immediate Past President

Dave Kusa Chapter 42

Autotrend Diagnostics
2885 S. Winchester Boulevard, Ste F
Campbell, CA 95008

Tel (408) 866-5140

Fax (408) 866-5198

davidkusa@hotmail.com

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

Vice President

John Eppstein Chapter 24

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

Tel (619) 280-9315

Fax (619) 717-8823

john@johnsautomotivecare.com

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

Treasurer

John Villa Chapter Sta

Villa Automotive
34 South Street
San Luis Obispo, CA 93401

Tel (805) 781-3925

Fax (805) 781-3184

jvilla@villa-automotive.com

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

Board Member

Mitch Mendenhall Chapter 24

Chapter 24
12500 Jackson Hill Drive
El Cajon, CA 92021

Tel (619) 843-6595

Fax

usabrit17@gmail.com

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

Board Director

Nick Modesti Chapter 12

Modesti's Independent Repair
12121 Jefferson Blvd
Culver City, CA 90230

Tel (310) 827-2400

Fax (310) 823-6313

nick@modestis.com

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

Board Director

Lee Chesnin Chapter 12

**BVA, Inc. - Volvo, Honda, Acura, Toyota
1522 Broadway
Santa Monica, CA 90404**

Tel (310) 393-9889

Fax (310) 395-1671

service@bvainc.net

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

Board Director

Jerry L. Kubitsky Chapter 24

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

Tel (619) 463-9400

Fax (619) 463-9404

jerry123Lee@gmail.com

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

Board Director

Rob Pitari Chapter 99

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

Tel (530) 241-1010

Fax (530) 241-7406

allwheelalignment@msn.com

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

Board Director

George Hritz Chapter Sta

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

Tel (707) 486-5148

Fax

george.hritz@sbcglobal.net

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

Board Director

Carolyn Coquillette Chapter 21

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

Tel (415) 875-9030

Fax

carolyn@lusciousgarage.com

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

Board Director

Steve Vanlandingham Chapter 24

**Van's Automotive
10813 Airport Drive
El Cajon, CA 92020**

Tel (619) 596-0011

Fax (619) 596-0022

vansautomotive@hotmail.com

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

Board Director

Todd Westerlund Chapter Sta

**Kukui Corporation
2077 Gateway Place, Suite 150
San Jose, CA 95110-1085**

Tel (888) 845-3477

Fax

todd@kukui.com

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

Advisor

Scott Brown Chapter 14

**Connie & Dick's Service Center
150 Olive Street
Claremont, CA 91711**

Tel (909) 626-5653

Fax (909) 626-6753

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

Advisor

German Lara Chapter 21

Auto Analysts/Laritas, Inc.
80 Welsh Street
San Francisco, Ca 94107

Tel (415) 543-2400

Fax (415) 543-2409

autoanalysts.sf1@gmail.com

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

Advisor

Rob Morrell Chapter Sta

WORLD PAC
37137 Hickory Street
Newark, CA 94560

Tel (510) 755-6058

Fax

robm@worldpac.com

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

Advisor

Stuart Terry Chapter 24

Stuart Terry Auto Repair
4858 El Cajon Boulevard
San Diego, CA 92115

Tel (619) 287-9626

Fax (619) 287-6158

stuartterry@sbcglobal.net

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

Advisor

Tracy Renee Chapter Sta

Gene's Auto Repair
37 Tennessee Street
Vallejo, CA 94590

Tel (707) 642-1900

Fax (707) 645-1900

TracyReneeT@aol.com

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

Automotive Service Councils of California

Chapter Representatives

Scrafield, Jack

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

Chesnin, Lee

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

Small, Stephen

16 - East Bay Chapter Representative
Chabot College
25555 Hesperian Blvd
Hayward, CA 94545
Tel (510) 723-6855
Fax
stephen_A_small@yahoo.com

Callas, Tony

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

Lara, German

21 - San Francisco Chapter Representative
Auto Analysts/Laritas, Inc.
80 Welsh Street
San Francisco, Ca 94107
Tel (415) 543-2400
Fax (415) 543-2409
autoanalysts.sf1@gmail.com

Vacant, Vacant

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

Balmer, Rory

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

Schoedl, Dennis

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

Lezcano, Rich

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

Sevim, Eric

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

Mendenhall, Mitch

24 - San Diego Chapter Representative
Chapter 24
12500 Jackson Hill Drive
El Cajon, CA 92021
Tel (619) 843-6595
Fax
usabrit17@gmail.com

Camara, John

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

Kusa, Dave

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

Schedin, Dave

99 - Redding Chapter Representative
CompuTrek LLC
659 Mission De Oro Drive
Redding, CA 96003
Tel (253) 732-5229
Fax (206) 456-6967
dave@computreksystems.com

Martirosian, Zarkis

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

Toepp, Bob

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

Guy, Travis

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

Bylaws, Policies & Procedures

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

| | | | |
|---------------------|-----------------|----------------|---------------------------|
| Steve Vanlandingham | Committee Chair | (619) 596-0011 | matsvan@cox.net |
| Stuart Terry | Vice Chair | (619) 287-9626 | stuartterry@sbcglobal.net |
| Rocky Khamenian | Member | (949) 642-1410 | 4ascca@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:

| | | | |
|---------------------|----------|----------------|-----------------------------|
| Carolyn Coquillette | Chairman | (415) 875-9030 | carolyn@lusciousgarage.com |
| Patrick Cadam | Member | (415) 647-4500 | Pat@patsgarage.com |
| Fred Gruner | Member | (650) 269-6933 | fgruner@yahoo.com |
| Craig Johnson | Member | (626) 810-2281 | cjauto@verizon.net |
| Rocky Khamenian | Member | (949) 642-1410 | 4ascca@gmail.com |
| Dave Kusa | Member | (408) 866-5140 | davidkusa@hotmail.com |
| Rob Morrell | Member | (510) 755-6058 | robm@worldpac.com |
| Niko Sougias | Member | (760) 753-4969 | niko@charliesforeigncar.com |
| Matthew Peralta | Staff | (916) 444-3568 | mperalta@amgroup.us |
| Gloria Peterson | Staff | (916) 924-9054 | gpeterson@amgroup.us |

Education Training & Information

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

| | | | |
|---------------------|----------|----------------|---------------------------------|
| Rory Balmer | Chairman | (909) 337-0082 | rory@twinpeaksautoservice.com |
| Dick DeLoach | Member | (909) 983-1538 | dick.deloach@partsandpeople.com |
| John Eppstein | Member | (619) 280-9315 | john@johnsautomotivecare.com |
| George Hritz | Member | (707) 486-5148 | george.hritz@sbcglobal.net |
| Mary Kemnitz | Member | (925) 356-0683 | mak300z@aol.com |
| Rocky Khamenian | Member | (949) 642-1410 | 4ascca@gmail.com |
| Dave Kusa | Member | (408) 866-5140 | davidkusa@hotmail.com |
| Rob Morrell | Member | (510) 755-6058 | robm@worldpac.com |
| Jack Scrafield | Member | (818) 769-2334 | jacknhar@yahoo.com |
| Grant Takikawa | Member | (559) 299-2226 | thenip@live.com |
| Steve Vanlandingham | Member | (619) 596-0011 | matsvan@cox.net |
| Gloria Peterson | Staff | (916) 924-9054 | gpeterson@amgroup.us |

Revenue & Benefits Committee

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

| | | | |
|---------------------|-----------------|----------------|------------------------------|
| John Eppstein | Committee Chair | (619) 280-9315 | john@johnsautomotivecare.com |
| Rocky Khamenian | Member | (949) 642-1410 | 4ascca@gmail.com |
| Dave Kusa | Member | (408) 866-5140 | davidkusa@hotmail.com |
| Maylan Newton | Member | (805) 526-3039 | maylan@esiseminars.com |
| Nadir Nour | Member | (213) 282-7776 | ascca12@summitvistagroup.com |
| Steve Sharp | Member | (408) 444-0437 | ssharp45@yahoo.com |
| Steve Vanlandingham | Member | (619) 596-0011 | matsvan@cox.net |
| Todd Westerlund | Member | (888) 845-3477 | todd@kukui.com |
| Kari Groff | Staff | (916) 924-9054 | kgroff@amgroup.us |
| Gloria Peterson | Staff | (916) 924-9054 | gpeterson@amgroup.us |

Government Affairs

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

| | | | |
|---------------------|------------------------------|----------------|-----------------------------|
| Dave Kusa | Committee Chair | (408) 866-5140 | davidkusa@hotmail.com |
| James Justus | Vice Chair | (619) 239-2208 | jwjustus@aol.com |
| Glenn Davis | Member | (909) 946-2282 | gdaent@dslextreme.com |
| Daniel Hiestand | Member | (530) 343-1130 | dan@chicocarcare.com |
| George Hritz | Member | (707) 486-5148 | george.hritz@sbcglobal.net |
| Craig Johnson | Member | (626) 810-2281 | cjauto@verizon.net |
| Rocky Khamenian | Member | (949) 642-1410 | 4ascca@gmail.com |
| Dennis Montalbano | Member | (559) 438-6508 | Dbenzdr@aol.com |
| Rob Morrell | Member | (510) 755-6058 | robm@worldpac.com |
| Gene Morrill | Member | (626) 963-0814 | gene@certautospec.com |
| Allen Pennebaker | Member | (925) 519-2371 | allen@orindamotors.com |
| Tracy Renee | Member | (707) 642-1900 | TracyReneeT@aol.com |
| Stuart Terry | Member | (619) 287-9626 | stuartterry@sbcglobal.net |
| Steve Vanlandingham | Member | (619) 596-0011 | matsvan@cox.net |
| John Villa | Chair, Telematics Task Force | (805) 781-3925 | jvilla@villa-automotive.com |
| Jack Molodanof | Legislative Advocate | (916) 447-0313 | jack@mgrco.org |
| Steve Caruso | Advisor | (714) 655-5324 | crzdktr@yahoo.com |
| Larry Moore | Advisor | (650) 968-5202 | larry@autoworks.com |
| Matthew Peralta | Staff | (916) 444-3568 | mperalta@amgroup.us |
| Gloria Peterson | Staff | (916) 924-9054 | gpeterson@amgroup.us |

Membership Committee

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

| | | | |
|---------------------|-----------------|----------------|-----------------------------------|
| Mitch Mendenhall | Committee Chair | (619) 843-6595 | usabrit17@gmail.com |
| John Camara | Member | (559) 688-5721 | jcamara01@sbcglobal.net |
| Lee Chesnin | Member | (310) 393-9889 | service@bvainc.net |
| Glen Dailey | Member | (916) 286-0925 | gdailey@armstrongprofessional.com |
| Shannon Devery | Member | (626) 476-9016 | shannon@fdis-sangabrielvalley.com |
| Shannon Devery | Member | (626) 476-9016 | shannon@fdis-sangabrielvalley.com |
| Rocky Khamenian | Member | (949) 642-1410 | 4ascca@gmail.com |
| Jerry Kubitsky | Member | (619) 463-9400 | jerry123Lee@gmail.com |
| Larry Moore | Member | (650) 269-0541 | larry@autoworks.com |
| Ira Newman | Member | (951) 287-0447 | iraandpat@aol.com |
| Angi Roberts | Member | (408) 266-9658 | ascca-san-jose@assoc-office.com |
| Steve Vanlandingham | Member | (619) 596-0011 | matsvan@cox.net |
| Kari Groff | Staff | (916) 924-9054 | kgroff@amgroup.us |
| Matthew Peralta | Staff | (916) 444-3568 | mperalta@amgroup.us |
| Gloria Peterson | Staff | (916) 924-9054 | gpeterson@amgroup.us |

Public Relations

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

| | | | |
|-------------------|-----------------|----------------|---------------------------|
| Jerry Kubitsky | Committee Chair | (619) 463-9400 | jerry123Lee@gmail.com |
| John Camara | Member | (559) 688-5721 | jcamara01@sbcglobal.net |
| Rocky Khamenian | Member | (949) 642-1410 | 4ascca@gmail.com |
| Dennis Montalbano | Member | (559) 438-6508 | Dbenzdr@aol.com |
| Rob Pitari | Member | (530) 241-1010 | allwheelalignment@msn.com |
| Ryan King | Staff | (916) 444-3568 | rking@amgroup.us |
| Gloria Peterson | Staff | (916) 924-9054 | gpeterson@amgroup.us |



Automotive Service Councils of California

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ASCCA Headquarters General Info:

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

ASCCA Staff:

Gloria Peterson - Executive Director
gpeterson@amgroup.us, Phone ext: 104

Matthew Peralta – Deputy Executive Director
mperalta@amgroup.us, Phone ext: 131

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

Kari Groff - Membership Services & Vendor Relations
kgroff@amgroup.us, Phone ext: 116

Ryan King - Communications and Publications Manager
rking@amgroup.us, Phone ext: 122

Sarah Austin – Manager, Digital and Social Media
saustin@amgroup.us

Felicia Price – Event Management
fprice@amgroup.us, Phone ext: 112

Automotive Service Councils Educational Foundation 2017-2018 Board of Trustees

John Eppstein

Chair

John's Automotive Care

6267 Riverdale Street

San Diego, CA 92120

Tel: 619-280-9315

john@johnsautomotivecare.com

Trustee Since: 10/2015

Term Exp: 10/2019

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

Trustee Since: 10/2011

Term Exp: 10/2019

Maylan Newton

Educational Seminars Institute

2222 Emmett Ave.

Simi Valley, CA 93063

Tel: 805-526-3039

Maylan@esiseminars.com

Trustee since: 3/2017

Term Exp: 10/2020

Gloria Peterson

President

One Capitol Mall, Ste 320

Sacramento, CA 95814

Tel: (916) 924-9054

Cell: (916) 607-2115

Fax: (916) 444-7462

gpeterson@amgroup.us

Trustee Since: 05/2018

Term Exp: 10/2021

Dara Bakhshandeh

C&D Autocare

7167 University Avenue

La Mesa, CA 91942

Tel: (619) 466-9100

dara@cdautocare.com

Craig Johnson

Secretary

Craig Johnson Automotive

19140 E. San Jose Ave.

Rowland Heights CA 91748

Tel: (626) 810-2281

Fax: (626) 912-1638

cjauto@ix.netcom.com

Trustee Since: 10/2010

Term Exp: 10/2018

Dick DeLoach

Parts & People Magazine

6766 Primrose Court

Chino, CA 91710

Tel: 909-702-0855

dickdeloach@gmail.com

Trustee since: 3/2017

Term Exp: 10/2020



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Automotive Service Councils of California

One Capitol Mall, Suite 800
Sacramento, California 95814
Toll Free: (800) 810-4272
Phone: (916) 924-9054
Fax: (916) 924-6702
E-mail: info@ascca.com

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

AGENDA

**Public Relations Committee
Saturday, September 8, 2018 – September Team Weekend
8:10 am – 9:00 am
Chair: Jerry Kubitsky**

Agenda Item

- | | |
|--|----------------|
| 1. Call to Order | Jerry Kubitsky |
| 2. Roll Call | ASCCA Staff |
| 3. Approval of Draft Minutes for August | Full Committee |
| 4. Countertop Contest Status | Jerry Kubitsky |
| 5. The New Charity and How it Works | Jerry Kubitsky |
| 6. Results of the Chapter 24 Event and Promotion | Jerry Kubitsky |
| 7. 2019 Budget for PR Committee | Jerry Kubitsky |
| 8. Promoting Student and Educator Membership (Request from ETI Committee) | Jerry Kubitsky |
| 9. New Business and New Ideas | Full Committee |
| 10. Adjournment | Jerry Kubitsky |



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One Capitol Mall, Suite 800
Sacramento, California 95814
Toll Free: (800) 810-4272
Phone: (916) 924-9054
Fax: (916) 924-6702
E-mail: info@ascca.com

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

MINUTES

**Public Relations Committee
Wednesday, August 8, 2018
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, John, Rob, Rocky
 - b. Excused: Carolyn
3. Approval of Draft Minutes for August
4. The committee approved the minutes as presented
5. Countertop Contest Status
 - a. Ryan shared the status. Current score SoCal 25 to NorCal 11.
 - b. Ryan will run an animal theme week. An extra point for a real or toy animal in the photo.
6. The New Charity and How to Move Forward
 - a. Jerry is behind on getting the initial article to Ryan. He will continue to work on it.
 - b. Jerry asked the rest of the committee to let us know if they participate in some type of charity event.
7. Promotion for Upcoming Chapter 24 Education Event
 - a. Jerry recently sent Ryan some requests to share the event information. Ryan will have this completed tomorrow.

b. Rocky will work with Carm Capriotto to promote the event.

8. New Business and New Ideas

a. N/A

9. Adjournment

a. Jerry adjourned the meeting at 5:56pm

ASCCA PR Committee Budget

The 2018 Budget is \$2600 to pay for the Countertop Contest.

The committee spent \$2,696 on the contest so far.

ASCCA PR Committee Budget

The 2018 Budget is \$2600 to pay for the Countertop Contest. The estimated costs are:

\$1700 Contest Supplies (new inserts and sign holders)

\$600 Ice Cream Social

\$300 Contest Prizes

\$2600 TOTAL

We have spent \$1300 on the contest so far, which was for the new inserts and signs.



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

AGENDA

ASCCA Education Training & Information (ETI) Committee

September 8, 2018 | 9:10 – 10:10 am (PST)

Cuyamaca College Room: S-107

900 Rancho San Diego Parkway, El Cajon, CA

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

- | | |
|--|-------------|
| I. Call to Order | R. Balmer |
| II. Roll Call | G. Peterson |
| III. Minutes of July 16 & August 20 Meetings – <i>encls.</i> | |
| IV. Review Committee Action Items & Priorities – <i>encls.</i> | G. Peterson |
| a. Review of Student Outreach PowerPoint | G. Takikawa |
| V. New Business | |
| VI. Old Business | |
| VII. Adjournment | |



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

MINUTES

ASCCA Education Training & Information (ETI) Committee

August 20, 2018 | 6:00 – 7:00 pm (PST)
Conference Call

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

I. Call to Order

The meeting was called to order at 6:04 pm.

II. Roll Call

Present: Rory Balmer, Rocky Khamenian, David Kusa, Grant Takikawa, Steve Vanlandingham, John Eppstein
Absent: Mary Kemnitz, George Hritz, Rob Morrell
Staff: Gloria Peterson

III. Review Committee Action Items & Plan of Work

The Committee reviewed the action items status. G. Peterson noted that she had not reached out to J. Eppstein about representing the ASC Educational Foundation (ASCEF) at the Chapter 14 "Build the Future" event.

ACTION G. Peterson will reach out to Dick Deloach to see if he can promote the ASCEF at the Chapter 14 "Build the Future" event.

ACTION G. Peterson will follow-up with M. Newton about the September 30 deadline to provide a leadership training outline to the committee.

G. Peterson noted that she will follow-up with R. Morrell on the status of his efforts to see if NASTF will share the information it has developed about automotive industry career pathways.

There was discussion about Mary Schmidt as a potential speaker. The Committee was provided with her topic descriptions and fees.

ACTION G. Peterson will research whether there are any You Tube videos that the Committee can review to assess Mary Schmidt further.

IV. Adjournment

The meeting adjourned at 6:29 pm.



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

MINUTES

ASCCA Education Training & Information (ETI) Committee

July 16, 2018 | 6:00 – 7:00 pm (PST)
Conference Call

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

I. Call to Order

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

II. Roll Call

Present: Rory Balmer, George Hritz Grant Takikawa, Steve Vanlandingham, Rob Morrell,
Absent: John Eppstein, Mary Kemnitz, Rocky Khamenian, David Kusa
Staff: Gloria Peterson

III. Meeting Minutes

MOTION It was moved, seconded and carried (**MSC**) (*S. Vanlandingham / G. Hritz*)
to approve the minutes of the June 20, 2018 meeting, as submitted.

IV. Review Committee Action Items & Priorities

The Committee was provided with an action items status report. G. Peterson reported an additional update that Motul has been scheduled to present during the May Team weekend.

The Committee was also provided with an updated Plan of Work. It was noted that G. Peterson will follow-up with J. Kubitsky about the PR Committee's roll in helping to promote student and educator memberships.

There was discussion about the strategic item of creation of a power point presentation that can be used to promote the automotive industry as a viable career path to students. G. Takikawa volunteered to rework the "Why Not" PowerPoint. G. Hritz offered to give feedback.

ACTION G. Peterson will resend the "Why Not" PowerPoint to the Committee.

The strategic item of developing a list of job opportunities was also discussed. R. Morrell offered to reach out to NASTF, which is currently working on this, to see if they would be willing to share their work with ASCCA.

G. Hritz offered to place the September Team Weekend information on the California Automotive Teacher's website.

G. Peterson noted that the strategic item to contact Walt Commans to ask him to assist with inviting the Los Angeles and Orange County colleges to participate in the ASCCA Degree Program Summit on Friday, September 7, has been completed.

V. New Business

R. Balmer requested the Committee's help with promoting the Chapter 14 "Build the Future" event to members and vendors.

ACTION G. Peterson will see the permission of the ASCCA Board to promote the Chapter 14 event.

ACTION G. Peterson will see if J. Eppstein could represent the ASC Educational Foundation at the Chapter 14 event.

G. Hritz mentioned a good tech force presentation provided by the California Nevada Arizona Automotive Wholesalers Association (CAWA) and will share the information with the group.

ACTION G. Peterson will send R. Balmer a link to the student member application.

VI. Adjournment

The meeting adjourned at 6:35 pm.

ASCCA ETI Committee Action Items Status Report

As of 8/31/2018

| ACTION | RESPONSIBLE | Start Date | Deadline | STATUS |
|---|-------------|------------|----------|---------------------------------------|
| Get information on the speaker costs for Mary Schmidt as a potential TW speaker 925 932 1174 | G. Peterson | | | Included in 8.20 Agenda packet |
| G. Peterson will work with Motul to schedule the training during a 2019 Team Weekend. | G. Peterson | | | COMPLETED |
| G. Peterson will work on prmoting the Chapter 14 August event to ASCCA members & corporate partners | G. Peterson | | | COMPLETED |
| G. Peterson will see if J. Eppstein can represent the Foundation at the Chapter 14 event | G. Peterson | | | |
| | | | | |
| | | | | |
| | | | | |

ASCCA ETI 2018 Plan of Work

| Project/Initiative | 2018 Milestones | Accountability | | Resource Assessment | STATUS |
|---|--|-------------------------|--------------------------|---|--|
| | | Lead | Support | | |
| Promote ASCCA Degree Program | Develop San Diego Education Summit Agenda | J. Eppstein | G. Peterson | | Completed |
| | Contact Walt Commans to Invite Los Angeles and Orange County Schools to participate | J. Eppstein | | | Completed |
| | Promote participation to CAT members | G. Hritz | | | Completed |
| | Promote participation to ASCCA members | G. Peterson | | | Completed |
| Increase ASCCA Educational Opportunities | Identify educational videos to make available as a member benefit | Rory Balmer | | Reach out to Corporate Partners to identify training resources. | |
| | Identify training for 2019 Team Weekend events. | Committee | | Research Mary Schmidt | Staff has reached out to obtain cost information and is still awaiting the details. |
| | | G. Peterson | | Determine if Motul will speak | The Committee determined that this would be well timed for either the Jan or May 2019 TW. G. Peterson will secure the scheduling |
| | | Committee / G. Peterson | | Leadership Training by Maylan Newton | 7/10 – Contacted Maylan and requested a training outline by 9/30. 8/21 – Sent Follow-up to Maylan to determine if he will meet the 9.30 deadline. |
| Promoting Student and Educator Membership | Request that PR Committee collaborate on developing the promotional materials and strategy | PR Committee | | | Need to follow-up with J. Kubitsky |
| Promoting the Automotive Industry to High School | Developing a poster for schools promoting the automotive as a viable career path. | G. Hritz | | | |
| | Revamp the “Why Not” PowerPoint presentation | G. Takikawa G. Hritz | G. Peterson / R. Morrell | | 8/20 – Grant reported that he has made progress on |

| | | | | | |
|---|--|--|------------|--|--|
| Students as a Viable Career Path | | | | | reformatting the PowerPoint presentation. He will make it available for the Committee to review during the September TW. |
| | Develop a list of job opportunities in the automotive industry | | R. Morrell | | R. Morrell will reach out to NASTF to see if they would be willing to share the list they have in development. 8/21 – G. Peterson sent Rob a follow-up email. |



AGENDA

ASCCA MEMBERSHIP COMMITTEE

Saturday, September 8, 2018 | 10:20 am - 11:20 pm
Embassy Suites Sacramento | River City Ballroom

Committee goal: 150-plus new members in 2018

| <u>Agenda Item</u> | <u>Presenter</u> |
|---|------------------|
| I. Call to order | M. Mendenhall |
| II. Roll call | M. Peralta |
| III. Approval of prior minutes <ul style="list-style-type: none"> a) July 12, 2018 – <i>encl.</i> b) August 9, 2018 – <i>encl.</i> | M. Mendenhall |
| IV. Membership Reports <ul style="list-style-type: none"> a) Membership Trends Report Update – <i>encl.</i> b) Cancellation Report & Pie Chart – <i>encl.</i> c) Outstanding Chapter Dues – <i>encl.</i> <ul style="list-style-type: none"> a. As of August 28: \$4,108 July 2018: \$2,996 August 2017: \$10,872 d) Outstanding State Dues – <i>encl.</i> <ul style="list-style-type: none"> a. As of August 28: \$4,789 July 2018: \$3,478 August 2017: \$11,999 e) Aging Report – <i>encl.</i> f) Change in Membership Report 2015-18 – <i>encl.</i> g) 150-Plus Update – <i>encl.</i> | M. Putterman |
| V. Discussion Items <ul style="list-style-type: none"> a) ASCCA Liaison Update b) 2019 budget proposal – <i>encl.</i> c) Team Talk trial membership d) Member of the Month nominees – <i>encl.</i> | M. Mendenhall |
| VIII. ADJOURN | M. Mendenhall |

2018 Meeting Attendance

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

x= In Attendance

a = Absent

e=excused

MINUTES
ASCCA MEMBERSHIP COMMITTEE
Thursday, July 12, 2018 | 6:00 p.m.
Conference Call

I. Call to Order

The meeting was called to order at 6:01 pm.

II. Roll Call

Present: Jim Silverman, Jerry Kubitsky, Lee Chesnin, Steve Vanlandingham, John Camara, Rocky Khamenian, Larry Moore

Absent: Mitch Mendenhall (excused), Glen Dailey, Shannon Devery (excused), Tracy Renee (excused), Angi Roberts

Staff: Matt Peralta, Kari Groff

III. Minutes approval of the June 14, 2018 meeting

It was moved/seconded/carried (M.S.C.) to approve the June 14, 2018 meeting minutes (S. Vanlandingham / J. Kubitsky).

IV. Membership reports

K. Groff presented the membership reports to the committee noting that since the June committee call, 3 new members were signed up, and 12 members cancelled. Since January 1, 39 members have signed up and 42 have cancelled, resulting in a -3 net change in membership YTD. As of July 9, the outstanding chapter dues is \$2,996 and outstanding state dues are \$3,478.

ACTION K. Groff will send J. Silverman a list of the associate members that cancelled.

V. ASCCA liaison update

L. Moore provided the committee with some feedback from his work as an ASCCA member liaison, noting that it has been a challenge in working with non-member shops due to their independent mentality, noting that many do not believe that joining ASCCA will provide them with any knowledge they don't already have. The committee discussed new approaches, such as soliciting members to refer a non-member shop that the liaisons can follow up with.

It was M.S.C. to recommend to the board of directors that a one-month "view only" trial period to Team Talk be made available to potential members, following guidelines developed by ASCCA staff and the Membership Committee chair (L. Chesnin / J. Kubitsky).

VI. Exit survey update

J. Silverman notified the committee that he has spoken with a handful of dropped members to conduct the committee's exit survey. The primary feedback he has received is that shops are facing financial struggles, and similar to L. Moore's feedback, don't think there are any new skills to be learned that they haven't already.

VII. Adjournment

The meeting adjourned at 6:57 p.m.



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

MINUTES

ASCCA Membership Committee Meeting

Thursday, August 9, 2018 | 6:00 – 7:00 pm
Conference Call

I. Call to Order

J. Silverman called the meeting to order at 6:02 pm.

II. Roll Call

Present: Jim Silverman, Lee Chesnin, Shannon Devery, Rocky Khamenian (President)

Absent: Angi Roberts (excused), John Camara (excused), Mitch Mendenhall (excused), Jerry Kubitzky (excused), Steve Vanlandingham (excused), Tracy Renee.

Staff: Kari Groff

III. Minutes Approval: No quorum, minutes to be approved next time.

IV. Membership Reports

Kari Groff gave membership reports. 2 new members signed up, including DFC a new Corporate Partner. 2 were canceled for non payment of dues. Since 1/1/2018 44 have canceled and 42 have joined with a -2 net change in membership YTD. As of Aug 3, the outstanding chapter dues are \$10,872 and the outstanding State dues are \$11,999. UPDATE: Team Talk trial was approved by the board, we're working on language/process with Mitch Mendenhall. Potential members on a trial won't be able to post, just read what's being posted by members.

ACTIONS: Kari to check if Joseph Appler is an active member.

ACTIONS: Kari to make a comprehensive list of prior Member of the Month Nominees.

Members already nominated: Jerry, Jon Gustafson, Grant +.

V. Liaison Update

No Liaisons Present.

VI. Exit Survey Update

None

VII. Adjournment

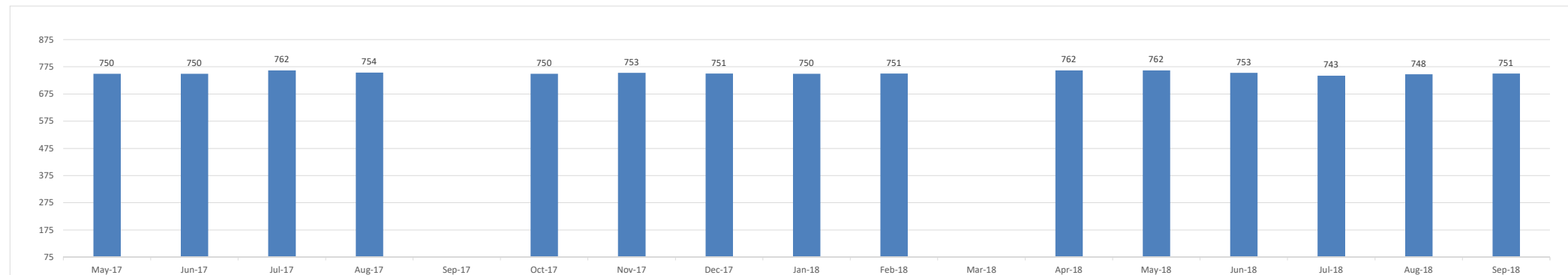
J. Silverman adjourned the meeting at 6:23pm

ASCCA Membership Trends

| | 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 | 4/6/18 | 5/10/18 | 6/7/18 | 7/9/18 | 8/3/18 | 9/3/18 | YTD New Members (since 1/1/18) | YTD Suspended Members | YTD Cancelled Members | Chapt. Rep | |
|--------------------|--------|----------|---------|---------|--------|---------|--------|---------|---------|--------|---------|--------|---------|---------|---------|--------|---------|--------|---------|--------|--------|--------|--------|--------------------------------|-----------------------|-----------------------|--------------------|-----------|
| Foothill | 117 | 115 | 116 | 115 | 117 | 112 | 112 | 112 | 111 | 111 | 111 | 111 | 110 | 110 | 107 | 107 | 106 | 108 | 107 | 105 | 102 | 104 | 105 | 4 | 1 | 6 | Jack Scrafield | |
| San Joaquin Valley | 9 | 9 | 9 | 8 | 9 | 8 | 8 | 8 | 8 | 8 | 8 | 8 | 8 | 8 | 8 | 8 | 8 | 8 | 8 | 8 | 8 | 8 | 8 | | | | Vacant | |
| W. Los Angeles | 34 | 34 | 35 | 35 | 34 | 34 | 34 | 33 | 33 | 34 | 34 | 35 | 35 | 35 | 36 | 35 | 36 | 35 | 36 | 35 | 35 | 35 | 35 | 2 | | 2 | Lee Chesnin | |
| Inland Empire | 34 | 34 | 34 | 34 | 34 | 34 | 32 | 32 | 33 | 32 | 33 | 32 | 33 | 33 | 31 | 31 | 31 | 31 | 31 | 31 | 31 | 31 | 31 | | | | Rory Balmer | |
| East Bay | 21 | 21 | 21 | 21 | 21 | 20 | 20 | 20 | 20 | 20 | 22 | 22 | 22 | 22 | 23 | 23 | 24 | 24 | 24 | 24 | 24 | 24 | 24 | 1 | | | Stephen Small | |
| Long Beach | 15 | 15 | 14 | 14 | 14 | 14 | 14 | 14 | 14 | 14 | 15 | 14 | 14 | 14 | 14 | 14 | 14 | 14 | 14 | 14 | 14 | 13 | 13 | | | 1 | Dennis Schoedl | |
| LAX/South Bay | 24 | 24 | 24 | 24 | 24 | 24 | 24 | 23 | 23 | 24 | 25 | 26 | 26 | 26 | 25 | 25 | 26 | 25 | 25 | 25 | 25 | 24 | 24 | | | 1 | Tony Callas | |
| Mt. Diablo | 56 | 56 | 56 | 56 | 56 | 54 | 55 | 54 | 53 | 52 | 53 | 52 | 52 | 52 | 52 | 53 | 52 | 51 | 50 | 50 | 47 | 48 | 48 | 2 | | 7 | Rich Lezcano | |
| San Francisco | 14 | 14 | 14 | 14 | 14 | 15 | 15 | 15 | 15 | 15 | 15 | 15 | 14 | 14 | 14 | 14 | 14 | 14 | 14 | 14 | 13 | 13 | 13 | 1 | | 2 | German Lara | |
| Peninsula | 15 | 15 | 15 | 15 | 15 | 12 | 12 | 12 | 12 | 12 | 12 | 12 | 11 | 11 | 11 | 11 | 11 | 11 | 11 | 11 | 11 | 11 | 11 | 1 | | | Eric Sevim | |
| San Diego | 81 | 79 | 79 | 77 | 77 | 76 | 77 | 77 | 77 | 76 | 77 | 77 | 77 | 77 | 77 | 76 | 76 | 76 | 75 | 74 | 74 | 72 | 72 | 1 | 1 | 5 | Mitch Mendenhall | |
| Fresno | 30 | 28 | 28 | 27 | 28 | 24 | 24 | 23 | 23 | 23 | 23 | 23 | 22 | 22 | 22 | 21 | 21 | 21 | 21 | 21 | 21 | 21 | 21 | | | | Zarkis Martirosian | |
| Tulare/ Visalia | 17 | 17 | 17 | 17 | 17 | 18 | 18 | 18 | 18 | 18 | 18 | 17 | 16 | 16 | 16 | 16 | 16 | 16 | 16 | 16 | 16 | 14 | 14 | | | 2 | John Camara | |
| Santa Rosa | 22 | 22 | 22 | 22 | 22 | 21 | 20 | 20 | 20 | 21 | 23 | 23 | 24 | 24 | 24 | 25 | 24 | 24 | 24 | 24 | 24 | 26 | 27 | 27 | 4 | | 3 | Bob Toepp |
| Sacramento | 14 | 14 | 14 | 14 | 14 | 14 | 14 | 14 | 14 | 14 | 14 | 14 | 14 | 14 | 14 | 14 | 14 | 14 | closed | | | | | | | | | closed |
| San Jose | 38 | 38 | 38 | 38 | 38 | 36 | 36 | 36 | 36 | 36 | 36 | 36 | 35 | 36 | 36 | 35 | 36 | 36 | 36 | 36 | 36 | 36 | 36 | 3 | | 2 | Dave Kusa | |
| N. Orange County | 50 | 49 | 49 | 49 | 50 | 51 | 51 | 51 | 51 | 52 | 53 | 52 | 53 | 53 | 54 | 54 | 53 | 56 | 56 | 54 | 54 | 54 | 54 | 4 | 1 | 3 | Travis Guy | |
| Redding | 18 | 18 | 20 | 20 | 20 | 20 | 20 | 21 | 21 | 21 | 22 | 21 | 21 | 24 | 24 | 24 | 23 | 25 | 25 | 26 | 26 | 26 | 24 | 2 | | 3 | Dave Schedin | |
| ASCCA Only | 183 | 181 | 179 | 178 | 176 | 173 | 174 | 165 | 168 | 167 | 168 | 164 | 163 | 162 | 163 | 164 | 166 | 173 | 189 | 185 | 184 | 186 | 188 | 21 | | 6 | | |
| | 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 | Apr-18 | May-18 | Jun-18 | Jul-18 | Aug-18 | Sep-18 | | | | | |
| | 792 | 783 | 784 | 778 | 780 | 760 | 760 | 748* | 750 | 750 | 762 | 754 | 750 | 753 | 751 | 750 | 751 | 762 | 762 | 753 | 743 | 748 | 751 | 45 | 3 | 43 | | |
| | (15) | (9) | 1 | (6) | 2 | (20) | 0 | (1) | 2 | (1) | 12 | (8) | (4) | 3 | (3) | (1) | 1 | 11 | 0 | (9) | (10) | 5 | 3 | | | | | |

| | Feb-17 | Mar-17 | Apr-17 | May-17 | Jun-17 | Jul-17 | Aug-17 | Oct-17 | Nov-17 | Dec-17 | Jan-18 | Feb-18 | Apr-18 | May-18 | Jun-18 | Jul-18 | Aug-18 | Sep-18 |
|----------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Associate | 64 | 63 | 62 | 63 | 64 | 65 | 62 | 63 | 63 | 63 | 63 | 64 | 66 | 65 | 60 | 59 | 60 | 61 |
| Regular | 501 | 501 | 499 | 501 | 500 | 503 | 499 | 492 | 494 | 492 | 489 | 485 | 485 | 486 | 480 | 473 | 475 | 475 |
| Branch** | 21 | 19 | 20 | 18 | 18 | 25 | 25 | 25 | 25 | 23 | 24 | 25 | 27 | 27 | 28 | 27 | 27 | 27 |
| Corp Sponsor | 24 | 27 | 18 | 19 | 19 | 20 | 21 | 21 | 21 | 21 | 21 | 21 | 21 | 21 | 22 | 22 | 23 | 23 |
| Educational | 38 | 38 | 37 | 37 | 37 | 37 | 36 | 37 | 37 | 38 | 39 | 39 | 46 | 46 | 46 | 45 | 47 | 48 |
| Honor Lifetime | 59 | 59 | 59 | 59 | 59 | 59 | 58 | 58 | 59 | 60 | 60 | 60 | 61 | 61 | 61 | 61 | 61 | 61 |
| Retired | 31 | 31 | 31 | 31 | 31 | 31 | 31 | 32 | 32 | 32 | 32 | 34 | 33 | 33 | 33 | 33 | 33 | 33 |
| Student | 7 | 7 | 7 | 7 | 7 | 7 | 7 | 7 | 7 | 7 | 7 | 8 | 8 | 8 | 8 | 8 | 8 | 8 |
| Vendor | 15 | 15 | 15 | 15 | 15 | 15 | 15 | 15 | 15 | 15 | 15 | 15 | 15 | 15 | 15 | 15 | 14 | 14 |
| Total | 760 | 760 | 748 | 750 | 750 | 762 | 754 | 750 | 753 | 751 | 750 | 751 | 762 | 762 | 753 | 743 | 748 | 751 |

TOTAL MEMBERSHIP CHANGE TO DATE 2018: 2



ASCCA Cancellations Report

Report Date: 9/03/18

| | | |
|---------------------------------|------------|---------------------|
| | YTD | Since 8/3/18 |
| New members | 45 | 4 |
| Canceled members | 43 | 3 |
| Net change in membership | 2 | |

NEW MEMBERS SINCE 8/3/18

Rock Star Marketing (AM - Sta)
Meyer & Meyer Enterprises (AM - 5)
College of the Redwoods (CAT -Sta)
Local Heroes Auto Service (RM - 28)

DROPPED MEMBERS YEAR TO DATE

| Member Type Cancelling | | | |
|-------------------------------|-------------|---------------------------|--|
| | Type | Lost State Revenue | |
| 29 | Regular | \$ 11,600.00 | |
| 10 | Associate | \$ 4,950.00 | |
| 3 | Branch | \$ 750.00 | |
| 2 | Educ/Hon | \$ 25.00 | |
| | | \$17,325 | |

| Reasons for Cancelling | |
|-------------------------------|--|
| 24 | Not sufficient value/Declined renewal/NonPayment of Dues |
| 6 | Money Issues |
| 13 | Other: Shop closed/sold, contact left, etc. |

| Member | Chapter | Mem Type | Joined | Canceled | Reason |
|-----------------------------|----------------|-----------------|---------------|-----------------|---------------------|
| NAPA Auto Parts | 5 | BR | 2017 | 19-Jan | Financial concerns |
| Phil's Imports, Inc. | 5 | RM | 1989 | 16-Feb | Retired/Sold Shop |
| Two Brothers Automotive | 5 | RM | 1997 | 18-Apr | Declined renewal |
| Jon's Pit Stop | 5 | RM | 2012 | 21-May | Financial concerns |
| Mike Bradley's Automotive | 5 | RM | 2015 | 6-Jun | Not enough value |
| Jim Matson Automotive | 12 | RM | 1983 | 6-Mar | Retired/Sold Shop |
| R.F.S. Management | 12 | RM | 2014 | 6-Mar | Declined renewal |
| Lancer Automotive | 12 | RM | 1980 | 21-May | Retired/Closed Shop |
| SC Fuels (ch 18 Only) | 18 | BR | 2017 | 25-Jun | Declined renewal |
| Jay's Auto Center | 1940 | RM | 1970 | 28-Mar | Retired/Sold Shop |
| Auto Electric & Fuel | 20 | RM | 2002 | 18-Apr | Retired/Sold Shop |
| Auto Tech | 20 | RM | 2000 | 16-Jan | Declined Renewal |
| Central Automotive | 20 | RM | 2009 | 16-Mar | Retired/Sold Shop |
| Chris Engine & Auto Repair | 20 | RM | 2008 | 3-Jul | Non-payment of dues |
| Timmons Auto & Truck Repair | 20 | RM | 2010 | 3-Jul | Non-payment of dues |
| Farmers Insurance | 20 | AM | 2010 | 16-Jan | Non-payment of dues |
| LaVere's VW & Audi Only | 20 | RM | 2011 | 15-Mar | Not enough value |
| Allied Engine & Auto Repair | 21 | RM | 1977 | 31-Jan | Retired/Closed Shop |
| ABC Automotive | 21 | RM | 2008 | 3-Jul | Non-payment of dues |
| Poway Transmission Corp | 24 | RM | 2013 | 16-Jul | Non-payment of dues |
| Dualtone Automotive | 24 | RM | 1994 | 16-Jul | Non-payment of dues |

ASCCA Cancellations Report

Report Date: 9/03/18

| | | | | | |
|------------------------------|-----|----|------|--------|---------------------|
| Mainstream Merchant | 24 | AM | 2016 | 21-May | Non-payment of dues |
| Marie Milliman-Farmers Ins | 24 | AM | 2015 | 18-Apr | Health Issues |
| San Diego Carburetor | 24 | RM | 2010 | 6-Mar | Financial concerns |
| Golden State Mighty | 26 | AM | 2014 | 3-Jul | Non-payment of dues |
| John Howell's Service Center | 26 | RM | 2001 | 18-Jun | Financial Concerns |
| Auto Solutions | 28 | RM | 2014 | 14-Feb | Retired/Sold Shop |
| Prismacor Auto Body | 28 | RM | 2014 | 8-Feb | Non-payment of dues |
| Santa Rosa Auto Parts | 28 | AM | 2016 | 27-Aug | Retired/Sold Shop |
| Techelp | 42 | EM | 2001 | 18-Apr | Retired/Sold Shop |
| The Driving Machine | 42 | RM | 1990 | 26-Feb | Financial concerns |
| BG Petrospecs | 48 | BR | 2006 | 21-May | Declined renewal |
| California Auto Refrig | 48 | AM | 1994 | 8-Feb | Non-payment of dues |
| One Stop Undercar | 48 | AM | 1996 | 6-Jun | Retired/Sold Shop |
| Autoworks | 99 | RM | 2017 | 27-Aug | Non-payment of dues |
| Metric Motors | 99 | RM | 2017 | 27-Aug | Non-payment of dues |
| Redding Transmission | 99 | RM | 2017 | 8-Feb | Financial concerns |
| Bill Moyle Automotive | Sta | RM | 2014 | 15-Jun | Non-payment of dues |
| Coast Automatic Transmission | Sta | RM | 2003 | 9-Jul | Retired/Closed Shop |
| Crusader Insurance | Sta | AM | 2017 | 1-Jun | Non-payment of dues |
| Tips Cadillac Service | Sta | RM | 2015 | 15-Jun | Non-payment of dues |
| Warren Distributing | Sta | AM | 1995 | 1-Jun | Non-payment of dues |
| Zenergy Works | Sta | AM | 2009 | 21-May | Non-payment of dues |



Outstanding Chapter Dues By Chapter

Chapter: 05

TOTAL Outstanding Chapter Dues: \$900.00

Chapter: 14

TOTAL Outstanding Chapter Dues: \$455.00

Chapter: 16

TOTAL Outstanding Chapter Dues: \$50.00

Chapter: 1940

TOTAL Outstanding Chapter Dues: \$300.00

Chapter: 20

TOTAL Outstanding Chapter Dues: \$700.00

Chapter: 24

TOTAL Outstanding Chapter Dues: \$312.50

Chapter: 26

TOTAL Outstanding Chapter Dues: \$135.00

Chapter: 42

TOTAL Outstanding Chapter Dues: \$151.00

Chapter: 48

TOTAL Outstanding Chapter Dues: \$1,105.00

TOTAL OUTSTANDING CHAPTER DUES

\$4,108.50

ASCCA- Outstanding State Dues By Chapter

Chapter: **05**

TOTAL State Dues Outstanding: **\$923.75**

Chapter: **14**

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

Chapter: **16**

TOTAL State Dues Outstanding: **\$123.75**

Chapter: **18**

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

Chapter: **1940**

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

Chapter: **20**

TOTAL State Dues Outstanding: **\$636.00**

Chapter: **24**

TOTAL State Dues Outstanding: **\$262.50**

Chapter: **26**

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

Chapter: **42**

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

Chapter: **48**

TOTAL State Dues Outstanding: **\$1,120.00**

Chapter: **Sta**

TOTAL State Dues Outstanding: **\$223.75**

TOTAL OUTSTANDING STATE DUES:

\$4,789.75

Invoice Aging

Tuesday, August 28, 2018

| Company | Contact Info | Current | 31-60 | 61-90 | 91-120 | 120+ | Balance |
|--|---|----------|----------|--------|--------|----------|----------|
| Chapter 05 | | | | | | | |
| All Components Automotive Adolfo Campos | 1705 Huntington Drive Duarte, CA 91010 6265317391 acampos@allcomponentsautomotive.c | \$200.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$200.00 |
| 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 | \$200.00 | \$400.00 |
| Bauer German Car Repair Andreas Bauer | 322 West Foothill Blvd Glendora, CA 91741 (626) 963-5775 bauergermanauto@verizon.net | \$0.00 | \$200.00 | \$0.00 | \$0.00 | \$0.00 | \$200.00 |
| Brake Masters Mike Shevidi | 18556 Ventura Blvd. Tarzana, CA 91356 8183420777 Shevidi@yahoo.com | \$733.34 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$733.34 |
| Chapter 05 - Foothill Joseph Appler | 1443 East Washington Blvd #653 Pasadena, CA 91104-2650 8184820590 ASCCA.05@gmail.com | \$0.00 | \$226.00 | \$0.00 | \$0.00 | \$0.00 | \$226.00 |
| 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 |
|--|--|----------------|--------------|--------------|---------------|-------------|----------------|
| High Point Distributing Tim Huddleston | 5737 Kanan Rd #216 Agoura Hills, CA 91301 (805) 584-0030 tim@highpointdist.com | \$0.00 | \$223.75 | \$0.00 | \$0.00 | \$0.00 | \$223.75 |
| Homer's Auto Service Yo Maiwandi | 148 East Lemon Monrovia, CA 91016 (626) 358-6259 | \$0.00 | \$200.00 | \$0.00 | \$0.00 | \$200.00 | \$400.00 |
| Meyer & Meyer Enterprises Ernie Arciniego | 8138 Foothill Blvd #300 Sunland, CA 91040 ernie@rkmins.com | \$372.92 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$372.92 |
| Pasadena Automotive Repair Abraham Mitilian | 2364 E. Foothill Blvd. Pasadena, CA 91107 6267931800 abraham@pasadenaautomotive.com | \$600.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$600.00 |
| Stuttcar Service, Inc. Peter Fazekas | 1320 E. Walnut Street Pasadena, CA 91106 6263212736 peter@stuttcarservice.com | \$0.00 | \$200.00 | \$0.00 | \$0.00 | \$0.00 | \$200.00 |
| Vince's Auto Service Vincent Egan | 3230 East Colorado Blvd Pasadena, CA 91107 (626) 792-5853 | \$0.00 | \$200.00 | \$0.00 | \$0.00 | \$0.00 | \$200.00 |
| Chapter 05 Subtotal | | \$1,906.26 | \$1,649.75 | \$0.00 | \$0.00 | \$400.00 | \$3,956.01 |

| Company | Contact Info | Current | 31-60 | 61-90 | 91-120 | 120+ | Balance |
|--|--|---------|------------|--------|--------|--------|------------|
| Chapter 14 | | | | | | | |
| Dale Bright's Auto Service Dale Bright | 5180 G St Chino, CA 91710 (909) 628-0600 dbas@verizon.net | \$0.00 | \$330.00 | \$0.00 | \$0.00 | \$0.00 | \$330.00 |
| 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 |
| 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 |
| 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 | \$1,155.00 | \$0.00 | \$0.00 | \$0.00 | \$1,155.00 |
| Chapter 16 | | | | | | | |
| Mechanic Grid Kamil Targosz | 3524 Breakwater Ave. #111 Hayward, CA 94545 5102098049 info@mechanicgrid.com | \$0.00 | \$173.75 | \$0.00 | \$0.00 | \$0.00 | \$173.75 |
| Chapter 16 Subtotal | | \$0.00 | \$173.75 | \$0.00 | \$0.00 | \$0.00 | \$173.75 |

| Company | Contact Info | Current | 31-60 | 61-90 | 91-120 | 120+ | Balance |
|--|---|----------------|--------------|--------------|---------------|-------------|----------------|
| Chapter 18 | | | | | | | |
| 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 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 |
| Chapter 18 Subtotal | | \$0.00 | \$200.00 | \$0.00 | \$0.00 | \$0.00 | \$200.00 |
| Chapter 1940 | | | | | | | |
| 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 |
| Chapter 1940 Subtotal | | \$0.00 | \$600.00 | \$0.00 | \$0.00 | \$0.00 | \$600.00 |
| Chapter 20 | | | | | | | |
| 50/50 Xtreme Auto Glass, LLC Mohammad Tasleem | 2098 Market Street Concord, CA 94520 9256762000 5050xtremeauto@gmail.com | \$0.00 | \$420.00 | \$0.00 | \$0.00 | \$0.00 | \$420.00 |

| Company | Contact Info | Current | 31-60 | 61-90 | 91-120 | 120+ | Balance |
|---|--|----------------|--------------|--------------|---------------|-------------|----------------|
| All Flow Muffler & Auto Repair Danny Larson | 3900 Pacheco Blvd. Martinez, CA 94553 9252293044 allflowmuffler@yahoo.com | \$0.00 | \$220.00 | \$0.00 | \$0.00 | \$0.00 | \$220.00 |
| Devil Mountain Diesel Mark Fuenzalida Jason Loeliger | 1500 Third Avenue Walnut Creek, CA 94597 9259548582 mark@devilmountaindiesel.com | \$0.00 | \$220.00 | \$0.00 | \$0.00 | \$220.00 | \$440.00 |
| JJ Auto Repair Victor Gonzalez | 6300 Brentwood Blvd. Brentwood, CA 94513 9255135927 jjautorepair_victor@yahoo.com | \$0.00 | \$220.00 | \$0.00 | \$0.00 | \$0.00 | \$220.00 |
| Chapter 20 Subtotal | | \$0.00 | \$1,080.00 | \$0.00 | \$0.00 | \$220.00 | \$1,300.00 |

Chapter 24

| | | | | | | | |
|--|---|----------|----------|--------|--------|--------|----------|
| Auto City Ayrat Yunusov | 400 N. Johnson Avenue El Cajon, CA 92020 6195884349 ayrat@autocitysd.com | \$750.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$750.00 |
| Dieter's Independent Porsche Roger Castle | 1633 Market Street San Diego, CA 92101 (619) 234-8106 traci@dietersmotorsports.com | \$0.00 | \$227.00 | \$0.00 | \$0.00 | \$0.00 | \$227.00 |
| Harloff Automotive John Eppstein | 7445 University Ave. La Mesa, CA 91941 (619) 461-3600 john@johnsautomotive.com | \$0.00 | \$125.00 | \$0.00 | \$0.00 | \$0.00 | \$125.00 |

| Company | Contact Info | Current | 31-60 | 61-90 | 91-120 | 120+ | Balance |
|--|--|----------------|--------------|--------------|---------------|-------------|----------------|
| MOTEC Auto Care Deborah Wright | 7639 Carroll Rd #A San Diego, CA 92121 8585784300 debbie@motecautocare.com | \$0.00 | \$225.00 | \$0.00 | \$0.00 | \$0.00 | \$225.00 |
| Chapter 24 Subtotal | | \$750.00 | \$577.00 | \$0.00 | \$0.00 | \$0.00 | \$1,327.00 |
| Chapter 26 | | | | | | | |
| 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 | \$335.00 | \$0.00 | \$0.00 | \$0.00 | \$335.00 |
| Chapter 28 | | | | | | | |
| Local Heroes Auto Service Fred Blue | 1769 Bodega Ave. Petaluma, CA 94952 7077651975 lhas@localheroesauto.com | \$110.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$110.00 |
| Chapter 28 Subtotal | | \$110.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$110.00 |
| Chapter 42 | | | | | | | |
| Allied Auto Stores James Campbell | 43815 S. Grimmer Blvd Fremont, CA 94538 5106566233 james@alliedautostores.com | \$1,027.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$1,027.50 |

| Company | Contact Info | Current | 31-60 | 61-90 | 91-120 | 120+ | Balance |
|--|--|----------------|--------------|--------------|---------------|-------------|----------------|
| Autotrend Diagnostics Dave Kusa | 2885 S. Winchester Boulevard, Ste F Campbell, CA 95008 (408) 866-5140 davidkusa@hotmail.com | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$40.00 | \$40.00 |
| 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 |
| Chapter 42 Subtotal | | \$1,027.50 | \$251.00 | \$0.00 | \$0.00 | \$40.00 | \$1,318.50 |

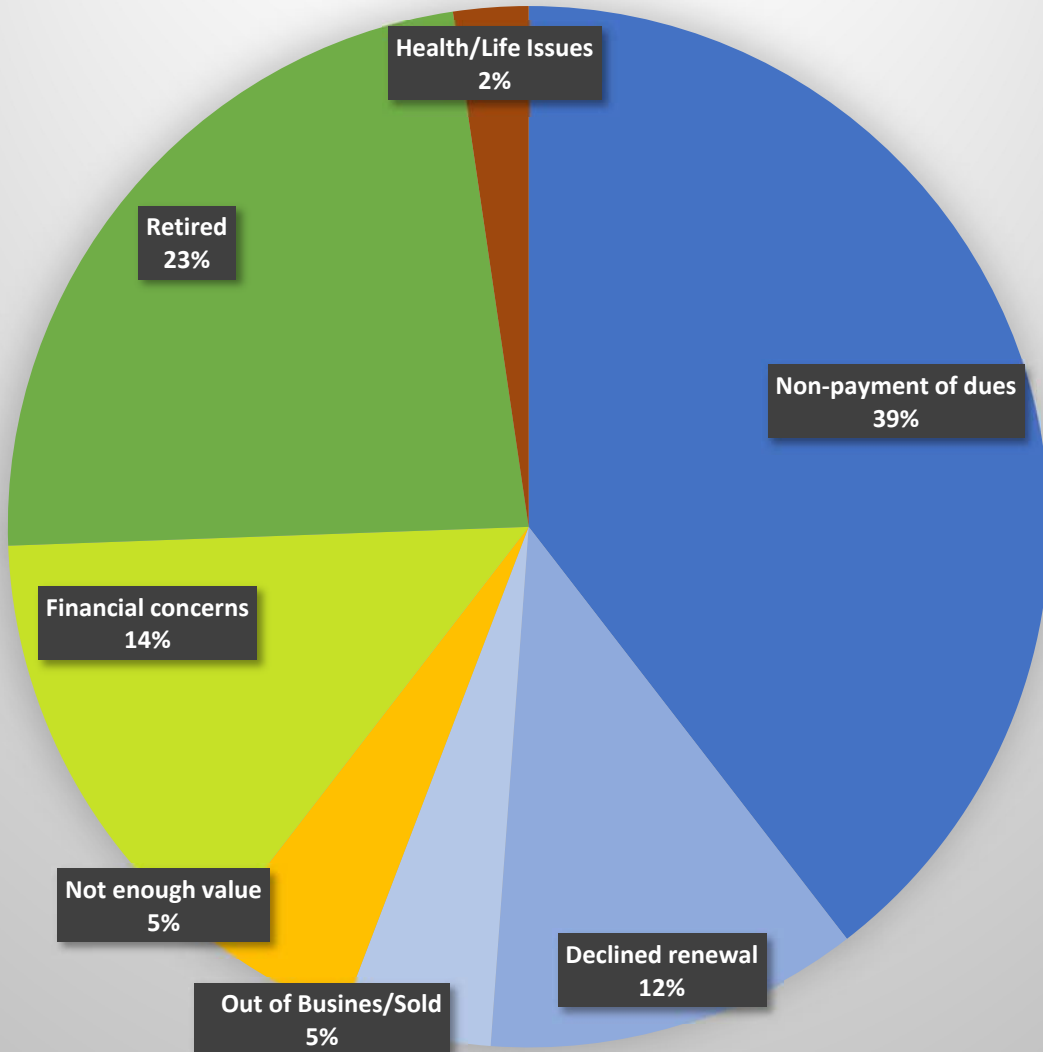
Chapter 48

| | | | | | | | |
|--|---|--------|----------|--------|--------|----------|----------|
| 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 |
| Alexis Oil Company Cassie Cash | 219 Glider Circle Corona, CA 92880 9512799830 cassie@alexisoil.com | \$0.00 | \$437.50 | \$0.00 | \$0.00 | \$437.50 | \$875.00 |
| Bedard Automotive, Inc. Chuck Bedard | 3601 East Miraloma Ave Anaheim, CA 92806 (714) 528-1380 | \$0.00 | \$195.00 | \$0.00 | \$0.00 | \$390.00 | \$585.00 |
| 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 | \$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 tim@highpointdist.com | \$0.00 | \$157.50 | \$0.00 | \$0.00 | \$157.50 | \$315.00 |
| Chapter 48 Subtotal | | \$0.00 | \$1,240.00 | \$0.00 | \$0.00 | \$985.00 | \$2,225.00 |
| Chapter 99 | | | | | | | |
| Bryant Automotive Jeff Bryant | P.O. Box 493280 Redding, CA 96049-3280 (530) 222-3313 jbryant200@hotmail.com | \$312.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$312.00 |
| Jefferson State Diesel Jeremy Wright | 8924 Airport Road Redding, CA 96002 5302216161 jeffersonstate@att.net | \$516.66 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$516.66 |
| Chapter 99 Subtotal | | \$828.66 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$828.66 |
| Chapter Sta | | | | | | | |
| BP/Castrol Mackenzie Merz | 1500 Valley Road Wayne, NJ 07470 3106995212 mackenzie.merz@bp.com | \$0.00 | \$0.00 | \$0.00 | \$7,500.00 | \$0.00 | \$7,500.00 |
| Digital Financial Group Shannon Devery | 2909 Poplar Blvd Alhambra, CA 91803 6264769016 shannon@fdis-sangabrielvalley.com | \$0.00 | \$0.00 | \$7,500.00 | \$0.00 | \$0.00 | \$7,500.00 |

| Company | Contact Info | Current | 31-60 | 61-90 | 91-120 | 120+ | Balance |
|--|---|----------------|--------------|--------------|---------------|-------------|----------------|
| NAPA Sacramento Jerry Moreno | 4635 Northgate Blvd. Sacramento, CA 95834 6613423959 jerry_moreno@genpt.com | \$1,500.00 | \$1,500.00 | \$0.00 | \$0.00 | \$0.00 | \$3,000.00 |
| Precision Automotive Theresa Johnson | 1633 Aviation Blvd. Redondo Beach, CA 90278 (310) 649-5774 pdtcorp@yahoo.com | \$102.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$102.00 |
| Remarkable Results Radio Carm Capriotto | 5655 Brown Hill Road Springville, NY 14141 7165234915 carm@remarkableresults.biz | \$0.00 | \$178.75 | \$0.00 | \$0.00 | \$0.00 | \$178.75 |
| Robert's Auto Repair Robert Wesenberg | 234 Ramona Ave Monterey, CA 93940 (831) 373-1534 | \$0.00 | \$100.00 | \$0.00 | \$0.00 | \$0.00 | \$100.00 |
| Chapter Sta Subtotal | | \$1,602.00 | \$1,778.75 | \$7,500.00 | \$7,500.00 | \$0.00 | \$18,380.75 |
| Grand Total | | 6224.42 | 9040.25 | 7500 | 7500 | 1645 | 31909.67 |

Reasons for Canceling (as of 9/3/18)



**Change in Membership
All Types**

2015 – 2018
(as of 9/3/18)

| | 2015 | 2016 | 2017 | 2018 |
|------------|-------------|-------------|-------------|-------------|
| New | 30 | 20 | 56 | 43 |
| Canceled | 66 | 81 | 76 | 45 |
| Net | -36 | -61 | -20 | 2 |



Year-to-date
new members:
45

ASCCA Membership Committee
2019 Budget Proposal

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



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

Previous Members of the Month

September 2018: Dara Bakhshandeh, C&D Auto Care
June 2018: John Gustafson, Gustafson Brothers
May 2018: Jerry Kubitsky, Summit Transmissions
March 2018: Alan Yu, GIC Car Clinic
November 2017: Maria Carrillo, Carrillo & Sons Collision Center
October 2017: Jim Barlogio, The Auto Shop Visalia
September 2017: Lee Chesnin, BVA Independent Service Specialists
July 2017: David and Lucy Modderman of Modderman Porsche
May 2017: Allen Philips of Del Mar Automotive
April 2017: Andy Daniels, Frank's Automotive
March 2017: Rocky Khamenian, Bimmer & Benz Specialists
February 2017: Bill Patterson, Sal Auto
January 2017: Maylan Newton, ESI Seminars
September 2016: John Villa of Villa Automotive
August 2016: Stuart Terry of Stuart Terry Automotive Repair
July 2016: Steve Vanlandingham of Van's Automotive
June 2016: Nick Modesti of Modesti's
May 2016: Shannon Devery, Digital Financial Group
December 2015: Craig Wells, Inland Smog & Repair
November 2015: Mitch Mendenhall
May 2015: Jim and Mary Payne from The Driving Machine in Cupertino
April 2015: Rory Balmer of Twin Peaks Auto Service
February 2015: Darren Gilbert of Gilbert Motor Service
January 2015: David Kusa owner of AutoTrend Diagnostics
December 2014: John Eppstein, owner of John's Automotive Care in San Diego.
November 2014: Steve Elstins, owner of West Coast Muffler in Concord.
October 2014: Jonathan Summers of the California Smog & Automotive Institute in Riverside.
September 2014: Raul Salgado of Raul's Auto Repair in Azusa and Covina
June 2014: Pete and Darlene Peterson, retired members from Chapter 14 (Inland Empire).
May 2014: Paul Grech, Allied Engine & Auto Repair, San Francisco, CA
April 2014: Glenn Davis, GDA Enterprises, Upland, CA
March 2014: Junior Tamayo, Jay's Auto Center, Torrance, CA
February 2014: Ken Breshears, Keith's Auto Repair, Redding, CA
January 2014: Robert Salerno, Salerno's Auto Service Center, Redlands, CA

Previous Members of the Year

2017: Maylan Newton
2016: Dennis Montalbano

2015: John Eppstein of John's Automotive Service
2014: Larry and Laurie Moore of Larry's AutoWorks
2013: James Justus of James Automotive



AGENDA

ASCCA REVENUE & BENEFITS COMMITTEE

Saturday, September 8, 2018 | 10:20 am – 11:20 am
 Room I-207 Meeting Room 1

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.

| | | |
|---------|--|--------------------|
| 6:00 pm | I. CALL TO ORDER | J. Eppstein, Chair |
| 6:02 pm | II. ROLL CALL a. Review Attendance Record – encl. | G. Peterson |
| 6:05 pm | III. Approval of 6/7/18, 7/19/18, & 8/2/18 Meeting Minutes – encl. IV. Review Action Items: ACTION ITEM: Rocky to discuss possible partnership with Scott Brown who is now Diagnostic Network. ACTION ITEM: Rocky to follow up w/ John Gustafson about Auto Talent co-op getting us a PPT, video or some kind of promotion to get out to members. ACTION ITEM: Gloria to follow up w/ Shannon about renewing DFG partnership that expires 10/1. ACTION ITEM: Committee members call their Partners and find out if they can service the out of state members. (ESi, Cintas, Kukui, Broadly, RepairPal Autozone & Armstrong have all answered yes already.) PENDING ACTION ITEM: Steve to follow up with Stuart to see if he is still interested in being on the committee. PENDING ACTION ITEM: John to contact KPA online about their interest in becoming a partner. PENDING ACTION ITEM: Rocky sent John a business card for a contact at Bosch about becoming a partner. John to reach out. PENDING ACTION ITEM: Todd & John to make a conference call with Shop Boss Pro. PENDING ACTION ITEM: Dave and John to ask Identifix about becoming a \$1500 or higher partner. | J. Eppstein, Chair |
| 6:08 pm | V. Updates on Current Partners – encl. a. Review Income to-date b. Review Expiring Partners: NAPA (Sacramento) expired July 1 st , they are sending payment. DFG now renews November 10 th per their request. c. Need to assign DFC a committee member. | J. Eppstein, Chair |
| 6:30 pm | VI. Potential Partners | J. Eppstein, Chair |

Training:

1. 180 Biz: John Eppstein and Todd Westerlund

Parts:

1. 1-800-Radiator: Needs Assigning
2. Advance Auto Parts: Steve Vanlandingham

3. Bosch: Rocky Khamenian & John Eppstein
4. Car Quest: John Eppstein
5. Hanson Distributing: Jack Scrafield
6. IMC: Steve Vanlandingham
7. SSF Imported Auto Parts, LLCs.: Rocky Khamenian, John Eppstein
8. Standard Motor Parts: Needs Assigning
9. World PAC: Rocky Khamenian

Oil/Waste Oil Recycling:

1. Alpha Environmental Engineering Petroleum Transport: Rory Balmer
2. Castrol: John Eppstein New contact Bob Mellinger 717-669-3543
3. Liqui Moly: John Eppstein and Rocky Khamenian
4. Valvoline: Steve Vanlandingham
5. 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: Needs Assigning

Customer Retention-Marketing:

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

Repair data:

1. Identifix: Jack Crawley
2. All Data: Needs Assigning
3. Diagnostic Network: Rocky Khamenian

Repair Equipment

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

Misc:

1. Ratchet and Wrench: TBD
2. Ryde.ai: Needs Assigning
3. True Technologies: Needs Assigning
4. CA Employment Serives, David Fisher: John Eppstein
5. KPA Online: John Eppstein

- VII.** Old / New Business
- a. Update on New Letter of Agreement LOA with Identifix and iATN
 - b. Todd W will be Chair of the R & B committee in 2019 once John, becomes ASCCA President.
 - c. Auto Talent Co-Op (ATC) www.autotalentco-op.org
 - d. Chapter Reps suggest that the R&B committee reach out to Zenergy Works and try to get them to rejoin.
 - e. Discuss 2019 Budget
 - f. Discuss creating new logo saying “continuous partner” for ongoing Partners.
 - g. Discuss Business Support for Shops
 - h. Dave Fischer agreed to become a partner at the \$1500 level.
 - i. Re-Assign Stuart Terry & Tracy Renee’s Potential Partners

VIII. Adjournment

J. Eppstein, Chair

6:40 pm

7:00 pm

2018 Revenue Benefits Committee Attendance Record

| Committee Member | Jan | Feb | Feb TW | Apr | May TW | June | July | Aug | Sept TW | Oct | Nov | Dec |
|---------------------|-----|-----|--------|-----|--------|------|------|-----|---------|-----|-----|-----|
| John Eppstein | P | P | P | P | P | P | P | P | | | | |
| Dave Kusa | P | A | P | P | P | P | A | E | | | | |
| Maylan Newton | P | A | P | P | A | P | P | E | | | | |
| Rocky Khamenian | P | P | P | P | E | P | P | P | | | | |
| Steve Vanlandingham | A | P | P | P | P | P | P | E | | | | |
| Stuart Terry | P | A | P | P | P | A | A | A | | | | |
| Todd Westerlund | P | P | P | A | P | P | A | P | | | | |
| Tracy Renee | P | P | A | P | A | A | A | A | | | | |

| Staff | Jan | Feb | Feb TW | Apr | May TW | June | July | Aug | Sept TW | Oct | Nov | Dec |
|------------------|-----|-----|--------|-----|--------|------|------|-----|---------|-----|-----|-----|
| Stacey Siquieros | P | P | E | P | P | P | P | P | | | | |
| Kari Groff | | | | | | | | P | | | | |
| Gloria Peterson | | | P | | P | | | P | | | | |

P = Present

A = Absent

E = Excused



Automotive Service Councils of California

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

MINUTES

ASCCA REVENUE & BENEFITS COMMITTEE

Thursday, June 7, 2018 | 6:00 pm – 7:00 pm

Present: John Eppstein, Dave Kusa, Maylan Newton, Rocky Khamenian, Steve Vanlandingham, & Todd Westerlund

Staff: Stacey Siqueiros

- I. Call to Order: The meeting was called to order at 6:02 pm
- II. Roll Call
 - a. Review Attendance Record
- III. Approval of 5/19/18 Meeting Minutes
MOTION It was moved, seconded and carried (MSC) S. Vanlandingham/D. Kusa
- IV. Review Action Items:

NEW ACTION ITEM: John to email Nadir thanking him for being on the committee. **PENDING**

NEW ACTION ITEM: Stacey to contact Cintas to make sure all current ASCCA Cintas members receive the same G &K benefits now that they have merged. **COMPLETED**

NEW ACTION ITEM: Rearrange Agenda so that Updates on Current Partners is before Potential Partners. **COMPLETED**

NEW ACTION ITEM: Stacey to set up conference call with John and Gloria to discuss recognizing WorldPac for providing training/speakers at Team Weekends. **COMPLETED**

NEW ACTION ITEM: Todd & John to make a conference call with Shop Boss Pro. **PENDING**

PENDING ACTION ITEM: Dave and Tracy to work on date and location for a NorCal class with Maylan. **COMPLETED**

PENDING ACTION ITEM: Maylan to send Dave Kusa available dates for NorCal Class. **COMPLETED**

COMPLETED: Stacey to email Nadir about a new contact and renewal of Castrol's partnership that expired 5/1/18.

COMPLETED: Stacey to ask Mary how many raffle tickets have been sold.

COMPLETED: Stacey to contact G&K Services and ask how to list them as G&K or Cintas.

COMPLETED: Stacey to email the committee reminding them to check in with their partners.

PENDING ACTION ITEM: Dave and John to ask Identifix about becoming a \$1500 or higher partner.

- V. Updates on Current Partners – encl.
 - a. Review Income to-date
 - b. Review Expiring Partners: BP Castrol \$7,500 and Shop-Ware \$1,500 expired May 1st. BG PetroSpecs/Petrospecs expires June 1st. Computrek, LKQ, Motul, & RepairPal expire July 1st Potential Partners and Benefit Providers

NEW ACTION ITEM: Stacey to email Matt with Shop-Ware and Eric with BG Petro Specs and cc Dave Kusa.

NEW ACTION ITEM: Stacey to email Tracy Renee asking her to reach out to LKQ for renewal.

VI. Potential Partners

Training:

1.180 Biz: John Eppstein and Todd Westerlund, No new update on hold

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 No new update

7. Standard Motor Parts: Tracy Renee No new update

8. World PAC: Rocky Khamenian going to talk to them with in next couple of weeks about becoming a partner.

NEW ACTION ITEM: Stacey to email Rocky to remind him to reach out to World Pac about sponsorship

Oil/Waste Oil Recycling:

1. Alpha Environmental Engineering Petroleum Transport: Rory Balmer & Stacey Siqueiros No new update
2. Castrol: TBD New Contact Bob Mellinger 717-669-3543 John Eppstein to take over contacting Castrol
3. Liqui Moly: John Eppstein and Rocky Khamenian No new update
4. Valvoline: Steve Vanlandingham No new update
5. World Oil: Rocky Khamenian No new update

Shop management Software:

1. AMS Protractor: Todd Westerlund, John followed up again no reply.
2. Bolt On Technology: Dave Kusa and John Eppstein: John followed up again no reply.
3. Shop Boss Pro: John Eppstein and Todd Westerlund to work on contacting.
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: Tracy to follow up was in her office. Alan Hagerty 314-716-0492

Misc:

1. Ratchet and Wrench: TBD
2. Ryde.ai: Tracy Renee
3. True Technologies: Tracy Renee

VII. Old / New Business

- a. Update on New Letter of Agreement LOA with Identifix. Dave said they are very rigid on the pricing structure, but is going to follow up with Identifix on becoming an ASCCA partner.
Dave Kusa to follow up with Identifix about becoming a partner.
- b. Update committee on new out of state membership and letter that went out to Partners.
Stacey read letter that went out to all partners asking them to offer benefits to new ASCCA out of state membership. So far Kuki, ESI and Cintas have agreed to offer member benefits to out of state ASCCA members.

NEW ACTION ITEM: Stacey to resend letter to remaining partners asking them to participate.

c. New business:

- Todd informed the committee that Mudlick Mail was acquired by an New York company and not looking to partner with ASCCA in the near future. It is nothing personal they are just going through a company change.
- John discussed that he learned the best time to send emails to potential and current partners is Tuesday or Wednesday 10:00 am – 11:00 am. This is when most people are in their office and receptive to emails.
- Was suggested that at the next team weekend in September to have current partners do an interview on Facebook Live describing their company and the benefits they offer to ASCCA members.
- Stacey to review ASCCA phone call schedule and reschedule the next R & B committee call from July 5th (many committee members on vacation) for a later date.

VIII. Adjournment

Meeting adjourned at 6:55 pm



MINUTES

ASCCA REVENUE & BENEFITS COMMITTEE

Thursday, July 19, 2018 | 6:00 pm – 7:00 pm

Present: John Eppstein, Maylan Newton, Rocky Khamenian, & Steve Vanlandingham

Staff: Stacey Siqueiros

- I. Call to Order: The meeting was called to order at 6:12 pm
- II. Roll Call
 - a. Review Attendance Record
- III. Approval of 6/7/18 Meeting Minutes: No motion to approve minutes as there was not a quorum. Move to 8/2/18 Call
- IV. Review Action Items:

ACTION ITEM: Stacey to email Shop-Ware and BG Petrospecs and CC Dave Kusa about renewing partnership.

COMPLETED

ACTION ITEM: Stacey to email Tracy Renee to follow up with LKQ about renewing partnership. **Did not email Tracy as LKQ renewed. COMPLETED**

ACTION ITEM: Stacey to send out, out of state member benefits to partners who have not yet responded. Sent out 5/7/18, 6/21/18 & 7/26/18 **PENDING**

ACTION ITEM: John to email Nadir thanking him for being on the committee. **COMPLETED**

ACTION ITEM: Todd & John to make a conference call with Shop Boss Pro. **PENDING**

ACTION ITEM: Dave and John to ask Identifix about becoming a \$1500 or higher partner. **PENDING**

- V. Updates on Current Partners – encl.
 - a. Review Income to-date
 - Computrek removed from spreadsheet as not renewing their partnership due to internal issues.
 - Autoflow changed name back to Autotextme
 - B. Review Expiring Partners: PetroSpecs/Petrospecs expired June 1st, Broadly August 1st.

NEW ACTION ITEM: Stacey to send Rocky Broadly's Laura Nelson's information so he can follow up with her about renewing their partnership.

- c. Rocky informed the committee that about 30% of Shop-Ware was bought by Bosch.

VI. Potential Partners

Training:

- 1.180 Biz: John Eppstein and Todd Westerlund, No new update on hold

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, Got bought out by Parts Authority
- 6.SSF Imported Auto Parts, LLCs.: Rocky Khamenian & John Eppstein No new update
- 7.Standard Motor Parts: Tracy Renee No new update
- 8.World PAC: Rocky Khamenian talking with Rob Merrill about becoming a partner.

Oil/Waste Oil Recycling:

- 1.Alpha Environmental Engineering Petroleum Transport: Rory Balmer & Stacey Siqueiros No new update
- 2. Castrol: John Eppstein, new contact Bob Mellinger 717-669-3543. Bob hung up on John when he called. John to discuss with Todd who gave us Bob's phone number on maybe if someone else could reach out.
- 3.Liqui Moly: John Eppstein and Rocky Khamenian No new update
- 4.Valvoline: Steve Vanlandingham No new update
- 5.World Oil: Rocky Khamenian No new update

Shop management Software:

- 1.AMS Protractor: Todd Westerlund, John followed up again no reply.

2. Bolt On Technology: Dave Kusa and John Eppstein: John followed up again no reply.

3. Shop Boss Pro: John Eppstein and Todd Westerlund to work on contacting.

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: Tracy to follow up was in her office. Alan Hagerty 314-716-0492

Misc:

1. Ratchet and Wrench: TBD

2. Ryde.ai: Tracy Renee

3. True Technologies: Tracy Renee

NEW ACTION ITEM: Add CA Employment Services to Potential Partner list: John in contact with Dave Fisher about becoming a partner.

NEW ACTION ITEM: Add KPA Online which is similar to CA Employment Services to Potential Partner list. John to contact as well as they are interested in becoming a partner.

NEW ACTION ITEM: Rocky sent John a business card for a contact at Bosch about becoming a partner. Rocky to reach out to Bosch as John is leaving for vacation.

NEW ACTION ITEM: Stacey to add Bosch to potential partners

NEW ACTION ITEM: Rocky discussing possible partnership with Scott Brown who is now Diagnostic Network.

NEW ACTION ITEM: Stacey to add Diagnostic Network to potential partner list.

VII. Old / New Business

a. Update on New Letter of Agreement LOA with Identifix and iATN. Pending

b. Looking for Vice Chair of the R & B committee whom will become chair of committee once John, becomes ASCCA President in 2019.

- Steve V. on multiple committees does not have time.
- Stuart. T has had phone issues so haven't been able to discuss the chair position.
- Todd W. Per John E. can't take on anymore at this time.
- Maylan N. too busy to take on the chair as already on 2 other committees

NEW ACTION ITEM: Rocky & John to think of board members who would be good a fit to be chair of R & B Committee.

c. New business:

- Chapter 14 Event. Stacey sent out information to all the partners on 7/18/18. DFG and ESI to attend. BG Petrospecs interested.

NEW ACTION ITEM: Stacey to send Maylan the full website so he can register and purchase a table.

NEW ACTION ITEM: Stacey to follow up with Kari about the ESI's service writer course and adding to constant contact.

- Stacey explained the process of bringing on board new partners. Partners are not considered partners until we have received their partnership form and payment. Once payment is received and processed Stacey sends out a welcome to the ASCCA family email that includes what deliverables are needed. Stacey also sends out in a separate email an introduction between the partner and Katelyn Hicks so that she can start working with them on their Press Release. Once the press release is completed and approved by the partner the communication team puts it on the ASCCA Website, WYNTK, and sends out to ASCCA membership. Stacey also sends out through teamtalk.
- Was suggested that at all partners be invited to the Friday the 7th September event. Stacey to invite partners.
- John reminded committee to follow up with their partners and to check in with them.

NEW ACTION ITEM: Steve V. to follow up with Stuart to see if he is still interested on being on committee. Since he has had phone issues hasn't been able to make some of the calls.

•

VIII. Adjournment

Meeting adjourned at 7:01 pm



MINUTES
ASCCA REVENUE & BENEFITS COMMITTEE
Thursday, Aug 2, 2018 | 6:00 pm – 7:00 pm

Present: John Eppstein, Rocky Khamenian, & Todd Westerlund
Staff: Stacey Siqueiros, Gloria Peterson, Kari Groff

- I. Call to Order: The meeting was called to order at 6:15 pm
- II. Roll Call
 - a. Review Attendance Record
- III. Approval of 6/7/18 & 7/19/18 Meeting Minutes: No motion to approve minutes as there was not a quorum. Moved to 9/6/18 call.
- IV. Review Action Items:

ACTION ITEM: Stacey to send Rocky Broadly's Laura Nelson's information so he can follow up with her about renewing their partnership. **COMPLETED**

ACTION ITEM: Add CA Employment Services to Potential Partner List. **COMPLETED**

ACTION ITEM: Stacey to add KPA online which is similar to CA Employment Services. **COMPLETED**

ACTION ITEM: Rocky to discuss possible partnership with Scott Brown who is now Diagnostic Network.

ACTION ITEM: Stacey to add Diagnostic Network to Potential Partner list. **COMPLETED**

ACTION ITEM: Rocky & John to think of new board members who would be a good fit for R&B. **PENDING, TODD MAY TAKE ON THE ROLE.**

ACTION ITEM: Stacey to send Maylan the full website for Ch 14 event so he can register and purchase a table. **COMPLETED**

ACTION ITEM: Stacey to follow up with Kari about ESI's Service Writer course and adding to constant contact. **COMPLETED**

ACTION ITEM: Todd & John to make a conference call with Shop Boss Pro. **PENDING**

ACTION ITEM: Dave and John to ask Identifix about becoming a \$1500 or higher partner. **PENDING**

NEW ACTION ITEM: Rocky to follow up w/ John Gustofson about Auto Talent co-op getting us a PPT, video or some kind of promotion to get out to members.

NEW ACTION ITEM: Gloria to follow up w/ Shannon about renewing DFG partnership that expires 10/1.

NEW ACTION ITEM: Kari to send reminder invoices to DFG.

PENDING ACTION ITEM: Steve to follow up with Stuart to see if he is still interested in being on the committee.

PENDING, STEVE GONE

PENDING ACTION ITEM: John to contact KPA online about their interest in becoming a partner.

PENDING ACTION ITEM: Rocky sent John a business card for a contact at Bosch about becoming a partner. John to reach out.

PENDING ACTION ITEM: John to contact Dave Fischer about becoming a partner.

- V. Updates on Current Partners – encl.
 - a. Review Income to-date
 - b. Review Expiring Partners: DFG expires 10/1/18
 - c. Need to assign Dynamic Friction Company DFC a committee member.

VI. Potential Partners

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 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 No new update

2. Castrol: John Eppstein, They may be done, no confirmation yet.

3. Liqui Moly: John Eppstein and Rocky Khamenian No new update

4. Valvoline: Steve Vanlandingham No new update

5. World Oil: Rocky Khamenian No new update

Shop management Software:

1. AMS Protractor: Todd Westerlund, John followed up again no reply. No new update

2. Bolt On Technology: Dave Kusa and John Eppstein: No new update

3. Shop Boss Pro: John Eppstein and Todd Westerlund to work on contacting.

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, No new update

Repair data:

1. Identifix: Jack Crawley, No new update

2. All Data: Stuart Terry

3. Diagnostic Network: Rocky Khamenian, No new update

Repair Equipment

1. Hunter Engineering Company: Alan Hagerty 314-716-0492, No new update

Misc:

1. Ratchet and Wrench: TBD

2. Ryde.ai: Tracy Renee

3. True Technologies: Tracy Renee

4. CA Employment Services, David Fischer: John Eppstein

5. KPA Online: John Eppstein

VII. Old / New Business

a. Update on New Letter of Agreement LOA with Identifix and iATN. **PENDING**

b. Looking for Vice Chair of the R & B committee whom will become chair of committee once John, becomes ASCCA President in 2019.

- Todd W may be able to take over the position. **PENDING CONFIRMATION**

c. Auto Talent Co-Op follow up (ATC) www.autotalentco-op.org

NEW ACTION ITEM: Create new logo saying "continuous partner" for ongoing Partners.

PENDING ACTION ITEM: Steve V. to follow up with Stuart to see if he is still interested on being on committee. Since he has had phone issues hasn't been able to make some of the calls.

•

VIII. Adjournment

Meeting adjourned at 7:01 pm



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AGENDA

ASCCA Chapter Representatives Committee

Sunday, September 9, 2018 | 8:30 – 10:30 am
 Courtyard by Marriott San Diego El Cajon | Pacific A
 141 North Magnolia Ave. El Cajon, CA 92020

Committee Mission:

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

- | | | |
|-------|---|---|
| I. | Call to Order | J. Scrafield |
| II. | Roll Call | Staff |
| III. | Pledge of Allegiance | J. Scrafield |
| IV. | Election of 2019 Board of Directors – <i>encl.</i> | D. Kusa |
| V. | Chapter Representatives Committee election a. Committee Chair and Vice Chair | J. Scrafield |
| VI. | Adjourn a. <i>Board of Directors – closed door session</i> b. <i>Election of officers</i> | J. Scrafield |
| VII. | Reconvene | J. Scrafield |
| VIII. | Announce 2019 ASCCA Officers | D. Kusa |
| IX. | Minutes Approval: 8/23/18 | J. Scrafield |
| X. | 2018-19 Committee Budget – <i>encl.</i> | J. Scrafield |
| XI. | Updates/reports a. Armstrong & Associates b. ASCEF c. Connected Cars Committee d. ETI Committee e. Government Affairs Committee f. Membership Committee | G. Dailey J. Eppstein C. Coquillet R. Balmer D. Kusa M. Mendenhall |

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

J. Kubitsky
J. Eppstein

XII. Discussion items

J. Scrafield

- a. Chapter speaker resources

XIII. Adjourn

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

Absent
Excused



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MINUTES

ASCCA Chapter Representatives Committee

August 24, 2018 | 6:30 pm – 7:30 pm

Via Conference Call

I. Call to Order

J. Scrafield called the meeting to order at 6:31 pm.

II. Roll Call

Present: Jack Scrafield, German Lara, Rory Balmer, Rich Lezcano, Angi Roberts, Zarkis Martirosian, John Camara, Dave Kusa, Dave Schedin, Rocky Khamenian (President)

Not present: Mitch Mendenhall (excused), Lee Chesnin (excused), Bob Toepp (excused), Travis Guy, Tony Callas, Stephen Small,

Staff: Matt Peralta

III. Minutes Approval: 6/28/18 & 7/27/18

It was M.S.C. (motioned, seconded, and carried) to approve the minutes from the 6/28/18 and 7/26/18 meetings (J. Camara / G. Lara).

IV. Monthly dues reports

M. Peralta presented the monthly membership reports, noting that as of 8/17/18, the outstanding chapter dues were \$5,462; the outstanding state dues were \$6,523; and the year-to-date membership is -2.

V. First-time Team Weekend attendee policy

The committee reviewed the application for first-time Team Weekend attendees and had no changes to the application.

ACTION Staff will promote this opportunity through a dedicated e-blast to the membership over the next three weeks.

VI. Chapter 14 Build the Future event

R. Balmer described his chapter's recent Build the Future event, noting that it went well, and they learned a lot. Chapter 14 plans to host similar events in the future. R. Khamenian commended R. Balmer, P. Stevens, and the rest of Chapter 14 for all the hard work they did.

VII. Chapter speaker resources

M. Peralta notified the committee that the speaker resources survey was sent to ASCCA's corporate partners, and 10 responses have already been submitted. J. Scrafield would like the Chapter Reps to come to the next meeting during Team Weekend with a list of speakers that they have had at their chapters.

ACTION J. Scrafield will produce an email to send to Rep Talk asking and will send to M. Peralta.

VIII. Board elections

D. Kusa notified the committee that because there are the same number of candidates as open board positions this year, the committee will vote to approve the slate by acclamation during September Team Weekend.

IX. Chapter Reps Chair and Vice Chair elections

J. Scrafield let the committee know that during the September Team Weekend, the committee will be voting to elect the Chapter Reps Chair and Vice chair for 2019.

X. Adjourn

The meeting adjourned at 7:01 pm.



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ASCCA Nominating Committee Report Board of Director Elections

The ASCCA Nominating Committee solicited candidates for a two (2) year term on the ASCCA Board of Directors, commencing January 1, 2019. Based on its review of each candidate's qualifications, the Nominating Committee presents the following slate:

- Darren L. Gilbert
- George Hritz - Incumbent
- Jerry Kubitsky - Incumbent
- David Kusa - Incumbent
- Rob Pitari - Incumbent
- Steve Vanlandingham - Incumbent
- Todd Westerlund – Incumbent

The total number of candidates for the Board of Directors elections is seven (7) with a total number of open seats of seven (7). Therefore, there will be no balloting process for this year's election. The Chapter Representative Committees will vote by acclamation to formally approve the slate of directors during its September 8 Committee meeting.

ASCCA Chapter Representatives Committee
2019 Budget Proposal

| | <u>Jan - Jul 18</u> | <u>2018 Approved Budget</u> | <u>2019 Proposed Budget</u> |
|--|---------------------|-----------------------------|-----------------------------|
| Ordinary Income/Expense | | | |
| Expense | | | |
| Chapter Representatives Committee | | | |
| 6123 · Chapter Reps-Leadership Training | 0.00 | 2,500.00 | 2,500.00 |
| 6321 · First-time TW Attendees | 0.00 | 2,500.00 | 2,500.00 |
| Total · Chapter Representatives Committee | <u>0.00</u> | <u>5,000.00</u> | <u>5,000.00</u> |
| Total Expense | 0.00 | 5,000.00 | 5,000.00 |

ASCCA Revenue Benefits Committee
2019 Budget Proposal

| | <u>Jan - Jul 2018</u> | <u>2018 Approved Budget</u> | <u>2019 Proposed Budget</u> |
|---|-----------------------|-----------------------------|-----------------------------|
| Ordinary Income/Expense | | | |
| Expense | | | |
| 5600.00 · Revenue & Benefits Committee | | | |
| 5600.01 · R&B Committee Raffle | 271.17 | 0.00 | 2,000.00 |
| 5600.02 · Advantage Printing | 604.69 | 1,000.00 | 1,000.00 |
| 5600.03 · Corporate Partner Awards | 876.83 | 1,500.00 | 1,500.00 |
| 5600.04 · Advantage Redesign | 0.00 | 1,000.00 | 0.00 |
| Total | <u>1,752.69</u> | <u>3,500.00</u> | <u>4,500.00</u> |
| Total Expense | <u>1,752.69</u> | <u>3,500.00</u> | <u>4,500.00</u> |

| Corporate Partners Company | Committee Member | Main Contact | Phone number | Email | Start | RENEWED | Expires | Partner of the Month | Renewal Terms/Past Sponsorship Amount | Revenue Shared with Chapter | 2018 Revenue | Revenue as of Date | Sponsorship or Endorsement Terms | Notes |
|--|---------------------|--|---|---|---|-----------|---------------|----------------------|--|-----------------------------|--------------------|--------------------|---|---|
| autotext.me | Todd Westerlund | Chris Cloutier | Chris Cloutier 469-546-5725 | chris@autotextme.com | 3/1/2017 | 3/7/2018 | 3/1/2019 | | \$2,500.00 | | \$2,500.00 | 3/7/2018 | \$2,500.00 | |
| Automotive Training Institute | Todd Westerlund | Karen Drey/Jim Silverman | K 301-575-9107 / J 301-575-9140 | ksdee@autotraining.net, jsilverman@autotraining.net | 4/1/2018 | | 3/31/2019 | | \$5,000.00 | | \$5,000.00 | 3/12/2018 | \$5,000.00 | |
| BG PetroSpecs/PetroSpecs | Dave Kusa | Eric Wain/Eric Elbert (PetroSpecs) | Eric Wain (949) 337-2484 or (714) 863-2299; Eric Elbert 805-490-6080 | Eric.E@petrospecsBG.com; ericw@petrospecsbg.com | 2/28/2011 | 6/1/2017 | 6/1/2019 | April-18 | \$5,000.00 | | \$5,000.00 | 7/23/2018 | \$5,000 | |
| Broadly Digital Financial Group | Rocky Khamenian | Laura Nelson | (415) 589-0431 | laura@broadly.com | 8/1/2017 | | 9/1/2019 | | \$2,500.00 | | \$2,500.00 | 6/19/2018 | \$2,500 | |
| | Gloria Peterson | Shannon Devery | (626) 476-9016 | shannon@fdi-sangabrielvalley.com | 5/1/2013 | 10/2/2017 | 10/1/2018 | | \$7,500.00 | | \$7,500.00 | | \$7,500.00 | |
| Dynamic Friction Company (DFC) | | Daniel Biezonsky | 951-200-0953 | danb@dynamicfriction.com | 8/1/2018 | | 8/1/2019 | Nov. 2017 | \$7,500.00 | | \$2,500.00 | 7/12/2018 | \$2,500.00 | |
| ESI | John Eppstein | Maylan Newton | (866) 526-3039, | maylan@esiseminars.com | 3/1/2010 | 7/1/2014 | | Jan. 2018 | \$6,069.75 | | \$1,945.00 | 8/1/2018 | \$10,000 in-kind exchange for class vouchers. | |
| ESI/Maylan Nor Cal Class | John Eppstein | Maylan Newton | (866) 526-3039, | maylan@esiseminars.com | | | | | \$500.00 | | | | | |
| ESI/ Maylan So Cal Class | John Eppstein | Maylan Newton | (866) 526-3039, | maylan@esiseminars.com | | | | | | | | | | |
| Kukui.com | Dave Kusa | Todd Westerlund, CEO (Cindy Frasca for invoices.) | 925-980-8012 | Todd@kukui.com | 2013 Annual Meeting | 10/1/2013 | | Dec. 2017 | Auto Pay/ Quarterly Intallments/\$10,000 | | \$5,000.00 | 6/26/2018 | \$10K - As of 10/1/2013 + \$3,000 additional in newsletter advertising | |
| LQ Southern California | Tracy Renee | Steven Poole | 562-320-2398 | sipoole@lqcorp.com | 8/1/2013 | 7/1/2017 | 7/1/2019 | May-18 | \$5,000.00 | | \$5,000.00 | 7/3/2018 | \$5,000 | |
| MotoRad | John Eppstein | Sean Ruitenber, Brandon Kight | Sean's C: 949.872.5019 Brandon 618-599-5196 | sean.ruitenber@motoradusa.com; brandon.kight@motoradusa.com | 5/10/2018 | | 5/1/2019 | | \$5,000.00 | | \$1,666.68 | 9/1/2018 | \$5,000 total \$416.67 monthly payment | |
| Motul | Dave Kusa | 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 | | 7/1/2019 | June-18 | \$5,000.00 | Chapter 5 | \$5,000.00 | 6/20/2018 | \$5,000 | |
| Napa Auto Care | John Eppstein | Corporate Contact: R. Jason Rainey | 678-934-5148 | jason_rainey@genpt.com | | | 3/1/2019 | Feb. 2018 | \$5,000.00 | | \$5,000.00 | 3/7/2018 | 10,000 level | |
| Napa Auto Care | John Eppstein | John Hartman (Main Local Contact) | 619-300-4910 | john_hartman@genpt.com | 3/1/2017 | | 3/1/2019 | | \$5,000.00 | Chapter 24 | \$5,000.00 | 2/16/2018 | | |
| O'Reilly Auto Parts | Steve Vanlandingham | Jody Mayfield | Office 417-874-7175 Cell 479-926-6330 | mayfield2@oreillyauto.com | 12/5/2016 | | 12/1/2018 | | \$5,000.00 | Chapter 24 | | | \$5,000 | |
| RepairPal | Dave Kusa | Evan DeMik | 866-549-0339 | evan@repairpal.com | 7/1/2016 | | 7/1/2019 | | \$1,500.00 | | \$1,500.00 | 7/5/2018 | \$1,500.00 | |
| Shop-Ware | Dave Kusa | Matt Ellinwood, VP | | matt@shop-ware.com | 5/5/2016 | | 5/1/2019 | | \$1,500.00 | | | 7/10/2018 | \$2500 in 2016 lowered to \$1500 in 2017 & 2018 | OLD CONTACTS Tommy Scampoll - 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 |
| | | | | | | | | | Subtotal | | \$49,111.68 | | | |
| AES Wave | Tracy Renee | | | | | | | | | Total Raffle Raised | \$3,475.00 | | | 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. |
| Revenue Programs | | | | | | | | | | | | | | |
| Armstrong & Associates | John Eppstein | Glen Dalley | (916) 286-0925 | gdalley@armstrongprofessional.com | 7/1/2010 | 7/1/2015 | 6/30/2018 | Jul-18 | | | \$22,654.74 | 8/1/2018 | Sliding scale rebate program. | |
| Caremark | 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 | | No Expiration | Aug. 2018 | | | \$5,618.27 | 8/1/2018 | Marketing Allowance equal to .50% of net purchases – Paid quarterly | |
| Cintas | John Eppstein | Thomas Dunne | Thomas Dunne Key Account Manager Cintas Corporation office 619.399.6078 1596 Arnheim Ct El Cajon, CA. 92021 Dunnet@cintas.com | | 10/1/2010 (Original Term was for 3 years) | | 11/3/2020 | Sept. 2018 | | | \$7,833.50 | 8/22/2018 | Net Rental Revenue Rebate of 1.5% payable on a quarterly basis beginning the second year of the contract. | \$10K First year |
| Heartland | | | | | | | | | | | \$1,385.74 | 8/1/2018 | No longer endorsed as DFG is new credit card processor, but still get small amount of income from Heartland | |
| | | | | | | | | | | | Subtotal CP | | | |
| | | | | | | | | | | | Subtotal RP | | | |
| | | | | | | | | | | | Grand Total | | | |
| | | | | | | | | | | | \$86,603.93 | | | |
| 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 | Greg Montero Product Manager 2714 Patton Road Roseville, MN 55113 | (P) 651.628.5706 | greg.montero@iatn.com | 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 | | | | | | | | | |



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AGENDA

MBI BOARD OF DIRECTORS

September 9, 2018
 Cuyamaca College Room: S-107
 900 Rancho San Diego Parkway, El Cajon, CA

- | | |
|--|--------------|
| I. Call to Order | R. Khamenian |
| II. Roll Call | R. Balmer |
| III. Minutes of the 5.20.18 Meeting– <i>encl.</i> | R. Khamenian |
| IV. Overview of Year-to-Date Revenue – <i>TBP.</i> | G. Peterson |
| V. ASC Insurance Program Update | G. Dailey |

AGENDA

ASCCA BOARD OF DIRECTORS

September 9, 2018 | 10:45am – 1:00pm

- | | |
|--|--------------|
| I. Call to Order | R. Khamenian |
| II. Pledge of Allegiance | R. Khamenian |
| III. Attendance – <i>encl.</i> | R. Balmer |
| IV. Closed Session – 2019 Officer Elections | D. Kusa |
| V. Secretary’s Report | R. Balmer |
| a. Minutes Approval: 5.20.18 Board of Directors; 7.25.18 & 8.22.18 Executive Committee– <i>encls.</i> | |
| b. Ratify Electronic Votes: | |
| i. Appointment of Scott Brown Scott Brown to the position of non-voting adviser | |
| ii. Approve the Government Affairs & Executive Committees joint recommendation to schedule the 2019 Legislative Day event and that the event include lunch. | |
| iii. Confirmation of George Hritz as ASCEF Trustee for a three + year term ending October 2021. | |
| iv. Team Talk trial membership for potential members. | |
| v. Chapter Representatives Committee's procedure for sponsoring first-time Team Weekend attendees. | |
| c. Action Items Review – <i>encl.</i> | |
| VI. Treasurer’s Report | J. Villa |
| a. July Month-end Financial Statement – <i>encl.</i> | |
| b. August Month-end Financial Statement – <i>tbp.</i> | |
| c. Vanguard Statement – <i>encl.</i> | |
| VII. President’s Report | R. Khamenian |
| a. Discussion of September Team Weekend Special Events | |
| VIII. Executive Director’s Report | G. Peterson |
| a. Building Update | |
| IX. ASCEF Update | J. Eppstein |
| X. Membership Liaison Report | |

- XI. Committee Discussion & Recommendations R. Khamenian
- XII. Old Business
 - a. 2019 Budget Planning Meeting Date: October 24
Committee Budget Proposal Due: October 12 G. Peterson
 - b. Out of State Membership Dues
- XIII. New Business R. Khamenian
 - a. Women in ASCCA and the Industry
 - b. Involvement in members events - promoting member and ASCCA to public and other shops -Includes availability of paraphernalia
- XIV. Adjournment R. Khamenian

MINUTES

MBI BOARD OF DIRECTORS

May 20, 2018 | 10:45 am

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

I. Call to Order

R. Khamenian called the meeting to order at 10:49 am.

II. Roll Call

Present: Rocky Khamenian, John Eppstein, David Kusa, John Villa, Rory Balmer, Jack Scrafield, German Lara, Lee Chesnin, George Hritz, Jerry Kubitsky, Mitch Mendenhall, Rob Pitari, Steve Vanlandingham, Todd Westerlund, Rob Morrell, Stuart Terry

Excused: Carolyn Coquillette, Nick Modesti, Tracy Renee

Staff: Gloria Peterson, Matthew Peralta

Guests: Maylan Newton, Grant Takikawa, Glen Dailey of Armstrong and Associates, Mat Naby of CoreMark Insurance

III. Review of MBI Purpose

G. Peterson reviewed the purpose of MBI.

IV. Minutes of the February 25, 2018 Meeting

MOTION It was moved, seconded and carried (MSC) (J. Eppstein / J. Scrafield) to approve the minutes of the February 25 meeting, as submitted.

V. Overview of Year-to-Date Revenue

G. Peterson provided an overview of the revenue received from the endorsed programs and the Insurance Services program. G. Daily reported that there is an increase in new business on the liability policies.

VI. ASC Insurance Program Update

G. Daly provided an update on the ASC Insurance program.

ACTION G. Daly will include on the next report the total year-to-date comparison to the prior year.

Mat Naby provided an update on the employee benefits revenue. He reported on the status of identifying an exclusive association health plan option. Currently there has been no interest on the health plans to move forward. The census survey sent to ASCCA members only received 20 responses, which makes it difficult to pursue discussion with insurance companies. He is continuing to explore other options with the assistance of CAWA's efforts in Nevada. Also, there has been efforts with TPAs.

The dental plan continues to grow a bit. He also reminded everyone about the HR Services.

ACTION Include this information to the Membership Liaisons to discuss with new members.

Mat provided an update on the Affordable Care Act (ACA).

VII. Adjourn

The meeting adjourned at 11:18 am.

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

| Member Name | 1/24 BOD | 2/25 BOD | 3/28 EXEC | 4/25 BOD | 5/20 BOD | 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 | P | P | P | P | P | P | | | | | |
| John Eppstein, Vice President <i>(term: 12.31.19)</i> | P | P | P | P | P | E | P | | | | | |
| Dave Kusa, Immediate Past President <i>(term: 12.31.18)</i> | P | P | P | P | P | P | P | | | | | |
| John Villa, Treasurer <i>(term: 12.31.19)</i> | E | P | P | E | P | E | A | | | | | |
| Rory Balmer, Secretary <i>(term: 12.31.19)</i> | P | P | P | P | P | A | P | | | | | |
| Jack Scrafield, CRC Chair <i>(term: 12.31.18)</i> | | | P | P | P | P | P | | | | | |
| German Lara, Non-Voting, CRC Vice Chair <i>(term: 12.31.18)</i> | A | A | A | A | P | P | P | | | | | |
| BOARD DIRECTORS | | | | | | | | | | | | |
| Lee Chesnin <i>(term: 12.31.19)</i> | P | P | P | P | P | P | P | | | | | |
| Carolyn Coquillette <i>(term: 12.31.19)</i> | E | P | A | P | E | P | P | | | | | |
| George Hritz <i>(term: 12.31.18)</i> | P | P | P | A | P | P | A | | | | | |
| Jerry Kubitsky <i>(term: 12.31.18)</i> | P | P | P | P | P | P | P | | | | | |
| Mitch Mendenhall <i>(term: 12.31.19)</i> | P | P | P | P | P | E | E | | | | | |
| Nick Modesti <i>(term: 12.31.18)</i> | P | P | P | P | E | P | P | | | | | |
| Rob Pitari (term: 12.31.18) (appointed 1/20/18) | | P | P | A | P | P | P | | | | | |
| Jack Scrafield <i>(term: 12.31.19)</i> | P | P | | | | | | | | | | |
| Steve Vanlandingham <i>(term: 12.31.18)</i> | P | P | P | P | P | P | P | | | | | |
| Todd Westerlund <i>(term: 12.31.18)</i> | A | P | P | A | P | A | P | | | | | |
| ADVISOR – NON-VOTING | | | | | P | | | | | | | |
| Scott Brown (appointed 8/29/18) | | | | | | | | | | | | |
| Rob Morrell (appointed 11/19/17) | P | P | P | P | P | P | A | | | | | |
| Tracy Renee | P | E | P | E | E | E | P | | | | | |
| Stuart Terry | P | P | P | E | P | E | E | | | | | |

P = Present A = Absent E = Excused Absence



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One Capitol Mall, Suite 800
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(916) 924-9054

(800) 810-4272

FAX (916) 444-7462

E-mail: info@ascca.com

ASCCA BOARD OF DIRECTORS Meeting

May 20, 2018

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

I. Call to Order

R. Khamenian called the meeting to order at 11:19 am.

II. Roll Call

Present: Rocky Khamenian, John Eppstein, David Kusa, John Villa, Rory Balmer, Jack Scrafield, German Lara, Lee Chesnin, George Hritz, Jerry Kubitsky, Mitch Mendenhall, Rob Pitari, Steve Vanlandingham, Todd Westerlund, Rob Morrell, Stuart Terry

Excused: Carolyn Coquillette, Nick Modesti, Tracy Renee

Staff: Gloria Peterson, Matthew Peralta

Guests: Maylan Newton, Grant Takikawa, Glen Dailey of Armstrong and Associates, Mat Nability of CoreMark Insurance

III. Secretary Report

a. Minutes Approval: April 25, 2018 Board Meeting

MOTION It was moved, seconded and carried (**MSC**) (*D. Kusa / J. Kubitsky*) to approve the minutes of the April 25 meeting with one noted correction. (*12-yes, 0-no, 1 abstention - G. Hritz*)

IV. President's Report

R. Khamenian addressed the Board noting that leadership has done a great job of maintaining and improving. He encouraged the Board think outside of the box and invited the Board to contact him with ideas.

J. Kubitsky recommended that there be a business plan developed to reach out to other states to take advantage of the out-of-state membership. There was discussion and it was concluded that the association needs to focus on building membership in California and then take the next step to promote membership in other states.

There was discussion about surveying members; however, no direction was given at this time.

V. Executive Director's Report

G. Peterson reviewed the action items report and provided additional updates. She also

provided an overview of the association owned building noting that the skylight repair has been complete and that a draft management agreement has been reviewed and is pending a few clarifications.

VI. Membership Liaison Report

The liaisons were not present to provide a report.

VII. Treasurer's Report

a. April Month-end Financial Statement

J. Villa provided an overview of the revenue vs. expenses indicating that our bottom line is above budget by a total of 22%. He noted that 15.4% of operating expenses are in reserves. The rate of return on our Vanguard account is 7%.

VIII. ASCEF Update

J. Eppstein provided a brief update on the Cars for Careers vehicle donation program and the new corporate sponsorship program.

MOTION

It was **MSC** (*J. Scrafield / D. Kusa*) to add Dara Bakshandeh to the ASCEF Board of Trustees. (*12-yes, 0-no, 1 abstention - J. Eppstein abstain*)

IX. Nominating Committee Report

D. Kusa noted that the Nominating Committee is comprised of himself, J. Eppstein, J. Scrafield, G. Lara and R. Khamenian. He reviewed which board members have terms expiring at the end of this year and would be required to reapply. He encouraged that the Chapter Representatives help the Nominating Committee identify potential new leaders for consideration.

ACTION

G. Peterson will send the renewing board members their application forms or bios from the previous election/appointment asking for them to confirm their desire to rerun and validating that the information remains current.

X. Committee Recommendations

a. Chapter Representatives Committee (CRC): Budget Reallocation – The recommendation is to reallocate \$2,500 originally budgeted for education to help fund travel expenses for first time attendees to the Team Weekend events.

MOTION

It was moved and seconded (*D. Kusa / J. Villa*) to approve the CRC's request to reallocate \$2,500 originally budgeted for education to help fund travel expenses for first time attendees to the Team Weekend events.

Withdrawn

It was moved and seconded (*D. Kusa / J. Villa*) withdraw the motion.

ACTION

The CRC will bring a recommendation back to the Board of Directors for consider that includes a recommended travel reimbursement process for first time Team Weekend event attendees.

ACTION Staff will draft the procedure for the funding for the CRC's approval.

XI. Old Business

a. September Team Weekend 2018

It was announced that registration is open for the September Team Weekend. There was discussion about the possible space limitation for the Educational Summit scheduled on Friday, September 7 and the Board's desire to open registration so that more members could attend.

ACTION G. Peterson and J. Eppstein will follow-up with Cuyamaca College about the capacity of the room for the events on Friday, September 7.

b. Proposed Facebook Closed Group Etiquette

ACTION G. Peterson and L. Chesnin will work on the language for the Facebook closed group etiquette and send a redraft to the Board for additional comments.

c. Conference Call Recordings

MOTION It was moved and seconded (*D. Kusa / J. Eppstein*) to approve the recommended new Policy 20: Conference Call Recordings, as submitted.

Discussion There was discussion about amendments needed to the draft policy.

Amended MOTION It was **MSC** (*D. Kusa / J. Eppstein*) to amend the motion to approve Policy 20: Conference Call Recordings, as amended.
(13-yes, 0-no, 0-abstentions)

XII. New Business

a. Proposed 2019 Team Weekend Schedule

The Board reviewed a proposed 2019 Team Weekend (TW) event schedule and directed staff to look at scheduling it for the last weekend in January in place of the proposed February dates.

ACTION Staff will review the availability of the last weekend in January for the first 2019 TW event of the year.

There was discussion about the format for TWs. The consensus was that the Committee meetings will take place on conference calls. The new format schedule will be Saturday: Government Affairs and Chapter Representative Committees will meet followed by education and Sunday will consist of the Board of Directors meeting.

R. Khamenian further reported that we will have the ability to change to the new schedule starting with the 2018 November TW.

There was a suggestion that we split of education on a Part I and Part II and sandwich between it the Gov Comm and Chap Reps when the speaker can accommodate that.

M. Mendenhall reported that he is no longer physically working for East County Diesel.

MOTION It was **MSC** (*J. Eppstein / J. Kubitsky*) to approve M. Mendenhall to continue through his term of office. (*12-yes, 0-no, 1 abstention - abstention – Mitch*)

XIII. Adjournment

The meeting adjourned at 1:04 pm.



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

MINUTES

ASCCA Executive Committee Meeting

July 25, 2018 | 6:00 - 7:00 PM

Conference Call

"Elevate and Unite Automotive Professionals and Give them Voice"

I. Call to Order

R. Khamenian called the meeting to order at 6:03 PM.

II. Secretary's Report

a. Roll Call / Attendance

Executive Committee Present: Rocky Khamenian, Dave Kusa, Jack Scrafield, German Lara
Board Members Present: Lee Chesnin, Carolyn Coquillet, George Hritz, Jerry Kubitsky, Nick Modesti, Rob Pitari, Steve Vanlandingham, Rob Morrell

Absent: Rory Balmer, Todd Westerlund Excused: John Eppstein, Mitch Mendenhall, Tracy Renee, Stuart Terry, John Villa

Staff: Gloria Peterson, Matt Peralta, Nito Goolan

b. May 20, 2018 Board of Directors Minutes

The Committee was presented with the minutes of the May 20, 2019 meeting for informational purposes, there was no action needed.

III. Action Items Status Report

G. Peterson reviewed the status report and noted that she will be following up with the accountant as to whether Chapter 34 has completed its final filings.

It was also noted that the Chapter Representatives Committee (CRC) is in the final stages of approving the first-time attendee team weekend reimbursement procedure language. The recommended language will be sent to the Board for an e-mail vote.

IV. Treasurer's Report

a. June Month-End Financial Statement

N. Goolan reviewed the cash in account and the gain on investment along with the year to date summary.

b. Vanguard Statement

The Committee was presented with a Vanguard statement that reflected, as of July 18, 2018, a total investment cash value of \$396,424.81

V. New Business

a. Membership Committee Recommendation: TeamTalk Trial Period

L. Chesnin provided a summary of the recommendation from the Membership Committee to provide a free TeamTalk trial period for individuals consider membership.

There was discussion about whether a 30-day TeamTalk trial may be too long. L. Chesnin clarified that the trial period would be would be a “closer” for a very strong lead on a prospective member. Additional questions about the process were asked and answered.

ACTION The membership committee’s recommendation for Board approval of a TeamTalk Trial Period for potential new members will be sent to the Board of Directors for an e-mail vote.

b. ASCCA Logo Update to Include www.ascca.com

R. Khamenian outlined the suggestion to add the www.ascca.com logo. L. Chesnin asked if this would impact the current shop signs being displayed. R. Khamenian recommended that we would change the logo immediately on paper and that stickers be added to the shop signs.

ACTION Staff will obtain estimates from Couch and Philippe to add stickers to existing shop signs and any signs that are printed and in storage. The budget numbers will be presented for a potential budget augmentation before the end of the year.

c. Nominating Committee Update

D. Kusa reported that the Nominating Committee has received applications from all but one incumbent. Nick Modesti is still deciding if he will reapply. The Committee has reached out to Daren Gilbert and Tony Callas. Daren Gilbert will be sending in an application and Tony Callas is reviewing his schedule to see if it is a fit. The final deadline to receive candidate applicants is August 5.

d. CAWA Career Page Request

G. Peterson summarized the request from Rodney Perini Executive Director to participate in the industry career center. The issue was tabled to study it a bit more. L. Chesnin offered a perspective that by linking to their site, it may take away traffic from our website that could have a negative impact to ASCCA.

It was decided to table this decision for more discovery.

VI. Old Business

a. Facebook Etiquette – Live – Final Version

L. Chesnin summarized the amendments made to the Facebook etiquette and the board was presented with the modified version that currently in place.

b. September Team Weekend Event Preparation

R. Khamenian encouraged Chapter 24 to help promote attendance at these special events. We are working to go live on Facebook. G. Peterson noted that the school is working out the technical issues with webcasting the events on Friday and Saturday. There was discussion about how the event is being promoted.

ACTION C. Coquillette will reach out to Carm Caprittio to help promote the September Team Weekend event in advance.

c. Chapter 14 – *Build the Future* – August 21

The Chapter 14 *Build the Future* event was reviewed. The Board was asked to help support the event by promoting it to vendors and to consider attending.

VII. Adjournment

R. Khamenian adjourned the meeting at 7:08 pm.



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FAX (916) 444-7462
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MINUTES

ASCCA Executive Committee Meeting

August 22, 2018 | 6:00 - 7:00 PM
Conference Call

"Elevate and Unite Automotive Professionals and Give them Voice"

I. Call to Order

R. Khamenian called the meeting to order 6:02 pm.

II. Secretary's Report

a. Roll Call / Attendance

Executive Committee Present: Rocky Khamenian, John Eppstein, Rory Balmer, Dave Kusa, Jack Scrafield, German Lara

Board Members Present: Lee Chesnin, Carolyn Coquillet, Jerry Kubitsky, Nick Modesti, Rob Pitari, Tracy Renee, Steve Vanlandingham, Todd Westerlund

Absent: George Hritz, Rob Morrell, John Villa Excused: Mitch Mendenhall, Stuart Terry

Staff: Gloria Peterson, Nito Goolan

b. July 25 Meeting Minutes

MOTION It was moved, seconded and carried (**MSC**) (*S. Vanlandingham / J. Scrafield*) to approve the minutes of the July 25, 2018 meeting, as submitted.

III. Action Items Status Report

The Board was presented with an action items status report. G. Peterson provided an additional update on the status of Chapter 34's closure. She reported that the Treasurer has communicated that the CD they were waiting to mature had in fact matured and the funds have been rolled over to the bank account. The Treasurer was reintroduced to the recommended certified public accountant (CPA) who the Chapter can work with to complete the final tax filings.

CAWA – G. Peterson asked for further direction for the Board regarding the CAWA invitation for ASCCA to participate in its online career center. The Board initially wanted more information, but clarity was needed as to what information the Board is seeking. G. Peterson summarized the offer by CAWA to create an industry career center and how that would impact ASCCA's website.

ACTION Work with Todd and his team to get an idea of how directing traffic away from the ASCCA website would impact ASCCA.

IV. Treasurer's Report

a. July Month-End Financial Statement

N. Goolan reviewed the July month end financial statement. She reviewed the current assets and summarized the revenue and expenses. She noted that membership is down slightly.

b. Vanguard Statement

G. Peterson provided a vanguard statement reflecting a balance of \$399,992.66.

ACTION J. Eppstein & G. Peterson will discuss the asset mix with J. Villa and the recommended adjustments that J. Eppstein's investment advisor has provided.

V. September Team Weekend

a. Registration List

There was a discussion about whether there would be signage to direct attendees as to where to park and where the meeting is located.

ACTION G. Peterson will make sure to include parking directions in final email confirmation to attendees.

ACTION G. Peterson and M. Peralta will review with G. Lara and J. Scrafield the election process for Chapter Reps Comm during TW.

VI. New Business

a. Women in Automotive Campaign

R. Khamenian provided a summary of he became inspired to highlight the importance to women in the industry and association. He reported that T. Renee has agreed to work on this project. She reported that she is currently working to identify all the members in the association.

ACTION G. Peterson will add T. Renee to the RepTalk list serve.

b. Banking Change Request

G. Peterson outlined the issues with the existing bank account and the need to move to a different bank account. The consensus of the Committee was to make the move and to have G. Peterson make a recommendation as to what bank.

c. D. Kusa announced that the amendments to AB 3141 to get rid of the minor services clause to create a more level playing field by requiring non-licensed oil changers to become a licensed ARDs has been merged into the BAR sunset review legislation. R. Khamenian also applauded the Government Affairs Committee's efforts with AB 2825.

VII. Old Business

No old business.

VIII. Adjournment

The meeting adjourned at 6:52 pm.

ASCCA Action Items Status Report

As of 08/29/2018

| ACTION | RESPONSIBLE | Start Date | Deadline | STATUS |
|--|---------------|------------|----------|--|
| Chapter 34 – Recommended Closer – Follow-up | G. Peterson | 12/27/2017 | | <p>In Progress</p> <p>The Chapter has been responsive and has been connected with a local CPA to assist with the closing procedures including final tax filings.</p> <p>8/20 - G. Peterson requested and updated from the CPA.</p> <p>8/22 - Eric informed G. Peterson that the CDs have matured and have been rolled into the checking account. The CPA contact was also reprovided to him.</p> |
| The Revenue & Benefits Committee was tasked with reviewing the ability of our corporate partners and endorsed partners to provide services in other states and update any agreements, as needed. | R&B Committee | 2/25/2018 | | <p>In Progress</p> <p>All sponsors have been contacted and staff is in the process of collecting their responses and following up, as needed.</p> |
| Staff will obtain estimates from Couch and Philippe to add stickers to existing shop signs and any signs that are printed and in storage. The budget numbers will be presented for a potential budget augmentation before the end of the year. | Kari Groff | | | <p>In Progress - Kari has obtained an inventory count of existing signs and has requested a quote for additional inventory that will include the new logo. There has not been a request for stickers, so additional follow-up is needed.</p> |
| Include parking directions in final email confirmation to attendees. | G. Peterson | | | <p>COMPLETED</p> |
| Review the election process for Chapter Reps Comm during TW with G. Lara and J. Scrafield. | M. Peralta | | | <p>COMPLETED</p> |
| Add T. Renee to the RepTalk list serve. | G. Peterson | | | <p>COMPLETED</p> |
| Work with Todd and his team to get an idea of how directing traffic away from the ASCCA website would impact ASCCA. | G. Peterson | | | |

AUTOMOTIVE SERVICE COUNCILS OF CALIFORNIA

PRELIMINARY AND NON-REVIEWED FINANCIAL STATEMENTS

Period Ending July 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 July 31, 2018 resulted in excess revenue over/(under) expenses of \$122,490 which is better than budget by \$47,141 after taxes.

The following statements are provided for Period Ending July 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 \$511,066 of which \$395,749 (\$374,276 + \$21,472) 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 \$511,066 less total current liabilities of \$24,843 a balance of \$486,223 which is 16.1 months of operating expenses. Realized gain/loss on investments is currently \$15,313.

FIXED ASSETS:

Building & Fixtures: No fixed assets have been added.

OTHER ASSETS:

Prepaid Expenses: Prepaid expenses are \$3,784.

Projects in Progress: Projects in progress are \$0.

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 \$7,777.

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

Chapter Dues Payable: currently the balance is \$8,387.

California Wildfire Relief Fund: \$0.00.

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 \$324,845 better than budget by \$11,926 (the revenue includes gain of \$15,934 on investments)

Membership Dues- Currently dues are \$192,214 less than budget by \$5,558.

Endorsements/Services- Revenue is \$35,413 better than budget by \$6,247.

Connected Cars Committee- Revenue is \$3,000, no budget figure to compare to.

Corporate Partners- Revenue is at \$47,045 better than budget by \$12,045.

Education & Training – Revenue is \$975 better than budget by \$475.

Team Weekend Raffle- 3,600, better than budget by \$1,100.

ASCCA ESI Course Voucher- revenue is \$2,040 with zero expenses, less than budget by \$2,137.

Other Revenue- (includes miscellaneous revenue and building rental) Revenue \$24,705 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 better than budget by \$11,888.

Publication/Communication— expenses are \$1,694 greater than budget by \$773.

Merchandise- revenue is (\$73) with zero expenses, greater than budget by \$393.

Revenue & Benefit Committee- Expenses are \$1,753 greater than budget by \$289.

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

Meeting & Travel- \$12,609 in expenses, better than budget by \$9,671.

Governmental Affairs Committee- expenses are \$2,888 better than budget by \$3,962.

Membership Recruitment/Retention includes all expenses related to marketing of membership and the legal service provided as a membership benefit. Expenses are \$10,500 better than budget by \$1,750.

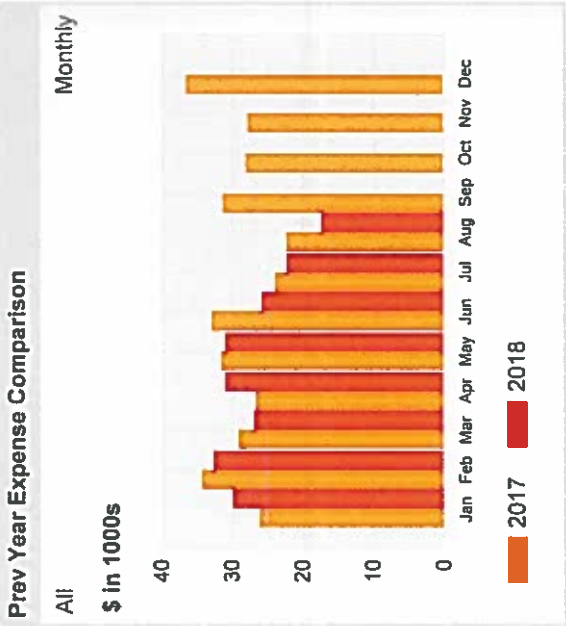
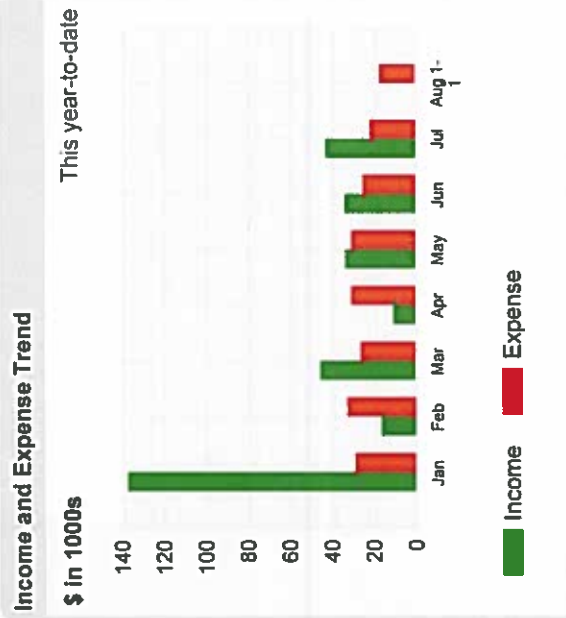
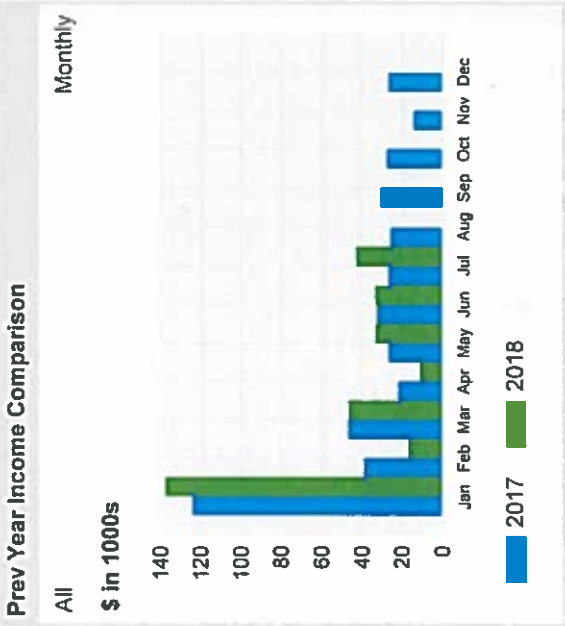
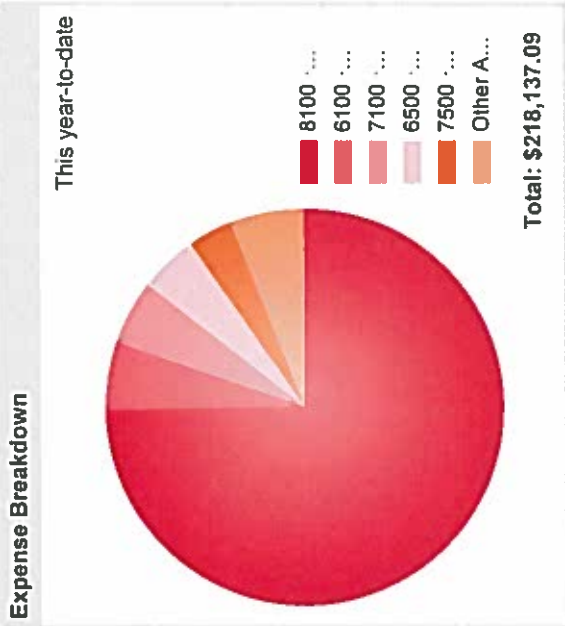
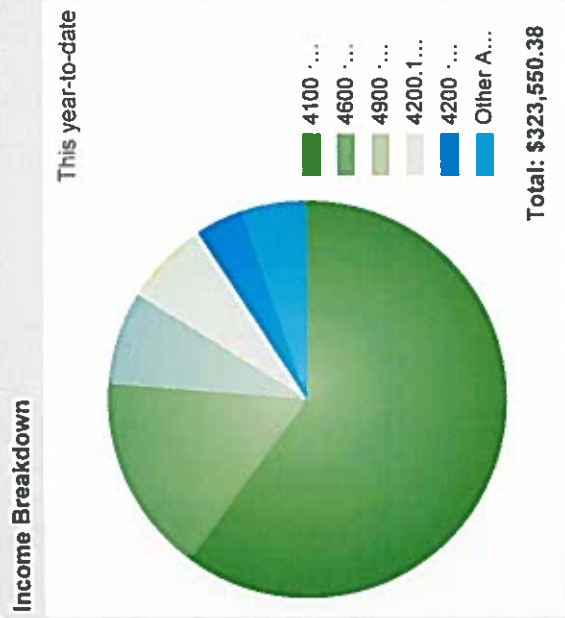
Public Relation Committee includes all expenses related to public relations projects. Expenses are \$2,696 greater than budget by \$1,176.

General & Administrative expenses include all expenses for operations. Total of the expenses for operations are \$13,117 better than budget \$5,691.

Building Maintenance includes all expenses related to the care and maintenance of the property owned by ASCCA. Revenue for the building is \$24,338 with expenses of \$8,074 for a net gain of \$16,264.

Professional Services includes accounting fees, management, advocacy, legal and consulting. Expenses are \$145,529 better than budget by \$896.

YEAR TO DATE SUMMARY: Total revenue is \$324,845 with total expenses (direct expenses plus operating expenses) of \$203,060 for a net gain of \$121,758 before taxes, and \$122,490 after taxes, which is better than budgeted net gain by \$47,141.



Automotive Service Councils of California

08/15/18

Balance Sheet

Accrual Basis

As of July 31, 2018

| | <u>Jul 31, 18</u> |
|---|--------------------------|
| ASSETS | |
| Current Assets | |
| Checking/Savings | |
| 1100 · Cash | |
| 1105 · Cash-In Banking | 70,761.11 |
| 1105.01 · Bank - MBI | 44,556.20 |
| 1115 · Vanguard | 374,276.12 |
| 1120 · Vanguard -Net Proceeds from Bui | 21,472.49 |
| Total 1100 · Cash | <u>511,065.92</u> |
| Total Checking/Savings | 511,065.92 |
| Accounts Receivable | |
| 1200 · Accounts Receivable | |
| 1220 · Accounts Receivable-Chapters | 548.68 |
| Total 1200 · Accounts Receivable | <u>548.68</u> |
| Total Accounts Receivable | 548.68 |
| Total Current Assets | 511,614.60 |
| 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 | <u>113,772.00</u> |
| Total Fixed Assets | 113,772.00 |
| Other Assets | |
| 1500 · Other Assets | |
| 1510 · Prepaid Expenses | 3,784.39 |
| Total 1500 · Other Assets | 3,784.39 |
| 1600 · Investments | |
| 1630 · Future Tax Benefits - MBI | 42,157.02 |
| Total 1600 · Investments | <u>42,157.02</u> |
| Total Other Assets | 45,941.41 |
| TOTAL ASSETS | <u>671,328.01</u> |
| LIABILITIES & EQUITY | |
| Liabilities | |
| Current Liabilities | |
| Accounts Payable | |
| 2000 · Current Liabilities | |
| 2110 · Accounts Payable | 7,777.09 |
| Total 2000 · Current Liabilities | <u>7,777.09</u> |
| Total Accounts Payable | 7,777.09 |
| Other Current Liabilities | |
| 2503 · Advocacy Fund Contribution | 8,703.64 |
| 2505 · Chapter Dues Payables | 8,386.83 |
| 2506 · ASCEF Donations | -25.00 |
| Total Other Current Liabilities | <u>17,065.47</u> |
| Total Current Liabilities | 24,842.56 |

Automotive Service Councils of California

Balance Sheet

As of July 31, 2018

| | <u>Jul 31, 18</u> |
|--|--------------------------|
| Long Term Liabilities | |
| 2501 · Tenant - Lease Deposit | 3,137.60 |
| Total Long Term Liabilities | <u>3,137.60</u> |
| Total Liabilities | 27,980.16 |
| 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 | <u>-36,079.25</u> |
| Total 3000 · Members' Equity | 366,988.81 |
| 30000 · Opening Balance Equity | -3,722.04 |
| 32000 · Unrestricted Net Assets | 157,591.52 |
| Net Income | <u>122,489.56</u> |
| Total Equity | <u>643,347.85</u> |
| TOTAL LIABILITIES & EQUITY | <u><u>671,328.01</u></u> |

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

| | Jul 31, 18 | Jul 31, 17 | \$ Change | % Change |
|---|-------------------|-------------------|-------------------|---------------|
| ASSETS | | | | |
| Current Assets | | | | |
| Checking/Savings | | | | |
| 1100 · Cash | | | | |
| 1105 · Cash-In Banking | 70,761.11 | 47,909.61 | 22,851.50 | 47.7% |
| 1105.01 · Bank - MBI | 44,556.20 | 32,685.11 | 11,871.09 | 36.3% |
| 1115 · Vanguard | 374,276.12 | 338,649.44 | 35,626.68 | 10.5% |
| 1120 · Vanguard -Net Proceeds from Bui | 21,472.49 | 0.00 | 21,472.49 | 100.0% |
| Total 1100 · Cash | 511,065.92 | 419,244.16 | 91,821.76 | 21.9% |
| Total Checking/Savings | 511,065.92 | 419,244.16 | 91,821.76 | 21.9% |
| Accounts Receivable | | | | |
| 1200 · Accounts Receivable | | | | |
| 1220 · Accounts Receivable-Chapters | 548.68 | 558.68 | -10.00 | -1.8% |
| 1200 · Accounts Receivable - Other | 0.00 | 260.49 | -260.49 | -100.0% |
| Total 1200 · Accounts Receivable | 548.68 | 819.17 | -270.49 | -33.0% |
| Total Accounts Receivable | 548.68 | 819.17 | -270.49 | -33.0% |
| Total Current Assets | 511,614.60 | 420,063.33 | 91,551.27 | 21.8% |
| 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 | 3,784.39 | 3,636.33 | 148.06 | 4.1% |
| Total 1500 · Other Assets | 3,784.39 | 3,636.33 | 148.06 | 4.1% |
| 1600 · Investments | | | | |
| 1630 · Future Tax Benefits - MBI | 42,157.02 | 32,257.02 | 9,900.00 | 30.7% |
| Total 1600 · Investments | 42,157.02 | 32,257.02 | 9,900.00 | 30.7% |
| Total Other Assets | 45,941.41 | 35,893.35 | 10,048.06 | 28.0% |
| TOTAL ASSETS | 671,328.01 | 569,728.68 | 101,599.33 | 17.8% |
| LIABILITIES & EQUITY | | | | |
| Liabilities | | | | |
| Current Liabilities | | | | |
| Accounts Payable | | | | |
| 2000 · Current Liabilities | | | | |
| 2110 · Accounts Payable | 7,777.09 | 8,739.93 | -962.84 | -11.0% |
| Total 2000 · Current Liabilities | 7,777.09 | 8,739.93 | -962.84 | -11.0% |
| Total Accounts Payable | 7,777.09 | 8,739.93 | -962.84 | -11.0% |
| Other Current Liabilities | | | | |
| 2503 · Advocacy Fund Contribution | 8,703.64 | 7,603.64 | 1,100.00 | 14.5% |
| 2505 · Chapter Dues Payables | 8,386.83 | 8,343.98 | 42.85 | 0.5% |
| 2506 · ASCEF Donations | -25.00 | 301.00 | -326.00 | -108.3% |
| Total Other Current Liabilities | 17,065.47 | 16,248.62 | 816.85 | 5.0% |
| Total Current Liabilities | 24,842.56 | 24,988.55 | -145.99 | -0.6% |
| 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 | 27,980.16 | 28,126.15 | -145.99 | -0.5% |

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

| | Jul 31, 18 | Jul 31, 17 | \$ Change | % Change |
|---------------------------------------|-------------------|-------------------|-------------------|--------------|
| 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 | 157,591.52 | 64,557.41 | 93,034.11 | 144.1% |
| Net Income | 122,489.56 | 113,778.35 | 8,711.21 | 7.7% |
| Total Equity | 643,347.85 | 541,602.53 | 101,745.32 | 18.8% |
| TOTAL LIABILITIES & EQUITY | 671,328.01 | 569,728.68 | 101,599.33 | 17.8% |

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

| | <u>Jan - Jul 18</u> | <u>Jan - Jul 17</u> | <u>\$ Change</u> | <u>% Change</u> |
|---|---------------------|---------------------|------------------|-----------------|
| Ordinary Income/Expense | | | | |
| Income | | | | |
| 4100 · Membership Dues | | | | |
| 4110 · Association Dues | 174,429.91 | 162,501.40 | 11,928.51 | 7.34% |
| 4120 · General Member State Dues | 921.66 | 1,488.00 | -566.34 | -38.06% |
| 4130 · Application Fees | 660.00 | 880.00 | -220.00 | -25.0% |
| 4135 · Education Members | 375.00 | 875.00 | -500.00 | -57.14% |
| 4140 · Associate Dues | 16,267.50 | 27,192.50 | -10,925.00 | -40.18% |
| 4145 · Recruitment Fee | -1,451.25 | -359.00 | -1,092.25 | -304.25% |
| 4198 · Service Charge Reoccurring bill | 1,011.17 | 602.00 | 409.17 | 67.97% |
| Total 4100 · Membership Dues | 192,213.99 | 193,179.90 | -965.91 | -0.5% |
| 4200 · Endorsements/Services | | | | |
| 4225 · Heartland | 1,724.85 | 1,315.95 | 408.90 | 31.07% |
| 4235 · G&K Services | 5,182.67 | 5,600.22 | -417.55 | -7.46% |
| 4250 · Auto Zone | 5,618.27 | 7,076.11 | -1,457.84 | -20.6% |
| 4255 · Yourmembership | 232.75 | 232.75 | 0.00 | 0.0% |
| Total 4200 · Endorsements/Services | 12,758.54 | 14,225.03 | -1,466.49 | -10.31% |
| 4200.10 · ASC Insurance Services | | | | |
| 4215 · Armstrong Insurance | 17,900.28 | 18,099.00 | -198.72 | -1.1% |
| 4299 · CoreMark | 4,754.46 | 4,050.70 | 703.76 | 17.37% |
| Total 4200.10 · ASC Insurance Services | 22,654.74 | 22,149.70 | 505.04 | 2.28% |
| 4400 · Merchandise | | | | |
| 4410 · Merchandise - Revenue | -73.00 | 211.92 | -284.92 | -134.45% |
| Total 4400 · Merchandise | -73.00 | 211.92 | -284.92 | -134.45% |
| 4550 · Connected Cars Committee | | | | |
| 4550.01 · Connected Cars Committee | 3,000.00 | 0.00 | 3,000.00 | 100.0% |
| Total 4550 · Connected Cars Committee | 3,000.00 | 0.00 | 3,000.00 | 100.0% |
| 4600 · Corporate Partners | | | | |
| 4610 · Corporate Partners | 47,045.32 | 36,318.68 | 10,726.64 | 29.54% |
| Total 4600 · Corporate Partners | 47,045.32 | 36,318.68 | 10,726.64 | 29.54% |
| 4700 · Education & Training | | | | |
| 4705 · Chapter Leadership Training | 975.00 | 0.00 | 975.00 | 100.0% |
| Total 4700 · Education & Training | 975.00 | 0.00 | 975.00 | 100.0% |
| 4799.10 · Team Weekend Raffle.. | | | | |
| 4799.01 · Team Weekend Raffle | 3,600.00 | 4,305.00 | -705.00 | -16.38% |
| Total 4799.10 · Team Weekend Raffle.. | 3,600.00 | 4,305.00 | -705.00 | -16.38% |
| 4800 · ASCCA ESI Course Voucher. | | | | |
| 4801 · ASCCA ESI Course Voucher | 2,040.00 | 7,534.75 | -5,494.75 | -72.93% |
| Total 4800 · ASCCA ESI Course Voucher. | 2,040.00 | 7,534.75 | -5,494.75 | -72.93% |
| 4900 · Other Revenue | | | | |
| 4908 · Building Rental Revenue | 24,337.60 | 22,811.30 | 1,526.30 | 6.69% |
| 4910 · Miscellaneous Income | 367.80 | 0.00 | 367.80 | 100.0% |
| Total 4900 · Other Revenue | 24,705.40 | 22,811.30 | 1,894.10 | 8.3% |
| Total Income | 308,919.99 | 300,736.28 | 8,183.71 | 2.72% |

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

| | <u>Jan - Jul 18</u> | <u>Jan - Jul 17</u> | <u>\$ Change</u> | <u>% Change</u> |
|---|---------------------|---------------------|------------------|-----------------|
| | 308,919.99 | 300,736.28 | 8,183.71 | 2.72% |
| Expense | | | | |
| 5000.1 - Technology Expenses | | | | |
| 5225.1 · Database updates & changes | 0.00 | 875.00 | -875.00 | -100.0% |
| 5240.1 · Website Expenses | 4,200.00 | 0.00 | 4,200.00 | 100.0% |
| Total 5000.1 - Technology Expenses | <u>4,200.00</u> | <u>875.00</u> | <u>3,325.00</u> | <u>380.0%</u> |
| 5300.1 - Publication/Communication Expen | | | | |
| 5310.1 · Independent Expenses | 1,375.00 | 1,012.00 | 363.00 | 35.87% |
| 5320.1 · Website Expenses | 0.00 | 638.71 | -638.71 | -100.0% |
| 5325.1 · Broadcast Emails & Faxes | 318.50 | 75.00 | 243.50 | 324.67% |
| Total 5300.1 - Publication/Communication Expen | <u>1,693.50</u> | <u>1,725.71</u> | <u>-32.21</u> | <u>-1.87%</u> |
| 5600.00 · R & B Committee | | | | |
| 5600.01 · Revenue & Benefits Cmte Raffle | 271.17 | 0.00 | 271.17 | 100.0% |
| 5600.02 · Advantage Printing | 604.69 | 0.00 | 604.69 | 100.0% |
| 5600.03 · Corporate PArtnr Awards | 876.83 | 0.00 | 876.83 | 100.0% |
| Total 5600.00 · R & B Committee | <u>1,752.69</u> | <u>0.00</u> | <u>1,752.69</u> | <u>100.0%</u> |
| 6100 · Meetings & Travel | | | | |
| 6110 · Meeting Exp-Team Weekend (1) | 5,408.89 | 3,686.31 | 1,722.58 | 46.73% |
| 6111 · Meeting Exp - Team Weekend (2) | 4,281.31 | 5,626.65 | -1,345.34 | -23.91% |
| 6112 · Meeting Exp - Team Weekend (3) | 926.16 | 0.00 | 926.16 | 100.0% |
| 6120 · Travel - ED | 74.56 | 0.00 | 74.56 | 100.0% |
| 6121 · Travel - Directors/Officers | 109.00 | 746.19 | -637.19 | -85.39% |
| 6122 · Travel - Staff | 292.96 | 0.00 | 292.96 | 100.0% |
| 6125 · Printing/Reproduction | 385.98 | 521.31 | -135.33 | -25.96% |
| 6145 · Board Awards | 1,120.13 | 48.03 | 1,072.10 | 2,232.15% |
| 6150 · Misc Meetings/Travel | 659.60 | 103.14 | 556.46 | 539.52% |
| 6160 · Audio Visual Equipment | -650.00 | 0.00 | -650.00 | -100.0% |
| 6199 · Other BOD Expenses | 0.00 | 201.57 | -201.57 | -100.0% |
| Total 6100 · Meetings & Travel | <u>12,608.59</u> | <u>10,933.20</u> | <u>1,675.39</u> | <u>15.32%</u> |
| 6300 · Government Affairs Committee | | | | |
| 6320 · Travel | 0.00 | 30.00 | -30.00 | -100.0% |
| 6321 · Travel - NASTF | 794.62 | 609.69 | 184.93 | 30.33% |
| 6325 · SBC - gov | 750.00 | 750.00 | 0.00 | 0.0% |
| 6360 · Legislative Day | 1,343.27 | 2,121.20 | -777.93 | -36.67% |
| Total 6300 · Government Affairs Committee | <u>2,887.89</u> | <u>3,510.89</u> | <u>-623.00</u> | <u>-17.75%</u> |
| 6500 · Membership Recruitment/Retentio | | | | |
| 5420.1 · Membership Signs | 280.25 | 587.92 | -307.67 | -52.33% |
| 6506 · Membership Recruitment Drive | 545.30 | 389.30 | 156.00 | 40.07% |
| 6515 · Membership Appreciation | 883.57 | 1,598.35 | -714.78 | -44.72% |
| 6535 · Legal Advise-Member Service | 8,750.00 | 8,750.00 | 0.00 | 0.0% |
| 6545 · Printing | 41.30 | 0.00 | 41.30 | 100.0% |
| Total 6500 · Membership Recruitment/Retentio | <u>10,500.42</u> | <u>11,325.57</u> | <u>-825.15</u> | <u>-7.29%</u> |
| 6700 · PR Committee | | | | |
| 6715 · Public Relation Committee | 2,696.13 | 3,560.74 | -864.61 | -24.28% |

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

| | <u>Jan - Jul 18</u> | <u>Jan - Jul 17</u> | <u>\$ Change</u> | <u>% Change</u> |
|--|---------------------|---------------------|------------------|-----------------|
| Total 6700 · PR Committee | 2,696.13 | 3,560.74 | -864.61 | -24.28% |
| 7100 · General & Admin Expenses | | | | |
| 7101 · Office Supplies | 150.80 | 61.09 | 89.71 | 146.85% |
| 7103 · Printing/Reproduction | 1,756.36 | 4,898.51 | -3,142.15 | -64.15% |
| 7105 · Telephone/Fax | 490.00 | 475.00 | 15.00 | 3.16% |
| 7106 · Telephone Conference Calls | 137.98 | 912.69 | -774.71 | -84.88% |
| 7107 · Postage/Mailing | 877.75 | 628.13 | 249.62 | 39.74% |
| 7111 · Insurance | 3,629.31 | 3,041.98 | 587.33 | 19.31% |
| 7123 · Off-Site Storage | 806.00 | 784.00 | 22.00 | 2.81% |
| 7124 · On-Site Storage | 630.00 | 630.00 | 0.00 | 0.0% |
| 7125 · Travel - Staff | 0.00 | 22.37 | -22.37 | -100.0% |
| 7126 · Bank Charges/Credit Card Fees | 4,598.92 | 5,025.29 | -426.37 | -8.48% |
| 7127 · Filing Fees/Penalties | 40.00 | 30.00 | 10.00 | 33.33% |
| 7490 · Miscellaneous G&A | 0.00 | 538.10 | -538.10 | -100.0% |
| Total 7100 · General & Admin Expenses | <u>13,117.12</u> | <u>17,047.16</u> | <u>-3,930.04</u> | <u>-23.05%</u> |
| 7500 · Building Maint & Mgmt | | | | |
| 7505 · Building Mgmt Fees | 4,746.00 | 4,746.00 | 0.00 | 0.0% |
| 7510 · Utilities | 2,404.19 | 1,990.06 | 414.13 | 20.81% |
| 7515 · Repairs & Maintenance | 924.00 | 0.00 | 924.00 | 100.0% |
| 7550 · Property Taxes | 0.00 | 2,186.79 | -2,186.79 | -100.0% |
| Total 7500 · Building Maint & Mgmt | <u>8,074.19</u> | <u>8,922.85</u> | <u>-848.66</u> | <u>-9.51%</u> |
| 8100 · Professional Services | | | | |
| 8110 · Accounting/Audit | 3,655.00 | 3,595.00 | 60.00 | 1.67% |
| 8120 · Management Services | 122,500.00 | 122,500.00 | 0.00 | 0.0% |
| 8130 · Advocacy | 19,250.00 | 19,250.00 | 0.00 | 0.0% |
| 8150 · Legal | 124.26 | 2,184.02 | -2,059.76 | -94.31% |
| Total 8100 · Professional Services | <u>145,529.26</u> | <u>147,529.02</u> | <u>-1,999.76</u> | <u>-1.36%</u> |
| Total Expense | <u>203,059.79</u> | <u>205,430.14</u> | <u>-2,370.35</u> | <u>-1.15%</u> |
| Net Ordinary Income | 105,860.20 | 95,306.14 | 10,554.06 | 11.07% |
| Other Income/Expense | | | | |
| Other Income | | | | |
| 9100 · Other Revenue/Expenses | | | | |
| 4906 · Gain/Loss & Int - Bldg Proceeds | 612.41 | 0.00 | 612.41 | 100.0% |
| 4907 · Gain/Loss & Int. on Investments | 15,312.86 | 19,190.18 | -3,877.32 | -20.21% |
| 9120 · Tax - Federal | 0.00 | -567.15 | 567.15 | 100.0% |
| 9130 · Tax - State | 704.09 | 0.00 | 704.09 | 100.0% |
| Total 9100 · Other Revenue/Expenses | <u>16,629.36</u> | <u>18,623.03</u> | <u>-1,993.67</u> | <u>-10.71%</u> |
| Total Other Income | 16,629.36 | 18,623.03 | -1,993.67 | -10.71% |
| Other Expense | | | | |
| 9199 · Other Expenses | | | | |
| 9190 · Prior Year Expenses | 0.00 | 150.82 | -150.82 | -100.0% |
| Total 9199 · Other Expenses | <u>0.00</u> | <u>150.82</u> | <u>-150.82</u> | <u>-100.0%</u> |
| Total Other Expense | 0.00 | 150.82 | -150.82 | -100.0% |
| Net Other Income | 16,629.36 | 18,472.21 | -1,842.85 | -9.98% |
| Net Income | <u>122,489.56</u> | <u>113,778.35</u> | <u>8,711.21</u> | <u>7.66%</u> |

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

| | <u>Jan - Jul 18</u> | <u>YTD Budget</u> | <u>Annual Budget</u> |
|---|---------------------|-------------------|----------------------|
| Ordinary Income/Expense | | | |
| Income | | | |
| 4100 - Membership Dues | | | |
| 4110 - Association Dues | 174,429.91 | 174,375.30 | 197,600.00 |
| 4120 - General Member State Dues | 921.66 | 1,272.75 | 2,000.00 |
| 4130 - Application Fees | 660.00 | 272.76 | 500.06 |
| 4135 - Education Members | 375.00 | 525.00 | 1,000.00 |
| 4140 - Associate Dues | 16,267.50 | 17,422.82 | 33,660.00 |
| 4143 - Associate Branch Dues | 0.00 | 3,550.00 | 6,500.00 |
| 4145 - Recruitment Fee | -1,451.25 | -425.00 | -500.00 |
| 4198 - Service Charge Reoccurring bill | 1,011.17 | 778.00 | 1,000.00 |
| Total 4100 - Membership Dues | 192,213.99 | 197,771.63 | 241,760.06 |
| 4200 - Endorsements/Services | | | |
| 4225 - Heartland | 1,724.85 | 1,081.64 | 2,000.00 |
| 4235 - G&K Services | 5,182.67 | 4,250.00 | 8,500.00 |
| 4250 - Auto Zone | 5,618.27 | 6,000.00 | 12,000.00 |
| 4255 - Yourmembership | 232.75 | 0.00 | 0.00 |
| Total 4200 - Endorsements/Services | 12,758.54 | 11,331.64 | 22,500.00 |
| 4200.10 - ASC Insurance Services | | | |
| 4215 - Armstrong Insurance | 17,900.28 | 13,394.52 | 22,394.52 |
| 4299 - CoreMark | 4,754.46 | 4,440.48 | 7,605.48 |
| Total 4200.10 - ASC Insurance Services | 22,654.74 | 17,835.00 | 30,000.00 |
| 4400 - Merchandise | | | |
| 4410 - Merchandise - Revenue | -73.00 | 100.00 | 400.00 |
| Total 4400 - Merchandise | -73.00 | 100.00 | 400.00 |
| 4550 - Connected Cars Committee | | | |
| 4550.01 - Connected Cars Committee | 3,000.00 | | |
| Total 4550 - Connected Cars Committee | 3,000.00 | | |
| 4600 - Corporate Partners | | | |
| 4610 - Corporate Partners | 47,045.32 | 35,000.00 | 60,000.00 |
| Total 4600 - Corporate Partners | 47,045.32 | 35,000.00 | 60,000.00 |
| 4700 - Education & Training | | | |
| 4705 - Chapter Leadership Training | 975.00 | 500.00 | 1,000.00 |
| Total 4700 - Education & Training | 975.00 | 500.00 | 1,000.00 |
| 4799.10 - Team Weekend Raffle.. | | | |
| 4799.01 - Team Weekend Raffle | 3,600.00 | 2,500.00 | 2,500.00 |
| Total 4799.10 - Team Weekend Raffle.. | 3,600.00 | 2,500.00 | 2,500.00 |
| 4800 - ASCCA ESI Course Voucher. | | | |
| 4801 - ASCCA ESI Course Voucher | 2,040.00 | 4,177.25 | 7,500.00 |
| Total 4800 - ASCCA ESI Course Voucher. | 2,040.00 | 4,177.25 | 7,500.00 |
| 4900 - Other Revenue | | | |
| 4908 - Building Rental Revenue | 24,337.60 | 24,337.60 | 41,721.60 |
| 4910 - Miscellaneous Income | 367.80 | 0.00 | 0.00 |
| Total 4900 - Other Revenue | 24,705.40 | 24,337.60 | 41,721.60 |

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

| | <u>Jan - Jul 18</u> | <u>YTD Budget</u> | <u>Annual Budget</u> |
|---|---------------------|-------------------|----------------------|
| Total Income | 308,919.99 | 293,553.12 | 407,381.66 |
| | 308,919.99 | 293,553.12 | 407,381.66 |
| Expense | | | |
| 5000.1 - Technology Expenses | | | |
| 5225.1 - Database updates & changes | 0.00 | 1,000.00 | 1,000.00 |
| 5240.1 - Website Expenses | 4,200.00 | 10,888.00 | 10,888.00 |
| Total 5000.1 - Technology Expenses | 4,200.00 | 11,888.00 | 11,888.00 |
| 5300.1 - Publication/Communication Expen | | | |
| 5310.1 - Independent Expenses | 1,375.00 | 2,000.00 | 4,000.00 |
| 5325.1 - Broadcast Emails & Faxes | 318.50 | 350.00 | 600.00 |
| 5340.1 - Membership Communications | 0.00 | 116.65 | 200.00 |
| Total 5300.1 - Publication/Communication Expen | 1,693.50 | 2,466.65 | 4,800.00 |
| 5400.1 - Merchandise Expense | | | |
| 5410.1 - Merchandise Expenses | 0.00 | 218.20 | 400.00 |
| Total 5400.1 - Merchandise Expense | 0.00 | 218.20 | 400.00 |
| 5600.00 - R & B Committee | | | |
| 5600.01 - Revenue & Benefits Cmte Raffle | 271.17 | | |
| 5600.02 - Advantage Printing | 604.69 | 583.35 | 1,000.00 |
| 5600.03 - Corporate PArtnr Awards | 876.83 | 875.00 | 1,500.00 |
| 5910 - Advantage Re-Design | 0.00 | 583.35 | 1,000.00 |
| Total 5600.00 - R & B Committee | 1,752.69 | 2,041.70 | 3,500.00 |
| 6100 - Meetings & Travel | | | |
| 6110 - Meeting Exp-Team Weekend (1) | 5,408.89 | 3,900.00 | 3,900.00 |
| 6111 - Meeting Exp - Team Weekend (2) | 4,281.31 | 3,900.00 | 3,900.00 |
| 6112 - Meeting Exp - Team Weekend (3) | 926.16 | 0.00 | 3,900.00 |
| 6113 - Meeting Exp - Team Weekend (4) | 0.00 | 0.00 | 3,900.00 |
| 6120 - Travel - ED | 74.56 | 750.00 | 750.00 |
| 6121 - Travel - Directors/Officers | 109.00 | 5,000.00 | 5,000.00 |
| 6122 - Travel - Staff | 292.96 | 1,250.00 | 1,250.00 |
| 6123 - Chapter Reps-Leadership Train | 0.00 | 2,500.00 | 2,500.00 |
| 6125 - Printing/Reproduction | 385.98 | 300.00 | 500.00 |
| 6145 - Board Awards | 1,120.13 | 1,387.50 | 2,400.00 |
| 6150 - Misc Meetings/Travel | 659.60 | 2,500.00 | 2,500.00 |
| 6160 - Audio Visual Equipment | -650.00 | 500.00 | 500.00 |
| 6199 - Other BOD Expenses | 0.00 | 291.65 | 500.00 |
| Total 6100 - Meetings & Travel | 12,608.59 | 22,279.15 | 31,500.00 |
| 6300 - Government Affairs Committee | | | |
| 6320 - Travel | 0.00 | 800.00 | 800.00 |
| 6321 - Travel - NASTF | 794.62 | 3,000.00 | 3,000.00 |
| 6325 - SBC - gov | 750.00 | 750.00 | 750.00 |
| 6360 - Legislative Day | 1,343.27 | 2,300.00 | 2,300.00 |
| Total 6300 - Government Affairs Committee | 2,887.89 | 6,850.00 | 6,850.00 |
| 6500 - Membership Recruitment/Retentio | | | |
| 5420.1 - Membership Signs | 280.25 | 875.00 | 1,500.00 |

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

| | <u>Jan - Jul 18</u> | <u>YTD Budget</u> | <u>Annual Budget</u> |
|---|---------------------|-------------------|----------------------|
| 6506 · Membership Recruitment Drive | 545.30 | 1,750.00 | 3,000.00 |
| 6515 · Membership Appreciation | 883.57 | 290.00 | 500.00 |
| 6535 · Legal Advise-Member Service | 8,750.00 | 8,750.00 | 15,000.00 |
| 6545 · Printing | 41.30 | 585.00 | 1,000.00 |
| Total 6500 · Membership Recruitment/Retentio | 10,500.42 | 12,250.00 | 21,000.00 |
| 6700 · PR Committee | | | |
| 6715 · Public Relation Committee | 2,696.13 | 1,520.00 | 2,600.00 |
| Total 6700 · PR Committee | 2,696.13 | 1,520.00 | 2,600.00 |
| 7100 · General & Admin Expenses | | | |
| 7101 · Office Supplies | 150.80 | 295.00 | 500.00 |
| 7102.00 · Dues & Subscription | 0.00 | 1,750.00 | 3,000.00 |
| 7103 · Printing/Reproduction | 1,756.36 | 3,500.00 | 6,000.00 |
| 7105 · Telephone/Fax | 490.00 | 583.35 | 1,000.00 |
| 7106 · Telephone Conference Calls | 137.98 | 0.00 | 0.00 |
| 7107 · Postage/Mailing | 877.75 | 875.00 | 1,500.00 |
| 7111 · Insurance | 3,629.31 | 4,200.00 | 7,200.00 |
| 7123 · Off-Site Storage | 806.00 | 966.00 | 1,656.00 |
| 7124 · On-Site Storage | 630.00 | 630.00 | 1,080.00 |
| 7125 · Travel - Staff | 0.00 | 175.00 | 300.00 |
| 7126 · Bank Charges/Credit Card Fees | 4,598.92 | 5,658.35 | 9,700.00 |
| 7127 · Filing Fees/Penalties | 40.00 | 30.00 | 50.00 |
| 7490 · Miscellaneous G&A | 0.00 | 145.85 | 250.00 |
| Total 7100 · General & Admin Expenses | 13,117.12 | 18,808.55 | 32,236.00 |
| 7500 · Building Maint & Mgmt | | | |
| 7505 · Building Mgmt Fees | 4,746.00 | 4,781.00 | 8,196.00 |
| 7510 · Utilities | 2,404.19 | 1,750.00 | 3,000.00 |
| 7515 · Repairs & Maintenance | 924.00 | 583.35 | 1,000.00 |
| 7522 · Insurance | 0.00 | 495.85 | 850.00 |
| 7550 · Property Taxes | 0.00 | 2,300.00 | 4,600.00 |
| 7590 · Misc Building Maint/Mgmt | 0.00 | 0.00 | 30.00 |
| Total 7500 · Building Maint & Mgmt | 8,074.19 | 9,910.20 | 17,676.00 |
| 8100 · Professional Services | | | |
| 8110 · Accounting/Audit | 3,655.00 | 3,800.00 | 3,800.00 |
| 8120 · Management Services | 122,500.00 | 122,500.00 | 210,000.00 |
| 8130 · Advocacy | 19,250.00 | 19,833.35 | 34,000.00 |
| 8150 · Legal | 124.26 | 291.65 | 500.00 |
| Total 8100 · Professional Services | 145,529.26 | 146,425.00 | 248,300.00 |
| Total Expense | 203,059.79 | 234,657.45 | 380,750.00 |
| Net Ordinary Income | 105,860.20 | 58,895.67 | 26,631.66 |
| Other Income/Expense | | | |
| Other Income | | | |
| 9100 · Other Revenue/Expenses | | | |
| 4906 · Gain/Loss & Int - Bldg Proceeds | 612.41 | | |
| 4907 · Gain/Loss & Int. on Investments | 15,312.86 | 18,753.25 | 25,000.00 |

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

| | <u>Jan - Jul 18</u> | <u>YTD Budget</u> | <u>Annual Budget</u> |
|--|--------------------------|-------------------------|-------------------------|
| 9120 - Tax - Federal | 0.00 | -1,500.00 | -1,500.00 |
| 9130 - Tax - State | 704.09 | -800.00 | -800.00 |
| Total 9100 - Other Revenue/Expenses | <u>16,629.36</u> | <u>16,453.25</u> | <u>22,700.00</u> |
| Total Other Income | <u>16,629.36</u> | <u>16,453.25</u> | <u>22,700.00</u> |
| Net Other Income | <u>16,629.36</u> | <u>16,453.25</u> | <u>22,700.00</u> |
| Net Income | <u><u>122,489.56</u></u> | <u><u>75,348.92</u></u> | <u><u>49,331.66</u></u> |

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

| | <u>Jan - Jul 18</u> | <u>Budget</u> | <u>\$ Over Budget</u> | <u>% of Budget</u> |
|---|---------------------|-------------------|-----------------------|--------------------|
| Ordinary Income/Expense | | | | |
| Income | | | | |
| 4100 · Membership Dues | | | | |
| 4110 · Association Dues | 174,429.91 | 174,375.30 | 54.61 | 100.03% |
| 4120 · General Member State Dues | 921.66 | 1,272.75 | -351.09 | 72.42% |
| 4130 · Application Fees | 660.00 | 272.76 | 387.24 | 241.97% |
| 4135 · Education Members | 375.00 | 525.00 | -150.00 | 71.43% |
| 4140 · Associate Dues | 16,267.50 | 17,422.82 | -1,155.32 | 93.37% |
| 4143 · Associate Branch Dues | 0.00 | 3,550.00 | -3,550.00 | 0.0% |
| 4145 · Recruitment Fee | -1,451.25 | -425.00 | -1,026.25 | 341.47% |
| 4198 · Service Charge Reoccurring bill | 1,011.17 | 778.00 | 233.17 | 129.97% |
| Total 4100 · Membership Dues | 192,213.99 | 197,771.63 | -5,557.64 | 97.19% |
| 4200 · Endorsements/Services | | | | |
| 4225 · Heartland | 1,724.85 | 1,081.64 | 643.21 | 159.47% |
| 4235 · G&K Services | 5,182.67 | 4,250.00 | 932.67 | 121.95% |
| 4250 · Auto Zone | 5,618.27 | 6,000.00 | -381.73 | 93.64% |
| 4255 · Yourmembership | 232.75 | 0.00 | 232.75 | 100.0% |
| Total 4200 · Endorsements/Services | 12,758.54 | 11,331.64 | 1,426.90 | 112.59% |
| 4200.10 · ASC Insurance Services | | | | |
| 4215 · Armstrong Insurance | 17,900.28 | 13,394.52 | 4,505.76 | 133.64% |
| 4299 · CoreMark | 4,754.46 | 4,440.48 | 313.98 | 107.07% |
| Total 4200.10 · ASC Insurance Services | 22,654.74 | 17,835.00 | 4,819.74 | 127.02% |
| 4400 · Merchandise | | | | |
| 4410 · Merchandise - Revenue | -73.00 | 100.00 | -173.00 | -73.0% |
| Total 4400 · Merchandise | -73.00 | 100.00 | -173.00 | -73.0% |
| 4550 · Connected Cars Committee | | | | |
| 4550.01 · Connected Cars Committee | 3,000.00 | | | |
| Total 4550 · Connected Cars Committee | 3,000.00 | | | |
| 4600 · Corporate Partners | | | | |
| 4610 · Corporate Partners | 47,045.32 | 35,000.00 | 12,045.32 | 134.42% |
| Total 4600 · Corporate Partners | 47,045.32 | 35,000.00 | 12,045.32 | 134.42% |
| 4700 · Education & Training | | | | |
| 4705 · Chapter Leadership Training | 975.00 | 500.00 | 475.00 | 195.0% |
| Total 4700 · Education & Training | 975.00 | 500.00 | 475.00 | 195.0% |
| 4799.10 · Team Weekend Raffle.. | | | | |
| 4799.01 · Team Weekend Raffle | 3,600.00 | 2,500.00 | 1,100.00 | 144.0% |
| Total 4799.10 · Team Weekend Raffle.. | 3,600.00 | 2,500.00 | 1,100.00 | 144.0% |
| 4800 · ASCCA ESI Course Voucher. | | | | |
| 4801 · ASCCA ESI Course Voucher | 2,040.00 | 4,177.25 | -2,137.25 | 48.84% |
| Total 4800 · ASCCA ESI Course Voucher. | 2,040.00 | 4,177.25 | -2,137.25 | 48.84% |
| 4900 · Other Revenue | | | | |
| 4908 · Building Rental Revenue | 24,337.60 | 24,337.60 | 0.00 | 100.0% |
| 4910 · Miscellaneous Income | 367.80 | 0.00 | 367.80 | 100.0% |
| Total 4900 · Other Revenue | 24,705.40 | 24,337.60 | 367.80 | 101.51% |

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

| | <u>Jan - Jul 18</u> | <u>Budget</u> | <u>\$ Over Budget</u> | <u>% of Budget</u> |
|---|---------------------|---------------|-----------------------|--------------------|
| Total Income | 308,919.99 | 293,553.12 | 15,366.87 | 105.24% |
| | 308,919.99 | 293,553.12 | 15,366.87 | 105.24% |
| Expense | | | | |
| 5000.1 - Technology Expenses | | | | |
| 5225.1 · Database updates & changes | 0.00 | 1,000.00 | -1,000.00 | 0.0% |
| 5240.1 · Website Expenses | 4,200.00 | 10,888.00 | -6,688.00 | 38.58% |
| Total 5000.1 - Technology Expenses | 4,200.00 | 11,888.00 | -7,688.00 | 35.33% |
| 5300.1 · Publication/Communication Expen | | | | |
| 5310.1 · Independent Expenses | 1,375.00 | 2,000.00 | -625.00 | 68.75% |
| 5325.1 · Broadcast Emails & Faxes | 318.50 | 350.00 | -31.50 | 91.0% |
| 5340.1 · Membership Communications | 0.00 | 116.65 | -116.65 | 0.0% |
| Total 5300.1 · Publication/Communication Expen | 1,693.50 | 2,466.65 | -773.15 | 68.66% |
| 5400.1 · Merchandise Expense | | | | |
| 5410.1 · Merchandise Expenses | 0.00 | 218.20 | -218.20 | 0.0% |
| Total 5400.1 · Merchandise Expense | 0.00 | 218.20 | -218.20 | 0.0% |
| 5600.00 · R & B Committee | | | | |
| 5600.01 · Revenue & Benefits Cmte Raffle | 271.17 | | | |
| 5600.02 · Advantage Printing | 604.69 | 583.35 | 21.34 | 103.66% |
| 5600.03 · Corporate PArtners Awards | 876.83 | 875.00 | 1.83 | 100.21% |
| 5910 · Advantage Re-Design | 0.00 | 583.35 | -583.35 | 0.0% |
| Total 5600.00 · R & B Committee | 1,752.69 | 2,041.70 | -289.01 | 85.85% |
| 6100 · Meetings & Travel | | | | |
| 6110 · Meeting Exp-Team Weekend (1) | 5,408.89 | 3,900.00 | 1,508.89 | 138.69% |
| 6111 · Meeting Exp - Team Weekend (2) | 4,281.31 | 3,900.00 | 381.31 | 109.78% |
| 6112 · Meeting Exp - Team Weekend (3) | 926.16 | 0.00 | 926.16 | 100.0% |
| 6120 · Travel - ED | 74.56 | 750.00 | -675.44 | 9.94% |
| 6121 · Travel - Directors/Officers | 109.00 | 5,000.00 | -4,891.00 | 2.18% |
| 6122 · Travel - Staff | 292.96 | 1,250.00 | -957.04 | 23.44% |
| 6123 · Chapter Reps-Leadership Train | 0.00 | 2,500.00 | -2,500.00 | 0.0% |
| 6125 · Printing/Reproduction | 385.98 | 300.00 | 85.98 | 128.66% |
| 6145 · Board Awards | 1,120.13 | 1,387.50 | -267.37 | 80.73% |
| 6150 · Misc Meetings/Travel | 659.60 | 2,500.00 | -1,840.40 | 26.38% |
| 6160 · Audio Visual Equipment | -650.00 | 500.00 | -1,150.00 | -130.0% |
| 6199 · Other BOD Expenses | 0.00 | 291.65 | -291.65 | 0.0% |
| Total 6100 · Meetings & Travel | 12,608.59 | 22,279.15 | -9,670.56 | 56.59% |
| 6300 · Government Affairs Committee | | | | |
| 6320 · Travel | 0.00 | 800.00 | -800.00 | 0.0% |
| 6321 · Travel - NASTF | 794.62 | 3,000.00 | -2,205.38 | 26.49% |
| 6325 · SBC - gov | 750.00 | 750.00 | 0.00 | 100.0% |
| 6360 · Legislative Day | 1,343.27 | 2,300.00 | -956.73 | 58.4% |
| Total 6300 · Government Affairs Committee | 2,887.89 | 6,850.00 | -3,962.11 | 42.16% |
| 6500 · Membership Recruitment/Retentio | | | | |
| 5420.1 · Membership Signs | 280.25 | 875.00 | -594.75 | 32.03% |
| 6506 · Membership Recruitment Drive | 545.30 | 1,750.00 | -1,204.70 | 31.16% |

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

| | <u>Jan - Jul 18</u> | <u>Budget</u> | <u>\$ Over Budget</u> | <u>% of Budget</u> |
|---|---------------------|-------------------|-----------------------|--------------------|
| 6515 · Membership Appreciation | 883.57 | 290.00 | 593.57 | 304.68% |
| 6535 · Legal Advise-Member Service | 8,750.00 | 8,750.00 | 0.00 | 100.0% |
| 6545 · Printing | 41.30 | 585.00 | -543.70 | 7.06% |
| Total 6500 · Membership Recruitment/Retentio | 10,500.42 | 12,250.00 | -1,749.58 | 85.72% |
| 6700 · PR Committee | | | | |
| 6715 · Public Relation Committee | 2,696.13 | 1,520.00 | 1,176.13 | 177.38% |
| Total 6700 · PR Committee | 2,696.13 | 1,520.00 | 1,176.13 | 177.38% |
| 7100 · General & Admin Expenses | | | | |
| 7101 · Office Supplies | 150.80 | 295.00 | -144.20 | 51.12% |
| 7102.00 · Dues & Subscription | 0.00 | 1,750.00 | -1,750.00 | 0.0% |
| 7103 · Printing/Reproduction | 1,756.36 | 3,500.00 | -1,743.64 | 50.18% |
| 7105 · Telephone/Fax | 490.00 | 583.35 | -93.35 | 84.0% |
| 7106 · Telephone Conference Calls | 137.98 | 0.00 | 137.98 | 100.0% |
| 7107 · Postage/Mailing | 877.75 | 875.00 | 2.75 | 100.31% |
| 7111 · Insurance | 3,629.31 | 4,200.00 | -570.69 | 86.41% |
| 7123 · Off-Site Storage | 806.00 | 966.00 | -160.00 | 83.44% |
| 7124 · On-Site Storage | 630.00 | 630.00 | 0.00 | 100.0% |
| 7125 · Travel - Staff | 0.00 | 175.00 | -175.00 | 0.0% |
| 7126 · Bank Charges/Credit Card Fees | 4,598.92 | 5,658.35 | -1,059.43 | 81.28% |
| 7127 · Filing Fees/Penalties | 40.00 | 30.00 | 10.00 | 133.33% |
| 7490 · Miscellaneous G&A | 0.00 | 145.85 | -145.85 | 0.0% |
| Total 7100 · General & Admin Expenses | 13,117.12 | 18,808.55 | -5,691.43 | 69.74% |
| 7500 · Building Maint & Mgmt | | | | |
| 7505 · Building Mgmt Fees | 4,746.00 | 4,781.00 | -35.00 | 99.27% |
| 7510 · Utilities | 2,404.19 | 1,750.00 | 654.19 | 137.38% |
| 7515 · Repairs & Maintenance | 924.00 | 583.35 | 340.65 | 158.4% |
| 7522 · Insurance | 0.00 | 495.85 | -495.85 | 0.0% |
| 7550 · Property Taxes | 0.00 | 2,300.00 | -2,300.00 | 0.0% |
| Total 7500 · Building Maint & Mgmt | 8,074.19 | 9,910.20 | -1,836.01 | 81.47% |
| 8100 · Professional Services | | | | |
| 8110 · Accounting/Audit | 3,655.00 | 3,800.00 | -145.00 | 96.18% |
| 8120 · Management Services | 122,500.00 | 122,500.00 | 0.00 | 100.0% |
| 8130 · Advocacy | 19,250.00 | 19,833.35 | -583.35 | 97.06% |
| 8150 · Legal | 124.26 | 291.65 | -167.39 | 42.61% |
| Total 8100 · Professional Services | 145,529.26 | 146,425.00 | -895.74 | 99.39% |
| Total Expense | 203,059.79 | 234,657.45 | -31,597.66 | 86.54% |
| Net Ordinary Income | 105,860.20 | 58,895.67 | 46,964.53 | 179.74% |
| Other Income/Expense | | | | |
| Other Income | | | | |
| 9100 · Other Revenue/Expenses | | | | |
| 4906 · Gain/Loss & Int - Bldg Proceeds | 612.41 | | | |
| 4907 · Gain/Loss & Int. on Investments | 15,312.86 | 18,753.25 | -3,440.39 | 81.65% |
| 9120 · Tax - Federal | 0.00 | -1,500.00 | 1,500.00 | 0.0% |
| 9130 · Tax - State | 704.09 | -800.00 | 1,504.09 | -88.01% |

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

| | Jan - Jul 18 | Budget | \$ Over Budget | % of Budget |
|-------------------------------------|---------------------|------------------|-----------------------|--------------------|
| Total 9100 - Other Revenue/Expenses | 16,629.36 | 16,453.25 | 176.11 | 101.07% |
| Total Other Income | 16,629.36 | 16,453.25 | 176.11 | 101.07% |
| Net Other Income | 16,629.36 | 16,453.25 | 176.11 | 101.07% |
| Net Income | 122,489.56 | 75,348.92 | 47,140.64 | 162.56% |

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DJIA 26,147.09 83.07 NASDAQ 8,100.96 70.92 S&P 500 2,914.16 16.64 10-yr T-note 2.88% 0.00 [Data as of 08/29/2018 12:57 PMET](#) [Market Summary](#)

\$404,850.15

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Automotive Service Councils Of California Inc. Account

\$404,850.15

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|---|--|---|-----------|---------------------|--------------------------|
| VFIIX Vanguard GNMA Fund Investor Shares 0036-09944948724 | \$10.22 | -\$0.01 -0.10% | 2,105.146 | \$21,514.59 | Transact |
| VFIJX Vanguard GNMA Fund Admiral Shares 0536-09944948724 | \$10.22 | -\$0.01 -0.10% | 9,773.265 | \$99,882.77 | Transact |
| VTSAX Vanguard Total Stock Market Index Fund Admiral Shares 0585-09944948724 | \$72.91 | +\$0.02 +0.03% | 3,887.708 | \$283,452.79 | Transact |
| Total | | | | \$404,850.15 | |

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